

TEDCO Annual Report

FY 2025

Maryland Technology Development Corporation

October 2025



October 1, 2025

The Honorable Wes Moore
Governor, State of Maryland
100 State House
Annapolis, Maryland 21401

Ms. Dana Stebbins, MSW, Esq.
Chair, MD Economic Development Commission
401 E. Pratt Street
Baltimore, Maryland 21202

The Honorable Adrienne A. Jones
Speaker of the House of Delegates
General Assembly
State House, H-101
Annapolis, Maryland 21401

The Honorable Bill Ferguson
President of the Senate Maryland
Maryland General Assembly
State House, H-107
Annapolis, Maryland 21401

Dear Sirs and Madams:

Pursuant to Section 10-415 of the Economic Development Article, I am pleased to submit, on behalf of the Board of Directors of the Maryland Technology Development Corporation (TEDCO), the fiscal 2025 Annual Report of the Corporation's activities. The accompanying audited financial statements for fiscal year 2025 have been approved by the Board. TEDCO received an unqualified ("clean") opinion from our independent audit firm, SC&H, Attest Services, P.C.

The Board greatly appreciates the support that the Administration and General Assembly have provided TEDCO to carry out its mission, and we trust we have fulfilled the responsibility you have entrusted to the Directors and management.

Sincerely,

A handwritten signature in black ink, appearing to read "TALSA", with a stylized flourish at the end.

Troy Stovall
Chief Executive Officer

Cc: The Honorable Vanessa Atterbeary The
Honorable Pam Beidle
The Honorable Guy Guzzone
The Honorable Ben Barnes
Elizabeth Waibel, Budget Analyst, Department of Legislative Services
Julie Woepke, Executive Director, Maryland Economic Development Commission
Sarah Albert, Mandated Reports Specialist, Department of Legislative Services



Maryland Technology Development Corporation (TEDCO)

Annual Report and Financial Statements

Fiscal Year 2025

Maryland Technology Development Corporation
10960 Grantchester Way, Suite 120,
Columbia, MD 21044
410-740-9442

www.tedcomd.com

Introduction

Maryland has been at the forefront of supporting technology-based development, through organizations like the Maryland Technology Development Corporation (TEDCO). Created in 1998 by Maryland General Assembly to facilitate the transfer and commercialization of technology from Maryland's research universities and federal labs into the marketplace and to assist in the creation and growth of technology-based businesses in all regions of the State, TEDCO has supported the development and expansion of Maryland's entrepreneurial and innovation driven economy through targeted research, commercialization, and financing programs as well as business support and outreach programs. TEDCO's programs have supported the development of a large, diverse and growing portfolio of companies that supports the growth and diversification of the Maryland economy.

TEDCO, a "body politic and corporate and constituted as a public instrumentality of the State," was governed by a 19-member Board of Directors that includes the Secretary of the Department of Commerce as a member. Fourteen board members are appointed by the Governor with the approval of the Senate, two members are appointed by the President of the Senate, and two members are appointed by the Speaker of the House.

Mission

Enhance economic empowerment by fostering an inclusive entrepreneurial and innovation ecosystem. Identify, invest in, and help grow technology companies in Maryland.

Vision

TEDCO will be the recognized national leader for supporting translational research, and technology-based, economic, and entrepreneurial development while being the hub of Maryland's innovation ecosystem.

Core Values

TEDCO's core values unite us and guide our efforts and interactions with people inside and outside of TEDCO. They are critical in TEDCO's commitment to excellence in carrying out its mission and serving its stakeholders:

- ***Accountability*** – We take responsibility for our actions and for adherence to our mission, and we ensure that this responsibility is ingrained throughout the organization. We measure our activities and report our outcomes to our stakeholders. We do the right thing.
- ***Collaboration*** – We focus on building trust and credibility across the organization and with our customers. We are transparent in the exchange of ideas and our encouragement of one another. We value teamwork in our pursuit of supporting innovation and entrepreneurial excellence.
- ***Integrity*** – We provide the best quality service to our customers and strive to exceed expectations. We pursue innovation and entrepreneurial success with the highest regard for moral and ethical standards. We stand by what we say and what we do, and we always act in an honest and open way.

- **Respect** – We uphold a culture of respect at work, within our communities, and nationally. We embrace diversity and value our employees for their individuality and the unique perspectives that they bring to the organization.
- **Stewardship** – We take seriously our responsibility to manage scarce resources and to serve as stewards of State, Federal, and private funds. We value our ability to carry out our mission and to serve our customers in an efficient and fiscally responsible manner. We encourage and empower TEDCO’s staff to act in accordance with our culture.

Powering Maryland’s Innovation Ecosystem

In addition to the TEDCO services described in the following report, TEDCO’s administrative and operational teams provide regular and important support to the Maryland innovation ecosystem helping the state’s early-stage tech and life science start-ups thrive and grow.

For example, in FY 2025 TEDCO announced the return of its premier, [award winning](#) event for Maryland’s entrepreneurial community, TEDCO’s Entrepreneur Expo. This vibrant gathering for entrepreneurs, business owners, angel and venture capital investors, legislators and influencers provided a platform to connect, learn and be inspired throughout the ecosystem. Held on December 4, 2024 at the Renaissance Harborplace Baltimore Hotel, this symposium of Maryland’s most innovative and entrepreneurial minds attracted over 1,000 attendees to hear from over 100 speakers and participate in a selection of nearly 25 sessions of interest throughout the day, including a keynote address by Governor Wes Moore, Fireside Chat with legislative leaders including, House Ways and Means Committee Chairwoman Vanessa Atterbeary and Delegate Stephanie Smith, and sessions with various leaders from state agencies.

In response to the overwhelming positive feedback from the ecosystem, 83% of attendees rating the event as very good/excellent, 95% of attendees saying their purpose was accomplished, and 97% of attendees indicating they would attend again, TEDCO announced plans to host the Entrepreneur Expo again in FY 2026. [TEDCO’s 11th Entrepreneur Expo](#) is scheduled to take place on Tuesday, October 21, 2025, at The Hotel at the University of Maryland in College Park, MD.

Technology Transfer and Commercialization

Maryland Innovation Initiative

Chapter 450 of 2012 created the Maryland Innovation Initiative (MII). The MII program is Maryland’s premier early-stage technology transfer and commercialization program. Established in 2012, MII is a collaboration between the State of Maryland; Johns Hopkins University; Morgan State University; the University of Maryland, College Park; the University of Maryland, Baltimore; and the University of Maryland, Baltimore County. The program’s mission is to accelerate promising technologies with significant commercial potential to market while leveraging each institution’s strengths. As part of a “Bench-to-Market” approach, the program offers grants to assess commercial viability of technology and investments for companies that form to license the related intellectual property.

In June 2024, MII announced the appointment of [Abishek Kulshreshth](#), as the new Executive Director

of the Program. In his position, Mr. Kulshreshtha began overseeing all MII activities starting at the beginning of the FY 2025 Fiscal Year (July 1, 2024).

Following the 2025 Legislative Session, the Maryland Innovation Initiative Institution Partnership Extension Program was established within the Maryland Innovation Initiative, resulting from the passage of HB 799/CH217. The Maryland Innovation Initiative Institution Partnership Extension Program expands MII's services for technology validation, entrepreneurial development, and industry engagement to all public or private nonprofit institutions of higher education, leveraging MII's unique position, between academia and industry, to encourage collaboration and cooperation between the state's higher education institutions and industry. Additional information on the Maryland Innovation Initiative Institution Partnership Extension program is provided below.

During FY2025, demand for funding under the Maryland Innovation Initiative grew exponentially, with \$16.1M in total funding requests received within the fiscal year: a considerable increase from a previously reported and unprecedented \$11.2M in FY24. The program disbursed \$5.9M in awards in FY24 and \$5.1M in FY25. The decrease in funding awarded from FY24 to FY25 reflects a return to expected program funding on account of carryover from previous fiscal years and cash returns to the program. MII anticipates continued increases in funding requests due to (1) increased tech transfer and commercialization initiatives from MII institutions, (2) reduced federal research funding and (3) declining private early-stage investment activity.

FY2025 MII Statistics

- # of proposals - 88
- # of awards/investments – 27
- # of start-up companies formed – 25
- # of start-up companies funded – 10
- Total amount granted and invested - \$5,092,530

Newly Created MII Program Institution Partnership Extension Program

Following the passage of Chapter 217 of 2025, the Maryland Innovation Initiative launched the Maryland Innovation Initiative Partnership Extension Program, which expands MII's services for technology validation, entrepreneurial development, and industry engagement to all public or private nonprofit institutions of higher education, leveraging MII's unique position, between academia and industry, to encourage collaboration and cooperation between the state's higher education institutions and industry.

The establishment of the Maryland Innovation Initiative Partnership Extension Program follows the success of the Baltimore Innovation Initiative Pilot Program, which created a two-year pilot extending MII services to colleges and universities in the Baltimore-Columbia-Towson MSA, and the MII Institution Partnership Extension Pilot Program, a lapsed two year pilot that expanded MII services to Frostburg State University and Bowie State University.

Though the program has not yet received funding, the Maryland Innovation Initiative has been leveraging existing relationships to engage the newly eligible institutions in conversations in support of this initiative.

On January 1, 2026, the Maryland Innovation Initiative will submit a report outlining a vision and strategy to facilitate statewide expansion, including coordination with relevant regional and state

economic development strategies, benchmarks to peer states, and the potential economic benefits and costs of expanding the Initiative to all public and private nonprofit institutions of higher education operating in the State.

2- year Pilot Program - MII Baltimore Innovation Initiative

Established by CH 711 of 2024, the Baltimore Innovation Initiative (BII) Pilot Program was created to advance technology toward commercialization of a product or service and bolster support systems for entrepreneurs developing technology-based ventures throughout the Baltimore-Columbia-Towson Metropolitan Statistical Area (MSA). The opt-in program is available to public or private colleges or universities located within the Baltimore–Columbia–Towson Metropolitan Statistical Area (MSA) including:

- Anne Arundel Community College
- Baltimore City Community College
- Carroll Community College
- Chesapeake College
- Community College of Baltimore County
- Coppin State University
- Goucher College
- Harford Community College
- Howard Community College
- Johns Hopkins University
- Loyola University Maryland
- Maryland Institute College of Art
- McDaniel College
- Morgan State University
- Notre Dame of Maryland University
- St. John’s College
- Stevenson University
- Towson University
- University of Baltimore
- University of Maryland, Baltimore
- University of Maryland Baltimore County

To participate in the Baltimore Innovation Initiative (BII) Pilot Program, institutions must first formally join the initiative as collaborators. Only collaborating organizations can submit project proposals for BII funding and Project proposals must:

- advance technology commercialization and support start-up creation; or
- foster entrepreneurship development at the eligible university.

Funding through the program was made available through two funding programs which included:

- **Technology Advancement:** Awards of up to \$50,000 to full-time faculty members, students, or student principal investigators at participating institutions to support the commercialization of new or existing technology at the participating institution.
- **Entrepreneurship Commercialization, Programming, and Infrastructure:** Awards of up to \$50,000 to staff or faculty operating entrepreneurship and/or commercialization programs at an

participating institution to support the creation or enhancement of entrepreneurship programs and commercialization infrastructure for technology-based ventures.

The inaugural RFA for the Baltimore Innovation Initiative was made available in February 2025 after a period of engagement with eligible institutions. This RFA was closed in May 2025 and announced awards in June 2025. Awards totaled \$645k across seven institutions.

FY2025 BII Statistics

- # of proposals - 25
- # of awards/investments - 14
- # of start-up companies formed – 1
- # of start-up companies funded – 4

Total amount granted and invested - \$645,472

Maryland Technology Commercialization Fund

TEDCO's legacy initiative in technology transfer and commercialization is the Maryland Technology Commercialization Fund (TCF). TCF supports technology and product development by start-up companies often deemed too early in their development to gain the interest of traditional venture capital investments. TCF's investments are intended to defray the cost of the additional research and development activities that would move a specific technology or technology package to the threshold of commercialization.

FY2025 TCF Statistics

- # of proposals received - 49
- # of investments - 1
- # of jobs in funded companies – 1¹
- Total \$ invested - \$200,000
- Annual amount of follow-on funding for active TCF portfolio - \$16,851,872

Cybersecurity Investment Fund

Chapter 535 of 2014 created the Cybersecurity Investment Fund (CIF). The CIF is targeted to cybersecurity technologies and builds on TEDCO's Technology Commercialization Fund.

FY2025 CIF Statistics

- # of proposals received - 10
- # of investments - 1
- # of jobs in funded companies – 1²
- Total \$ invested-\$500,000
- Annual amount of follow-on funding for active CIF portfolio - \$21,373,094

¹ Estimate

² Estimate

Life Science Investment Fund

The Life Science Investment Fund provides funding to companies developing products for human health that require FDA approval. This fund was transferred to TEDCO from the Department of Commerce's BioMaryland program. This program previously provided awards under the names Biotechnology Development Awards and the Translational Research Awards. TEDCO modified the funding program to better meet the demand of those life science companies with the most challenging commercialization pathways.

FY2025 LSIF Statistics

- # of proposals received - 18
- # of investments - 1
- # of jobs in funded companies – 7³
- Total \$ invested- \$500,000
- Annual amount of follow-on funding for active LSIF portfolio - \$102,165,732

Gap Investment Fund

The Gap Investment Fund seeks to make disbursements to start-up technology-based companies that need capital to grow their businesses in Maryland. The disbursements are matched by investments the company has received from other sources. The purpose of this Fund is to help bridge the gap to traditional institutional venture capital and retain companies in Maryland who might be vulnerable to leave the state for other funding opportunities at this stage of investment. Companies must use Gap Investment Funds to employ new staff to grow and become more firmly established in Maryland.

FY2025 Gap Investment Fund Statistics

- # of proposals received - 19
- # of investments – 3
- # of jobs in funded companies – 4⁴
- \$ awarded - \$840,000

Social Impact Funds

TEDCO embraces diversity, equity, inclusion, and merit, supporting all Maryland startup communities. Our Social Impact Funds are purposefully designed to engage and invest in economically underserved founders and communities. TEDCO's social impact funds consists of the Pre-seed Builder Fund (or Builder Fund), and the Inclusion Fund, both of which are specifically designed to engage and invest in economically underserved founders and communities. Companies applying to the Social Impact Funds must be technology-based, headquartered in Maryland, have at least half of their workforce based in the State. Companies also cannot have received over \$15,000,000 in dilutive funding and must have less than 251 employees. To reduce barriers, simplify access, and streamline the process for applicants, TEDCO has implemented a single application that covers both the Builder Fund and the Inclusion Fund.

³ Estimate

⁴ Estimate

In response to ecosystem needs, in FY25, utilizing funding through the Builder Fund, TEDCO began the Concept Capital program, a TEDCO initiative designed to fill the very early-stage funding gap for underrepresented and disadvantaged founders, especially those in rural or economically disadvantaged communities in Maryland. Providing convertible notes ranging from \$25,000 to \$50,000, Concept Capital funds come with founder-friendly terms (e.g. zero interest and negotiable valuation caps). Additional information on the Concept Capital program is available in the Venture Development section of this report.

Builder Fund

The Pre-seed Builder Fund (or Builder Fund) was created to financially and operationally support the development of startup companies run by entrepreneurs who demonstrate a socially and economically disadvantaged background that hinders access to traditional forms of capital and executive networks at the pre-seed stage. Companies selected for Builder Fund support receive direct investment and agree to receive executive management assistance to accomplish specified milestones that better position the company for follow-on, professional investment. The Builder Fund differentiates itself by identifying exceptional investment opportunities statewide operated and majority owned by anyone who can exert proof of their social and economic disadvantaged status (as informed by 13 CFR 124) by collaboratively advancing the development of those opportunities in ways that can lead to the next stage of investment. This program supports TEDCO's overall mission of discovering, investing in, and helping to build great, Maryland-based companies that grow and last. In FY 2025, the program provided funding to 23 companies.

To provide additional support, TEDCO advises companies of other State programs for minority and women-owned businesses. Specifically, all companies are informed of the services and investment programs under the Maryland Small Business Development Financing Authority (MSBDFA). TEDCO systematically makes referrals to MSBDFA for all companies that express an interest in other resources.

FY2025 Builder Fund Statistics

- # of proposals received - 112
- # of investments - 30
- # of jobs in funded companies – 98
- \$ awarded - \$6,300,000
- # of mentor hours for Builder Companies – 639 hours

Inclusion Fund

The Inclusion Fund focuses on investment opportunities that are often overlooked by traditional sources of investment and financing due to economic disadvantages. One of the biggest challenges is the gap between pre-seed and seed funding for these early-stage technology businesses and the Inclusion Fund seeks to invest in these companies. Ultimately, the companies create jobs in the State and become attractive candidates for follow-on financing or investing.

The Inclusion Fund is made available to early-stage technology startups that meet all the following qualifications:

- At least one full-time employee;
- The founder, officers, or managers of the Company agree to receive executive support;

- At least 30% of the Company is owned by one or more individuals who have demonstrated social and economic disadvantage; and
- For at least one year after receiving TEDCO's investment, the Company will be controlled and managed by one or more individuals who have demonstrated social and economic disadvantages.

FY2025 Inclusion Fund Statistics

- # of proposals received - 112
- # of investments - 2
- # of jobs in funded companies – 53
- \$ awarded - \$1,000,000

Maryland Venture Fund

In 2015, CH141 of 2015 facilitated transfer of the Enterprise Fund and Invest Maryland Program from the Maryland Department of Commerce to TEDCO. Collectively, these funds are referred to as the Maryland Venture Fund (MVF).

Below are descriptions of the Maryland Enterprise Fund and Invest Maryland Program.

Maryland Enterprise Fund: This program provides capital through equity purchases for start-up companies that are developing innovative technologies. Individual investments, except those made in venture capital limited liability companies, are limited to \$500,000 and may not exceed 15 years in duration. Beginning in fiscal 2013, this program became the means for the department to implement the Invest Maryland Program.

Invest Maryland Program: Chapter 409 of 2011 created the Invest Maryland Program. The legislation created a State-supported venture capital program and also increased funding for the Enterprise Fund and other Maryland Commerce programs. These programs were funded through an auction of a tax credit against the insurance premium tax for insurance companies. Proceeds totaling \$84.0 million were collected under the program, a portion of which was allocated to TEDCO each year in the State budget.

At this point, TEDCO does not receive any new appropriations for the operation of MVF and the MVF is considered an Evergreen Fund.

The Maryland Venture Fund now serves as an early-stage, evergreen venture capital fund, to make direct investments in early-stage technology and life science companies and indirect investments in venture capital funds

Investments made through the Maryland Venture Fund vary between \$500,000 to \$1.5M.

FY2025 Maryland Venture Fund Statistics

- # of proposals received - 89
- # of investments - 11
- # of jobs in funded companies – 426 total (283 MD Jobs)
- \$ awarded - \$2.3M
- Annual amount of follow-on funding for active MVF portfolio - \$320M

State Small Business Credit Initiative (SSBCI)

In fiscal 2022, it was announced that TEDCO would receive additional funding through the U.S. Treasury Department’s State Small Business Credit Initiative (SSBCI). TEDCO developed plans to allocate the federal funds into four existing programs targeting technology-based Maryland businesses and entrepreneurs through SSBCI.

Three programs—the Venture Equity Fund, Venture Capital Limited Partnership Equity program, and Seed Funds Equity program—are primarily focused on venture capital and startup funding. The fourth, the Social Impact Funds, provide investment and support to entrepreneurs who demonstrate economic or social disadvantage. Through these four programs, TEDCO continues to leverage its relationships with top-tier technology companies, entrepreneurs, and investors in the state while collaborating with universities, regional business accelerators and incubators, and other organizations.

From the start of the program through FY 2025, TEDCO allocated the following amounts:

Social Impact Fund: \$1,650,000

Seed Funds Equity Program: \$7,891,022

Venture Equity Fund: \$6,999,957

Venture Capital Limited Partnership (VCLP) Equity Program: \$7 million committed; \$291,923 deployed (invested)

VCLP Partners:

- Collide Capital
- 100KM Venture Capital
- AIN Ventures

Coordinating Emerging Nanobiotechnology Research in Maryland Fund

Chapter 446 of 2008 created the Coordinating Emerging Nanobiotechnology Research in Maryland Fund. This program has never received an appropriation, and as such there is no program activity to report.

Technology Incubator Program

Incubator Development Fund

On June 1, 2001, TEDCO’s enabling legislation was modified to create the Incubator Development Fund (IDF). To date, capital appropriations for the fund total \$8,267,500. Due to a lack of funding, no new projects were funded in FY2025. The IDF summary is shown below:

Incubator	Funding Awarded
techcenter@UMBC	\$1,000,000
Silver Spring Innovation Center	\$1,000,000
ETC@Johns Hopkins Eastern	\$1,000,000
Frederick Innovative Technology Center@Hood	\$425,000
Prince George’s County Technology Assistance Center	\$230,000

Rockville Innovation Technology Center	\$1,000,000
Frederick Innovative Technology Center@Monocacy	\$562,500
Hagerstown Technical Innovation Center	\$450,000
University of Maryland-Baltimore	\$1,000,000
Germantown Innovation Center	\$600,000
Dorchester County	\$1,000,000
Subtotals	\$8,267,500

Incubator Feasibility Studies

In order to qualify appropriate opportunities for the Incubator Development Fund, TEDCO must engage partners to sponsor independent, professional studies of the feasibility of potential incubator projects. Each study is sponsored by a local government, college, university, or non-profit corporation, and provides at least a 1:1 cash match. Due to a lack of funding, no feasibility studies were undertaken in FY 2025.

Business Assistance Fund

To support the incubator network in Maryland, TEDCO provides the Maryland Business Innovation Association (MBIA) with project funding grants to assist start-ups located within individual incubators. The individual grant amounts are determined through a competitive application process which is managed by MBIA.

The funding is used to both attract start-ups to incubators and help start-ups pay for assistance that is not provided by their incubators. This includes but is not limited to the following types of business assistance:

- Prototype development
- Market studies
- Lab equipment purchases
- Competitive analysis

Venture Development (formerly Entrepreneur and Ecosystem Empowerment (E3))

TEDCO's Entrepreneur and Ecosystem Empowerment (E3) was renamed Venture Development in FY2025.

TEDCO's Venture Development department managed several programs throughout FY25 to assist start-up companies in accelerating their growth as well as support ecosystem partners with the same goals. Venture Development programs and services take several different forms, depending on the company's stage and an assessment of its likely path forward.

The Venture Development team collaborates with the start-up company to create mentorship and advisory solutions that complement and build on other assistance the entrepreneur receives. Some of the programs include Concept Capital, Rural Business Innovation Initiative (RBII), Urban Business Innovation Initiative (UBII), Network Advisors, Loaned Executives, Maryland Makerspace Initiative Program, Prelude Pitch, Equitech Growth Fund, and more.

Equitech Growth Fund

Established by CH 461 of 2023, the Equitech Growth Fund provides grants for infrastructure and workforce development initiatives that support Maryland's economic competitiveness, foster economic opportunity for all and accelerate growth of emerging and advanced industries in the State, with the goal of positioning Maryland as a leading global and inclusive innovation economy by 2040.

In FY2025, TEDCO announced 13 awardees for the initial round of Equitech Growth Fund. These finalists were selected from a pool of 74 applicants. One awardee (LaunchPort, LLC) received funding for two projects, an infrastructure project and a workforce development project. The 14 awarded projects for the first round of the Equitech Growth Fund include three (3) projects housed in Baltimore City, four (4) located in Montgomery County, two (2) located in Prince George's County, and one each (1) in Talbot, Allegany, Howard, Caroline, and Washington County. A total of \$6,734,460 was distributed amongst awardees. Six (6) awards are infrastructure projects, and eight (8) are workforce development projects. Awardees included:

Organization	County	Project Description	Award Amount
Clym Environmental Services, LLC	Allegany County	Infrastructure – Expand its processing facility space to accommodate a sustainable medical waste management alternative for ozone treatment, hiring ten (10) full-time personnel in the process.	\$1,000,000
Early Charm Ventures	Baltimore City	Infrastructure – Establish an advanced materials manufacturing facility that increases production capacity for local manufacturing companies, generating one hundred (100) new jobs in the next 5 years.	\$1,200,000
Eastern Shore Entrepreneurship Center	Talbot County	Infrastructure – Equip an agriculture-focused biotechnology facility with product manufacturing equipment for university-based tech transfer commercialization and local startup creation.	\$625,000
Escalate USA, Inc.	Montgomery County	Workforce Development – Reskill two hundred fifty	\$250,000

		(250) frontline workers for entry-level cybersecurity jobs.	
Health Tech Alley	Caroline County	Workforce Development – Launch an apprenticeship program for twenty (20) job seekers and company leaders seeking career training in Artificial Intelligence, then matched to aligned employment opportunities.	\$135,500
KID Museum	Montgomery County	Workforce Development – Launch a professional development fellowship to train sixty (60) elementary school teachers on delivering quality STEM instruction to young students.	\$250,000
LaunchPort, LLC	Baltimore City	Infrastructure – Upgrade the facility with the necessary lab equipment for the complementary workforce project.	\$41,500
LaunchPort, LLC	Baltimore City	Workforce Development – Employ and train eight (8) tech operators and assembly technicians who will support fifteen (15) different medical technology startups housed in the facility.	\$234,100
Maryland Association of Community Colleges	Howard County	Infrastructure – Install cybersecurity training (cyber ranges) equipment available to all sixteen (16) community college students.	\$935,680
The Coding School	Prince George's County	Workforce Development – Launch a two-year high school summer research experience for eighty-six	\$250,000

		(86) students, building quantum computing and data science skills.	
TCecure, LLC	Prince George's County	Infrastructure – Outfit a cybersecurity training clinic preparing one thousand (1,000) Maryland residents to be market ready Certified CMMC Professionals and Assessors.	\$786,216
The Henry M. Jackson Foundation for the Advancement of Military Medicine, Inc.	Montgomery County	Workforce Development – Create a unique regional biotech incubator that addresses challenges specific to startups when licensing and/or developing dual-use medical technologies out of Maryland universities and laboratories.	\$904,237
University System Maryland Foundation, Inc.	Washington County	Workforce Development – Develop an applied computer science lab with twenty-eight (28) student workstations at University System of Maryland, Hagerstown (USMH), available to community college graduates and transfer students.	\$97,127.50
Worksource Montgomery, Inc.	Montgomery County	Workforce Development – A workforce training program equipping participants with job-ready biotechnology skills in life science industry.	\$250,000

Additionally, in FY25, the Equitech Growth Commission concluded its work to complete the Equitech Growth Commission Strategic Plan, an inclusive, comprehensive, long-term strategic plan and 10-year goals for growing the State's innovation economy to be highly competitive with other states and regions relative to growing, attracting, and retaining a skilled workforce and high-growth businesses. The Commission consisted of leaders from various State entities, institutions of higher education, trade and non-profit organizations, and legislative and gubernatorial appointees from the business community each bringing unique insights and perspectives to inform the development of the strategic plan and 10-year

goals. The strategic plan, was submitted on July 1, 2025, and guides the funding priorities of the Equitech Growth Fund.

Pava LaPere Innovation Acceleration Grant Program

Established by CH 711 of 2024, the Pava LaPere Innovation Acceleration Grant Program honors the legacy of Baltimore entrepreneur and CEO Pava LaPere, an influential and respected thought leader in the Maryland innovation ecosystem who tragically passed in late 2023.

The Pava LaPere Innovation Acceleration Grant Program makes available \$50,000 to qualifying technology-based start-up companies founded by students of post-secondary institutions in the Baltimore-Towson-Columbia area. The grant funds are used, in part, to support costs associated with planning, development, regulatory compliance, and/or other technical assistance related to establishing the entrepreneur's company.

In FY2025, TEDCO partnered with ecosystem stakeholder, UpSurge, to manage the inaugural award cycle for the awards. Thirteen participating institutions nominated 39 student ventures and ultimately nine awardees were provided a \$50,000 non-dilutive award through the program. Awardees were honored at the Maryland Student Venture Showcase on February 18, 2025.

Awardees included:

- **DegreeMap** (Towson University): An intuitive platform that streamlines the process for students and advisors to collaboratively plan, track, and manage degree completion plans.
- **Elastic Energy** (University of Maryland, Baltimore County (UMBC)): Develops innovative energy storage solutions derived from tree sap, providing a cost-effective, sustainable, and durable way to accelerate the global transition to renewable energy.
- **Fetal Therapy Technologies** (Johns Hopkins University): The first platform microsurgical device company developing surgical instruments and training models optimized for the uterine environment to improve the safety of life-saving fetal surgical procedures.
- **Luminova Beauty LLC** (Loyola University): Redefining skincare with affordable science-backed products that empower you to feel confident in your own skin.
- **SneakerSyncLabs.com** (Towson University): Enables anyone to start a plug-and-play resell business by offering streamlined sourcing automations.
- **Somnair** (Johns Hopkins University): Developing the first entirely non-invasive, clinically effect neurostimulation device for the treatment of obstructive sleep apnea, a disease affecting 54 million Americans and 1 billion people worldwide.
- **Sustainabli** (University of Maryland, Baltimore (UMB)): Building easy-to-retrofit IoT systems to promote energy efficiency and safety in healthcare and laboratory settings.
- **WholeSite** (Community College of Baltimore County (CCBC)): Drio's AI-assisted platform that simplifies website creation for growing businesses by combining guided content planning, dynamic design integration, and the power of WordPress to deliver professional, purpose-driven websites that reflect their values and attract their ideal audience.

Rural Business Innovation Initiative

Studies conducted by the United States Small Business Administration (SBA) have shown that high-tech companies based in rural areas are often impeded by the absence of infrastructure necessary to support technical commercial enterprises and the inability to recruit critical masses of people with the appropriate education and skill sets to fully staff such enterprises. However, the same studies

show that when rural policy initiatives are enacted to provide small business assistance through non-profits and rural development centers, economic development in those areas is enhanced.

The Rural Business Innovation Initiative (RBII) was created to address the needs of small businesses in the rural areas of Maryland (Western Maryland, Southern Maryland, Northeastern Maryland, Upper Eastern Shore and Lower Eastern Shore) through the Rural Business Innovation Initiative (RBII). Since its inception in 2009, the program has been supported by state, federal, and TEDCO funds. To implement the program, TEDCO brought on Business Mentors from the local areas to enhance technology commercialization activities by providing technical and business assistance to incubator-stage companies and incubators in the targeted counties. The program currently provides project grants and pre-seed investments.

The RBII program has been well-received by rural businesses and elected officials and has been successful in providing technical assistance to the entrepreneurs in the rural areas. The hands-on involvement of the Business Mentors and the technical assistance of third-party consultants have been key factors in furthering the growth of these start-up companies.

In fiscal 2025, Business Mentors mentored approximately 45 new companies, resulting in 1,151 hours of mentoring. Six companies received pre-seed investments and five companies received project grant funding.

Examples of business assistance included:

- Market studies
- Competitive analysis
- Funding for product development

In addition, the RBII program organized regional meetings with TEDCO's CEO and continued to support the virtual I-Corps course in conjunction with UMD. To increase participation and access for underrepresented entrepreneurs, while maintaining focus on rural companies, access to this course was also extended to companies from other TEDCO programs.

Concept Capital

Concept Capital is TEDCO's initiative to bridge the early-stage funding gap for underrepresented entrepreneurs across Maryland. The program was created to provide flexible funding and specialized support to founders, thereby ensuring they are prepared for future venture opportunities.

With a focus on socially and economically disadvantaged and rural-based founders, Concept Capital offers convertible notes ranging from \$25,000 to \$50,000. These funds come with founder-friendly terms (e.g. zero interest and negotiable valuation caps). To qualify, applicants must meet the following requirements:

- Maryland-based business (principal office in Maryland with 51%+ workforce in-state)
- Technology-driven business (non-retail focus)
- Founded within the last 7 years
- Founder or business located in a rural or disadvantaged community, or a socially and economically disadvantaged individual (SEDI), including minority, disabled, or female

Additionally, through the program, TEDCO offers services beyond funding to eligible founders including:

- One-on-one mentoring and advisory services
- Advanced software for performance tracking and investment-readiness
- Tailored guidance to achieve critical venture milestones

In FY 2025, 8 awards were made totaling \$200,000.

Rural Pre-Seed Fund

In FY 2018, the RBII program launched a Rural Pre-Seed Investment Fund which invests \$25,000 in rural companies in the RBII program. In FY 2025, a total of 7 investments were made totaling \$175,000.

Urban Business Innovation Initiative

In FY21, TEDCO expanded the RBII concept to assist underserved entrepreneurs in two urban areas, Prince George's County and Baltimore City. By 2025, the program had further grown to include Montgomery, Howard, and Anne Arundel counties. This program is referred to as the Urban Business Innovation Initiative (UBII).

In FY25, UBII representatives mentored 52 new companies with a total of 559 mentoring hours and 1,745 hours of outreach. In addition, the program approved three project grants to start-ups – examples of assistance included market assessment and product development. Like RBII, the mentor reps in these regions also work with other ecosystem organizations, accelerators, and incubators to ensure entrepreneurs are connected to the right resources at the right time in their growth. The UBII program has formalized these relationships and meets quarterly as a group.

Comprehensive Technical Assistance Program

The Comprehensive Technical Assistance Program, established by Chapter 235 of 2021, was created to provide comprehensive technical assistance to any business that qualifies for TEDCO's funding programs. Many early-stage companies engage with TEDCO for financial and other technical support. The types of service required by these companies, a concierge-like service, requires a significant commitment of staff time. TEDCO staff can provide technical assistance themselves, direct the company to other resources in the State, or match the company with expertise through its vast network of advisors. The fiscal note for this legislation estimated it would cost TEDCO about \$250,000 annually and would impact approximately 130 companies.

While the legislation passed, TEDCO has not yet received funding for this program. As required, TEDCO has promulgated regulations to implement the program, however, TEDCO lacks the funding to move forward with the program.

Maryland Makerspace Initiative Program

In fiscal year 2023, TEDCO managed the Maryland Makerspace Initiative Program. Created through legislation passed by the Maryland General Assembly, the Makerspace Program provides grants up to \$100,000 and technical assistance (provided by Open Works) for qualified entities looking to establish a new Makerspace, expand an existing Makerspace, or develop Makerspace programming. The mission of this initiative is to grow a state-wide community of Makerspaces that provides entrepreneurs with access to tools, technologies, and knowledge to support their growth and development as well as expand

workforce training.

In its second year of execution, the Maryland Makerspace Initiative received 44 applications and awarded 18 makerspaces with a collective funding total of \$817,577. Of that, 48% or \$396,979 went to makerspaces located in rural counties in Maryland. Twenty awardees were previously funded last year while 7 new awardees were selected.

In its third year of execution, the Maryland Makerspace Initiative received 27 applications and awarded 14 makerspaces with a collective funding total of \$784,065. Of that, 41% or \$323,500, went to makerspaces located in rural counties in Maryland. 5 of 14 (38% of awardees) are newly funded by the Maryland Makerspace Initiative.

Network Advisors

Growing great companies takes more than money and Maryland's entrepreneurs repeatedly express the need for assistance in certain very specific areas. To help meet that need, TEDCO has curated a highly diverse network of advisors who have current, relevant experience in one or more of these specific areas. This group, the Network Advisors, brings its broad and diversified depth of experience to bear on the unique needs of Maryland's start-up companies – the entire effort is dedicated to helping the State's technology-based entrepreneurs reach their full potential. Network Advisors typically provide 2 – 3 hours of pro bono advising to individual companies multiple times a year. In FY25, this program continued to grow to 122 Network Advisors with over 45 requests.

Loaned Executives

In certain cases, companies that have already received, or are likely to receive, an investment from TEDCO, can engage one of the Network Advisors on a contractual basis to provide paid advisory services to a company to help that company achieve a specific milestone and make them competitive for the next round of funding and growth. In FY2025, TEDCO funded 21 loaned executive projects totaling a maximum of 1,029.25 hours served. Projects have demographically and geographically spanned the state and range from designing medical device prototypes to filing non-provisional patents to developing customer acquisition and sales strategies. All projects went to underserved entrepreneurs.

Prelude Pitch

Each month, TEDCO invites start-up companies to practice their pitch in front of TEDCO team members and experienced mentors (Network Advisors) to receive valuable feedback and an introduction to TEDCO. In FY25, TEDCO held multiple Prelude Pitch events which provided 59 companies an opportunity to pitch their ideas.

On-line Educational Resources & Workshops

While several educational materials on entrepreneurship can be found on-line, the current thinking around best practices in entrepreneurship revolves around the lean start-up approach. TEDCO believes strongly that entrepreneurs in most technology sectors should follow these practices when working to establish a company. The TEDCO website links entrepreneurs to a variety of available and accessible on-line educational resources including several focused on the lean start-up approach.

Maryland Entrepreneur Hub

In FY21, TEDCO partnered with Commerce and the University System of Maryland (USM) to build

and develop a state-wide AI enabled platform designed to connect all parts of the entrepreneurial community. The Maryland Entrepreneur Hub now enables innovators, startup founders, and small business owners to find and connect with the right resources for their business, including investors, universities, mentoring programs, networking groups, training programs, and more. Resources can also be viewed on a map by region or by type of resource, industry sector, stage of growth, type of business, and/or by founder focus (e.g., Female led, Black led, Latino led, BIPOC led, Veteran- led, and underserved founders).

Market Search Databases and IPGen

Many start-up companies fail due to a lack of understanding of their market. While there is no substitute for talking to potential customers, entrepreneurs first need to assess their potential market at a general level. An understanding of competitors, industry trends, and market segments through secondary research is an important part of developing a plan to launch and grow a business. Moreover, entrepreneurs that do not have a solid understanding of their market will find it difficult to raise funding from TEDCO and other investors.

Market Search Services provided by TEDCO continue to be available to entrepreneurs via remote access. The services are a resource to help entrepreneurs address the challenges of conducting market assessments. The goal is to improve the market assessment and opportunity analysis associated with the development of business plans and applications for TEDCO's funding programs.

In addition to research, entrepreneurs often need assistance in understanding their intellectual property (IP) and the patent process. With this in mind, TEDCO partnered with a Builder Fund portfolio company called IPGen, which was founded by a patent attorney. IPGen uses AI, NLP, machine learning, and NLG, to streamline and simplify various stages of the patent process. The platform is free for entrepreneurs to use for one year as they navigate the complexities around securing their IP.

Federal Laboratory Technology Initiatives

Given Maryland's position as the home of more Federal Laboratories than any state in the country, Federal Laboratory Technology Initiatives are another important aspect of TEDCO's mission. Federal labs have an interest and a mandate to transfer their innovations to the commercial sector, and TEDCO has always worked with the Federal labs to support their technology transfer efforts and to connect the labs to Maryland entrepreneurs, who are creating technology-based companies, and to existing companies, which are adopting new technologies to become more competitive and helping companies to scale. Additionally, the Federal labs have equipment and facilities with excess capacity that they are willing to make available, usually for a fee.

TEDCO wants Maryland entrepreneurs to be aware of and to have access to these capabilities. To facilitate this exchange, TEDCO has entered into formal agreements with federal labs to provide access to their technology, data sets, facilities, and more, all to benefit Maryland entrepreneurs. Additionally, thanks to the support from the State of Maryland, TEDCO recently began implementing the SBIR/STTR Matching Grant Program which provides State support for Maryland businesses that have received a Phase I or Phase II award under the U.S. Small Business Administration Office of Technology's Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) program. This important tool along with others, such as the SBIR/STTR Technical Assistance Program, has helped Maryland maintain its position as a top state for SBIR/STTR awards to Maryland small businesses.

In addition to TEDCO's ongoing Federal Technology Transfer Initiatives, TEDCO has been more

aggressive in its pursuit of applying for and coordinating applications for Federal Funding. Though TEDCO's efforts have been effective in receiving additional Federal Funds to help Maryland entrepreneurs, TEDCO remains cautious, recognizing the possibility that federal funding streams may be rescinded or reprogrammed given the present environment.

SBIR/STTR Matching Grant Program

Established by Chapters 8 and 25 of 2021, the Maryland Small Business Innovation Research (SBIR) and Technology Transfer (STTR) Incentive Program was enacted to foster job creation and economic development by creating an incentive for Maryland businesses to pursue and secure Small Business Innovation Research (SBIR) and Small Business Technology Transfer Research (STTR) funding from the Federal Government.

Under the program, Maryland businesses that have received a Phase I or Phase II award under the U.S. Small Business Administration Office of Technology's Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) program(s) are eligible to apply for an investment or grant of up to 25% of the SBIR/STTR award (limited to \$25,000 for Phase I funding or \$75,000 for Phase II funding) through the Maryland SBIR/STTR Incentive Matching Fund. Companies that received an SBIR or STTR award within six (6) months of the application cycle are eligible to apply.

In FY2025, TEDCO received 26 applications. The applications were reviewed on a quarterly schedule. The next review will start on October 1, 2025. TEDCO finished the first and second round of reviews and selected five (5) awardees for SBIR/STTR Matching Funds from a pool of 11 applicants. An exact total of \$275,000.00 was distributed amongst awardees. Awardees included:

- **Main Engineering:** Main Engineering is developing innovative integrated circuits for spacecraft instrumentation and other applications.
- **Simmbion, LLC (Chariot Biosciences):** Simmbion is developing a novel a long-term (at least 3 months) therapeutic delivery approach (patent pending) for in-vivo expressed biologics to safely deliver and significantly reduce the cost and time of care.
- **Whoosh HPC Lab, LLC:** Whoosh HPC Lab is developing disruptive, state-of-the-art, GPU-native computational fluid dynamics software for use in hypersonics design and aviation.
- **SpringWear, LLC:** SpringWear is developing HandSOME I, an affordable, lightweight, wearable solution that allows stroke patients to practice tasks at home, integrating daily activities with reduced effort and fatigue.
- **Tao Treasures LLC DBA Nanobiofab:** NanoBioFab is developing WoundSentry™, an Integrated Smart Dressing for Non-Invasive, Real-Time Detection of Burn Wound Infections.

SBIR/STTR Technical Assistance Program

The SBIR/STTR Technical Assistance program was established to help Maryland technology and life sciences companies build the expertise needed to access funding from America's Seed Fund (SBIR/STTR) and grow their businesses. The program targets small businesses with limited experience in securing federal SBIR/STTR investments, helping them navigate SBIR/STTR program requirements, understanding the resources available, and guiding them through the SBIR/STTR proposal process with technical and business resource support.

The program is divided into several workshops that offer an overview of federal SBIR/STTR programs, along with in-depth sessions on agency-specific processes and proposal writing. It also includes guest

presentations from industry experts and individual expert proposal reviews to help participants enhance their capability of proposal writing. The program is organized into two parts:

Part 1: Workshops for SBIR/STTR knowledge and proposal training

- Federal SBIR/STTR program overview: This session is an overview of federal SBIR/STTR programs, funding agencies, differences between SBIR and STTR, and availability of various related resources.
- DoD SBIR/STTR program overview: This session is an overview of DoD SBIR/STTR programs, differences from other agencies, program requirements and expectations, and the proposal submission process.
- NIH SBIR/STTR program overview: This session is an overview of NIH SBIR/STTR programs, differences from other agencies, NIH topic areas, and the proposal submission process.
- DoE SBIR/STTR program overview: This session is an overview of DoE SBIR/STTR programs, differences from other agencies, program requirements and expectations, and the proposal submission process.
- Training session 1 - Find the right topics and write good technical proposals: This workshop is a practical training session, focusing on helping companies understand different agency requirements, identifying the right topic based on their technical backgrounds, and preparing a good technical proposal.
- Training session 2 - Commercialization and TABA support: This workshop is a practical training session, focusing on helping companies understand the importance of technology transition and commercialization, guiding them to write a strong commercialization plan, and obtaining suitable TABA support.
- Training session 3 - Prepare the budget proposal: This workshop is a practical training session, focusing on helping companies prepare a reasonable cost proposal.

Part 2: Individual proposal reviews

- This program will provide two rounds of reviews for each proposal by technical and/or business expertise.
- TEDCO will work with each participant and domain experts to determine the review schedule.

The program was funded for the first time in 2025, and the first round of training began in July 2025. In FY25, the program accepted 25 early-stage start-up companies with interest of leveraging SBIR/STTR resources to grow the company. TEDCO, partnered with OST Global Solutions, delivered 6 full day training workshops to 22 participants, mentoring them on how to understand SBIR/STTR requirements, and how to draft a high-quality research proposal to DoD, NIH and DoE. All 25 companies will participate in Part 2 of the program on proposal reviews with the target submission date between November 2025 to January 2025.

Venture Well's Aspire

TEDCO partnered with VentureWell to set up a new subprogram, Aspire, to support Medtech startups to prepare for investor engagement. Aspire Medtech is a five-week hybrid program that equips early-stage, technology-based startups with the training, guidance, and investor connections they need to cross the critical funding gap often called the “valley of death.” Through a combination of cohort-based learning, one-on-one mentoring, and hands-on activities, startups enhance their commercialization capability, tackle real-world business challenges, and strengthen their investment readiness.

FAST Grant – SBIR/STTR Proposal Lab

The Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Proposal Lab is a series of workshops funded, in part, by the Small Business Administration with a TEDCO match of cash and in-kind effort. TEDCO teamed with the GovCon Incubator and the Small Business Development Center (SBDC) on a Small Business Administration FAST grant. The grant was extended by the SBA for one additional year (FY24). The output of the program has been an increase in the win rate for first-time SBIR/STTR proposals from Women-Owned, Small Disadvantaged, and Rural Maryland businesses. The original program's goal was to double the national win rate of 16% to 32% for Proposal Lab participants. The program has an overall award rate of 40%. Cohort graduates have been awarded more than \$28M in SBIR and STTR Phase I and Phase II awards from multiple agencies. Not only does the SBIR/STTR Proposal Lab help with the SBIR/STTR win rate, but also provides business skills that improve the entrepreneur's overall business acumen. For FY24, TEDCO accepted 27 companies into the cohort. Recruiting for the FY25 cohort began on October 1, 2024.

In FY 2025:

- The program conducted eight full-day training workshops with invited guest speakers. The lab was split into two parts: Part 1 focused on the project pitch preparation, and Part 2 focused on the proposal preparation and submission. The lab provided interactive training presentation with hand-on lab experiments to ensure interest and engagement from participants. The lab provided updated Annotated Outlines to ensure proposal compliance with NSF's FY25 solicitation.
- Engaged with over 50 small business through interviews, and selected [28 small businesses](#) to join Part 1 of the lab, and 14 small businesses for Part II through a competitive application process that culminates in submission of NSF Phase I proposals by the NSF's July submission window. 57% of their pitch submissions were accepted by NSF, and 100% accepted pitch submitted proposal.
- Invited presentation provided insights and strategic direction by special guest speakers from government agencies and prior successful SBIR/STTR winners, including two previous Cohort members with SBIR success, a TEDCO's Investment Team member, a Business Cost and Pricing senior expert, a legal and IP expert, a NSF proposal reviewer, a NASA Program Director. The talks cover a wide range of topics, from a reviewer's perspective, experience sharing of a successful SBIR journey, to effective business investment strategy, and IP and legal advices.
- The lab provided two rounds of formal Proposal Reviews (Pink and Red) and in total five reviews for each company's proposal in addition to two project pitch reviews from business and industry experts selected to meet Cohort members' specific needs, with 80% of the cohort participation.
- The lab provided advanced market segment understanding with detailed insights from TEDCO's [Market Search](#) services. Members accessed Frost and Sullivan and Global Data to make data-driven decisions and demonstrate a precise level of market understanding.

Business Resource Information, Development, and Guidance Ecosystem (BRIDGE) Program

Funded mostly by grant funding through the US Department of Treasury, TEDCO's Business Resource Information, Development, and Guidance Ecosystem (BRIDGE) Program was created to provide legal, accounting and financial advisory services to Socially and Economically Disadvantaged Individuals

(SEDI)-owned businesses and Very Small Businesses (VSBs) with fewer than 10 employees.

With this additional support, SEDI-owned businesses and VSBs receive better access to capital, including funds from the State Small Business Credit Initiative (SSBCI) Capital Program and other federal funding opportunities resulting from the Bipartisan Infrastructure Law, CHIPS and Science Act, Inflation Reduction Act, and SBIR/STTR funding.

The three-year project is led by TEDCO in collaboration with Small Business Development Centers (SBDCs - MD-UMCP, VA-George Mason University, DC-Howard University), University of Maryland Francis King Carey School of Law and supported by SBDC (Delaware), Delaware Division of Small Business and the Virginia Small Business Financing Authority.

Services made available under the BRIDGE Program include:

- **BRIDGE Advising:** TEDCO's BRIDGE Advisors work with each individual business, providing mentoring and advising support. Once a business applies to BRIDGE, they then complete an Assessment to help Advisors understand their business status and guide them to the best resources available.
- **Financial Literacy, Credit Repair, and Building:** This is a new program that provides consulting services to help business owners improve credit to better position them for loans and other debt capital.
- **CDFI Technical Assistance:** This is a new competitive program that will engage CDFI partners across the region by awarding 8 grants of up to \$100K each year to support technical assistance programs managed by the CDFIs.
- **Back-Office-In-A-Box:** This is a new competitive program that will provide 3-5 grants of up to \$100K to partner organizations that can provide accounting, bookkeeping and other support to companies.
- **Women's Access to Capital & Entrepreneurship (ACE) Program:** This funding expands the current IWEI entrepreneurial leadership program to reach more SEDI women and women leading VSBs to better position them for funding.
- **Rural & Urban Business Innovation Initiatives (R/UBII):** This funding will support the expansion of TEDCO's R/UBII program by adding two additional venture advisors for the duration of the program.
- **BRIDGE Proposal Lab:** The Proposal Lab is an intensive business development accelerator program designed to equip SEDI entrepreneurs and VSBs with the skills, resources, assistance, and mentorship necessary to compete and win proposals in today's increasingly consolidated federal funding environment. It is open for applications to government contractors registered to do business in Maryland, DC, Virginia, and Delaware. This cohort-based initiative blends U.S. Department of Labor-certified Apprenticeship instruction with hands-on pipeline, capture, and proposal development.
- **Carey Business Law Clinic + Intellectual Property & Entrepreneurship Clinic (IPEC):** This funding will support an expansion of the Carey School's legal clinic, which provides pro bono legal services to entrepreneurs – especially for corporate formation and related business matters.
- **Loaned Executive Program:** These funds will expand TEDCO's Loaned Executive program by allowing for 30 more loaned executive engagements each year.

The BRIDGE Team is very active, attending community events, receiving business-to-business referrals, and gaining exposure to the vast ecosystems of organizations. The BRIDGE team met with and spoke to 118 companies that have not yet officially registered, and an additional 127 companies have completed their applications.

The Maryland Defense Technology Commercialization Center (DefTech)

DefTech is funded by the Department of Defense (DoD) Office of Local Defense Community Cooperation (OLDCC), TEDCO, and the Maryland Department of Commerce to connect Maryland businesses to the DoD laboratories to further product development, engage in cooperative research, and access the unique facilities, equipment, and expertise available through DoD lab engagement. The program started in mid-FY23 through August 2024 and based upon its exceptional performance, received follow-on funding from OLDCC through June 20th 2026.

There is a demand for DefTech. The number of active DefTech members at the end of Q4 is 42 which has the program at near capacity. During Q4, six new members were approved, and in the quarter alone a total of 13 T2 agreements are progress or completed. As sample of DefTech Member includes the following:

- **Biosynthesis AI** – Developing a pilot-scale biomanufacturing plant in Harford County for the production of materials relevant to forces in forward positions where regular supply lines may be degraded. They are in the process of negotiating a CRADA with DEVCOM CBC which operates its own in-house facility and both parties wish to develop solutions for both civilian and military applications. The company participated in the DefTech-organized tour of the CBC facility in May.
- **NanoBioFab** – In Q3, the company received a \$2 million SBIR direct to Phase 2 award from the Department of Defense and also submitted five further SBIR proposals to the Department of Defense. The testing of the company's wound infection sensor on non-human animals has been progressing well assistance has been requested with introductions to Walter Reed National Military Medical Center, which the DefTech Advisor is pursuing with the assistance of Henry M Jackson Foundation. The company is also collaborating with a major medical device manufacturer.
- **Algisense** – Using AI to process electrical signals in the brain to provide tools to help manage pain and stress, with a focus on both military and civilian use. Seeking partners that can provide access data from patients with chronic pain and / or PTSD. The company is in discussion with the Henry M Jackson Foundation regarding access to patients from Walter Reid and is also under consideration for participation in the HJF incubation program. Also considering an application in response to a call for proposals from DoD relevant to the company's focus.
- **AlarisPro** –Has developed a unique comprehensive fleet management system for unmanned systems of all kinds and is seeking to enter into a CRADA with the Navy to further develop the system. The company attended an information session with Naval Air Warfare Center Aircraft Division organized by DefTech and is pursuing contacts obtained during the session.
- **CarrTech** – Developed the FROG (Filter Removal of Glass) filter needle. They recently received FDA Approval for their FROG device under Section 510k of the Food, Drug and Cosmetic Act and can now sell the FROG as an approved medical device. Manufacturing partners for the device have been identified and it is anticipated that the company will begin sales in 2026.
- **Pervista** – Developing a standoff distance weapons detection capability. They have submitted proposals for two different DARPA opportunities, one as a result of the DefTech Opportunities distribution. As a follow-up to DefTech Opportunities, they have reached out to NAWCAD, Southern Maryland Tech Bridge, and the AFDW Industry Day. They also attended the Navy 'Tide Talks' as a result of DefTech.
- **Redhelm** – Developing laser-beamed energy technology, and currently applying for DoD Operational Energy Capability Improvement Funding. The company is also pursuing Other Transaction Authority funding based on an "Awardable" status in DARPA a Navy SBIR Phase 2

proposal and has submitted an application for a Special Operation Forces opportunity. They attended the Aberdeen Proving Ground Advance Planning Briefing for Industry and a tour of the Advanced Manufacturing Facility at Aberdeen Proving Ground, both of which were organized by the DefTech team.

- **WearableDose** – Developing a dosimeter for proton therapy. Submitted a proposal to Robert Wood Johnson Foundation’s Rapid Response Research Award. Prepared pre-submission documentation for an NIH SBIR Phase I and developed a concept submission for xTechOverwatch program (Army). They received \$35K from the Alliance for Pediatric Device Innovation.
- **BioEvanescence** – The company is developing a technology to eliminate post-surgical adhesions using a novel hydrogel-based barrier and delivery mechanism. There is a significant risk of adhesions in 90% of abdominal and pelvic surgeries such as appendectomies and caesarean sections. The company has submitted an SBIR Phase I proposal to the National Science Foundation in Q3.
- **Sybal** – The company provides Proof of Governance solutions, based on a patented AI system. They have received contracts from the Department of Defense, and in Q2 submitted a \$750K follow-on proposal to the Defense Logistics Agency (DLA) Weapon System Sustainment Program (WSSP) in response to a Broad Agency Announcement (BAA), for which contract negotiations are now under way. They also participated in two DefTech member networking events in Q3.

Federal Labs Leveraging Innovation to Products (FLLIP)

The FLLIP Pilot Program is a new program, with a three-year Period of Performance starting July 1, 2024 through June 30, 2027. It is structured around a phased timeline designed to maximize strategic planning, expert deployment, and company engagement over a multi-year period. FLLIP is underway with material program infrastructure established by the end of the first year. By January 2025, the program was fully up and running with exploratory meetings involving program stakeholders, federal laboratory partners, and ecosystem collaborators to establish alignment and define initial opportunities.

By February 2025, TEDCO had recruited and procured a team of Technical Experts prepared to engage with federal labs. Recognizing potential attrition, the program will maintain flexibility by recruiting more than ten experts and conducting additional RFAs as needed.

By September 2025, initial lab briefings with three federal labs were completed, satisfying a major program requirement ahead of schedule. Building up on these initial engagements, lab tour planning will begin for the second and third years. Throughout this period, lab tours will be open to both Technical Experts and the selected companies.

Between November 2025 and June 2026, company engagement will progress in three phases:

- 25–50% of target companies identified and supported by November 2025
- 75% by February 2026
- 100% by June 2026

Target companies will be identified through a combination of expert recommendations, workshop outreach, and recruitment efforts by TEDCO and FITCI from September 2026 through June 2027. During this time, the Technical Experts will continue to provide one-on-one support to participating companies, while lab tours proceed as a key engagement tool.

At the conclusion of the performance period, FLLIP will have supported 30 companies with tailored education and advisory services, with the goal of establishing material relationships with between 5 to 10 of these companies and participating federal labs, demonstrating the program's impact on federal commercialization and innovation.

TEDCO Administration – Salaries and Incentives

In accordance with § 10-415(a)(2)(iii) of the Economic Development Article, the following exhibit provides the salaries and incentives as approved by the Board for TEDCO employees for fiscal 2025. The data represents approved positions and compensation, not actual expenditures, as several positions were vacant for at least a portion of the fiscal year.

Fiscal 2025 Positions – Salary and Incentive Summary

<u>Title</u>	<u>Number of Positions</u>	<u>Total Salaries</u>	<u>Total Incentives</u>	<u>Total Annual Compensation</u>
Executive Management	4	\$1,196,700	\$406,878	\$1,603,578
Vice President/Chief	4	\$796,335	\$270,754	\$1,067,089
Program Director	5	\$897,222	\$305,055	\$1,202,277
Assistant Director	8	\$1,009,085	\$343,089	\$1,352,174
Associate	4	\$415,000	\$141,100	\$556,100
Administration	9	\$745,985	\$253,635	\$999,619
Total	34	\$5,060,327	\$1,720,511	\$6,780,838

The Board of Directors and the executive staff of TEDCO are currently reviewing TEDCO's compensation policy, including the use of bonuses, to ensure that the compensation structure conforms to existing state practices, while encouraging recruitment and retention.

Current TEDCO Investments

In accordance with § 10-415(a)(2) of the Economic Development Article, Appendix B of this report includes detailed information on all entities that have current investments from TEDCO programs. Specifically, the report includes information on the place of principal business operations, the number of employees in and outside of the State, capital investments; job creation; and a determination of which entities are qualified businesses as established by Chapter 487 and 488 of 2019.

The information contained in Appendix B reflects investments made prior to the enactment of Chapter 487 and 488 of 2019. As such, some portfolio companies fall outside of the new definition of qualified business. This is due, in most cases, to the growth of the company's staff (sales staff, technical staff, etc.) outside of Maryland. In other instances, the Maryland company is acquired by an out-of-state company and therefore falls outside the designation of qualified business. In a smaller number of cases, the company failed to prosper and decided to shutter its operations. It should be noted that some companies fail to report this data to TEDCO; however, TEDCO continues to encourage accurate and timely reporting of data. Despite these challenges, the majority

of portfolio companies meet the reporting standards and meet the newly adopted requirements in the statute for qualified businesses. The statute also requires that TEDCO report on the creation of, appointments to, and responsibilities of any advisory committee related to its investments. At this time, TEDCO has not created, nor does it have plans to create an advisory committee for its investments. TEDCO's Investment Committee and the Maryland Venture Fund Authority have been reconstituted and are meeting in accordance with statute.

Maryland Stem Cell Research Fund

A more detailed report regarding the project summary and financial support will be provided in the 2025 Stem Cell Annual Report to the Governor as indicated in section § 10-442 of the Economic Development Article. This report is due on or before January 1.

Maryland Venture Fund

The Maryland Venture Fund was transferred from the Department of Business and Economic Development to TEDCO on October 1, 2015. A more detailed report regarding this program will be provided in the 2025 Maryland Venture Fund Annual Report to the Governor, the Senate Budget and Taxation Committee and the House Ways and Means Committee as required by § 10-499 of the Economic Development Article. This report is due on or before January 1.