

## MID-ATLANTIC REGION INCUBATION RESOURCES

### Pennsylvania

#### **Altoona Blair County Development Corporation**

<http://www.abcdcorp.org/>

[abcd@abcdcorp.org](mailto:abcd@abcdcorp.org)

"A private non-profit development corporation providing professional business development services in Blair County - The Heart of the I-99 Innovation Corridor"

#### **Ben Franklin Technology Partners Mr. Larry A. Seibert**

(570) 522-9222 [lseibert@sep.benfranklin.org](mailto:lseibert@sep.benfranklin.org) [info@nep.benfranklin.org](mailto:info@nep.benfranklin.org)

<http://www.nep.benfranklin.org>

#### **Ben Franklin Technology Partners of Northeast PA Mr. Robert S. Thomson (610)**

758-5262 [rthomson@sep.benfranklin.org](mailto:rthomson@sep.benfranklin.org) [info@nep.benfranklin.org](mailto:info@nep.benfranklin.org)

<http://www.nep.benfranklin.org>

The Ben Franklin Technology Partners of Northeast Pennsylvania (BFTP/NEP) is part of a state-funded economic development initiative created in 1983. We link early-stage technology firms and established manufacturers with funding, people, technology, universities and other resources to help them prosper. In the process, we fuel economic growth for northeastern Pennsylvania.

#### **Bridgeworks Enterprise Center Mr. Lewis Edwards (610) 770-1015**

[ledwards@thebridgeworks.com](mailto:ledwards@thebridgeworks.com) [aedc@thebridgeworks.com](mailto:aedc@thebridgeworks.com)

<http://www.thebridgeworks.com>

This facility offers incubator tenants shared centralized services such as educational business counseling and management and financial assistance. As the tenant's business grows and expands to a point of out-growing the Incubator space, AEDC seeks to assist these companies in relocation to market rate facilities in the Lehigh Valley and further promote the creation of new employment opportunities for Lehigh Valley residents. Since the incubator began, more than a dozen companies graduated to other locations in Allentown and the Lehigh Valley.

#### **Can Do Inc Ms. Bernadette DeBias (570) 455-1508 [bdebias@hazletoncando.com](mailto:bdebias@hazletoncando.com)**

[cando@hazletoncando.com](mailto:cando@hazletoncando.com) <http://www.hazletoncando.com>

#### **Carbondale Technology Transfer Center Mr. Paul Browne (570) 282-1255**

[paul@cttc.org](mailto:paul@cttc.org) <http://www.4cttc.org>

Initiated by the Carbondale Enterprise Development Zone, the Carbondale Technology Transfer Center began when a feasibility study funded by the Pennsylvania Ben Franklin Partnership Program determined that a small business incubator would be successful in the Carbondale area. Incorporated in March 1995, the CTTC was launched in cooperation with the CEDZ, the University of Scranton, and others. A \$2.5 million appropriation secured by then-Congressman Joseph M. McDade and administered by the U.S. Small Business Administration funded start-up costs. Funding for 2000's expansion of the CTTC Incubator Facility was obtained through Congressman McDade and Congressman Don Sherwood and administered by the SBA. Additionally, Pennsylvania Department of Community and Economic Development funds for the expansion were obtained through Senator Robert Mellow. Funding toward operational expenses is provided by Pennsylvania's Ben Franklin Technology Partners

and the U.S. Department of Agriculture's Rural Business Enterprise Grant program. Pennsylvania Power and Light Company, Fleet Pennsylvania Services and the PNC Bank Foundation have provided further financial support.

**CBICC Technology Incubator** Phone: (814) 234-1829 E-mail: [dtyler@cbicc](mailto:dtyler@cbicc) URL: <http://www.cbicc.org>

"The CBICC Incubator Program provides: a cost-effective business environment with shared support services, a professional image in a flexible office or laboratory environment, business mentoring to accelerate business development, and access to a number of valuable business development resources."

**Chamber of Business & Industry of Centre County** Mr. David Jordan (814) 234-1829 [djordan@cbicc.org](mailto:djordan@cbicc.org) [cbicc@cbicc.org](mailto:cbicc@cbicc.org) <http://www.cbicc.org> Welcome to the Chamber of Business & Industry of Centre County. We're the largest and most comprehensive chamber in the county-the premier resource for anyone interested in living, working or doing business here in the heart of Pennsylvania. Our goal is to promote healthy business growth while maintaining the high quality of life we love in Centre County.

**Corry Redevelopment Authority/Industrial Incubator** Mr. Richard Novotny (814) 664-3884 [rnovo@corryidc.org](mailto:rnovo@corryidc.org) <http://www.corryidc.org> We are a full service development team that provides low interest financing, grant assistance, tax credit preparation, leaseable facilities, fully infrastructured industrial sites, and an abundance of business support services. The outreach services include: productivity and operations enhancement, research and development, application of technologies, export assistance, business planning, labor management relations, entrepreneurial training and development.

**Drexel Univ Laurence A Baiada Ctr for Ent in Tech** Dr. Dona DeCarolis (215) 895-1795 [decarold@drexel.edu](mailto:decarold@drexel.edu) <http://www.lebow.drexel.edu/baiadacenter>

**Enterprise Development Center of Erie County Inc** Mr. R. Larry Bossolt (814) 899-6022 [lbossolt@edcec.org](mailto:lbossolt@edcec.org) <http://www.connectforsuccess.org> The Economic Development Corporation of Erie County, Inc. serves as the lead economic development agency for the County for programs and services related to:

providing ready-to-go land and buildings for industrial and business expansion and relocation;

financing, via federal, state, and local low-interest taxable and tax-exempt bond and loan programs;

entrepreneurial assistance through two EDCEC owned and controlled incubator facilities; brownfield assessment, remediation and redevelopment for industrial uses.

**Erie Technology Incubator** Mrs. Linda Wagner (814) 871-7226 [wagner@gannon.edu](mailto:wagner@gannon.edu) <http://www.gannon.edu>

**Forbes-Med Tech Business Center (Boulevard Building, Inc.)** 1401 Forbes Avenue, Pittsburgh, PA 15219 Phone: (412) 431-8200 Fax: (412) 431-9094 E-mail: [pete112@aol.com](mailto:pete112@aol.com) URL: <http://www.boulevardbuilding.com/faqs.htm>

"Forbes-Med Tech Business Center offers services such as financial/accounting information, mentoring, and help with Access to Loan funds."

**Franklin Industrial Complex** 191 Howard Street, Franklin, PA 16323 Phone: (814) 432-4476 Fax: (814) 432-4777 E-mail: [griswold@ficda.org](mailto:griswold@ficda.org) URL: <http://www.ficda.org>  
"The purpose of the Franklin Industrial Complex is to own and operate the Venango Area Industrial Complex, multi-tenant facility and industrial incubator, and also to promote economic development and assist the manufacturing and commercial community."

**Indiana Co Small Bus Incub at Indiana Univ of Penn** Dr. Robert J. Boldin (724) 357-2179 [rboldin@iup.edu](mailto:rboldin@iup.edu) <http://www.eberly.iup.edu/incubator>

**Innovation Center @ Wilkes-Barre** Mr. John L. Augustine (570) 270-4769  
[jaugustine@wilkes-barre.org](mailto:jaugustine@wilkes-barre.org) [info@icwb.biz](mailto:info@icwb.biz) <http://www.icwb.biz>

**Innovation Philadelphia Inc** Mr. Richard A. Bendis (215) 496-8110  
[rbendis@ipphila.com](mailto:rbendis@ipphila.com) [ipweb@ipphila.com](mailto:ipweb@ipphila.com) <http://www.ipphila.com>

**JARI Center for Business Development** Mr. William Blasco (814) 266-3844  
[bblasco@jari.com](mailto:bblasco@jari.com) [info@jari.com](mailto:info@jari.com) <http://www.jari.com> No matter what business you're in, JARI can help you establish and grow your company -- in most instances, with no fee for our services. JARI's partners can provide additional value-added services to businesses seeking our help. We can connect you with the right people in government, commercial lending, equity investing, real estate, and other regional, state, and federal economic development groups.

**Model Works Industrial Commons Incubator** 227 Hathaway Street, Girard, PA 16427  
Phone: (814) 774-9339 Fax: (814) 774-9235 E-mail: [damonh@team.org](mailto:damonh@team.org) URL:  
<http://www.team.org/girard.html>

"Model Works Industrial Commons Incubator, 227 Hathaway East, Girard, PA. Approximately half of the space in this 330,000 square-foot facility, formerly the Marx Toy Company factory, is used as an incubator. The other half is a multitenant facility which is available to incubator "graduates," as well as other businesses. Proximity to communities such as Albion, Lake City, and Fairview give incubator tenants access to a large skilled labor force."

**Moshannon Valley Enterprise Center** 200 Shady Lane, Philipsburg, PA 16866 Phone: (814) 342-2260 Fax: (814) 342-2878 E-mail: [movalley@abci.net](mailto:movalley@abci.net) URL:  
<http://www.mvedp.org/enterprisecenter.asp>

"Moshannon Valley Enterprise Center provides financial/accounting information, mentoring, legal services, networking, help with Access to Loan Funds, manufacturing practices assistance, federal procurement, and marketing."

**Penn State Ben Franklin Technology** Mr. Roy A. Campbell (814) 898-6542  
[rac18@psu.edu](mailto:rac18@psu.edu) <http://www.pserie.psu.edu/kpark/index.html>

**Murata Business Center**  
[www.muratabusinesscenter.com](http://www.muratabusinesscenter.com)  
[mdavis@muratabusinesscenter.com](mailto:mdavis@muratabusinesscenter.com)

The Murata Business Center is owned and operated by CREDC, The Capital Region Economic Development Corporation. Murata is dedicated to assisting start-up businesses that either become clients at the incubator, or choose locations in the community.

#### **Pottsville Schuylkill Technology Incubator**

[www.incubator-tech.com](http://www.incubator-tech.com)

[info@incubator-tech.com](mailto:info@incubator-tech.com)

The Pottsville/Schuylkill Technology Incubator (PSTI) is the ideal first home for start-up technology businesses. We offer support that assists entrepreneurs in planning and implementing a new venture. Services and benefits include: Business Plan Development Assistance, T-1 access, KOZ status, Mentors, and shared equipment and services all included in a tenants below market rent.

**Robert P. Habgood Building (Business Development Center)** 20 Russell Blvd., P.O. Box 490, Bradford, PA 16701 Phone: (814) 368-7170 Fax: (814) 368-6894 E-mail: [bcochran@penn.com](mailto:bcochran@penn.com) URL:

[http://bradfordpa.com/oecd/Facilities\\_\\_Sites/sub\\_facilities\\_1.html](http://bradfordpa.com/oecd/Facilities__Sites/sub_facilities_1.html)

"This complex is owned by the City of Bradford and is operated as a small business incubator. Tenants may rent both manufacturing and office space at affordable rates and take advantage of the available shared services and equipment. The purpose of the incubator is to shelter new start-up businesses. Flexibility exists with respect to rental rates and lease terms. Occupancy is currently 90% but fluctuates as tenants graduate and move to other sites within the the community. The entire complex has been renovated including the upgrading of electric, plumbing, heating and sprinkler systems. Space can be further customized to meet tenant needs. Four ample parking lots provide more than adequate space to meet needs of employees and visitors. Truck transportation to and from the facility is available through a wide variety of commercial carriers."

#### **Riverside Center for Innovation**

[www.riversidecenterforinnovation.com](http://www.riversidecenterforinnovation.com)

Located on Pittsburgh's North Shore is the Riverside Center for Innovation, an office complex that helps both start-ups and growing businesses excel.

**Temple University SBDC Business Incubator** Ms. Marcia E. Lyssy (215) 204-2375  
[mlyssy@temple.edu](mailto:mlyssy@temple.edu) [sbdc@sbm.temple.edu](mailto:sbdc@sbm.temple.edu) <http://www.temple.edu/sbdc>

**The Business Center at New Covenant Campus** Ms. Pamela J. Rich-Wheeler (215) 247-2473  
[prichwheeler@thebizctr.com](mailto:prichwheeler@thebizctr.com) [info@thebizctr.com](mailto:info@thebizctr.com) <http://www.thebizctr.com>

**The Enterprise Center** Ms. Della Clark (215) 895-4005  
[dellac@theenterprisecenter.com](mailto:dellac@theenterprisecenter.com) [info@theenterprisecenter.com](mailto:info@theenterprisecenter.com)  
<http://www.theenterprisecenter.com>

#### **Innovation Center @ Wilkes-Barre**

[www.icwb.biz](http://www.icwb.biz)

[info@icwb.biz](mailto:info@icwb.biz)

**University City Science Center** Dr. Pradip K. Banerjee (215) 387-6250

[pbanerjee@sciencecenter.org](mailto:pbanerjee@sciencecenter.org) [info@sciencecenter.org](mailto:info@sciencecenter.org) <http://www.sciencecenter.org>  
**University of Pittsburgh Institute for Entrepreneurial Excellence**

**Warren County Development Complex** 4 Harmer Street, Warren, PA 16365 Phone: (814) 723-3052 Fax: (814) 726-7455 E-mail: [debr@team.org](mailto:debr@team.org) URL: <http://www.wcda.com>

"The WCDA was formed in May 1957 with the mission to provide for the enhancement of the quality of life in Warren County through orderly growth and development. The Association will initiate and facilitate projects which stimulate economic growth and will co-ordinate its development efforts with federal, state and regional and other local agencies, as well as encourage community participation."

**William D. McNeilly Business Center** Greenville Area Economic Development Center 12 N. Diamond Street, Greenville, PA 16125 Phone: (724) 588-1161 Fax: (724) 588-981 E-mail: [mcneilly@nauticom.net](mailto:mcneilly@nauticom.net) URL: <http://www.gaedc.org/mcneilly.html>

"The Business Center offers new businesses first-rate work space at costs that are below market value. The William D. McNeilly Business Center is a private non-profit operation sponsored by the Greenville Area Economic Development Corporation and partially funded by grants from the Ben Franklin Partnership."

**Working Order** 1650 Main Street, Sharpsburg, PA 15215 Phone: (412) 782-5344 Fax: (412) 782-5373 E-mail: [entre@workingorder.org](mailto:entre@workingorder.org) URL: <http://www.workingorder.org/>

"Working Order's mission is to support employment opportunities for people with disabilities through entrepreneurship and community partnerships."

### **The Greenhouse Initiative**

To capitalize on existing strengths and transform Pennsylvania into the world's center for the Life Sciences, the Commonwealth created the PA Life Sciences Greenhouse Initiative. A one-time investment of \$100 million from the Tobacco Settlement into this initiative represents one of the largest technology investments in Pennsylvania's history – one that holds the promise of significant economic and health benefits for Pennsylvanians and beyond.

Three Life Sciences Greenhouses have been developed throughout the Commonwealth:

[Pittsburgh Life Sciences Greenhouse](#)

[Life Sciences Greenhouse of Central Pennsylvania](#)

[BIOAdvance \(the Biotechnology Greenhouse Corporation of Southeastern PA\)](#)

By working as separate but equal partners, these three centers of innovation, research and development represent an opportunity for shared information – sparking continued growth and making speed to market breakthroughs that enable entrepreneurs to realize their business dreams and create jobs. The collaborative effort fosters statewide growth and coordination of the Life Sciences.

The initiative serves as a portal to a range of cutting-edge initiatives across the state, and provides links to such areas as regenerative medicine and tissue engineering, bionanofabrication, advanced robotics, bioinformatics, accelerated platforms for drug discovery and linked centers for clinical trials.

The Life Sciences Greenhouse Initiative provides a flexible, innovative mechanism for

the commercialization of biotechnology and other Life Science business opportunities. Specifically, the initiative will accelerate regional initiatives designed to:  
Transfer technology from research laboratories to entrepreneurial start-up companies  
Enhance collaboration between academic, entrepreneurial, corporate, financial and governmental partners  
Attract new companies to Pennsylvania

### **PHILADELPHIA AREA BUSINESS INCUBATORS**

**The Bridgeworks Enterprise Center** 905 Harrison Street Allentown, PA 18103 Tel: (610) 770-1015 Contact: Lewis Edwards

**The Business Center at Covenant Campus** 7500 Germantown Ave, Elders Hall Suite 113 Philadelphia, PA 19119 Tel: (215) 247-2473 Contact: Pamela Richwheeler

**Business Centers of America** 1822 Spring Garden Street Philadelphia, PA 19130 Tel: (215) 564-6700 Contact: Kathy Fulton

**Business Resource and Incubator Center** 436 Old York Road Jenkintown, PA 19046 Tel: (215) 887-5122 Contact: Julie Slavet

**Dublin Technology Enterprise Center** 123 N. Main Street Dublin, PA 18917 Tel: (215) 249-9401 Contact: Ann Kuznicki

**The Enterprise Center** 4548 Market Street Philadelphia, PA 19139 Tel: (215) 879-8500 Contact: Della Clark

**Hatboro Technology Center** 2935 Byberry Road Hatboro, PA 19040 Tel: (215) 672-6510 Contact: John Szczesniak

**The Jefferson Center** 700 Butler Ave. Doylestown, PA 18901 Tel: (215) 489-4944

**Penn Business Development Center** 5398 Wynnefield Ave. Philadelphia, PA 19131 Tel: (215) 877-3800 Contact: Frank Devine

**Philadelphia Business and Technology Center** 5070 Parkside Ave. Philadelphia, PA 19131 Tel: (215) 879-8500 Contact: Marjorie Ogilvie

**Port of Technology** 3701 Market Street, Suite 340 Philadelphia, PA 19104 Tel: (215) 966-6000 Contact: Karen Meidlinger

**Pottsville/Schuylkill Technology Incubator** One S. Second St. Pottsville, PA 17901 Tel: (570) 628-3385

**Temple Small Business Development Center Incubator** 1510 Cecil B. Moore Ave., Suite 300 Philadelphia, PA 19122 Tel: (215) 204-0143

**Universal Companies Business Support Center** 1502 Catherine St Philadelphia, PA 19146 Tel: (215) 985-9420 Contact: Martin Lewis

**University City Science Center** 3701 Market Street, 2nd Floor Philadelphia, PA 19104 Tel: (215) 966-6265 Contact: Jill R. Felix

**University Technology Park** 1450 Edgmont Avenue, Suite 210 Chester, PA 19013 Tel: (610) 499-7526 Contact: Kitty O'Donnell

## Virginia

### **Virginia Business Incubation Association (VBIA)**

VBIA sponsors an annual meeting and other training events statewide. Please visit VBIA's website at [www.vbia.org](http://www.vbia.org) to learn more about the association and its activities.

### **VBIA OFFICERS**

President: Russell V. Combs, Executive Director Winchester Incubation Regional Enterprise 540-450-2200 [russc@winwithwire.com](mailto:russc@winwithwire.com)

Vice-President: Lisa Ison, President New Century VentureCenter 540-344-6402 [lison@ncvc.com](mailto:lison@ncvc.com)

Secretary/Treasurer: Betty Mitchell, Executive Director 540-468-1922 [highcent@cfw.com](mailto:highcent@cfw.com)

## **Virginia Small Business Incubators**



revised: 12.07.04

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**Hampton Roads Technology Incubator** Tim Early, Director Peninsula Site 24 Research Drive Hampton, VA 23666 757-865-0298 Fax 757-865-0298 **Southside Site** 420 North Center Dr., Bldg. 11, Ste. 221 Norfolk, VA 23502 757-233-0875 Fax 757-233-0876 [tearly@hrtc.org](mailto:tearly@hrtc.org) [www.HR-Incubator.org](http://www.HR-Incubator.org)

**Incubator America** Sindy Yeh Arlington Economic Development 2111 Wilson Blvd., Ste. 600 Arlington, VA 22201 703.228.0858 Fax 703.228.0804 [syeh@arlingtonvirginiausa.com](mailto:syeh@arlingtonvirginiausa.com) [www.incubatoramerica.com](http://www.incubatoramerica.com)

**Dan River Business Development Center** Linda Green, Acting Director 300 Ringgold Industrial Pkwy. Danville, VA 24540 434-793-9100 Fax 434-793-9200 [lgreen@drbdc.com](mailto:lgreen@drbdc.com) [www.drbdc.com](http://www.drbdc.com)

**Nottoway County Small Business Incubator @ Pickett Park** John Hill, Director 1279 W. 10<sup>th</sup> St., Box 107- Pickett Park Blackstone, VA 23824 434-292-1532 or 434-298-0366 Fax 434-292-1533 [pckltra@earthlink.net](mailto:pckltra@earthlink.net) [www.svcc.va.us/sbi](http://www.svcc.va.us/sbi)

**The New Century Venture Center** Lisa Ison, President 1354 8<sup>th</sup> St. SW Roanoke, VA 24015 540-344-6402, x. 202 Fax 540-345-0262 [lison@ncvc.com](mailto:lison@ncvc.com) [www.ncvc.com](http://www.ncvc.com)

**Pioneer Center for Business Opportunity** Kathie Noe, Executive Director P.O. Box 408 Duffield, VA 24244 276-431-7226 X329 [kathie@pcbo.org](mailto:kathie@pcbo.org) [www.pcbo.org](http://www.pcbo.org)

**Lynchburg Business Development Centre** Catherine McFaden, Executive Director 147 Mill Ridge Rd. Lynchburg, VA 24502 434-582-6100 Fax 434-582-6106 [Catherine@lbdc.com](mailto:Catherine@lbdc.com) [www.lbdc.com](http://www.lbdc.com)

Hampton University Business Incubator William Thomas, Director 55 E. Tyler St. Hampton, VA 23669 757-722-9283 Fax 757-727-5575

[williamh.thomas@hamptonu.edu](mailto:williamh.thomas@hamptonu.edu) [www.hamptonu.edu/HUBAC/](http://www.hamptonu.edu/HUBAC/)

NewBiz Virginia Steve Landes, Executive Director 50 Lodge Ln., Ste. 114 Verona, VA 24482 540-248-0600 Fax 540-248-4614 [info@newbizva.org](mailto:info@newbizva.org) [www.newbizva.org](http://www.newbizva.org)

**AdvanTech Incubator Richmond** Larry Haines, Executive Director 501 E. Franklin St. Richmond, VA 23219 804-521-4001 Fax 804-521-4004 [lhaines@advantechva.org](mailto:lhaines@advantechva.org) [www.advantechva.org](http://www.advantechva.org)

**New River Valley Competitiveness Center** Wayne Carpenter, Director 6580 Valley Center Dr. Radford, VA 24141 540-633-6730 Fax 540-633-6768 [wayne@nrvc.org](mailto:wayne@nrvc.org) [www.nrvc.org/nrvcc.html](http://www.nrvc.org/nrvcc.html)

**Franklin Business Incubator (Under construction)** Incubator Manager 207 West Second Ave. Franklin, VA 23851 757-562-8503 Fax 757-562-7982 [sbi@franklinva.com](mailto:sbi@franklinva.com) [www.franklin.va.us](http://www.franklin.va.us)

**Richlands Business Incubator** Dreama Shreve, Administrative Assistant 1928 Front St. Richlands, VA 24641 276-963-2660 Fax 276-963-2670 [dreama@richbizinc.org](mailto:dreama@richbizinc.org) [www.richbizinc.org](http://www.richbizinc.org)

**Winchester Incubation Regional Enterprise** Russell V. Combs, Executive Director 2281 Valley Avenue, Suite 220 Winchester, VA 22601 540-450-2200 Fax 540-678-1921 [russc@winwithwire.com](mailto:russc@winwithwire.com) [www.winwithwire.com](http://www.winwithwire.com)

**Virginia Biosciences Development Center** David Lohr, Executive Director 800 East Leigh St. Richmond, VA 23219 804-828-7048 Fax 804-828-8566 [vbdc@vabiotech.com](mailto:vbdc@vabiotech.com) [www.vabiotech.com/bioincubator](http://www.vabiotech.com/bioincubator)

**The Highland Center** Betty Mitchell, Executive Director P.O. Box 556 Monterey, VA 24465 540-468-1922 Fax 540-468-2551 [highcent@cfw.com](mailto:highcent@cfw.com) [www.thehighlandcenter.org](http://www.thehighlandcenter.org)

**The Jacksonville Center in Floyd** Wayne Bradburn, Director 220 Parkway Ln. Floyd, VA 24091 540-745-2784 Fax 540-745-2784 [jax@swva.net](mailto:jax@swva.net) [www.civic.bev.net/jacksonvillecenter](http://www.civic.bev.net/jacksonvillecenter)

**West Piedmont Business Development Center** Lisa Fultz, Director P.O. Box 747 Martinsville, VA 24114 276-638-2523 Fax 276-638-2669 [lfultz@ci.martinsville.va.us](mailto:lfultz@ci.martinsville.va.us) [www.wpbdc.org](http://www.wpbdc.org)

**Jefferson Davis Enterprise Center** Susan Banton, Director 8310 Shell Rd., Ste. 1A Richmond, VA 23237 804-275-5190 Fax 804-275-5192 [susan.banton@jdec.net](mailto:susan.banton@jdec.net) [www.jdec.net](http://www.jdec.net)

**Empowerment 2010 Small Business Incubator and Resource Center** Jeff Smith, Business Development Manager 1130 Tabb Street Norfolk, VA 23504 757-314-4222 Fax

757-314-4240 [jsmith@empowerment.org](mailto:jsmith@empowerment.org) [www.empowerment2010.org](http://www.empowerment2010.org)

**VTKnowledgeworks @ Virginia Tech Corporate Research Center** James A. Flowers  
1715 Pratt Dr., Ste. 2800 Blacksburg , VA 24060 540-443-9100 Fax 540-961-2304  
[jim.flowers@vtknowledgeworks.com](mailto:jim.flowers@vtknowledgeworks.com) [www.vtknowledgeworks.com](http://www.vtknowledgeworks.com)

**Fairfax County BioAccelerator** Lisa Smith, Assistant Director 7001 Loisdale Rd., Ste.  
200 Springfield, VA 22150 703-822-2920 Fax 928-438-6754  
[LSS@angletechnology.com](mailto:LSS@angletechnology.com) [www.fairfaxcountyeda.org/incubate\\_bio.htm](http://www.fairfaxcountyeda.org/incubate_bio.htm)

**Virginia Highlands Small Business Incubator, Inc. (Under Construction)** James  
Doss, Executive Director One Partnership Circle P.O. Box 1987 Abingdon, VA 24212  
276-619-4393 Fax 276-619-4309 [jdoss@swcenter.edu](mailto:jdoss@swcenter.edu)

**Mason Enterprise Center Business Accelerator** Judy Barral, Business Manager and  
Director 4031 University Drive, Suite 20 Fairfax, VA 22030 703-277-7700 Fax 703-  
277-7730 [jbarral@gmu.edu](mailto:jbarral@gmu.edu) [www.masonenterprisecenter.org](http://www.masonenterprisecenter.org)

**Greater Reston Chamber of Commerce Incubator** Tracey M. White, President and  
CEO 1763 Fountain Dr. Reston, VA 20190 703-707-9045 Fax 703-707-9049  
[restonbiz@restonchamber.org](mailto:restonbiz@restonchamber.org) [www.restonchamber.com](http://www.restonchamber.com)

**Spinner Technologies, Inc.** Andrea Alms General Manager 1224 West Main Street Suite  
1-110 Charlottesville, VA 22903 434-982-0852 Fax 434-982-1583 [andrea@virginia.edu](mailto:andrea@virginia.edu)  
[www.spinnertech.com](http://www.spinnertech.com)

**The Southwest Regional Enterprise Center (Under construction)** Dallas Garrett,  
Ph.D. Interim Executive Director 966 E. Stuart Drive Galax, VA 24333 276-236-2888  
[dgarrett@crossroadsVA.org](mailto:dgarrett@crossroadsVA.org)

**Darden Progressive Incubator** C. Ray Smith, Faculty Director The Batten Institute P.O.  
Box 6550 Charlottesville, VA 22906 434-243-4300 [SmithC@arden.virginia.edu](mailto:SmithC@arden.virginia.edu)  
[www.darden.virginia.edu/batten/](http://www.darden.virginia.edu/batten/)

**Korean Venture Center** David Callahan, Senior Advisor 1952 Gallows Rd., #110  
Vienna, VA 22182 571-633-9600 Fax 571-633-9517 [David.callahan@cox.net](mailto:David.callahan@cox.net)  
<http://www.kvc-usa.com>

**Teqcorner, LLC** Myra Fitzwater, Sales 1616 Anderson Rd. McLean, VA 22102 703-  
714-6171 Fax 703-356-3166 [sales@teqcorner.com](mailto:sales@teqcorner.com) <http://www.teqcorner.com>

**TEOCO Corporation** Atul Jain, CEO 12150 Monument Dr. Ste. 400 Fairfax, VA  
22033 888-TO-TEOCO Fax 703-259-4487 [atul@teoco.com](mailto:atul@teoco.com) <http://www.teoco.com>

**Action Can Advance Progress Micro-Enterprise Business Incubator** Chona Bravante,  
Program Coordinator 1644 N. McKinley Road Arlington, VA 22205 703-241-2040 ext

34 Fax 703-241-2666 [cbravante@arlingtoncap.org](mailto:cbravante@arlingtoncap.org) [www.arlingtoncap.org](http://www.arlingtoncap.org)

**Advanse International** 7918 Jones Branch Drive Suite 600, McLean, VA 22102  
Phone: 703-243-5991 Fax: 703-243-9139 Contact: [Linda Ferri](#), President and CEO  
Advanse International provides a range of incubation services to North American and international clients - from business image services (having a Washington address), to ViP (virtual presence - Advanse acts as the client's Washington office and staff), as well as "a la carte" strategy, financing, marketing, recruiting and administration services for companies that would like to have a cost-effective presence in the Washington area. In addition to our multilingual staff, we coordinate our network of partners to provide one-stop shopping for extended services such as legal, accounting, warehousing/logistics and industry specific issues. Advanse International was created in 1985 by EDF (Electricite de France) with a double purpose: to facilitate the international development of technology-based companies and to foster economic development through internationalization, attraction and creation of companies. In 1999, current management purchased Advanse from EDF. Advanse now operates as an independent, women-owned consulting firm dedicated to helping companies, territories and institutions develop internationally.

**Business Development Centre, Inc.** 147 Mill Ridge Road, Lynchburg, Virginia 24502  
Phone: (804) 582-6100 Fax: (804) 582-6106 E-mail: [Rich@lbdc.com](mailto:Rich@lbdc.com) URL:  
<http://www.lbdc.com/>

"Business Development Centre, Inc. is an incubator and small business resource center committed to helping small business owners, especially low-to moderate-income individuals, minorities, and females, find the assistance needed to start to grow their businesses."

**Crunchy Technologies Inc.** 2111 Wilson Boulevard Suite 700, Arlington, VA 22201  
Phone: 877-379-9185 Contact: [Louis J. Hutchinson, III](#), CEO

Crunchy Technologies Inc. (Crunchy) provides comprehensive technology and business services to established and emerging companies and government agencies conducting business on the Internet. Crunchy creates accessible (Section 508 compliant), highly-scalable, integrated e-business solutions utilizing Internet, intranet and wireless platforms, and provides business expertise and services through its Crunchy e-Business Network. The Network is comprised of best-of-breed partners in marketing and branding, globalization, accounting and tax, legal, content and human capital. Sponsoring partners of the Crunchy e-Business Network include: Ogilvy PR Worldwide, M2 Limited, Arthur Andersen, Reed Smith, YellowBrix and MBA Management.

**Fairfax County BioAccelerator** 8300 Boone Boulevard, Suite 450 Vienna, VA 22182  
Telephone: 703-822-2922 eFax: 928-438-6754 Contact: [Lisa S. Smith](#), BioAccelerator Assistant Director

The BioAccelerator is designed to attract and support the growth of life science companies in Fairfax County, VA. BioAccelerator client companies participate in a tailored program of business development services provided by ANGLE Technology Group. The BioAccelerator program includes business and financial planning, sales and

marketing support, intellectual property management, access to preferred service providers (legal, accounting, human resource, etc.) and furnished office space with on-site administrative support. The program is open to domestic and international companies. The Fairfax County Economic Development Authority selected ANGLE Technology Group, an international technology commercialization company with world-wide experience in developing and managing research parks and technology incubators to manage this project. The BioAccelerator is located in Springfield, VA near the Franconia-Springfield Metro Station.

**Greater Reston Chamber of Commerce Incubator Program** 1763 Fountain Drive Reston, VA 20190 Phone: 703-707-9045 Fax: 703-707-9049 Contact: [Tracey White](#), President and CEO

The Incubator Program of the Greater Reston Chamber of Commerce assists entrepreneurs in forming and developing high-growth businesses in various sectors of the regional economy including technology, government services and supporting industries. The program provides physical space, business services and technical support to help emerging business grow. Job creation and increased regional prosperity are the program's primary goals.

**Incubator AMERICA!** 2111 Wilson Boulevard Suite 600, Arlington, VA 22201 Phone: 703-228-0858 Fax: 703-228-0804 Contact: [Sindy Yeh](#), Arlington Economic Development

Incubator AMERICA! is expressly designed for international companies entering the U.S. market. Companies have access to the following facilities and services, which are included in an affordable package that does not require a long-term lease:

- Location in the heart of the Washington DC metropolitan region
- Ready-to-use office space outfitted with state-of-the-art technology
- Direct access to university and technical resources
- High-profile exposure to potential business partners and clients
- Ongoing evaluation of your business development plan
- Comprehensive orientation to American business practices
- On-site administrative support personnel

**Katalyst** Katalyst Securities 1616 Anderson Road Suite 304, McLean, VA 22101 Phone: 703-286-0811 Contact: [Jonathan Kalman](#), CEO Katalyst, the first Full Service Accelerator (FSA), is a new breed of business builder and investor that uses a proprietary Net Acceleration™ methodology to integrate venture capital, operational expertise and merchant banking. Katalyst uses this unique combination to drive rapid and sustainable value in new economy ventures including startups and corporate spin outs.

**Mason Enterprise Center** 4031 University Drive Suite 200; Fairfax, VA 22030-3409 Phone: 703-277-7700 Fax: 703-277-7730 Contact: [Keith Segerson](#), Managing Director The Mason Enterprise Center aims to incorporate the ideas of innovation and entrepreneurship into the economy and society of the region. To accomplish these objectives, the Center focuses the energy, skills and intellectual capital of George Mason University on enterprise creation, expansion, restructuring and education. The Mason Enterprise Center provides broad business development services, under such programs as our 29 Virginia Small Business Development Centers, Mentor- Protege Program and PTAP (Procurement and Technical Assistance Program) which are available to

participating incubator companies. The Center has an excellent track record for growth of companies and completed substantial expansions in both 2002 and again in 2004.

**Milestone Equity Partners, LLC** 6066 Leesburg Pike Suite 500, Falls Church , VA 22041 Phone: 703-845-8500 Fax: 703-845- 8454 Contact: [Mark Fedeli](#), Senior Associate

Milestone Equity Partners, LLC is an international network of for-profit technology incubators. Milestone's team of proven business leaders guides groundbreaking companies through a customized set of services, including business development, strategic marketing, executive team development, product management, corporate infrastructure development and access to venture financing. With a network of strategic partners, Milestone helps portfolio companies navigate the challenges of building a successful company. The team has been instrumental in raising more than \$350 million in equity and debt, and it has led companies to liquidity in excess of \$2 billion.

### **TEOCO Corporation**

12150 Monument Drive Suite 400, Fairfax, VA 22033 Phone: 703-322-9200 Fax: 703-322-9133 Contact: [Atul Jain](#), CEO/Chairman

TEOCO, The Employee Owned Company, provides strategic business solutions that create measurable value for our clients through the intelligent use of business expertise and information technology. Our lines of business include: [Telecom Solutions](#), a provider of network revenue and cost management solutions for the telecommunications industry; and [Web and Wireless Solutions](#), a provider of web and wireless enabled business systems.

[Teqcorner, LLC Myra Fitzwater](#) 1616 Anderson Road McLean , Va 22102 Phone: 703-286-0808 Phone: 571-436-8936 (24/7) Contact: , Teqcorner, LLC

Teqcorner, LLC was designed to provide emerging businesses, corporations, and start-up entrepreneurs with flexible and affordable full service office solutions including concierge services, IT consulting and administrative services. Office space from 200 to 8,000 square feet can be set up within 24 hours, allowing our clients to focus on their core business. Teqcorner, LLC creates a community for growing businesses, offering short-term flexible leasing programs within a unique networking atmosphere—TeqConnect. Monthly networking events, speaker series, business mixers and luncheons bring our clients the tools and resources needed to grow their business. Teqcorner, LLC partners with organizations such as: Northern Virginia Technology Council (NVTC); Center for Innovative Technology (CIT); Fairfax County Economic Development Authority, Century Club of George Mason University; International Association of Space Entrepreneurs (IASE); Fairfax County Chamber of Commerce and the Greater McLean Chamber of Commerce to bring additional resources and services to help our clients emerge into successful companies. Office Space - From Concept to Company!

**The Scottish Technology and Research Center - CIT** 2214 Rock Hill Road #501, Herndon , VA 20170 Phone: 703-326-9470 Fax: 703-326-0429 Contact: [Dawn Henderson](#), Vice President

Scottish Technology and Research (STAR) Centers provide support to Scottish and U.S. Companies interested in developing trade and international business partnerships. STAR Centers have four regional locations in the U.S. ( San Jose, CA; Herndon, VA; Orlando,

FL; and Houston, TX), which include incubator facilities for Scottish Technology Companies entering the U.S. market. Main areas of focus include: software/IT/e-commerce, aerospace, optoelectronics, biotechnology/healthcare, oil and gas, semiconductors and creative industries.

**Giles County Incubator** 211 Main Street, Suite 109 Narrows, VA 24124 Phone: (540) 726-3888 Fax: (540) 726-7119 E-mail: ahines@gva.net URL: <http://www.nrvdc.org/nrvin.html>

"The Giles Business Incubator is a business resource center committed to the growth and development of beginning businesses in Giles, Monroe, and surrounding counties. Owned by the town of Narrows, the Giles Business Incubator intends to support small business entrepreneurs in Giles County. Narrows has worked closely with the New River Valley Planning District Commission and the New River Valley Development Corporation to coordinate the Giles Business Incubator with the Competitiveness Center. The Giles Business Incubator is located in a designated Enterprise Zone. This designation offers numerous benefits for a business (i.e. job grants, BPOL tax rate reduction, and local sales tax refunds). Business support services from across the region will work with the Giles Business Incubator to ensure the long-term success of its tenants. Financial support for the Giles Business Incubator came from Community Development Block Grants, the Appalachian Regional Commission, the Town of Narrows, local and regional businesses, and individuals."

**Mountain Empire Business Incubator  
New Century Venture Center**

**People Incorporated of Southwest Virginia** 1173 West Main Street, Abingdon, Virginia 24210 Phone: (540) 623-9000 Fax: (540) 628-9000 URL: <http://www.businesstart.org/>

"People, Incorporated of Southwest Virginia is the designated community action agency for four counties and one city in Central Appalachia: Buchanan, Dickenson, Russell, and Washington Counties, and the City of Bristol, Virginia. Whenever possible, our programs serve people throughout this region. A few of our programs serve people living in neighboring counties and cities."

**Smyth Enterprise Center**

**West Virginia**

**Biztech, the Business and Technology Community Center of Jefferson County** 401 S. Fairfax Avenue, Ranson, WV 25438 Phone: (304) 728-3051, ext. 252 Fax: (304) 728-3068 E-mail: [ng@jctc.org](mailto:ng@jctc.org) URL: <http://www.jctc.org>

"Business today requires a new level of flexible work space, designed with your needs in mind, one that can provide a technology-friendly environment. BizTech caters to these special demands with fully equipped, turnkey computer workstations, a conference room, videoconferencing, color and laser printing, copying, faxing and scanning services, and friendly, trained staff support."

**Center for Economic Options, Inc. West Virginia Microbusiness Center** 214 Capitol Street, Suite 200, Charleston, WV 25321-0191 Phone: (304) 345-1298 Fax: (304) 342-0641 E-mail: [info@economicoptions.org](mailto:info@economicoptions.org) URL:

<http://www.centerforeconomicoptions.org/>

"The Center for Economic Options is a non-profit, statewide, community-based organization that promotes opportunities to develop the economic capacity of West Virginia's rural citizens, particularly women, and communities. The Center creates alternative approaches to economic development - such as networks of home-based business entrepreneurs - and works with communities to help build support for small and micro-businesses."

**Charleston Enterprise Center (CEC)** 1116 Smith Street, Charleston, WV 25301 Phone: (304) 340-4250 Fax: (304) 340-4275 E-mail: [pagreen@charleston-wv.com](mailto:pagreen@charleston-wv.com) URL:

<http://www.charleston-wv.com>

"Charleston Enterprise Center is a non-profit organization that provides networking, help with Access to Loan Funds, and federal procurement."

Chemical Alliance Zone

Mary Annie

Tom Graff

John Maher

**Lightstone Foundation and Community Development Corporation** HC 63 Box 73, Moyers, WV, USA 26815 Phone: (304) 249-5200 Fax: (304) 249-5310 E-mail:

[lfi@access.mountain.net](mailto:lfi@access.mountain.net) URL: <http://www.lightstone.org/>

"Lightstone Community Development Corporation enhances the social, economic, and environmental vitality of West Virginia and Virginia rural mountain communities by supporting sustainable enterprises."

**Ohio Valley Industrial and Business Development Corporation** Contact: Terry Burkhart 12th and Chapline Streets, Wheeling, WV 26003 Phone: (304) 232-7722 URL: <http://www.ovibdc.com/>

"The RED team can help you locate real estate, financing for your business, and will help to make your business successful in our region."

**Unlimited Future, Inc.** 1650 Eight Avenue, Huntington, WV 25714 Phone: (304) 697-3007 Fax: (304) 522-0367 E-mail: [ufi@access.net.com](mailto:ufi@access.net.com) URL:

<http://www.unlimitedfuture.org/>

"Our Mission is to provide for start-up and emerging businesses, a not-for-profit business development center which creates an environment for entrepreneurial success by providing a physical facility, education, and operational support, including the expertise of a network of advisors. The center is designed to assist participating businesses, especially minority businesses, in their efforts to reduce overhead expenses, compete effectively in markets, and create jobs."

West Virginia Wood Technology Center provides customized workforce training and technical support services for the wood industry including computer training ...

[www.wvwoodtech.com](http://www.wvwoodtech.com)  
[info@wvwoodtech.com](mailto:info@wvwoodtech.com)

**WVHTF Business Incubator**

Vanessa Schoetz

Jack Carpenter

Kim Brady

<http://www.wvhtf.com/capabilities/commercialization/>  
[info@wvhtf.org](mailto:info@wvhtf.org)

West Virginia University Business Incubator

Dusty Gwinn

Russ Lorince

John Weete

[www.wvu.edu/~incubator](http://www.wvu.edu/~incubator)  
[wvubi@mail.wvu.edu](mailto:wvubi@mail.wvu.edu)

**Delaware**

Delaware State University High Technology Incubator

**Delaware Emerging Technology Center**

[www.delawareetc.org](http://www.delawareetc.org)

The Center's mission is to identify and cultivate emerging technology entrepreneurs through a holistic comprehensive business network that provides a wide range of services and drives the movement of an idea to commercialization

**Maryland**

**College of Southern Maryland Business Incubation Programs** Smallwood Village Shopping Center; Waldorf, MD Prince Frederick Shopping Center ; Prince Frederick, MD Phone: 301-934-7581 Contact: [Jayne Hunsinger](#), Program Manager for Business Incubation Programs The College of Southern Maryland (CSM), along with the Economic Development Commission of Charles County and the Department of Economic Development in Calvert County, has created two innovative business incubation programs to promote entrepreneurial activity in Southern Maryland. Fledgling companies admitted to one of the CSM Business Incubators will be provided with the opportunities, resources and management training necessary for business success.

Applications are currently being accepted for both facilities.

**Human Vision Incubator** 8181 Professional Place Suite 200, Landover, MD 20785

Phone: 301-577-3300 Fax: 301-577-3939 Contact: [Gary S. Murray](#), Managing member

The Human Vision Incubator is a privately run facility operated by a high-tech entrepreneur. Acceptance into the incubator is by invitation only. The selected firms will receive business and technical assistance from the owner. Flexible office suites are available for four to five small high-tech firms.

**Prince George's County Technology Assistance Centre (TAC) Incubator** 4640 Forbes Boulevard Suite 200, Lanham , MD 20706 Phone: 301-429-3044 Fax: 301-429-8762 Contact: [Wanda Plumer](#), Acting Vice President of Operations

The Prince George's County Technology Assistance Center (TAC) Incubator provides shared services, managerial and technical assistance and flexible office space for small technology firms. The Prince George's Small Business Assistance Center, which is located in the same office suite, provides business counseling assistance. Also co-located with the TAC, is the office of the National Capital Minority Business Opportunity Committee (NCMBOC), a new regional initiative that seeks to address the unique challenges often confronted by minority-owned firms. NCMBOC helps identify procurement opportunities for its clients. EDC staff also helps to connect incubator companies to a variety of financing and venture capital providers, technology commercialization partners and networking opportunities.

**Silver Spring Innovation Center (SSIC)** Montgomery County , MD 8970 Georgia Avenue, Silver Spring , MD 20910 Phone: 240-453-6348 or 240-777-2000 Contact: John Korpela, 240-453-6348 or 240-777-2000

The Silver Spring Innovation Center (SSIC) is the newest technology incubator of Montgomery County. Located in heart of the revitalized Silver Spring Central Business District and at walking distance to Metro and other public transit, SSIC is also an economic development project of Montgomery County in partnership with the State of Maryland. The newly constructed state-of-the-art 20,000 square-foot facility provides ready-to-use office space for innovative and cutting-edge communications and IT development & services companies. SSIC companies benefit from the facility's low cost and flexible lease terms, access to reception and meeting rooms, and shared office equipment as well as business support services.

#### Emerging Technology Centers (ETC)

The Emerging Technology Centers (ETC) is a non-profit business incubator program, with three individual incubator facilities, geared toward growing early stage technology-based companies in Baltimore city. As part of the [Baltimore Development Corporation](#), ETC promotes economic development by providing companies with business, technical and networking connections through a wealth of resources to help smooth their path from concept to profitability.

ETC participants share space and administrative services with one of three facilities in the City of Baltimore. The facilities offer fully wired office space for IT/wireless companies in an open environment and valuable wet lab space for biotech companies at below market rates. The participants have access to a full menu of customized business and technological advice and assistance geared toward the special needs of each individual firm. More than an opportunity for growth of individual companies, the incubator provides an environment in which like-minded start-up technology companies can accelerate their growth potential through partnerships, joint ventures and other collaborations.

#### **Emerging Technology Center - Canton**

2400 Boston Street, 3rd floor

Baltimore, MD 21224

(410) 327-9150

Fax: (410) 327-4086

Contact: Lynn Slone

[lynnslone@etcbaltimore.com](mailto:lynnslone@etcbaltimore.com)

Located in the Canton Can Company complex, the ETC building houses the administrative headquarters of the centers and emerging IT related companies. The building's inviting environment and warmth provide a sense of community to all who share its space.

### **Emerging Technology Center - Bard Life Science Center**

Baltimore City Community College

600 East Lombard Street

Baltimore, MD 21202

(410) 528-1546

Fax: (410) 727-6460

Contact: Lynn Slone

[lynnslone@etcbaltimore.com](mailto:lynnslone@etcbaltimore.com)

The Bard Life Science Center is the ETC's biotech facility located on the fifth floor of the Bard Building at the Baltimore City Community College (BCCC) Inner Harbor Campus. The wet labs and testing facilities make the Bard a hub for biotech research and development.

### **Emerging Technology Center - Johns Hopkins Eastern**

1101 East 33rd Street

Baltimore, MD 21218

(410) 327-9150

Fax: (410) 327-4086

Contact: Lynn Slone

[lynnslone@etcbaltimore.com](mailto:lynnslone@etcbaltimore.com)

The new Johns Hopkins Eastern campus will offer start-up companies the full range of ETC business development and commercialization services. Located minutes from the Johns Hopkins University Homewood campus in a renovated, landmark building that was formerly Eastern High School, the ETC @ Johns Hopkins Eastern program will focus on commercializing innovative technology from JHU and other regional research facilities. The successful NASA incubator program will be extended to the new ETC at Johns Hopkins Eastern.

### **techcenter@UMBC**

University of Maryland, Baltimore County

1450 South Rolling Road

Catonsville, MD 21227

Contacts:

Ellen Hemmersly, Executive Director

[hemmersly@umbc.edu](mailto:hemmersly@umbc.edu)

(410) 455-8400

Fax: (410) 455-5901

Tammi Palmer, Director of Marketing and Business Development

[tpalmer@umbc.edu](mailto:tpalmer@umbc.edu)

(410) 455-6784

Fax: (410) 455-5901

[techcenter@UMBC](mailto:techcenter@UMBC) offers a dynamic, fully-equipped facility for start-up and emerging companies. The complex is a magnet for high-technology business development. Its specialized environment and services provide businesses with a competitive edge. The Maryland Department of Business and Economic Development, the Baltimore County Department of Economic Development, the Greater Baltimore Alliance, the Maryland Technology Development Corporation and area foundations and corporations work with the tech center to attract and retain high-quality companies by facilitating access to capital, and providing other business support services. [techcenter@UMBC](mailto:techcenter@UMBC) also promotes strategic alliances among tenants and connections between tenants, UMBC faculty and external companies in the region.

The [techcenter@UMBC](mailto:techcenter@UMBC) complex includes three buildings: the main building is a four-story facility with two full-service elevators, handicap accessible, on-site dining overlooking the city of Baltimore, and state-of-the-art conference and seminar rooms. The incubator offers space, business advisory services, potential for a collaborative relationship with UMBC faculty, graduate students and shared scientific equipment to information technology and biotechnology companies. Start-up companies engaged in research and development activities geared toward commercialization of innovative, cutting edge products and/or services are eligible for admission to the program. Both wet laboratories and office space are available at affordable rates (full service monthly fee based on square footage assigned with flexible leasing terms).

### **NeoTech Incubator**

The Center for Business & Technology Development

9250 Bendix Road, North

Columbia, MD 21045

(410) 313-6550

Fax: (410) 313-6525

Contact: Carol Morrison

[cmorrison@hceda.org](mailto:cmorrison@hceda.org)

The NeoTech Incubator has been created to assist start-up firms in the areas of computer hardware and software development, telecommunications hardware development, and Internet and Web development. The NeoTech Incubator offers hands on-management assistance while providing shared services such as conference rooms, Internet/cable access, a Small Business Library, and a variety of business development resources. The main goal of the NeoTech Incubator is to graduate businesses that are financially viable and self-sufficient.

### **Chesapeake Innovation Center**

175 Admiral Cochrane Drive

Annapolis, MD 21401

(410) 295-9550

Fax: (410) 224-4201

Contact: John Elstner [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

The Chesapeake Innovation Center (CIC) is a business incubator that serves as a hub of technology commercialization to generate new business formation in Anne Arundel County. The CIC develops partnerships with federal agencies, universities, and key corporations as it seeks to develop new companies in the homeland security/defense, communications and information technology sectors. These partnerships connect the early stage technology companies at the CIC to a valuable network of industry leaders in these sectors.

The CIC provides business start-up services and flexible facilities to accelerate the formation and growth of early stage technology ventures. This valuable combination will increase the likelihood for success. The CIC will house approximately 15 to 20 start-up companies in its 24,000 square foot facility. The CIC is a program of the Anne Arundel Economic Development Corporation.

### **Higher Education and Applied Technology (HEAT) Center**

1201 Technology Drive

Aberdeen, MD 21001

(410) 638-2500 Fax (410) 638-2509

Teri Morris, Coordinator

[tmorris@harford.edu](mailto:tmorris@harford.edu)

Denise Carnaggio

[dcarnaggio@co.ha.md.us](mailto:dcarnaggio@co.ha.md.us)

The HEAT Center is a one-stop technology resource for higher-ed courses and degrees, tech training and certification, customized corporate training, meeting and conference facilities, videoconferencing, networked computer labs with SGI, Unix, NT, Windows 2000, high-performance manufacturing lab, biochemical lab, with a technology business park (the area's closest to the Army facilities at APG) that has flexible office, lab, and testing units, as well as areas to build on. The HEAT Center is the official satellite in Harford County for degree programs by Johns Hopkins University, College of Notre Dame, Towson University, University of Maryland College Park, and Villa Julie College.

### **University of Maryland, Baltimore Technology Collaboration Center**

800 West Baltimore Street

Baltimore, MD 21201

(410) 706-8282

Contact: Jane Shaab, Senior Director, Business Development

[jshaab@umaryland.edu](mailto:jshaab@umaryland.edu)

The University of Maryland, Baltimore (UMB) is developing a new Health Sciences Research Park adjacent to the UMB campus. Phase One will consist of four to five buildings totaling 500,000 square feet of flexible lab space and office space. Facilities will include:

Commercial bioscience facilities

Federal and non-profit research labs and offices

UMB incubator and UMB translational-research labs groups

UMB School of Law and Intellectual Property Center

Parking garages

Building One will consist of 100,000 to 120,000 square feet of flexible lab and office space, and includes the incubator and Technology Collaboration Center. Construction is planned for 2004 with projected occupancy in the fourth quarter.

**Maryland Technology Development Center**

9700 Great Seneca Highway

Rockville, MD 20850

(240) 453-6200

(888) 634-4832

Fax: (240) 453-6201

Contact: Duc Duong, Program Director

[dduong@mdhitech.org](mailto:dduong@mdhitech.org)

MTDC is a project initiated and managed by Montgomery County Department of Economic Development. It was developed, financed and constructed as a joint partnership between the County and the State of Maryland. The County has contracted with the Technology Council of Maryland to provide on site program management. MTDC is a build-to-suit facility which offers low-cost rental space and a network of technical and business support services.

The objective of the MTDC is to help young enterprises grow over the critical period of "incubation". Once a business has achieved momentum of its own and has the ability to survive outside of the incubator, it will graduate into regular commercial and industrial space. In the meantime, the business is located within a new 60,000 square foot facility, designed specially to meet the requirements of the high technology industry. MTDC also offers 24 modular wet laboratories for biotechnology companies. Each lab is fully fitted with work and lab benches, sinks and fume hoods. A central lab equipped with autoclave is available for the shared use of all tenants.

**Association For Entrepreneurial Science (AES), Montgomery County**

1211 Parklawn Drive

Rockville, MD 20852

(301) 881-3300 ext. 123

Fax: (301) 881-7640

Contact: James L. Leef, Ph.D., Director

[biomet@afbr-bri.com](mailto:biomet@afbr-bri.com)

The AES incubator has been helping start-up biotechnology businesses for more than 20 years. Laboratory and office space are available at below market rates. Modern scientific facilities include: wet lab space; autoclaves; low temp repository; AAALAC-approved; biohazard and chemical fume hoods; controlled substance handling and storage; environmental rooms; and clean room facilities for GLP & GMP. The AES incubator is convenient to the National Institutes of Health main campus, the Health & Human Services Parklawn Building, and the Twinbrook Metro station.

**Technology Advancement Program**

1105 TAP Building

387 Technology Drive  
University of Maryland  
College Park, MD 20742

(301) 314-7803 Fax: (301) 226-5378 Contact: Scott Magids, Director [smagids@umd.edu](mailto:smagids@umd.edu)

The Technology Advancement Program (TAP), a program of the Maryland Technology Enterprise Institute (MTECH), is an incubator facility offering space and support services for early-stage companies engaged in developing technology-based products or services with commercial potential. TAP's services and dynamic atmosphere create an environment where entrepreneurs flourish, with flexible, furnished office and laboratory space, modern IT and biotechnology infrastructures, in-house business support, and convenient office facilities.

TAP companies are successful. Both Martek Biosciences and Digene, two of the strongest biotechnology companies in the region, are TAP graduates. Powerize.com, which was sold to Hoover's Inc. for \$17 million, is also a graduate of the program. As the first technology business incubator facility in Maryland, TAP has refined its services so entrepreneurs can focus less on administrative details and more on growing their companies.

### **Business and Technology Growth Center at University Town Center**

Prince George's Metro Center,  
Metro 3 Building

6525 Belcrest Road, Suite 500

Hyattsville, MD 20782

Verona Hill

(301) 683-2100

[vh@utcmail.net](mailto:vh@utcmail.net)

Cheryl Suggs, Director of UTC Incubator

(301) 779-4800

[cds@utcmail.net](mailto:cds@utcmail.net)

The Business and Technology Growth Center (TGC) at University Town Center (UTC) is a public/private incubator formed by UTC, the University of Maryland Technology Advancement Program (TAP), and the Prince George's County Economic Development Corporation (EDC). Its mission is to provide a place in which new high-tech companies can obtain the support they need in order to flourish. In addition to its mission to provide a high-tech haven for up and coming businesses, TGC is designed to stimulate economic growth within the City of Hyattsville, Prince George's County and the State of Maryland. The companies entering TGC agree to remain in Maryland and Prince George's County for a specified period of time. They are also encouraged to seek new employees, especially county residents, through the Workforce Development Partnership.

The TGC has 15,669 square feet of office space currently occupied by start-up high tech companies. The office sizes range from a single office (170 square feet) to 5,000 square foot suites. TGC companies can utilize shared facilities such as conference rooms, fax/copier room, reception area and receptionist. Additionally, TGC may provide companies with semi-furnished suites.

**Frederick Innovative Technology Center, Inc.** Rosenstock Building (3rd floor) at

Hood College 401 Rosemont Avenue Frederick, MD 21701 (301) 694-2999 Contact: Michael Dailey [mdailey@fitci.org](mailto:mdailey@fitci.org)

The Frederick Innovative Technology Center (FITCI) opened in January 2005 as the county's first technology incubator. The incubator is designed to promote and support the development of early-stage information technology and life sciences companies in Frederick County. The 10,000 square-foot facility is located on the campus of Hood College, providing access to the school's resources, including campus facilities and faculty and student research capabilities.

The incubator can accommodate 12 to 15 bioscience and information technology companies and provides client companies with a range of services including business development support, marketing, promotion and public relations activities, mentoring, networking opportunities, financing and research assistance, plus technical and manufacturing assistance. The incubator also provides client companies with shared services such as conference rooms, audiovisual equipment, copiers, fax machines and shared reception services.

The FITCI is the result of collaborative efforts and support from the Frederick County Office of Economic Development, Hood College, the State of Maryland, Frederick County, and Fort Detrick.

#### **Calvert County Business Incubator**

65 Duke Street, Suite 103  
Prince Frederick, MD 20678  
(301) 934-7585

Contact: Danita Boonchaisri, Director, Entrepreneur & Leadership Center,  
College of Southern Maryland  
[danitab@csmd.edu](mailto:danitab@csmd.edu)

#### **Charles County Business Incubator**

Smallwood Village Shopping Center, #122  
Waldorf, MD 20602  
(301) 934-7585

Contact: Danita Boonchaisri, Director, Entrepreneur & Leadership Center,  
College of Southern Maryland  
[danitab@csmd.edu](mailto:danitab@csmd.edu)

The College of Southern Maryland, along with the Economic Development Commission of Charles County and the Department of Economic Development in Calvert County, manages two innovative business incubation programs to promote entrepreneurial activity in Southern Maryland. Fledgling companies admitted to one of the CSM business incubators will be provided with the opportunities, resources, and management training necessary for them to succeed.

#### **Garrett Information Enterprise Center**

685 Mosser Road  
McHenry, MD 21541  
(301) 387-3167

Contact: Alice Bosley, Director

Garrett Information Enterprise Center (GIEC) was developed by [Garrett College](#) and [Garrett County Economic Development](#) working in conjunction with partners who provided the support needed to make it a reality. These partners will continue to support the tenants of the incubator in many ways. Garrett College (GC) rents space, provides technical assistance and support, and provides maintenance, security, housekeeping, photocopying, child care, and postal services. The GC Reproduction Center provides tenants with high speed/volume copy capability, online printing capacity, fax service, and document binding/reproduction capability. The college also provides customized employee training and resources for student interns and future employees. GC makes conference rooms, as well as computer and distance learning labs available to tenants.

### **Technical Innovation Center**

Hagerstown Community College

11400 Robinwood Road

Hagerstown, MD 21742-6590

(301) 790-2800 ext.479

Fax: (301) 733-4229

Contact: P. Chris Marschner, Manager

[marschnerc@hagerstowncc.edu](mailto:marschnerc@hagerstowncc.edu)

The Technical Innovation Center (TIC) at Hagerstown Community College is an economic development effort that fosters the growth of new and expanding businesses by providing access to advanced technologies, business development resources, and collaborative opportunities. An integral part of our mission is creating and retaining high-quality employment opportunities for our students and the quad-state community.

The TIC is a 30,000 square foot three-story building attached to the Advanced Technology Center (ATC) on the campus of Hagerstown Community College. The TIC provides two floors of office and meeting space. These offices may be leased for the start-up of qualifying new businesses or for the expansion of existing businesses. The first floor of the TIC contains a large open, flexible area that provides opportunities for light manufacturing. The second and third floors contain twenty-nine 450 square foot class A office suites.

### **Applied Information Technology Research and Education Center**

University of Maryland Eastern Shore

c/o Rural Development Center

Richard A. Henson Center, Room 2147

Princess Anne, MD 21853

(410) 651-6183

Contact: Daniel S. Kuennen, Special Assistant to the President

University of Maryland Eastern Shore (UMES) is renovating two colonial buildings that will be available to support IT businesses. Somerset Hall has three floors and a partial basement with a total of 21,901 square feet with 18,000 s.f. available for use. Waters Hall has 24,224 square feet with 19,000 s.f. available for use. The UMES campus is located in a designated enterprise zone. Somerset County is eligible for "One Maryland" financial incentives and is a designated HUB zone.

Applied Information Technology Research and Education Center – Princess Anne Co  
Business and Technology Growth Center at University Town Center - Hyattsville

### DC

**Affinity Lab LLC** 2451 18 th Street, NW 2 nd Floor, Washington , DC 20009 Phone: 202-518-6181 Fax: 202-518-5507 Contact: [Charles Plank](#), Chief Executive Officer  
Affinity Lab provides basic infrastructure and collective workspace for a variety of media production companies, freelancers and entrepreneurs of growing enterprises in Washington, DC. Affinity acts as both an incubator and an executive office suite.

**National Women's Business Center** 1001 Connecticut Avenue, NW Suite 919 Washington, DC 20036 Phone: 202-785-4WBC Contact: [Penny Pompei](#), President/CEO  
The National Women's Business Center (NWBC) is the only organization in Washington, DC dedicated to offering women business owners high-quality, low-cost business training and support. NWBC's mission is to become the premiere provider of training in the national capital area for women who want to start or expand their own business.

The Women's Business Center:

- ~ Provides excellent, affordable business training
- ~ Creates opportunities for clients to participate in business-to-business networking
- ~ Introduces entrepreneurs to business uses of technology, including the Internet
- ~ Develops mentor partnerships to enhance the individual capabilities of entrepreneurs as their businesses grow

Makes special outreach efforts to attract and serve women who are socially and/or economically disadvantaged

**U.S. Technologies** 1130 Connecticut Avenue, NW Suite 700, Washignton , DC 20036 Phone: 202-466-3100 Fax: 202-466-4557 Contact: [Garrett Allen](#), PR/Investor Relations  
U.S. Technologies is an Internet Incubator and B2B Enterprise Developer. We pursue, fund and nurture Internet visionaries and companies that provide Internet solutions that transform and re-invent businesses. U.S Technologies fuels the digital economy by providing financial, administrative, managerial, consulting and operational assistance to our partner companies so that they can focus on their core competencies. U.S. Technologies also provides outsourcing fulfillment and production services to companies that need to focus on building their brand and business.

**Venturehouse Group** 509 Seventh Street, NW, Washington , DC 20004 Phone: 202-654-7000 Fax: 202-654-7070 Contact: [Mark Ein](#), Founder and CEO  
Venturehouse Group is a company that strives to build highly successful entrepreneurial businesses. We're known by our passionate commitment to entrepreneurial development and our partnership approach to business. We are a leader in establishing an innovative approach to private equity financing. In addition to providing young private companies with our own investment capital, we also serve as strategic partners, providing them with the expertise, support, infrastructure and the network of services they need to flourish. Because of this, we are a magnet for attracting entrepreneurs with the best ideas and the

best chance for success. We have a reputation for professional excellence, leadership and a long-term perspective.

**Washington, DC Small Business Development Center** Howard University School of Business 2600 Sixth Street, NW, Washington , DC Phone: 202-806-1550 Fax: 202-806-1777 Contact: [Henry Turner](#), Executive Director

Through a network of business service centers, the Washington, DC Small Business Development Center (SBDC) Network provides free one-to-one counseling and at cost workshops to prospective and existing small businesses on topics such as: business plan development, finance, cash flow management, human resource issues, marketing, international trade, etc. The Washington, DC SBDC is a resource created by the partnership of the U.S. SBA and Howard University. "We're in the business of helping small business!"