Partnership opportunities on DelMarVa

The Next Emerging Technology Sector

Mike Thielke, Executive Director
Eastern Shore Entrepreneurship Center
Easton, MD

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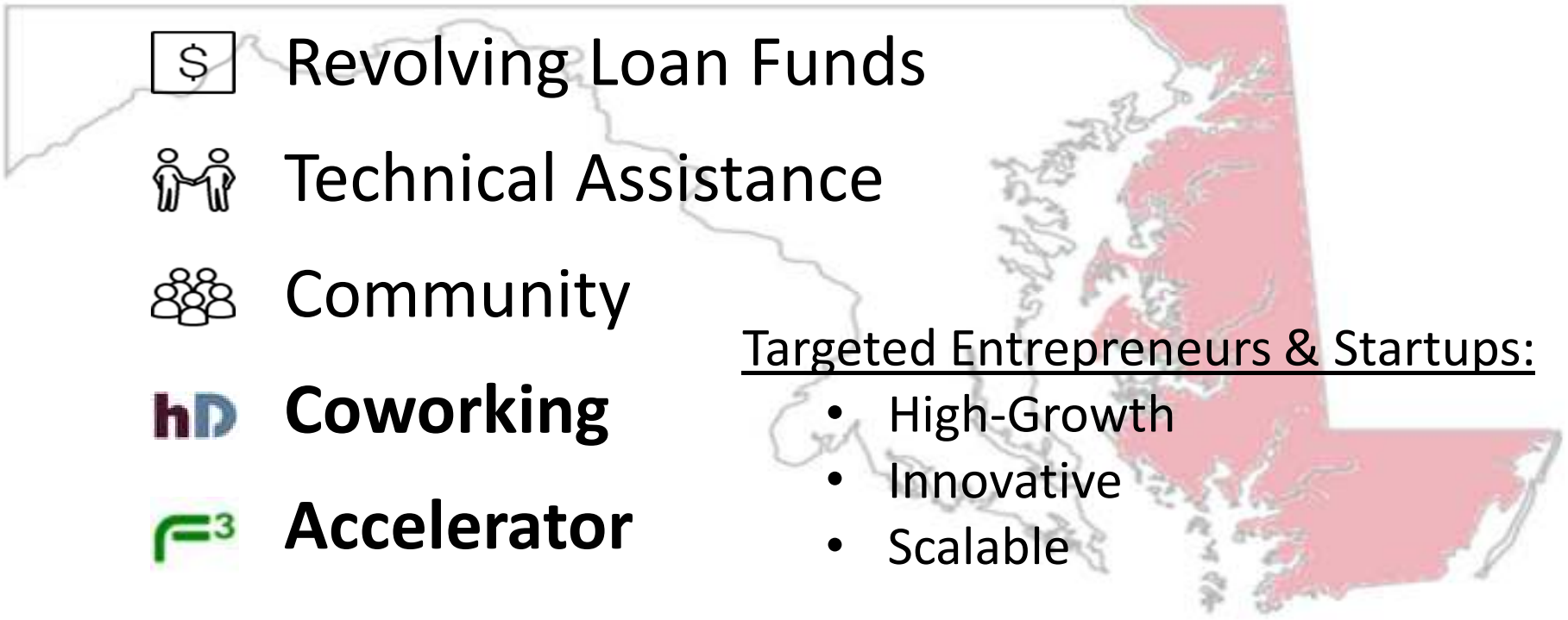
Entrepreneurship Center

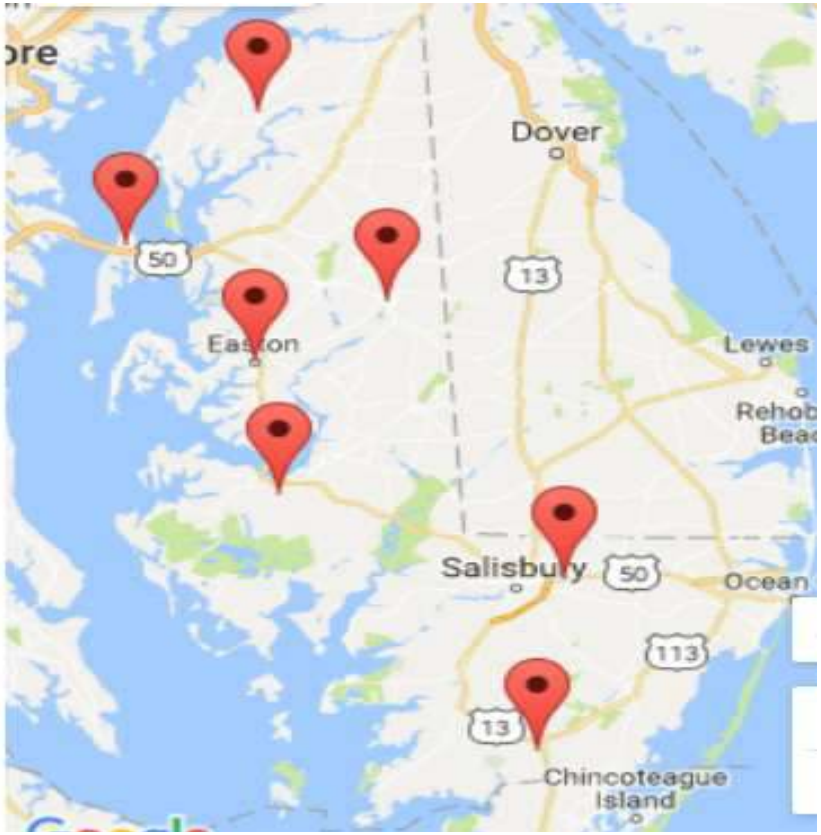
- Revolving Loan Funds
- Technical Assistance
- Community
- **Coworking**
- **Accelerator**



Targeted Entrepreneurs & Startups:

- High-Growth
- Innovative
- Scalable

hotDesks



Coworking Spaces

- 7 Locations
- 100+ Members
- Shared Environments
- Self-Managed
- Conference Rooms
- 100MB to 1GB Wifi
- Reciprocity w/ Statewide Ecosystem

Innovation and Technology

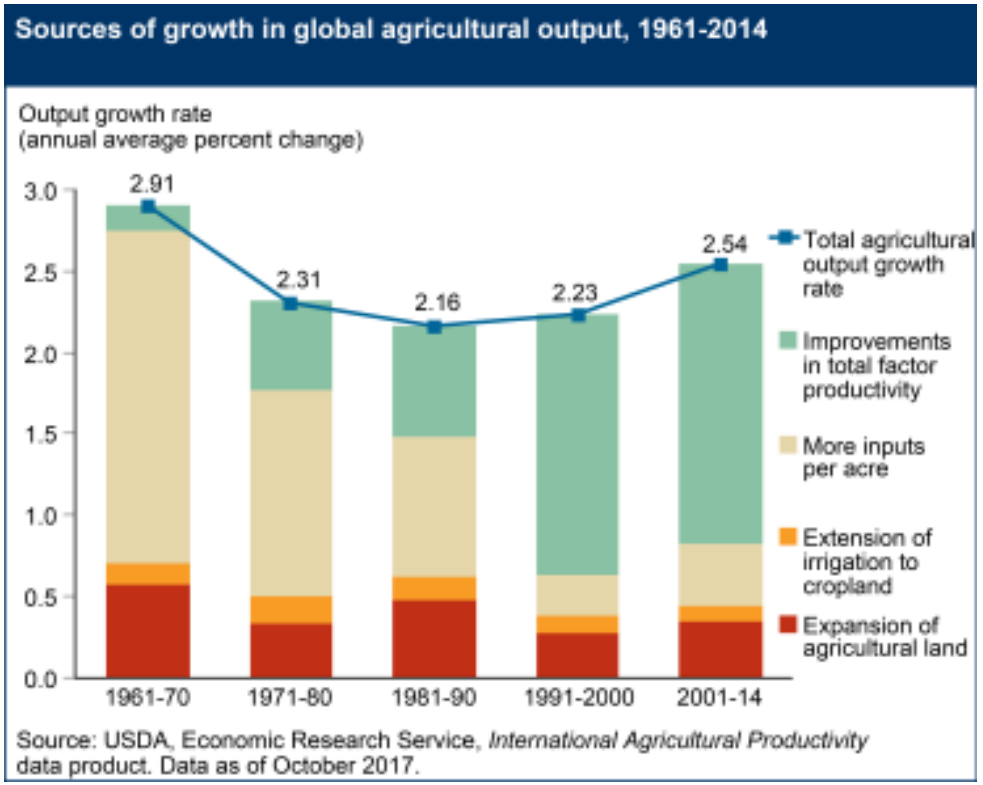
Agritech Aquatech Envirotech

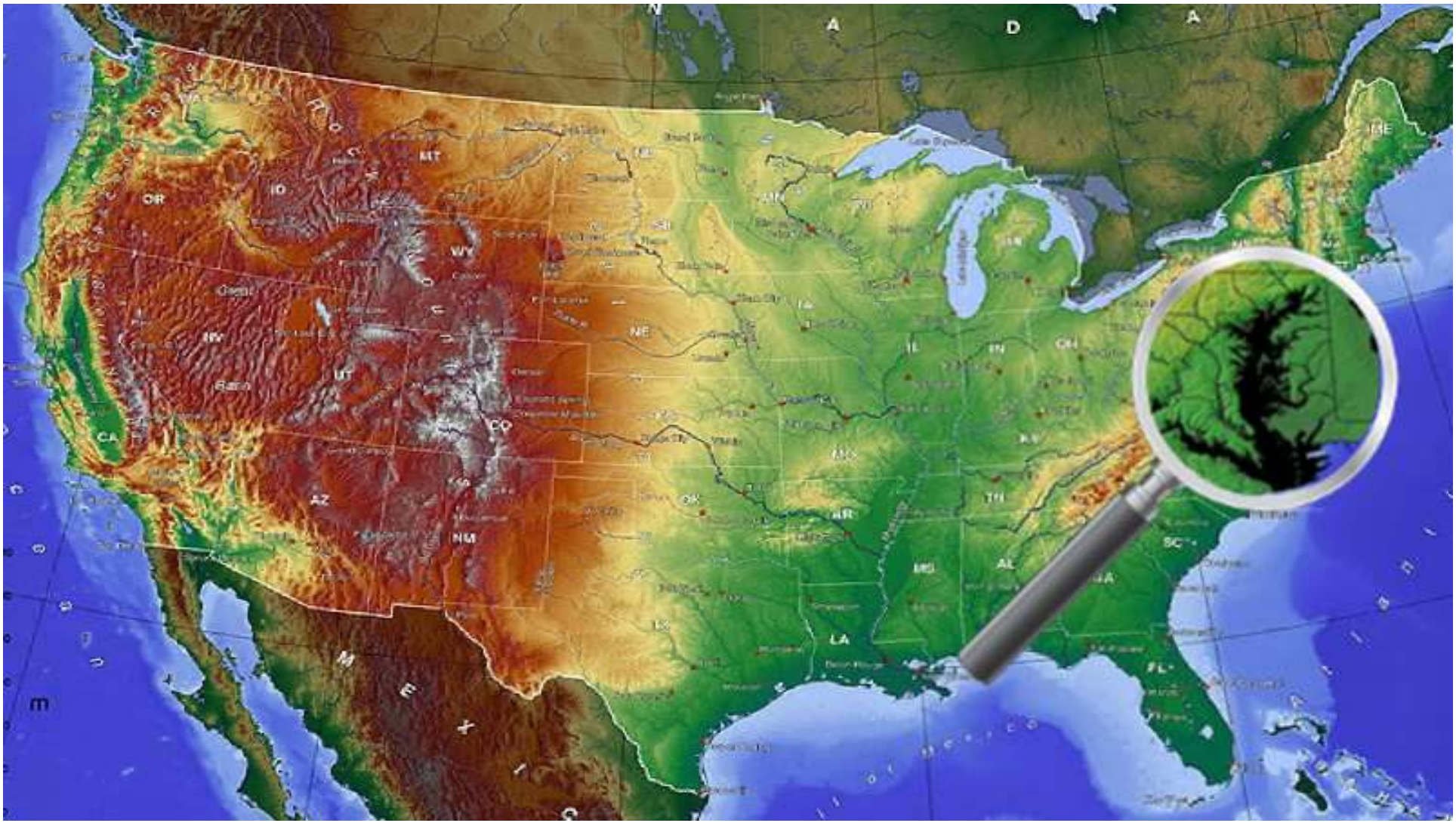
F3 TECH

Farm · Fish · Food

Global Economic Drivers

- It's all about **food security**
- Growth in agricultural output mainly due to **increased productivity** from technology
- Food production needs to **rise by 70% by 2050** to meet population needs





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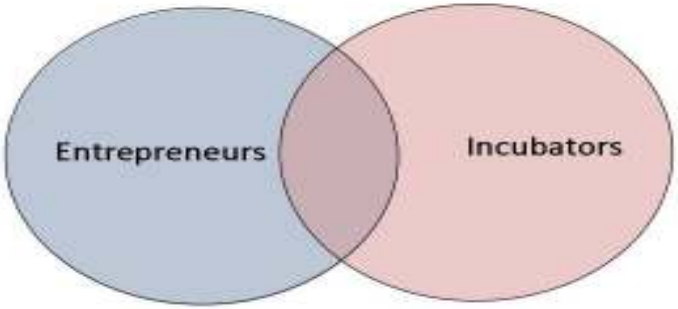
A Statewide Initiative

Entrepreneur and Startup Process

Entrepreneur-Led

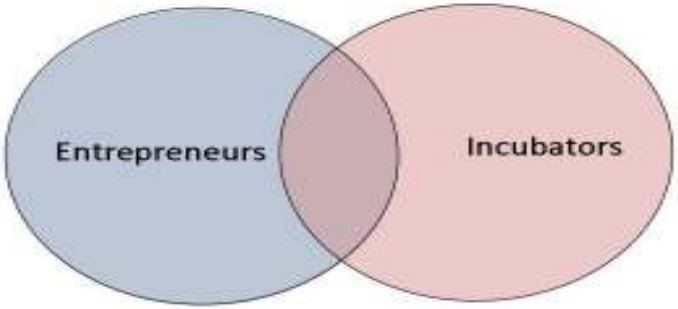


Validation Questions:

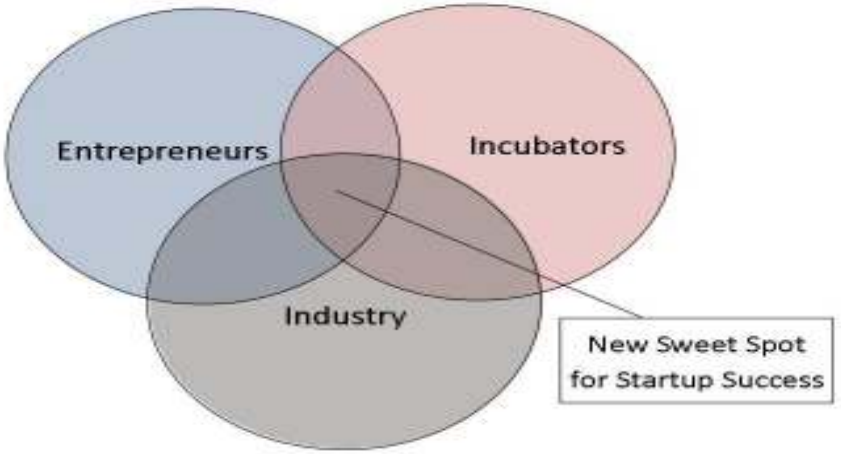
- Have I solved a problem?
- Is there a market?
- Are their customers?
- What is my Value Proposition?

Entrepreneur and Startup Process

Entrepreneur-Led



Industry-Led



F3 TECH accelerator program

Incubator Stage *(Challenge Events)*
Real World Problems and Solutions

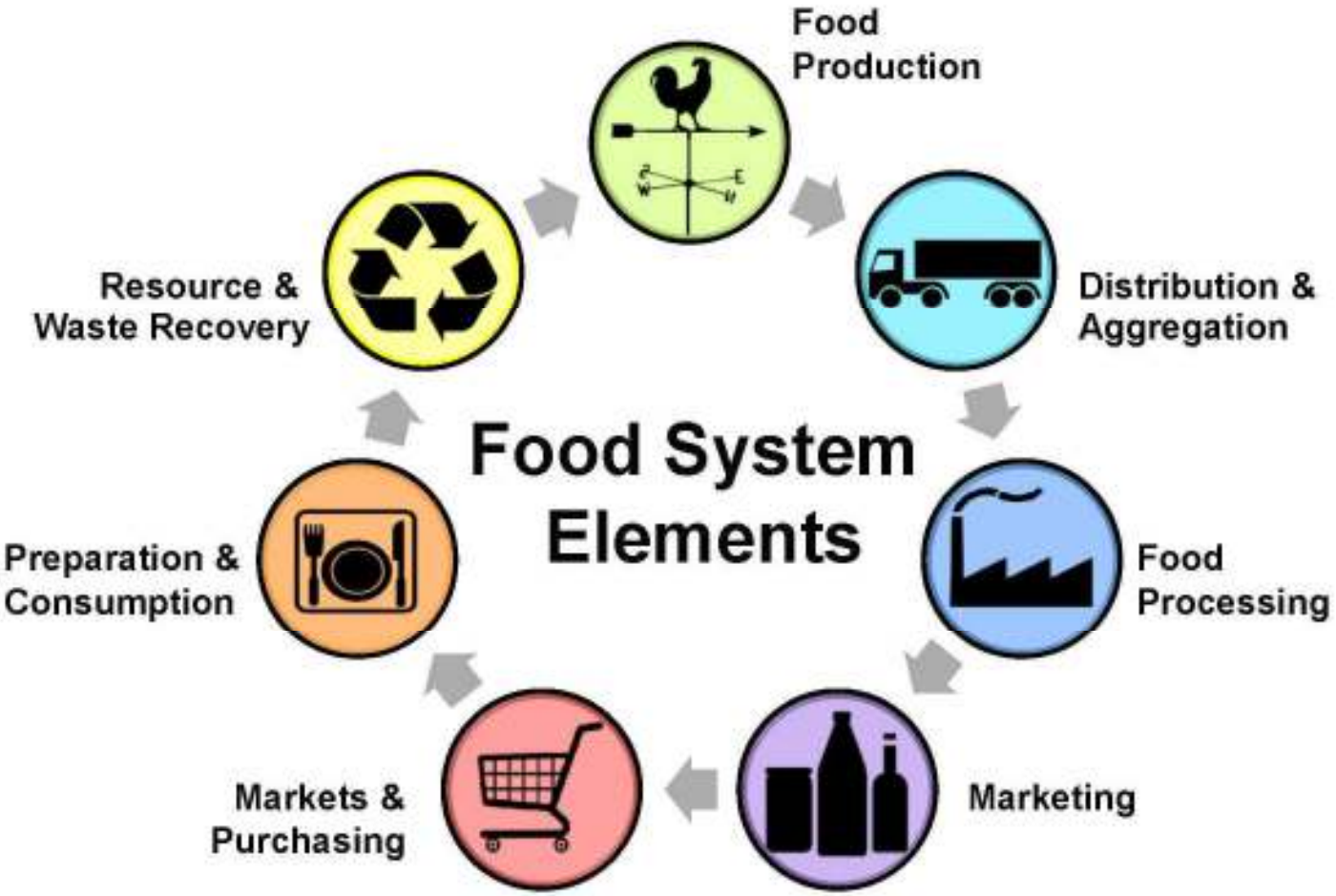
Hatchery Stage *(Pre-Accelerator)*
Proof of Concept

Nursery Stage *(Accelerator)*
Commercialization Planning

Commercialization & Scalable Startups
Executing the Plan

F3 TECH symposium

- One-day events
- Broad outreach
- Advance awareness and open dialogue
- Foster partnerships and relationships
- Create a shared understanding
- Explore opportunities
- Become an ongoing tool


Food System Elements
Food Production
Distribution & Aggregation
Food Processing
Marketing
Markets & Purchasing
Preparation & Consumption
Resource & Waste Recovery

Opportunities for Innovation

Multi- Disciplinary

- Agriculture & Husbandry
- Fisheries & Aquaculture
- Value-Added Products
- Tillage
- Irrigation
- Fertilizing
- Harvesting
- Greenhouses
- Processing
- Distribution
- Intermodal
- Supply Chain Efficiency
- Packaging
- Labeling
- Safety
- Quality Control
- Nutrition
- Resource Management
- Precision Agriculture
- Sensors
- GIS
- UV/Drones
- Animal RFID Tags
- Apps & Software
- Machinery
- Research & Development
- Agriceuticals
- Agrichemicals
- Food Science
- Waste Management
- Biomass Fuels/Renewable Energy
- GMO
- Organic
- Traceability
- Inventory
- Animal Feed
- Forestry
- Environmental Impact

F3 TECH

- Challenge Events
- Pre-Accelerator
- Accelerator
- Symposiums
- Industry-Sector Focus
- Industry Engagement
- Joint Rural-Urban
- Investment Worthy & Industry Impact

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F³ Tech Spring Symposium

Universities at Shady Grove – Rockville, MD
June 6, 2018