

MARYLAND TECH COUNCIL

2017-18
**YEAR IN
REVIEW**



WWW.MDTECHCOUNCIL.COM

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MTC MISSION STATEMENT

At the Maryland Tech Council, we believe in saving lives, securing our nation and improving the quality of life through innovation.

We support our member companies who are driving innovation through advocacy, education, workforce development, cost savings and connecting entrepreneurial minds.

MTC VISION STATEMENT

The Maryland Tech Council's vision is to position Maryland as a top-three innovation economy for technology and life sciences as well as becoming the next "Silicon Valley" for these two industries.

LEARN MORE ABOUT THE MARYLAND TECH COUNCIL AT
WWW.MDTECHCOUNCIL.COM



MARYLAND TECH COUNCIL YEAR IN REVIEW MTC STRATEGIC PRIORITIES

1

Influence public policy to create a favorable business climate for industry companies to thrive and grow.

2

Promote incentives, grants, tax credits and funding programs available through government, venture capital and angel funding sources.

3

Foster strategic partnerships with state and local stakeholders to position Maryland as the top location for technology and life sciences businesses.

4

Support partnerships between world-class educational institutions, technology and life sciences companies, entrepreneurs, and business service companies to accelerate innovation and job creation.

5

Connect leaders at emerging companies with established industry mentors to help technology and life sciences startup companies grow faster.

6

Increase cross-pollination of technology and life sciences communities through major events, seminars and member exclusive opportunities.

7

Provide cost savings and valuable resources for our members to help them reach their full potential as vital members of their communities.



MARYLAND TECH COUNCIL YEAR IN REVIEW

2017-18 ADVOCACY SUCCESSES

We worked countless hours, attended hundreds of meetings, met weekly with our Legislative Committee and formed a 42 organization Legislative Coalition to protect and promote your business. Last session we accomplished:



inMD Internship Platform

Successfully getting allocations to roll out inMD Statewide Internship in the Governor's proposed budget for 2019.



Internships

Successfully passing HB 527 Higher Education - Maryland Technology Internship Program - to provide Maryland companies reimbursement for up to lesser of 50% or \$3000 per student that completes an internship.



Cyber

Successfully passing SB228 Cyber Security Incentive Tax Credits, giving tax credits to investors in cyber security companies each year and tax credits to purchasers of cyber solutions in tax credits each year through 2022.



Biotechnology

Successfully defeated pricing legislation and reporting legislation that would significantly harm the biotech industry.



BIO Investor Tax Credit

Defeated legislation that would put this program at risk.



R&D Tax Credits

Defeated legislation that would significantly reduce the amount of credit that goes to many of our companies in R&D in the state.



Director Liability

Defeated legislation that would have prevented Maryland companies from attracting directors to their boards.



Metro Funded

Assisted in getting the Metro funding bill passed to help with transportation to get employees to and from work.

ADVOCACY EFFORTS AIMED AT DEFEATING HOUSE BILL 1179/SENATE BILL 1023

Issue: Oppose drug price legislation that would have threatened Maryland jobs and the environment that makes innovation in the state possible. This legislation would have impeded patient access to care by undermining competition, disrupted drug product availability due to onerous and unproductive reporting requirements, and stifled investment in the Maryland innovation economy.

- ▶ Life science voices heard - over 2,500 letters sent and phone calls made to legislators and hundreds of advocates across Maryland.
- ▶ Building on last year's success, the Maryland Tech Council developed a network of nearly 7,000 total advocates, based on shared concerns around Maryland's innovation economy and the patients who rely on it. More than 500 of these advocates made direct contact with their elected officials, urging them to oppose dangerous pricing legislation.
- ▶ Targeted digital ads were run to active Maryland consumers in the districts of key elected officials who had the most control over the bill. Over the course of the campaign, these efforts resulted in every member of the Senate AND House committees receiving multiple letters from their constituents opposing this bill.
- ▶ Advocated as part of ongoing legislative efforts: Created additional videos for future use - both internally to inform members, and externally to educate policymakers about complicated policy issues - in ongoing advocacy efforts.
- ▶ Strategic media outreach, including a piece in Center Maryland urging opposition to the bill in the days leading up to its final hearing. The article has garnered over 700 hits, and was featured as the top story for Center Maryland's daily morning newsletter the week before the bill's final hearing.
- ▶ Developing a consistent drumbeat of social media posts, including live-tweeting multiple legislative hearings for the bill and posts that engaged key legislators to urge them to oppose the measure.
- ▶ Created a series of videos highlighting Maryland Tech Council leaders that were deployed in various, targeted ways throughout the campaign, including:
 - ▶ Influenced Policymakers: Delivered video ads promoting educational content to an influential target audience, using geo-fencing to specifically target those within a one-square mile radius of the state house and using job-title targeting to find key policymakers, their staff, and other influencers in Annapolis. These videos had 5,315 views and 27,799 impressions among our very narrow key audiences who fit the target profile
 - ▶ Informed Maryland Tech Council Members about the Issues: Launched a video series, "MD Tech Council Explains," that provided context and information for Maryland Tech Council members about legislatively significant concepts, such as the role regulation has on undercutting innovation

MAINTAINING MOMENTUM INTO 2019:

1

Continuous Advocate Engagement and Legislator Education

The Maryland Legislature is responsive to efforts to educate lawmakers about the overwhelming benefits of the life sciences and technology industries as well as the innovation economy. The Maryland Tech Council will work with advocates to continue sharing this message.

2

Turning Maryland Tech Council Members into Bioscience Ambassadors

The Maryland Tech Council's best advocates are the bioscience members committed to developing world-class patient solutions in Maryland. MTC will educate members about the importance of advocacy and equip them to be effective life sciences champions.

3

Elevating the Unique, Authoritative Voice of MTC

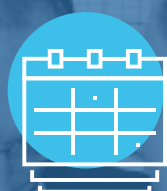
The Maryland Tech Council has a unique voice as both an innovative leader and a patient advocate. MTC will continue to establish its reputation as a thought leader in championing the contributions of the life sciences and technology industries.

LEARN MORE ABOUT ADVOCACY AT
WWW.MDTECHCOUNCIL.COM



MARYLAND TECH COUNCIL YEAR IN REVIEW

2017-18 PROGRAM OVERVIEW



38
EVENTS



36
SPEAKERS



2,328
ATTENDEES



705
COMPANIES
REPRESENTED



VIEW ALL UPCOMING EVENTS AT
WWW.MDTECHCOUNCIL.COM



MARYLAND TECH COUNCIL ANNOUNCES WINNERS OF THE 30TH ANNUAL INDUSTRY AWARDS

The Maryland Tech Council announced the winners of our 30th Annual Industry Awards during a celebration and ceremony at The Hotel at the University of Maryland attended by more than 550 business leaders from around the state. We are proud to honor this year's winners for their relentless dedication to the life science and technology industries in Maryland.

THANK YOU TO THE EVENT SPONSORS

- Award Sponsors – MedImmune, Baird, BDO, JLL, Pillsbury, Scheer Partners, UBS Financial Services and VWR
- Gold Sponsors – American Gene Technologies, BioMarker Strategies, Biotechnology Innovation Organization, Cordia Partners and Resources, Houlihan Lokey, Iron Bow Technologies, Montgomery College, Novavax, Paragon Bioservices, Sanaria, Social & Scientific Systems and University of Maryland
- Silver Sponsors – Expedient and Johns Hopkins University
- Launch Party Sponsor – VariQ
- Finalist Reception Sponsor – UBS Financial Services
- STEM Scholarship Sponsor – Alexandria Real Estate Equities
- Innovation for Impact Prize Sponsor – SoBran BioScience

STEM SCHOLARSHIP AWARD

- Ryan Hong, Middletown High School
- Olivia Stephens, Damascus High School
- Dayja Young, Charles Herbert Flowers High School

VMS MENTEE COMPANY OF THE YEAR

Remedy Plan Therapeutics

INNOVATION FOR IMPACT PRIZE

Dr. Emily English, Chief Operating Officer, Gemstone Biotherapeutics

HARVEY D. KUSHNER INNOVATION AWARD

BroadSoft

STEM EDUCATOR OF THE YEAR

Brendan Gallagher, Teacher, Carroll County Career & Technology Center

EMERGING COMPANY OF THE YEAR

RightEye

GOVERNMENT CONTRACTING COMPANY OF THE YEAR

CNSI

FINANCIAL EXECUTIVE OF THE YEAR

Laurence Zuriff, Chief Financial Officer, Xometry

TECHNOLOGY COMPANY OF THE YEAR

Sonatype

LIFE SCIENCE COMPANY OF THE YEAR

Paragon Bioservices

CHIEF EXECUTIVE OFFICER OF THE YEAR

John Shetrone, President and Chief Executive Officer, Vision Technologies

2017-18 EVENTS

July 19, 2017
YOUNG PROFESSIONALS SOCIETY BALTIMORE MEET UP
Bi-monthly Young Professionals Society happy hour at Points South Latin Kitchen in Baltimore.



August 10, 2017
SUMMER PICNIC
What's better than a 3-hour networking event that encourages casual summer attire, eating delicious food, catching up with friends and colleagues, and playing cornhole? The annual Summer Picnic is a casual, fun-filled evening where attendees can relax, network and celebrate with their community of technology, life science and business professionals.

September 27, 2017
A CONVERSATION ON THE EFFICACY AND FUTURE OF COLLABORATIVE WORK ENVIRONMENTS FOR TECH, SCIENTIFIC & RESEARCH FACILITIES
This roundtable event sponsored by Page Southerland Page took a look into the dynamics of small group interaction and how we communicate from the perspectives of proxemics, orientation and spatial typology. Attendees also learned how these elements will continue to shape and influence the way in which workspaces and buildings will be organized in the future.
Speaker: Lou Krupnick, AIA, LEED AP, Associate Principal/Architect, Page Southerland Page, Inc.

September 28, 2017
YOUNG PROFESSIONALS SOCIETY HAPPY HOUR
Bi-monthly Young Professionals Society happy hour at Brewer's Alley in Frederick.

October 3, 2017
1ST ANNUAL ECONOMIC DEVELOPMENT/ASSOCIATION BOARD NETWORKING
The Maryland Tech Council brought together economic development leaders from BioHealth Innovation, Montgomery County Economic Development Corporation and WorkSource Montgomery for a networking reception.

October 4, 2017
MEMBER ORIENTATION
Maryland Tech Council's quarterly Member Orientation gives our members the opportunity to meet the MTC staff, introduce your business and familiarize yourself with the variety of benefits we offer and get connected.



October 18, 2017
YOUNG PROFESSIONALS SOCIETY - PATH TO SUCCESS: THE JOURNEY OF SPOTLUCK CEO, CHERIAN THOMAS
Young Professionals Society programming event featuring Spotluck Co-Founder and CEO, Chierian Thomas. Attendees heard firsthand from the CEO of one of iTunes' most popular dining apps about his journey to success and what it takes to build and lead a company.
SPEAKER: Chierian Thomas, Co-Founder and Chief Executive Officer, Spotluck
MODERATOR: Evan Seward, Senior Recruiter, Cordia Resources

November 2, 2017
TECH TASTING
The Maryland Tech Council's 5th annual Tech Tasting was a fantastic networking event that brought together technology and life science companies with local restaurants, caterers, breweries and wineries.

November 14, 2017
YOUNG PROFESSIONALS SOCIETY BALTIMORE MEET UP
Bi-monthly Young Professionals Society happy hour at Mindgrub in Baltimore.

November 15, 2017
NATIONAL APPRENTICESHIP WEEK NETWORKING BREAKFAST
A networking breakfast celebrating Maryland's Workforce Revolution. Attendees gained insight on modern day apprenticeships and how they can attract and retain talent for their companies.

November 29, 2017
INNOVATION SPEAKER SERIES: OPIOID EPIDEMIC - STATE OF EMERGENCY
Opioid misuse and addiction is an ongoing and rapidly evolving public health crisis. Millions of Americans suffer from opioid use disorder, and millions more suffer from chronic pain. Dr. Wilson Compton of the National Institute on Drug Abuse spoke about the urgency and scale of this epidemic and the existing research and innovative medications being used to treat opioid addiction.
SPEAKER: Dr. Wilson Compton, MD, MPE, Deputy Director of the National Institute on Drug Abuse of the National Institutes of Health
MODERATOR: Jaimee Reiley, Pharm.D., Senior Director, Field Medical Affairs, Pfizer

December 7, 2017
BLACK & WHITE AFFAIR
Maryland Tech Council's exclusive holiday party at Horseshoe Casino in Baltimore.

December 12, 2017
UP IN SMOKE - A DISCUSSION ON MARYLAND'S MEDICAL CANNABIS INDUSTRY
Panelists Sterling Crockett of AGRiMED Industries and Stacey Udell of HBK Valuation Group lead a discussion on Maryland's burgeoning medical cannabis industry, examining all stages of the industry.
SPEAKERS: Sterling Crockett, Chief Executive Officer, AGRiMED Industries
Stacey Udell, Director of Valuation and Litigation Services, HBK Valuation Group
MODERATOR: Douglas White, Managing Director, Glass Jacobson Financial Group

January 4, 2018
A CEO AND PRESIDENT RECEPTION
An exclusive networking reception to celebrate the accomplishments of Maryland with Maryland Tech Council's top CEOs and Presidents.

January 11, 2018
INDUSTRY AWARDS CELEBRATION LAUNCH PARTY
The Industry Awards Celebration Launch Party kicked off the nomination process for the Industry Awards Celebration. The Launch Party is a great opportunity for companies to meet the IAC nominations committee and former awards finalists to learn more about the nominations and awards process.

January 18, 2018
ADVOCACY SUMMIT: ISSUES IMPACTING PATIENT ACCESS TO HEALTHCARE - MARYLAND 2018
Maryland lawmakers, patient and provider advocacy organizations, and leaders from the biotechnology industry came together for a first of its kind summit focusing on education around the issue of drug pricing and the impact of legislation on innovation and patients.
SPEAKERS: The Honorable Michael Busch, Speaker of the Maryland House of Delegates
Brad Stewart, Chairman, Bio Board, Maryland Tech Council
Delegate Eric Bromwell (District 8, Baltimore County), Vice Chair, Health & Government Operations Committee
Dr. Robert Popovian, VP U.S. Government Relations, Pfizer, Inc.



January 18, 2018
LEADERSHIP DINNER
Maryland Tech Council's policy and leadership dinner that connects business leaders from the technology and life science communities with policymakers in Annapolis.
SPEAKER: Governor Larry Hogan

February 14, 2018
INNOVATION SPEAKER SERIES: MISSION BBQ - A BUSINESS WITH MEANING AND PURPOSE
Bill Kraus, co-founder of Mission BBQ told his inspiring story of two entrepreneurs who followed their passion and created a business with a purpose while giving back to those who serve our community. He shared the journey of Mission BBQ, how to build a strong brand, start-up challenges, and the process of entrepreneurship.
SPEAKER: Bill Kraus, Co-Founder, Mission BBQ

February 15, 2018
INTERNATIONAL SERIES: AN OVERVIEW OF INTERNATIONAL TRADE FEATURING THE MARYLAND DEPARTMENT OF COMMERCE
The Maryland Tech Council's first International Series event gave insight into how the Maryland Office of International Investment and Trade supports Maryland companies that are looking to enter new foreign markets or advance their export sales.
SPEAKERS: Brian Castleberry, Regional Manager, The Middle East, Africa and Canada, Office of International Investment Maryland Department of Commerce
Michael Howley, Regional Manager, Latin America Office of International Investment and Trade Maryland Department of Commerce

February 21, 2018
BIOHEALTH CAPITAL REGION CEO DINNER
The BioHealth Capital Region CEO Dinner provided an opportunity for regional CEOs to come together and build long term and valuable relationships.

March 29, 2018
EXECUTIVE ROUNDTABLE: WHAT ARE TOP MARYLAND BUSINESSES DOING DIFFERENTLY?
This roundtable event encouraged collaboration with other business leaders on what it takes to be a successful and healthy organization. The discussion focused on top challenges businesses face and what the most successful organizations in Maryland are doing differently.
SPEAKER: Jeff Elkin, President, Advance Business Systems



April 3, 2018
FOUNDERTRAC FINALE & PITCH DAY
The FounderTrac Pitch Day was the finale to an intensive 12-week accelerator program with 6 different topics, several levels of mentorship and plenty of pitch practice. Investors, judges, partners, collaborators, sherpas, mentors and entrepreneurs gathered to watch the first cohort of 2018 exhibit and pitch their businesses.



April 18, 2018
LIFETIME ACHIEVEMENT GALA
MTC's annual Lifetime Achievement Gala honors those who have exceeded expectations through their career to serve the technology and life science communities. Award recipients display commitment and leadership, both in the field and within their organizations. They have been instrumental in cultivating new ideas and encouraging creativity while demonstrating generosity and compassion, ensuring that their work benefits others.

This year we were proud to honor:
Francis S. Collins, M.D., Ph.D., Director, National Institutes of Health
Douglas R. Lowy, M.D., NIH Distinguished Investigator, Lab Chief, Laboratory of Cellular Oncology, Center for Cancer Research, Deputy Director, National Cancer Institute
John T. Schiller, Ph.D., Senior Principal Investigator, National Cancer Institute, Deputy Lab Chief, Laboratory of Cellular Oncology, Center for Cancer Research National Cancer Institute

April 23, 2018
BIOHEALTH CAPITAL REGION CEO DINNER
The BioHealth Capital Region CEO Dinner provided an opportunity for regional CEOs to come together and build long term and valuable relationships.

April 26, 2018
YOUNG PROFESSIONALS SOCIETY HAPPY HOUR
Bi-monthly Young Professionals Society happy hour at Union Jack's in Gaithersburg.

May 2, 2018
INNOVATION SPEAKER SERIES: EMBRACING BLOCKCHAIN TECHNOLOGY
The third installment of Maryland Tech Council's Innovation Speaker Series explored why industries are embracing blockchain, which industries are ripest for this technology and which industries have been disrupted by this technology.
SPEAKER: John Wise, Founder, Chief Executive Officer and Chairman of the Board, Loci

2017-18 EVENTS CONTINUED

May 3, 2018
CXO DINNER
An exclusive networking reception to celebrate the accomplishments of Maryland with Maryland Tech Council's top CXOs.



May 17, 2018
ANNUAL MEETING
Maryland Tech Council's Annual Membership Meeting brought together members to elect members of the Board of Directors.



May 17, 2018
INDUSTRY AWARDS CELEBRATION
The 2018 Industry Awards Celebration was Maryland Tech Council's 30th year of recognizing the companies and individuals in the Washington, DC region who are making a difference in the technology and life sciences industries.

May 24, 2018
INTERNATIONAL SERIES: FINANCING YOUR EXPORT SALES TRANSACTIONS AND SECURING YOUR CASH FLOW AND INTERNATIONAL PAYMENT METHODS
The second event in our International Series focused on several topics including: getting paid on your international contracts, trade credit insurance coverage and claim resolutions, foreign currency exchange and exchange risk mitigation, international commercial terms and international logistics and shipments.
SPEAKERS:
Bill Houck, Trade Finance Regional Manager SBA, Office of International Trade, Export Solutions Group Mid-Atlantic Region
Federico Manno, Vice President, Fulton Bank International Banking Group
John Strayhorn, President, Global Insurance Services

May 24, 2018
CYBER M&A: WHAT'S YOUR NUMBER?
Attendees gained insight on Venture Capital funding in the region each year and the market for cyber security products and services. They were given the opportunity to speak directly to exiting cyber security company CEOs, Venture Capitalists, and some of the people who help put these deals together.

SPEAKERS: *Chris Ahern, Senior Associate, Strategic Cyber Ventures (SCV)*
John Belcher, VC/Investor; Tech Company Board Member; Chief Executive Officer, ARINC; Acquired by Carlyle, subsequently sold to Rockwell Collins
Newt Fowler, M&A and Securities Attorney, Tech CEO, Partner at Womble Bond Dickinson
Ron Gula, VC/Investor; Tech Company Board Member; Founder, Tenable; President and Co-Founder, Gula Tech Adventures
Bill Weber, President and Chief Executive Officer, KeyW
Gur Talpaz, Cyber Security Industry Analyst, Stifel
MODERATOR: *Greg Boucher, President of StrataSource Consulting*



May 30, 2018
THE YOUNG PROFESSIONALS SOCIETY PRESENTS: GROWING YOUR BUSINESS BEYOND THE STARTUP PHASE
This Young Professionals Society programming event focused on getting business out of the startup phase. Attendees heard from a panel of experts with backgrounds in growing small businesses.
SPEAKERS: *Chris Haug, Director of the Columbia, Mid-Maryland Chapter, Startup Grind and Founder & CEO of 360° Strategy Solutions Group*
Anthony Millin, Start-ups and Venture Capital Chair, Shulman Rogers
Gorkem Sevinc, Co-Founder and Chief Technology Officer, emocha Mobile Health
MODERATOR: *Kate Schwartz, Johns Hopkins University*

June 14, 2018
NAVIGATING THE NEW TAX LAWS FOR MARYLAND BUSINESSES
This discussion explored the new federal tax changes and how they could impact Maryland businesses.
SPEAKERS: *The Honorable Peter Franchot, 33rd Comptroller of Maryland*
Andrew Schaufele, Director of the Bureau of Revenue Estimates



June 18, 2018
FIFTH ANNUAL GOLF TOURNAMENT
Maryland Tech Council's Fifth Annual Golf Tournament was a fabulous day on the beautiful waterfront setting at Cattail Creek Country Club. Attendees enjoyed raffles, contests and a lot of friendly competition at our memorable day of fun and networking on the links!

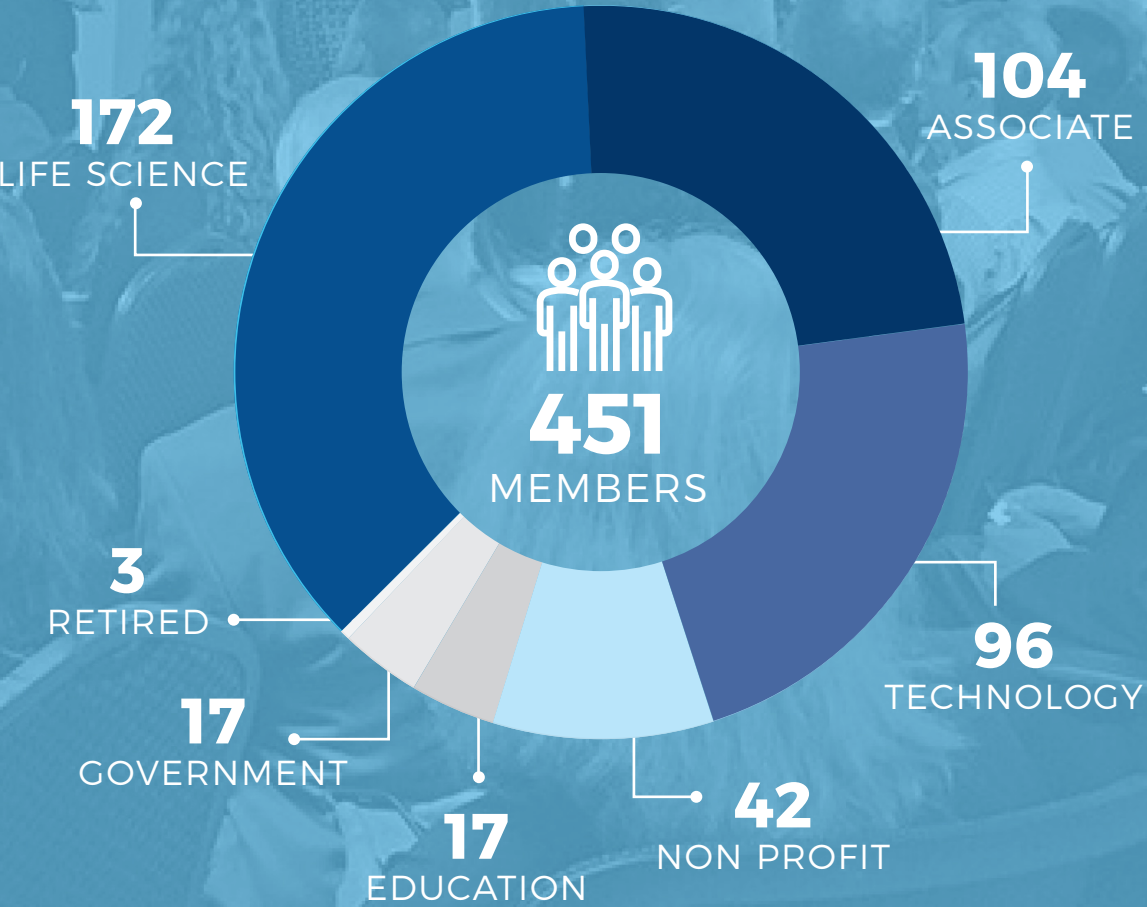
June 21, 2018
HOW TOP MARYLAND BUSINESSES ARE REDUCING THE RISK OF CYBER ATTACK ON THEIR ORGANIZATIONS
At this roundtable event sponsored by Advance Business Systems, attendees gained valuable insights on cybersecurity best practices for small to medium sized businesses.
Speakers:
Kevin O'Brien, virtual Chief Information Officer (vCIO), Advance Business Systems
Wayne Coffey, President, Coffey & Company
Edward Tolchin, Principal and Chair of the Government Contracting Practice Group, Bethesda Office of Offit Kurman



MARYLAND TECH COUNCIL YEAR IN REVIEW

MEMBERSHIP OVERVIEW

Membership in MTC means that your company is part of a powerful and influential industry organization of dedicated professionals who are driving innovation and supporting the local technology and life sciences industries. MTC actively supports its members with advocacy at the state and local levels, robust educational programs, and most importantly, a supportive environment where members connect, share, and grow.



LEARN MORE ABOUT MEMBERSHIP AT
WWW.MDTECHCOUNCIL.COM



MTC COST SAVINGS PROGRAM

MTC offers its members as a free benefit, the buying power of the entire industry to deliver deep savings and exclusive services from leading suppliers in vital areas. Each partner has been selected to give every company advantages that might otherwise go only to the very largest companies.

The members only cost savings program, online community, and networking opportunities all make for an excellent ROI and we have the proof. The data charts presented below show an average annual savings of actual program participants.

VWR

MTC - VWR Program Savings		
Year	Disc from List \$	Disc from List %
2017	\$101,962	44.4%
2016	\$93,342	45.8%
2015	\$123,699	43.8%
2014	\$131,051	42.6%
2013	\$108, 567	41.9%
2012	\$99,041	42.1%

Lab Supplies Spend Range Under MTC-VWR Program	Average Savings Off List Price Under MTC-VWR Program
> \$3M	\$3,179,925
\$2M-\$3M	\$2,195,838
\$1M-\$2M	\$1,097,413
\$500K-\$1M	\$585,697
\$250K-\$500K	\$222,304
\$100K-\$250K	\$124,781
\$50K-\$100K	\$55,298
\$25K-\$50K	\$27,047
\$10K-\$25K	\$11,820
<\$10K	\$2,996

UPS

Shipping Services	Savings Off List Price Under MTC-UPS Program
UPS Next Day Air™	50-70%
UPS 2nd Day Air™	35-55%
UPS 3 Day Select™	35-55%
UPS Ground™ Comm.	18-47%
UPS Worldwide Int.	up to 65%

OFFICE DEPOT

Office Supplies Spend Range Under MTC-Office Depot Program	Average Savings Off List Price Under MTC-Office Depot Program
> \$300K	\$256,893
\$100K - \$300K	\$146,943
\$50K - \$100K	\$90,177
\$25K - \$50K	\$46,327
\$10K - \$25K	\$20,935
\$1K - \$10K	\$4,947
<\$1K	\$448



MTC MEMBERS

- 20/20 GeneSystems, Inc.
3Dnamics Inc.
abbvie
Accelovance
Adaptive Phage Therapeutics, Inc.
Advance Business Systems
Advanced Bioscience Laboratories, Inc.
Advanced Therapies Partners LLC
Advent Laboratories Inc
AGC Biologics
AgNovos Healthcare LLC
Agrimetis LLC
Airgas USA LLC
Akan Biosciences, LLC
AKF Group LLC
Akonni Biosystems, Inc.
Alexandria Real Estate Equities, Inc.
Alliance Architecture
Alpha Engineering Associates, Inc.
Alpha Pointe Capital
Altimmune, Inc.
Amarex Clinical Research, LLC
Annapolis & Anne Arundel County Chamber of Commerce
American Gene Technologies International Inc.
American Sample Archive
Amgen
Anchor Technologies, Inc.
Annapolis & Anne Arundel County Chamber of Commerce
Anne Arundel Community College
Anne Arundel County Office of Central Services
Anne Arundel County Office of Info Technology
Anne Arundel Economic Development Corporation
Anne Arundel Workforce Development Corporation
Anthem Minds
Antibody Biopharm, Inc.
Antidote Therapeutics
AQUAS, Inc.
ArcPoint Strategic Communications
ARINC
Aronson, LLC
Arrow SI
ASELL, LLC
Asklepion Pharmaceuticals LLC
AstraZeneca/MedImmune
AT&T
ATCC Cell Systems
Atlantic Medical Device Consortium
AudioStaq
Auxergen, Inc.
Avidea Technologies
Baird
Baltimore County Chamber of Commerce
Bandura Systems
BCD Innovations, INC.
BDO
Beacon Grace
BeneVir Biopharm, Inc.
Betamore
BIOCELL Diagnostics, Inc.
BioHealth Innovation, Inc.
Biologics Consulting Group, Inc.
Biologics Resources LLC
BioMarker Strategies, LLC
bioRemedies MD
Bioscience International, Inc.
BioSpace, Inc.
Biotech Laboratories USA LLC
BioTechnical Institute of Maryland, Inc.
Biotechnology Innovation Organization
Black Label
Breezio
Bristol-Myers Squibb Company
BroadOak Capital Partners
Burrell International Group, LLC
BWI Business Partnership, Inc.
- bwtech@UMBC
ByteGrid
Capital Edge Consulting
Carroll Tech Council
C-Care LLC
Cellphire, Inc.
Cellular Biomedicine Group
Central Maryland Chamber
Cepharm Life Sciences, Inc.
Champions Oncology
ChangingMedia
Cherry Bekaert
Chesapeake High School IT Academy
Children's National Health System
Cian Diagnostics
Cipher
CitiBank, N.A.
City of Frederick Department of Economic Development
Clean Slate
ClearView Group
Clongen Laboratories, LLC
CNR Insurance, Inc.
Code Partners, LLC
Cohesion
CohnReznick LLP
Comcast Business
Complete Omics Inc.
Connected2Tech LLC
Cordia Partners
CosmosID
CPL Biologicals LLC
CRB
Creatv MicroTech, Inc.
Crown Castle Fiber
CSC Leasing Company
Curio Manufacturing, LLC
CyberSpace Analytics Corp.
Dark Web ID
Delta Omics Inc
Dembo Jones, P.C.
Dillon Tax Consulting LLC
Dixon Hughes Goodman LLP
Domicell
Donnelley Financial Solutions
Dovel Technologies
DPR Construction, Inc.
Dracen Pharmaceuticals
Duff & Phelps, LLC
DxNow Inc.
EagleImmune
Economic Alliance of Greater Baltimore
Ed Coleman
Edell, Shapiro & Finnan, LLC
Edgar C Harrell Associates, Inc.
Edgley Construction Group, Inc.
EduMD (MileMarker)
Edwards Performance Solutions
Elcrist Advisors
Eli Lilly and Company
Embassy of Canada
eMedical Sentry
Encode, Inc.
Epidarex Capital
Epilogue Systems, LLC
EverFi
Expedient Data Centers - Owings Mills
Facility Logix
Fannie Mae
FastForward Homewood
Ferguson, Schetelich & Ballew, P.A
Fina BioSolutions LLC
Fisher BioServices
FocalCXM
Fort Meade Alliance
- Foxinova Inc
Foxspire LLC
Frederick County Chamber of Commerce
Frederick County Government Office of Economic Development
Frederick CREST
Frederick National Laboratory for Cancer Research
Gaithersburg-Germantown Chamber Of Commerce
Galaxy Control Systems
Gallagher & Co
Gemstone Biotherapeutics
GenArrayion, Inc.
GeneCopeia, Inc.
Georgetown University-Biomedical Education
Givhero
Glass Jacobson Financial Group
GlaxoSmithKline
GlycoMimetics, Inc.
Glycot Therapeutics LLC
Grant Thornton LLP
Great Chesapeake eRecycling & Data Destruction
Greater Baltimore Committee
Greater Bethesda-Chevy Chase Chamber of Commerce
Greater Washington Board of Trade
Greater Washington Initiative (GWI)
Green Analytics MD, LLC
Greenberg Traurig, LLP
Grip Boost
GRSi
Gula Tech Adventures
Hagerstown Community College's Technical Innovation Center (TIC)
Halobeam Technology, Inc
Harbor Launch at the Institute of Marine and Environmental Technology
hatch IT
Healable, Inc.
Helm Point Solutions, Inc.
Henry M. Jackson Foundation
Hewlett Packard Enterprise
Holy Cross Health
Honeln
Hood College
Howard Consulting Group, Inc.
Howard County Chamber of Commerce
Howard Hughes Medical Institute
Howard Tech Council
Hughes Network Systems LLC
Human Resources inc.
Humeva Cell Therapies
Ibex Biosciences
IBM Corporation
ID Agent
Ideal Innovations, Inc.
IDT Biologika Corporation
IES Life Sciences, Inc.
Immunology Partners
Immunomic Therapeutics
Industrial Commons, Inc.
Inspirion Biosciences
Institute for Genome Sciences
Institute for In Vitro Sciences, Inc.
Integrated BioTherapeutics Inc.
Integrated Pharma Services
Intervise
Intralytix, Inc.
IntroBooth
Iron Bow Technologies
Iron Mountain
Jecho Laboratories, Inc.
JHU Information Security Institute
JLL
Johns Hopkins University
Johnson & Johnson

Jovian Concepts, Inc.
JPMorgan Chase
Jubilant Cadista Pharmaceuticals Inc.
KAI Research, Inc., an Altarum Company
KamTek, Inc.
KatzAbosch CPA Firm
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MTC Members as of October 2018



MTC VENTURE MENTORING SERVICES

Maryland Tech Council Venture Mentoring Services (MTC VMS) is a program based on the well-established and highly successful MIT Venture Mentor Services Program. Five Maryland business community leaders were trained in team mentoring at MIT and lead the development and delivery of this program in Maryland.

MTC VMS provides free mentoring services in a unique team approach to selected young company Executive Leaders. Mentors are carefully selected successful entrepreneurs and specialists in key business services that young companies need. They are specially trained to teach through asking questions and to provide perspective that leads the entrepreneur to achieve their own goals and to do their own work. Mentors meet regularly to select the mentee companies, analyze issues and trends and, in general, form connective tissue within the community from shared experiences and a growing eco-system.

Entrepreneurs and their mentee companies are accepted into the program without a termination point. As the companies evolve, the teams evolve to address the pragmatic growth issues facing the companies. Success is not measured by graduation, but rather in terms of growth for the companies and the community. The mentee companies must be connected in some way to Maryland and must have a technology or life science related product or service with more than a proof of concept and at least one FTE.

WWW.MARYLANDMENTORING.ORG



MTC VMS SPONSORS/ PARTNERSHIPS

IN THESE FIRST TWO YEARS OF OPERATION, THE PROGRAM HAS GROWN TO:



33
MENTEE
COMPANIES
ENROLLED



60
TRAINED
MENTORS



\$15+M
CAPITAL RAISED
BY MENTEE
COMPANIES



10
MENTOR
TRAINING
PROGRAMS



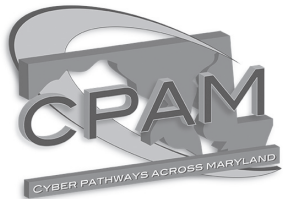
2,500+
VOLUNTEER
MENTOR
HOURS



2,300+
VOLUNTEER
MANAGING
COMMITTEE
HOURS



2017-18 GRANTS+ PARTNERSHIPS



14 MARYLAND COMMUNITY COLLEGE COLLABORATIONS

Planning for Success: Cyber Pathways Across Maryland (CPAM) Career Readiness Expo at Montgomery College

The Maryland Tech Council Partnered with Montgomery College and CPAM to bring together students from 14 of Maryland's Community Colleges with Industry Leaders

A highlight of the CPAM Career Readiness Expo was the Industry Panel. After each panelist presented a quick overview of their business, their role in their company and how they progressed to their position, students and attendees were able to ask questions directly to the panel. The panel included David T. Nguyen, Founder & CEO of United Solutions; LaToya C. Staten, Chief Strategy Officer of Connected2Tech LLC; Evan Dornbush, Co-Founder & CEO of Point3 and Ken Stalder, CEO of Sherpas Cyber Security Group.



50% INTERNSHIP REIMBURSEMENT PROGRAM

New Internship Resource for your Organization

The Maryland Tech Council announced inMD, another resource for Maryland companies in their search for great talent.

inMD is the next generation marketplace for talent and industry in the state of Maryland. inMD is a digital marketplace where students, mentors and companies converge in an online learning and information exchange. By posting your internships, sharing information on your company, and engaging your employees in the community, you'll join an ecosystem where students are actively exploring their career options and earning badges for completing training for your company or industry, doing informational interviews, and engaging with industry experts.



FounderTrac

50+ ANGELS AT THE LAST DEMO DAY

Launch your startup with FounderTrac, raise capital, learn from a proven curriculum and receive one-on-one mentoring to scale your company.

- **50+ Angels at the last Demo Day**
- **Full Curriculum w/ Hands-on Custom Mentoring**
- **Fractional Access to C-Level Executives**
- **Alumni Program & MIT Licensed Mentoring**

FounderTrac is a community-based accelerator located in Annapolis, MD. FounderTrac utilizes a holistic approach to fostering and promoting startups and entrepreneurship in Maryland. Entrepreneurs are a diverse and changing community that require a complex network of educational and support resources. FounderTrac works with the community to gather and coordinate these resources to provide the greatest chance of success. Built by entrepreneurs for entrepreneurs, FounderTrac embraces the diversity of Maryland by fostering a truly inclusive community.



2017-18 COMMITTEES + SOCIETIES

AMBASSADOR COMMITTEE

The Ambassador Committee supports MTC's plan to retain and recruit new members while creating a sense of excitement for success in achieving its membership goals. Ensuring that members feel welcome and get the best return on the investment they made by joining MTC is their mission.

Goals and Objectives

- Facilitate connections that matter by assisting with personal introductions
- Check in with each member during their first year
- Follow up with Prospective Members attending events and inquiring about membership
- Reach out to businesses in the technology and life science communities and understand if membership could help them

BIO+TECH18 PROGRAM COMMITTEE

Bio+Tech18 supports MTC's mission by providing a forum for life sciences and technology professionals to exchange ideas and explore partnerships. The Program Committee supports this mission by helping to form an agenda that features designated education tracks for both industry-specific and combined-industry topics that feature industry leaders. The Bio+Tech18 Program Committee aids in providing unparalleled access to technologies, talent, and capital for the purpose of facilitating crossover relationships and advancing innovation.

- Bio+Tech18 Program Committee meets weekly
- 10 committee members

GOVERNMENT RELATIONS COMMITTEE

Maryland Tech Council's Government Relations Committee advises and directs association advocacy efforts with legislators and policymakers on issues of importance to the technology and life sciences industries. The Government Relations Committee meets periodically to educate members on what policymakers are doing to impact the tech and biotech communities, shape the government relations strategy, take positions on important legislation and to develop policy priorities.

- 26 committee members

INDUSTRY AWARDS CELEBRATION STEERING COMMITTEE

The Industry Awards Celebration is MTC's largest signature event, where we recognize the companies and individuals in the region who make a difference. This event celebrates the veteran companies and startups, the CEOs and CFOs who are lighting the way and inspiring us all. The Steering Committee assists with soliciting top-notch nominations and sponsorships.

- 10 committee members

WORKFORCE DEVELOPMENT/STEM COMMITTEE

Maryland Tech Council's Workforce Development/STEM Committee serves as a proactive advisory group to sustain and grow a knowledge-based economy and to identify the next generation of skilled workers through by developing science, technology, engineering and math (STEM) skills. The Workforce Development/STEM Committee will serve as the Mid-Atlantic's clearinghouse for workforce shortage issues, solutions and activities and to ensure the universities/colleges curriculum are producing enough qualified, skilled workers to meet industry's demand.

YOUNG PROFESSIONALS SOCIETY

Maryland Tech Council's Young Professionals Society (YPS) serves to advance young professionals throughout the state of Maryland through leadership and professional development, networking opportunities and educational events. The YPS Committee aids in producing programming that supports young professionals in expanding their networks and developing their careers.

- 12 committee members
- The Young Professionals Society produces bi-monthly events around Maryland. The events rotate between networking happy hours and educational programming events.



MTC BOARD OF DIRECTORS

MTC Board of Directors are unified and align with the mission of the Maryland Tech Council to support the members who are driving innovation throughout the region. **View the FY18-19 Board of Directors at mdtechcouncil.com.**

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2017-18 SOCIAL

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4,000
FOLLOWERS



1,000
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1,100
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John Wise Founder, CEO and Chairman of the Board of @LOCplatform speaking on Embracing Blockchain Technology for our third installment of our Innovation Speaker Series this morning.

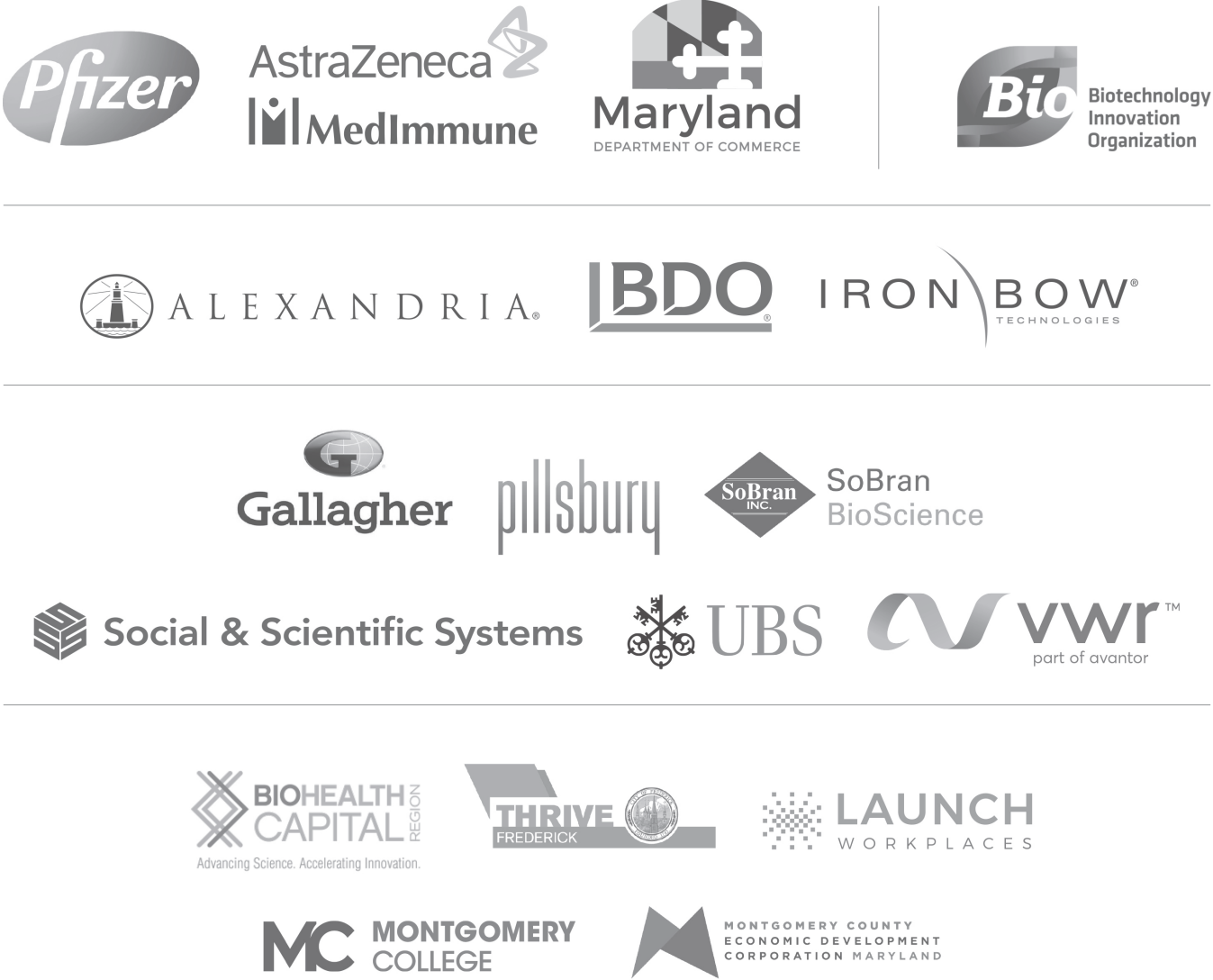
MTC'S TOP TWEET

10.6K IMPRESSIONS • 5 RETWEETS • 13 LIKES



MARYLAND TECH COUNCIL YEAR IN REVIEW

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