



TEDCO

LEADING INNOVATION TO MARKET

Leading Innovation to Market for 26 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.*



Tech Transfer

Moving innovations from the research lab to the commercial sector to create new startups and to make new products and cures available to the public.



**Maryland Stem Cell
Research Fund**

**Maryland Innovation
Initiative Fund**

**Federal Technology
Transfer**

Maryland Stem Cell Research Fund

Our Goal

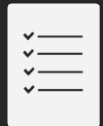
Develop new medical strategies for the prevention, diagnosis, treatment and cure of human diseases, injuries and conditions through human stem cells.

Program to Date



\$192M+

Awarded



596+

Grants
Awarded



30+

Organizations



40+

Disease
Indications



Maryland Innovation Initiative Fund

Our Goal

To accelerate and market promising technologies with significant commercial potential from Maryland academic research institutions.

Program to Date



\$52.3M
Invested



\$737.4M
Follow-On Funding



176
Start-up companies
created & supported

Collaborating Universities



Pilot Program Universities



Federal Programs

SBIR/STTR Proposal Lab

- Training program and 1-on-1 mentoring
- Goal: To double the national award rate for SBIR/STTR proposals
- 40% success rate for Maryland companies seeking Phase 1 awards

DefTech

- Supporting businesses by leveraging technology, facilities, equipment, and expertise out of the MD Department of Defense Labs
- Partnership between TEDCO and the MD Department of Commerce



Investments

Growing strong companies in Maryland and providing economic and financial returns to the state.

- Pre-Seed
- Seed
- Early-stage Venture Capital

Our Experts



Jack Miner
Chief Investment Officer



Katherine Hill Ritchie
Sr. Director,
Venture Funds



Jean-Luc Park
Sr. Director,
Social Impact Funds



Teddy Gresser
Director,
Seed Funds



Avanti Shetye, CFA
Director, Fund Portfolio
Compliance and
Administration



Mark A. Crosby
Sr. Director, Investment
Operations and Portfolio
Management

Social Impact Funds



Invests in pre-seed technology-based businesses owned and managed by economically underserved entrepreneurs:

- Pre-seed stage
- Executive support
- Peer-to-peer education and collaboration
- \$100K - \$200K convertible note investments
- **Types of Funds:**
 - Builder Fund
 - Inclusion Fund



Jean-Luc Park
*Senior Director,
Social Impact Funds*

Recent Investments:



Seed Funds



- **\$4M** annual fund
- **\$100K - \$500K** initial investments
- **Types of Seed Funds**
 - Technology Commercialization Fund
Funds are 100% deployed for FY25
 - Cybersecurity Investment Fund
 - Life Science Investment Fund
 - GAP Fund



Teddy Gresser
Director, Seed Funds

Recent Investments:



Venture Funds



Early-stage, evergreen venture capital funds dedicated to funding and growing the next generation of outstanding businesses in Maryland.

- **\$110M** evergreen fund
- **\$500K - \$1.5M** investments made



Katherine Hill Ritchie
Senior Director, Venture Funds

Recent Investments:



Polaris
Genomics™



Business & Ecosystem Resources

- Prelude Pitch
- Marketing Toolkit
- SBIR Proposal Lab
- Network Advisors
- Market Search Database
- Start-up Orientation Forum
- Maryland Entrepreneur Hub
- Entrepreneur Expo & Pop-ups
- Ecosystem & Portfolio Company Storytelling
- Rural Business Innovation Initiative
- Urban Business Innovation Initiative



Rural Business Innovation Initiative

Four Mentors in Maryland's Rural Regions

Lower Shore Region

- Talbot, Caroline, Dorchester, Wicomico, Queen Anne's, Somerset, and Worcester Counties

Northern Region

- Frederick, Carroll, Northern Baltimore, Harford, Cecil, and Kent Counties

Western Region

- Washington, Allegany, and Garrett Counties

Southern Region

- Calvert, St. Mary's, and Charles Counties

Urban Business Innovation Initiative

Two Venture Growth Advisors in Maryland's Urban Regions

- **Baltimore City**
- **Prince George's County**

"First learn to stand,
then learn to fly."
- Mr. Miyagi
The Karate Kid



Ecosystem Storytelling

- **Stitching, Storytelling, Scaling, and Stickiness** – the four “S’s” of success.
- Getting the word out and expanding networks is essential to early-stage growth. TEDCO supports this process through:
 - Articles
 - News Segments
 - Interviews
 - Creating lasting connections
 - Social media gurus 🕶️



[Western Maryland Startups Receive Spark Award](#)



[ABC7 Good Morning Washington: Jocelyn King, VirgilHR](#)



Social Media



[How Maryland can take a lesson from Superman and Popeye to move forward](#)



[Maryland Commerce Invests in Southern Maryland innovation](#)

TEDCO's ENTREPRENEUR EXPO

SAVE THE DATE

DECEMBER 4, 2024

VISIT [TEDCOMD.COM/EXPO](https://tedcomd.com/expo)





Events Calendar

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Request for Thought Leaders

The TEDCO team is available to provide expert commentary and analysis on a broad range of topics.

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