EXCEL Maryland
GETTING TO #1

October 2017
MARYLAND HAS A SIGNIFICANT BIOSCIENCES PRESENCE:

Life Sciences in Maryland “By the Numbers”

- Employment (2016): 41,570
- Total Wages (2016): $4.28B
MARYLAND HAS AN EVEN GREATER FOOTPRINT IN CYBER SECURITY:

Cyber Security in Maryland “By the Numbers”

- Total Wages (2016): $12.42B
- Federal Procurement (2016): $10.36B
Study Complete - Phase I

• EXCEL Maryland “Getting to # 1” study delivered

• Five areas of opportunity to grow BOTH cyber security and life sciences
  ➢ Building an Integrated, Viable and Supportive Ecosystem
  ➢ Defragmentation of Siloed Public and Private Support Entities
  ➢ Create an Environment that supports Attractiveness to Capital
  ➢ Develop, Recruit, Retain Executive Level Talent
  ➢ Build and Message the Maryland Innovation Story

• Recommendation to establish an authoritative public/private “Innovation Hub”
Excel Maryland should have a single coordinating entity

Stakeholders
- Academic Institutions
- Investors
- Entrepreneurs
- Mature Companies
- Trade Associations
- Maryland State and Quasi-Public Agencies

Excel MD Hub

Activities
- Investments and Incentives
- Coordination, Convening and Facilitation
- Outbound Marketing and Communication
- Inbound Inquiry Triaging and Referrals
- Targeted Outreach
- Tradeshown Participation
- Partnerships
- Business Development

An organization to serve as a “one stop shop”
Operational Readiness Planning - Phase II

• Build an Operational-Ready Excel Maryland Structure and Plan

• Establish Working Group / Solicit Objective Facilitator
  • Address all areas of opportunity identified in the study phase
  • Perform additional gap analysis where needed (Industry Specific)
  • Identify/visit National Centers of Excellence

• Develop/track/measure progress against a strategic development schedule

• Execute (“early-wins” and long-term initiatives)
Operational Readiness Planning - Conceptual

- Authoritative Innovation Hub Requirements Development
  - Vision/Mission Statement – Economic Development Focus
  - Policy
  - Governance (Public/Private Partnership)
  - Industry advisory groups – Cyber/Life Science initially
  - Integration into current ecosystem
  - Develop operational management team requirements and structure
  - Funding requirements, alternatives and resources (near-term/long-term)
    - Ecosystem operational support programs
    - Workforce development; Capital investments; Venture creation
Phase II Timeline & Deliverables

Steering Committee

9/25/17
SC Meeting
• Establish/approve Phase II Objectives
• Discuss/approve the deliverables
• Discuss/approve scope & selection of a consultant
• Keynote industry speaker
• Discuss/approve timelines

12/17 [TBD]
SC Meeting
• Review Progress
• Keynote industry speaker
• Site visit status/inputs
• Interim steps/key needs

2/18 [TBD]
SC Meeting
• Review Progress
• Keynote industry speaker
• Site visit status/inputs
• Interim steps/key needs

3/18 [TBD]
SC Meeting
• Site visit status/inputs
• Advanced DRAFT of organizational entity

Steering Committee & Working Group

Identification & on-site visits for learning & data collection

Working Group

Consult data collection/gap analysis
Hub organizational structure development