



Maryland Defense Diversification Initiative Regional Projects:

Southern Maryland Tech

Commercialization Project

Northeastern Maryland Tech

Commercialization Project

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Military Economic Impact

\$57.5 B

economic output from military installations

FY16

Jobs: 376,282

Payroll: \$23.1 B

MD GDP: 15.1%

Total Federal Spending:

- \$76.1 billion in federal obligations in FY19
- Maryland ranks #1 in federal R&D obligations

Defense Spending

- Maryland in top 5 states (#4 in FY18)
- Maryland 2nd for Army small business spending





Southern Maryland's economy is
reliant on defense spending...

45% of Economic Output

30% of Total Employment

47% of Total Wages

Harford County in Northeast
MD second most defense
dependent county in MD
behind St. Mary's County (in
SoMd)

Both regions:

- Highly skilled workforce
- Technology commercialization potential
- Trouble attracting young, skilled workers
- Lacked strong entrepreneurial ecosystem

Components of SMTICPP Phase I

(2015 – 2017)

1. Online patent database
2. Assessment of IP readiness of commercialization
3. Methodology for implementing technology transfer
4. Review of whether contractors could commercialize IP
5. Evaluation of region's current and possible tech ecosystem
6. Planning for a tech commercialization-focused incubator
7. Target Market Analysis for the region
8. Updated Regional Diversification Plan

Regional Technology Commercialization Program

2017 - 2019

Joint Activities

- Maryland Defense Patent Database
- Commercialization Programming (Innovation Outreach Discovery Events)

Southern Maryland

- Regional Strategic Doing Effort
- Online Innovation Portal
- Regional Expansion of Crab Pot Pitch Competition

Northeastern Maryland

- Defense Technology Commercialization Center (DefTech)

Links:

- Defpatmd.com – MD Defense Patent Database
- Somdinnovates.com – Online Innovation Portal
- Deftechmd.com – Defense Technology Commercialization Center

Our Biggest Successes? What has worked?

- **The DefTech Center (Northern MD & beyond)**
 - 2019 metrics – 44 clients served, 23 events held, 2 patent licenses, 3 CRADAs, 4 start ups created and 57 new jobs.
 - EDA RIS i6 Challenge grant and 2020 FLC award.
 - Expansion to Ft. Meade & Ft. Detrick areas.
 - DefTech entrepreneur clients have a presence in local incubators/accelerators and are often receiving dual services (Ground Floor, MD Innovation Center, FITCI).
 - County economic development and regional support is/was key. Matching fund requirements, letters of support for grant support. Client leads and promotion.
 - Plans to expand to Montgomery County and Southern Maryland.
- **Regional Innovation Council (Southern MD)**
 - Signed an MOU for collaboration on Southern Maryland 2025.
 - Came together to find common goals and make a plan. Breakdown of collaboration between tri-counties prior to effort.
 - Regional relationships better than ever now – working on their plan!

Getting regions to work together towards shared goal!

Biggest Challenges? What hasn't worked well?

- Getting SoMd region to work collaboratively together.
 - Group therapy
 - Needed an independent, third-party entity with experience to lead region through strategic doing effort.
 - Getting the region to take ownership of these projects while working collaboratively. State stepped in as needed.
- Entrepreneurial events – issues with attendance. Had to expand reach beyond region. Had to tweak formula for events.
 - Competition for people's time with other events/ resources – engage/partner with existing orgs/event organizers to grow impact/reach.
- Getting time from DoD personnel in Technology Transfer Offices and labs who are time/resource strapped. Key to licensing/CRADA efforts. Can be a barrier if solutions aren't found.

One Key Lesson Learned

- Think regionally! Do the work to understand your regions, especially if you are a Statewide entity.
 - Find commonalities to initiate regionalism and collaboration. The cause of your problem may differ but the solutions could be the same.
 - Get buy-in and ask them who to talk to, who to put on your committees or who needs to be involved.
 - If the counties/regions aren't on board with your project, your project will probably fail. Identify who is going to continue the work post-grant.

How are we pivoting as a result of COVID 19?

- Online webinars/events to try to keep to business as usual. Opportunity to reach new people and offer new services. Bigger audiences at events.
- Focus on cybersecurity support – topical with teleworking procedures.
- Get resources to MD small businesses.
- Transition support for manufacturers for pivoting for COVID19 PPE manufacturing.
 - Hardwire (face shields)
 - Marlin Wire Steel (test tube containers)
 - DiPole Materials (filters for face masks)



Maryland

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QUESTIONS?