

UPSHOT BALTIMORE



💡 Reflections on Recent Activities in the Baltimore Tech Ecosystem:



Since **Eric Smith and the EDA team conducted their site visit of Baltimore** for the Tech Hubs program, I've been searching for the right words to describe what differentiates Baltimore and the state of Maryland from other regions and states I've been fortunate to be a part of, research and visit throughout my years in tech and as a member of this ecosystem.

There has been a lot of talk about the differentiated assets that exist in our region. Check that box. Baltimore has world renowned institutions, an ideal mid-Atlantic location and an established and proud history of industry and innovation. ✓

We've also told ourselves the myth that, while we are asset rich, we are strategy poor. I think it's time to retire that narrative. Not only do we have sound strategies, many of them, especially those co-created by the Baltimore Tech Hub consortium in our proposal, are being well-executed, tested for sustainability and tracked for learnings and insights. Both **UpRise**, our program for commercial readiness and startup advancement, and

OneMaryland, our project for data interoperability between healthcare payers and providers, are underway and yielding early returns.

Following the EDA site visit, I was able to sit down with CEO of Brown Advisory and UpSurge Board Chair **Mike Hankin** to reflect on the day. His observation of the UpRise panel we hosted and those in attendance? "It was a good room." What made it a good room? Strong representation from each group of core stakeholders required to resource, execute and benefit from the **UpRise** program. First and foremost: Baltimore's founders, both current and exited entrepreneurs, who we convene regularly to share and exchange knowledge during our *UpRise: Learn* sessions. Entrepreneur support organization leaders who serve as both data sharing partners and the trusted on and off ramps for the pipeline of ready startups coming into and out of their entrepreneurship and accelerator programs into the broader ecosystem to participate in UpRise. Investors and operators that have made it a priority to sit alongside founders in our *UpRise: Build* sessions as they think about go-to-market strategies and investment readiness. Corporate and institutional partners that understand the value of engaging with founders in our *UpRise: Connect* series, and the need for industry to both fund innovation and guide the commercial viability of the science and technologies the startups in our ecosystem are building. It was a convergence of all parts of a small but well-oiled machine, one that we are eager to scale and also build as we go. Mike's message to the EDA, "We just need more velocity."

The next week, we hosted the first planning session for the MD Intercollegiate Student Venture Showcase connected to the Pava LaPere Legacy of Innovation Act in my dining room. Many of the folks from that "good room" - founders, investors, tech and nonprofit leaders, restaurateurs, city and state officials and more - joined us in my front yard afterwards for a **Charm City Porch Concert**. On all of these occasions - the macro-level site visit, the micro-level social gathering, and every single week at **Equitech Tuesday** - our ecosystem shows up in force with a willingness to participate and a spirit that produces progress.

So what does that say about the Baltimore Tech Hub? 🦀

1. Baltimore has rich assets, solid strategies, and committed leaders prepared to collaborate effectively on behalf of the founders launching and advancing startups.
2. **UpRise** is an established program to engage the entire tech community (founders, talent, investors, entrepreneur support organizations, and industry partners) in the activities needed to commercialize and advance startups towards successful outcomes.
3. We need scale and velocity!

With exciting announcements like yesterday's **\$10M funding award to TEDCO to support small businesses** through the State Small Business Credit Initiative Investing in America

Small Business Opportunity Program, the federal government is signaling their belief in Baltimore and Maryland's importance to the economic future of this country. In the coming weeks, as we prepare for Phase 3 of the Tech Hubs program and other federal funding opportunities like **Build to Scale**, it will be imperative for our regional industry leaders and corporate partners to come together, with the same intentionality and enthusiasm as the rest of this ecosystem does, and show the EDA that they believe in these strategies and are willing to lead the way in resourcing and supporting UpRise, OneMaryland and the other component projects and programs elevated by the Baltimore Tech Hub consortium.

I stand with the Governor and the Moore-Miller administration in their belief and actions that make this Maryland's decade and Baltimore's time. In order for the Baltimore Tech Hub to win, now is the time for big business to stand shoulder to shoulder with UpSurge and other members of the consortium to fund and support innovation, commercialization and startup advancement. Let's create the scale and velocity we need! 📈

- Kory Bailey, CEO of UpSurge Baltimore

WHAT'S UP



FOUNDERS

- Baltimore startup **Space Phoenix**, aiming to be the 'FedEx for space,' **plans to launch its first product next year** and is seeking capital for faster, cheaper orbital cargo delivery. 🚀
- Congratulations to **CloudLeap** for being recognized as a top performer in the **PrecisionFDA Auto-ML App-a-Thon Challenge!** ☁️
- Simmbion raised a **\$200K Pre-Seed Builder Fund investment** from **TEDCO!** 💊

*Want an intro to any of these companies? **Send us a note!***

FUNDERS



*Paul Aiyetan, M.D., M.S., Ph.D., founder and CEO of **NEOPATHOLOGY CORP**, receiving a Pre-Seed investment from TEDCO's Rural Business Innovation Initiative (RBII).*

- **TEDCO** made a Pre-Seed Rural Business Innovation Initiative (**RBII**) investment \$25K in (i) **Neopathology Corp**, and (ii) **Goby Homes!** 🧬
- Governor Moore Joins U.S Department of Treasury and Federal Leaders to Announce **\$10 Million Investment to Support Small Businesses!** 📈

FRIENDS

- **Baltimore City Fire and Police Employee Retirement System** is looking to hire a **Senior Investment Officer (NCS)**! Apply by Nov 5 for a chance to shape their investment strategies and manage retirement assets. 🇺🇸
- **TEDCO's Maryland Innovation Initiative (MII)** has invested **\$2.1M in seven companies**, advancing cutting-edge innovations from Maryland's top academic labs to the commercial market. Discover how these investments are driving technological progress and supporting startup growth in the state. 💰



Check out this video published by *Nature Video* featuring researchers from *US Plasma*, one of the seven companies *TEDCO* recently invested in through its *Maryland Innovation Initiative*.

HEADS UP



OPPORTUNITIES



- **Apply now to join the Social Innovation Lab's** dynamic cohort of early-stage startups from Johns Hopkins Technology Ventures and the greater Baltimore area, gain critical skills and access to a vast network, and compete for up to \$20,000 in grants and prizes—deadline is September 22! 🧡
- Apply to the **13th MEDICA Start-up COMPETITION** and showcase your digital health innovation on a global stage. Deadline is on the Sept 14. You can also **secure a ticket to the MEDICA Trade Fair** on November 11-14 to network with some of the biggest innovators in the health and medical technology field! 🗺️
- Apply now to the **Build Our Future Grant Program** to access financial support from the Maryland Department of Commerce to drive innovation and growth in your community! 🍷
- Join **EcoMap Technologies** for the **SuperConnect conference** on the future of ecosystem building! You can **use the code UPSURGE50 to get 50% OFF** your tickets 🎟️
- Register now to attend the **Fulton Bank Entrepreneur Exchange: Advancing Diverse Businesses through Access to Capital** event on Sept 25 at the Maryland Zoo in Baltimore. 🐼
- Are you a climate-focused startup Apply by Sept 30 to **Exelon Foundation's 2c2i program** in partnership with **Freshwater Advisors**! Winners to receive up to \$300K in investment along with invaluable in-kind support from Exelon and their utilities. 🌳
- Less than three weeks remain to submit a business or organization for the 50th Annual Mayor's Business Recognition Awards! **Submit your nomination today.** Winners will be celebrated by the Baltimore City business community, **GBC**, and Mayor Brandon Scott at a reception this December. 🏆
- **The Howard County Chamber** is now **accepting speaker applications** for the **2024 Emerging Technologies Conference on Oct 18.** 🎤
- The **U.S. Economic Development Administration** is **accepting applications** for its FY24 \$50 million **Build to Scale program** to support organizations that strengthen entrepreneurial ecosystems to support entrepreneurs as they build and scale technology-driven businesses. Deadline is Oct 28. 🚀
- **Apply to the RWJF Health Policy Fellows Program** by Nov 5. For mid-career professionals with expertise, trying to enhance their health policy skills. 📝
- **Ganas Ventures** is actively investing **\$100K in pre-seed and seed-stage community-driven startups.** Founders focused on leveraging community power, they want to connect with you! 📍
- Are you a fintech innovator focused on blockchain and digital assets? Don't miss this opportunity to join the **Global Fast Track 2024 Accelerator** and the chance to pitch at Hong Kong FinTech Week! 🌐

- Kick off your big idea and scale up with Baltimore's **Social Innovation Lab at the Impact Bootcamp** on September 21, where you'll master asset mapping, policymaker engagement, and more—plus, enjoy food, drink, and valuable networking opportunities! 🍷



- Learn about Figma and UI/UX at the **Intro to Figma and BaltimoreTech Networking** meetup with **Brady Starr**, Sept 11! 🧑
- Grow your life sciences company! **Join this Anchor Ventures panel discussion** featuring **Connect Labs Baltimore** Sept 12. 🧬
- Experience innovation in action at the **StarUp Accelerator Showcase 2024!** Connect with the **StarUp Accelerator** fellows as they present their ventures to leaders in the community Sept 12. 🐾
- Don't miss out on the **Black Women Equal Pay Conference: Bridging the Gap** on September 20th! Use code **EquitechBmore for 50% off your registration!** =
- **Get tickets to iMPACT MARYLAND 2024:** Innovate and Solve with Visionary Leaders! Engage with regional leaders to address pressing issues through innovation.
- Connect with fellow funders and innovators at the **Entrepreneurship Funders Network 2024 Annual Convening**, hosted by the BD Morgan Foundation! Dive into discussions that drive change in the entrepreneurial landscape. 🙌
- Hear from **Dr. Hilary Marston**, FDA Chief Medical Officer, at the **Maryland Tech Council Bio Innovation Conference. Oct 10.** 🗣️
- Interested in UX? **UX Conference '24** is coming to Silver Spring, Oct 10! **Come network, connect, and learn with UX professionals!** 🖥️
- Join Morgan State, Bowie State, and Coppin State—three amazing HBCUs—at the **Entrepreneurs Showcase on November 13th** to connect with a vibrant community of entrepreneurs and students. Get involved by **hosting a table to engage directly with attendees** or by **becoming a sponsor to support and promote this exciting event**—sign up today! 🎓

- Learn the essentials of launching your startup at **bwtech@UMBC's Startup Fundamentals Workshop** on Sept 17! Join **Chris Hang** and industry experts to gain valuable insights and connect with fellow entrepreneurs to kickstart your business journey. 🔍
- Explore **Hogan Lovells** latest publication on **how the FTC is addressing AI** and what it means for your business. 📄
- Wanna avoid regulatory pitfalls with insights from Legal Dive on AI and greenwashing? Learn **how the FTC and SEC are scrutinizing claims of artificial intelligence to protect against misleading practices and ensure compliance.** 🧠

The UpShot is Baltimore's Equitech ecosystem news, curated for startups, founders, funders and friends, all working together to build the country's first Equitech City. 📌📌📌

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