
2019-2020
YEAR IN REVIEW



TABLE OF CONTENTS

*	4	COVID-19 EFFORTS
*	8	ADVOCATE
*	10	CONNECT + EDUCATE EVENTS
*	12	BIO INNOVATION CONFERENCE
*	13	VENTURE MENTORING SERVICES
*	14	MEMBERSHIP
*	19	AMPLIFY
*	23	BOARD OF DIRECTORS
*	26	PARTNERS AND SPONSORS

THANK YOU

2019-20 YEAR IN REVIEW

Dear Member,

As we prepare our Year in Review, I am reminded that this has been no ordinary year for Maryland, our country or the Maryland Tech Council (MTC). In fact, the Year 2020 will forever mark our organization in many ways. It's a year that I knew would be transformative, but none of us could have imagined that we would be staring a pandemic in the face.

To work alongside the talent and dedication found in the BioCapital region is truly humbling. I watched as our life science and tech members sprung to action to answer the call to address the public health crisis caused by COVID-19. I was in complete amazement at how our Maryland Life Sciences (MDLS) member companies paused work on their programs to focus on vaccines, diagnostics and treatments for COVID-19. I watched our tech members strategize tirelessly over solutions to try and ease the pain of the businesses impacted by the pandemic.

The groundswell of support, determination and collaboration drew the attention of those both inside and outside of the region, as well as the attention of reporters who often expressed their awe during interviews as I recounted the countless ways companies and organizations came together (and are still coming together, for that matter).

It came as no surprise to me that in the face of adversity, our great State and region would rise up as a leader and move mountains together to solve what will forever be one of the most trying times in the history of the world. But, we did it together. Together—our theme for the year...

THANK YOU,



Martin Rosendale
Chief Executive Officer

COVID-19 EFFORTS

2019-20 YEAR IN REVIEW



176,320
COVID-19 SOCIAL
MEDIA IMPRESSIONS



500+
BETTER TOGETHER
LOGO DOWNLOADS



30+
CONNECTIONS
MADE

**OUR FOREMOST
OBJECTIVE WAS TO
LEAD EVERYONE
IN COMING
TOGETHER—
SOMETHING THAT
THE REGION WAS
IN NEED OF FOR
SOME TIME.**

**MORE THAN 500
DOWNLOADS
AND PLACEMENTS
OF THE “BETTER
TOGETHER” LOGO**

Pivoting and Strategic Support and Programming

The pandemic halted many plans that we had at the Maryland Tech Council, but it didn't stop us. While we had to put some events on hold, our team wasted no time and strategized on ways to best help our members during these uncertain times—to lend a hand to any company, member or nonmember, in need. Our foremost objective was to lead everyone in coming together—something that the region was in need of for some time. Our organization's theme became, “Better Together” and we developed a logo that personified our sentiment. We distributed it to all our members—asking them to incorporate it in their email signatures and websites.



COVID-19 STRATEGIC PROGRAMMING COVID-19 COALITION



40+
COMPANIES IN THE
BIOCAPITAL



30+
MEANINGFUL
CONNECTIONS

It wasn't long before many organizations and companies reached out to us to request introductions to each other. Members and nonmembers alike saw the Maryland Tech Council as a conduit that could connect businesses, organizations and institutions in the state. From this need, the COVID-19 Coalition was birthed and is now comprised of individuals from more than 40 companies in the BioCapital—ranging from life sciences companies to universities, government entities (Maryland Department of Commerce), economic development organizations, and more.

Our team worked to capture all the needs put forth by each company and, systematically, we were instrumental in establishing more than 30 (and counting) meaningful connections that resulted in partnerships and collaboration. Additionally, we set-up a COVID-19 portal on our website where companies and organizations could both share their needs and provide information on the resources and support, they could offer others.

Many companies posted items they needed to support their missions, such as N95 masks, surgical masks, swabs for nasopharyngeal sample collection, face shields, non-latex gloves, homemade headbands, hospital-grade disinfectant wipes, bleach, Lysol wipes, Clorox bleach wipes, cleaning spray, washcloths, microfiber towels, black 40-45 gallon trash bags, shoe covers, Tyvek coveralls and isopropyl alcohol for disinfecting.

To foster additional participation in the COVID-19 Coalition, we announced its launch and shared with the media a list of the companies that came together to solve issues caused by the pandemic. Member stories were spotlighted in regional and national media outlets ranging from the *Washington Post* to *Yahoo! Finance* to the *Baltimore Business Journal*. MTC CEO Marty Rosendale was interviewed by a reporter with *The Washingtonian* magazine, and we facilitated interviews with four member companies who illustrated the value of collaboration and innovation in the face of the pandemic. This story is still in the making.

THE COLLABORATIVE CONNECTIONS WE HELPED FACILITATE INCLUDED THE FOLLOWING:

- Clinical labs and point-of-care teams for validating products to fill urgent testing needs in Maryland
- Transportation of goods and services
- 3D printing
- PPE fulfillment
- Manufacturing and production partnerships
- Testing and lab-related resources
- IT and networking services

COLLABORATION AND RESPONSE TEAM

Altimune

Amarex

Amsonsite

Antibody BioPharm

Aperiomics

Asell

AstraZeneca

ATCC

BD

Biotech Laboratories

Children's National Medical Center

Emergent BioSolutions

GenArraytion

Glaxo SmithKline

Inotiv

Integrated Biotherapeutics

KAI Research, Inc., a Navitas Life
Sciences Enterprise

Next Molecular Analytics

Pathensors

Pfizer

Pharmaceutics International

Psomagen, Inc.

Qiagen

Sanaria

Sequella

Splice Therapeutics

Novavax

US Pharmacopeia

Vaccitech

Vigene

Zalgen

BUSINESS RELIEF ELIGIBILITY WIZARD



34,925
USERS



49,058
SESSIONS



72,459
PAGEVIEWS

Additionally, in continued response to COVID-19, tech members and others from industry collaborated to build an online tool for businesses, The Maryland Business Relief Wizard, to provide an updated one-stop destination for businesses as they seek to navigate the myriad of financial relief programs. Partners and contributors included: Howard County Economic Development Authority, Mindgrub, BTS Software Solutions, Maryland Department of Commerce, Howard County Chamber of Commerce, Maryland Tech Council, Maryland Chamber of Commerce, IBM, and industry Subject Matter Experts (SME's) including KatzAbosch, Capital Services, and Offit Kurman Attorneys at Law. The Wizard generated over 72,000 unique page views.

Upon launch of the Wizard, our team sprung to action again to promote its availability with the goal of quickly getting it in the hands of those who needed it most. We received coverage via *BioBuzz*, *Technical.ly Baltimore*, and *Baltimore Business Journal*.

TASK FORCE LEADERSHIP

As Governor Hogan considered plans to slowly open the State of Maryland, he began tapping leaders to help inform and direct the opening. MTC CEO Marty Rosendale was asked in early April to join the task force that focuses on professional services for businesses. After accepting this position, he was asked to serve on two additional task forces including The Greater Washington Board of Trade's "Connected DMV" task force, and the Montgomery County Economic Recovery Task Force. Marty was also invited to join the Economic Rebound Conversation facilitated by Montgomery College.

During Marty's initial meetings with other state leaders in the Governor's task force, it became clear that there are tech and life science companies that remain in dire need of hands-on support—support well beyond just receiving a loan from the government. To address this ongoing need, we formed the Maryland Tech Council Business Continuity Task Force to assist tech and life science entrepreneurs in Maryland who are navigating the economic downturn due to COVID-19.

BUSINESS CONTINUITY TASK FORCE

The Business Continuity Task Force is comprised of experienced business leaders who have led companies through financial crises such as the 2008 recession. Many of these leaders are mentors in our Venture Mentoring Services (MTC VMS) program. The task force is guided by the policies and principles of the MTC VMS program. Once they are paired with a task force member, business leaders will share their challenges via an initial call and will receive immediate guidance as well as referrals to specialists and available resources to support their businesses. Our goal is to serve as many tech and life science companies as possible. To spread the word, we shared via social media and again, reached out to media outlets. We anticipate coverage to be forthcoming following interviews conducted last week with MTC CEO Marty Rosendale and Task Force members.

The founding members of the MTC Task Force include:

- **Martin Rosendale**, CEO, Maryland Tech Council
- **Bill Enright**, Serial Biopharmaceutical Executive and CEO, Vaccitech Ltd.
- **Jay Turakhia**, Business Banking Market Leader, SunTrust/Truist
- **Eddie Snyder**, Principal and Chairman, Snyder Cohn
- **Dennis O'Brien**, Financial and Operations Executive with international life science experience
- **Neil Davis**, Former Director of Entrepreneurial Initiatives, TEDCO
- **Doug Holly**, Principal, Eagle Management Group with engineering technology experience
- **Tom Thomson**, Managing Partner, T. Thomson & Associates, LLC

THE AIM OF THE TASK FORCE IS TO FOCUS BEYOND THE CURRENT SITUATION, AND TO HELP THOSE COMPANIES WITH THEIR PLANS ON HOW TO EXCEL WELL BEYOND THE CIRCUMSTANCES CAUSED BY COVID-19.

CAPITALM ZOOMCAST LIVE - COVID SERIES



1,000
REGISTRANTS



200+
DOWNLOADS



370+
YOUTUBE VIEWS

To better support our members during shutdowns associated with COVID-19, our team swiftly pivoted to producing live podcasts via Zoom, rather than pre-recorded podcasts. We offered episodes as many as two to three times per week to address the evolving needs of the region and provide members access to conversations and resources to navigate through operational challenges quickly. Executives and key thought leaders from the life science, technology, government and service companies in the region and beyond sat down to provide tips, resources and support to our members. To date, we have had nine zoom meetings with over 1,000 registrants, 200 downloads/listens and 376 views on YouTube.

CREATE A BUZZ MTC IN THE NEWS ON COVID-19

Maryland plays an outsized role in worldwide hunt for a coronavirus vaccine
THE WASHINGTON POST

Business Relief Wizard for COVID-19 Assistance Launches in Partnership with Maryland Tech Council Coalition
BIOBUZZ

MTC Establishes Business Continuity Task Force to Help Maryland Tech and Life Sciences Companies Affected by COVID-19
MARYLAND TECH COUNCIL

Outlook on developing effective coronavirus treatments
YAHOO! FINANCE

Maryland businesses: Use this web tool to determine whether you're eligible for COVID-19 relief programs
TECHNICALLY BALTIMORE

Maryland Tech Council launches task force to help companies navigate economic downturn
TECHNICALLY BALTIMORE

More than a dozen MD. biotech companies are working on new COVID-19 vaccines, tests
BALTIMORE BUSINESS JOURNAL

Wondering which COVID-19 funding programs your business qualifies for? There's a tool for that.
BALTIMORE BUSINESS JOURNAL

COVID-19 SOCIAL MEDIA AND WEBSITE STATISTICS

SINCE MARCH 2020

SOCIAL MEDIA

- 290 Related Posts
- Impressions
- 176,320
- Engagements (likes, shares, clicks)
- 5,000

MTC WEBSITE

- New Users
- 7,792
- Page Views
- 21,152
- Sessions
- 10,612

#BETTERTOGETHER LOGO

- Dedicated Email
- 21% open rate, 12% click rate
- Social Media:
- 2,880 impressions
- 89 engagements

EMAILS

- 30 Emails Sent
- 20,380 Opens, 2,000 Clicks

ADVOCATE

2019-20 YEAR IN REVIEW



27

BILLS RELATED TO
TAXES



26

BILLS RELATED TO
TECHNOLOGY



10

BILLS RELATED TO
WORKFORCE/OTHER



06

BILLS RELATED TO
LIFE SCIENCES

WITH THE 2020 LEGISLATIVE SESSION HAVING DRAWN TO AN EARLY CLOSE, MTC FOCUSED ON AND ADDRESSED NEARLY 70 DIFFERENT PIECES OF LEGISLATION

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 General Assembly took note of the progress of these efforts, which helped maintain MTC as a leading authority across numerous policy issues critical to businesses and patients. Our work to prepare for next year's legislative session has already begun, as we continue efforts to position the Maryland Tech Council as the thought leader on the most critical issues among our membership. We will continue to keep you updated and engaged regarding ongoing MTC efforts as we champion issues critical to the technology and life sciences community in Maryland.



MARYLAND TECH COUNCIL IN ANNAPOLIS 2020 LEGISLATIVE SESSION ROUNDUP: MTC EFFORTS AND SUCCESSES

With the 2020 legislative session having drawn to an early close, MTC focused on and addressed nearly 70 different pieces of legislation, excluding crossfiled bills. This included 27 bills related to taxes, 26 bills focused on technology, 6 bills focused on the life sciences industry, and 10 additional bills addressing the workforce and other relevant issues for our members. Most of the focus this year was on defeating tax bills that targeted the biotechnology, cybersecurity, and research and development tax credit programs, or sought to raise taxes on businesses or investors.

Of these bills, MTC provided written and/or oral testimony on 30 unique pieces of legislation to relevant Maryland House and Senate Committees. This is in addition to multiple letters and suggested amendments sent to various committees of jurisdiction in advance of and after the completion of testimony to clarify issues and provide additional context and details.

MTC had a successful session in that bills of greatest interest and support were passed, and bills of greatest concern and opposition failed. Of these, MTC has been a leading contributor in helping shape legislation and changes on key issues relevant to our industry, including:

TAXES. As a response to the Kirwan Commission recommendations to improve Maryland's education system, the General Assembly reviewed and recommended several changes to the current tax and revenue system in the state. This included various recommendations that would

have negatively impacted MTC members. MTC was able to work with Committee Chairs and bill sponsors to preserve the Biotechnology Investment Tax Credit and the Buy Maryland Cybersecurity Tax Credit program; gain a sales and use tax exemption for the sale of qualified data center personal property for use at a qualified data center; oppose a state sales and use tax on services; and several other harmful tax bills. While opposed by MTC, a tax on annual gross revenues derived from digital advertising services including advertisement services on a digital interface in the state ultimately passed.

CONSUMER ONLINE PRIVACY. The General Assembly began tackling a growing concern for consumers across the state, namely how user online data is collected, used, and stored. MTC opposed the piecemeal approach that was taken toward protecting consumer privacy, and instead advocated for a comprehensive study by the Maryland Cybersecurity Council to review current practices and provide recommendations. Ultimately, all of the bills addressing consumer online privacy failed during this session.

MARYLAND SMALL BUSINESS INNOVATION RESEARCH AND TECHNOLOGY TRANSFER INCENTIVE PROGRAM MATCHING PROGRAM. In working with Delegate Qi during the interim of 2019, MTC was instrumental in the crafting and passage of legislation which now provides eligible small businesses an award or investment of 25% of an SBIR/STTR grant limited to \$25,000 for Phase I funding or \$75,000 for Phase II funding.

SALES TAX EXEMPTION FOR DATA CENTERS. MTC supported legislation that provides a sales and use tax exemption for the sale of qualified data center personal property for use at a qualified data center. In a year where the General Assembly sought to raise tax revenue to fund education reform initiatives, passage of this bill was a major victory for the tech community.

In addition to these 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 preserving the innovation economy, protecting patient access to innovative treatments, and preserving the thousands of jobs MTC members bring to the state:

TARGETED ADS SUPPORTING THE INNOVATION ECONOMY AND PATIENTS.

As part of MTC's Annapolis Day on January 29, 2020, MTC deployed targeted ads about the need to protect the technology and life sciences jobs that support patient access to innovative medicines directly to legislators, staff, and other health policy professionals around the Capitol. This one-day campaign reached over 25,000 individuals around Annapolis, increasing the awareness of MTC and the positive impact its members bring to Maryland.

TARGETED ADS URGING THE PRESERVATION OF THE INNOVATION ECONOMY AND OPPOSING HARMFUL TAX INCREASES.

As proposals to change how Maryland collects revenue gained traction in both the Senate and House, MTC launched targeted ads urging policymakers to reject policies that stifle innovation or risk jobs in the state. These efforts reached more than 18,000 individuals and generated 581 click-throughs to an updated MTC webpage on "Protecting Innovation."

LIVE-TWEETING AND OTHER SOCIAL MEDIA ENGAGEMENT.

MTC also actively engaged elected officials and other influencers on social media, including live-tweeting Dr. Robert Popovian's discussion of biosimilars during the Annapolis Day luncheon in January, sharing key information about the negative impact of any International Price Indexing schemes, and updating members and the public about harmful tax legislation.

CONNECT + EDUCATE

2019-20 YEAR IN REVIEW



23
EVENTS
PRODUCED



1,190
EVENT
ATTENDEES



58
INDUSTRY
SPEAKERS



495
COMPANIES
REPRESENTED

HAPPY HOUR WITH THE CEO 50 ATTENDEES | BALTIMORE, MD July 18, 2019

MTC members joined our CEO, Marty Rosendale, at Diamondback Brewing Company in Baltimore for an evening of networking and drinks.

YOUNG PROFESSIONALS SOCIETY NETWORKING MEETUP 30 ATTENDEES | LAUREL, MD August 21, 2019

Quarterly Young Professionals Society meetup at Jailbreak Brewing Company in Laurel.

COFFEE WITH THE CEO 12 ATTENDEES | ANNAPOLIS, MD September 17, 2019

MTC members joined our CEO, Marty Rosendale, for coffee and networking at the Maryland Chamber of Commerce in Annapolis to connect with fellow members, share thoughts and ideas, and learn more about MTC.

COFFEE WITH THE CEO 18 ATTENDEES | FREDERICK, MD October 17, 2019

MTC members joined our CEO, Marty Rosendale, for coffee and networking at RoosterBio in Frederick to connect with fellow members, share thoughts and ideas, and learn more about MTC.

COFFEE WITH THE CEO 4 ATTENDEES | GAITHERSBURG, MD November 12, 2019

MTC members joined our CEO, Marty Rosendale, for coffee and networking at Launch Workplaces in Gaithersburg to connect with fellow members, share thoughts and ideas, and learn more about MTC.

LIFE SCIENCES CEO RECEPTION 33 ATTENDEES | GAITHERSBURG, MD November 18, 2019

MTC held the Life Sciences CEO Reception at the new Biomedical Sciences and Engineering Education Facility at The Universities at Shady Grove. These receptions are designed for CEOs of life sciences 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.

TECH ON TAP 102 ATTENDEES | BALTIMORE, MD November 19, 2019

MTC brought the MD technology community together for a night of networking at the Guinness Open Gate Brewery in Baltimore. Attendees enjoyed the opportunity to connect with industry colleagues and, of course, plenty of beer!

YOUNG PROFESSIONALS SOCIETY NETWORKING MEETUP 27 ATTENDEES | ROCKVILLE, MD December 3, 2019

Quarterly Young Professionals Society meetup at Owen's Ordinary in Rockville.

COFFEE WITH THE CEOS 27 ATTENDEES | ROCKVILLE, MD January 22, 2020

MTC members joined our CEO, Marty Rosendale, and Larry Davis, Managing Partner of Aronson, for coffee and networking at Aronson in Rockville to connect with fellow members, share thoughts and ideas, and learn more about MTC.

ANNAPOLIS DAY 20 ATTENDEES | ANNAPOLIS, MD January 29, 2020

MTC's annual Annapolis Day presents a unique opportunity to build relationships and educate our State Delegates, Senators and other vitally important public officials.

TECH TAPROOM 32 ATTENDEES | BALTIMORE, MD February 20, 2020

Attendees gathered at Mindpub in Baltimore for a relaxed evening of networking. It was a great opportunity to connect with colleagues in the technology industry.

INNOVATION FORUM SERIES: RANSOMWARE - TO PAY OR NOT TO PAY 27 ATTENDEES | BALTIMORE, MD November 20, 2019

Attendees heard from a panel of cybersecurity experts on the risks of ransomware at this Innovation Forum Series event. Panelists partook in a lively debate and educational session on whether to pay or not to pay cyber criminals.

LEGISLATIVE POLICY BREAKFAST: MONTGOMERY COUNTY 27 ATTENDEES | GAITHERSBURG, MD December 11, 2019

Maryland Tech Council's Legislative Policy Breakfasts give our members the opportunity to meet, network, share their views and learn from members of Maryland General Assembly's legislators about the most pressing policy initiatives.



LEADERSHIP DINNER 149 ATTENDEES | ANNAPOLIS, MD January 29, 2020

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

INNOVATION FORUM SERIES: ACCELERATING CURES - SMART BUILDINGS AND THE WORKPLACE EXPERIENCE 78 ATTENDEES | BALTIMORE, MD October 16, 2019

MTC and Vision Technologies partnered to present how smart building technology is shaping the workplace experience. A panel of experts discussed bridging the gap between IT and OT, IoT, ubiquitous communication, AV and collaboration innovations, and advances in physical and cyber security.

LEGISLATIVE POLICY BREAKFAST: PRINCE GEORGE'S COUNTY 15 ATTENDEES | COLLEGE PARK, MD December 4, 2019

MTC's Legislative Policy Breakfasts give our members the opportunity to meet, network, share their views and learn from members of Maryland General Assembly's legislators about the most pressing policy initiatives.

LEGISLATIVE POLICY BREAKFAST: HOWARD COUNTY 21 ATTENDEES | COLUMBIA, MD December 17, 2019

Maryland Tech Council's Legislative Policy Breakfasts give our members the opportunity to meet, network, share their views and learn from members of Maryland General Assembly's legislators about the most pressing policy initiatives.



COFFEE WITH THE CEO 15 ATTENDEES | FREDERICK, MD February 20, 2020

MTC members joined our CEO, Marty Rosendale, for coffee and networking at MTC's new office in Frederick to connect with fellow members, share thoughts and ideas, and learn more about MTC.

WEBINAR: USE OF PATENTS AND TRADE SECRETS IN THE ERA OF ARTIFICIAL INTELLIGENCES, INTER- NET-OF-THINGS AND BLOCKCHAIN TECHNOLOGIES 25 ATTENDEES | October 24, 2019

This webinar discussed the fundamentals of patent and trade secret protection, and particularly how they differ with respect to these increasingly pervasive technologies, and provided practical guidance on how to develop and implement strategies that combine these intellectual property protections.

INNOVATION FORUM SERIES: ACCELERATING CURES - FUNDING OPPORTUNITIES IN REGENERATIVE MEDICINE 21 ATTENDEES | ROCKVILLE, MD December 10, 2019

At this Innovation Forum Series, the speakers led a discussion on funding opportunities and resources available for advancing cell therapy in Maryland. Attendees heard from private, state and federal leaders in the field and learned how they can create value and accelerate cures.

EMERGING OPPORTUNITIES IN ADDRESSING HEALTHCARE COSTS: THE ROLE OF BIOSIMILARS 40 ATTENDEES | ANNAPOLIS, MD January 29, 2020

Attendees heard from Robert Popovian, Vice President, US Government Relations of Pfizer on the role of biosimilars at this luncheon which was part of MTC's Annual Annapolis Day.

INNOVATION FORUM SERIES: SALES & USED TAX - IS YOUR COMPANY OVERPAYING? 15 ATTENDEES | GAITHERSBURG, MD February 26, 2020

Attendees at this Innovation Forum Series learned about Maryland sales & use tax exemptions for manufacturing, biotech and pharmaceutical companies. Speakers provided guidance on how to protect your company against over payments, as well as underpayments.

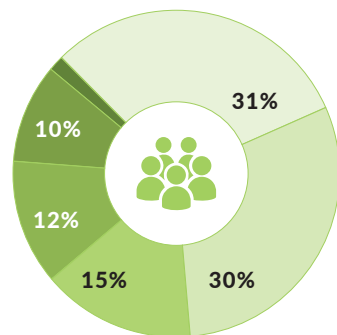
BIO INNOVATION CONFERENCE

2019-20 YEAR IN REVIEW



The Bio Innovation Conference, presented by Maryland Life Sciences, a division of the Maryland Tech Council, was produced on October 7, 2019 at the Bethesda North Marriott Hotel & Conference Center.

Over 450 professionals attended from industry, academia and government to discuss trends and insights into Maryland's growing life sciences industry, while showcasing the state's and region's innovations and successes.



453
CONFERENCE ATTENDEES

31% LIFE SCIENCES, 30% SOLUTION PROVIDERS,
15% EDUCATION, 12% NON-PROFIT,
10% GOVERNMENT, 02% OTHER/MEDIA



10
SESSIONS
FEATURING
40
SPEAKERS



21
CONFERENCE
SPONSORS
25
EXHIBITORS



BIO ONE-ON-ONE PARTNERING™ SYSTEM

459 DELEGATES FROM
255 COMPANIES PARTICIPATED
IN THE BIO ONE-ON-ONE
PARTNERING™ SYSTEM

READ ABOUT THE CONFERENCE FROM THE PRESS:

Md. biotech industry celebrates successes, warns of challenges
The Daily Record

Region's Top Life Science Leaders Convened, Connected and Collaborated at Maryland Life Sciences Bio Innovation Conference
The Maryland Life Sciences

The Story of Maryland's Cell and Gene Therapy Cluster is Shared Loud and Clear at Inaugural Bio Innovation Conference
BioBuzz

Global Healthcare Giant JNJ Tapped for Next Phase of DC's Redevelopment Plans
BioBuzz

MENTORING SERVICES

2019-20 YEAR IN REVIEW

**THE VMS PROGRAM
IS BUILDING A COMMUNITY
OF SCIENTISTS,
BUSINESS PEOPLE, AND
ENTREPRENEURS WHO
ARE ALL INTERESTED IN
STARTING AND GROWING
BUSINESSES.**

Maryland Tech Council Venture Mentoring Services (MTC VMS) is a program based on the well-established and highly successful MIT Venture Mentor Services Program. The MTC VMS, a team-based approach to mentorship is designed to help CEOs with development, funding and beyond. Specially trained teams of volunteers with expertise in entrepreneurial activity and start-up businesses, are matched with carefully selected ventures to assist them in becoming successful operating companies.



50
VENTURES
ENROLLED



1/3
VENTURES
MINORITY OWNED

3 WOMEN | 3 VETERAN | 12 MINORITY



\$55.1M
CAPITAL AND GRANTS
RAISED BY VENTURES

\$8.2M BALTIMORE | \$46.9M OTHER



13,600
VOLUNTEER HOURS



135
FULL-TIME JOBS



280
MENTOR TEAM
MEETINGS



20
MENTOR TRAINING
PROGRAMS



115
TRAINED
MENTORS



38
TRAINED ORG.
REPRESENTATIVES

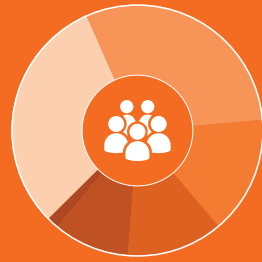
INFORMATION PROVIDED IS TOTAL NUMBERS TO DATE.



**IF YOU NEED HELP, DON'T WAIT.
ASK FOR IT. VMS'S MENTORS PROVIDE
A GREAT AMOUNT OF IDEATION. SO MUCH
SO THAT YOU CAN COMPARE BETWEEN
A NUMBER OF GREAT STRATEGIES TO
FIND WHICH WORK BEST FOR YOU. THEIR
ADVICE IS THERE FOR YOU TO TAKE AND
FIGURE OUT WHAT WORKS AND WHAT
DOESN'T WORK.**

MEMBERSHIP

2019-20 YEAR IN REVIEW



450
MEMBERS

- 206 LIFE SCIENCES
- 87 TECHNOLOGY
- 77 SOLUTION PROVIDERS
- 41 AFFILIATES: NON PROFIT
- 19 ACADEMIC
- 17 GOVERNMENT
- 03 RETIRED



ONLINE COMMUNITY

MTC's Online Platform
Empowering our members to share and connect.

84 NEW MEMBERS

51 JOB POSTINGS

89 MEMBER TO MEMBER INTRODUCTIONS

MEMBER-TO-MEMBER DISCOUNTS

MEMBER NEWS AND PRESS RELEASES

MEMBER MAP

BUILDING A STRONG LIFE SCIENCES AND TECHNOLOGY COMMUNITY

The Maryland Tech Council is the industry trade association representing technology and life sciences companies throughout the state. Fundamentally, our mission is to advance and promote the success of our 450+ members representing more than 100,000 individuals, provide the collective influence to advocate in Annapolis, provide valuable educational opportunities and make connections that encourage sharing ideas, stimulate business and grow Maryland's workforce.

It is our privilege to have the participation and support of our members, who are saving lives, securing our nation and improving the quality of life through innovation.

COFFEE WITH THE CEO



04
Host member companies from Annapolis, Frederick, Rockville, and a virtual host

107
Total attendees

95
Introductions

Over the past year, we took our Coffee with the CEOs on the road. The goal was to meet new members, celebrate members who hosted us at their offices, and hear from our host member's CEO as well as our CEO, Marty Rosendale.

COST SAVINGS PROGRAM

2019-20 YEAR IN REVIEW

THERE IS POWER IN NUMBERS

Maryland Tech Council members of all sizes can save up to 80% on the products and services they need to run their business through our partnership with the BIO Business Solutions® Program and our Member-to-Member offers.

MTC's Member-to-Member discounts encourage members to buy from fellow members to save money, increase visibility and promote new business for their companies.



\$511M
2019 AGGREGATE SAVINGS



4,500
COMPANIES PARTICIPATED



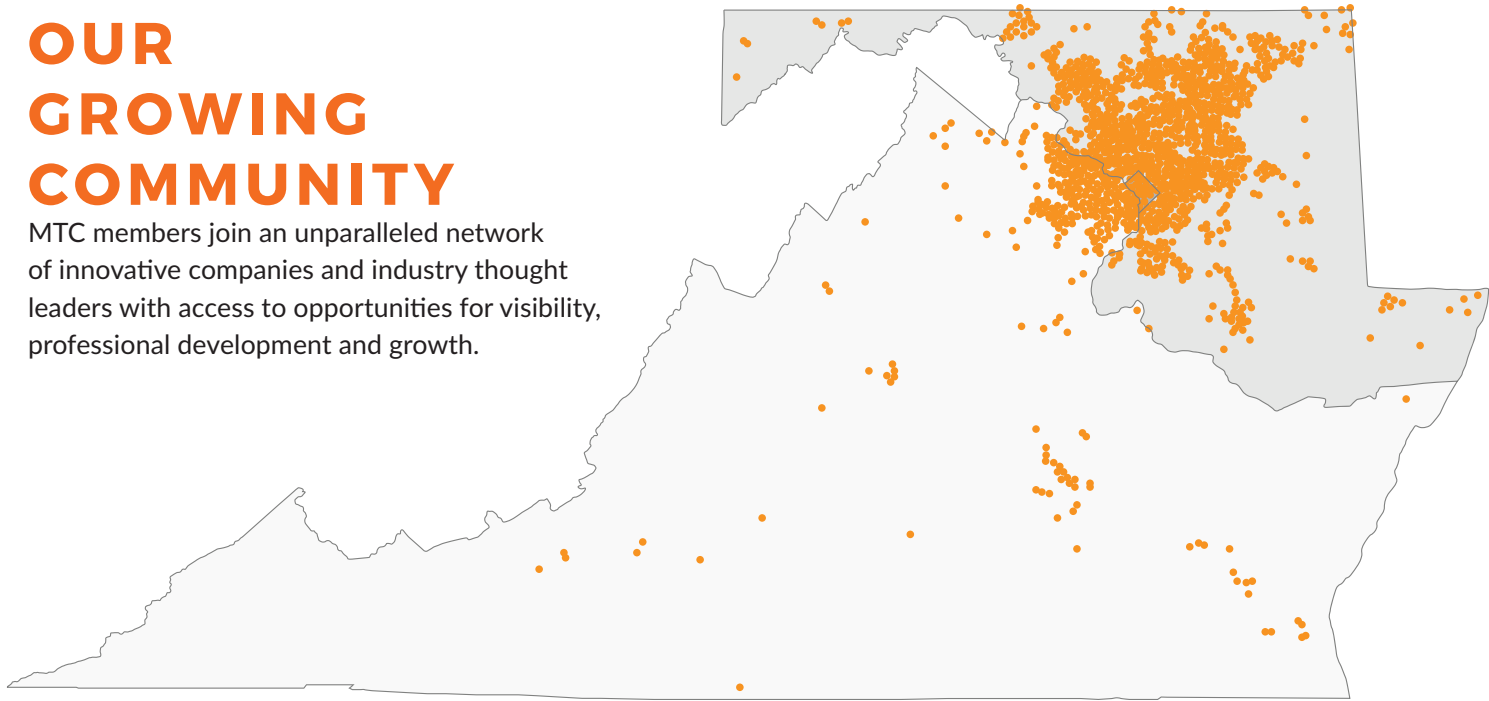
THE MEMBERSHIP PAID FOR ITSELF IN THE DISCOUNTS WE RECEIVED ON REAGENTS, CONSUMABLES, AND SERVICES.



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.

OUR
GROWING
COMMUNITY

MTC members join an unparalleled network of innovative companies and industry thought leaders with access to opportunities for visibility, professional development and growth.



20/20 GeneSystems, Inc.
3Dnamics Inc.
AAVNERGENE
abbvie
ABP Biosciences LLC
Absorption Systems
Accelevir Diagnostics
ACO TECH Inc.
Adaptive Phage Therapeutics, Inc.
Advance Business Systems
Advanced Bioscience Laboratories, Inc.
Advent Laboratories Inc.
AgNovos Healthcare LLC
Agrimetis LLC
Akan Biosciences, LLC
Akeso Ventures Inc.
Alexandria Real Estate Equities, Inc.
Altimune, Inc.
Amarex Clinical Research, LLC
American Gene Technologies International
American Sample Archive
Amgen
Annapolis & Anne Arundel County Chamber of Commerce
Anne Arundel Economic Development Corporation
ANOVA Intelligence
Antibody Biopharm, Inc.
Antidote Therapeutics
Aperiomics
Applied Biomimetic
Applied Technology Services
Ardent Privacy
Arnall Golden Gregory LLP
Aronson, LLC
ASELL, LLC
Ashvattha Therapeutics LLC
Asklepion Pharmaceuticals LLC

AstraZeneca
AT&T
Atlantic Data Forensics
Autolus Therapeutics
Avidea Technologies
Baird
Baltimore County Chamber of Commerce
Bank of America
BCD Innovations, Inc.
BDO
Beacon Grace
BeneVir Biopharm, Inc.
Betamore
BIOCELL Diagnostics, Inc.
BioFactura, Inc.
BioHealth Innovation, Inc.
Biologics Consulting Group, Inc.
Biologics Resources LLC
BioMarker Strategies, LLC
BioReliance Services - MilliporeSigma
Bioscience International, Inc.
BioSpace, Inc.
Biotech Laboratories USA LLC
BioTechnical Institute of Maryland, Inc.
Biotechnology Innovation Organization
Blueblood LLC
Blunt Assessment Labs
Blusonic Inc.
BME Systems Inc.
Breachbits
Breezio
Bridges, Inc.
Bristol-Myers Squibb Company
BUCH Construction
BWI Business Partnership, Inc.
bwtech@UMBC
Capsulomics
Carroll Tech Council

Cartesian Therapeutics, Inc.
Catalent Biologics
Catalyte
C-Care LLC
Celdara Medical LLC
Celgene Corporation
Cellandtech Group, LLC
Cellphire, Inc.
Celnovte Biotechnology, Inc.
Central Maryland Chamber
CenturyLink
Cepharm Life Sciences, Inc.
CERVAIS
Champions Oncology
Children's National Health System
Cian Diagnostics
Cipher Systems LLC
Circulomics, Inc.
City of Baltimore
City of Frederick Department of Economic Development
ClearView Group
ClinicMax, Inc.
cloudtamer.io
CNR Insurance, Inc.
Cognate BioServices, Inc.
Comcast Business
Complete Omics Inc.
Confinis Corporation
Cordia Partners
CosmosID
CPL Biologicals LLC
CRB
Creative Bio-Peptides, Inc.
Creatv MicroTech, Inc.
Crown Castle Fiber
CSC Leasing Company
CSSi

Curio Manufacturing, LLC
CyberSpace Analytics Corporation
DCM BioServices LLC
Deka Biosciences
Delaware Innovation Space
Delfi Diagnostics
Delta Omics Inc
Dembo Jones, P.C.
Domicell
Donnelley Financial Solutions
Dovel Technologies
DP Solutions, 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
Elitemune
Elixigen Scientific, Inc.
Elysian Holdings, LLC
Embassy of Canada
eMedical Sentry
Emergent BioSolutions Inc
Epidarex Capital
Eppendorf North America
Evergreen Advisors LLC
Expedient Data Centers - Owings Mills
Facility Logix
Fannie Mae
FastForward
Fina BioSolutions LLC
Foley & Lardner LLP
Fort Meade Alliance
FortMesa, Inc.
Foundation for Advanced Education in the Sciences, Inc.
Frederick County Chamber of Commerce
Frederick County Government Office of Economic Development
Frederick CREST
Frederick National Laboratory for Cancer Research
Fulton Bank
FZata, Inc
Gaithersburg-Germantown Chamber Of Commerce
Galaxy Control Systems
Gallagher & Co
Gallant Technologies, Inc.
Gemstone Biotherapeutics
GenArrayon, Inc.
GeneCopeia, Inc.
Georgetown University-Biomedical Education
Georgiamune LLC
Givhero
Glass Jacobson Financial Group
GlaxoSmithKline
GlycoMimetics, Inc.
Glycot Therapeutics LLC
Granicus
Greater Baltimore Committee

Greater Washington Board of Trade
Green Analytics MD, LLC
Green Key Resources
GRSi
Hagerstown Community College's Technical Innovation Center (TIC)
Hansoh Bio, LLC
Harbor Launch at the Institute of Marine and Environmental Technology
hatch IT
Healable, Inc.
HeMemics Biotechnology, Inc.
HiTech Analytical and Diagnostics Solutions
Holy Cross Health
Hood College
Howard County Chamber of Commerce
Howard Tech Council
Hughes Network Systems LLC
Human Venture Group
Humeva Cell Therapies
Ibex Biosciences
IDT Biologika Corporation
Immunology Partners
Immunomic Therapeutics
Ines LeBow
Innovative Cellular Therapeutics
Inotiv Gaithersburg
Institute for Genome Sciences
Institute for In Vitro Sciences, Inc.
Integrated BioTherapeutics Inc.
Integrated Pharma Services
Intralytix, Inc.
IRAZÚ BIO
Iron Bow Technologies
ITekFED
iyotee Inc.
J.P. Morgan Securities Inc.
J29 Inc.
Jecho Laboratories, Inc.
JHU Information Security Institute
JLL
Johns Hopkins FastForward Tech Ventures
Johns Hopkins University
Johnson & Johnson
Jordan IP Law, LLC
Jubilant Cadista Pharmaceuticals Inc.
Jumplights
KAI Research, Inc., a Navitas Life Sciences Enterprise

Kaiser Permanente
KaloCyte
Kammerman Consulting, LLC
KamTek, Inc.
Karmic Messenger
KatzAbosch CPA Firm
Kemp Proteins, LLC
KeyW Corporation
Kitchology, Inc.
Kite Pharma
kloudtrack®
Kydes Pharmaceuticals
Launch Workplaces
Learning Undefined
Lentigen Technology
Lieber Institute, Inc.
LifeSprout Inc
Lion Solutions, LLC
Lockheed Martin Corporation
Lofstrand Labs Limited
Longhorn Vaccines & Diagnostics, LLC
LuminUltra
MACH37
Machfu
MacKenzie Commercial Real Estate Services
Malwork Inc.
Marsh & McLennan Agency
Maryland Chamber of Commerce
Maryland Department of Commerce
Maryland Economic Development Association
Maryland Small Business Development Center, UMD
Maryland STEM Festival
Maryland/Israel Development Center
Matan
Mavenspire
MaxCyte, Inc.
McBee Moore Woodward Vanik IP LLC
MedApptic
Medigen, Inc.
Mercer
Meridian BioGroup LLC
Meridian Medical Technologies, Inc.
Mesa Science Associates
Mid-Atlantic Hispanic Chamber of Commerce, Mimetis US, Inc.
Mindgrub Technologies LLC
Minkoff Development Corporation
Minor Decliner
Mirage Identity LLC

MEMBERSHIP IN THE MTC IS A MUST.
THE IDEAS, SUPPORT, CONTACTS, AND
EVENTS HAVE PROVIDED OPPORTUNITIES
FOR COLLABORATIONS, GRANTS, FUNDING,
AND EMPLOYEE RECRUITMENT.

miRecule, Inc.
Modavar Pharmaceuticals LLC
Molecular Tools
Montgomery College
Montgomery County Chamber of Commerce
Montgomery County Economic Development Corporation
Mount St. Mary's University
MRIGlobal
My Own Med, Inc.
MycMed Technologies, LLC
National Cancer Institute
National Institute of Standards and Technology
National Institutes of Health Federal Credit Union
NDBbio
Nemphos Braue LLC
NetLink Resource Group
Neu-Ion, Inc.
Neuraly
Neuros Biotechnology
Newbridge Spine and Pain Center
NewG Lab Pharma Inc
Newport LLC
Noble Life Sciences, Inc.
Northeastern Maryland Technology Council
Novavax, Inc.
OncoGone
OpGen, Inc.
OPS Consulting
OriGene Technologies, Inc.
Oscamo LLC
Otomagnetics, Inc.
Otsuka Pharmaceutical Development & Commercialization
Ovalz
Pamplin College of Business MBA Programs
Paradigm Solutions International (PSI)
Pataigin
PathoVax 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.
Prevailion
Prince George's Community College
Project Farma
ProObject, Inc.
Propagenix Inc.
Protein Potential, LLC
Psomagen, Inc.
PyroDex LLC
Qiagen Sciences, Inc.
Quales,LLC
Quality Biological, Inc.
Quantum Technologies Laboratories, Inc.

Raffa Financial Services, Inc.
REGENXBIO Inc.
Remedy Plan Therapeutics
ResInnova Laboratories
Revolve Biotechnologies, Inc.
Rexahn Pharmaceuticals Inc.
Reyoung Corporation
Roberts Oxygen Company, Inc.
Rockville Chamber of Commerce
Rockville Economic Development, Inc.
RoosterBio, Inc.
Rothwell, Figg, Ernst & Manbeck, PC
Saggar & Rosenberg, PC
Salamandra LLC
Salubris Biotherapeutics, Inc.
Sanaria Inc.
Sanofi
Saul Ewing Arnstein & Lehr LLP
SB & Company, LLC
Scaled Microbiomics
Scheer Partners, Inc.
Senseonics, Incorporated
SeraCare Life Sciences
Seraxis
Shady Grove Fertility
Shreis Scalene Sciences LLC
Shulman, Rogers, Gandal, Pordy & Ecker P.A.
Sigmovir Biosystems, Inc.
SignaGen Laboratories
SIMpalm
Sinai Hospital
Sirnaomics, Inc.
Smithers Avanza
Snyder Cohn, PC
Social & Scientific Systems, Inc.
SOL VISTA
Somax Consulting, LLC
Spark Motion Inc.
SparkPost
Spectrum Printing & Graphics
stackArmor
S-Techco llc
Steelyard Analytics, Inc.
Sterilex
Summit Business Technologies
Sunovion Pharmaceuticals Inc.
SunTrust
Supernus Pharmaceuticals, Inc.
Supertechs, Inc.
SylLab Systems
Synaptic Research LLC
Syndicus, Inc.
T. Thomson & Associates
techfrederick
Technuf, LLC
TecVeris, LLC
TerImmune, Inc.
Texcell
The EMMES Corporation
The Greater Bethesda-Chevy Chase Chamber of Commerce
The Henry M. Jackson Foundation
The Howard Hughes Corporation
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
Theraly Fibrosis Inc
Thrive Earlier Detection
Tower Federal Credit Union
Towson University
TransitioningU
Trove Therapeutics, Inc.
True Algae, Inc
True Bearing Diagnostics
TruGenomix
TurningPoint Global Solutions
U.S. Food and Drug Administration (FDA)
U.S. Pharmacopeial Convention
UHY LLP
UK Dept for International Trade
UMBC Training Centers
Unanet
Unit Cell Diamond 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
Valence Technologies, LLC (Burner Browser)
VaLogic, LLC
VaxForm, LLC
VecTech
Velocevia
VentureScope
Veralox Therapeutics
Verity Commercial
Verizon
Vertex Pharmaceuticals
VideoKall, Inc.
Viela Bio, Inc.
Vigene Biosciences Inc.
Virginia Tech Master of Information Technology
Vision Technologies
VitroVivo Biotech LLC
Vixxo
VWR International, Inc.
Washington County Department of Business Development
Washington Software, Inc.
Weller Development
Wells Fargo Middle Market Banking
Wellstat Management Company, LLC
Whiteford Taylor Preston, LLP
WindMIL Therapeutics, Inc.
Winquest Cybersecurity
WithumSmith+Brown, PC
Womble Bond Dickinson
World Trade Center Institute
WSSC
xMD Diagnostics, LLC
Zalgen Labs

AMPLIFY

2019-20 YEAR IN REVIEW



3,442
FOLLOWERS
42% INCREASE
SINCE JULY 2019

317,265
TOTAL POST
IMPRESSIONS



5,102
FOLLOWERS
07% INCREASE
SINCE JULY 2019

972,000
TOTAL POST
IMPRESSIONS



1,543
FOLLOWERS
12% INCREASE
SINCE JULY 2019

408,054
TOTAL POST
IMPRESSIONS



CAPITALM ZOOMCAST

Watch or listen at
[mdtechcouncil.com/about/
capital-m-podcast](https://mdtechcouncil.com/about/capital-m-podcast)



19
INTERVIEWS



900+
DOWNLOADS



400+
VIEWS

EPISODE 1

Small Business Paycheck Protection Program with
Truist Bank

EPISODE 2

Business Continuity and Minimizing the Financial
Impact on Your Business with COVID-19 with
Clearview Group

EPISODE 3

Keeping Our World Safe & USP's Public Health
Response to COVID-19

EPISODE 4

\$310 Billion Refilled to the PPP and EIDL with
Glass Jacobson

EPISODE 5

A Discussion with Jim Hughes: Advancing UMB-
Born Technologies in the Fight Against COVID-19
& Beyond

EPISODE 6

Why Business Agility Matters Now More
Than Ever in the Age of COVID-19 and Digital
Disruption with TecVeris

EPISODE 7

After the Pandemic - Opening Maryland

EPISODE 8

TEDCO's Economic Leadership
SPONSORED BY NEWPORT LLC

EPISODE 9

Answering the Call for COVID-19 Diagnostics,
the Global Response with Becton Dickinson (BD)
SPONSORED BY UNIVERSITY OF MARYLAND

EPISODE 10

Briefing with Maryland Senators and Delegates
SPONSORED BY AMGEN

CREATE A BUZZ

MTC media coverages
and press releases

Maryland Tech Council launches task force to help companies navigating economic downturn
[Technical.ly Baltimore](#) • 06/03/20

Maryland Department of Commerce Building Critical Networks Behind the Scenes
[BioBuzz](#) • 06/03/20

RealLIST Connectors: Meet 110 top community builders in Baltimore tech and entrepreneurship
[Technical.ly Baltimore](#) • 05/28/20

Nonprofit View: CTIC provides resources to Carroll during COVID-19
[Carroll County Times](#) • 05/25/20

Maryland Tech Council Establishes Business Continuity Task Force to Help Maryland Tech and Life Sciences Companies Affected by COVID-19
[Yahoo! Finance](#) • 05/21/20

Hughes Highlights UMB COVID-19 Research
[UMD: Baltimore](#) • 05/12/20

Pandemic readiness demands centralized outbreak response teams
[The Diamondback](#) • 05/07/20

Maryland biotech significant in virus fight
[The Daily Record](#) • 05/06/20

Maryland plays an outsized role in worldwide hunt for a coronavirus vaccine
[The Washington Post](#) • 05/04/2020

These are all the business leaders advising Hogan on how to reopen Maryland
[Baltimore Business Journal](#) • 05/04/20

She-Tech explorer day summit goes virtual for 2020
[KTVX: ABC Channel 4](#) • 04/30/20

Industry Leaders Outline Best Strategies for Attracting Talent in the BioHealth Capital Region – BioBuzz

Letters to the Editor: April 22, 2020
[Dorchester Banner](#) • 04/22/20

MACPA Joins Coalition to Support Small Businesses, Offer Guidance on Reopening Economy
[CPA Practice Advisor](#) • 04/19/20

Six Johns Hopkins COVID-19 Programs that Reflect A Culture of Leadership and Innovation
[BioBuzz](#) • 04/15/20

Business Relief Wizard for COVID-19 Assistance Launches in Partnership with Maryland Tech Council Coalition
[BioBuzz](#)

Four NIH COVID-19 Clinical Research Programs Launched to Combat the Pandemic
[BioBuzz](#)

Maryland businesses: Use this web tool to determine whether you're eligible for COVID-19 relief programs
[Technical.ly Baltimore](#) • 04/08/20

Wondering which COVID-19 funding programs your business qualifies for? There's a tool for that.
[Baltimore Business Journal](#) • 04/08/20

The DMV region's life sciences sector jumped into the fight against COVID-19. Here's why it could move quickly
[Technical.ly Baltimore](#) • 04/07/20

MD. biotech firms working together on coronavirus responses
[The Daily Record](#) • 03/26/20

Power Moves: Shelonda Stokes named interim head of Downtown Partnership of Baltimore amid pandemic-paused search
[Technical.ly Baltimore](#) • 03/25/20

George J. Nemphos | Nemphos Braue
[The Daily Record](#) • 03/25/20

Twelve Women Who Have Shaped The History of the BioHealth Capital Region
[BioBuzz](#)

George Nemphos Appointed to Maryland Tech Council Board
[Cision](#) • 03/24/20

These 17 Maryland biotech companies are collaborating in the fight against COVID-19
[Technical.ly Baltimore](#) • 03/20/20

More than a dozen MD. biotech companies are working on new COVID-19 vaccines, tests
[Baltimore Business Journal](#) • 03/20/20

Here are the finalists for Maryland Tech Council's 2020 Industry Awards Celebration
[Technical.ly Baltimore](#) • 03/16/20

The life sciences industry has posted gains in the DMV. Here's what it will mean for jobs
[Technical.ly Baltimore](#) • 03/13/20

Is it canceled? The growing list of D.C.-area business events affected by coronavirus
[Washington Business Journal](#) • 03/12/20

Maryland Tech Council Announces Newly Appointed Board Members
[Businesswire](#) • 03/11/20

Maryland Booms in the BioCapital Hotbed
[BioSpace](#) – 03/10/20

The Beat
[DC Inno](#) • 03/10/20

Tech roundup: Balti Virtual develops app with Sylvan, Hungry Harvest's acquisition
[Baltimore Business Journal](#) • 03/03/20

Agency focused on helping workers, businesses opens office in Frederick
[The Frederick News-Post](#) • 02/13/20

Maryland businesses fight to save millions in tax credits in Annapolis
[Baltimore Business Journal](#) • 02/12/20

Maryland Tech Council is expanding with Frederick, Universities at Shady Grove offices
[Technical.ly Baltimore](#) • 02/11/20

Maryland Tech Council Expands to Frederick to Create Larger Footprint in State of Maryland
[Businesswire](#) • 02/10/20

Brad L. Stewart, Kristin T. O'Keefe, Ron E. Stubblefield, Julie Martin and Ben Seigel | Montgomery County Economic Development Corp.
[The Daily Record](#) • 01/30/20

Benjamin Wu brings on five new staffers at MoCo's EDC
[Washington Business Journal](#) • 01/30/20

Will some Maryland tax credits be eliminated or changed this session? It's likely.
[Baltimore Business Journal](#) • 01/09/20

Maryland's tech industry ready to defend tax credits in General Assembly
[Baltimore Business Journal](#) • 01/07/20

State needs to help keep pace with new technology
[The Daily Record](#) • 01/07/20

Imagined futures: Baltimore tech and biz leaders tell us what they envision for the next decade
[Technical.ly Baltimore](#) • 12/20/19

Top 10 Podcasts of 2019 from the BioHealth Capital Region
[BioBuzz](#)

Biomanufacturing and Supply Chain Standardization Key to Success in Cell and Gene Therapy Industry Boom
[BioBuzz](#)

Five Female Investors Who Are Making Their Mark in Life Science – BioBuzz • 11/26/19

Todd Marks: Mind Grub
[The Daily Record](#) • 11/06/19

How the Maryland Tech Council is Helping its Members Compete Globally to Raise Venture Capital
[BioBuzz](#) • 11/05/19

Viewpoint: Maryland should embrace its expertise in building science and tech facilities
[Baltimore Business Journal](#) • 10/25/19

Global Healthcare Giant Johnson & Johnson Tapped for Next Phase of DC's Redevelopment Plans
[BioBuzz](#) • 10/15/19

The Story of Maryland's Cell and Gene Therapy Cluster is Shared Loud and Clear at Inaugural Bio Innovation Conference
[BioBuzz](#) • 10/08/19

Maryland Tech Council is putting teams of mentors around CEOs for the long haul
[Technical.ly](#) • 10/07/19

MD. biotech industry celebrates successes, warns of challenges
[The Daily Record](#) • 10/07/19

Maryland Life Sciences Bio Innovation Conference Highlights Region's Growth with Emphasis on Cell and Gene Therapy, Biomanufacturing
[Businesswire](#) • 10/03/19

The BioHealth Capital Region is Growing But Still Faces Challenges Ahead
[BioBuzz](#)

Serial Entrepreneurs of the Biohealth Capital Region
[BioBuzz](#)

MD. Tech Council CEO wants state biotech industry to aim higher than "top 3"
[Baltimore Business Journal](#) • 08/20/19

Meet six members of the Baltimore Business Journal Leadership Trust
[Baltimore Business Journal](#) • 07/29/19

How to Build a Leadership Team that Attracts Venture Capital
[BioBuzz](#) • 07/23/19

Five Companies That Are Powering the Cell and Gene Therapy Revolution
[BioBuzz](#) • 07/16/19

Are You Using These 5 Tips for Raising Venture Capital?
[BioBuzz](#) • 07/01/19

Why Dozens of Biotechs are Moving to Maryland Each Year
[BioBuzz](#) • 06/04/19

Join the best program in the lab business!

In distribution, bigger is better—and you win big by becoming part of the VWR-BIO contract! The nation's largest and leading laboratory supplies contract gives you what you need: an unbiased choice through best-in-class manufactured brands, as well as the VWR Collection of Brands.

We support you with free standard ground shipping, plus VWR pays fuel and hazardous materials surcharges. Add to that customer rebates, dedicated specialists, industry-leading supply chain management and Avantor Services discounts for all new service engagements.

Visit vwr.com



From discovery to delivery, Avantor® is setting science in motion to create a better world.



©2020 Avantor®, Inc.
All rights reserved.

MTC BOARD

2019-20 YEAR IN REVIEW

EXECUTIVE COMMITTEE AND OFFICERS



TODD MARKS
Chairman
President and Chief
Executive Officer
Mindgrub Technologies



STEVEN MELTZER
Secretary
Partner
Pillsbury Winthrop Shaw
Pittman LLP



MIKE BUHER
Treasurer
Director, Assurance and
Advisory Services
ClearView Group



JASON SILVA
Chair, MD Technology
Velocevia



BRAD STEWART
Chair, MD Life Sciences
SVP of Business Dev.
Montgomery County
Economic Development
Corporation



JARROD BORKAT
Vice President,
Corporate Strategy
Emergent BioSolutions



PETE BUZY
President and Chief
Executive Officer
Catalent Biologics



**DANIEL
COHEN-DUMANI**
Partner
WithumSmith+Brown, PC



TIMOTHY LYDEN
Director, State
Government Affairs, PA,
NJ, MD, DE & DC
Eli Lilly and Company



OWEN MEEKS
Vice President,
Marketing and Strategic
Channel Alliances
Vision Technologies



KELLY SCHULZ
Secretary
Maryland Department of
Commerce



GREG STONE
Partner
Whiteford, Taylor &
Preston



**MICHAEL
TANENHAUS**
Founder and Chief
Executive Officer
Mavenspire



JOHN TRIZZINO
SVP, Chief Business
Officer and Chief
Financial Officer
Novavax

MTC BOARD MEMBERS



**SARA GARON
BERL**
Vice President, Law
and Policy
REGENXBIO



**HENRY
BERNSTEIN**
Senior Vice President
Scheer Partners

MTC BOARD MEMBERS



**GEORGE
NEMPHOS**
Co Founder and
Managing Partner
Nemphos Braue



JERRY PARROTT
President and Chief
Executive Officer
BioMarker Strategies



**KEVIN
BROADHURST**
Vice President of
Government and
Regulatory Affairs
Comcast



DOUG DOERFLER
Chief Executive Officer
MaxCyte



MITCHELL CHAN
Chief Financial Officer
Viela Bio



SANJAY RAI, PHD
Senior Vice President for
Academic Affairs
Montgomery College



**HOWARD
ROTHMAN**
Vice President and
Financial Advisor
J.P. Morgan Securities



**SANDY
SAGGAR, CPA**
Managing Partner
Saggarr & Rosenberg, PC



**GERALD
ESCOBAR**
Client Executive
Marsh & McLennan
Agency



**KOLALEH
ESKANDANIAN**
Vice President and Chief
Innovation Officer
Children's National
Hospital



JEFF GALVIN
Chief Executive Officer
and Founder
American Gene
Technologies



BRET SCHEIBER
Bret Schreiber
VP, Life Science and
Technology
Fulton Bank



ALEX SEVILLA
Director
Baird



DAVID TOHN
Chief Executive Officer
BTS Software Solutions



JULIE GARNER
Head of US Government
Affairs
AstraZeneca



CRAIG GILL
Director, US
Government Relations
Pfizer Inc.



BRIAN HAIGH
Region Director
VWR



ADAM WELSH
Senior Vice President,
Market and Strategy
Development
Senior Vice President,
Health IT
Dovel Technologies



DOUG WHITE
Partner
Glass Jacobson



CHUN YEH, CPA
Assurance Partner
BDO



ROBERT HEAD
Acting Vice President
State, Local and PAC
Affairs
Lockheed Martin



**WILLIAM
HEARL, PH.D.**
Founder and Chief
Executive Officer
Immunomic Therapeutics



**STEPHEN
HOFFMAN, M.D.**
Chief Executive and
Scientific Officer
Sanaria



**DERON
JOHNSON**
Director State
Government Affairs
Amgen



RICK KOHR
Chief Executive Officer
Evergreen Advisors



**ALAN
LANGELLI, CPA**
Partner
Aronson LLC



RENE LAVIGNE
President and Chief
Executive Officer
Iron Bow Technologies



PAUL MADRAZO
Director, Government
Relations
Regional Government
Affairs
GlaxoSmithKline



KELLY MARTIN
Vice President, Business
Strategies
Biotechnology
Innovation Organization



STEVEN MATZ
Area Vice President
Gallagher



**CHRIS
MCDONALD**
Vice President of
Manufacturing
Kite Pharma



**ROYA
MOHADJER**
Business Development
& Strategy
Social & Scientific Systems

MTC TEAM

2019-20 YEAR IN REVIEW



MARTIN ROSENDALE
Chief Executive Officer

MICHELLE FERRONE
Executive Vice President,
Operations

PAM LUBEL
Vice President, Membership and
Strategic Programming

EMILY SUMPTER
Event Manager

ANGELA HONGMANIVANH
Creative Art Designer

MINH HOANG NGUYEN
Database and IT Manager

WENDY WORM
Vice President, Marketing
and Programs

PARTNERS AND SPONSORS

2019-20 YEAR IN REVIEW

 ALEXANDRIA	 AMAREX CLINICAL RESEARCH	 American Gene Technologies Where Creativity Cures™	 AMGEN
 aronson ASSURANCE TAX CONSULTING	 AstraZeneca	 AT&T	 ATLANTIC DATA FORENSICS
 BAIRD	 BDO	 Bio Biotechnology Innovation Organization	 BioBuzz
 Biologics CONSULTING	 BUCH CONSTRUCTION	 Canada	 CAPITAL EDGE CONSULTING
 Catalent BIOLOGICS	 Children's National Health System	 CLEARVIEW GROUP	 Colliers INTERNATIONAL
 COMCAST BUSINESS	 CORDIA	 CROWN CASTLE	 CTI IT CONSULTING AND SOLUTIONS
 CYBERSECURITY ASSOCIATION OF MARYLAND, INC.	 DOVEL Technologies	 emergent biosolutions®	 facility LOGIX BUILDING PERFORMANCE
 FocalCXM REMARKABLE EXPERIENCES	 Gallagher	 GRSi	 Howard Hughes
 IMMUNOMIC THERAPEUTICS	 IPS Integrated Pharma SERVICES	 IRON BOW TECHNOLOGIES	 J.P.Morgan

 KAI RESEARCH AN ALTARUM COMPANY	 LEARNING UNDEFEATED Educate Elevate Empower	 Lilly	 LOCKHEED MARTIN
 Lonza	 MARSH & McLENNAN AGENCY	 Maryland DEPARTMENT OF COMMERCE	 Mavenspire
 MaxCyte®	 mindgrub	 MC MONTGOMERY COLLEGE	 NIHMBL The National Institute of Health's Biomedical Research Laboratory
 Nikon	 NIST National Institute of Standards and Technology	 NOVAVAX Creating Tomorrow's Vaccines Today	 Office DEPOT
 ōrdr	 Pfizer	 PRMA RESEARCH • PROGRESS • HOPE	 PICMC Pinkney Innovation Complex for Science and Technology at Montgomery College
 pillsbury	 PSA	 REGENXBIO™	 RoosterBio® Radically Simplifying Use of MSCs
 SAGGAR & ROSENBERG, P.C. Certified Public Accountants & Management Consultants	 SANARIA MALARIA ERADICATION THROUGH VACCINATION	 SAUL EWING ARNSTEIN & LEHR LLP	 Scheer Partners A Reputation for Results
 Secure Offices	 ShareVault®	 Social & Scientific Systems, Inc.	 TecVeris
 TEDCO LEADING INNOVATION TO MARKET	 TOMI ENVIRONMENTAL SOLUTIONS	 Tower Federal Credit Union	 TU TOWSON UNIVERSITY
 UMBC	 UniClean Cleanroom Services	 The Universities AT SHADY GROVE	 UNIVERSITY OF MARYLAND
 VIELABIO	 VISION TECHNOLOGIES MAKING VISION REALITY	 VWR™ part of avantor	 Washington County, MD DEPARTMENT OF BUSINESS DEVELOPMENT
 WELLER - DEVELOPMENT -	 Whiteford Taylor Preston	 withum ADVISORY TAX AUDIT	

#BETTERTOGETHER



@MDTECHCOUNCIL
WWW.MDTECHCOUNCIL.COM

