

Welcome Guide

bwtech @UMBC
RESEARCH & TECHNOLOGY PARK

Welcome to bwtech@UMBC!

Your decision to partner with us is an exciting step toward growth and success, and we are thrilled to embark on this journey with you.

At bwtech, you are part of a vibrant community where collaboration, innovation, and growth are at the core of what we do. We understand the unique struggles and opportunities that come with launching and scaling tech ventures, and we're here to provide you with the support, resources, and connections you need to grow and thrive.

Here's what you can expect from us:

- ***State-of-the-Art Facilities:*** Access to Class-A office and gathering spaces, a cutting-edge wet lab, and specialized equipment to support your research and development efforts.
- ***Dedicated Support:*** We believe that the best outcomes emerge through collaboration. Our team is ready to work closely with you to understand your challenges and goals, ensuring we tailor our resources and support to meet your specific needs.
- ***Educational Resources:*** Workshops, training sessions, and seminars that will help you sharpen your business acumen and technical skills.
- ***Mentorship:*** Access to our world-class expert business advisors who will help you navigate the intricacies of entrepreneurship and technology commercialization.
- ***Funding Support:*** Guidance in securing funding through grants, venture capital, angel investors, and other sources to fuel your growth.
- ***Networking Opportunities:*** Through our workshops, seminars, and networking events, you'll have ample opportunities to forge valuable connections with fellow entrepreneurs, industry experts, and potential investors.
- ***Success Stories:*** Over the years, bwtech has been instrumental in the success of numerous ventures. We look forward to being a part of your success story.

We encourage you to take full advantage of the opportunities available here, engage with your fellow members, and dream big. Please feel free to reach out to us at any time if you have questions or if there's anything specific you'd like to discuss, or visit our website at bwtech.umbc.edu. We're here to make your experience at bwtech as productive and rewarding as possible. We are excited about the opportunities that lie ahead and look forward to achieving great things together.

Sincerely,



Aaron Miscenich
Executive Director
bwtech@UMBC Research & Technology Park

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RESEARCH & TECHNOLOGY PARK

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Office Information & Holidays

Office Hours

bwtech is open Monday – Friday, 8 am to 5 pm, except for scheduled holidays.

Holidays

bwtech staff will be out of the office on university holidays as posted on an annual basis, including the following:

- New Year's Day – University Holiday
- Dr. Martin Luther King, Jr. Day (third Monday in January)
- Memorial Day (last Monday in May)
- Juneteenth – June 19th
- Independence Day (July 4th)
- Labor Day (first Monday in September)
- Thanksgiving and the following Friday (fourth Thursday and following Friday in November)
- December 25th – January 1st – Winter Break Holiday

Emergencies

bwtech Text Alerts – to sign up for the bwtech text alert system, please email crice@umbc.edu.

Personal Health & Safety Emergencies – contact UMBC Police at 410-455-5555

bwtech South Facilities-Related Emergencies – contact bwtech Security at 410.455.5900

bwtech North Facilities-Related Emergencies – contact Pamela Mandell at 443-543-5047

Inclement Weather

In case of inclement weather, the bwtech offices may be closed. Please visit the UMBC website home page or stay tuned to local media. If UMBC closes, bwtech will also be closed. You may still enter the facility using your security access cards.

Learn More

Mail Services & Package Deliveries

bwtech NORTH

Mailing Address

(Your Company Name)
5520 Research Park Drive, Suite 100
Baltimore, MD 21228

Incoming and Outgoing Mail Instructions for NORTH

- Always include your full company name as part of your mailing address.
- Please check your dedicated mailbox regularly and collect your mail.
- Packages too large for your mailbox will be placed on a nearby table.
- Outgoing mail may be left at the front desk to be picked up by USPS with postage applied.
- Food orders are accepted at the front desk, but you are responsible for collecting them.

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bwtech SOUTH

Mailing Address:

(Your Company Name)
1450 South Rolling Road,
Baltimore, MD 21227

Incoming and Outgoing Mail Instructions for SOUTH

- Always include your full company name and office number as part of your mailing address.
- You have two dedicated mailboxes for USPS mail and bwtech community mail.
- Package deliveries are not accepted at the front desk.
- USPS, Amazon, and DHL packages are delivered to the mailbox area on the 1st floor.
- FedEx and UPS packages are delivered directly to your office.
- Large items are delivered to the loading dock.
- bwtech staff is not authorized to sign for your deliveries. If a package requires a signature, a member of your staff must be available to sign for it.
- Food orders are accepted at the front desk and must be collected promptly.
- Outgoing USPS mail may be left at the front desk, with postage applied.
- Outgoing mail for other carriers must be scheduled directly with the carrier, with instructions for pick-up, in the designated loading dock area.

News & Information Sharing

Share Your Success!

We love celebrating the accomplishments of the bwtech community! When you have newsworthy updates about your business—like funding wins, new client wins, new hires, exciting partnerships, innovation advances, or product launches—we'd be thrilled to promote them in our monthly newsletter and on our social media platforms. Please send your good news and updates to ***bwtech@umbc.edu***

bwtech Newsletter - Sign up to check out the latest news and upcoming events in our community newsletter, delivered monthly via email and posted to our online News Blog.

bwtech Social Media - Follow us on LinkedIn to catch up on happenings and opportunities within Maryland's vibrant tech startup ecosystem.

Learn More

What We Need from You

As part of our commitment to supporting your success, we want to ensure the information we share about your company is accurate and current, and that your team is informed about happenings and opportunities at bwtech. Please keep us updated on important changes within your organization, including:

- ***Your Company Logo*** - in a PNG, JPG, or EPS file, for display on our website and digital screens
- ***Your Company Description*** - a summary of your company, for display on our website and digital screens
- ***Your Staff List*** - including titles and email addresses, for all employees and interns on your staff

Annual Survey

bwtech conducts an annual confidential survey to gain valuable information about the companies in our Research Park community and enhance the programs and services we provide. Your participation in the survey, distributed every July via email, is vital, so please keep an eye out for it then!

Your Business Review

As part of our dedication to the growth of our community, we remain engaged with our clients as they develop. A member of our team will reach out to schedule a review of your progress, challenges, and goals.

Meet Your Team

Our team of world-class professionals collectively provide the bwtech community with resources and engagement opportunities to grow and thrive.

Learn More



Aaron Miscenich
Executive Director



Stacy Aljabiry
Administrative Assistant II



Jerry Bechler
Multi Trades Chief II



Marjie Cota
Director of Entrepreneurial Services



Kristen Franklin
Director of Leasing & Facilities



Brenda Jackson
Program Management Specialist



Sarah Sahib
Program Manager



Kelly Fox
Accountant I



Nick Singleton
Marketing and Communication



Pamela Mandell
Engagement & Growth Coordinator



Bobbie Soellner
Business & Human Resources Manager



Rob Starr
Facilities Maintenance Manager



Pare Rungsuwansakul
Business Technology Associate

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Entrepreneurial Services

As part of our dedication to your success, bwtech provides a range of programs and services designed to nurture, enhance, and accelerate your business growth.

Orientation - to introduce you to the array of mentorship, training, networking, and community engagement opportunities at bwtech, a member of our team will schedule an orientation meeting with you.

Entrepreneurs in Residence

The EiR Program at bwtech provides one-on-one mentorship from seasoned business experts to help companies like yours to start, grow, and thrive.

Our elite EiR team brings a wealth of experience and expertise across a diverse range of disciplines, including bio-life sciences, technology adoption, operations, general business strategy, cybersecurity, AI, health tech, digital strategy, and sales and marketing. They are available by appointment for bwtech clients and UMBC faculty, staff, and student entrepreneurs.

By engaging with bwtech's EiRs, you have the opportunity to place your company on a path toward sustainable growth and long-term success.

Meet your Mentors!



Will Anderson
Strategy



David Fink
Bio Life Sciences



Hakim Dyer
Finance

Learn More



Hillel Glazer
Operations



Fehmida Kapadia
Bio Life Sciences



Christina Wrobel Holt
Digital Adoption

bwtech Signature Programs

Maryland NEW VENTURE

A hybrid (virtual & in-person), weekly program that provides Maryland tech innovators with guidance and support to help determine whether their big idea is commercially viable and create a business pitch that validates its market potential.

Learn More

STARTUP Accelerator™

A virtual program that provides Maryland startup entrepreneurs with the skills, resources, connections, and strategic guidance needed to grow a successful, sustainable business, using the FounderTrac platform. Presented by bwtech@UMBC, Startup Grind Maryland, and FounderTrac™

Learn More

SCALEUP Maryland™

A virtual, weekly program that provides Maryland C-level leaders with critical business knowledge and skills to develop actionable strategic business plans and grow their companies.

Learn More

Maryland GLOBAL Gateway

A six-month program that provides international companies with space, mentorship, resources, and ecosystem introductions to assist with establishing their business in Maryland faster and more efficiently. Produced in partnership with the Maryland Department of Commerce.

Learn More

Networking & Educational Events

bwtech is proud to host an array of events throughout the year, aimed at enhancing the entrepreneurial ecosystem and facilitating meaningful connections among our community and key industry leaders. Look forward to mingling with colleagues, neighbors, ecosystem partners, and leaders at expert panel discussions, industry events, and social gatherings.

Learn More

Join Us!

We encourage you to take advantage of these opportunities! Sign up to receive notifications of upcoming events and keep an eye on our website events page, emails, newsletters, flyers, posters, and digital monitor displays located in our main lobby areas.

Sign Up!

bwtech North & South Campuses

bwtech NORTH Campus

5520 Research Park Drive, Suite 100, Baltimore, MD 21228

Designed for companies in technology-focused industries.

Key Features:

- Class-A office spaces
- 24/7 building access
- Ample free parking
- High-speed internet access
- Shared office equipment: printers, scanners, multimedia systems, projection screens
- Shared kitchenette
- Meeting Rooms (see page 8)
- Training Room – modular tables, full kitchen
- The Hive – open co-working area with spaces to work, meet, and train
- Dining – Subway Café and a Micro Market with grab-and-go options



bwtech SOUTH Campus

1450 South Rolling Road, Halethorpe, MD 21227

Designed for companies in bio-life-science industries.

Key Features:

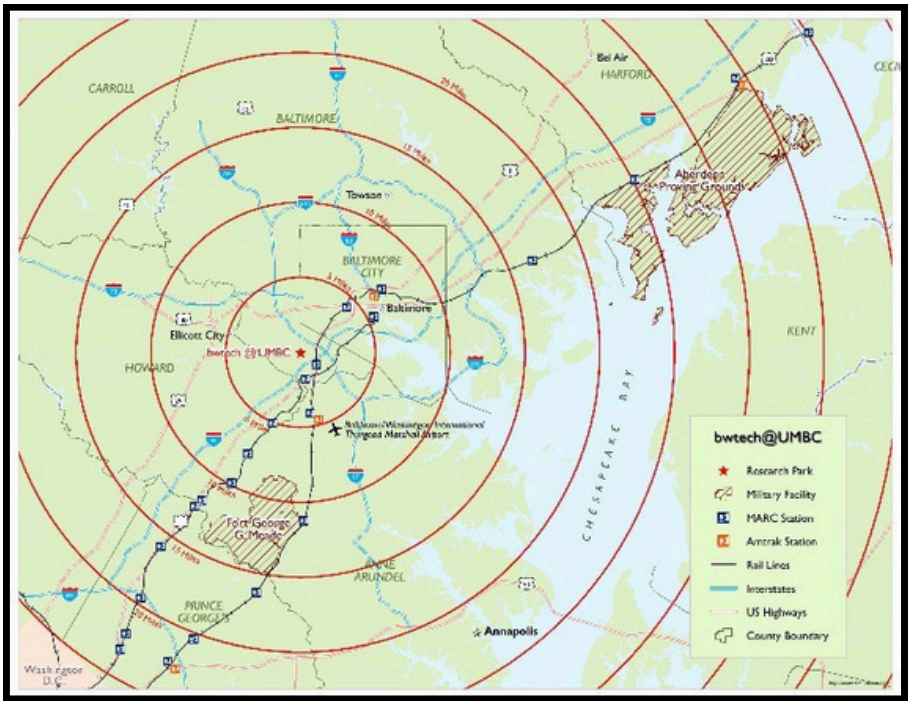
- Wet lab spaces, with chemical fume hoods, gas, compressed air, and RO water
- Office spaces
- 24/7 building access and security services
- Ample free parking
- Access to safety equipment and a shared equipment room
- Meeting rooms (see page 9)
- Dining – Glenmore Café, seats up to 100, with balcony view of Baltimore City

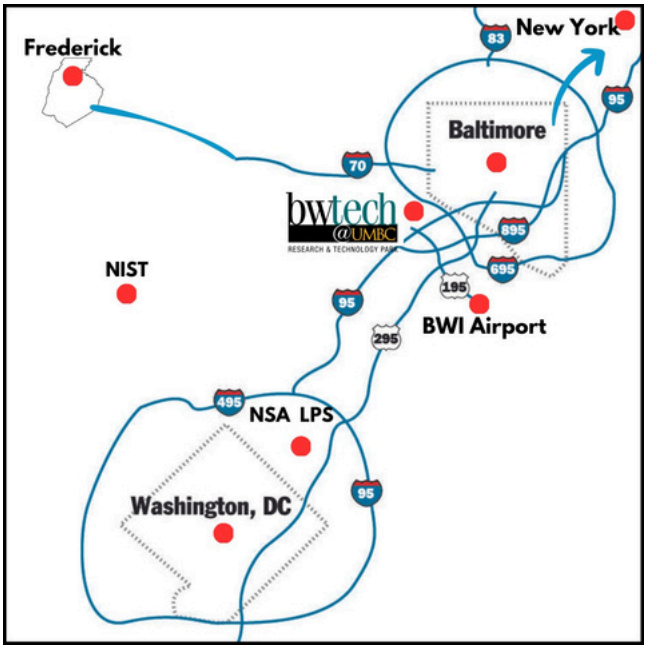


Prime Location

Strategically located *(the following drive times are approximated)*

- 3-5 minutes to UMBC campus, I-95 corridor
- 10 minutes to BWI International Airport
- 20 minutes to Baltimore, MD
- 30 minutes to Washington, DC and Frederick, MD
- 30-40 minutes to primary federal research institutions, including NIH, NSA, and NIST
- 3 hours to the beach and the mountains
- 4 hours to New York City





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Meeting Room Rentals - NORTH

HALF DAY: $75 - $200

FULL DAY: $150 - $350

Key Features

- Video conferencing
- LCD monitors
- WIFI access
- Dry-erase boards
- Reception services
- Kitchen facilities
- Ample free parking
- Prime location near BWI Airport, I-95, Baltimore, Wash DC

CLICK HERE or
Scan to Reserve

Questions?

bwtech@umbc.edu
443.543.5047



SUITE 235 BOARD ROOM (28 SEATS)

	ALL DAY	HALF DAY (4 HOURS)	HOURLY
bwtech Clients	$175	$100	$30
UMBC	$200	$115	$35
Research Park	$300	$175	$50
Unaffiliated	$350	$200	$60



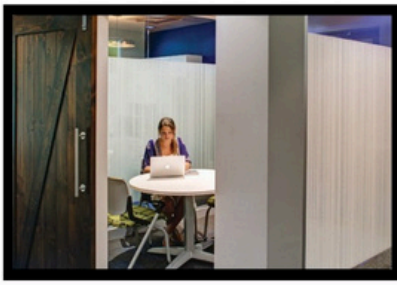
SUITE 100 BOARD ROOM (14 SEATS)

	ALL DAY	HALF DAY (4 HOURS)	HOURLY
bwtech Clients	$125	$75	$25
UMBC	$150	$85	$30
Research Park	$200	$125	$40
Unaffiliated	$300	$175	$50



Suite 235 CONFERENCE ROOM (10 SEATS)

	ALL DAY	HALF DAY (4 HOURS)	HOURLY
bwtech Clients	$125	$70	$20
UMBC	$150	$85	$25
Research Park	$175	$100	$30
Unaffiliated	$225	$125	$40



SMALL ROOMS (4-6 SEATS)

	ALL DAY	HALF DAY (4 HOURS)	HOURLY
bwtech Clients	$50	$30	$10
UMBC	$75	$45	$15
Research Park	$125	$60	$20
Unaffiliated	$150	$75	$25

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Meeting Room Rentals - SOUTH

Full Day: $150 - $350

Half Day: $75 - $200

Half Days:
- 7:00 AM - 11:50 AM
- 12:05 PM - 5:00 PM

Key Features
- WiFi access
- Digital Monitors
- Security services
- Ample free parking
- Dining & Catering
- Prime Location near BWI Airport, I-95, Baltimore, Wash DC

For Availability
visit: rb.gy/28bckl
or SCAN

Select "South Campus Spaces" in drop-down menu.

To Reserve
visit: bit.ly/SouthRoomReserve
or SCAN:

Incubator Companies: early-stage bwtech clients
Emerging Technologies: bwtech clients
University Depts: UMBC & USM
External Users: Unaffiliated Orgs.

Questions?
bwtech@umbc.edu
443.543.5047



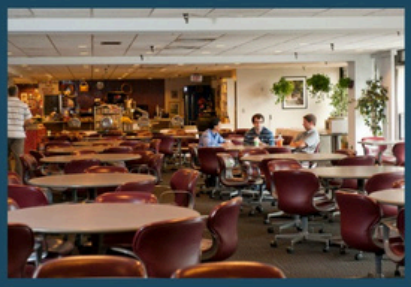
MAIN SEMINAR ROOM: #107 (80-100 SEATS)				
	All Day	Half Day	Evening	Weekend
Incubator Companies	$264	$132	$176	$330
Emerging Tech & University depts.	$330	$176	$231	$429
Unaffiliated	$615	$400	$455	$792
Main Lobby	$125	$160	$193	$220



3RD & 4TH FL. CONFERENCE ROOMS (15 SEATS)				
	All Day	Half Day	Evening	Weekend
Incubator Companies	$83	$55	$77	$110
Emerging Tech & University Depts.	$121	$66	$88	$160
External Users	$220	$120	$160	$285



COURTYARD ROOM: 2ND FL. (20-30 SEATS)				
	All day	Half Day	Evening	Weekend
Incubator Companies	$165	$88	$121	$215
Emerging Tech & University Depts.	$193	$110	$143	$253
External Users	$413	$280	$310	$495



GLENMORE CAFÉ (120 SEATS)				
	All Day	Half Day	Evening	Weekend
Incubator Companies	N/A	N/A	$132	$231
Emerging Tech & University Depts.	N/A	N/A	$198	$358
External Users	N/A	N/A	$285	$930

Additional Fees

	Video Projector	Microphones	Flip Charts	Cleaning	Weekend Cleaning	Security	Room Setup	No Show Fee
bwtech Clients	$20	$20	$10.50	$35	$55	$35/hour	$35	$35
Emerging Tech	$20	$40	$10.50	$35	$75	$35/hour	$52	$35
UMBC	$40	$40	$21	$35	$75	$35/hour	$52	$35
External	$80	$80	$21	$35	$75	$35/hour	$52	$35

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Partnerships & Resources

As a member of the bwtech community, you have access to an extensive network of key local and national associations and programs that share our dedication to fostering innovation and economic growth in our region.

Maryland Department of Commerce – Maryland's primary economic development agency, designed to stimulate private investment and create jobs by attracting new businesses, encouraging the expansion and retention of existing companies, and providing workforce training and financial assistance to Maryland companies.

Learn More

TEDCO (Maryland Technology Development Corporation) – established by Maryland State, TEDCO provides funding, programs, resources, and connections to early-stage technology and life sciences companies in Maryland and fosters technology transfer and commercialization from the State's universities and Federal labs.

Learn More

The Maryland Tech Council (MTC) – a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of members. It is the only life sciences and technology trade association in Maryland, providing value by giving members a forum to learn, share, and connect. *MTC membership is FREE for all bwtech clients*! *Email bwtech@umbc.edu for details.*

Learn More

The Cybersecurity Association – a nonprofit dedicated to fostering Maryland's cybersecurity ecosystem, connecting businesses, government, and educational institutions to promote innovation, collaboration, and growth within the cybersecurity sector.

Learn More

Maryland Business Innovation Association (MBIA) – offers programs and services to accelerate the expansion of innovation and economic development in Maryland and facilitates resources such as grants, strategic connections and unique programming to help entrepreneurial companies within our member network be successful.

Learn More

Startup Grind Maryland – a community that aims to educate, inspire, and connect Maryland members with the resources they need to go as far in their entrepreneurial journey as possible. Part of Startup Grind Global, the largest independent global community, with 5+ million community members in 650 chapters and 140 countries.

Learn More

The BWI Business Partnership, Inc. – a unique partnership of local businesses and government agencies that creates unique opportunities to influence the region's growth.

Learn More

Partnerships & Resources

1 Million Cups – based on the notion that entrepreneurs discover solutions and network over a million cups of coffee, 1 Million Cups is where entrepreneurs find their community. At each meeting, two local startups present their companies to a diverse audience of mentors, advisors, and entrepreneurs.
1 Million Cups Baltimore meets every first and third Wednesday, 8:45 – 10:00 am, at ***OCA Mocha*** *in Arbutus, MD.*

Learn More

UpSurge Baltimore – an ecosystem builder for Baltimore Tech innovators, founders, and talent, to strengthen its culture and connectivity and mobilize regional and national assets around Baltimore startups.

Learn More

Amazon Web Services [AWS] Activate – enables new ventures to quickly access credit offers, premium resources, and exclusive deals. This program requires a special bwtech ID to apply.
Email bwtech@umbc.edu to request details.

Learn More

SBIR/STTR – through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, America's Seed Fund awards non-dilutive funding to develop American small businesses and chart a path toward commercialization.

Learn More

NSF I-Corps™ – the National Science Foundation Innovation Corps is an immersive, entrepreneurial training program that facilitates the transformation of invention to impact.

Learn More

Baltimore County Department of Economic Development – works to make a thriving community for businesses and trained residents enjoy ample economic opportunity.

Learn More

T. Rowe Price – a premier global asset management organization, actively investing in opportunities to help people thrive in an evolving world

Learn More

Whiteford, Taylor & Preston LLP – a law firm that represents and guides clients on issues critical to achieving their business goals.

Learn More

University of Maryland, Baltimore County

bwtech's unique affiliation with UMBC provides our community with convenient access to the university's talented faculty, students, alumni, facilities, and services.

UMBC - Consistently cited as one of the country's most innovative colleges and universities, producing cutting-edge research while providing a distinctive undergraduate experience. UMBC is recognized for prioritizing intensive undergraduate and graduate research and creative work.

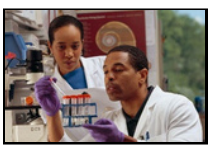
Learn More

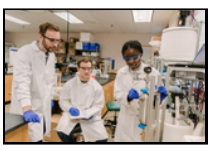


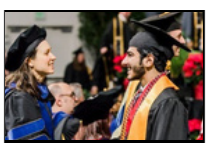
R1 Doctoral University - An R1 Doctoral University with Very High Research Activity by the Carnegie Classification of Institutions of Higher Education, UMBC is recognized as one of the top and fastest-growing research universities in the US.

Faculty Experts - The strength and diversity of UMBC's research enterprise is reflected in its expert faculty, who successfully compete for research funding and national recognition at the highest levels, with more than $200M awarded each year for new research in engineering, computer science, natural sciences, social sciences, and more.

Student Talent - UMBC students are hands-on, ambitious, and engaged learners who are prepared to make immediate contributions to your organization. UMBC students are known to employers as highly qualified hard workers with exceptional academic accomplishments, technical work experience, and impressive communication and teamwork skills.







UMBC Services & Amenities

The UMBC Career Center - offers a wide variety of employer services, including several on-campus career fair events each year, to connect you with UMBC's top-tier student talent.

Learn More

Handshake - a centralized online recruitment platform, where employers can post their open internships, co-ops, full-time, and part-time positions for students and alumni to view for free.

Learn More

Maryland Technology Internship Program (MTIP) - administered by UMBC and funded by the State of Maryland, this program offers financial assistance to technology-based businesses, as well as state and local agencies, to hire more interns.

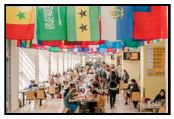
Learn More

Alex. Brown Center for Entrepreneurship & Innovation - through a gift from the Alex. Brown Foundation, this center supports students interested in entrepreneurship with educational programs, internships, pitch competitions, 1:1 mentorship, courses, lectures, and networking events.

Learn More

Retriever Athletic Center (The RAC) - offers a variety of facilities, programs, and services, including workout equipment, a weight room, indoor track, swimming pools, basketball courts, tennis courts, group fitness classes, locker rooms, and much more.
**bwtech client employees are eligible for discounted membership rates.*

Learn More



The Commons - the hub of student life, with a food court, restaurants, a full-service bank, bookstore, meeting rooms, retail outlets, performance spaces, printing services, and more.

Learn More



The Albin O. Kuhn Library and Gallery - holds more than one million books, 10,000 periodicals, and offers access to the holdings from 15 libraries of the University System of Maryland. Borrowing privileges and guest passes are available.

Learn More



Y Preschool at UMBC - UMBC, in partnership with Y of Central Maryland, offers quality instruction to children 2-5 years of age and provides development opportunities for children.

Learn More

Schedule a UMBC Campus Tour!

If would like to learn more about services and amenities available at UMBC, we offer periodic tours of the campus. Please email bwtech@umbc.edu to learn more and sign up to participate!

Area Dining

At bwtech, we believe in the power of good food to bring people together. Here are some convenient, affordable, and great-tasting dining options to nourish the body, mind, and spirit in our area.

bwtech North

SUBWAY Eat Fresh! Sandwich shop

Micro Mart - for grab-and-go snacks

Food Trucks - regular opportunities to try new cuisines, enjoy fresh air, and connect with colleagues, friends, and neighbors in the Park!

bwtech South

GLENMORE CAFE & CATERERS Glenmore's Café & Catering

Seated dining for breakfast & lunch, Monday-Friday, and full-service catering for events of all sizes.

Learn More

UMBC Campus Dining

Copperhead Jack's
Admin Coffee Shoppe
True Grit's dining hall
The Commons food court
The Skylight Room restaurant

Starbucks
Chick-fil-A
Einstein Brother's Bagels
The Coffee Shoppe
-and much more!

Learn More

Neighborhood Dining

Just minutes away from bwtech you will find plenty of places to eat and meet - from quirky neighborhood coffee shops to fine dining and everything in between.

OCA Mocha
Atwater'sBakery & Cafe
TaneytownDeli & Catering
Grilled Cheese & Co.
Ships Cafe
Indian Delight
Umami Global Bistro

The Beaumont
Catonsville Gourmet
Matthew's 1600
Jennings Cafe
G.L. Shacks Grill
Franco's Italian Bistro
Thai Heaven

Maryland Crab Houses

G&M Restaurant
Olive Grove

bwtech Directory

We are here to assist you every step of the way. If you have questions, encounter challenges, or need guidance, our dedicated team is just a call or email away, ready to provide the support you need.

SERVICE	NAME	EMAIL	PHONE
Personal Emergencies	UMBC Police		410 - 455 - 5555
South Facilities Emergencies	bwtech Security		410 - 455 - 5900
South Front Desk	bwtech Security		410 - 455 - 5900
North Facilities Emergencies	Pare Rungsuwansakul	s147@umbc.edu	443 - 543 - 5047
North Front Desk	Pare Rungsuwansakul	s147@umbc.edu	443 - 543 - 5047
Executive Director	Aaron Miscenich	aaronm@umbc.edu	443 - 286 - 6942
Leasing Director	Kristen Franklin	kristen@umbc.edu	240 - 712 - 3642
Maintenance & Repair	Kristen Franklin	kristen@umbc.edu	240 - 712 - 3642
South Room Rentals	Pam Mandell	pmandel1@umbc.edu	
North Room Rentals	Pam Mandell	pmandel1@umbc.edu	
South Conf. Room Reservation	Pam Mandell	pmandel1@umbc.edu	
North Conf. Room Reservation	Pare Rungsuwansakul	s147@umbc.edu	443 - 543 - 5047
North Training Room Rentals	Emily Hoover	emily.hoover@copt.com	410 - 850 - 6900
Business Manager	Bobbie Soellner	bobbiesoellner@umbc.edu	717 - 634 - 7459
Entrepreneurial Services	Marjie Cota	marjie@umbc.edu	410 - 507 - 9299
Engagement & Growth	Pam Mandell	pmandel1@umbc.edu	
bwtech Newsletter	Nick Singleton	nicksingleton@umbc.edu	
Glenmore Catering (South)	Dee Kemmer	glenmoregarden@aol.com	410 - 455 - 5930
UMBC Fitness Center	The RAC	wohlstet@umbc.edu	410 - 455 - 8888
Recruit UMBC Student Talent	UMBC Career Center	careers@umbc.edu	410 - 455 - 2216
UMBC daycare	Y Preschool	ymarylandpreschool.org	410 - 455 - 6830
UMBC Library	Albin O. Kuhn Library & Gallery	library.umbc.edu	410 - 455 - 2354



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