

HISTORY:

- 1989 – Incubator began in 8K gross square feet of trailers on the UMBC campus
- 2012 – Comprises 525K square feet, with 100 tenants
 - 1050 direct jobs
 - 2,000+ spin-off jobs statewide
 - \$100M+ in income generation
 - \$200M+ in business sales
- Three Incubators, Accelerator, Research Park
- ACTIVATE® (2005) and INNOVATE™ (2010)

ROLES IN TECH COMMERCIALIZATION:

- Sources of IP – UMBC, Other Universities, Federal Agencies, Company Research
- Experienced Entrepreneurs in Residence
- Training Entrepreneurs – ACTIVATE®, INNOVATE™
- Funding – TEDCO/MIPS awards, federal grants and contracts, angel investors, venture capital, sales

BENEFITS TO UMBC, REGION & STATE:

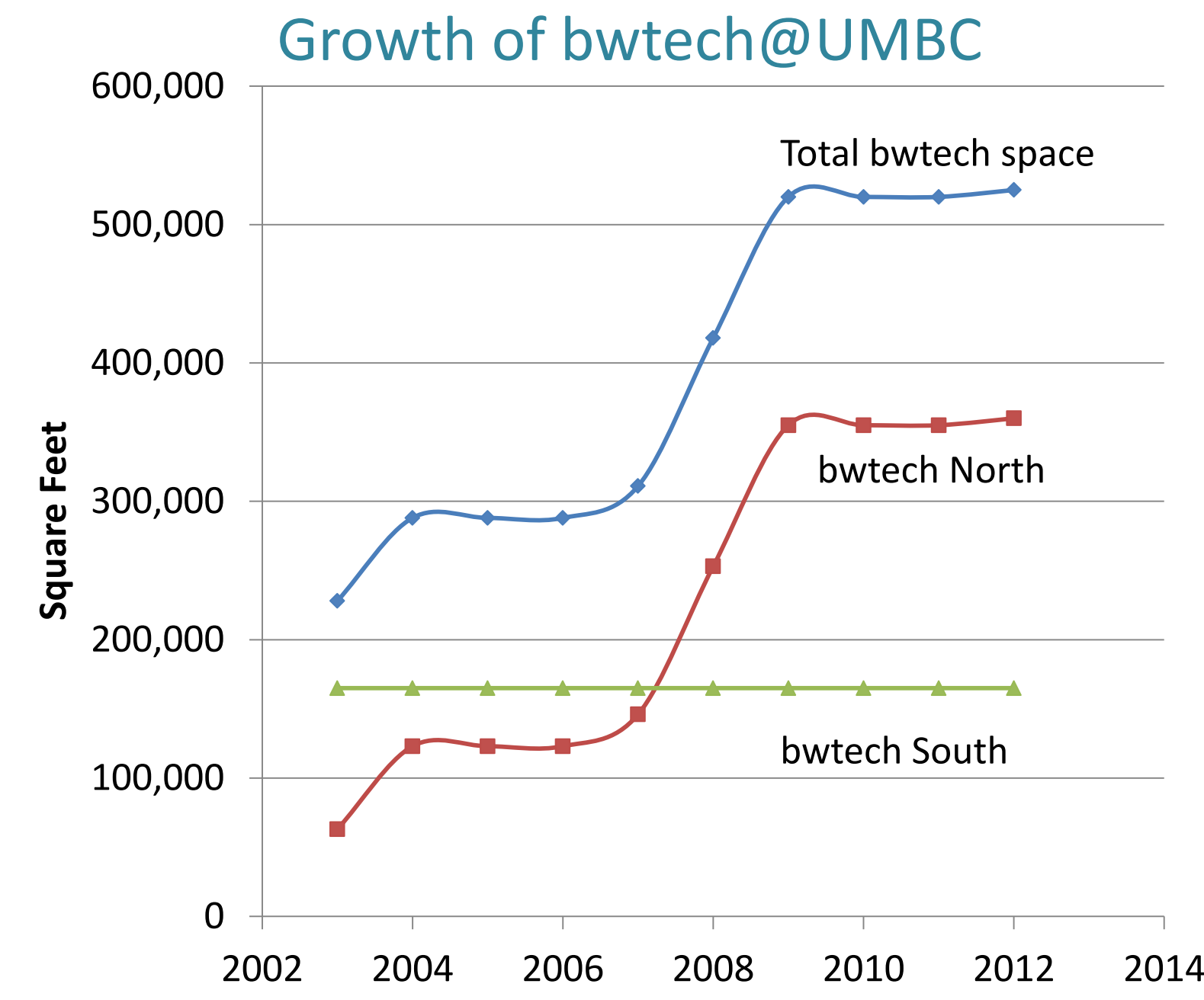
- Internship and employment opportunities
- Faculty consulting
- Research collaborations
- Use of UMBC equipment and facilities
- Significant economic and fiscal impacts

COMPANY INTERACTIONS WITH CAMPUS:

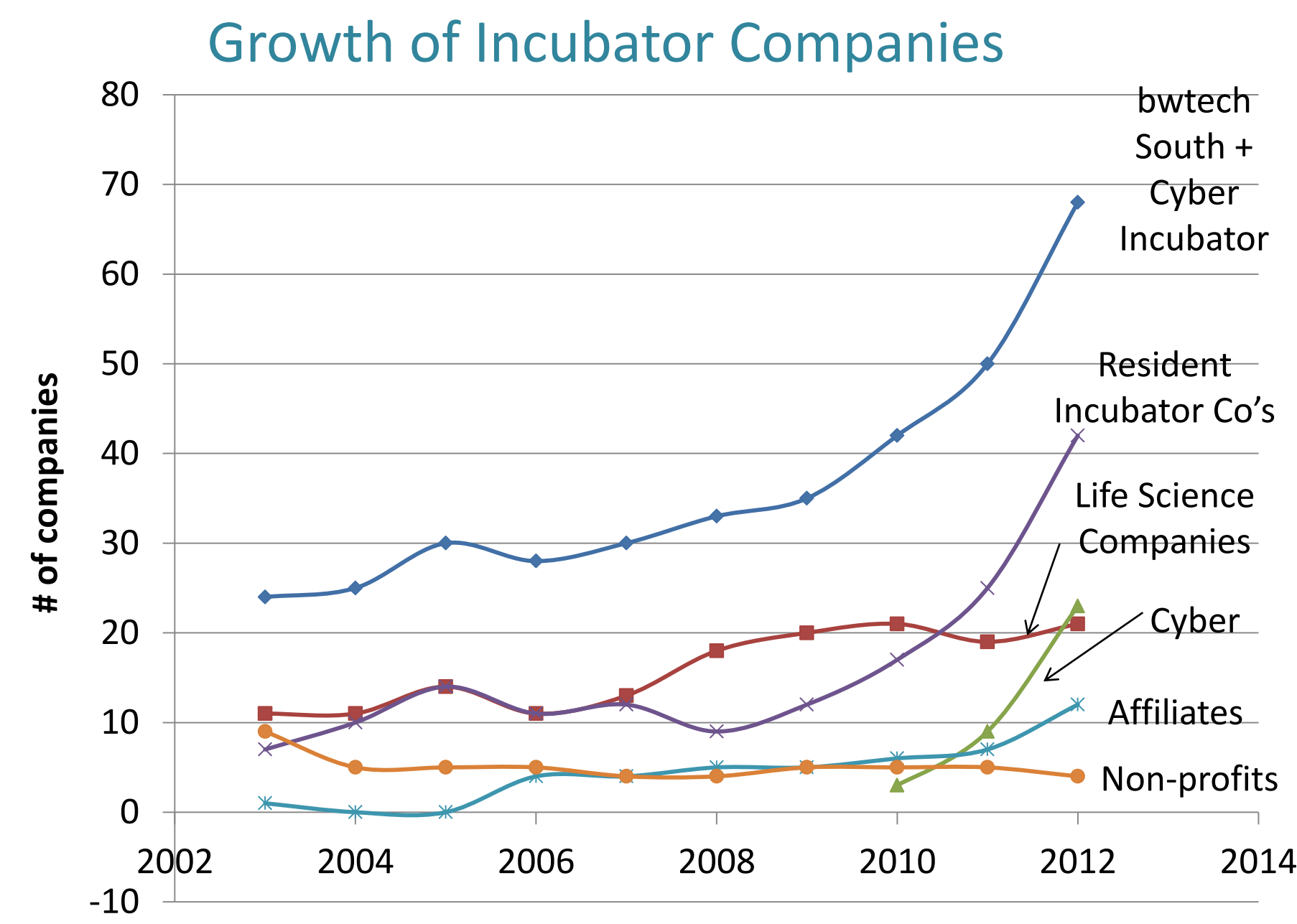
- 85% of bwtech companies interact with campus
- 75 UMBC students working at companies since Jan 2012
- 55 UMBC alums currently work at bwtech companies
- 300 UMBC and non-UMBC students have worked at bwtech companies since Fall 2005
- 87 current collaborations with faculty and staff

FISCAL IMPACTS- SUMMARY:

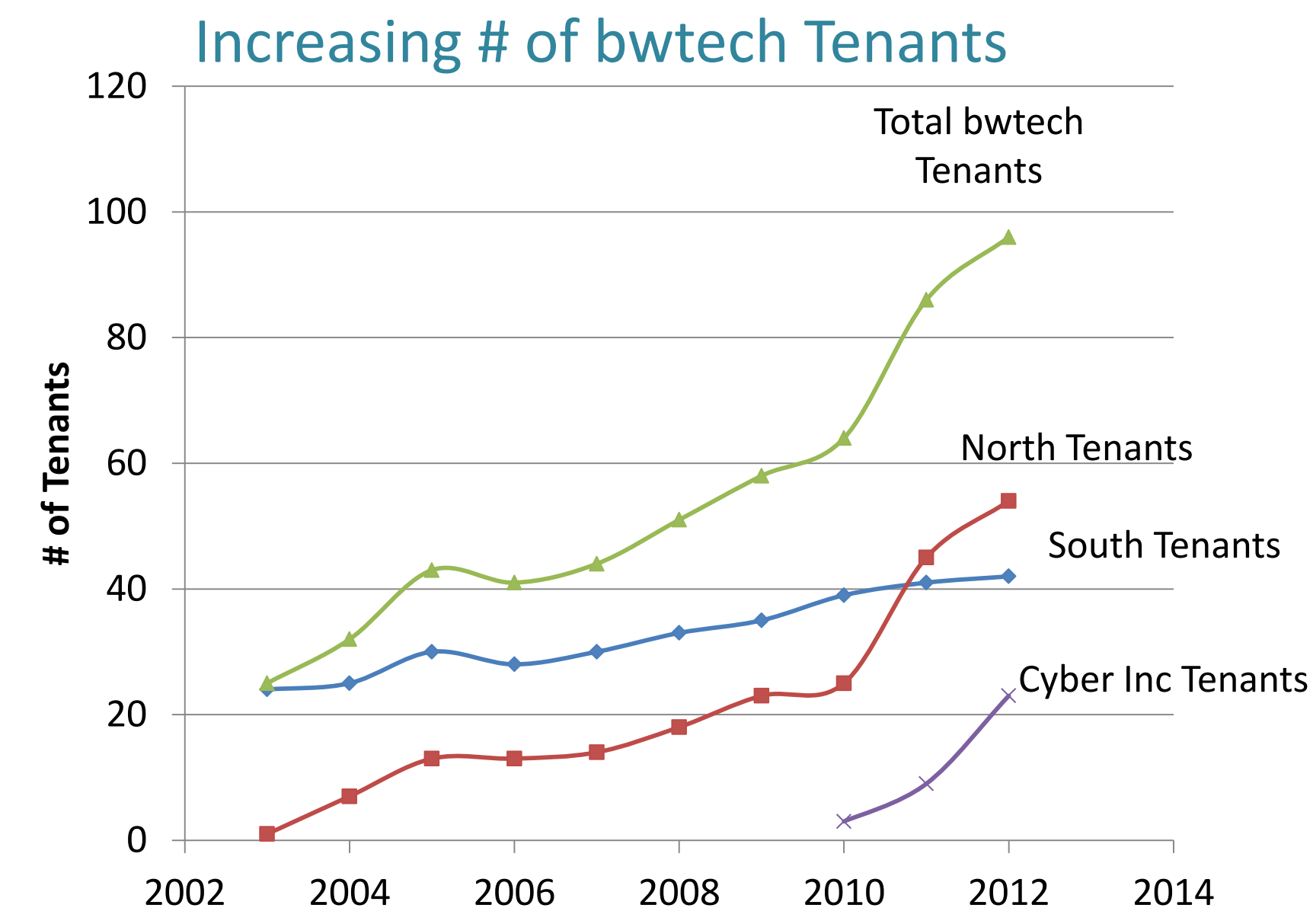
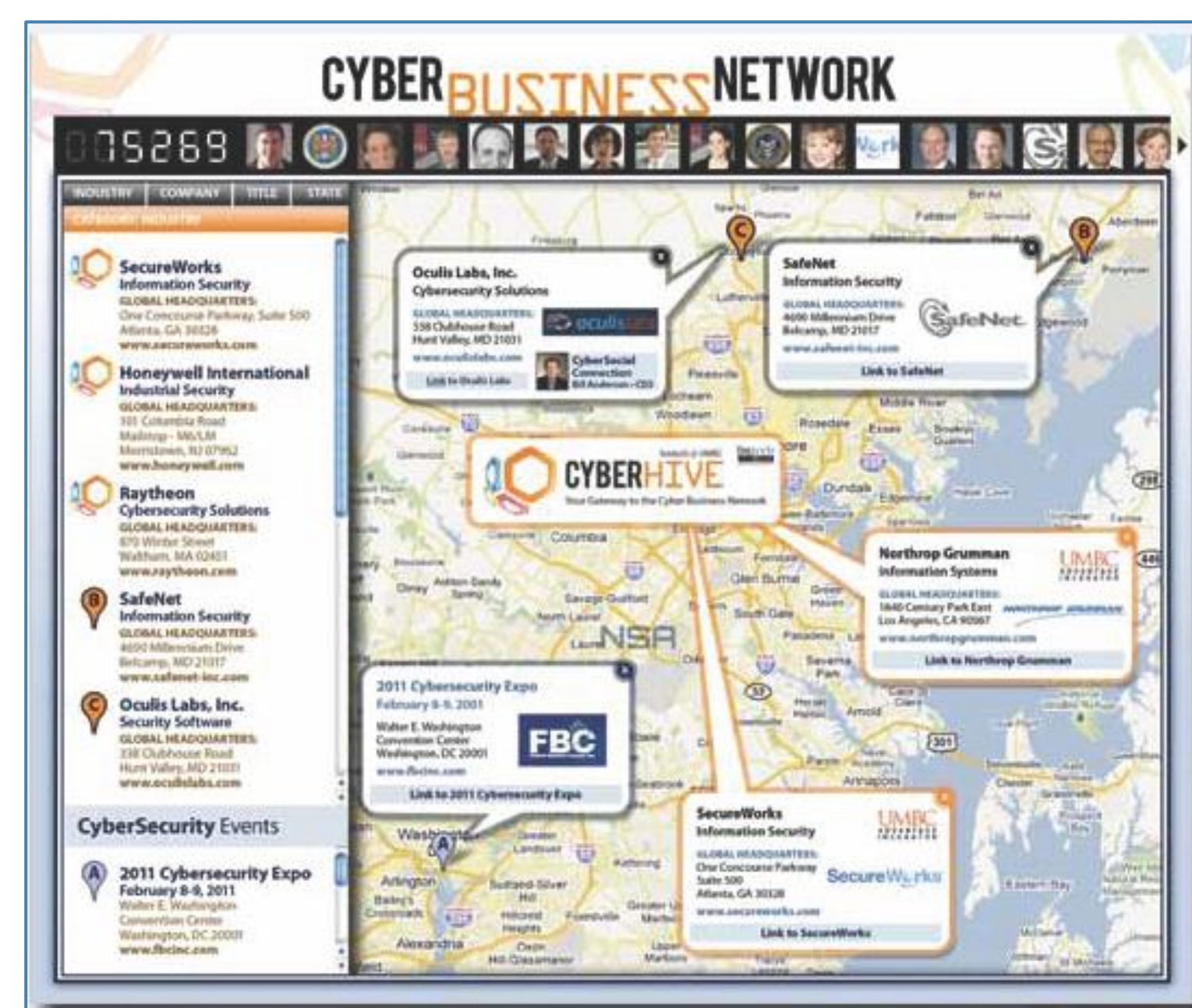
- \$2.1M per year in income/property tax in Baltimore region
- \$6.3M per year in income, sales and property tax for State and outlying counties
- \$11 in state income/sales tax revenue for each State dollar invested
- \$7 in Baltimore County area local income tax collections for each dollar invested



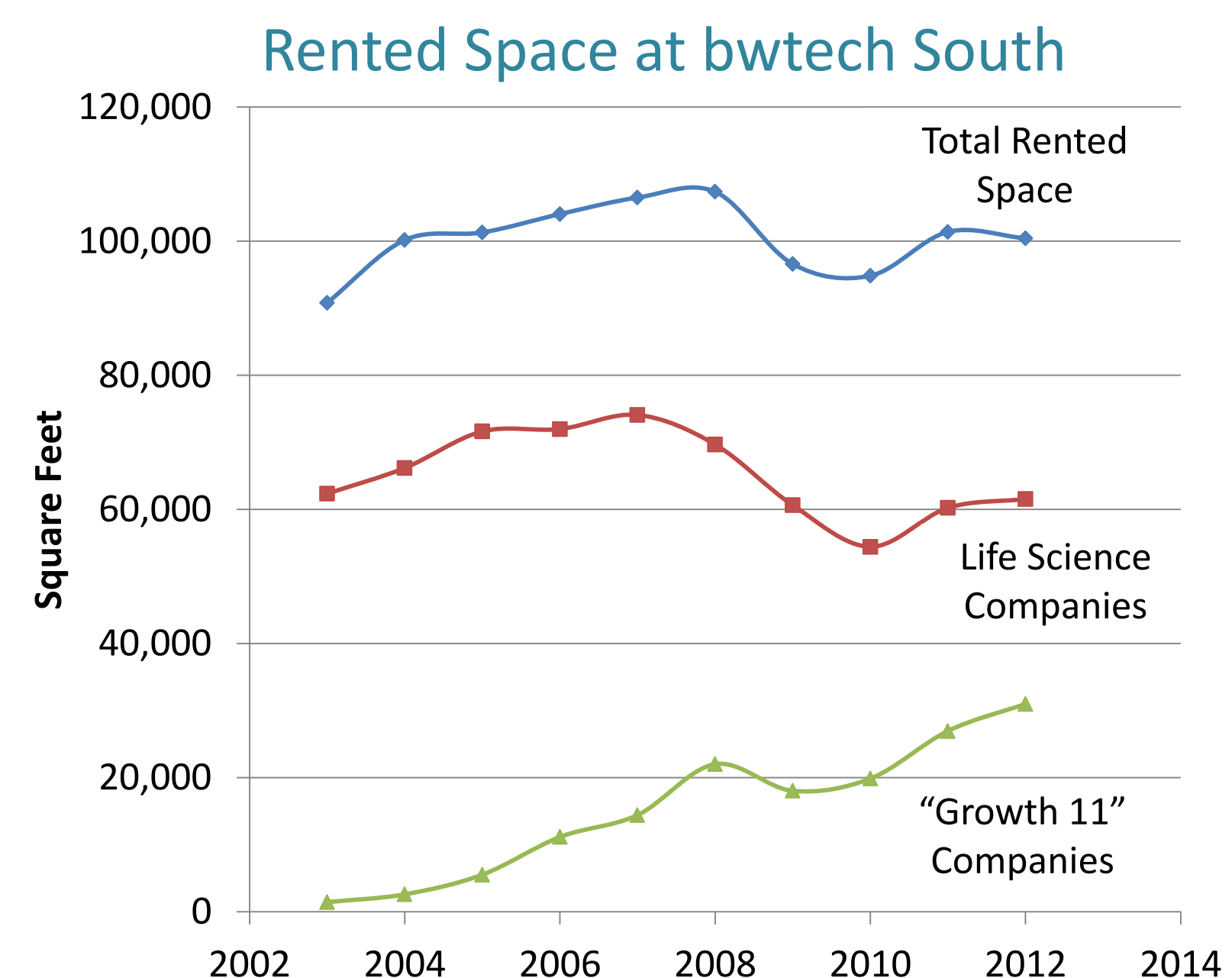
- bwtech South (3 bldgs.) = 165,000 sq ft
- bwtech North (5 bldgs.) = 360,000 sq ft



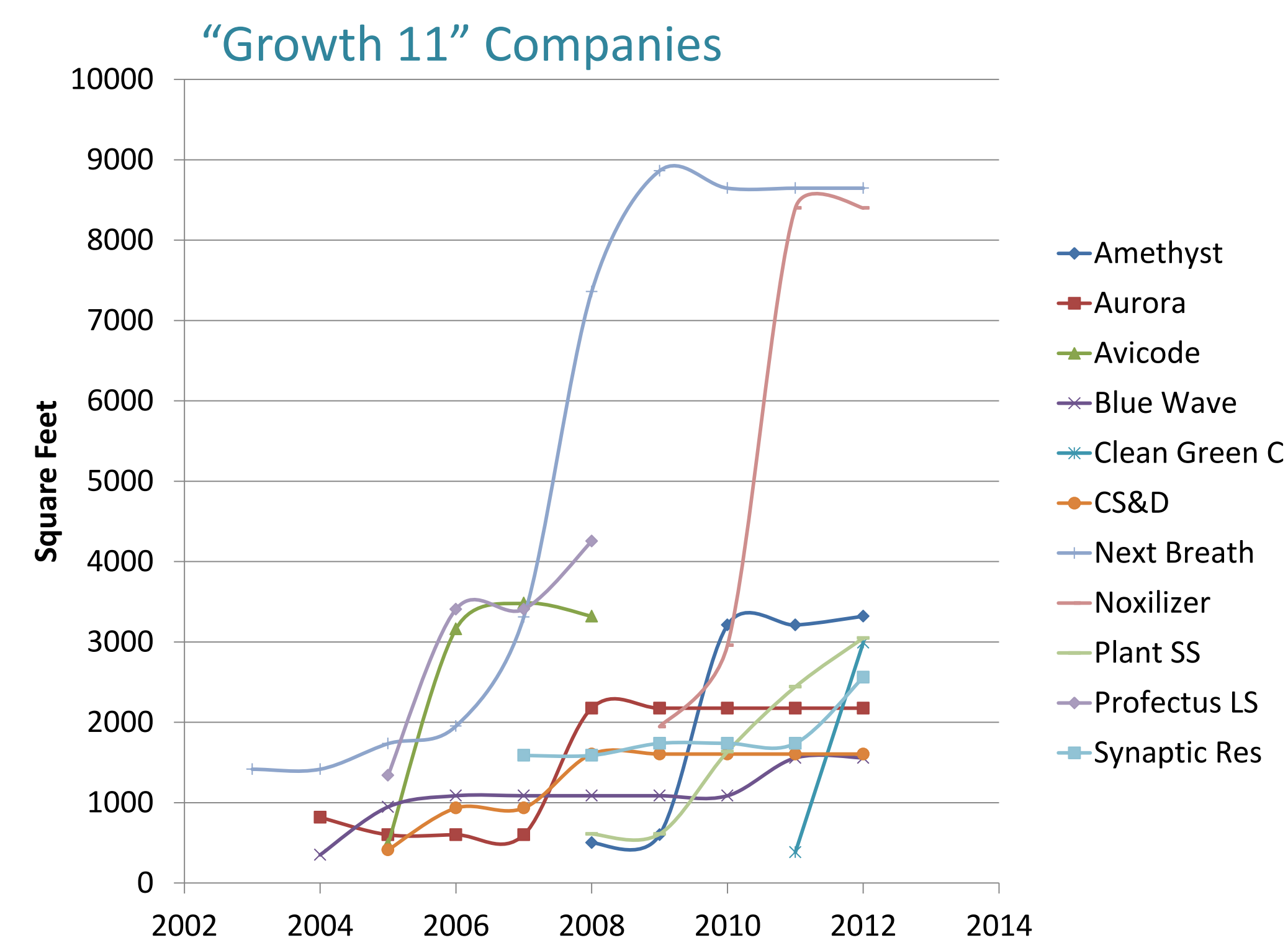
- Between 2003 to 2012:
- 3X growth in Incubator + Accelerator Companies
 - 2X growth in Life Science (LS) Companies
 - At bwtech South, LS companies = 2/3 of total
 - 4x growth in Incubator companies since 2008
 - 22 Cyber Incubator companies since 2010
 - Non-profits have decreased; Affiliates increased



- Total number of tenants > 100
- Steady increase in tenants -- North & South
- Growth in Cyber companies since 2010
 - Now total of 35 Cyber Companies



- Total rented space averages 100,000 sq ft
 - Not leaseable (common) space = 55,000 sq ft
- Life Science Companies avg. 65,000 sq ft (65%)
- Targeted "Growth Companies" -- 30% of Total



- "Growth 11" Companies – Targets for incubation
- Companies require 1-2 years before expansion
 - Next Breath, Noxilizer, Amethyst
 - Each company has its own growth pattern
 - Some companies leave to expand
 - Profectus Biosciences & Avicode



Life Sciences Incubator 1994



Cyber Incubator 2010



Clean Energy Technology Incubator 2009

ENTREPRENEURSHIP TRAINING

ACTIVATE®

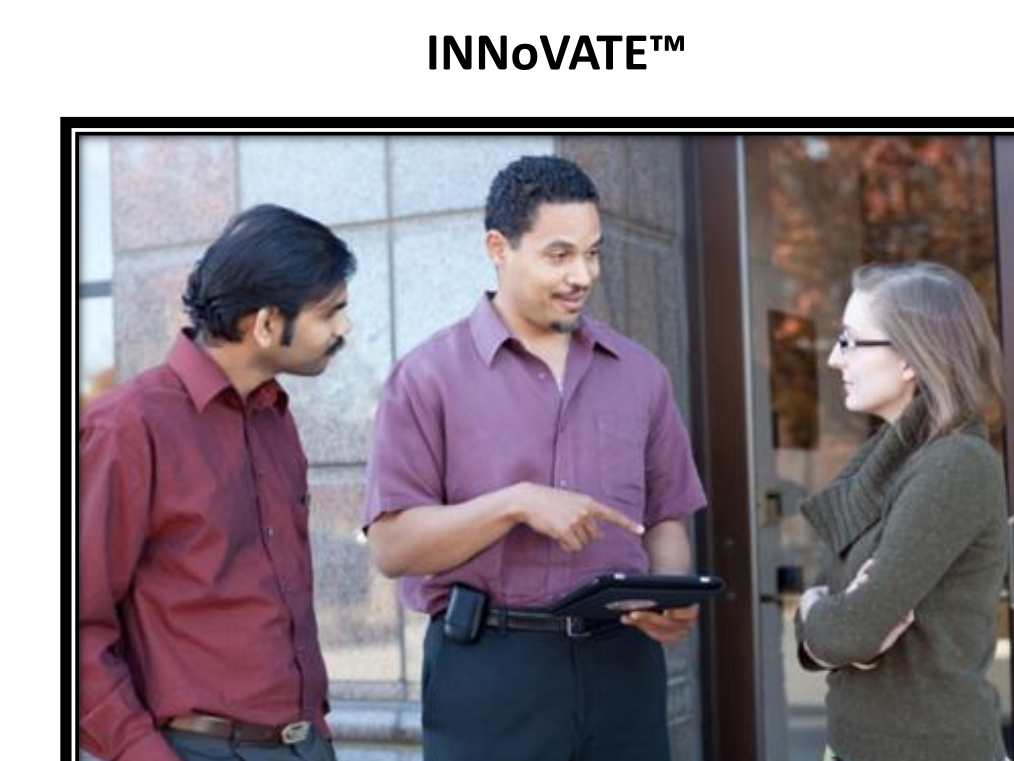
- 2004 -- NSF 3-year grant of \$712K + funding from Kauffman Foundation, TEDCO, Corporate Sponsors
- Recruit, train and support mid-career women technology entrepreneurs
 - 2005-2010 at UMBC -- 107 Graduates; over 35+ companies formed
- 2010 -- Licensed to Path Forward Center for Entrepreneurship
- Columbia MD, No. VA in 2012 -- 22 graduates, 11 companies

INNOVATE™

- 2009 -- NSF 3-year grant of \$600K
- Postdoctoral researchers and other scientists; healthcare focus
 - 2010-12 -- 39 Graduates + 21 in current class -- 12 companies

ACTIVATE Participant Statistics – UMBC Program Only

	2005	2006	2007	2008	2009	2010	Total
Participants	21	22	25	20	21	16	125
Graduates	16	18	25	17	18	13	107
Education Levels and Minorities							
PhD/MD	5	7	8	5	9	6	40
MBA's	12	6	8	7	2	5	40
Attorneys	2	0	1	0	0	0	3
Minorities	19	11	13	8	6	8	65



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