

Equitech Growth Fund Webinar II

We will begin shortly.

Grab a pen and notepad for note taking.



Leading Innovation to Market for 27 years

TEDCO's Mission

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



Equitech Growth Fund: Background Context

- Equitech Growth Commission

- Mission: established in 2023 by legislation (CH 461 of 2023) to develop a strategic plan that is inclusive, comprehensive, and reaches the 10–year goals for growing the State’s innovation economy. Identify mechanisms (priority industry areas) for increasing high-tech job growth and expanding wealth in underrepresented communities.
- Involves a broad selection of voices across Maryland State
- Final **Strategic Plan** is available for review

Equitech Growth Fund: Overview

- Equitech Growth Fund (CH 461 of 2023): supports the economic competitiveness and inclusive growth of emerging and advanced industries in the State. This is through the creation of a **diverse workforce** and **supporting infrastructure assets**.
- Equitech Growth Commission developed priority industry areas in a **Final Strategic Plan** (June 2025). These technology industries produce positive job growth and wealth, particularly in underrepresented communities.
 - Two tracks:
 - Workforce Development – up to \$250,000
 - Infrastructure – up to \$1,000,000
 - Runs until FY2033, one round per year
 - 4 to 5 Million allocated per year
 - **Overall Target: 87,000 jobs created in priority industry areas**

Equitech Growth Fund: Eligibility Criteria

- Intend to have a physical presence in the State of Maryland for 5 years
- Good Standing with the State of Maryland
- Eligible formation structures are as follows:
 - Public Entity
 - Nonprofit Organization
 - Private Entity
 - Institutions of Higher Education
 - Public-Private Partnership

Source: [TEDCO's Equitech Growth Fund Request for Application](#)

Equitech Growth Fund: Project Criteria

- Project must be headquartered in Maryland & serve the state's workforce
- **Preferred, not required** 1:1 cash match from private, public & federal sources
- Proposed project tracks:
 - Workforce Development – educational programs, certifications, training & non-degree programs
 - 12 – 24 months
 - Between 8 - 10 anticipated awards
 - Infrastructure – building, expanding equipment, systems, resources & facilities
 - 12 – 36 months
 - Between 1 – 3 anticipated awards
 - Dual use project types will be considered

Source: [TEDCO's Equitech Growth Fund Request for Application](#)

Equitech Growth Fund: Priority Areas & Additional Consideration

- **Advanced Manufacturing**
- **Advanced Technology**
- **AR/VR learning facilities & modules**
- **Advanced Laboratory**
- **Expansion of STEAM Education**
- **Entrepreneur Development**
- **Cybersecurity/ IT Industry Workforce Development**
- Environmental & Energy Technology
- Smart Agriculture
- Healthcare, Life Science & Bioinformatics
- Autonomous Systems & Robotics
- Financial Technology
- Creative Industries & Digital Media
- Logistics & Supply Chain Innovation

Equitech Growth Fund: Priority Areas

- **Advanced Manufacturing**

- Biomanufacturing facilities
- Aerospace and Defense Manufacturing
- Other

- **Advanced Technology**

- Quantum computing labs
- Upgrades/Implementation of Cyber/AI Risk Management Systems/Frameworks
- SCIF Facility construction/improvements/upgrades
- Computational Biology
- Position, Navigation, Timing
- Environment Sensing Technology

- **AR/VR learning facilities and modules**

Equitech Growth Fund: Priority Areas

- **Advanced Laboratory**

- Flexible, affordable, modern wet-lab space and equipment.
- Laboratories designed to test advancements in existing/new technologies
- Field-based testing implementation

- **Expansion of STEAM Education**

- Development and expansion of STEAM Programs, K-12 and postsecondary education
- Educator Professional Development programs
- Expansion of work-based learning, lifetime learning and career opportunities
- Reskilling & upskilling of transitioning Federal Workforce, veterans and military spouses/families

Equitech Growth Fund: Priority Areas

- **Entrepreneur Development**

- Non-traditional Incubators, Accelerators, Venture Studios related to manufacturing start-ups
- Entrepreneur education programs/academies aligned with priority industry areas
- Innovation Districts
- Ecosystem Lifecycle Support Infrastructure
- Prototype development, Product Development and Testing

- **Cybersecurity/ IT Industry Workforce Development**

- Intermediary/Workforce Development Centers
- Cyber Ranges/Clinics
- High-Tech Sector Workforce Development Programming
- Other related infrastructure

● Equitech Growth Fund: Additional Areas of Consideration

- Environmental and Energy Technology
- Smart Agriculture and Food Technology
- Healthcare, Life Science and Bioinformatics
- Autonomous Systems and Robotics
- FinTech (Financial Technology)
- Creative Industries and Digital Media
- Logistics and Supply Chain Innovation

• Equitech Growth Fund: Application Form

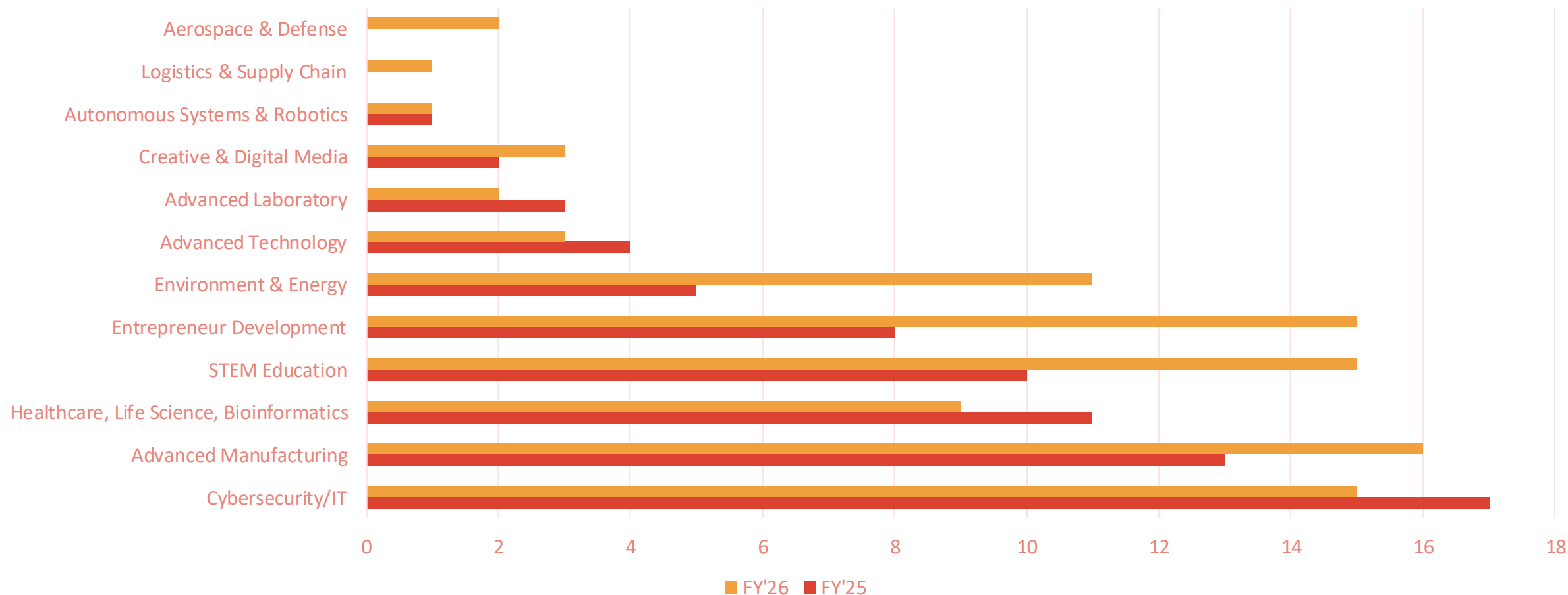
- Organization Name
- Organization Address
- Organization State
- Organization Zip Code
- Organization County
- Organization Type
- Applicant Contact Name
- Applicant Contact Phone
- Applicant Contact Email address
- Project Industry
- Project Title
- Project Type
- Project Location Address
- Project Location County
- Number of Partnerships
- Partnership Entities, Listed by Name
- Project Summary (500 words maximum)
- Total funding requested
- Total matching funds committed
- **Project Proposal (5 pages)**
 - **Project Description**
 - **Diversity & Inclusion**
 - **Alignment with EGF**
 - **Metrics & Impact**
 - **Budget & Justification**
 - **Letter of commitment for cash match**

• Equitech Growth Fund: Closing Documents

- Application Form
- Project Proposal
- Key milestone between funding tranche(s)
- Key Metrics v. Budget
- Letter of Commitment for Cash Matching Funds
- Project Location Lease
- Certificate of Good Standing for State of Maryland
- Articles of Incorporation
- Bylaws or Operating Agreement
- Board Resolution for Signing Authority

Equitech Growth Fund: Applicant Data (FY'25-FY'26)

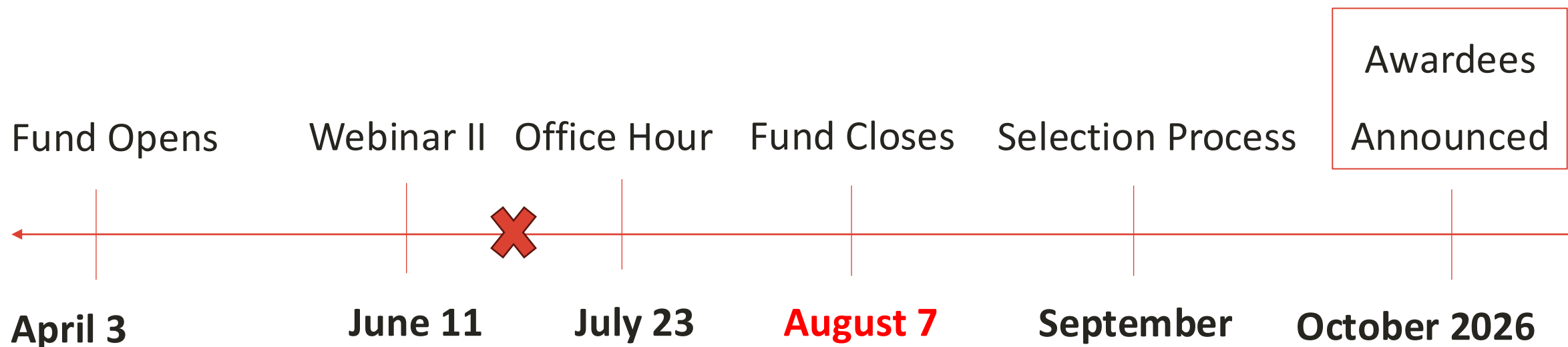
Industry Distribution by Year



Total Funding Request (FY'25): \$31,828,585

Total Funding Request (FY'26): \$41,400,636

Equitech Growth Fund: Application Cycle



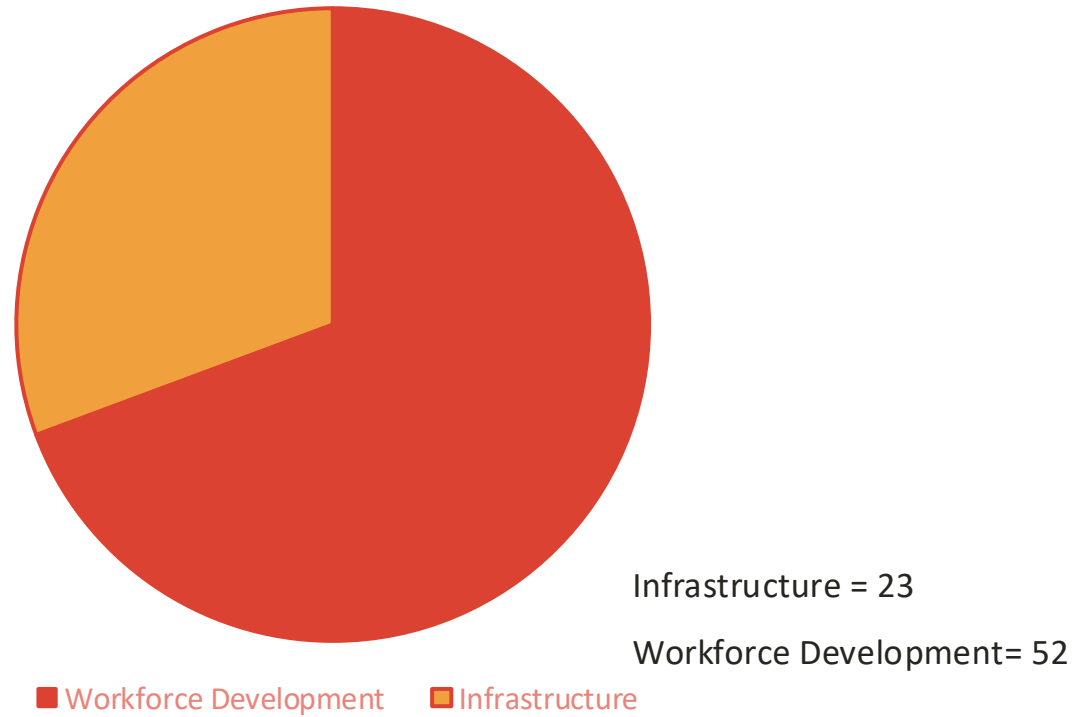
Equitech Growth Fund: Webinar I

To review our first webinar, scan this QR code :

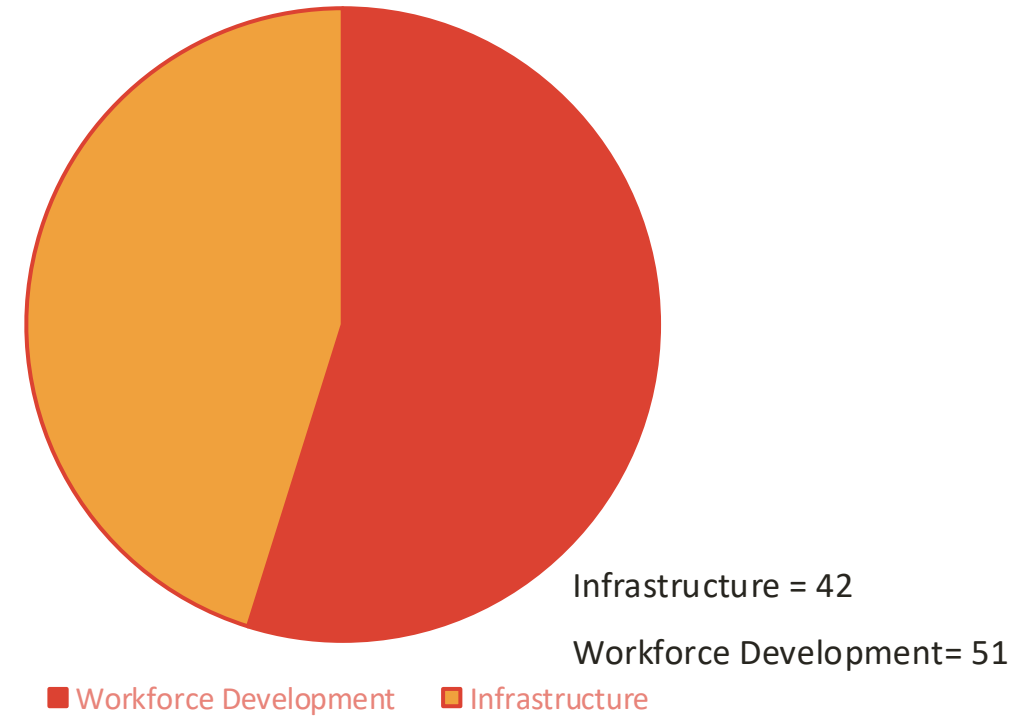


Equitech Growth Fund: Applicant Data (FY'25-FY'26)

Project Type FY'25



Project Type FY'26



Total Funding Request (FY'25): \$31,828,585

Total Funding Request (FY'26): \$41,400,636

Equitech Growth Fund: Past Awardees (FY'25)

Awardee Name	Project & Industry Type	Mission
Clym Environmental Services, LLC <i>Alleghany County</i>	Infrastructure Environmental and Energy Technology	Establish a sustainable medical waste management facility for ozone treatment.
Early Charm Ventures, LLC <i>Baltimore City</i>	Infrastructure Advanced Manufacturing	Equip an advanced materials manufacturing facility available to local manufacturing companies.
Eastern Shore Entrepreneurship Center <i>Talbot County</i>	Infrastructure Advanced Laboratory	Equip an agriculture focused, biotechnology facility with product manufacturing equipment.
Escalate USA, Inc <i>Montgomery County</i>	Workforce Development	Reskill frontline workers for entry-level data analytics, AI and IT jobs.
Health Tech Alley <i>Caroline County</i>	Workforce Development	Lead an employer-focused apprenticeship program in data analytics/AI.

Equitech Growth Fund: Past Awardees (FY'25)

Awardee Name	Project & Industry Type	Mission
KID Museum <i>Montgomery County</i>	Workforce Development STEM Education	Train elementary school teachers on high-quality STEM instruction.
Launchport, LLC (1) <i>Baltimore City</i>	Infrastructure Advanced Manufacturing	Upgrade facility with necessary lab equipment.
Launchport, LLC (2) <i>Baltimore City</i>	Workforce Development Healthcare, Life Science & Bioinformatics	Train and employ operators, assembly technicians to support in-house medical technology startups.
Maryland Association of Community Colleges <i>Howard County</i>	Infrastructure Cybersecurity & IT	Install a cyber range available to community college students across Maryland.
The Coding School <i>Prince George's County</i>	Workforce Development STEM Education	Pilot a research experience teaching high school and early college students quantum computing and data science skills.

Equitech Growth Fund: Past Awardees (FY'25)

Awardee Name	Project & Industry Type	Mission
TCecure, LLC <i>Prince George's County</i>	Infrastructure Cybersecurity/IT	Outfit a cybersecurity training clinic preparing market ready certified CMMC Professionals and Assessors.
The Henry M. Jackson Foundation for the Advancement of Military Medicine, Inc. <i>Montgomery County</i>	Infrastructure Advanced Laboratory	Build an incubator targeting startups licensing and/or developing dual-use medical technologies.
University of Maryland, Hagerstown <i>Washington County</i>	Workforce Development STEM Education	Develop an applied computer science lab for community college and high schoolers.
Worksource Montgomery <i>Montgomery County</i>	Workforce Development Healthcare, Life Science & Bioinformatics	Equip entry-level job seekers with skills required for the life science industry.

Equitech Growth Fund: Past Awardees (FY'26)

Awardee Name	Project & Industry Type	Mission
BioBuzz <i>Baltimore City</i>	Workforce Development Healthcare, Life Science and Bioinformatics	Expand a curated, tech-enabled ecosystem platform that targets life science workers and employers.
Energetics Technology Center <i>Prince George's County</i>	Workforce Development STEAM Education	Train high school educators and underserved students on cybersecurity and AI.
Rise Therapeutics <i>Montgomery County</i>	Infrastructure Healthcare, Life Science and Bioinformatics	Complete modifications to GMP-compliant production facility, scaling microbiome drug manufacturing.
Xcellon Biologics <i>Montgomery County</i>	Infrastructure Advanced Laboratory	Establish state's first GMP-compliant bioconjugation training facility, scaling advanced biologics manufacturing.
Brightwave, LLC <i>Harford County</i>	Infrastructure Advanced Manufacturing	Establish Maryland's first commercial-scale algae production facility.

Equitech Growth Fund: Past Awardees (FY'26)

Awardee Name	Project & Industry Type	Mission
Consult Lemonade <i>Howard County</i>	Workforce Development Cybersecurity/IT	Provide cybersecurity, cloud engineering and data analytics training to local residents.
Code in the Schools <i>Baltimore City</i>	Workforce Development STEAM Education	Prepare youth and young adult for data-driven roles, with an emphasis on local employer engagement.
Maryland Center for Construction, Education and Innovation <i>Baltimore City</i>	Workforce Development Advanced Manufacturing	Train entry-level construction workers in STEM-enabled construction technology and digital skills.
Salisbury University <i>Wicomico University</i>	Workforce Development Entrepreneur Development	Accelerate commercialization activity across Eastern Shore through academic- industry partnerships and entrepreneurial training.

- Start with SMART
 - Specific, Measurable, Achievable, Relevant and Time-bound
- Leverage relevant data sources to show existing need or potential ecosystem impact
 - Wage data, local employment levels, future sector job growth in Maryland
- Clarify the organization's competitive advantage
 - Strategic location, traction, high-value partnerships, employer engagement, depth vs. breadth
- Demonstrate intentional collaboration with target populations
 - Clear access pipelines, strong community buy-in through well-crafted letters of support/commitment
- Do **not** start at the last minute
 - Avoid careless use of AI-assisted writing tools

Equitech Growth Fund: Evaluation Criteria

- **Alignment with EGF Goals**

- Does the project clearly address one or more priority workforce need?
- Are the connections between the project and EGF strategic priorities explicitly articulated?

- **Project Viability and Feasibility**

- Does the organization demonstrate sufficient resources to execute this project?
- Are the project milestones specific and achievable within the proposed timeline?
- Is the budget well-justified, and appropriate for the project scope?

- **Economic Impact and Job Creation**

- Are job creation projections specific and well-supported with evidence?
- How significant is the direct impact, relative to funding requested?

Equitech Growth Fund: Evaluation Criteria

- **Capacity to Leverage Matching Funds**
 - What is the cash match ratio and how reliable will these use of funds be?
- **Community Engagement & Inclusivity**
 - What suggests genuine community partnerships and effective outreach?
 - How well does the project address barriers that prevent underserved populations from participating?
- **Metrics and Impact Measurement**
 - Is there a clear and realistic data collection methodology and analysis plan?
 - How well do the metrics connect to the project's stated objectives and expected outcomes?

Equitech Growth Fund: Industry-Specific Considerations

Industry	Considerations
Advanced Manufacturing	• What gap is addressed in Maryland's manufacturing capacity at a statewide or local level? • How does this accelerate commercial potential for the applicant <u>and</u> other manufacturing companies? • What are the associated positive downstream effects (i.e. supplier and logistics)?
Advanced Technology	• How does the project include federal, state, academic or industry partner buy-in? • How does the research and development (R&D) contribute to Maryland's competitiveness in emerging technology industries?
AR/VR Learning Facilities and Modules	• What unique benefits does the AR/VR learning facility pose over traditional learning methods? • Why is this the best learning modality for the applied industry of choice?
Advanced Laboratory	• How large is the potential direct/indirect impact on local startup commercialization? (i.e. revenues, patents, licenses, product scaling or spin outs) • Why should we fund a facility at this location? (i.e. local assets, market demand)

Equitech Growth Fund: Industry-Specific Considerations

Industry	Considerations
Expansion of STEAM Education	• Who are the target school or higher-education partners, and why? • How does experiential learning prepare students for jobs of the future?
Entrepreneur Development	• How does the applicant prioritize and tailor support for underrepresented founders? • How does the applicant distinguish between direct employment and downstream job creation? • How does the education or training prepare startup founders for existing market need? • How does the applicant integrate investor, corporate or industry collaboration?
Cybersecurity/IT Workforce Development	• What underrepresented populations does the applicant prioritize, and how do they reach them? • What certifications and/or skills training are beneficiaries receiving and why? • How are existing local/statewide workforce pipelines leveraged?

Equitech Growth Fund: Awardees Q&A



Tina Williams Koroma

TCecure, LLC | Founder

EGF Awardee FY'25



Chris Frew

BioBuzz Networks, Inc. | Founder

EGF Awardee FY'26

Questions?

Equitech Growth Fund: Office Hour | July 23 @ 11 AM

To register, scan this QR code :



Contact Information



Sephora Saint-Armand
Ecosystem and Equitech Manager
equitechgrowth@tedcmd.com