

University System of Maryland
New Company Formation
January 1, 2016 – June 30, 2016

Summary of New Companies Facilitated by USM Institutions by Tier

Tier 1: 13 total

- UMCP – Total: 5 licensed university-owned IP
- UMB – Total: 5 licensed university-owned IP
- UMBC – Total: 3 licensed university-owned IP
- Total Women-Owned: 3

Tier 2: 38 total

- UMCP – Total 18: 7 companies received significant mentoring through the Fearless Founders Program at the Dingman Center; 8 companies received significant mentoring through the Venture Accelerator Program at MTech; 3 received significant mentoring through the I-Corps Program through MTech;
- UMB – Total: 1 company received significant mentoring through the UM Biopark
- SU – Total: 5 received significant mentoring in SU's Shore Hatchery
- UMBC – Total: 2 companies are new tenants in the Life Sciences Incubator
- SBDCs – Total of 12 received significant mentoring (Corridor Region - 6 (UMCP – 4, UMB – 2); Salisbury – 4; FSU – 2)
- Total Women-Owned: 4

Tier 3: 69 total

- UB – Total: 2 companies are using UB's Incubator space
- SU – Total: 8 companies are Business Plan Competition winners
- UMBC – Total: 1 company received mentoring from the Alex Brown Center for Entrepreneurship
- SBDCs – Total of 58 received counseling services (Corridor Region – 40 (UMCP – 9, UMB – 31); Salisbury - 9; FSU - 9)
- Total Women-owned: 4

Tier 4: 37 total

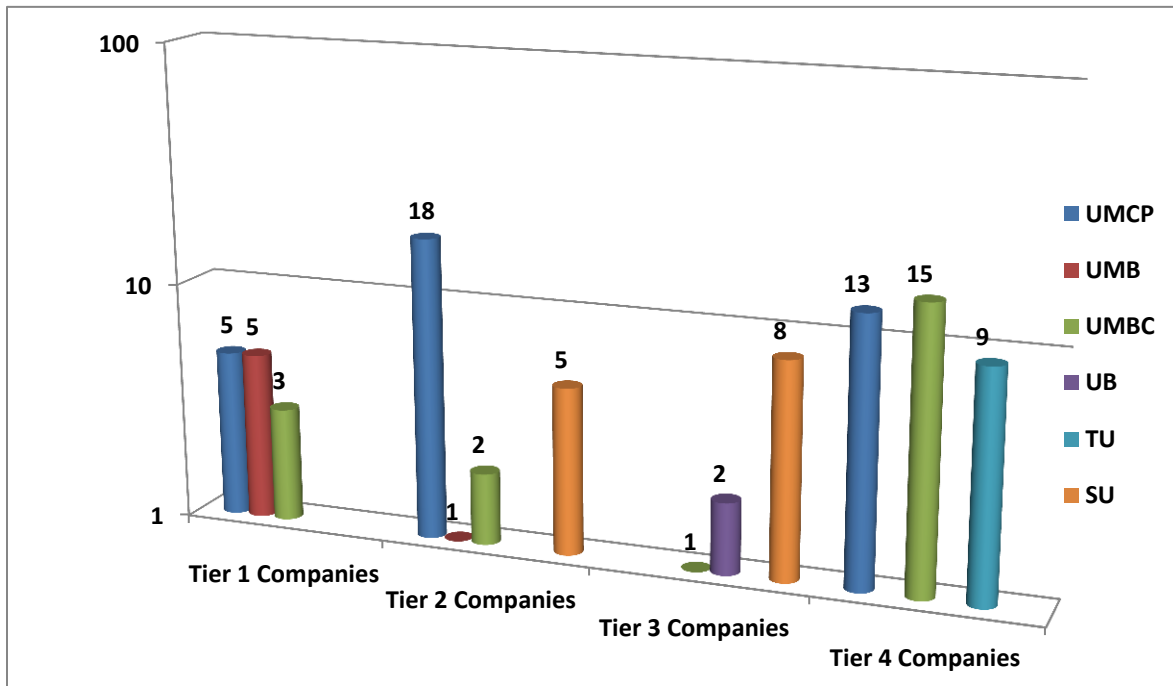
- UMBC – Total: 15 companies moved into UMBC's incubator from in-state
- UMCP – Total: 13 established companies are part of the Dingman Center Angel Investment program
- TU – Total: 9 companies moved into TU's incubator
- Total Women-Owned: 5

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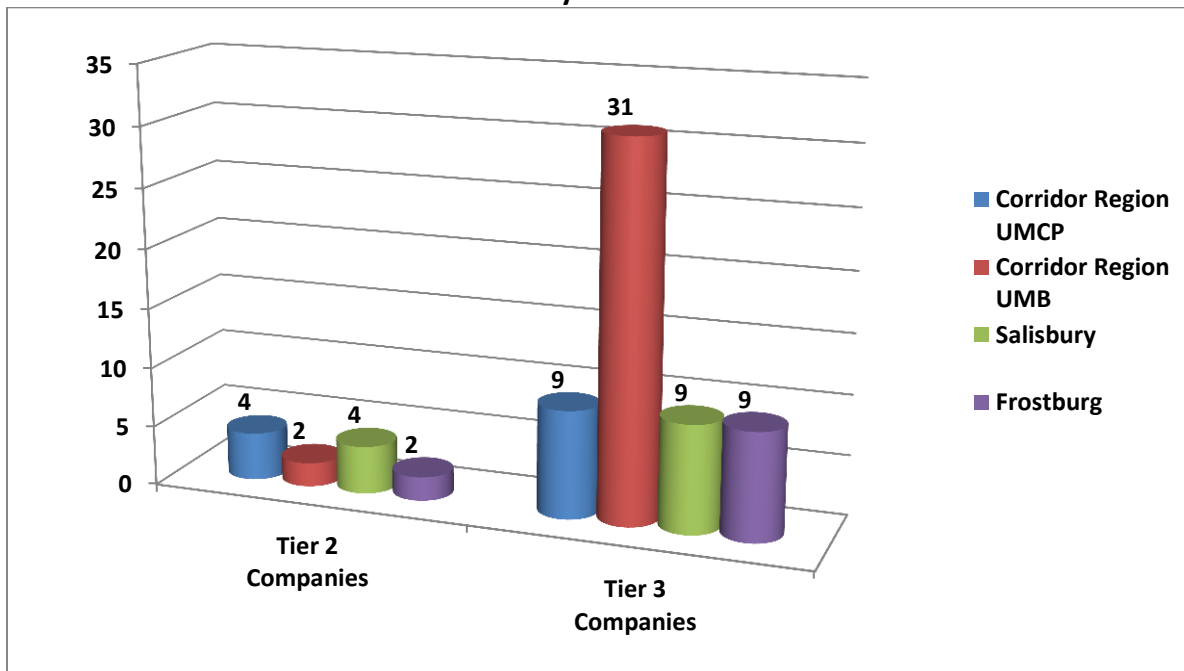
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New Companies Facilitated by USM Institutions (excluding SBDCs)



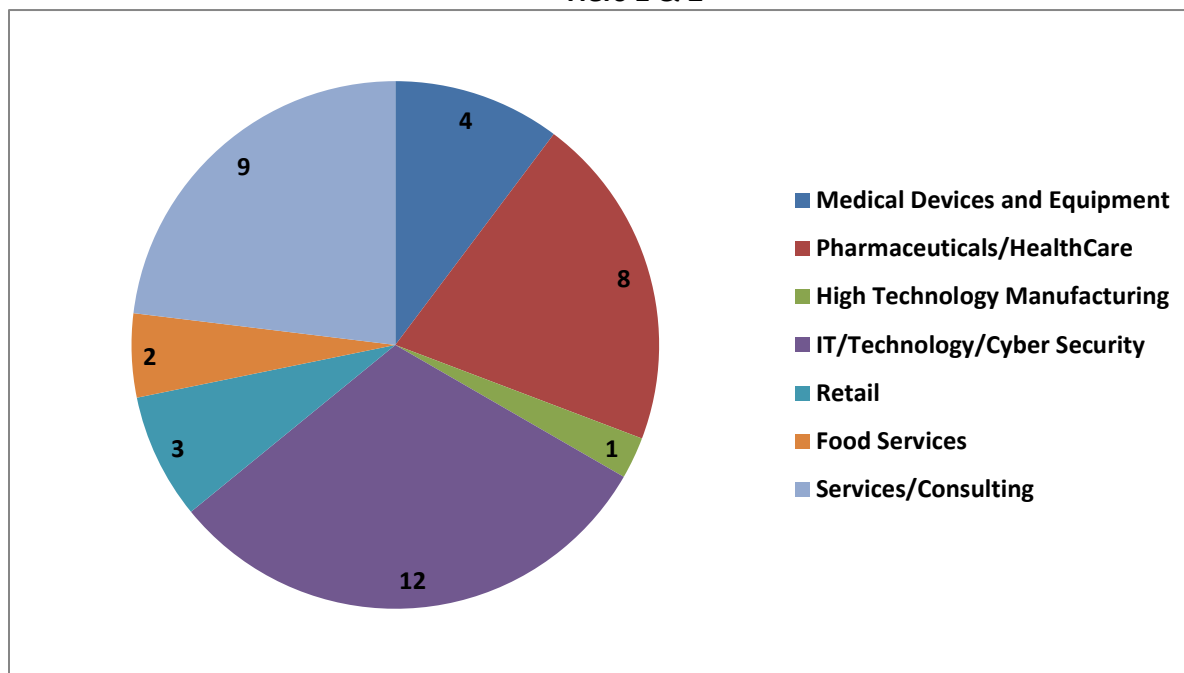
Note: The scale for the Y-axis is logarithmic.

New Companies Created through the Small Business Development Centers (SBDCs) By Institution



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New Companies Classified By Industry
Tiers 1 & 2



Examples of New Companies:

Medical Device and Equipment

On Demand Pharmaceuticals – Developing a portable device the size of a briefcase that can produce therapeutic proteins, such as insulin, in small batches in just a few hours.

Pharmaceuticals/HealthCare

Living Pharmaceuticals, Inc. – Created personalized CAR T cell therapies tailored to the patient's disease status and disease phenotype.

High Technology Manufacturing

North American Wave Engine Corporation – Developed a technology that substantially improves the design of valve-less pulse combustors also known as pulse jet engines.

IT/Technology

Hazel Analytics – Provides a suite of web-based automated tools that gather, integrate, standardize, and enable rich reporting and data analytics capabilities for regulatory food safety inspections of 1+ million retail outlets, including restaurants, grocery stores, convenience stores, food trucks, and institutional cafes.

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Retail

CardBuddy – Established a stick-on phone wallet made of high-quality leather.

Food Services

Modernature – Provides sustainable fruit and vegetable growing systems using biomimicry and technology.

Services/Consulting

Campfire Marketing – Non-profit company that teaches youth about the mindfulness techniques (attention, stress and conflict).

Committee on Economic Development and Technology Commercialization

**New Company Formation
January to June 2016**

November 2016

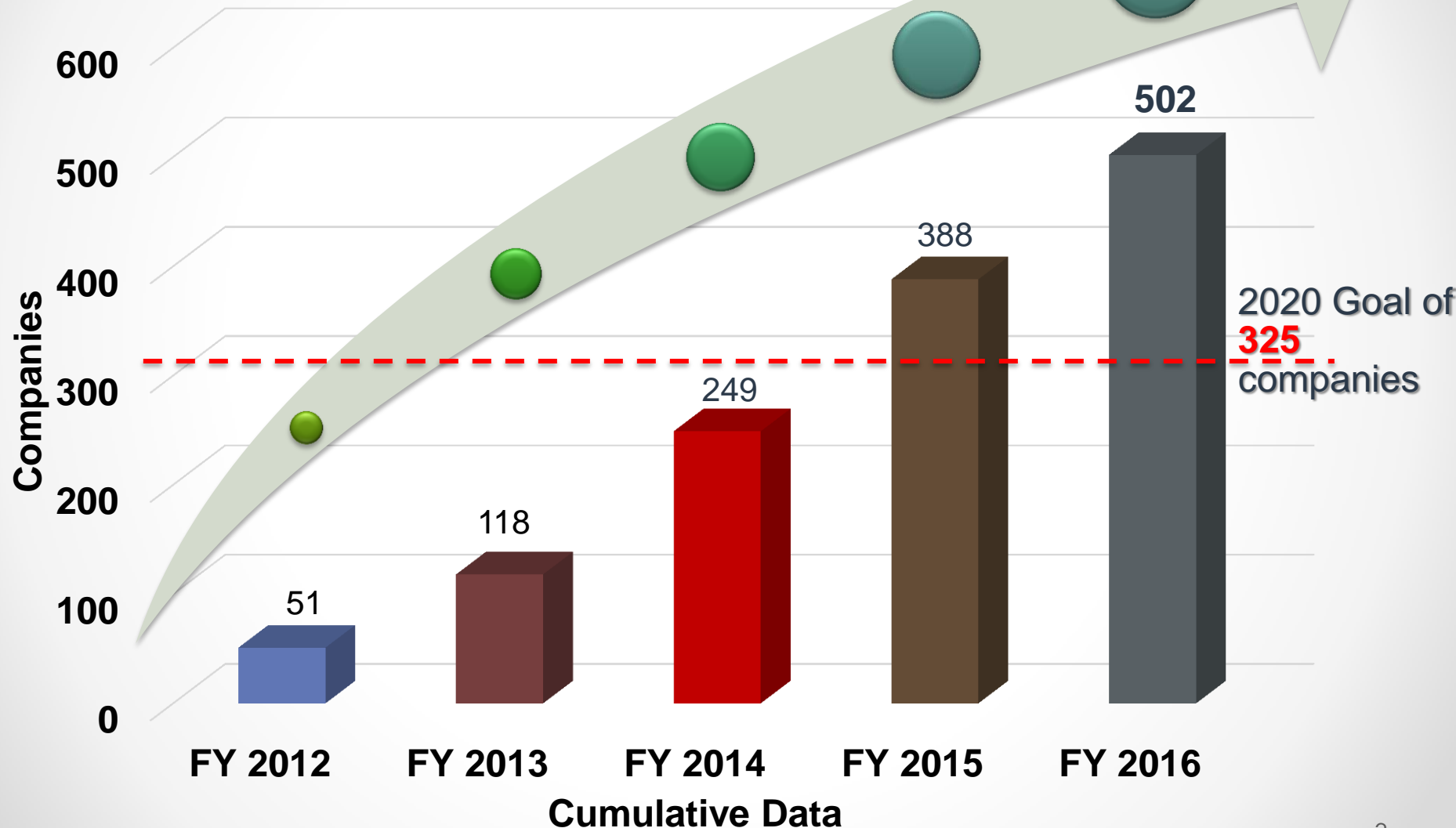
Context

- **Strategic Goal: USM institutions will facilitate the creation of 325 companies over 10 years**
- **Several USM institutions are actively engaged**
- **Numerous resources are dedicated to facilitating the creation of start-ups**



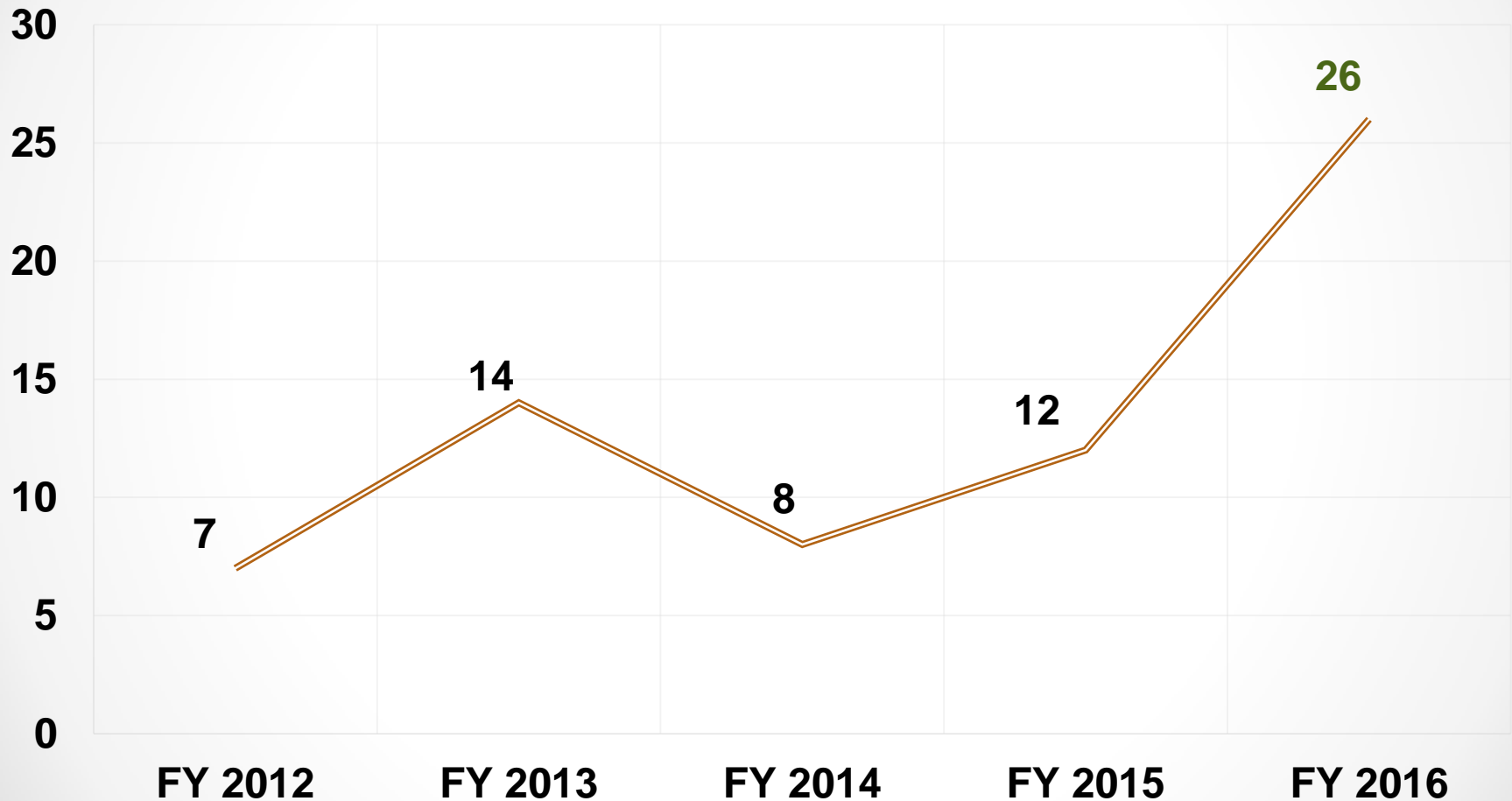
New Company Formation FY 2012 to FY 2016

Cumulative Data, including SBDC Companies



USM Tier 1 Startups FY 2012 to FY 2016

IP-BASED STARTUPS

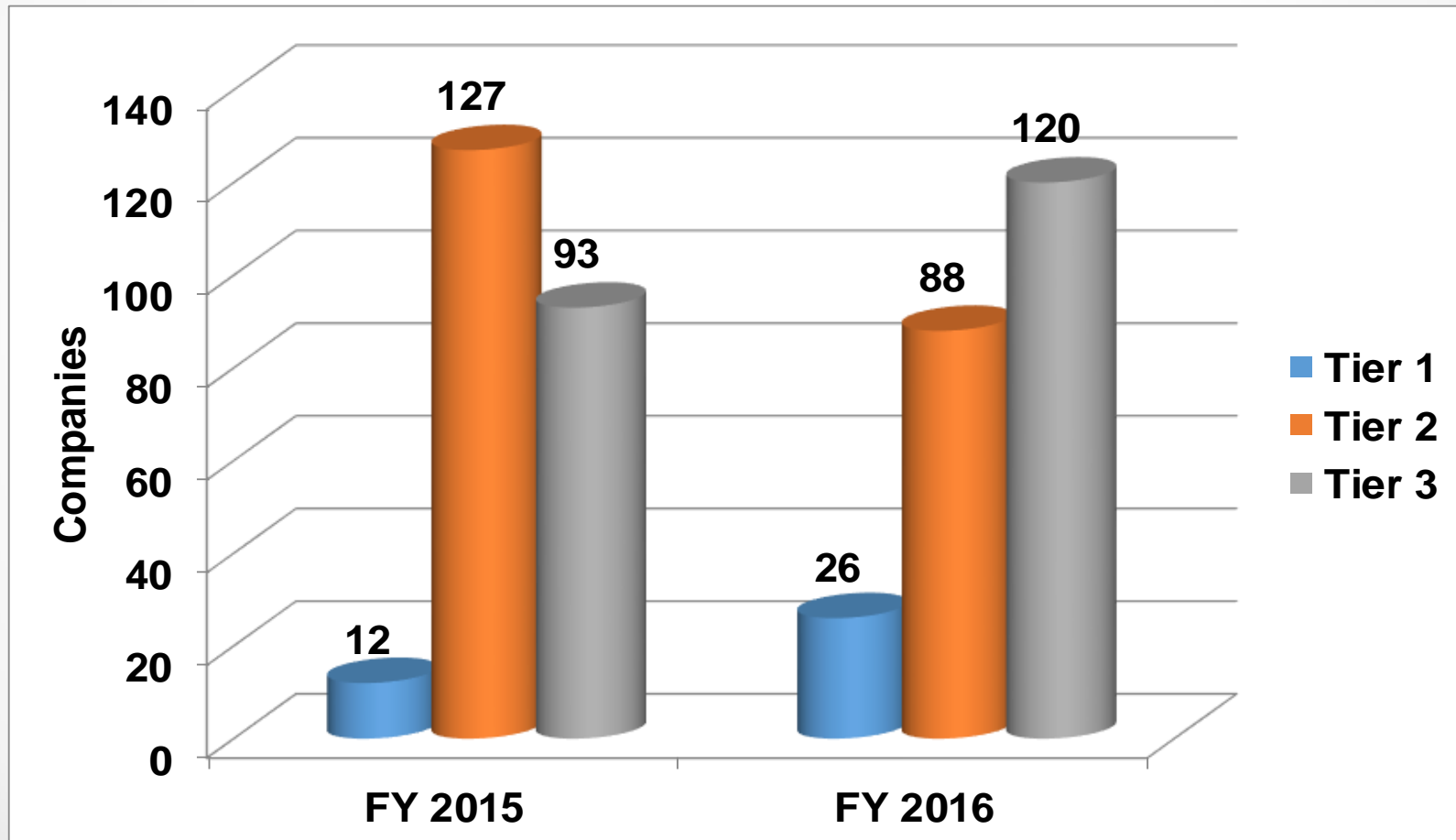


New Company Formation by Tier for FY 2015 and FY 2016

Consolidated Data, including SBDC Companies

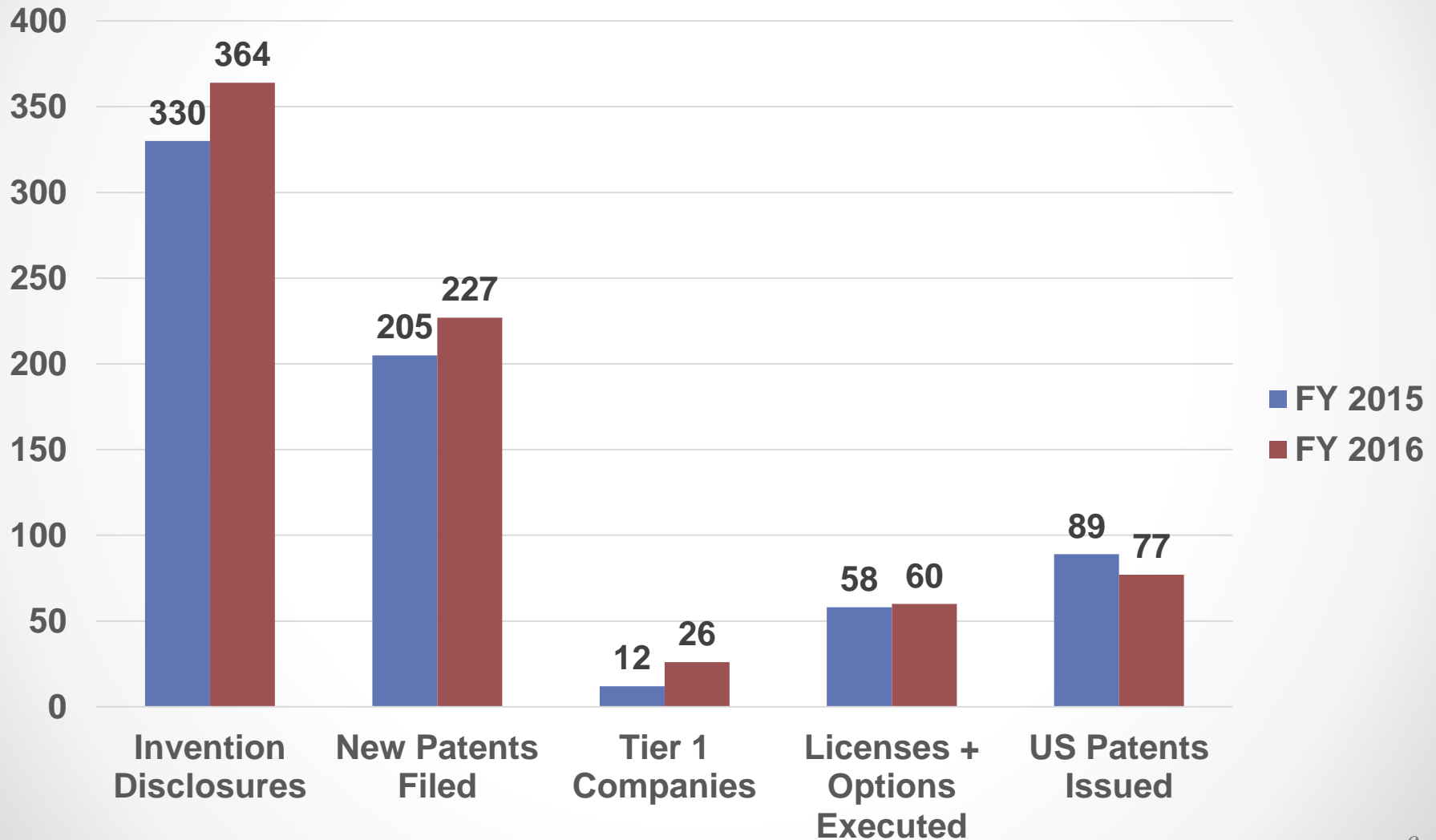
Total Tiers 1 & 2: 139

Total Tiers 1 & 2: 114

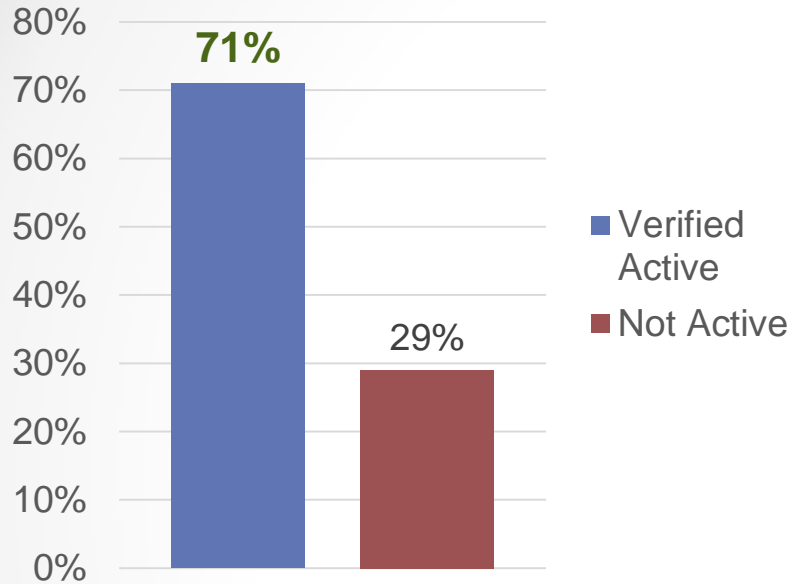


January to June 2016 Total Tiers 1 & 2: 51

USM Key Technology Transfer Indicators FY 2016 versus FY 2015



USM Tier 1 Startups - New Company Activity Tracking FY 2012 to FY 2014



USM New Company Activity Tracking FY 12 - FY 14			
	Tier 1 Startups	Verified Active	Not Active
UMBC	2	2	0
UMB	9	5	4
UMCP	17	13	4
Total	28	20	8

- Evaluated whether Tier 1 startups (28 startups) that were formed between FY 2012 to FY 2014 were still active, 2 to 4 years after their formation
- Verified the status of these companies through their websites, news on funding, responses from inventors and other means
 - Companies that didn't respond or didn't have a website were deemed inactive

Examples of Successful Start-Ups

- **Harpoon Medical**

A UMB startup that is developing a minimally invasive mitral valve repair medical device.

- Has raised **\$17.5 million in funding** and has a financing deal with Edwards Lifesciences that could result in the California device-maker acquiring Harpoon next year



- **SilcsBio, LLC**

A UMB startup that develops CADD software enabling pharmaceutical companies to rapidly identify new drug opportunities and reduce the overall costs and time requirements to bring drugs to market.

- Received **\$1.3 million funding** award from the National Institute of Health to develop new computer aided drug design (CADD) software



- **N5 Sensors**

A UMCP startup commercializing chip-scale chemical sensors for wearable applications and Internet of Things (IoT) devices.

- Currently has 5 FTEs, 2 large OEM customers, \$500K in annual revenues and has attracted **\$1.5 million in funding** from TEDCO and MIPS

