

ADVANCING LIFE SCIENCES AND TECHNOLOGY

YEAR IN REVIEW



**MARYLAND
TECH COUNCIL**
ADVANCING LIFE SCIENCES AND TECHNOLOGY

2021

DRIVING VALUE TO OUR MEMBERS

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MARYLAND TECH COUNCIL MISSION STATEMENT

At the Maryland Tech Council (MTC), 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.

MARYLAND TECH COUNCIL VISION STATEMENT

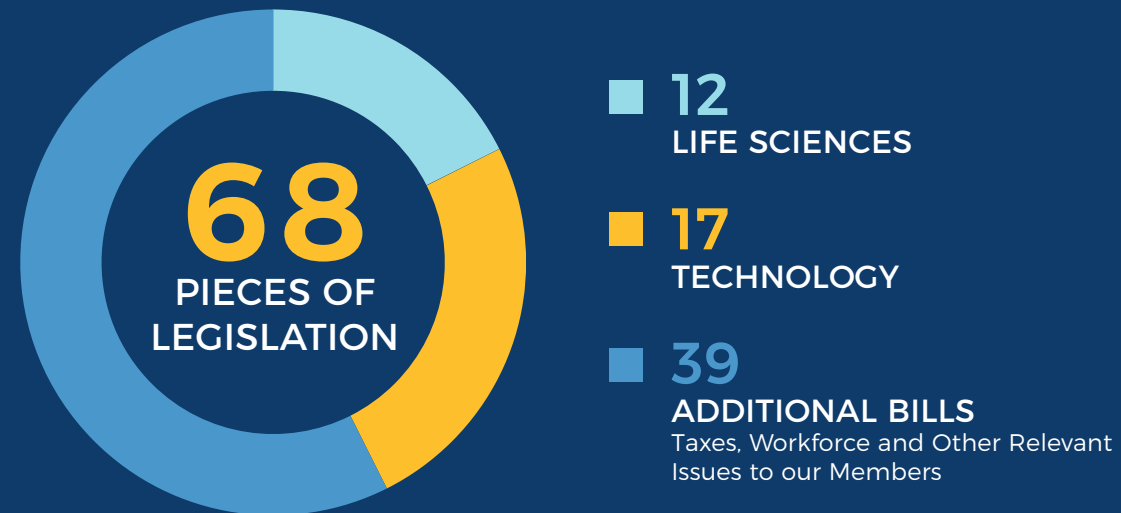
The vision for the Maryland Tech Council is to propel Maryland to become the number one innovation economy for life sciences and technology in the country.



MARYLAND TECH COUNCIL YEAR IN REVIEW

2018-19 ADVOCACY OVERVIEW

Over the course of the 2019 Maryland General Assembly Session, the Maryland Tech Council and its members fought for:



LEGISLATIVE EFFORTS

The Maryland Tech Council continued to be a leading voice in Annapolis this session for policies supporting the technology and life sciences community in Maryland. The Maryland legislature took note of the progress of these efforts, which helped establish MTC as a leading authority across numerous policy issues critical to businesses and patients.

MTC has been a leading contributor helping shape beneficial legislation and changes on key issues relevant to our industry, including:

DRUG PRICING AND TRANSPARENCY.

As in years past, legislation was introduced this year to address pricing, with the creation of a Prescription Drug Affordability Board. While the legislation as enacted still raises concerns about future action related to drug pricing, in part due to MTC's efforts, the most damaging aspects concerning innovation were struck from the bill, including immediate upper payment limits and foreign drug importation efforts.

EXPANDING 5G COVERAGE.

MTC has also supported three different pieces of legislation to help expand 5G to support businesses and entrepreneurs developing extraordinary technologies to save, protect and improve lives. HB 474, 654 and 1020 have each been referred for summer study by the House Economic Matters Committee.

NET NEUTRALITY.

MTC also pushed back against a misguided net neutrality rule, HB 141, that was legally questionable and would harm consumers. MTC provided testimony opposing the legislation and the bill failed to advance past crossover to be considered this session.

LEGISLATIVE COALITION



LEGISLATIVE EFFORTS

MTC has also been active in engaging with legislators and the general public using digital marketing and grassroots member engagement with elected officials, particularly around the issue of drug pricing.

- ✓ Made a difference with over **1,600 letters and calls to legislators** to protect Maryland’s innovation economy and played a major role in shaping the policy debate.
- ✓ **Served targeted ads** about the dangers of upper payment limits in the final days of session to key policy influencers, generating over **750 digital engagements and over 550 click-throughs** to a patient testimonial.
- ✓ **Produced video testimonials** of MTC members, leadership, patient advocates, and supporters discussing the benefits of innovation to the economy and patients, **earning over 60,000 views and 1,000 digital engagements**.
- ✓ **Engaged the Maryland media** around key policy priorities, providing patient and industry perspectives, leading to supportive coverage and opinion pieces in The Baltimore Sun, Capital Gazette, Baltimore Business Journal, and more.
- ✓ **Generated a steady drum beat of conversation on social media** by engaging elected officials and other influencers, including live-tweeting multiple hearings, sharing earned media, promoting MTC content during the State of the Union, distributing a response to Governor Hogan’s State of the State, and more.

PRESS

MTC actively engaged with state and local media, leading up to and throughout the session, to communicate our priorities and raise awareness about issues critical to our members, including pieces in:

CAPITAL GAZETTE

Christine Hodgdon: Senate bill would curb medical innovation in Maryland, hurting cancer patients

In this opinion piece, MTC advocate and stage IV metastatic breast cancer patient Christine Hodgdon provided the patient perspective about how upper payment limits harm patients like her who suffer from diseases for which there is currently no cure, urging legislators to reject the bill.

THE BALTIMORE SUN

Over-regulating drugs threatens Maryland Life sciences industry

In this opinion piece, CEO Marty Rosendale argues against potential drug pricing regulation based on the damage it would do to Maryland’s economy and the negative impact it would have on patients in our state and around the world.

BALTIMORE BUSINESS JOURNAL

Maryland Tech Council’s legislative priorities include drug pricing issues, expanding tax credits

In this interview, CEO Marty Rosendale discusses the legislative agenda for MTC in 2019, focusing on efforts to extend 5G and oppose misguided regulations around drug pricing.

CENTER MARYLAND

Marty Rosendale: Trump Administration Takes a Positive Step to Lower Drug Costs, but More Action Needed from the Maryland Legislature

Following recent administrative efforts to reduce patient out-of-pocket costs, CEO Marty Rosendale urged more action to ensure that pharmacy benefit managers pass on their potential cost savings to patients.

MARYLAND TECH COUNCIL YEAR IN REVIEW

2018-19 PROGRAM OVERVIEW



30
EVENTS
PRODUCED



2,186
TOTAL
ATTENDEES



87
INDUSTRY
SPEAKERS



791
COMPANIES
REPRESENTED

INDUSTRY AWARDS

The Maryland Tech Council announced the winners of our 31st Annual Industry Awards Celebration during a celebration and ceremony at the Bethesda North Marriott Hotel & Conference Center on May 22, 2019 attended by more than **520 business leaders from around the state**. This year we received a record **115 nominations for the awards** and the winners truly represent the bold and innovative companies in the life sciences and technology communities around the region.

Winners of the 2019 Industry Awards Celebration were:

VMS MENTOR VOLUNTEER OF THE YEAR

Tom Thomson, T. Thomson & Associates, LLC

VMS MENTEE COMPANY OF THE YEAR

- Gemstone Biotherapeutics
- GivHero

STEM SCHOLARSHIP AWARD

- Justyn Bunkley, DuVal High School
- Blain Fasil, Eleanor Roosevelt High School
- Caitlin Madden, Mount Hebron High School
- Mohammed Niyas, Wheaton High School

STEM EDUCATOR OF THE YEAR

- Dave Floyd, Elementary Technology Teacher, Bellows Spring Elementary
- Daniel Werbeck, Science Teacher, North Bethesda Middle School

LEADERSHIP AWARD

Brad Stewart, Chairman of Maryland Life Sciences, Vice Chairman of MTC and Chief Executive Officer, Immunology Partners

EMERGING COMPANY OF THE YEAR

CuriosityStream

GOVERNMENT CONTRACTING COMPANY OF THE YEAR

Altamira Technologies

TECHNOLOGY COMPANY OF THE YEAR

GetWellNetwork

LIFE SCIENCES COMPANY OF THE YEAR

Senseonics

CHIEF EXECUTIVE OFFICER OF THE YEAR

David Affeldt, President and Chief Executive Officer, GRSi

INDUSTRY AWARDS CELEBRATION SPONSORS

AWARD SPONSORS

AstraZeneca
Baird
BDO
Learning Undeclared
Pillsbury
UBS Private Wealth Management
VWR/Avantor

GOLD SPONSORS

Aronson
Biomarker Strategies
Dovel Technologies
Iron Bow Technologies
Johns Hopkins University
Marsh & McLennan Agency
Mindgrub Technologies
Montgomery College
Novavax
Paragon BioServices
Social & Scientific Systems
Universities at Shady Grove
Vision Technologies

SILVER SPONSORS

Cordia Partners & Resources
GRSi
University of Maryland Baltimore
We Work for Health

COMMUNITY SPONSOR

Biotechnology Innovation Organization

FINALIST RECEPTION SPONSORS

BDO
UBS Private Wealth Management

LAUNCH PARTY SPONSORS

CNSI and Colliers International

STEM SCHOLARSHIP SPONSOR

Alexandria Real Estate Equities

VIP RECEPTION SPONSOR

Scheer Partners

2018-19 EVENTS

August 22, 2018 • 110 Attendees ANNUAL SUMMER PICNIC

As a thank you for their commitment and loyalty to the Maryland Tech Council, members were invited to join us for a complimentary event to network and celebrate with their community. The evening consisted of a casual, fun-filled atmosphere where members relaxed and enjoyed delicious barbeque while networking.

October 2, 2018 • 30 Attendees CEO RECEPTION

Maryland Tech Council held their quarterly CEO Reception at Gertrude's in Baltimore in partnership with TEDCO. These receptions are designed for CEOs of innovation companies to network with one another on a peer-to-peer level and provides a venue to discuss pertinent, informative issues as well as learn from each other.

November 29, 2018 • 128 Attendees CIO BREAKFAST AND VENDOR FAIR

The CIO breakfast and vendor fair brought together CIOs, buyers and the IT industry. Attendees learned ways that industry and the public sector can partner and CIOs and buyers shared ways the IT industry can gain access to them.

December 12, 2018 • 65 Attendees UGLY SWEATER HOLIDAY HAPPY HOUR

Attendees enjoyed holiday cheer with their community all while sporting their holiday best. Prizes were given to those with the most festive outfits. In the spirit of the holidays, a donation was made at the event to The Children's Inn at NIH. The Children's Inn at NIH is a residential "Place Like Home" for families with children participating in leading-edge research studies at the National Institutes of Health (NIH).

December 18, 2018 • 34 Attendees CEO DINNER

Maryland Tech Council held their quarterly CEO Dinner at Copper Canyon in Gaithersburg. These receptions are designed for CEOs of innovation companies to network with one another on a peer-to-peer level and provides a venue to discuss pertinent, informative issues as well as learn from each other.

January 9, 2019 • 64 Attendees INDUSTRY AWARDS CELEBRATION NOMINATIONS LAUNCH PARTY

Our Nominations Launch Party celebrated the kick-off of nominations for the Industry Awards Celebration at Ruth's Chris in Gaithersburg. The Launch Party was a great opportunity for attendees to meet the IAC nominations committee, MTC staff and past award winners to learn about the nominations and awards process.

January 15, 2019 • 27 Attendees YOUNG PROFESSIONALS SOCIETY NETWORKING MEETUP

Quarterly Young Professionals Society Networking Meetup at Old Town Pour House in Gaithersburg.

January 30, 2019 • 34 Attendees MARYLAND TECH COUNCIL LUNCH AND LEARN

Attendees heard from CEO, Martin Rosendale and met with the MTC staff to familiarize themselves with the variety of benefits the Maryland Tech Council has to offer and make connections with their fellow members.

January 30, 2019 • 192 Attendees LEADERSHIP DINNER IN ANNAPOLIS

Each year the Maryland Tech Council's policy and leadership dinner connects business leaders from the technology and life science communities with policymakers in Annapolis. This is a valuable event where executives, MTC's Board of Directors and members from the Maryland General Assembly come together to discuss important policy issues.

February 21, 2019 • 105 Attendees MTC'S 35TH BIRTHDAY CELEBRATION

We celebrated 35 Years of supporting Maryland's innovators at AMP by Strathmore in Bethesda. We commemorated all we have accomplished since our doors opened 35 years ago. Attendees enjoyed an upbeat evening filled with networking, open bar, delicious food, live music and birthday cake.

March 19, 2019 • 58 Attendees YOUNG PROFESSIONALS SOCIETY NETWORKING MEETUP

Quarterly Young Professionals Society Networking Meetup at Guinness Open Gate Brewery in Baltimore.

March 28, 2019 • 31 Attendees CEO RECEPTION

Maryland Tech Council held their quarterly CEO Reception at Brewer's Alley in Frederick. These receptions are designed for CEOs of innovation companies to network with one another on a peer-to-peer level and provides a venue to discuss pertinent, informative issues as well as learn from each other.

May 9, 2019 • 40 Attendees DESTINATION BIO 2019

Maryland Life Sciences, a division of the Maryland Tech Council, brought together life sciences companies in Maryland for a networking reception prior to BIO 2019. This was an opportunity for attendees to connect with other companies from Maryland who would be attending BIO 2019.

May 22, 2019 • 520 Attendees INDUSTRY AWARDS CELEBRATION

See page 8

May 30, 2019 • 24 Attendees CEO RECEPTION

Maryland Tech Council held their quarterly CEO Reception at Victoria Gastro Pub in Columbia. These receptions are designed for CEOs of innovation companies to network with one another on a peer-to-peer level and provides a venue to discuss pertinent, informative issues as well as learn from each other.

June 17, 2019 • 90 Attendees MTC'S SIXTH ANNUAL GOLF TOURNAMENT

This year's golf tournament was held at Worthington Manor in Urbana, Maryland. Golfers enjoyed raffles, contests and a lot of friendly competition.

June 20, 2019 • 52 Attendees SUMMER SIZZLER AT SOUTH POINT

Maryland Tech Council kicked off summer on the waterfront at our Summer Sizzler at South Point in Baltimore. Attendees enjoyed a casual evening of networking, food, an open bar and the waterfront views of West Covington Park.



2018-19 EDUCATIONAL EVENTS

WORKFORCE DEVELOPMENT

October 3, 2018 • **6 Attendees**
DRESSED FOR SUCCESS
GAITHERSBURG
Maryland Tech Council partnered with Kimberly-Clark and VWR International to discuss how to minimize contamination risk in the lab.

October 4, 2018 • **6 Attendees**
DRESSED FOR SUCCESS
BALTIMORE
Maryland Tech Council partnered with Kimberly-Clark and VWR International to discuss how to minimize contamination risk in the lab.

January 15, 2019 • **72 Attendees**
MARYLAND LIFE SCIENCES
BREAKFAST - MARYLAND'S
ADVANCEMENTS IN VACCINES
AND IMMUNOTHERAPEUTICS
The Maryland Life Sciences, a division of the Maryland Tech Council, brought together vaccine leaders to discuss current breakthroughs in the world of vaccines and immunotherapeutics. This breakfast meeting addressed innovative strategies to meet current health threats, changing technology for vaccine manufacturing and provide a snapshot of where vaccine development stands today. Local leaders discussed challenges and opportunities that come with vaccine and immunotherapy development.

February 7, 2019 • **12 Attendees**
DOING BUSINESS WITH THE
NATIONAL INSTITUTES OF
HEALTH ROUNDTABLE
Our panelists discussed how the National Institutes of Health partners with representatives of industry to support and conduct medical research to improve human health and how those partnerships can bring unique resources and strengths to the table.

March 28, 2019 • **18 Attendees**
CYBER INSIGHTS ROUNDTABLE:
FIGURE IT OUT NOW OR PAY
LATER
Panelists discussed the growing cyber risks companies face on a daily basis, trends in the cyber world and the legal aspects of cyber security.

April 25, 2019 • **20 Attendees**
BIO PARTNERING 101 AND
RECEPTION
Attendees learned about what BIO One-on-One Partnering can do for their business and explored the fundamentals of operating the system. The event provided a preview of what's new at BIO 2019, best practices for partnering, and much more!

May 7, 2019 • **18 Attendees**
TOP 15 MISTAKES A LIFE
SCIENCES START-UP MAKES
ROUNDTABLE
This program addressed some of the basic principals in start-up formation for life sciences companies including incorporation, developing a regulatory strategy, key aspects of fundraising and common mistakes that companies make. Attendees learned how to avoid these mistakes and where the best investments of time, capital and knowledge can be put to use.

May 29, 2019 • **22 Attendees**
LEGAL ASPECTS OF
FUNDRAISING ROUNDTABLE
This roundtable addressed the many legal and business concerns startups should be aware of when looking to raise outside funding. Attendees also learned which terms can be leveraged and negotiated and which may be more limited.

June 11, 2019 • **36 Attendees**
THE YOUNG PROFESSIONALS
SOCIETY PRESENTS NET-
ETIQUETTE: THE ETIQUETTE OF
NETWORKING
The Maryland Tech Council's Young Professionals Society event provided insight on the etiquette of networking, discussing the unspoken rules of networking that should be followed. A panel of speakers presented the dos and don'ts of networking. Following the presentation, attendees participated in a speed networking activity to boost their skill set even further.

June 18, 2019 • **28 Attendees**
DOING BUSINESS WITH THE
FEDERAL GOVERNMENT
ROUNDTABLE
Our panelists discussed partnership opportunities within the federal government for product development and commercialization within the technology and life sciences industries.

June 25, 2019 • **8 Attendees**
WHAT IT MEANS TO BE
SECURE IN THE MODERN-DAY
ROUNDTABLE
Our panelists discussed the challenges that storing data in the modern day brings for companies of all types and sizes and offered solutions for protecting resources and securing data.

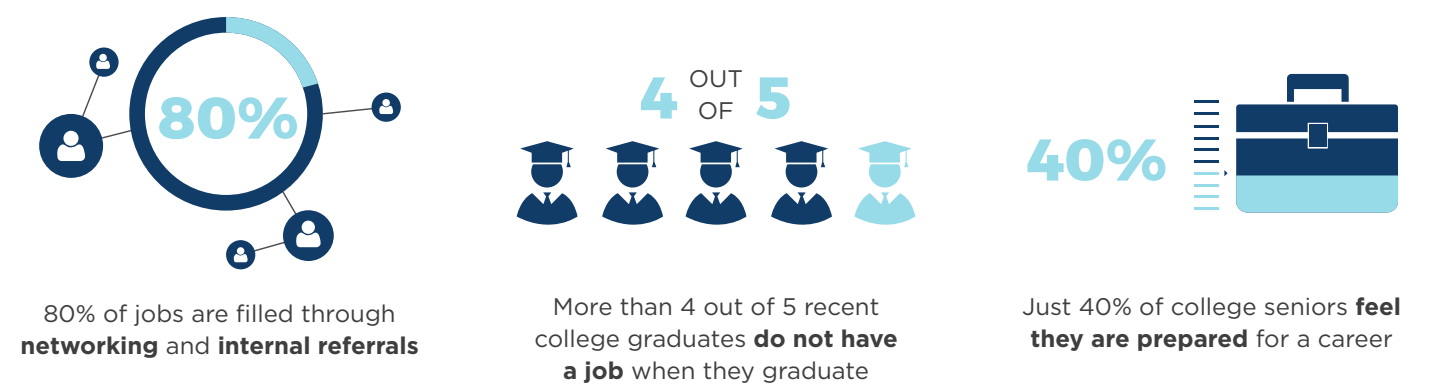
June 27, 2019 • **15 Attendees**
EARLY STAGE FUNDRAISING
FOR LIFE SCIENCES EMERGING
COMPANIES
This program addressed strategy, best-practices and important legal requirements for early stage fundraising for life sciences companies. Attendees learned what investors are looking for and how to create an effective pitch deck.

inMD

THE NEXT GENERATION MARKETPLACE FOR TALENT AND INDUSTRY

IN MARYLAND LAUNCHING IN THE FALL

The Maryland Tech Council received a grant from the Maryland Department of Commerce and partnered with Mindgrub and Breezio to produce the next generation marketplace for talent, in-MD. in-MD is a talent acquisition community that helps students, career changers, and veterans find internship opportunities in the state of Maryland. Through this single platform network, students and businesses connect through interactive tools including job boards, virtual interviews, skills training and micro-badging, virtual career fairs, and forums. These internships provide real-world experience for interns and help companies grow through their talent pipelines.



America's Promise

CAPITAL REGION COLLABORATIVE



The Maryland Tech Council's engagement has continued to evolve with Montgomery College. This year, we have come together to collaborate on the America's Promise Grant to meet the needs of both industry and academia in order to develop a trained workforce and create a curriculum that meets the needs of growing successful cybersecurity and IT-related businesses in the region. In order to facilitate this collaboration, we pulled together a small group of volunteer leaders from our membership to form a business advisory committee (BAC) which provides critical advice and support. The BAC has quarterly conference calls, followed by an in-person

yearly working session to discuss recommendations on curriculum development, hiring, and placement of students and credentialing. The demand for workers in cybersecurity is critical, with almost 20,000 jobs in Maryland going unfilled for lack of qualified workers. Matching skilled workers to in-demand jobs in Montgomery County is a critical mission at Montgomery College and MTC is proud to continue to be a key resource in helping them fulfill their mission.

MARYLAND TECH COUNCIL YEAR IN REVIEW

2018-19 OVERVIEW

MARYLAND TECH COUNCIL
VENTURE MENTORING SERVICES

BIO+TECH18 CONFERENCE

2019 BIO CONVENTION

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.

MTC VMS provides free mentoring services in a unique team approach to selected young company Executive Leaders. Mentors are carefully selected and 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 monthly to select the ventures, analyze issues and trends and, in general, form connective tissue within the community for shared experiences and a growing eco-system.

Entrepreneurs and their Ventures are accepted into the program without a termination point. As the companies evolve, the teams evolve. Success is not measured by graduation, but rather in terms of growth for the Ventures and the community.

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



39
VENTURES
ENROLLED



1/3
VENTURES
MINORITY OWNED



\$43.7M
CAPITAL AND GRANTS RAISED
BY VENTURES



3,000
VOLUNTEER HOURS



200
MENTOR TEAM MEETINGS



16
MENTOR TRAINING
PROGRAMS



92
TRAINED
MENTORS

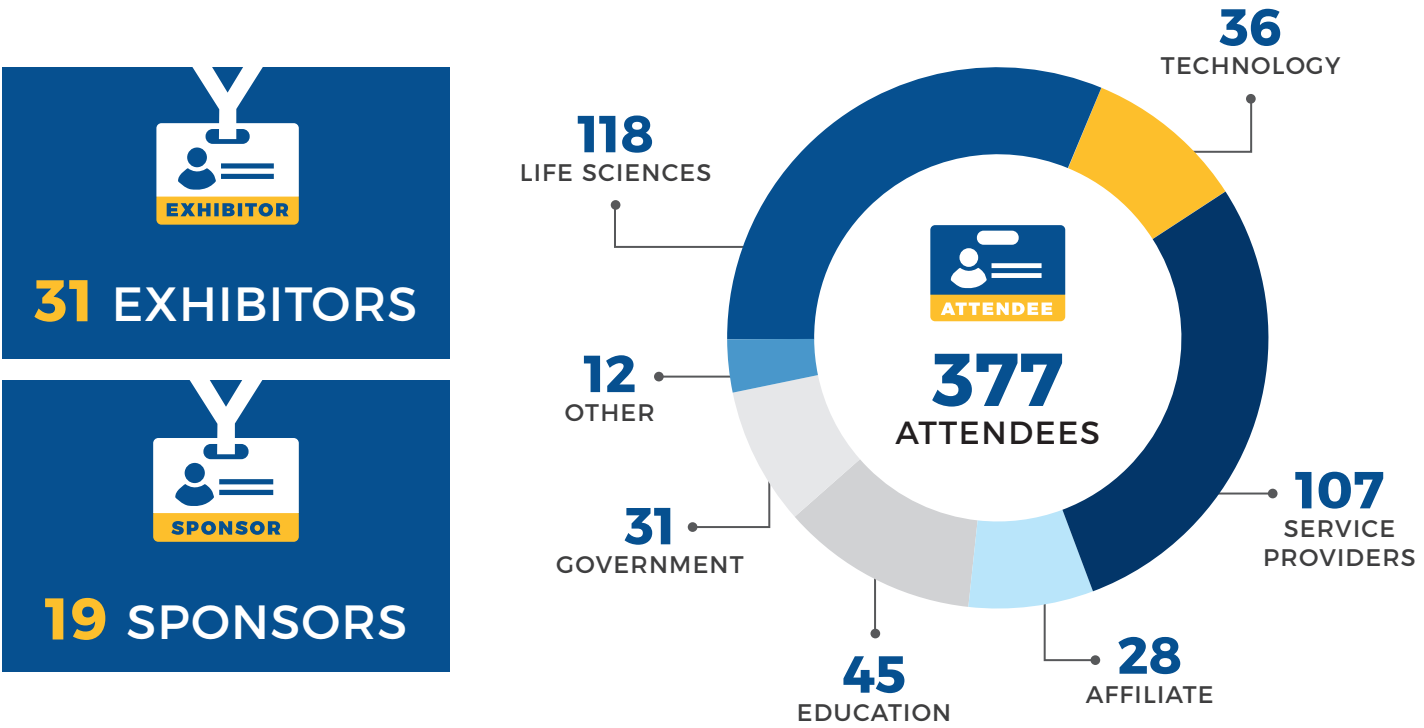


38
TRAINED ORGANIZATIONAL
REPRESENTATIVES



BIO+TECH18 CONFERENCE

In its third year, Bio+Tech18 continued to support our mission by providing a forum for life sciences and technology professionals to exchange ideas and explore partnerships. This year we brought a packed one-day conference that included a full agenda of topics by leading innovative thought leaders in the life sciences and technology industries.



PITCH CONTEST

For the first time, the Bio+Tech Conference included a Pitch Contest. Over 30 technology and life sciences startup companies from around the region applied and five finalists were chosen to live pitch their company at the event. Finalists included:

- AlgometRx
- JuneBrain
- Remedy Plan Therapeutics
- Sonavex
- VakSea

The panel of judges announced **Remedy Plan Therapeutics** as the pitch contest winner. The judges were impressed by Remedy Plan Therapeutics, the biotechnology company developing the first drugs that halt tumor growth and disrupt the cancer stem cells that cause metastasis, because of their innovative approach to cancer research and the tremendous impact they will bring to the industry.

2019 BIO CONVENTION

The Maryland Life Sciences, a division of the Maryland Tech Council, and 10 member companies showcased Maryland’s innovation with thousands of life sciences leaders from around the world at the 2019 BIO International Convention on June 3-6, 2019. Together, in Philadelphia, we showed the global impact Maryland has in saving lives today and tomorrow at the Maryland Life Sciences Booth.

MARYLAND REGISTRATION OVERVIEW

| | |
|------------------------------|--------|
| TOTAL REGISTRATIONS | 17,896 |
| TOTAL MARYLAND REGISTRATIONS | 718 |
| TOTAL MARYLAND COMPANIES | 238 |

MARYLAND EXHIBITOR OVERVIEW

| | |
|-------------------------------------|----|
| TOTAL MARYLAND EXHIBITING COMPANIES | 56 |
|-------------------------------------|----|

MARYLAND PARTNERING OVERVIEW

| | |
|--------------------------|-------|
| TOTAL COMPANIES | 92 |
| TOTAL SCHEDULED MEETINGS | 1,773 |
| MEETINGS PER COMPANY | 19.3 |

MARYLAND LIFE SCIENCES EXHIBITORS

The Maryland Life Sciences was proud to have these innovative companies calling Maryland home to be part of our booth:

- **American Gene Technologies (AGT)**
- **Amarex Clinical Research**
- **BioMarker Strategies**
- **The Frederick Innovative Technology Center, Inc. (FITCI) and Mesagreen**
- **Meridian BioGroup**
- **NEXT powered by Shulman Rogers**
- **Roberts Oxygen**
- **RoosterBio**
- **Texcell**
- **We Work for Health Maryland**



2018-19 SAVINGS

We have been using the program for years for things like office supplies and lab supplies and the savings come out to about \$200,000 a year.

HERE'S WHAT MEMBERS HAVE TO SAY

With a heavy workload and smaller staff, we really don't have time to research business solutions or shop around. With MTC's cost savings program, the due diligence has been done and the discounts negotiated for us. We now have the same buying power as much larger companies do.

COST SAVINGS PARTNERS

MTC offers its members of all sizes the largest cost savings program in the industry. Users of the program saved more than \$400 million off list price last year.

There is no fee for MTC members to utilize any of the programs. Members of MTC save on items they need to run a successful enterprise – from lab products, business insurance, office supplies, shipping needs and more.



Lab Supplies & Equipment
Up to 75% off



Microscope Systems
15% off



Scientific Research Services discounted quotes



Premium Refurbished Lab Equipment
Minimum 15% off



Packaged & Bulk Gases
Up to 25% off



Environmental Services
Up to 40% off



Workwear Services
30-50% off



Cleanroom Services
30-50% off



Office Supplies
Up to 80% off



Shipping
Up to 70% off



P2C, Clinical Trial, Cyber Insurance
10% premium credit



Insurance Risk Management Consulting



News Distribution
Minimum 10% off



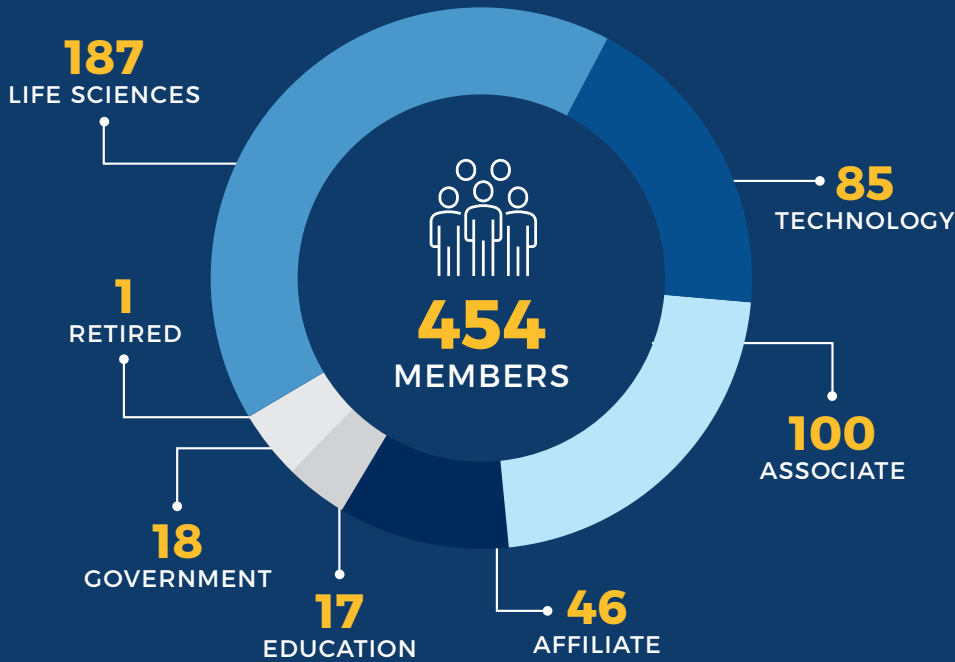
Secure Document Sharing
Minimum 20% off



Moving & Storage
Up to 65% off

MARYLAND TECH COUNCIL YEAR IN REVIEW

2018-19 MEMBER OVERVIEW



MEMBER ONLY BENEFITS

INFO HUB

- Member to Member Discounts
- Job Postings
- Member Directory
- Member Profile/Video/Link/Photo

ONLINE COMMUNITY

- Member Map
- Member Events
- Member News
- Member Blog

MARYLAND TECH COUNCIL MEMBERS

Membership with MTC is your platform for education, advocacy, connecting, and cost saving.

MTC supports its members who are driving innovation, and saving and securing lives all over the globe by providing robust educational programs, year-round lobbying for legislature that supports an innovative economy, and connections that encourage sharing ideas, stimulate business between members, and grow Maryland's strong and diverse workforce.

20/20 GeneSystems, Inc.
3Dnatics Inc.
abbvie
Accelevir Diagnostics
Accelovance
ACEA Biosciences
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
Akonni Biosystems, Inc.
Alexander & Cleaver
Alexandria Real Estate Equities, Inc.
Alpha Pointe Capital
Altimune, Inc.
Amarex Clinical Research, LLC
American Gene Technologies International Inc.
American Sample Archive
Amgen
Anchor Technologies, Inc.
Annapolis & Anne Arundel County Chamber of Commerce
Anne Arundel County Office of Central Services
Anne Arundel County Office of Info Technology
Anne Arundel Economic Development Corporation
Anthem Minds
Antibody Biopharm, Inc.
Antidote Therapeutics
Aperiomics
Applied Biomimetic

Applied Technology Services
AQUAS Incorporated
ArcPoint Strategic Communications
ARINC
Aronson, LLC
ASELL, LLC
Ashvattha Therapeutics LLC
Asklepiion Pharmaceuticals LLC
AstraZeneca
AT&T
ATCC Cell Systems
Autolus Therapeutics
Avidea Technologies
Baird
Baltimore County Chamber of Commerce
Baltimore Underground Science Space
Bandura Systems
Bank of America
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
Blueblood LLC
Blusonic Inc.

Breezio
Bristol-Myers Squibb Company
BroadOak Capital Partners
BWI Business Partnership, Inc.
bwtech@UMB
ByteGrid
Capital Edge Consulting
Carroll Tech Council
Cartesian Therapeutics, Inc.
C-Care LLC
Celgene Corporation
Cellandtech Group, LLC
Cellphire, Inc.
Cellular Biomedicine Group
Central Maryland Chamber
Cepharm Life Sciences, Inc.
Champions Oncology
ChangingMedia
Chesapeake High School IT Academy
Children's National Health System
Cian Diagnostics
Cipher Systems LLC
CitiBank, N.A.
City of Baltimore
City of Frederick Department of Economic Development
Clean Slate
ClearView Group
CNR Insurance, Inc.
Cognate BioServices, Inc.
Cohesion
Comcast Business
Complete Omics Inc.
Confinis Corporation
Connected2Tech LLC
Cordia Partners

MTC MEMBERS CONTINUED

CosmosID
CPL Biologicals LLC
CRB
Creative Bio-Peptides, Inc.
Creatv MicroTech, Inc.
Crown Castle Fiber
CSC Leasing Company
Curio Manufacturing, LLC
CyberSpace Analytics Corp.
Dark Web ID
Deka Biosciences
Delta Omics Inc
Dembo Jones, P.C.
Domicell
Donnelley Financial Solutions
Dovel Technologies
DP Solutions, Inc.
DPR Construction, Inc.
Dracen Pharmaceuticals
DxNow Inc.
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
Eli Lilly and Company
Eliassen Group / EG Life Sciences
Elitemmune
Embassy of Canada
eMedical Sentry
Epidarex Capital
Expedient Data Centers - Owings Mills
Facility Logix
Fannie Mae
FastForward
Fina BioSolutions LLC
FocalCXM
Foley & Lardner LLP
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
FZata, Inc.
Gaithersburg-Germantown Chamber Of Commerce
Galaxy Control Systems
Gallagher & Co
Gallant Technologies, Inc.
Gemstone Biotherapeutics
GenArraytion, Inc.
GeneCopoeia, Inc.
Georgetown University-Biomedical Education
Givhero
Glass Jacobson Financial Group
GlaxoSmithKline

GlycoMimetics, Inc.
Glycot Therapeutics LLC
Granicus
Greater Baltimore Committee
Greater Washington Board of Trade
Greater Washington Board of Trade
Green Analytics MD, LLC
Grip Boost
GRSi
GTT Communications, Inc.
Gula Tech Adventures
Hagerstown CC Technical Innovation Center (TIC)
Harbor Launch at the IMET
hatch IT
Healable, Inc.
Helm Point Solutions, Inc.
HiTech Analytical and Diagnostics Solutions
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
Humeva Cell Therapies
Ibex Biosciences
IBM Corporation
Ideal Innovations, Inc.
IDT Biologika Corporation
IES Life Sciences, Inc.
Immunology Partners
Immunomic Therapeutics
Industrial Commons, Inc.
Infolinx
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
ITekFED
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
Kaiser Permanente
KamTek, Inc.
Karmic Messenger
KatzAbosch CPA Firm
Kemp Proteins, LLC
Kitchology, Inc.

Kydes Pharmaceuticals
Launch Workplaces
Learning Undeafated
Lentigen Technology
Lieber Institute, Inc.
LifeSprout Inc
Lockheed Martin
Loews Annapolis Hotel
Longhorn Vaccines & Diagnostics, LLC
LuminUltra
Lupine Creative Consulting, Inc.
Machfu
MacKenzie Commercial Real Estate Services
Macrogen Corp.
Marsh & McLennan Agency
Maryland Business for Responsive Government
Maryland Chamber of Commerce
Maryland Department of Commerce
Maryland Economic Development Association (MEDA)
Maryland Small Business Development Center
Maryland STEM Festival
Maryland/Israel Development Center
Matan
Mavenspire
MaxCyte, Inc.
McBee Moore Woodward Vanik IP LLC
Medigen, Inc.
MedNet Solutions
Meridian BioGroup LLC
Meridian Medical Technologies, Inc.
Mesa Science Associates
Mid-Atlantic Hispanic Chamber of Commerce, Inc.
Miles & Stockbridge P.C.
Millennium Marketing Solutions
Mimetas US, Inc.
Mindgrub Technologies LLC
Minkoff Development Corporation
miReculé, Inc.
MITC
Mockv Solutions, Inc.
Modavar Pharmaceuticals LLC
Mokobio Biotechnology R&D Center, Inc.
Molecular Tools
Montgomery College
Montgomery County Chamber of Commerce
Montgomery County Economic Development Corporation
MOODY Tech Insurance
Morrison & Foerster LLP
Mount St. Mary's University
MRIGlobal
MycoMed Technologies, LLC
National Cancer Institute
National Institute of Standards and Technology (NIST)
NDBbio
NetLink Resource Group
Neu-Ion, Inc.
Neuraly
Newbridge Spine and Pain Center

MTC MEMBERS CONTINUED

Newport Board Group, LLC
NFP / The Meltzer Group
NFP/ProBen
Noble Life Sciences, Inc.
Northeastern Maryland Technology Council
Novavax, Inc.
NT Biologics
Offit Kurman, P.A.
Open Source Software Institute
OpGen, Inc.
OPS Consulting
Optimal Solutions Group, LLC
OriGene Technologies, Inc.
Orphan Drug Unit (IQVIA)
Oscamo LLC
OSIbeyond
Otomagnetics, Inc.
Page Southerland Page, Inc.
Pandexio, Inc.
Paragon BioServices, Inc.
Parrot Labs | KEYW Corporation
Pataigin
PathoVax LLC
PerSoN Clinic LLC
Personal Genome Diagnostics
Pfizer
Pharmaceutics International, Inc. (Pii)
PhRMA
Pillsbury Winthrop Shaw Pittman LLP
Pixelligent
Platelet and Thrombosis Research
Poochon Scientific LLC
Potomac Affinity Proteins, LLC
Precigen
Precision for Medicine, Inc.
Prince George's Community College
ProObject, Inc.
Propagenix Inc.
Protein Potential, LLC
Protiviti Inc.
Psyadon Pharmaceuticals, Inc.
PyroDex LLC
Qiagen Sciences, Inc.
Quales,LLC
Quality Biological, Inc.
Raffa Financial Services, Inc.
Red Weather Media
RedOwl Analytics, Inc.
REGENXBIO Inc.
Remedy Plan Therapeutics
Revolve Biotechnologies, Inc.
Rexahn Pharmaceuticals Inc.
ReXi Wireless LLC
Reyoung Corporation
Roberts Oxygen Company, Inc.
Rockville Chamber of Commerce
Rockville Economic Development, Inc.
RoosterBio, Inc.
RSM McGladrey Inc. (VA)
Salamandra LLC

Salubris Biotherapeutics, Inc.
Sanaria Inc.
Sanofi
Savills
SB & Company, LLC
Scaled Microbiomics
Scheer Partners, Inc.
Sensei Biotherapeutics
Senseonics, Incorporated
SequalLab LLC
Seraxis
Shady Grove Fertility
Sherpas LLC
Shreis Scalene Sciences LLC
Shulman, Rogers, Gandal, Pordy & Ecker P.A.
Sigmovir Biosystems, Inc.
SignaGen Laboratories
Simbec-Orion Group Limited
SiMpalm
Sinai Hospital
Sirnaomics, Inc
Smithers Avanza
Smokey Glen Farm Barbequers, Inc.
Snyder Cohn, PC
SoBran, Inc.
Social & Scientific Systems, Inc.
SOL VISTA
Somax Consulting, LLC
Spark Motion Inc
SparkPost
Spectrum Printing & Graphics
St. Mary's County Department of Economic and Community Development
stackArmor
Steelyard Analytics, Inc.
Sterilex
StrataSource Consulting
Strategic Dev Assoc., LLC
Sunovion Pharmaceuticals Inc.
SunTrust
Supernus Pharmaceuticals, Inc.
Supertechs, Inc.
Sutter Group
Synaptic Research LLC
Syndicus, Inc.
T. Thomson & Associates
Technologies Solutions Group
Technuf, LLC
TecVeris, LLC
Texcell
The Greater Bethesda-Chevy Chase Chamber of Commerce
The Henry M. Jackson Foundation
The Index Group Inc
The McCormick Group, Inc.
The Prince George's County Economic Development Corporation (EDC)
The St. Mary's County Chamber of Commerce
The Telework Coalition
Theraly Fibrosis Inc.

Think Efficient Consulting
TierPoint
Tower Federal Credit Union
Towson University
TransitioningU
True Algae, Inc
TurningPoint Global Solutions
U.S. Food and Drug Administration (FDA)
U.S. Pharmacopeial Convention
UBS
UHY LLP
UMBC Training Centers
Unanet
Unit Cell Diamond LLC
United Solutions, LLC
United Therapeutics Corporation
Universities at Shady Grove
University of Maryland College Park
University of Maryland, Baltimore - UM Ventures
University of Maryland, Baltimore County
Unleashed Technologies
US-IBEX
Valence Technologies, LLC (Burner Browser)
VaxForm, LLC
Velocevia
VentureScope
Veralox Therapeutics
Vernon Brokke, Business Strategist
VideoKall, Inc.
Vigene Biosciences Inc.
Vikas Arya
Vision Technologies
Vixxo
VLP Therapeutics
VWR International, Inc.
Washington County Department of Business Development
Washington Software, Inc.
Weller Development
Wells Fargo Middle Market Banking
Wells Fargo Private Bank
Wellstat Management Company, LLC
Wendy Hickok Photography
Whiteford Taylor Preston, LLP
Williams Solutions Group
WindMIL Therapeutics, Inc.
Winquest Cybersecurity
WithumSmith+Brown, PC
Womble Bond Dickinson
World Trade Center Institute
WSSC
xMD Diagnostics, LLC
Xona Systems, Inc.
Yacht Charters on the Bay by Watermark
Zalgen Labs

Members as of May 2019

2018-19 OVERVIEW

MTC SOCIAL PRESENCE

MTC'S REBRANDED WEBSITE

CAPITAL M PODCAST

MEMBER COMMUNITY

MTC SOCIAL PRESENCE



LINKEDIN

2,420

FOLLOWERS
55% INCREASE
SINCE OCTOBER 2018

199,133

TOTAL POST
IMPRESSIONS



TWITTER

4,737

FOLLOWERS
18% INCREASE
SINCE OCTOBER 2018

1,676,700

TOTAL POST
IMPRESSIONS



FACEBOOK

1,382

FOLLOWERS
25% INCREASE
SINCE OCTOBER 2018

57,438

TOTAL POST
IMPRESSIONS

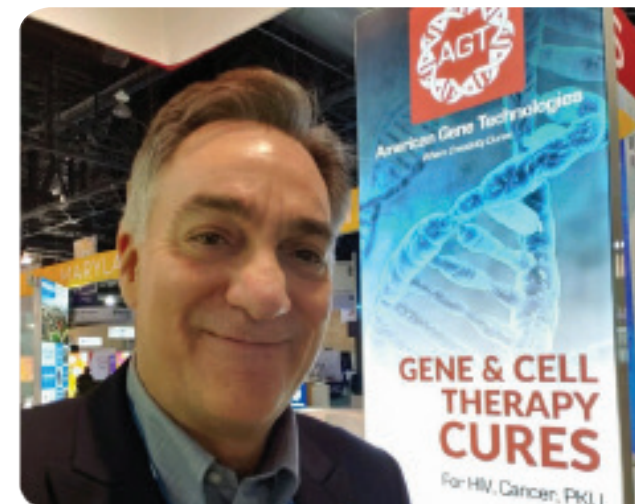
MTC'S FAVORITE TWEET



Jeff Galvin
@jeffreygalvin

Proud to be at #BIO2019 with our #biotech family, all together focused on the goal of developing treatments to eradicate diseases & transform lives. "Alone we can do so little; together we can do so much" -#HelenKeller

Visit us booth #3627 @americangene @think_moco @MDTechCouncil



8:23 PM - 3 Jun 2019

4 RETWEETS • 13 LIKES

MTC'S TOP TWEET



MD Tech Council
@MDTechCouncil

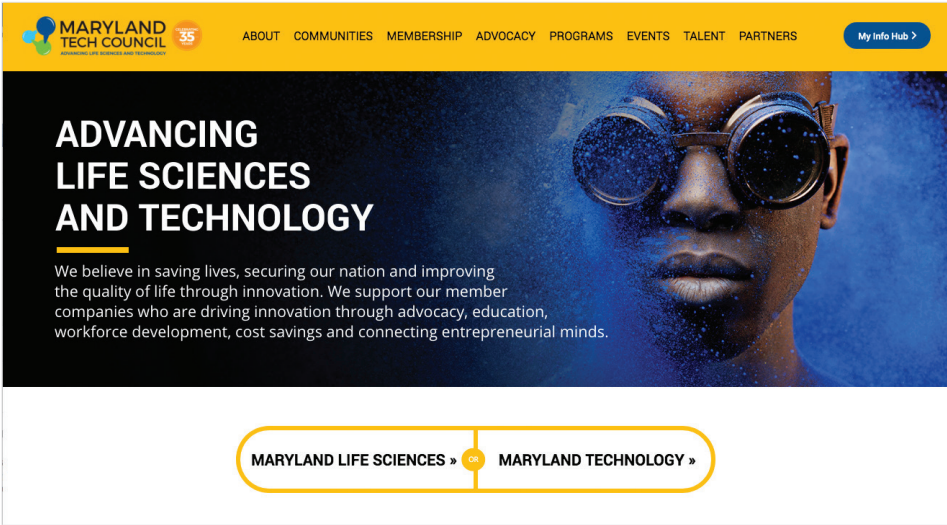
Take advantage of early bird savings today to save \$120 off your registration for Maryland Life Sciences Bio Innovation Conference! Learn more at marylandlifesciences.com/conference. Prices increase after June 30th #lifesciences #mdbiohealth #biotech #phrma



9:57 AM - 13 Jun 2019

5,926 IMPRESSIONS

4 RETWEETS • 5 LIKES

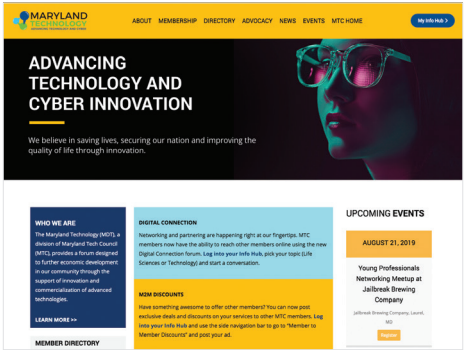
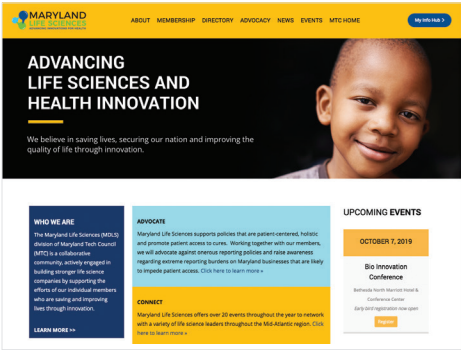


IN THE **FIRST MONTH** OF THE LIVE WEBSITE:

2,039
USERS VISITED

2,811
SESSIONS

6,945
PAGE VIEWS



In April 2019, the Maryland Tech Council unveiled our new redesigned website. The website was a highly-anticipated project for our team and promises members and visitors a clean, uncluttered design that incorporates improved functionality and enhanced content. The refaced website is in coordination with our rebranding of the Life Sciences and Technology Divisions, which highlight our commitment to supporting the growing industries within the state. This change will help define the two division's specific focus, unique interests and perspectives within their communities in Maryland.

AS OF **JUNE 2019**:

6,284
USERS VISITED

9,382
SESSIONS

22,800
PAGE VIEWS



A Podcast Addressing Capital Markets in Maryland and the Mid-Atlantic

Raising equity capital has been described as one of the biggest challenges for early and mid stage companies in the Mid-Atlantic. With the launch of the Capital M podcast, the Maryland Tech Council hopes to address capital markets in this region and elevate the conversation to help companies prepare for the market. Marty Rosendale, CEO of MTC and host of the podcast, sits down with top executives who have successfully raised capital to discuss access to capital, what it means to be ready for the capital markets in this region, and their strategy for engaging with Venture Capital investors and Private Equity firms. Join the conversation by listening, rating, and subscribing.

INTERVIEWS

Kristen Valdes
b.well Connected Health

Pete Buzy
Paragon Bioservices

Tien Wong
CONNECTpreneur

Brad Stewart
Immunology Partners

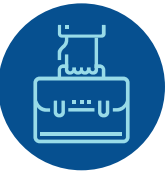
Tony Cord
Newport LLC

LISTEN, RATE & SUBSCRIBE ON:

- **APPLE PODCASTS**
- **GOOGLE PLAY**
- **SPOTIFY**
- **STITCHER**

MEMBER **COMMUNITY**

The Maryland Tech Council is dedicated to supporting our members and keeping Maryland's economy thriving. We hope you will take advantage of these new opportunities to strengthen your workforce, promote your company, and do business together. Login into your Member Info Hub for these features:



JOB BOARD.
Post your open positions, internships, or apprenticeships and make available to the general public.



MEMBER TO MEMBER DISCOUNTS.
You can now post exclusive deals and discounts on your services to other MTC members.



ONLINE COMMUNITY.
Post your news, events, contribute to the blog and make available to the general public.



DIGITAL CONNECTION.
Meet members. 24/7. Join the online discussion, leave a message or just read the board.

2018-19 BOARD OVERVIEW

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.

MTC EXECUTIVE OFFICERS



CHAIRMAN
Todd Marks
President and Chief Executive Officer, Mindgrub Technologies



SECRETARY
Steven Meltzer
Partner, Pillsbury Winthrop Shaw Pittman



TREASURER
Mike Buher
Director, Assurance and Advisory Services, ClearView Group



CHAIR MD LIFE SCIENCES
Brad L. Stewart
Chief Executive Officer, Immunology Partners



CHAIR MD TECH
Jason Silva
Chair, MD Technology Velocevia



Jarrod Borkat
Vice President, Corporate Strategy Emergent BioSolutions



Pete Buzy
President and Chief Executive Officer, Paragon Bioservices



Daniel Cohen-Dumani
Partner, WithumSmith+Brown PC



Brian Darmody
Associate Vice President for Research and Economic Development, University of Maryland



Larry Duncan
Vice President, Lockheed Martin



Frank Howard
President and Chief Executive Officer, Howard Consulting Group



Greg Stone
Partner, Whiteford, Taylor & Preston



Michael Tanenhaus
Founder and Chief Executive Officer, Mavenspire



John Trizzino
Senior Vice President, Chief Business Officer and Chief Financial Officer, Novavax

MTC BOARD MEMBERS



Henry Bernstein
Senior Vice President, Scheer Partners



Pete Briskman
Managing Director, Tenant Representation, JLL



Doug Doerfler
Chief Executive Officer, Maxcyte



Trish Farrell
Senior Vice President and Principal, MacKenzie Commercial Real Estate



Jeffrey Galvin
Chief Executive Officer and Founder, American Gene Technologies



Craig Gill
Director, US Government Relations, Pfizer



Brian Haigh
Region Director VWR



William Hearl, Ph.D
Founder and Chief Executive Officer, Immunomic Therapeutics



Stephen Hoffman, M.D.
Chief Executive and Scientific Officer, Sanaria



Frank Johnson
Chief Information Officer and Chief Digital Officer, City of Baltimore



Rick Kohr
Chief Executive Officer, Evergreen Advisors



Alan Langelli, CPA
Partner, Aronson



Rene LaVigne
President and Chief Executive Officer, Iron Bow Technologies



Timothy Lyden
Director, State Government Affairs, PA, NJ, MD, DE & DC, Eli Lilly and Company



Steven Matz
Area Vice President, Gallagher



Owen Meeks
Practice Director, Mobility, Vision Technologies



Roya Mohadjer
Business Development & Strategy, Social & Scientific Systems



Jerry Parrott
President and Chief Executive Officer, BioMarker Strategies



Sanjay Rai, Ph.D.
Senior Vice President for Academic Affairs, Montgomery College



Howard Rothman
Senior Partner, The Washingtonian Group - UBS Financial Services



Alex Sevilla
Director, Global Investment Banking, Baird



Nina Urban
Associate Director of FastForward, Johns Hopkins University



Steven Walker, MBA, MHA
Chief Business Officer, Biologics Consulting Group



Adam Welsh
Senior Vice President Market and Strategy Development, Dovel Technologies



Doug White
Partner, Glass Jacobson



Chun Yeh, CPA
Assurance Partner, BDO



John Zuknick
Director of Economic Development and Workforce, Universities at Shady Grove



Martin Rosendale
Chief Executive Officer

Katie Brown
Membership Services Coordinator

Michelle Ferrone
Executive Vice President, Operations

Angela Hongmanivanh
Creative Art Designer

Pam Lubel
Vice President, Membership and Strategic Programming

Minh Hoang Nguyen
Database and IT Manager

Emily Pool
Event Manager

Wendy Worm
Vice President, Marketing and Programs

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ELITE PARTNERS



SUPPORTER OF



PREFERRED PARTNERS



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INNOVATION FORUM SERIES

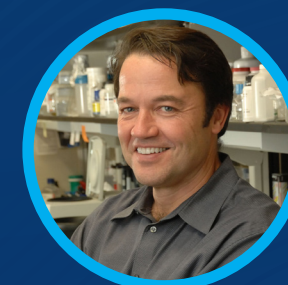
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bioinnovation CONFERENCE MARYLAND LIFE SCIENCES

ATTEND.SPONSOR.EXHIBIT.

OCTOBER 7, 2019

BETHESDA NORTH MARRIOTT HOTEL & CONFERENCE CENTER



KEYNOTE SPEAKER

JOHN TISDALE, M.D.

Chief, Cellular and Molecular Therapeutics Branch
National Heart, Lung, and Blood Institute, National Institutes of Health



DIANA BERNSTEIN, PH.D.
Senior Associate
Merck Ventures



PETE BUZY
Chief Executive Officer
Paragon Biosciences



MARGOT CONNOR
Chief Executive Officer
RoosterBio



EMILY ENGLISH, PH.D.
Chief Executive Officer
Gemstone Therapeutics



JEFF GALVIN
Founder and Chief Executive Officer
American Gene Technologies



KIMBERLY NOONAN, PH.D.
Founder, Executive Vice President
and Chief Scientific Officer, WindMIL
Therapeutics



RAM PALANKI, PHARM.D.
Senior Vice President of Commercial
Strategy and Operations, REGENXBIO



PAUL SILBER
Founding Principal
Blu Venture Investors

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