

MARYLAND TECH COUNCIL



2022 2023 HIGHLIGHTS

MEMBERSHIP

#MTCMEMBER

Over the past year, our membership has experienced unprecedented expansion, both in numbers and diversity. MTC welcomed 160 new members, bringing our membership to over 730 members, representing more than 150,000 individuals in the DMV. In addition to the growth in numbers, we have also witnessed a remarkable expansion in the geographic reach of our membership. MTC launched three regional chapters in order to meet our members where they are and leverage our statewide impact at a local level in the Baltimore Region, the Chesapeake Region and Prince George's County.

“*The Maryland Tech Council is by far the best industry organization to which we belong*”

- Theresa Bethune, President, InfoPathways

 **730**
Members

 **160**
New members

 **150,000+**
Individuals Represented

REGIONAL CHAPTERS



3

Regional Chapters



90+

Regional Members




22

Regional Events




2023 LEGISLATIVE SESSION

By championing legislation that enhances economic competitiveness, safeguards business interests, and promotes access to capital for innovative ventures, MTC paves the way for sustained growth. Additionally, MTC remains committed to advocating for policy solutions that prioritize data privacy without inadvertently compromising consumer interests, escalating security risks, or imposing undue burdens on businesses or consumers.

 **79**
Bills Tracked

MTC had a successful 2023 legislative session, advocating for legislation and policies to protect Maryland jobs and preserve our local innovation economy on several fronts relating to life sciences, technology taxes, economic development and diversity, equity, and inclusion.

DIGITAL CAMPAIGN

 91,733 Content Views	 1,699 Ad Targets Reached	 234 Ad Clicks
---	---	--

MTC also executed a digital influence campaign that educated Maryland state policymakers and staff on the benefits of BioHub Maryland, a program designed to be the go-to career resource for those aspiring a career in Maryland's life sciences industry and for life sciences companies recruiting talent. The campaign educated lawmakers on how the program positively impacts Marylanders and helps grow the state's robust life sciences industry.

BIOHUB MARYLAND




BioHub Maryland is accelerating the life sciences industry for companies and career seekers to expand the state's global innovation advantage. Launched in 2022, BioHub Maryland helps residents of all backgrounds pursue rewarding careers in life sciences by offering biopharma manufacturing skills training, career resources, and access to hundreds of job openings in life sciences.

Funding Update:

 **\$250K**
From State Of Maryland

 **2,200+**
Email Sign-Ups Interested In The Job Board, Training, And Capital

Through digital paid ads we garnered

 3,000,000+ Impression	 2,500+ Page Likes	 2,000+ New Contacts
--	--	--

Gained

 **4,000+**
Followers Across All Platforms
(LinkedIn, X, Facebook, Instagram, TikTok)

 **27,000+**
Users On Our Website

TECH
COUNCIL
MEMBER
CON

CONNECT AND NETWORK

MTC produces numerous events that showcase our members, create opportunities to connect and network, highlight important topics, as well as provide educational content. We host speakers and attendees from across the state and around the country to spread awareness to the life sciences and technology industry by facilitating thoughtful and impactful discussions across a diverse audience.

-  **77**
Events
-  **12,500+**
Attendees (in-person and virtual)
-  **152**
Industry Speakers
-  **653**
Companies Represented (in-person)

“It was an absolute privilege to act as the hosting sponsor of the Maryland Tech Council’s (MTC) happy hour last week in Columbia, MD. What a pleasure it was to network with so many genuinely talented individuals within the industry, while cultivating authentic relationships. You would be hard-pressed to find a more well-organized conglomerate than the MTC, one which possesses the power to unite such a great group of professionals that productively. I sincerely cannot wait for their next event!”

—Stephen S. of Clearview Group

MEMBER
COUNCIL
CON

INDUSTRY CONFERENCES

MTC hosts conferences that bring together professionals from the life sciences and technology industry. Among its flagship events are the Bio Innovation Conference and the Technology Transformation Conference (formerly the Digital Transformation Summit). These conferences offer a unique platform for industry experts, executives, and international partners to gather, share knowledge, and explore emerging trends.

BIO INNOVATION CONFERENCE KEY STATS

-  **10,000+**
Viewers
-  **13**
Powerhouse Panels, Fireside Chats, and Workshops
-  **Sold-out**
In-Person Attendance
-  **435**
Delegates From 211 Companies Participated In Bio One-On-One Partnering
-  **400**
Attendees
-  **50+**
Globally Recognized Speakers
-  **237**
Scheduled Meetings

DIGITAL TRANSFORMATION SUMMIT KEY STATS

-  **185**
Attendees
-  **20**
Exhibitors
-  **26**
Speakers
-  **10**
Roundtable Discussions

EDUCATE

MENTORSHIP

MTC offers mentorship programs designed to support individuals and business ventures in the life sciences and technology industry: the Business Continuity Task Force (BCTF) and the Venture Mentoring Services (VMS) program. These valuable resources are offered as part of MTC's vision to stimulate our state's entrepreneurial ecosystem and to drive Maryland forward.

VENTURE MENTORING SERVICES (VMS)



108
Ventures Enrolled



42,300
VMS Volunteer Hours



\$151M
Capital And Grants Raised By
Ventures



762
VMS Mentor Team Meetings



226
Trained Mentors



59
Trained Organizational
Representatives

BUSINESS CONTINUITY TASK FORCE (BCTF)



140
BCTF Participants
48% *Minority Owned*
31% *Women Owned*
6% *Veteran Owned*



20
Task Force Mentors
5% *Minority Owned*
25% *Women Owned*
5% *Veteran Owned*

MEMBER SAVINGS

It has been a year of progress, innovation, and most importantly, significant savings for MTC members. Our Cost Savings Program continues to be a game-changer for businesses within our community. Through the Bio Business Solutions Program's strategic partnerships and diligent negotiations, we offer MTC members secured exclusive discounts, and exceptional deals on a wide range of products and services that are vital to their operations.



\$24M+
Saved by MTC Members

COST SAVINGS PROGRAM BENEFITS

Every Member can save and have access to favorable pricing and terms

The due diligence, negotiations, and preferred agreement terms are executed by industry experts

Purchasing power by belonging to the industry's largest cost-savings program



15
BIO Business Solution Partners



Saved up to
75%
on Core Business Services



74
Member to Member Offerings

"We calculate that we've saved about \$85k last year through MTC's cost savings program. This is a significant amount of capital that was deployed towards other critical aspects of operations."

—By Murat Kalayoglu, CEO, Cartesian Therapeutics

SAVINGS

AMPLIFY

AUDIENCE

 **20,399**
followers

 **29.5%**
increase over last year

Major increase in new followers on LinkedIn. We gained 2,744 more followers compared to 758 in 2021-2022.

IMPRESSIONS

 **1,237,836**
☆☆☆ impressions

 **17%**
increase from FY22

ENGAGEMENTS

Received messages (comments, mentions, etc.) have increased 168%. Related, our engagement per impression rate is 3.8% up from just under 2% in the last year. Twitter and LinkedIn saw the greatest engagement increases.

 **43,184**
engagements

 **20,502**
post link clicks

 **168%**
increase from FY22

WEBSITES TRAFFIC

 **49,907**
web users

 **154,031**
pageviews

PARTNERSHIPS



5
partnerships

Maryland Tech Council, Mount St. Mary's University Partner to Offer Continuing Education to Tech & Life Sciences Professionals

Maryland Tech Council Launches Community Partnerships to Boost Workforce, Digital Equity, and Technology Transfer with OneTen, Baltimore Digital Equity Coalition (BDEC), and The Federal Laboratory Consortium for Technology Transfer (FLC)

BioHub Maryland, Platoon 22 Partner to Reskill Military Veterans for Life Sciences Careers

MEMBERSHIP TYPES

Life Sciences Membership - Any entity, including but not limited to those involved in the development of therapeutic drugs, vaccines, diagnostic assays, and agricultural products that derives revenue from research, development, manufacturing or distribution of products. This includes companies focused on healthcare, food and agriculture, and industrial and environmental applications and companies that are on an FDA pathway

Technology Membership - Any entity which directly researches, develops, manufactures or sells products or services based upon technology, whether electronic, software, biotechnology, telecommunications or otherwise innovative by nature

Associate Membership - Vendors that are not directly involved in commercial biotechnology or technology, but share an interest in the industry's future. Professional service firms which provide services such as legal, financial, staffing and consulting assistance

Academic Institutions Membership - Any Academic Institution providing education and/or training to students or companies

Affiliates Membership - Hospital, incubator or non-profits

Government Institutions Membership - Any Government Institution

ANNUAL DUES

Employees	Life Sciences Annual	Technology Annual	Associate Annual
1-10	\$700	\$700	\$900
11-50	\$1,400	\$1,400	\$1,725
51-200	\$2,100	\$2,100	\$2,400
201-400	\$2,875	\$2,875	\$3,200
401-700	\$5,500	\$5,500	\$6,325
701 and over	\$9,200	\$9,200	\$10,925

Employees	Life Sciences Annual
Academic Institutions	\$700
Affiliates	\$1,400
Government Institutions	\$2,100

"The Maryland Tech Council is my top professional network. They offer a number of engagement programs and initiatives as well as numerous networking events. Involvement in the DEI initiative has been very rewarding. Being an advisor in the Venture Mentoring Service allows broad exposure to tech founder-entrepreneurs and emerging business models. Excellent organization."

—Greg Miller, Co-Founder, Consultant, Entrepreneur, Investor, Health Tech Alley

JOIN TODAY



MARYLAND TECH COUNCIL

ADVANCING LIFE SCIENCES AND TECHNOLOGY

MDTECHCOUNCIL.COM

