



Nurturing Innovation: Prince George's County Incubators

Presentation for

Prince George's County Council
Planning, Zoning & Economic Development
Committee

February 17, 2016

Presentations

- **June Evans**
Interim Director
Prince George's Community College
Center for Entrepreneurial Development
- **Lisa S. Smith**
Executive Director
Bowie Business Innovation Center (Bowie BIC)
Located at Bowie State University
- **Kiesha Haughton**
Managing Director
Maryland Women's Business Center
- **Peter Sandborn**
Director
University of Maryland
Maryland Technology Enterprise Institute (MTECH)



Center for
ENTREPRENEURIAL
DEVELOPMENT

PRINCE GEORGE'S COMMUNITY COLLEGE

VISION

The Center for Entrepreneurial Development (CED) is a catalyst for growing the County's economy by increasing the capacity of local entrepreneurs. Outline different models available.

MISSION:

The Center for Entrepreneurial Development (CED), through an innovative capacity-building curriculum, prepares local entrepreneurs to take full advantage of business opportunities in Prince George's County and throughout the metropolitan region.

VALUE ADDED:

All businesses begin with an idea, but moving from a concept to a full-fledged, thriving enterprise requires time, commitment and resources. Whether you are starting out as an entrepreneur or are looking to grow an established business, the CED offers comprehensive resources to meet your specific needs. From initial training to ongoing support services to networking, we are here to promote local, small, and minority businesses in all stages of growth. Our unique four-tier development model (START » POSITION » GROW » SUCCEED) will help you navigate the competitive entrepreneurial landscape and best position your company to succeed.



The CED plays a major role in workforce and business development in Prince George's County. With more than 50 customized entrepreneurial-related courses and a host of free events available for aspiring business owners, the College offers a stimulating environment in which to refine your entrepreneurial roadmap.



As a CED participant, you have access to a valuable set of services to support your business infrastructure. Students trained by Prince George's Community College will provide these services. You benefit from reduced operating costs; a reliable, well-trained workforce; and an entire network of shared resources.



To prosper, you need to position your company strategically.

At CED, we are here to help you:

- Determine your company's value proposition
- Establish and maintain a competitive advantage
- Capture and retain consumer interest
- Communicate and market your key selling points



The CED connects you to significant business opportunities in the region so that you can build the relationships that will help your business expand and thrive. At the same time, we boost economic development in the County by introducing employers to companies that we know are capable of delivering.



PRINCE GEORGE'S COMMUNITY COLLEGE
SPURRING INNOVATION

Center for Entrepreneurial Development's (CED) **OPEN INNOVATION STRATEGY**

Community Colleges are finding innovative ways to provide comprehensive, intensive, and practical training for entrepreneurs and small businesses to help them thrive and create jobs economic opportunity.

Prince George's Community College's Center for Entrepreneurial Development (CED) seeks to collaborate with philanthropic and corporate resources to enhance how the College supports small businesses and entrepreneurs; including targeted training, sessions, financial capital, mentoring, networking and other services.



COURSES & PROGRAMS



Building Blocks to Help You
Start a New Venture

- **CHIEF INNOVATION OFFICER**
- **EFFECTUATION 101**
- **THE FINAL PITCH COMES TO PRINCE GEORGE'S COUNTY**
- **SUPPLY CHAIN MANAGEMENT CENTER**
- **OPEN INNOVATION HUB**



Increase Your Market Share

- **STRATEGIC POSITIONING**
- **SELLING MADE SIMPLE**
- **SUSTAINABLE SALES TECHNIQUES**
- **YOUR ROLE IN A GREEN ENVIRONMENT**



COURSES & PROGRAMS



Competitive Strategies for Growing your Business

- **CAFÉCEO**
- **VIRTUALCFO**
- **I'M ONLY HUMAN**
- **SMALL GROUP COACHING**
- **THE WOMAN'S ADVANTAGE FORUM**
- **SMALLBIZ SAFETY**
- **THE PLANS ROOM**



Improving efficiency, productivity, and standards for sustainability

- **BUSINESS DEVELOPMENT**
- **SUPPLY CHAIN MANAGEMENT**
- **EXECUTIVE COACHING**
- **CFO SUPPORT**
- **HUMAN RESOURCE SUPPORT**
- **IT SUPPORT**



Overview

*Business Incubation Program
Located at Bowie State University*

Lisa S. Smith, Executive Director

February 17, 2016



Dual Mission

**Accelerate innovation,
growth and job generation
capacity of existing Prince
George's County companies**

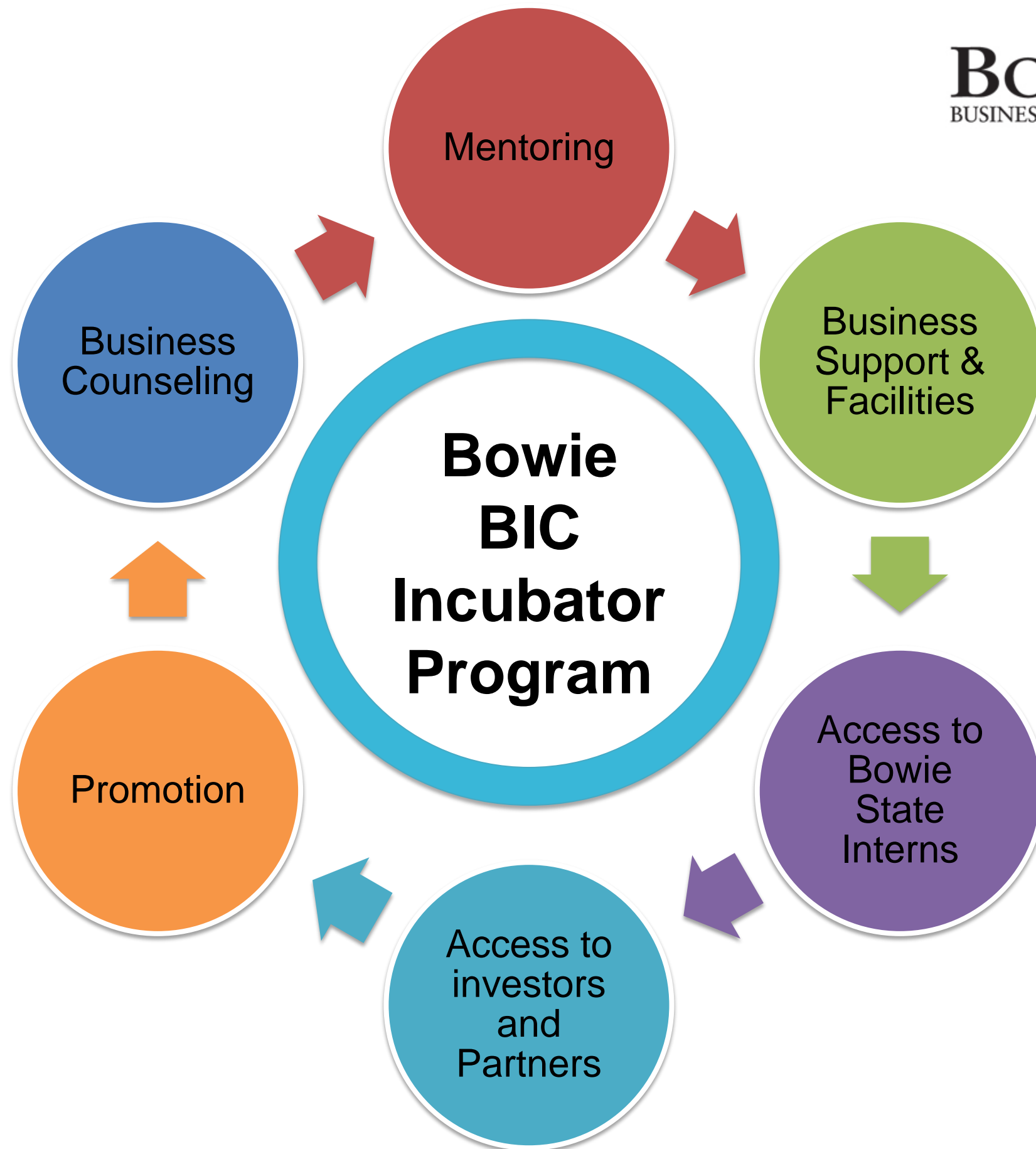
And

**Create enhanced learning
opportunities and
internships for Bowie State
University Students**



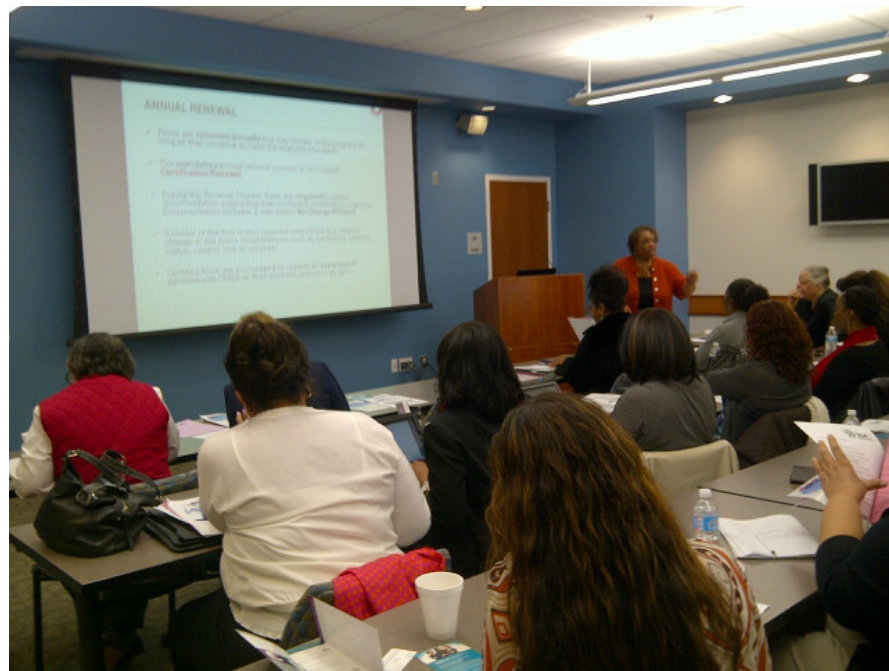
Funding and Program Partners





2015-2016 Highlights

- Mentored record 18 incubator clients
 - 71 direct jobs generated
 - \$3.1 million corporate revenues
 - Second graduate company
- Assisted 671 entrepreneurs at Bowie BIC
- Ranked in top 10 of Maryland incubators (*Baltimore Business Journal*)
- Coached first StartRight! women's business plan winner from Bowie BIC
- Launching new 8(a) and 8(m) support programs
- Hosting first Dolphin Tank™ Pitch Event at Bowie BIC and TAC incubators, funded by TEDCO





Overview of the MWBC

Presented to the Prince George's County Council Panel

By: Kiesha Haughton

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February 17, 2016

Good News...Bad News...!



Women Start Businesses at more than TWICE the rate of men

- In its 2014 State of Women-Owned Businesses Report, American Express OPEN estimates that, in the past year alone, women have opened 500,000 net new businesses and that women-owned firms now represent 30% of all firms.

Sadly, Not growing into job generating enterprises

- Despite this impressive growth, women-owned businesses still tend to be significantly smaller, generating only 25% of the annual sales revenues as male-owned businesses.
- Less than 2% of all woman-owned businesses reach one million dollars in annual sales while three times as many men achieve that important benchmark.
- Women-owned businesses lag behind men in access to capital.

WBC Women Business Profile

- ▶ WBCs serve a significant number of socially and economically disadvantaged individuals.
- ▶ Research conducted by the AWBC among WBC programs indicates that:
 - ▶ 64% of WBC clients in 2012 were low-income,
 - ▶ 39% were persons of color, and
 - ▶ 70% were nascent businesses
- ▶ WBC clients consistently tell us that they come to a Women's Business Center not just for the technical training and assistance they receive, but for the supportive environment that helps build self-efficacy and confidence in their ability to succeed.



Background

MWBC is a special initiative of Rockville Economic Development, Inc. (REDI)

Mission: The Maryland Women's Business Center (MWBC) helps start, sustain, and grow women-owned enterprises

- ▶ November 2010 REDI launched the MWBC (formerly Rockville Women's Business Center)
- ▶ October 2013 the MWBC became an SBA certified Women's Business Center (WBC), becoming one of 106 nationally
- ▶ 2014- first satellite offices opened – Bowie and Frederick making accessible locations in Montgomery, Prince George's and Frederick Counties

Positioned for Long-Term Growth

We help entrepreneurs gain the skills they need to run their business and to take it to the next level through:

- Specialized training
- Individual and group business courses
- Unique resources and strategic partnerships

FY15 Survey Results indicate we assisted

- 1,281 businesses
- 180 business improvements/expansions
- 98 new jobs created
- 52 new business starts



PATHS FOR MARYLAND
ENTREPRENEURS & INNOVATORS



**Maryland Technology Enterprise Institute
(Mtech) Incubation**

**Peter Sandborn
University of Maryland**



February 2016

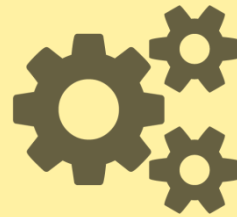
Mtech Entrepreneurship Ecosystem

Mtech Programs Span: students, faculty and staff, all Maryland public universities, local non-university community, national university cohorts, international companies



Entrepreneurship Education

- Master of Professional Studies in Technology Entrepreneurship
- Coursera: Four-Course Entrepreneurship Specialization (MOOC)
- Minor in Technology Entrepreneurship
 - Hinman CEOs
 - Entrepreneurship and Innovation Program (Honors College)
- Entrepreneurship Courses



Venture Creation

- **Technology Advancement Program Incubator**
 - Venture Accelerator
 - **Startup Shell**
 - DC I-Corps
 - Entrepreneur Office Hours
- National Capital Consortium for Pediatric Device Innovation
 - Rapid Prototyping Lab
- Chesapeake Bay Seed Capital Fund
- Maryland Intellectual Property Legal Resource Center

(MIPLRC)



Value Capture & Value Creation

- Maryland Industrial Partnerships Program (MIPS)
- Biotechnology Research and Education Program
- **Maryland International Incubator (MI²)**
- **Technology Ventures Building**
 - Mtech Baltimore



Incubators

- **TAP – First-stage incubator**
 - 24,000 ft² of company space
 - 23 current residents (>100 graduates)
 - \$300M VC funding, 2 IPOs over \$1B, 2 acquisitions over \$1B
 - Extensive prototyping labs
- **TVB – Second-stage incubator**
 - 32,000 ft² of company space
 - 15 current residents
- **MI² – International incubator**
 - 9,200 ft² of company space
 - 13 current residents (31 graduates)
- **Startup Shell – Student incubator**
 - 100% student-run incubator and collective
 - >25 student companies





Technology Advancement Program (TAP) Incubator/Mtech Ventures

First incubator in Maryland, established 1985 | 23 current companies | 100+ graduates

Two \$1 billion+ graduates



Industry-leading patents, sold for \$20 million+, and future industries



*company has licensed UMD IP

1. AccuStrata
2. Adheron Corp.
3. AIRS, Inc.
4. Alan Penn Associates, Inc.
5. Animal Genetics Systems, Inc.
6. AnthroTronix, Inc.
7. Applied Media Analysis*
8. AscentGene, Inc.
9. Assay Research, Inc.
10. **Astrapi Corporation**
11. ATEC, Inc.*
12. Beacon Corp.
13. **Bee Informed Partnership**
14. Behavheuristics, Inc.
15. Bioavailability Systems, Inc.
16. Bioelectronics Corp.
17. Bioserve Biotechnologies, Ltd.
18. Biospace International Corp.
19. Bioelectronics Corp.
20. BioSurface Engineering Technologies, Inc.
21. Bypass Systems, Inc.
22. BWI Distributions
23. Bypass Systems, Inc.
24. **Calabash Bioscience**
25. **Capture Idea, LLC**
26. Celadon Labs, Inc.
27. Chesapeake PERL, Inc.
28. ClaraGen, Inc.
29. **CoolCAD Electronics, LLC**
30. Cordex
31. Cornell Technical Services
32. CosmosID
33. Custom Command Systems, Inc.
34. Customer Insites/e-Satisfy, Inc.
35. Cutting Edge Technologies, Inc.
36. CytImmune Sci.
37. Custom Command Systems, Inc.
38. Cytonix Corporation
39. DataStream Content Solutions
40. Digene Corp. [NASDAQ: DIGE]
41. Dovetail Technologies
42. Eastern Analytical, Inc.
43. EBTech/HallCloset Comml, Inc.
44. EchoDynamics, Inc.
45. Energy Dense Power Systems
46. Environmental Comm. Consultant
47. ERS, Inc.
48. eSatisfy.com, Inc.
49. **FlexEI LLC***
50. **Fluency**
51. Freewing Aircraft Corp.
52. GeoQwest International, Inc.
53. Global Outpost, Inc.
54. Goozex
55. EB Tech/HallCloset Communications, Inc.
56. **Hawkeye Medical**
57. Health Care Futures, Inc.
58. Homequest Network
59. Horizon Resources, Inc.
60. Hydrodyne, Inc.
61. **Hyperion Technologies**
62. ICOW, LLC
63. **IGI Technologies, Inc.**
64. Innovative Biosensors
65. Lean Power, Inc.
66. Lifetime Pharmaceuticals, Inc.
67. Litetrends Co., Inc.
68. **Luovozo**
69. Lurn
70. Macronetics
71. Marketplace TV, Inc.
72. Martek, Corp. [NASDAQ: MATK]
73. Maryland Energy and Sensor Technologies LLC*
74. Med-Q Corporation
75. **MedSense***
76. Medtest Systems, Inc.
77. Micronet Software Corp.
78. **MiMo Cloud, Inc.**
79. Molecular Toxicology, Inc.
80. myeCab
81. Namian Labs, Inc.
82. Neocera, Inc.
83. NetInterests, Inc.
84. Neuralstem, Inc.
85. NovaScreen Bio. Corp. [acquired by Caliper NASDAQ: CALP in 2005]
86. **OmniSpeech, LLC***
87. Oncolmmunin, Inc.
88. **Online Fluency**
89. Operant Systems
90. Optical Communications, Corp.
91. PAICE Corp.
92. Particle Technology, Inc.
93. Physical Dynamics, Inc.
94. Pixelligent Technologies*
95. Potomac Photonics, Inc.
96. Powerize.com [acquired by Hoovers]
97. **Prasidiux**
98. Prognosis, LLC
99. ProteinOne, Inc.
100. **Rakta Therapeutics**
101. **Redox Power Systems**
102. Relativity Sciences
103. **Remedium Technologies Inc.***
104. Renova Life Inc.
105. **Resensys LLC**
106. **SD Nanosciences, LLC***
107. Security Do
108. SiReverse
109. SLS Industries Inc.
110. Spessard Manufacturing*
111. StreamCenter
112. **Subject 7**
113. TAP Multimedia LLC
114. Telemechanics, Inc.
115. TeraStore, Inc.
116. Thermal Analysis Partners
117. Top Orchids, Inc.
118. Trufina
119. TRX Systems
120. Vibran Technologies, Inc.
121. **VisiSonics Corporation***
122. Viteq Corp.
123. Xenotran Corp.
124. Zone Therapeutics, Inc.
125. Zymetis*



Technology Ventures Building

Second-stage incubator for emerging and established companies



Berberian & Company
Untethered Labs

At College Park Airport



Maryland International Incubator (MI²)

International incubator, serves as a “soft landing” site for international companies to gain a foothold in the United States/Maryland.

Signed MOU with the Ministry of Science and Technology in China

Established in 2009



CANON U.S. LIFE SCIENCES, INC.

Worked with UMD bioengineering faculty on molecular diagnosis for human genetic diseases.



\$200 million+ revenue; hired UMD graduates and offered grants to civil engineering and business faculty



\$100 billion+ revenue; recruited 8 UMD faculty members and graduate students in computer engineering to work on next-generation communication technologies

Maryland International Incubator Companies:

Bangladesh

Za Za Limited

China

[Ankang Shimao Biotech Company](#)

Anji Dasol Solar Energy & Technology Co.Ltd.

[Beijing Golden Island Medical Technology Co., Ltd.](#)

[Beijing Glodon Company Limited](#)

Beijing Oiltee Petroleum Technology LLC

[Beijing Rechsand Science and Technology Group](#)

CellPath China, LLC

China Zhaoshan Group

Clear Spring Applied Technologies, LLC

Dimetek Digital Medical Technologies, Limited

[Dycent Biotech](#)

Hangzhou Qingtai Packing And Printing Company

NanJing Wanji Technologies

Ningbo Dafengche Educational Equipment Co. Ltd.

Origin Company

Sanhome Group

Shandong Department of Science and Technology

Shanghai Fahe International Company

[Shanghai Tongji Biological Product Company](#)

Shanxi Water Industry Investment Group Co., Ltd.

[Signalway Antibody Biotech Company](#)

Sino-American Venture Capital, LLC

Sunscape (Hong Kong)

System Systems, Inc.

Totus Lightning Solutions Inc.

US-China Training Services

[Wuhan ABclonal Biotech Company](#)

Wuxi TocaTek LLC

[Zhejiang Wuyuan Company](#)

Canada

Mina Mar Group

Great Britain

Community DNS, Ltd.

India

Indus Links

Israel

[Gigaspaces](#)

Italy

[Loccioni Group](#)

Japan

Canon Life Sciences

Kazakhstan

JSC National Scientific & Tech Holding Company

Romania

Romanian Group For Investments and Consultancy

Russia

Investment and Venture Fund of the Republic of Tatarstan

Pulsar Innovation LLC

Russian University of Nizhni Novgorod

[U.S.-Russia Innovation Corridor](#)

South Korea

Samin Sciences

Taiwan

[Foxconn](#)



2015 Graduates of MI²

Loccioni (Italy)



- In incubator: 10/2012 to 10/2015
- Started with 2 employees (now 9 employees)
- Measurement and Test solutions (medical, automotive, rail, industrial)
- Have sold hardware (Cancer Therapy Compounding Equipment) – UMB hospital, JHU, and others
- Hired 5 student interns (1 permanent hire)



Moved to new offices in College Park in October 2015

Origin Wireless (Taiwan)

- In incubator: 12/2012 to 5/2015
- Started with 1 employee (now 12 employees)
- Video streaming products
- Hired 10+ students (3 permanent hires)



Moved to new offices in Greenbelt in May 2015



Startup Shell

Student-run co-working space and incubator supporting 50+ student companies

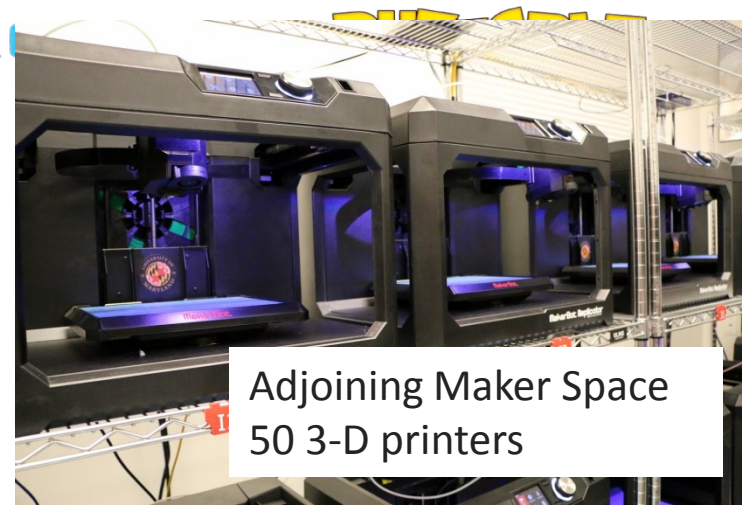


Raised \$3M Kickstarter fund in 2014



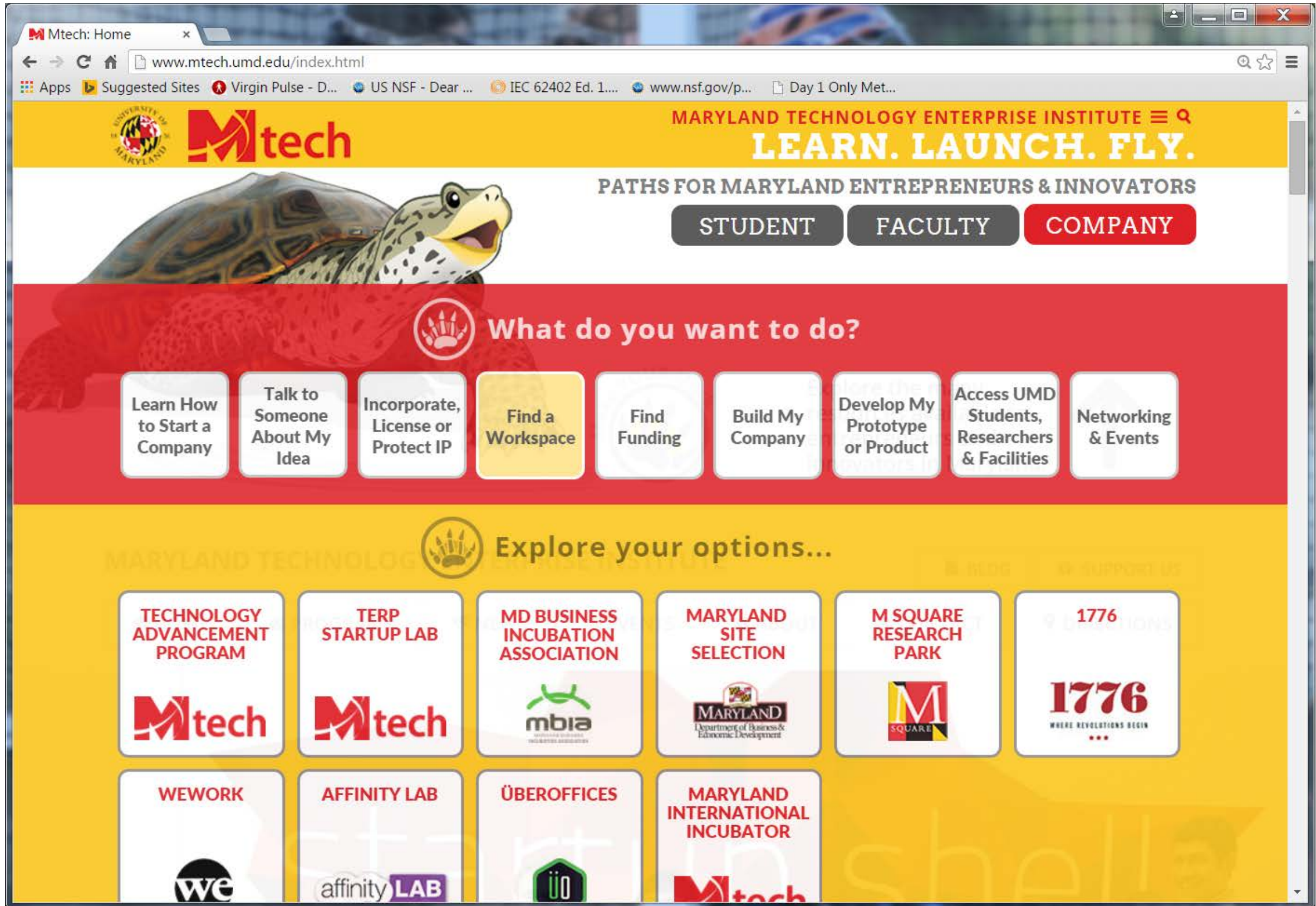
150 colleges and universities in 36 states

Used in major motion picture





http://www.mtech.umd.edu



The screenshot shows the Mtech website homepage. At the top, there is a navigation bar with the Mtech logo and the tagline "MARYLAND TECHNOLOGY ENTERPRISE INSTITUTE LEARN. LAUNCH. FLY. PATHS FOR MARYLAND ENTREPRENEURS & INNOVATORS". Below this, there are three buttons: "STUDENT", "FACULTY", and "COMPANY". The main content area is divided into two sections. The first section, "What do you want to do?", features a grid of eight buttons: "Learn How to Start a Company", "Talk to Someone About My Idea", "Incorporate, License or Protect IP", "Find a Workspace" (highlighted in yellow), "Find Funding", "Build My Company", "Develop My Prototype or Product", "Access UMD Students, Researchers & Facilities", and "Networking & Events". The second section, "Explore your options...", features a grid of ten buttons, each with a logo and name: "TECHNOLOGY ADVANCEMENT PROGRAM" (Mtech), "TERP STARTUP LAB" (Mtech), "MD BUSINESS INCUBATION ASSOCIATION" (mbia), "MARYLAND SITE SELECTION" (Maryland Department of Business & Economic Development), "M SQUARE RESEARCH PARK" (M Square), "1776" (1776), "WEWORK" (we), "AFFINITY LAB" (affinity LAB), "ÜBEROFFICES" (üo), and "MARYLAND INTERNATIONAL INCUBATOR" (Mtech).



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