

# EASTERN SHORE INNOVATION CENTER DORCHESTER COUNTY REGIONAL TECHNOLOGY PARK

## **FOUNDING INCUBATOR MEMBERS**

### **Annapolis Defense & Security (ADS)**

Established in 2013 by U.S. Army veterans Joseph Lynch and Aaron Herschman, ADS provides professional safety and security training for private citizens and law enforcement agencies including women's defense, home and workplace safety, family and personal protection, and State Police certifications. They came to the Innovation Center to collaborate with Cambridge Federal and leverage the facility's resources. ADS's goal is to build a cadre of trained security guards for Eastern Shore organizations. With three employees, they project revenue growth in from under \$100,000 to \$750,000 in 2017 and plan to hire 10 new positions. Locally, they provide guard services for the Maryland Department of Housing and Community Development's Cambridge Office. Learn more: [www.annapolisdefense.com](http://www.annapolisdefense.com) or (443) 333-4042.

### **Cambridge Federal**

Established by Michael Ross in 2012, CF specializes in information technology sales and services including LiveScan™, a digital fingerprinting service for individuals in the medical, educational, health and human services and security industries. An authorized Dell Value-added Reseller and Microsoft Service Provider as well as a certified HUBZone and veteran-owned small business, the company operates a multi-tenant IT Call Center and Help Desk at the Innovation Center. With six employees, Cambridge Federal anticipates hiring 26 more before graduating from the incubator in 2019. Visit [www.cambridgefederal.com](http://www.cambridgefederal.com) or (410) 221-7546.

### **Dalcom Engineering**

After working in the private sector energy industry for 11 years, Tony Steelman established Dalcom in 1968. They provide engineering, computer science, project support, and technical services to both government and commercial customers, including Exelon Energy and the U.S. Army Research Laboratory. Dalcom opened a second office at the incubator in 2016 to focus on services for the Defense Industry. Steelman chose Dorchester in part due to the county's HUBZone designation and tech center. They currently have two employees in Cambridge and anticipate hiring five more by 2019. Learn more: [www.dalcom-engineering.com](http://www.dalcom-engineering.com) or (443) 303-2259.

### **Garvey Environmental**

Dave Garvey, an experienced owner in the residential construction industry, launched Garvey Environmental in February 2016 to focus on mold remediation. Using an innovative, proprietary product, Garvey Environmental can quickly identify and kill mold and its anchor to guarantee a clear environment without damaging underlying surfaces. Their quick, non-toxic guaranteed service has proven essential in the residential and commercial real estate industry, often saving deals that otherwise might have collapsed. Garvey chose the Innovation Center to take advantage of his HUBZone status provides added value in federal contracts. In the first 12 months, he has created six new jobs and will be expanding to 18 employees by 2018. Learn more: [www.garveyenvironmental.com](http://www.garveyenvironmental.com) or (800) 217-4642.

### **Hoopers Island Oyster Hatchery**

Dorchester County natives Johnny Shockley and Ricky Fitzhugh founded their oyster aquaculture company in 2010. They moved into the incubator in 2016 to develop and launch their newest business, the state's first large-scale commercial hatchery and to explore scaling up their equipment manufacturing division. As they

develop new technologies for sustainable oyster farming, they anticipate hiring up to 40 new employees by 2018. Learn more: [www.HIOAC.com](http://www.HIOAC.com) or call 410-397-3664.

### **iValueLED**

Founded by Ladda Chang Walker, iValueLED provides state-of-the-art LED lighting, lighting control systems and energy monitoring services for commercial and government clients. From upgrading existing facilities to the newest “warm light” LED replacement programs to next generation “smart building” and “smart cities” systems control technologies, the company delivers significant reductions in energy consumption and energy savings with optional 24/7 intelligent monitoring. In September, 2016 Walker opened her business at the Innovation Center with plans to distribute and provide energy services across Delmarva. By 2018, she plans to begin manufacturing LED products and employ 22 people. For information call 401-972-1902 or email [ladda@iValueLED.com](mailto:ladda@iValueLED.com).

### **Mapping Technologies**

Founded by C.P. Mark DiLeo, Mapping Technologies provides aerial photography, thermography, satellite imagery, data collection and application programming. The company uses photogrammetry - a scientific technique to create maps using photographs and geographic information systems (GIS) data. DiLeo moved his business to the Innovation Center to take advantage of its proximity to the Cambridge-Dorchester airport and the growing need for aerial mapping of water movement and crop production for agricultural clients as well as methane production and underground methane movement for commercial and government customers. DiLeo plans to expand from two to six employees by 2018. Learn more: [www.maptech.net](http://www.maptech.net) or (443) 477-0869.

### **Quevera**

Lee Simms, a software engineer, opened his second office in the Innovation Center to position Quevera for success. A software engineering and database developer, the company provides IT management, training and consulting services to healthcare, government, education and commercial sectors. Quevera has partnered with Dorchester County Public Schools to cultivate student interest in technology careers and provide hands on learning through an active internship program with Cambridge-South Dorchester High School. Simms credits their Dorchester location with their success growing their federal contracts as a HUBZone certified company. Learn more at: [www.quevera.com](http://www.quevera.com) or call 443-832-6690.

### **Purdy Group**

Founded in 2007 by Dr. Frank Purdy, the company provides management, organizational and information technology consulting services and staff augmentation to the defense, law enforcement and intelligence communities. Purdy’s contracting certifications include: SBA 8(a), HUBZone and Service Disabled Veteran Owned Small Business - CVE. Purdy Group opened their office at the Innovation Center to support their federal prime contracts with the Department of Defense, Drug Enforcement Agency and the Office of Personnel Management. With 15 employees in Cambridge, Purdy Group plans to hire 12 additional positions by 2018. Learn more: [PurdyGroup.com](http://PurdyGroup.com) or call (240) 305-2478.

### **SunX Analytical**

Barry Pritchard, an American Chemical Society certified chemist, launched SunX Analytical to support Maryland’s medical cannabis industry and he was the first applicant registering as an Independent Testing Laboratory. With mentoring from the Innovation Center, he has broadened his focus to include promoting the commercialization of bio and chemical analysis discoveries into independent businesses. With support from Rural Maryland Council, SunX is building the first wet lab on the Eastern Shore for use by new businesses. Lab services will include chemical and biological quality assurance testing, product development, and process consulting. SunX plans to target the agri-ceutical, environmental and food industries. With two employees, Pritchard plans to add two scientific positions in 2017 and anticipates creating 20 new jobs by 2018. Learn more at [www.sunxanalytical.com](http://www.sunxanalytical.com) or (410) 830-9814.

**Bio Research Solutions**

Robert Figliozzi, doctoral student in Toxicology, has developed an innovative, proprietary concept that plans to improve laboratory productivity. He joined the Innovation Center as a co-working space member to access the mentoring, laboratory and 3-D printing capabilities. Figliozzi will work at the Center to validate his concept and develop a prototype for further testing. For specific inquiries, contact Robert at [rfigliozzi@bioresearchsolutionsllc.com](mailto:rfigliozzi@bioresearchsolutionsllc.com).