



UNIVERSITY SYSTEM
of MARYLAND

**BOARD OF REGENTS
COMMITTEE ON ECONOMIC DEVELOPMENT
AND TECHNOLOGY COMMERCIALIZATION**

Minutes of the Public Session
November 17, 2016
University of Maryland University College

The Committee on Economic Development and Technology Commercialization of the University System of Maryland (USM) Board of Regents met in public session on Thursday, November 17, 2016, in the Chesapeake Ballroom of the College Park Marriott Hotel & Conference Center at the University of Maryland University College.

Regent Attman called the meeting to order at 12:10 p.m. The regents in attendance were Mr. Attman, Ms. Fish, Mr. Gossett, Dr. Gourdine (by phone), and Mr. Pevenstein. Also present at the meeting were Mr. Sadowski, Mr. Vivona, Ms. Doyle, Mr. Balakrishnan, Dr. Boughman, Mr. Bowden, Mr. Burke, Mr. Conn, Mr. Drake, Ms. Hemmerly, Ms. Hess, Mr. Hughes, Dr. Irani, Senior Counsel Langrill, Mr. Lurie, Mr. Malwitz, Ms. Morris, Ms. Moultrie, Mr. Murray, Dr. Steiner, and Dr. Varshney.

1. Featured Start-Up – Leverage, LLC (Information Item)

Mr. Eric Conn, CEO and co-founder of Leverage, LLC, presented highlights of the company and its technology. Leverage develops software-as-a-service products that leverage the Internet-of-Things (IoT) and software innovations such as big data, predictive analytics, and multi-dimensional visualization to provide solutions for businesses and end users. The company is part of the prestigious Northrop Grumman Cync Program at bwtech@UMBC and is currently profitable.

2. Revisions to USM Policy on Investments (Information Item)

The Committee was briefed on revisions to the USM Policy on Investments. The USM Policy on Investments, initially approved by the Board of Regents on February 14, 2014, has been updated to accommodate expanded criteria for investments under the newly established USM Early Stage Investment Fund. Specifically, the revised policy permits USM institutions and the USM Office to adopt a program to invest in or loan funds to businesses located in Maryland that are dependent on licensing USM-owned intellectual property; companies that are founded by USM faculty, students, or recent graduates; and companies located in USM incubators,

research parks, or RISE Zones. Additionally, the revisions strengthen provisions related to conflicts of interest and approvals in the initial February 2014 policy.

3. USM Economic Development Office Update (Information Item)

Mr. Tom Sadowski, Vice Chancellor for Economic Development, updated the Committee on selected economic development initiatives and reports. Mr. Kent Malwitz from UMBC briefed the Committee on an initiative to develop Maryland's cyber workforce talent. The UMBC Training Centers program provides highly-focused skills training and practical experience to address the cyber workforce training needs of the military, the intelligence community, federal civilian agencies, and the commercial sector. In addition, Mr. Suresh Balakrishnan briefed the Committee on new companies facilitated by the USM institutions for the latest reporting period. In the five years since the tracking and reporting process was first adopted, USM institutions have significantly supported the creation of 502 Tier 1 and Tier 2 new companies (refer to the report and chart in the public session Board materials). Based on a comprehensive follow up on Tier 1 companies created between FY 12 and FY 14, 71% of these companies were still active, two to four years after their formation. Mr. Balakrishnan also observed that, according to the Small Business Administration, small companies account for 60% of net new jobs and 46% of private nonfarm GDP or 46% of private sector output.

The public session was adjourned at 1:05 p.m.

Respectfully submitted,

Gary L. Attman, Chair
Committee on Economic Development
and Technology Commercialization