



MARYLAND'S
EDGE

INTERNATIONAL

Soft Landing Program

WHERE ENTREPRENEURS *LAND TO EXPAND*

We connect global innovators to local expertise to secure a seamless transition into the US marketplace.

Located in Frederick, Maryland, our program offers the unparalleled blend of strategic location, cutting-edge resources, a collaborative environment conducive to innovation and business growth, and access to FITCI's proven entrepreneurial programming.

The Soft Landing Program is ideal for international companies in the technology, life sciences, manufacturing, and professional services sectors. Whether you are a startup seeking a foothold in the U.S. market or an established company looking to expand your operations, our program provides the resources and support you need to succeed.



MARYLAND'S
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FREDERICK, MARYLAND

STATEWIDE MOMENTUM

- Rated 1st in Tech Workforce Growth
- 15,660 IT businesses
- #1 - Federal Obligations for R&D
- #1 - STEM Concentration
- #3 - Technology & Science Workforce

A STRATEGIC LOCATION

- Access to 1/3 of US population within a day's drive
- 1 hour drive to 3 international airports
- Top research universities
- Federal agencies and research labs
 - including Fort Detrick, Frederick National Lab for Cancer Research/Leidos Biomed
- Northern anchor of the DC i270 Technology Corridor
- Over 100 biotech companies, including AztraZeneca Biopharma



- Largest growth rate in Maryland
- Unemployment 1.9%
- 43.6% residents have a Bachelor's Degree or higher
- Triple-A (AAA) bond rating
- Hiring and Training support through Frederick County Workforce Services
- Robust workforce-talent pipeline
- Tax exemptions, credits, and Federal Opportunity Zones
- Fast-track permitting and regional resources

A UNIQUE SUPPORT NETWORK

In addition to the coaching and mentorship we offer our members, Soft Landing participants are introduced to **AMBASSADORS** who help navigate Frederick's landscape and connect you to key stakeholders in our region: Potential partners, customers, investors, and services to help you thrive.

To assist in the transition, we meet each entrepreneur where they are in their business.

Our resources can assist with:

Raising funds, accounting, banking, legal services/IP, marketing, financial services, information technology, equipment needs, hiring and HR, software development, insurance needs...

And more specific areas including: leadership, sales training, growth strategies, investor strategy and assessment/training, marketing strategy, storytelling and PR, operational excellence, legal strategies, and doing business in the US (culture, practices, etc), and more.

Maryland's EDGE programming is focused on the 4 C's:

**COACHING
CAPITAL**

**CONNECTIONS
CUSTOMERS**

Strategic Growth and Advisory Boards
Startup U - a 3 class sequence focusing on: Business Model Canvas, Value Proposition Design, and Perfecting the Pitch
The Edge Accelerator Launch Committee
C-suite Program

@the Top
CSO Roundtables
Funded 'n Brews
IDEA Lab
Reality Check (Pitch Event)
Networking Events and Happy Hours
Office Hours
Tuesday Talks, Tours, and 'Tails

OUR PROVEN SUCCESS



LARGEST
INCUBATOR IN
MARYLAND FOR 3
CONSECUTIVE YEARS



\$277.8 MILLION
IN FUNDING RAISED BY
OUR STARTUPS IN THE
LAST 2 YEARS



OVER 500
COMMUNITY LEADERS
WITHIN OUR BUSINESS
RESOURCES



\$398 MILLION
ADDED TO OUR LOCAL
ECONOMY VIA FICTI'S
ECOSYSTEM



93%
OF OUR STARTUPS
BECOME SUCCESSFUL
BUSINESSES



97%
FICTI'S CURRENT
MEMBER RETENTION
RATE



500% GROWTH
IN CLIENT BASE SINCE
2016, 80% FROM
REFERRALS



SGAB
THE ONLY INCUBATOR
WITH A BUILT-IN
ADVISORY BOARD



JOIN OUR ECOSYSTEM AND HELP US EXPAND
OUR GLOBAL FOOTPRINT!



...AND MORE COMING SOON!

