

YEAR

FITCI

15th

ANNIVERSARY

BOOK

foreign countries are fast enough to stimulate demand that would boost U.S. exports. Treasury Secretary John Snow told reporters in New York that U.S. officials from the world's wealthiest countries would

deficit by making cheaper on foreign markets making imports more expensive for Americans. News on the deficit sent the dollar sharply lower in trading Wednesday.

Keep just on the current other unfair trade practices well

to help

Business incubator opens at Hood

By Ike Wilson

News-Post Staff
wilson@fredericknews.com

FREDERICK — A much-anticipated technology incubator became a reality Wednesday with a ribbon cutting ceremony attended by nearly everyone concerned about business growth in Frederick County.

Local, state and federal officials and business people celebrated the county's first incubator called The Frederick Innovative Technology Center, Inc. (FITCI).

"It's almost like giving birth to something," said Ed Goley, MedImmune's vice president and general manager. Mr. Goley also serves as FITCI board member and the incubator's construction manager.

The 10,000-square-foot facility on the third floor of College's Rosenstam Center is designed for information technology companies. Executive offices, science computer lab space, wet lab space and business development places will be available.



Staff photo by Bill Green

Michael Dalley is the executive director and president of the Frederick Innovative Technology Center Inc. Hartings, chief scientific officer and labs at Hood College and at 4539 Metropolitan Court and has a full slate of 30 clients.

FITCI OUTGROWS NEW QUARTERS IN ONE YEAR

By Ike Wilson
News-Post Staff
wilson@fredericknews.com

Frederick County's first business incubator has maxed out its new space one year after moving in. Plans are to seek new accommodations that would double the size of two existing facilities. Frederick Innovative Technology Center Inc. offers local entrepreneurs workspace, services and an environment built to help them prosper. FITCI opened its doors in 2005.

"We have a great source of innovation from Fort Detrick," Dalley said. "Many of our clients have technologies that were either created at Fort Detrick or created for Fort Detrick clients, and many clients are in the life sciences industry who need readily available lab space that's flexible and can be used in a short term."

FITCI is currently looking for more companies to join the incubator. "We have a great source of innovation from Fort Detrick," Dalley said. "Many of our clients have technologies that were either created at Fort Detrick or created for Fort Detrick clients, and many clients are in the life sciences industry who need readily available lab space that's flexible and can be used in a short term."

Other incubators

- Calvert County Business Incubator: Prince Frederick
- Charles County Business Incubator: Waldorf
- Chesapeake Innovation Center: Annapolis
- College of Southern Maryland: La Plata
- Emerging Technology Center: Baltimore
- Higher Education and Apprenticeship Technology Center: Aberdeen
- Howard County Economic Development Authority's New Incubator: Columbia
- Maryland Technology Development Center: Rockville
- Prince George's County Technology Assistance Center: Lanham
- techcenter@UMBC: Baltimore
- Technical Innovation Center: Pikesville
- Technology Advancement Program: College Park
- Technology Assistance Center: Lanham

Staff photo by Bill Green

THE BIRTH

of the

FREDERICK INNOVATIVE TECHNOLOGY CENTER INC

Before FITCI was created in Frederick MD, many companies, agencies, and partners were working to create a business climate of partnerships that would eventually support a successful technology business incubator. In the early years of this century, Frederick County, like the rest of MD, enjoyed a growing economy – especially in the biotech and information technology industries. The Frederick County Economic and Workforce Development Department and the City of Frederick Department of Economic Development were strong partners focusing on these growing industries. They were also partners with the Maryland Department of Business and Economic Development (DBED), MD Technology Development Inc. (TEDCO), and the MD Technology Network, who were also focusing on attracting and growing technology companies.

About the same time, a group of business leaders under the leadership of Mark Hoke, formed a non-profit – The Fort Detrick Alliance. The Alliance fostered networking among businesses that contracted with federal agencies and military located on Fort Detrick. Enthusiasm for technology companies was growing, and Frederick Technology Business Network became a chapter of the MD Technology Network. Meanwhile, Fort Detrick organizations were also growing and hoping for an infusion of funds with BRAC in a few years. With the help of DBED, TEDCO launched a few technology incubators in MD. The DBED also had strong leadership for military technology from its Director of Military Affairs, General Michael Hayes.

Then one day, Paula Jagemann came through the County Economic Development door and told the receptionist she had to meet Marie Keegin – the Director of Economic and Workforce Development for Frederick County. Paula was one of the original employees of UUNET, and had become a serial entrepreneur in her own right. On that fateful day, Marie and Paula met for quite a while as Paula told the story about another new technology start-up she was launching and wanted to open the company in her beloved Frederick! She was quite concerned the venture capitalists that were interested in financing her new company would only fund her new start-up if she located it in northern VA where there was greater support for technology start-up companies. Paula didn't want that to happen to another start-up in Frederick again. And so began a serious discussion about a technology incubator.

Jim Brady, the Business Development Advisory Council Chair (BDAC) and former Secretary of DBED, loved the idea. The BDAC voted to support it, and helped garner support from the County, City, State and local business partners. Ed Goley, the General Manager of MedImmune (and was also on the BDAC), Richard Griffin from the City Economic Development, Paula, and Marie began gathering information and locations on the incubators in MD. Soon they found the 3rd floor in the Rosenstock Building at Hood was not being used at the time. The County, City, Hood, BDAC, DBED, Fort Derick, TEDCO, and Paula began talking and gathering concept support. The rest is a story of energy, enthusiasm and endurance.

Hood, the City of Frederick, and BDAC worked with Frederick County to develop the proposal and received TEDCO/DBED start-up funds. About that time, Ed Goley retired from MedImmune and worked tirelessly on developing the specifications for biolabs, overseeing needed construction at Hood, and helping to set up the FITCI non-profit corporation. Paula was the first President of the FITCI Board of Directors which included Shabri Moore, Marie Keegin, Richard Griffin, DBED, Heidi Sheppard from TEDCO, Commissioner Jan Gardner, Patrick Haley, Ed Goley, Beverly Byron, Sherry Challberg, Bob Eaton, Susan Jessee, Dr. Craig Laufer, Eileen Mitchell, Kathleen Shino, Lisa Smith, Chris Foster, and Paul Mele. Mike Daily was hired as the first paid director and the rest, as they say, is history.



FIFTEEN YEARS AND COUNTING...



2004

Started at Hood College
6 Labs + 4 Offices



2005

Opened Metropolitan Court
10 Labs + 24 Offices

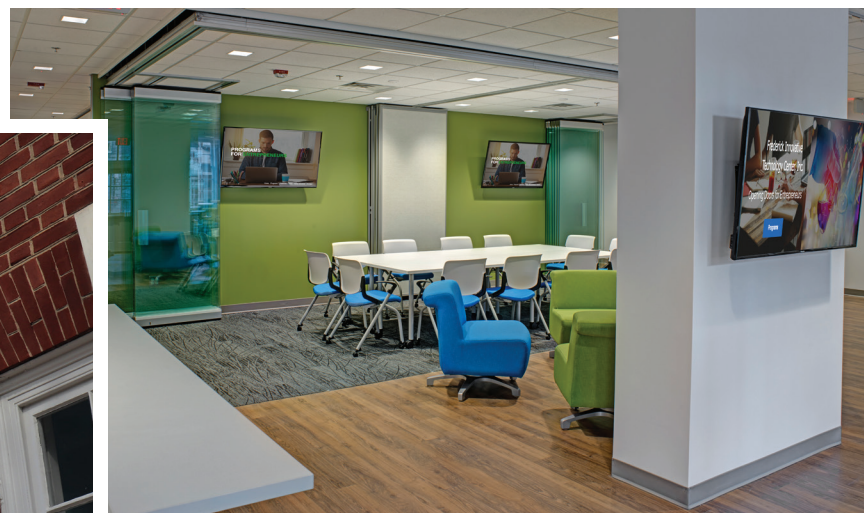
FIRST CLIENTS:

- + Biaera Technologies LLC
- + Cybrdi Inc.
- + BioElectronics Corp.
- + Chromo Trax
- + Mehica Inc.
- + UK Trade & Investment
- + Glimmernet Technologies
- + Veracity BioTechnology LLC
- + Akonni Biosystems Inc.
- + Imagilin Technology
- + BioSciCon Inc.
- + Hemacell Perfusion Inc.
- + Meridian BioGroups LLC
- + Widearea Systems Inc.
- + Integrated BioTherapeutics



FIRST BOARD:

- + Paula Jagemann
- + Marie Keegin
- + Beverly Byron
- + Ed Goley
- + Sherry Challberg
- + Bob Eaton
- + Jan Gardner
- + Patrick Haley
- + Susan Jessee
- + Dr. Craig Laufer
- + Eileen Mitchell
- + Kathleen Shino
- + Heidi Sheppard
- + Lisa Smith
- + Chris Foster
- + Paul Mele
- + Shabri Moore



2018
Opened ROOT
10 Offices + 8 Shared Desks

2019 *15 years of awesome*



124
Businesses served

80 Biotechs in **Frederick**



27 via **FITCI**



TOGETHER LOOK WHAT WE HAVE ACCOMPLISHED SO FAR...



800+ JOBS



**\$28 MILLION AVG
ANNUAL REVENUE**



**74,060 SQ FEET AVG
ANNUAL LEASED SPACE**



**BEST
OF
FITCI**

ANNIVERSARY

AWARDS

CHOSEN BY THE FREDERICK COMMUNITY

BEST OF FITCI AWARDS were created to feature and recognize the best of our clients, graduates and partners from the Frederick Community. These awards are meant to acknowledge and applaud the ones who are usually not lauded so often - our tech startups, entrepreneurs and leaders who are doing ground-breaking work on a daily basis.

FITCI would not only like to acknowledge them today, but admire them, cheer them on, and celebrate them throughout their creative process of being an entrepreneur. BEST OF FITCI is only one part of that mission - we try to live it every day of the year.

CLIFFJUMPER AWARD



The Cliffjumper Award is given to the entrepreneur who has **taken the greatest risk and has gained the greatest reward**. They endured many ups and downs, but they just kept on persevering. As a result they have a successful company today. This entrepreneur is an inspiration to fellow entrepreneurs in showing them that the adventure is long and rocky, but you just have to take the leap and trust in yourself!

BIOFACTURA, DARRYL SAMPEY

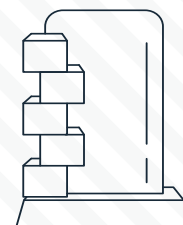
CREATOR AWARD



The Creator Award is given to the person who has **created something special and unique**. This person is the driver on the road to achievement. He/she is motivated, focused and determined to achieve something important, and will not stop until reaching perfection. This award is not only given to those who have completed something praiseworthy, but also to those who are in a constant pursuit of excellence, never stopping the creation process.

MARIE KEEGIN

DESIGN ENVY AWARD



The Design Envy Award is given to the company **with the coolest and most unique office design** which creates an awesome culture within the company. This office is the envy of all other office spaces, and their employees love it. The FITCI team visited many of our graduates and took detailed photos for the online survey to decide the winner.

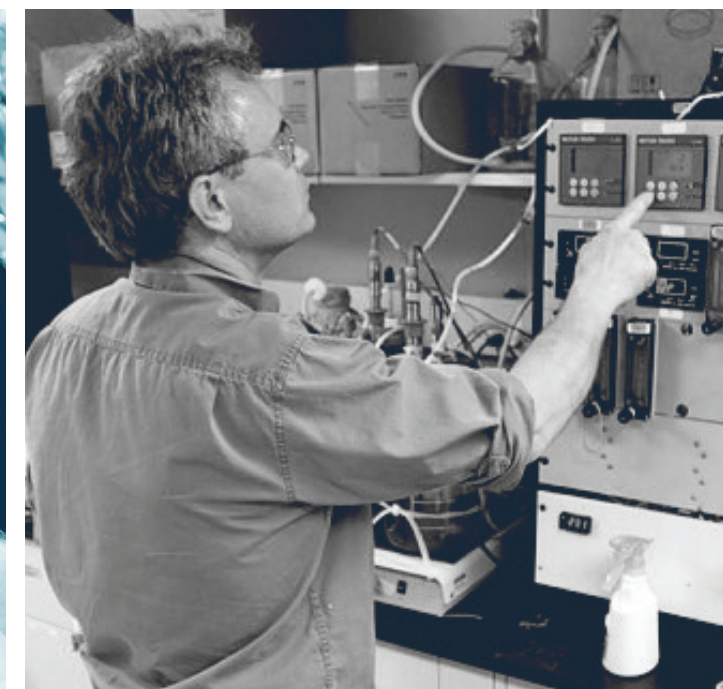
ROOSTERBIO

VOTED BEST TECH AWARD



FITCI continued its 15-Year Reunion with a 15-Year Anniversary celebration in the form of a technology showcase. This tech showcase, named "FITCI FEST", **features all the cool and newest technologies of our clients, graduates and partners**. Everyone in attendance is able to vote for the winner of the Voted Best Tech Award. This award is truly chosen by those that are a part of the FITCI Ecosystem!

TO BE ANNOUNCED AT ANNIVERSARY EVENT





FITCI CLASS PHOTOS

YEARBOOK



JULIANNA ALBOWICZ



LYNN & TAKA AMANO



STEPHEN AUVIL



BRIAN BLOOD



MATT BOXER



DAN BROWER



MIKE BABST



ANNE BALDUZZI



PJ BELLOMO



STEVE CHAFITZ



NNAMDI CHIMAROKÉ



ANGIE COLLIER



TERRY COLLINS



BRIAN CORBETT



JAMES COX



ANITA GUGEL



DAVID GURZICK



WHITNEY HAHN



JON DAVIS



SHAWN DUFFY



RICHARD GRIFFIN



LISA LITTLEFIELD
& MAURA PAGE



BRE HARWOOD
& AMANI AL-DAJANE



SUSAN REEDERJESSEE



RON KAESE



MIKE KINLEY



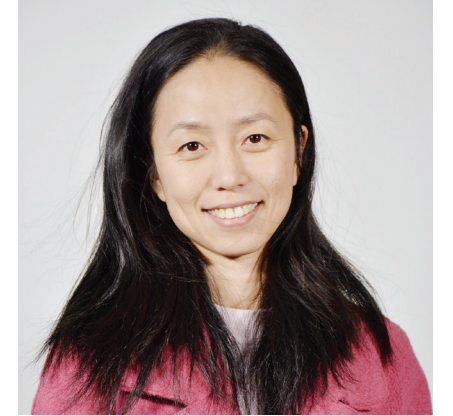
GEORGE KLARMANN



GLENN LESLEY



COL. GEORGE LEWIS



XIAONAO LIU



BRETT KRAMER



OLENA LAR



CRAIG LAUFER



THOMAS LYNCH



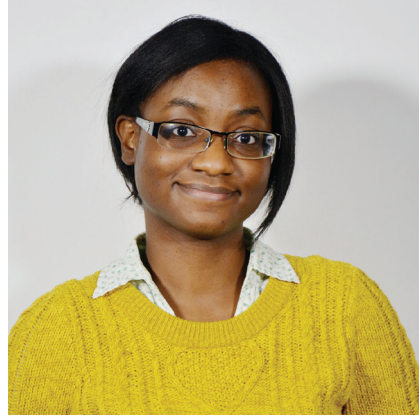
DAVE MALONEY



JAMES MERKEL



DWAYNE MYERS



GAELLE NAPOLEON



TAMAR OSTERMAN



LISA SMITH



BOB STONEKING



MARISEL TORRES



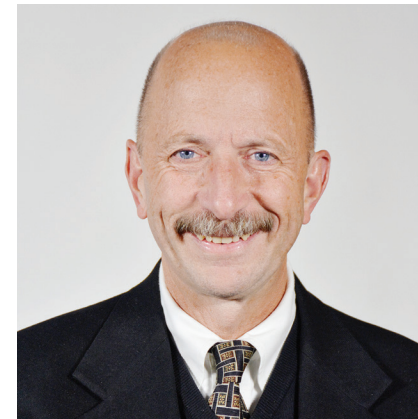
JON ROWLEY



SCOTT RYSER



DARRYL SAMPEY



JERRY VAN WINTER



PHIL WESTCOTT



PAUL WILSON



RUOTING YANG



JENNA POLK &
GREG LEE



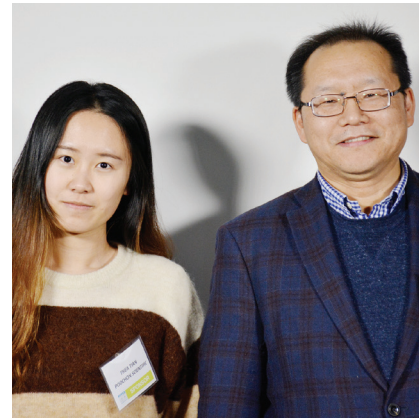
JEFF PONTIUS &
TOM WILLIE



SERGE ROUSSELLE &
JOAN WICKS



TED GREGORY &
HELEN PROPHTER



THEA TIAN &
JON HAO

“

Here's to the crazy ones. The misfits. The rebels. The troublemakers. The round pegs in the square holes. The ones who see things differently. They're not fond of the rules, and they have no respect for the status quo. You can quote them, disagree with them, glorify or vilify them. About the only thing you can't do is ignore them. Because they change things. They invent. They imagine. They heal. They explore. They create. They inspire. They push the human race forward. And while some may see them as the crazy ones, we see genius. Maybe they have to be crazy. Because the ones who are crazy enough to think that they can change the world, are the ones who do.

STEVE JOBS

”



FITCI
GRADS,
SPONSORS,
& SUPPORTERS

SIGNATURES

2004 TO 2009

Lisa Jones

Akonni - 

Debbie Lerner

Red 

Ron Volpe

Sherron Coleman



Julianne Albowitz

George Lewis

Jan H. Gardner

► 2004

FITCI founded as a public-private partnership

► 2007

Winner of Partner In Business earning the Summit Award from *Chamber Frederick*

► 2008

First FITCI group graduation (6 graduates)

► 2009

Lunch and Learn Program started

► 2009

FITCI turns 5!

Proteomics Solutions
Jon Hao
The Lin

Chuck Ernst
TEDCO

Poochian

Ahisa Temarest - Congrats to FITCI
- Meridian End Group.

Congrats!!
Margot

Joey Dadd

Mel Kaley

Kerry Woodford
Ron Kame

Barry D. Hof
USAMRMC

Jan H. Sanders
Julianne Alvarado

Bush

David R.
Fokine LLC

Jerry Van Winger

Akomi Biosystems
Jon Dini

Jon A. Rowley
@RoosterBio

Stephen Chandel
TEDCO

Jeff
Milton & Shuckbridge

Ron Valpe

Hel Prophet

► 2011

FITCI had 23 current clients who employed 95 Full/Part Time Employees in Frederick County

► 2013

FITCI had assisted over 35 Frederick-based businesses that generated 250+ direct jobs

► 2014

Awarded Frederick County Business Leader Award by Frederick County, Maryland

► 2014

FITCI turns 10!

2010 to 2014

2015 TO 2019



► 2016

New CEO & President of FITCI enlisted

► 2017

Strategic Growth & Advisory Boards established

► 2017

Ranked in the Top 10 List for Incubators and Accelerators in the Baltimore area by *Baltimore Business Journal*

► 2019

FITCI turns 15!

FITCI
CELEBRATING
15 YEARS
MAY 15, 2019
COLLABORATOR
TEDCO



FITCI
EARLY ADOPTER
Scott Ryser



FITCI
CELEBRATING
15 YEARS
MAY 15, 2019
FITCI ADVOCATE
Imagilin Technology, LLC



FITCI
EARLY ADOPTER
Bob Stoneking

**BEST
OF
FITCI**

REUNION

THANK YOU

FOR 15 YEARS OF CONTINUED GROWTH AND SUPPORT

ADVOCATE AWARD



The FITCI Advocate Award is given to the person who is our greatest cheerleader! This person **embraces the true spirit of FITCI** and is always shining the brightest light on us. He/she leverages their connections in the community and throughout the country to build support for FITCI. This very special person is proud to represent the FITCI colors.

IMAGILIN, DR. JJ LIN

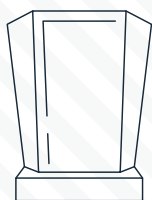
CHAMPION AWARD



The FITCI Champion Award is given to the volunteer who **has contributed the most to FITCI** over the years. This person has invested the greatest number of volunteer hours into FITCI and has enhanced (or supported) FITCI more than any other person. These are the true champions of FITCI.

DON SCHILLING

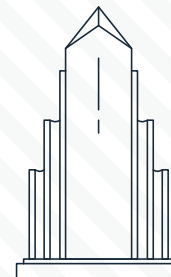
COLLABORATOR AWARD



The Collaborator's Award is given to the company who **has contributed the most to FITCI companies** in service or product. They continue to be the most supportive and helpful company who give back. They work behind the scenes to help the other companies reach their potential.

TEDCO, GEORGE DAVIS

COMMUNITY IMPACT AWARD



The Community Impact Award is given to the FITCI company which **has contributed the most to Frederick**. It's the company which has the greatest number of employees, the largest square footage, and generated the most revenue multiplied by their years in service. This FITCI company has brought upon a revolutionary change to Frederick.

AKONNI BIOSYSTEMS, JON DAVIS

EARLY ADOPTER AWARD



The Early Adopter Award is the closest award to the entrepreneur's heart. The journey of building a business is not an easy one. An entrepreneur will unfortunately hear more no's than yes's during their journey. It's the ones that **gave the entrepreneurs the yes they were waiting for** and the encouragement they needed. This award is meant for the people who saw the value and potential when no else could.

PJ BELLOMO | BOB STONEKING | SCOTT RYSER | JON ROWLEY

THE McNEIL AWARD



Every entrepreneur knows that without their right-hand person, their company suffers. This person **provides support to them and encourages them every step of the way**. It is important to honor her hard work, and dedication and show how much she is appreciated. The McNeil Award is for the executive assistant who most exemplifies the entrepreneurial spirit in support of the FITCI mission.

TERRI McNEIL

SUNDAY, APRIL 24, 2005 www.fredericknewspost.com

FITCI outgrowing facility at Hood

By Ed Waters Jr.

News-Post Staff
ewaters@fredericknewspost.com

FREDERICK — Frederick's Innovative Technology Center Inc. (FITCI) at Hood College is getting international recognition, according to the president of its board of directors.

Paula Jagemann spoke briefly Friday morning to members of the Chamber of Commerce of Frederick County on advancements made at the business incubator designed to give fledgling entrepreneurs a chance of success.

"We don't hatch chickens," she said jokingly of the incubator name. "We provide a collaborative environment with service, products and most important — mentoring — for entrepreneurs."

In fact, the incubator has

Qwest Verizon

NEW YORK — Qwest Communications Inc. on Saturday embroiled in a billion takeover battle with Verizon Communications Inc., according to a filing with the Securities and Exchange Commission.

Verizon now has 10 days to respond to the proposal or waive its right to sue. MCI said it will not pursue the offer after shunning the latest offer from Qwest.



Staff photo by Skip Lawrence
The Frederick Innovative Technology Center Inc., the county's first business and entrepreneurial incubator, is in Rosenstock Hall at Hood College in this photo from late September. FITCI is ready to occupy Rosenstock and the construction is complete, said Paula Jagemann, FITCI president.

Incubator a go in 2005

FREDERICK — Frederick Innovative Technology Center Inc. (FITCI), the county's first business and entrepreneurial technology incubator, has closed its first round of financing, executed its lease agreement with Hood College and will be ready for business in 2005.

The Maryland Technology Development Corp. (TEDCO), Maryland Department of Business and Economic Development (DBED) and Frederick County and city have delivered on their commitment to provide seed funding for the organization, according to a statement from FITCI.

TEDCO and DBED provided \$850,000 in grants to support the capital improvements needed to furnish and renovate FITCI's 10,000-square-foot facility at Hood College's Rosenstock Hall, and to purchase the necessary equipment to allow FITCI to service the local entrepreneurial community, particularly its bioscience clients.

"We believe Fort Detrick within Frederick County to be an important driver in Frederick County's and Maryland's future economic growth,"

DBED Secretary Aris Melissaratos, said. "Financing the FITCI project is yet another example of ways we can support local entrepreneurs working with Fort Detrick and the surrounding area."

The remaining \$150,000, provided by local government and government entities, will provide the much-needed operational cash flow to allow FITCI to open its doors, including the hiring of FITCI's director, Michael Dailey.

FITCI, which received state, local and community support, began renovations to Rosenstock Hall's third floor this summer and is "thrilled to announce that our formal occupancy agreement has been executed with Hood College and that the construction is complete," said Paula Jagemann, FITCI's president. "We have received outstanding support from the state of Maryland — both DBED and TEDCO."

A ceremony is planned in January to formally introduce Mr. Dailey, the facility and its services in more detail to the community. For additional information about FITCI, visit its Web site at www.fitci.org.

INSIDE INFO

Incubator continues to evolve

By Chris Knight
Tribune Staff Writer

That can do so much stuff these days and burning and on and on it goes.

The CEO of Apple, Steve Jobs, thinks of the computer as a "portal hub" where everything is plugged into the Microsoft wants their Windows Media Center to be the focus when it comes to everything media and entertainment.

And in fact, many of us do look at our computers as a kind of multi-function appliance. Just turn it on and have at it.

And while that's all well and good, there is still a lot to be said about stand-alone devices. For example, you can use your computer as a digital video recorder, or DVR, in much the same way as a TiVo or ReplayTV set top box.

To use it, you have to first power up the computer. Your computer will play a CD or DVD just like a CD or DVD player but you first have to boot up the computer. My point is that sometimes, it just may be more convenient to use a stand-alone device.

The
graphs

And w
CD and D
around for
now are we be

Trading bl

File sharing service
for trading large files
sharing system that st

AOL changes style

America Online Inc. plans to allow its content to be used by everyone on the Internet, not just subscribers. The move is intended to increase AOL's share of the valuable online advertising market in order to increase profits lost from subscribers.

The chamber news and

OVER 100 FIRMS SIGN UP FOR PURCHASING COOPERATIVE. The chamber's efforts to save members some money on their future electric bills, by creating an Electricity Purchasing Cooperative, passed its first hurdle. More than 100 firms, representing over 180 separate locations, joined the cooperative. The Advisory Committee with the Cooperative met with consultant to review pricing. The effect in December, to understand what those will mean for the bidding planned for late September. Members of the cooperative will receive periodic reports from the chamber as approaches.

ROSENSTOCK HALL

CHAMBER'S EVENTS

Opportunities to work and learn in our market. On summer. On members will have to learn about the market along with downtown Frederick. Richard

The board of directors have been established for The Frederick Innovative Technology Center Inc. Members are Craig Laufer, Kathleen Shine, Sherry Chalkberg, Patrick Haley, Susan Jesse, Heidi Shepard, Bob Eaton, Marie Keegan, Paula Jagemann, Shari Moore, Jan Gardner, Ed Galey, Ron Volpe, Beverly Byron.

may help som

deposits.



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Pharmaceutical Development Consultants
Systems Integrators

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DEPARTMENT OF ECONOMIC DEVELOPMENT

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- Permitting & Licensing
- Grants & Incentives
- Marketing & Press Release Distribution
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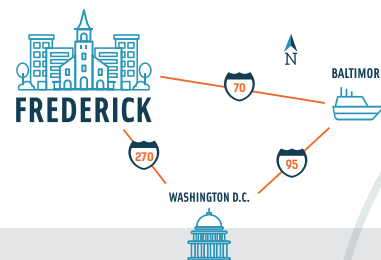
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FREDERICK MARYLAND IS WHERE

CULTURES CONNECT



ADVANTAGES

80+ LIFE SCIENCE COMPANIES

EDUCATED WORKFORCE
41% BACHELOR'S DEGREE OR HIGHER

**STRONG CELL THERAPY &
MANUFACTURING CLUSTER**

CONSISTENTLY LISTED A "TOP PLACE TO LIVE"
(LIVABILITY.COM & MONEY MAGAZINE)

Connecting the culture of research and innovation with vibrant cultural experiences is why businesses select Frederick.

FREDERICK COUNTY OFFICE OF ECONOMIC DEVELOPMENT
discoverfrederickmd.com

