



*TEDCO Seed Funding
Programs for Technology
Development*

TEDCO Briefing

Ronald W. Kaese

October 26, 2008



Technology Transfer Mission

- Build the technology-based economy in Maryland
 - Outreach
 - Project development
- Assist companies and laboratories to achieve their mutual objectives



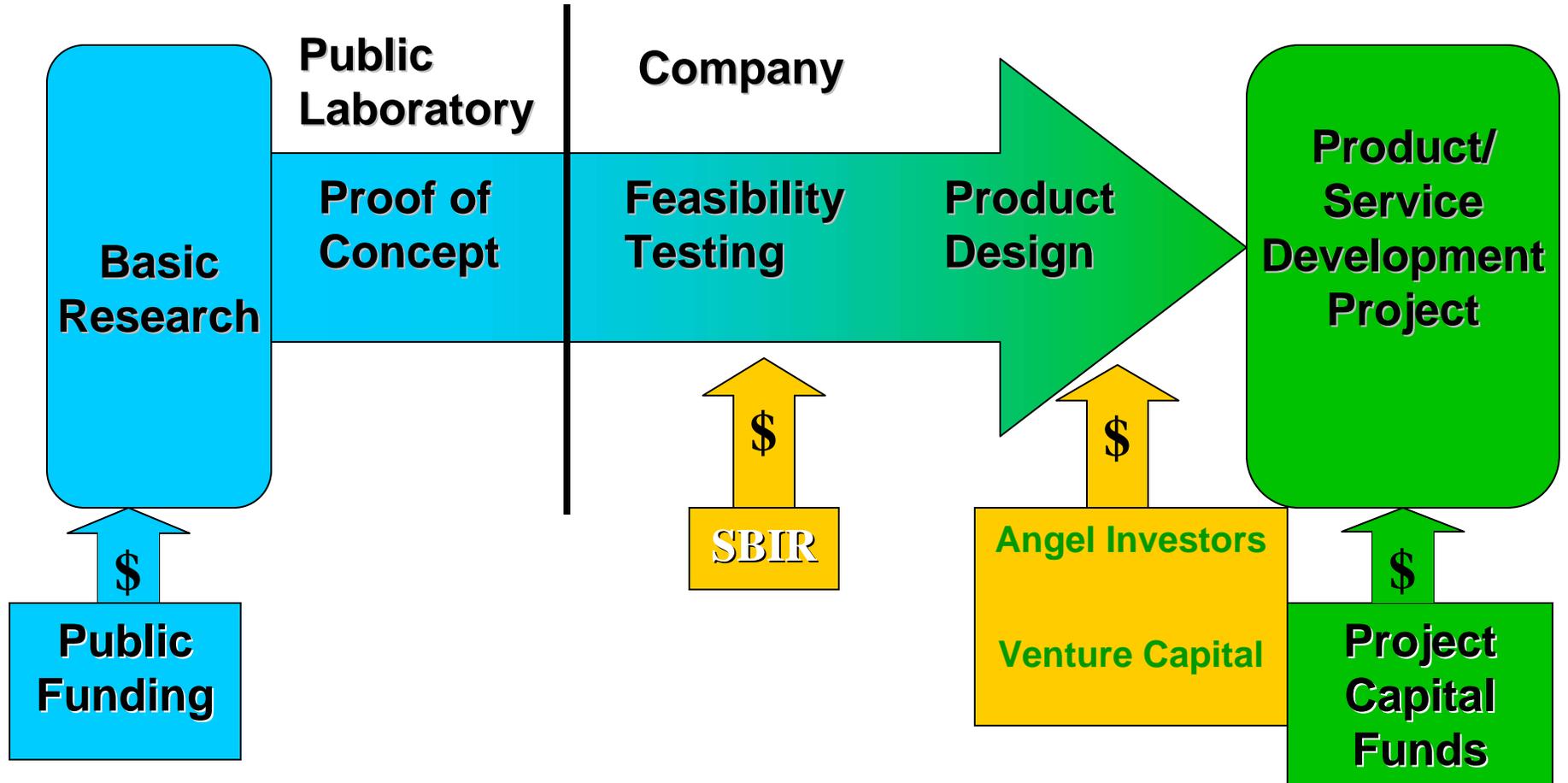
Technology Transfer Projects

- Focused collaboration
 - technology development
 - public lab and a private company
- TEDCO program initiatives defray a portion of the development costs
- Allow company and its technology to mature and find continuation funding
- Enabling funding - Not sustaining funding



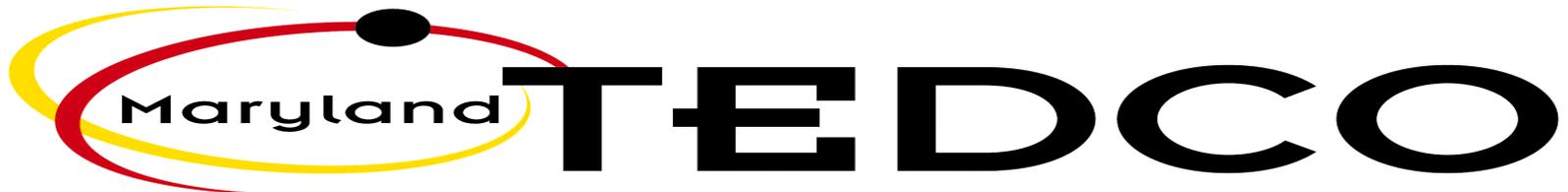
TEDCO

Technology Development Corporation

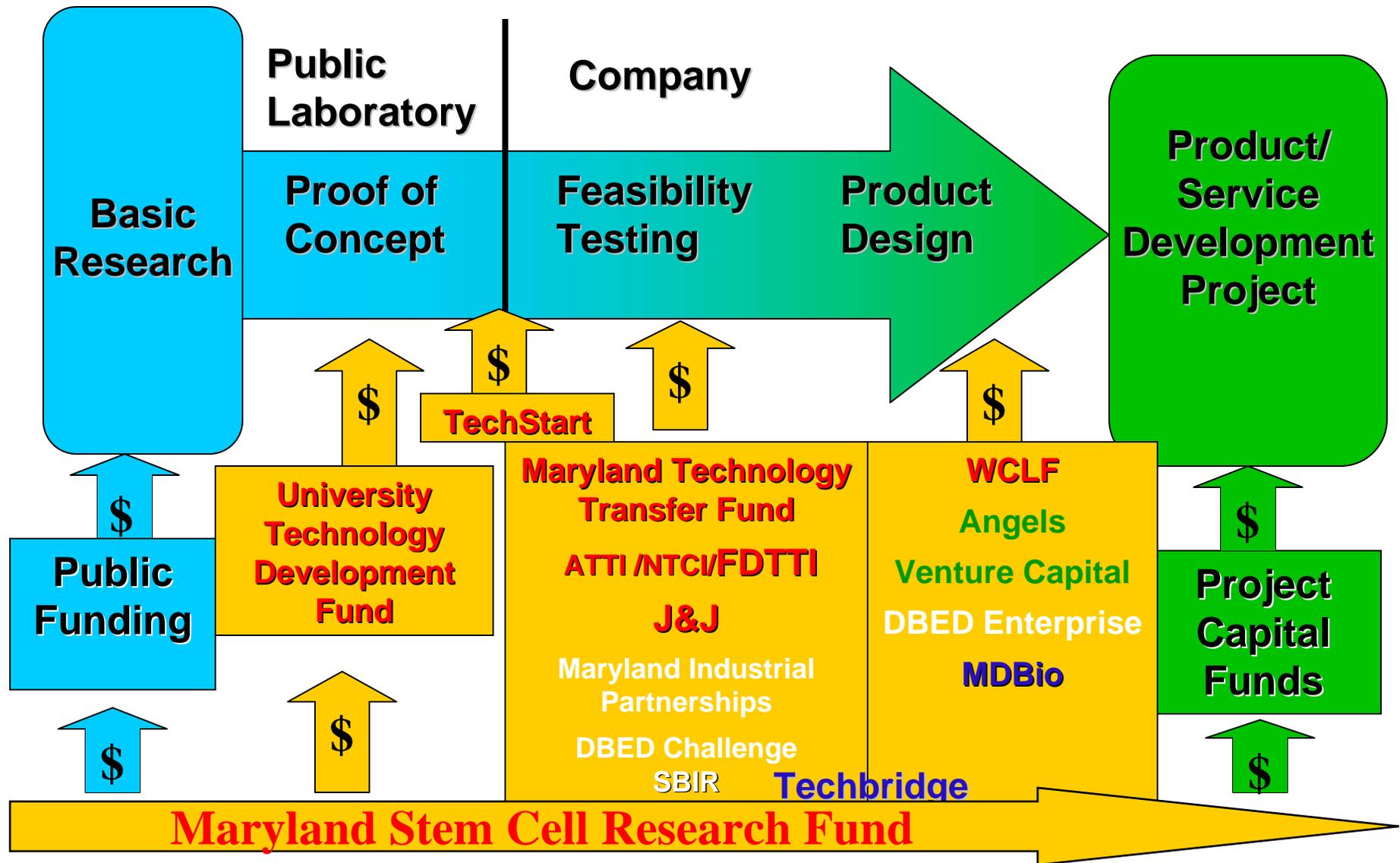


Funding Opportunities Outside Maryland

TEDCO's depiction of the Valley of Death



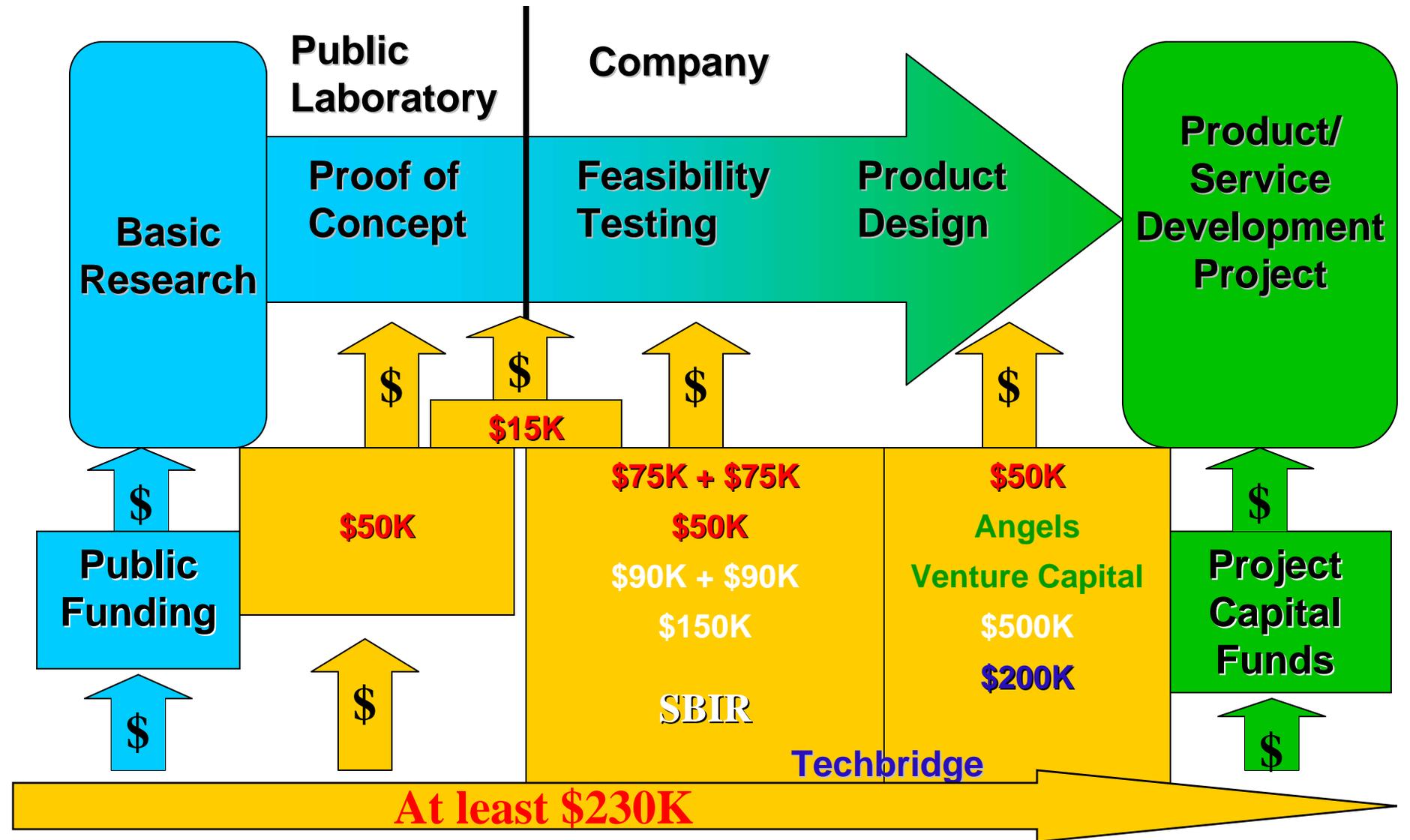
Technology > Development > Corporation





Maryland TEDCO

Technology Development Corporation





Maryland Technology Transfer Fund (MTTF)

- Facilitate the transfer of technology between Maryland Universities or Federal Laboratories and Maryland Companies
 - Project must involve significant collaboration
- Maximum award amount is \$75,000.
 - Reimbursable award
 - Requires a 50% company match



MTTF Success Criteria

- Achieving technical/budget/schedule milestones
- Finding continuation funding
 - 114 companies with completed MTTF projects (October, 2008); 140 projects funded; 54.4% rate.
 - \$6.8M in TEDCO support
 - >\$200M in continuation funding
 - **>30:1 leverage**
 - Funds were raised from Angel, VC, SBIR, ATP, State, Debt Capital, Fed Contracts, Strategic Partners, etc.



MTTF Eligibility

- Recipient must be Maryland business
 - Fewer than 16 employees OR
 - University/fed lab spin-out less than 5 years prior to proposal
- Recipient must be early stage
 - No revenue OR
 - Revenue = commercial product sales/services
 - No venture investment



Eligible Collaborators

- Any research university or college in Maryland
- Federal research labs covered by TEDCO agreements
 - All NASA Centers
 - All of USAMRMC
 - All of NIH
 - All of USDA



www.invenioip.org

A source for locating technology from
the federal labs or universities



Application Process

- Whitepaper
- Proposal submitted to "TEDCO FUNDS"
 - Proposal guidelines
 - Request a New User account for company Authorized Official
 - Submission deadline 1st of each month
- Review process requires two months
- A formal closing (within 90 days)



Technology Development Corporation

Maryland Technology Development Corporation (TEDCO) - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites

Address http://www.marylandtedco.org/

Google Go Bookmarks PageRank 3 blocked Check Look for Map AutoFill Send to

The main content area of the website features a navigation menu on the left with items like "TEDCO Programs", "Calendar of Events", and "Press Room". The "TEDCO Programs" menu is circled in red, with an arrow pointing to it. The main banner includes a "What's New" section with news about a new address and a deputy executive director. A central image shows a person in a lab with the text "paving: The Future". A search bar is located below the banner. At the bottom, a "QUICK Links" section is circled in red, with an arrow pointing to it, containing links for "TEDCO Funds - Apply Now!", "TEDCO Project Portfolio", and "SBIR Winners in Maryland".

www.marylandtedco.org



Proposal Review

- Outside commercialization review
(with NDA)
- Outside technical review
(with NDA)
- Site Visit
- Advisory Review Team



Award Process

- TEDCO President makes final decision
- Company key documents for closing review
 - Bylaws, Corporate Resolution and Financial Statement
 - Collaborative agreement finalized
 - Attachments to agreement
 - SDAT Registration



Johnson & Johnson Joint Investment Program

- Transformational medical technology
- Interests of *J&J*
- Maximum award is \$150,000
 - MTTF process
 - Reimbursable award, TEDCO Agreement



BRAC Technology Investment Program

- \$375K for this one time program
- be awarded to companies located in the state that are involved in “Spinning In” or “Spinning-Out” technologies related to BRAC
 - MTTF process; up to \$75,000
 - Refundable award, TEDCO Agreement



Fort Detrick Technology

Transfer Initiative (FDTTI)

- Transformational medical technology
- Meet Army technology needs (BioMed focus)
- Maximum award is \$50,000
 - Executive Panel Decision
 - Grant, TEDCO Agreement



University Technology Development Fund

- Supports pre-commercial research on university technology for commercialization
- All institutions of higher education in Maryland are eligible
- University faculty or staff apply in cooperation with the technology licensing office
- Maximum award: \$50,000



TechStart Program

- Increase the number of university start-up companies
- All university labs in the State are eligible
- Team - experienced entrepreneur, the inventor, and a technology transfer manager
- Funding up to \$15,000 for commercialization analysis
 - (IP, market, competition, business model)



Rural Business Innovation

Assistance Program

- To assist small technology oriented companies in obtaining critical assistance to move their companies to the next stage at no cost to the company
- Create economic development by strengthening existing and emerging companies in rural regions of Maryland
- To build a technology entrepreneurial community in the rural areas



RBI Assistance

- Business assistance (examples)
 - business plan review
 - market and competitive analysis
 - developing a business model or strategy
 - financial analysis
 - grant review
- Technology assistance (examples)
 - intellectual property
 - prototype development
 - manufacturing problem solving
 - green assessments, etc.
- Assistance per company is \$5,000 to \$10,000



RBI Criteria

- Companies must be involved in developing new technologies or utilizing technology to create new businesses
- Companies must be less than 12 employees
- Annual revenues less than \$1 million/year
- Age of company not a factor



Working Capital Loan Fund

- Working capital loans - \$15,000-\$50,000
- Terms typically 3 - 5 years, no less than 6 months
- Interest rates at or below market rate
- Targets is incubation stage companies
- Eligible companies
 - located in Maryland
 - early stage
 - technology related
 - beyond development



Working Capital Loan Fund

- Applications received by the 1st
- Due diligence by staff
- Site visit
- Review completed within 30 days
- Applications at www.marylandtedco.org



Maryland Stem Cell Research Fund

- The Maryland Stem Cell Research Fund was established by the Maryland General Assembly under the Maryland Stem Cell Research Act of 2006 to promote state-funded human stem cell research and medical treatments through grants to public and private entities in the state.
- There are three types of grants:
 - Investigator-Initiated Grant up to \$300K/year for five years
 - Exploratory Grant up to \$100K/year for two years
 - Funding up to \$55K/yr for post-doctoral fellows who wish to conduct basic and/or translational research on human stem cells in the State of Maryland.



Maryland Stem Cell Research Fund

- The third round of funding from the Maryland Stem Cell Research Fund, \$19 million in FY 2009
- Required letters of intent due:
 - November 14, 2009
 - Final submission date January 2009
- Stem Cell Symposium Dec 3, 2008
- For up to date information please see:
<http://www.marylandtedco.org/MSCRFPage.cfm>



Benefits of TEDCO Funding

- Access to business and technical assistance
- Access to Venture Capital, angels, and strategic partners (e.g. Johnson & Johnson)
- Publicity through TEDCO press releases
- Recognition and reputation of state programs
- Workshops for TEDCO funded companies only
 - Meet one on one with experts
 - Network with other companies



Entrepreneurial Assistance

- Achieving The Commercialization of Technology in Ventures Through Applied Training for Entrepreneurs (ACTiVATE)
- The Maryland Minority R&D Initiative (MMRDI)
- The Maryland Rural Business Innovation Initiative (RBI)
- The New Markets Growth Fund (NMGF)