



Economic Development and Technology
Commercialization

Washington County Entrepreneurism Summit

October 28, 2016

USM Profile

- 12 Institutions
- 2 Regional Higher Education Centers
- 128,372 Undergraduate Students Worldwide
- 41,877 Graduate Students
- \$5.31 billion FY 2017



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USM Innovation Impact

- 5,950 Jobs and 200 tenants at 3 USM Research Parks
- 1,400 Invention Disclosures since 2012
- 200 Technology Licenses since 2012
- **\$1.28 billion Research Contracts and Grant Funding**
- 5 SBDC's on campus
- 10 Incubator and Co-working facilities
- First Cyber Security Federally Funded Research and Development Center



University R&D Activity ...w/Industry

Industry Sponsored Research Expenditures Top 20 Rankings		
Rank	Institution	Industry Research Expenditures
1	Univ. of California System	\$355,142,403
2	University of Texas System	\$274,912,291
3	Duke Univ.	\$252,366,000
4	The Research Foundation for The State University of New York	\$175,175,286
5	Georgia Inst. of Technology	\$163,300,000
6	Ohio State Univ.	\$118,296,835
7	Massachusetts Inst. of Technology (MIT)	\$112,378,969
8	Washington University of St. Louis	\$112,270,000
9	<i>University System of Maryland</i>	<i>\$101,912,219</i>
10	Penn State Univ.	\$100,909,000
11	Univ. of Michigan	\$81,353,689
12	Johns Hopkins Univ.	\$78,709,168
13	Univ. of Pennsylvania	\$77,317,590
14	Texas A&M Univ. System	\$70,607,000
15	Stanford Univ.	\$68,174,508
16	The UAB Research Fdn.	\$55,432,000
17	Medical Univ. of South Carolina	\$52,559,476
18	Univ. of Utah	\$50,974,449
19	Univ. of Washington/Wash. Res. Fdn.	\$50,170,000
20	North Carolina State Univ.	\$49,875,919

Source: AUTM Data, FY 2014

Office of Economic Development

Culture of
Collaboration

Leverage USM
Resources

Talent
Development

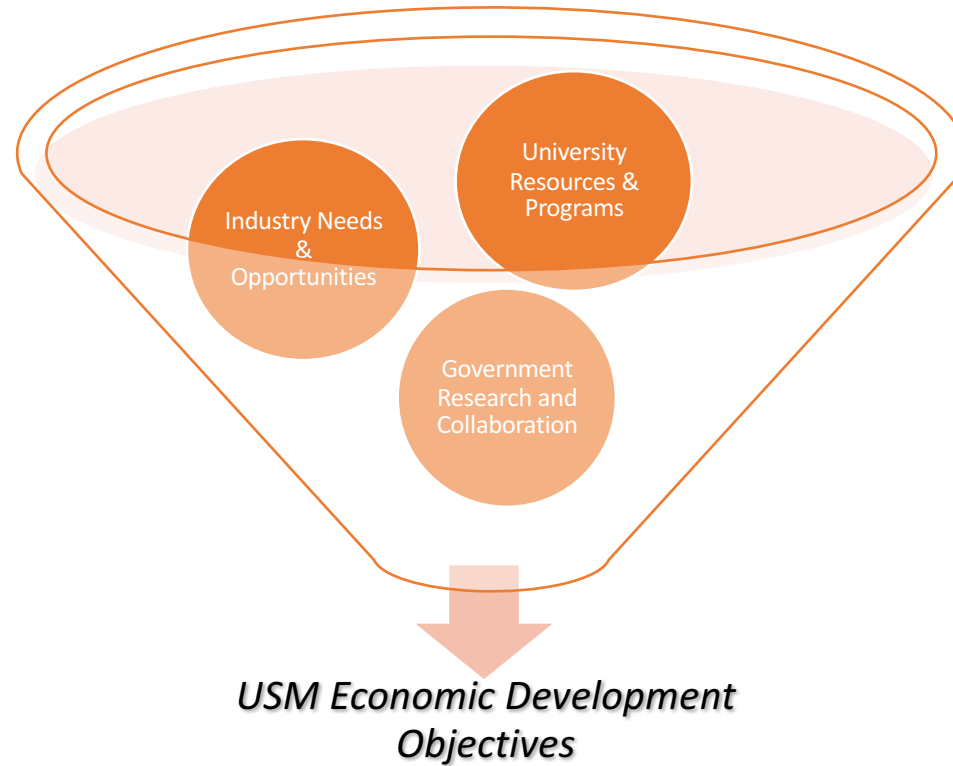
Strengthen
Entrepreneurial
Ecosystem

Tell Our Story



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Culture of Collaboration



Objectives

- Develop strong USM (internal/external) partner relationships
- Grow commercialization and entrepreneurship activity
- Grow Government & Industry partnership activity
- Marketing plan development & implementation

Talent Development

- Create Internships
 - Large Corporate Partners
 - Small Business & Research Park Tenants
- Align Programs with Industry Needs
- Grow/Create Research Opportunities
- B-Power Initiative ...leverage assets
- Entrepreneurial Programs for Students

Leverage USM Resources

- Strategically align to meet Market Demands
 - Early Stage Fund (\$25mm)
 - Center for Maryland Advanced Ventures
- Create USM “Front Door”
 - Grow Partnerships and R&D Opportunity
- Collaborate to win grants and large contracts
 - EDA, NSF, NASA, NIST Nat’l Cyber Center of Excellence FFRDC
- Quarterly meetings of USM Economic Development Partners



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UM VENTURES
MPOWERING THE STATE



Office of Technology Development



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Strengthen Entrepreneurial Ecosystem

- Research Parks and Business Incubators
- Funding Resources
- Federal/State Entrepreneurship Programs
- Commercialization and Mentoring Resources
- “Place Making” ...Utilize National Models & Best Practices for physical ecosystem(s)



Major USM Initiatives

- B-Power
- Center for Maryland Advanced Ventures
- National Cyber Center of Excellence FFRDC
- Branding / Marketing Strategy
- RISE zone legislation enhancement
- USM Research Policy Development
- Technical internship/apprenticeship program
- MIPS program scale-up

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