

# Federal lab representatives visit Easton to discuss tech opportunities

By RICHARD MCNEY  
Chesapeake Business Ledger Editor

EASTON — The sentiment echoed throughout the day at the Eastern Shore Federal Laboratory Consortium (FLC)/Economic Development Seminar was that there is great opportunity for local businesses and entrepreneurs to collaborate with federal laboratories.

The seminar, hosted March 12 by Federal Laboratory Consortium (FLC) for Technology Transfer Mid-Atlantic Region at Krystal Q Conference Center, brought together federal laboratory representatives, local business people, economic development officials and representatives of academia to discuss the opportunities, success stories and the process of transferring technologies from federal labs to private industry.

FLC was established by Congress as a national organization to foster the transfer of technology developed in federal labs to the private sector and other government agencies. The mission of the consortium is to add value to the federal agencies, laboratories and their partners to accomplish the rapid integration of research and development resources within the mainstream of the U.S. economy.

The Mid-Atlantic region of the consortium consists of more than 70 federal laboratories and agencies. The region focuses on federal research and development assets in Pennsylvania, Delaware, Maryland, Virginia, West Virginia and the District of Columbia.

The seminar was sponsored by FLC, the Maryland Technology Development Corporation (TEDCO), the Chesapeake Bay Region Technical Center of Excellence, Caroline and Worcester counties, the Mid Shore Regional Council and the Tri-County Council for the Lower Eastern Shore of Maryland. FLC Mid-Atlantic Region Coordinator John Emond, who is also NASA Collaboration Program manager, introduced each speaker and led the seminar.

"FLC is making a commitment," he said. "What we are trying to do is foster a relationship that is ongoing and this is kind of the opening part of that continuity of collaboration and partnership."

According to Adam Suri of the Maryland Department of Business and Economic Development (DBED), who gave the opening remarks, the federal government spends \$12 to \$14 billion annually on research and development

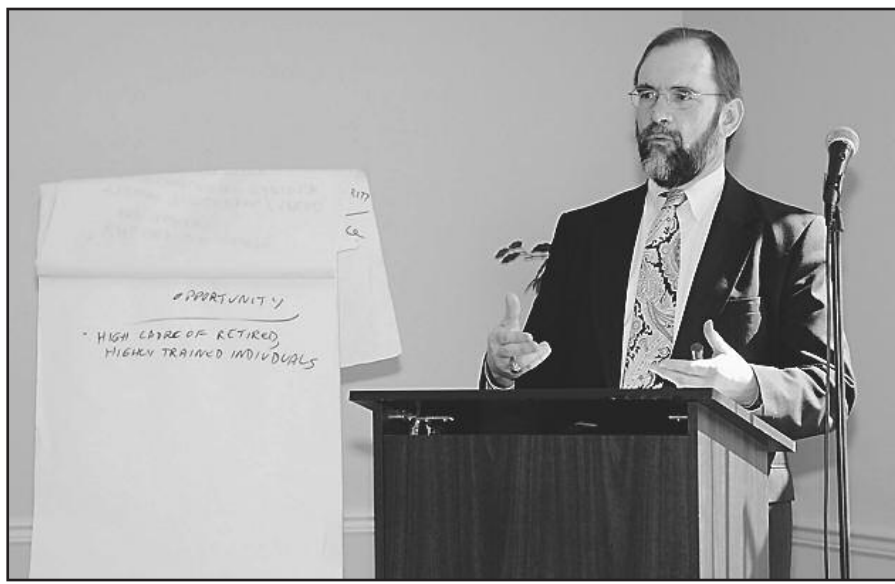


PHOTO BY RICHARD MCNEY

NASA Collaboration Program Manager and Federal Laboratory Consortium (FLC) for Technology Transfer Mid-Atlantic Region Coordinator John Emond introduced each speaker and led the seminar held at Krystal Q Conference Center on March 12.

in Maryland. The state's federal research and development investment is ranked first in the country on a per capita basis and second overall, he said. Maryland ranks first in the amount of money invested in research and development by the National Institutes of Health (NIH) and third in the amount of research and development money invested in its universities, he said, adding that the state has more than 92 federal research facilities.

The seminar featured a federal lab panel, economic development panel, business panel and academia panel. The federal lab panel included presentations by representatives from the United States Department of Agriculture-Agricultural Research Service (ARS), the National Oceanic and Atmospheric Administration and NIH.

ARS Technology Transfer Coordinator Robert Griesbach said his organization is already doing a lot of work with the Eastern Shore. He said 75 ARS researchers are working with companies and universities on the Eastern Shore, involving 134 agreements and \$12 million in investments to complete these projects.

Talbot County Office of Economic Development Director Paige Bethke spoke on the economic development panel, giving an overview of Talbot County's economy.

"We would like you to bring your science projects to our backyard," Bethke

said.

She was part of the Eastern Shore planning team that organized the seminar. Other members of the planning team included Mid Shore Regional Council Executive Director Scott Warner, Chesapeake Bay Region Technical Center of Excellence CEO John General, Caroline Technology Park Marketing Director Cynthia Pyron, Dorchester County Economic Development Director Brad Broadwell, Tri-County Council for the Lower Eastern Shore of Maryland Executive Director Mike Pennington, DBED representative Mindie Burgoyne and Worcester County Economic Development Director Jerry Redden.

TEDCO Vice President of Technology Transfer and Commercialization James Poulos gave an overview of the financial assistance his organization can provide to companies and laboratories. TEDCO's Maryland Technology Transfer Fund (MTTF) can provide funding for Maryland companies who wish to develop technology-based products or services in collaboration with the universities or federal laboratories in Maryland. TEDCO has 92 companies who have completed MTTF projects and 150 in the system, he said. TEDCO has supported those companies with \$8.2 million and they have received an additional \$260 million from angel investors and others, he said. TEDCO has been ranked the number one seed

stage funder in the nation for four years in a row, he said.

The business panel featured Vince Kelly, founder of Green Eyes LLC, which designs and implements integrated and fully automated nutrient monitoring systems that can measure various nutrients and ecosystem health indicators in bodies of water at high frequencies and post the findings automatically to the Web. The business grew out of research Kelly was involved with at the University of Maryland Center for Environmental Science, Horn Point Laboratory in Cambridge. Kelly works at the lab as a research assistant.

The seminar also featured an academia panel with Salisbury University Interim Dean of Science Mike Folkoff, University of Maryland MTES (Maryland Technology Extension Service) Senior Technical Consultant Charles Carr and University of Maryland Center for Environmental Science, Horn Point Laboratory Deputy Director Elizabeth Spahr.

After a panel on agreement mechanisms for partnerships between private industry and federal labs, two success stories were presented. Woody Ruzsala, an engineer with IntelliTech Microsystems Inc. in Bowie, told how his company is collaborating with ARS. The company provides digital imaging and monitoring of vegetation using unmanned airborne vehicles. President and CEO J.J. Lin of Imagilin Technologies in Potomac also told how his company is collaborating with ARS to make and market new treatments for poultry parasite control.

At the end of the seminar, those in attendance discussed what the next steps can be to benefit federal labs, economic development organizations, academia and industry in Eastern Shore technology development.

"We have established the beginning phase of continuing collaboration," Emond said. "Now we need to foster existing collaboration and establish newer areas of collaboration."

The group discussed holding an Eastern Shore technology transfer showcase. This would feature federal labs exhibiting their available technology; the event would be open to businesses and entrepreneurs.

"I think (the seminar) was very successful and it will have an impact on the economy," General said. "The next step is probably to do some tech showcases."

For more information, visit [www.flcmidatlantic.org](http://www.flcmidatlantic.org).

## BUSINESS BRIEFS

### Delmarva Recycling to hold Earth Day can drive

CAMBRIDGE — Delmarva Recycling Inc. will hold its seventh annual Aluminum Can Drive in celebration of Earth Day from April 14 to 19.

Customer Appreciation Day is Saturday, April 19, and the company will offer free food, music, contests and prizes.

Each year, Delmarva Recycling has chosen a local charity to receive a portion of the proceeds from the aluminum can drive. This year's beneficiary is Big Brothers Big Sisters. In the past, Habitat for Humanity and the Village of Hope have benefited from the program. Last year, Delmarva Recycling recycled more than a million pounds during Earth Week.

Delmarva Recycling has been serving the Delmarva Peninsula since 1936 and is located at 2928 Ocean Gateway in Cambridge, as well as in Salisbury and Bishopville.

For more information, call 410-546-1111 or visit [www.delmarvarecycling.com](http://www.delmarvarecycling.com).

### Haythe joins Dorchester economic development

CAMBRIDGE — Keasha Haythe has recently joined the Dorchester County Department of Economic Development as business attraction and expansion manager.



KEASHA HAYTHE

Haythe previously worked for Queen Anne's County for six years as the economic development specialist, focusing on business retention and expansion efforts.

"We are very fortunate to have Ms. Haythe join us to promote our county and maintain a strong Economic Development program," said Dorchester County Council President William Nichols. "She shares our commitment to excellence and brings with her significant experience and a working knowledge of the needs of the Eastern Shore. My fellow council members and I look forward to her continuing to get to know the local business leaders and encouraging new business to discover Dorchester County."

Haythe is a member of the International Economic Development Council, National Business Incubation Association and Maryland Economic Development Association. She can be contacted at [KHaythe@docogonet.com](mailto:KHaythe@docogonet.com) or 410-228-0155.

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# Easton Bank & Trust Reports Its Best Year

Easton Bancorp, Inc., parent company of Easton Bank and Trust, Oxford Bank and Trust, Denton Bank and Trust, and Greensboro Bank and Trust released 2007 earnings and financial performance. "We are thrilled to report the best year in our history and grateful to have a FDIC insured local community bank that is not involved in the turmoil on Wall Street" said W. David Hill, Chairman of Board.

Earnings for 2007 were \$2,374,736 compared to \$2,093,734 in 2006, a 13.4 % increase. Assets ended the year at \$143,616,540 up from \$137,896,514 and capital increased \$1,515,774 or 17.52 %.

"Easton Bank and Trust, with our sister bank operations, has once again affirmed the strength and value of community banking" said W. David Hill. "We are so fortunate to have a banking business in a strong marketplace with an involved Board of Directors focused on

in the creation of the sub-prime mess; and stands today with the best management, capital, and regulatory structure since the creation of banking in this nation." Menzies continued to state that the problems in our economy today are Wall Street not Main Street problems. "Of the 8,700 banks in this nation, there are over 8,000 that continue to offer traditional banking services and classic intermediation between depositors and borrowers. These banks borrow from their local customers and relend to their local customers and do so based on relationships not their ability to sell the transaction to someone on Wall Street. These banks are profitable, safe, sound, and driven by the health of their communities, not the health of Wall Street."

Easton Bank and Trust was founded in 1993 and serves the Talbot County and Caroline County markets. This is a paid advertisement for Easton Bank & Trust. Member FDIC.