



TESTIMONY PRESENTED TO THE SENATE FINANCE COMMITTEE

SENATE BILL 583 – MARYLAND SMALL BUSINESS INNOVATION RESEARCH TECHNICAL ASSISTANCE PROGRAM – ESTABLISHMENT

POSITION: SUPPORT

MARCH 3, 2020

The Maryland Technology Development Corporation (TEDCO) is dedicated to economic growth through the fostering of an inclusive entrepreneurial and innovation ecosystem. Recognizing the importance of federal facilities and their potential for economic development, TEDCO has long partnered with federal laboratories to encourage the commercialization of federal research. This includes the NIST-Science and Technology Entrepreneur Program and the FAST Grant – SBIR/STTR proposal lab.

With the aid of short-term federal grant funding from the U.S. Small Business Administration, TEDCO's FAST Grant – SBIR/STTR proposal lab provides technical assistance to companies seeking SBIR/STTR grants. The lab combines information from SBIR/STTR tutorials, best-in-industry proposal training, mentoring, proposal reviews, and hands-on guidance throughout the process of developing and submitting a proposal.

Senate Bill 583 creates an ongoing technical assistance program under TEDCO to provide grant applicants with training assistance and assessments and to encourage small businesses, including economically disadvantaged small businesses to apply for grants under the federal Small Business Innovation Research Grant Program and the federal Small Business Technology Transfer Grant Program. Those companies that receive this training, are far better equipped to win federal grants, thereby bringing additional federal dollars into the Maryland economy. Further, this bill would enable TEDCO to run an ongoing training program in the absence of federal grant funding. **For these reasons, TEDCO encourages a favorable report on Senate Bill 583.**