

THE MACKLIN BUSINESS INSTITUTE AND CENTER FOR ENTREPRENEURSHIP AT MONTGOMERY COLLEGE



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Biotech Program Expansion Linked with New Business Park

The Macklin Center for Entrepreneurship is providing key support for Montgomery College's recently announced initiative to dramatically expand its biotechnology program, with the development of a major new biotechnology and life sciences education center at the Germantown Campus.

The proposed project took a major step forward recently when Montgomery County and State of Maryland officials jointly announced a \$6 million public funding package — \$4 million from the county and \$2 million from the state — to allow for acquisition of a 20-acre land parcel adjacent to the campus. Combined with about 20 acres of existing property on the campus,

the land will be used to develop a county-operated science and technology business park that will be co-located with a new, state-of-the-art biotechnology education center operated by the College.

"There's great synergy between our efforts to grow an already successful biotechnology program into one that will be a national model and the County's efforts to replicate the success of its Shady Grove Life Sciences Center with a new site along the I-270 technology corridor," said Dr. Charlene R. Nunley, president of Montgomery College.

Now that funding has been secured to acquire the adjacent parcel, the Macklin Center for Entrepreneurship will begin working with early and "next

stage" companies to establish links to appropriate resources—including potential investors.

Seeking to replicate the overwhelming success of its Shady Grove Life Sciences Center, the County is looking to establish on the site a 600,000-square-foot bioscience and technology business/educational park, in an effort to retain a sufficient supply of research space for its burgeoning biotechnology and life sciences businesses. In addition to the Germantown location, the County is also pursuing development of a similar venture in eastern Montgomery County, on a site owned by the Washington Suburban Sanitary Commission.

A premier biotechnology/life sciences program at Montgomery

College, anchored by a world-class educational center, will help meet educational and workforce development needs of Montgomery College students, the biotechnology industry, and local residents. As proposed, the center would house "incubator space" with wet-lab facilities and equipment for bioscience companies and a new 85,000-square-foot high-tech facility to house the college's biotechnology program. Business owners, investors — including venture institutions, corporate investors and others — would have common areas for learning and networking, along with students and faculty.

It is envisioned that the Bioscience and Technology Park will be available for occupancy and activity by the year 2005.

For information about the bioscience and technology park initiative, contact Dr. Hercules Pinkney, vice president/provost of the Germantown Campus, Montgomery College, 301-353-7711, hpinkney@mc.cc.md.us. For information about the incubator and business initiatives, contact Mr. Jerry Feigen, director, Macklin Center for Entrepreneurship, Montgomery College, 301-738-1702, jfeigen@mc.cc.md.us.

Tech CEO

Sports Owner Fernandez



Next in MBI Lecture Series, Oct. 3

One of the region's most successful technology entrepreneurs, Raul J. Fernandez, will be the next speaker in the Macklin Business Institute's Distinguished Lecture Series. Open to the public, the event is scheduled for Thursday, October 3, at 2 p.m. in the Theatre Arts Auditorium of Montgomery College's Rockville Campus, located at 51 Mannakee Street.

Fernandez was previously chief executive officer of Dimension Data North America, a leading technology company representing a new category of systems integrator. The \$2.4-billion company provides networking and multi-channel e-business solutions to global corporations.

In June 2001, Dimension Data acquired Proxicom, a publicly traded company originally founded by Fernandez with \$40,000 of personal savings, in a deal worth nearly \$450 million. Under his leadership, Proxicom evolved into a leading global provider of sophisticated e-business solutions for Fortune 500 companies. Two years ago, Fernandez became one of the owners of the NHL's Washington Capitals, the NBA's Washington Wizards and the WNBA's Washington Mystics.

Looking further ahead on the Macklin schedule, the institute will be sponsoring an "Ethics in Business" symposium on November 14, 7 p.m. at the Montgomery College-Rockville Campus Theatre Arts Auditorium. For more information, check this page or log on to www.macklin.org in October.



Entrepreneurship In Action:

The incoming class of Macklin Institute honors scholars opened the year with an Italian Ice sale at the Fall Faculty/Staff Montgomery College Convocation. With the support of Carmen's Italian Ices of Rockville the students earned their first profits of the season, all of which have been donated to the MC Foundation - Macklin Scholarship Fund.

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