

Qualified Investment Report

FY 2022 Q 4

Economic Development Article, Section 10-415(b)

Maryland Technology Development Corporation

October 1, 2022



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The Honorable Larry Hogan
Governor, State of Maryland
100 State House
Annapolis, Maryland 21401

Dr. Margaret Wood and Mr. Ed Coleman, Co-Chairs
Maryland Economic Development Commission
401 E. Pratt Street
Baltimore, Maryland 21202

The Honorable Adrienne A. Jones
Speaker of the House of Delegates
Maryland General Assembly
State House, H-101
Annapolis, Maryland 21401

The Honorable Bill Ferguson
President of the Senate
Maryland General Assembly
State House, H-107
Annapolis, Maryland 21401

The Honorable Mark Chang
House Chair
Joint Audit and Evaluation Committee
121 House Office Building
Annapolis, Maryland 21401

The Honorable Clarence K. Lam
Senate Chair
Joint Audit and Evaluation Committee
420 James Senate Office Building
Annapolis, Maryland 21401

Ladies and Gentlemen:

Pursuant to Section 10-415(b) of the Economic Development Article, I am pleased to submit, on behalf of the Board of Directors of the Maryland Technology Development Corporation (TEDCO), the quarterly report detailing investments for the 4th quarter of fiscal 2022 (2nd quarter of calendar 2022).

As required, the report includes the list of the businesses that received support each quarter from programs administered by TEDCO; including the number of employees in the state; capital investment; and projected job creation. TEDCO made 10 investments across four programs in the 4th quarter of fiscal 2022, deploying \$3.7 million to Maryland Qualified Businesses throughout the State. These investments will support the creation of 54 new Maryland jobs in biotechnology, cybersecurity, medical devices, and other advanced technology.

Also, in response to the Maryland Economic Development's Commission's request for additional information on TEDCO funds and supported companies, and investment performance, the following page provides the related descriptions. The Board appreciates the support the Administration and General Assembly have provided TEDCO to carry out its mission, and we trust that we have fulfilled the responsibility that you have entrusted to the Directors and management.

Sincerely,

A handwritten signature in black ink, appearing to read "TALSA", is written over the word "Sincerely,".

Troy A. LeMaile-Stovall
Chief Executive Officer

cc: The Honorable Vanessa E. Atterbeary
The Honorable Delores G. Kelley
The Honorable Guy Guzzone
The Honorable Ben Barnes
Sarah Albert, DLS

4Q2022 TEDCO Quarterly Report - Program & Supported Company Descriptions

Seed Fund:

TEDCO's [Seed Fund](#) works alongside our entrepreneurs as partners to drive the next wave of early-stage technology startups. TEDCO leverages our diverse operating and investing experience to uncover opportunities to add value throughout the life cycle of our portfolio companies. The Seed Fund program qualifications include a Maryland principal place of business and least one full-time employee. The following received support from the Seed Fund in 4Q22:

- [Flexnode](#), located in Bethesda, Maryland is a digital infrastructure company developing the first modular, liquid-cooled, robotic micro data center (MDC) system to support the next generation of data centers for consumer, enterprise, government and military markets.
- [CoolTech, LLC](#) ("CoolTech") is an early-stage pre-FDA clearance medical device company with an exclusive worldwide license for CoolStat®, a disruptive technology that is the Company's temperature control treatment system for patients. By quickly and dramatically cooling these nerve centers (olfactory bulb, maxillary nerve/trigeminal nerve), CoolStat directly combats neurogenic fevers.
- [KinaRxis](#), located in Rockville, Maryland is an early-stage biotechnology company developing novel kinase inhibitors for cancer by leveraging its novel discovery platform. The Company is focused on developing the next generation of kinase centric treatments, with better efficacy and selectivity profiles.

Maryland Venture Fund:

TEDCO's [Maryland Venture Fund](#) is an early-stage, evergreen venture capital fund dedicated to funding and growing the next generation of outstanding technology-based business in Maryland, with the goal of making meaningful investments into venture trajectory businesses as their first institutional partner. The following received support from TEDCO's MVF in 4Q22:

- [Din Din, Inc.](#), located in Silver Spring, Maryland, is a Meal Tech start up that has developed a dual online marketplace to aggregate local chefs, food truck operators, and talented cooks to prepare comfort food out of ghost, commercial and cloud kitchens and sell their meals direct to customers.
- [Return Solutions, Inc.](#) (D.B.A. Return B2B), located in Baltimore City, is a company focused on automating and scaling B2B sales insights, enabling a smarter and faster sales process for users.
- [Machfu, Inc.](#), located in Rockville, Maryland, has developed a disruptive technology for Industrial Automation brings the benefits of the Internet-of-Things and modern web services to the Industrial world of sensors and controllers.
- [RemodelMate](#), located in College Park, Maryland has developed a software platform that creates customized bathroom designs for homeowners and matches owners with available and vetted contractors with pre-negotiated prices.

Builder Fund:

TEDCO's social impact, [Pre-Seed Builder](#) fund typically invests in amounts startup companies via convertible notes. Funded companies are also provided Builder Fund resources which may include both hands-on and educational executive support, peer-to-peer mentorship/collaboration, and networking opportunities. The Builder Fund welcomes pre-seed technology start-ups from all industries to apply. However, to be applicable, a company must meet all the following qualifications: (1) principal place of business is in Maryland; (2) at least one full-time

employee, and (3) no less than 50% of founders demonstrate economic disadvantage. The following received support from the Builder fund in 4Q22:

- [LASARRUS Clinic and Research Center](#), located in Baltimore, Maryland, is a family run business that is aimed on performing research and development on new and innovative devices for improved patient outcomes. LASARRUS has have developed patented and patent-pending wearable technologies that allows for a unified method for capturing both physiological and range-of-motion data at any point along the body.

Rural Business Pre-Seed Fund:

TEDCO's Rural Business Pre-Seed fund is an early-stage investment fund targeting rural companies currently being mentored through TEDCO Rural Business Innovation Initiative (RBII) program. The fund invests \$25,000 into these businesses to advance them to sustainability or position them for a seed investment. The following received support from the Rural Business Pre-Seed fund in 4Q22:

- [Alirtify](#), an intelligence-gathering platform based in Frederick, Maryland. It is an artificial intelligence platform that uses data from news events such as sentiments, location, and key words to glean real-time insights.
- [Pirl Technology, Inc.](#), located in Frederick, Maryland, is building proprietary next-generation electric vehicle (EV)chargers that are fast and field-repairable while also deploying the latest Internet-of-Things (IoT) technology. Each unit is designed to generate revenue for local businesses via location-based incentives that can easily be updated and displayed on each EV charging screen.

TEDCO Total Value to Paid-In Capital

TEDCO has had an average TVPI of ~ 1.2 for the last 5 years. TVPI stands for Total Value to Paid-In capital and represents the combined realized and unrealized value of a fund relative to paid-in capital. As the name suggests, TVPI shows the overall value of a fund compared to its cost (a higher TVPI would indicate higher value). Anything above 1 means that there is growth in the fund and the mean average according (to Pitchbook) was less than our reported number, making TEDCO fund performance slightly above average for the period.

Investments - Quarterly - FY Q4 2022

As of 2022-09-09 11:48:47 Eastern Standard Time/EST • Generated by Service FA

Filtered By

Show: All investments

Investment Date greater or equal 4/1/2022

Investment Date less or equal 6/30/2022

Company	City	County	State	Amount	Investment Date	Employees	MD Employees	Industry	TEDCO Program
Shelly News (DBA Alirtify)	Frederick	Frederick	MD	\$25,000.00	6/30/2022	12	9	Media	Rural Business Innovation Initiative
Pirl Technology, Inc.	Frederick	Frederick	MD	\$25,000.00	6/30/2022	1	1	EV's	Rural Business Innovation Initiative
LASARRUS Clinic and Research Center	Baltimore	Baltimore	MD	\$100,000.00	4/25/2022	5	4	Medical Device	Builder Fund
Din Din, Inc.	Silver Spring	Montgomery	MD	\$1,000,000.00	5/3/2022	11	6	Food & Beverage	Maryland Venture Fund
Return Solutions, Inc. (D.B.A Return B2B)	Baltimore	Baltimore City	MD	\$500,000.00	4/12/2022	3	2	Software	Maryland Venture Fund
CoolTech, LLC	Baltimore	Baltimore City	MD	\$200,000.00	5/2/2022	4	3	Medical Device	Seed Investment Funds
Flexnode, Inc.	chevy chase	Montgomery	MD	\$200,000.00	4/11/2022	3	3	Technology	Seed Investment Funds
KinaRX	Rockville	Montgomery	MD	\$200,000.00	6/20/2022	7	5	Biotechnology	Seed Investment Funds
Machfu, Inc.	Rockville	Montgomery	MD	\$500,000.00	6/29/2022	16	16	Cybersecurity	Maryland Venture Fund
RemodelMate	College Park	Prince George	MD	\$950,000.00	6/24/2022	8	5	Prop-Tech	Maryland Venture Fund
Total	Sum			\$3,700,000.00		70	54		
	Count	10							