



ACCELERATING THE LIFE SCIENCES INDUSTRY



BIOHUB MARYLAND

BIOHUBMARYLAND.COM



MARYLAND'S WORLD-CLASS

LIFE SCIENCES ADVANTAGE



Maryland's Life Sciences
Ecosystem Contributes:

- + #1 in adult stem cell production and vaccine research & development
- + World's largest cell therapy manufacturing facility to develop therapeutics for patients

\$ 20

BILLION to Maryland's economy



87%

Higher income on average
than other industries

2700

Life sciences companies

54K

Local life sciences professionals

1BILLION +

In federal research contracts secured annually

20%

of the world's top influencers in vaccine development

WHAT ARE

LIFE SCIENCES?



Life sciences companies use fields like biology, technology, and manufacturing to develop treatments for devastating diseases, disorders, injuries, etc.

In Maryland, life sciences companies perform advanced biomanufacturing to create and deliver life-changing therapeutics to patients in need.

WHY A CAREER IN LIFE SCIENCES?

Maryland's life sciences companies are researching and treating the world's toughest diseases, including cancer, diabetes, Muscular Dystrophy, and rare diseases.

MARYLAND'S LIFE SCIENCES INDUSTRY PAYS

87%

MORE ON AVERAGE THAN OTHER INDUSTRIES IN THE STATE



EXCLUSIVE PROVIDER OF NIBRT LICENSED TRAINING

BioHub Maryland is the exclusive provider of National Institute for Bioprocessing Research and Training (NIBRT) licensed training programs in Maryland, DC, and Virginia. Based in Ireland, NIBRT develops and delivers state-of-the-art training and education programs for the world's leading biopharmaceutical manufacturing companies and partner academic institutions.

BioHub Maryland is accelerating the life sciences industry for companies and career seekers to expand the state's global innovation advantage.

A workforce development initiative of the Maryland Tech Council, BioHub Maryland helps life sciences companies at every stage grow by training the next generation of life sciences talent, showcasing employers' career opportunities, and providing strategic resources for raising capital.



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BioHub Maryland helps residents of all backgrounds pursue rewarding careers in life sciences by offering biopharma manufacturing skills training, career resources, and access to **hundreds of job openings in life sciences.**

To expand Maryland's life sciences talent pipeline, BioHub Maryland engages and trains residents who may not otherwise join the industry, including residents from disadvantaged backgrounds, residents who do not have advanced degrees, and military veterans.

WHO BENEFITS?

OUR POSITIONING

BioHub Maryland is the leading workforce development initiative to launch life sciences careers for Maryland residents and life sciences employers so that Maryland workers and companies can deliver life changing treatments to the world.



POTENTIAL TRAINEES

UNDERSERVED

Includes est. 1M residents without Bachelor's Degrees

VETERANS

Estimated 360,000 in Maryland

NEW-SKILLERS

Post-high school students looking for first positions in the industry

RE-SKILLERS

Learners looking to transition from allied industry to biopharma career

UP-SKILLERS

Learners in the industry looking to advance their careers by acquiring new skills

LIFE SCIENCES EMPLOYERS

Emphasis on life sciences research and development and advanced biomanufacturing employers

POLICYMAKERS

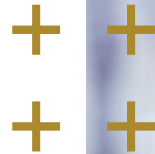
Moore Administration and General Assembly

MD Congressional delegation

Key county leadership (Montgomery, Frederick, greater Baltimore)

TRAINING

BioHub Maryland helps residents of all backgrounds gain the skills they need for a rewarding life sciences career.



BIOHUB MARYLAND WILL OFFER TRAINEES:

- Access to an online skills academy with a library of virtual courses
- In-person lectures
- Hands-on technical training in a life sciences facility

COURSES ARE EXPECTED TO INCLUDE:

- Fundamentals of the life sciences industry
- Biomanufacturing concepts
- Cell and gene therapy and vaccine manufacturing concepts
- Quality control skills
- Technical writing, data analysis, and much more





AN OPPORTUNITY FOR EVERYONE

BioHub Maryland is accelerating the life sciences industry for companies and career seekers to expand the state's global innovation advantage. To expand Maryland's life sciences talent pipeline, BioHub Maryland engages and trains residents who may not otherwise join the industry, including residents from disadvantaged backgrounds, residents who do not have advanced degrees, and military veterans.

JOIN A NEW MISSION

VETERANS



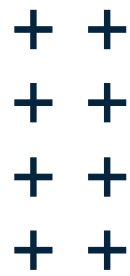
BETTER PAY

Life sciences incomes in Maryland are **87% higher than the statewide average for all industries**. Some entry level positions in life sciences pay more than double the comparable jobs in other industries.

A FIT FOR YOUR SKILLS

Achieving this mission requires men and women who understand logistics, teamwork, time management and other skills learned in the military.

FIND YOUR FUTURE.



With a life sciences career, go from high school to high earner. Many great life sciences jobs require only a high school diploma or GED – and they pay more on average than similar jobs in other fields.



BIOHUB MARYLAND OFFERS STUDENTS FLEXIBLE TRAINING THAT PREPARES YOU FOR IMMEDIATE ENTRY INTO THE LIFE SCIENCES INDUSTRY. YOU'LL BE PREPARED TO:

- Perform basic bioprocessing tasks
- Comprehend core biomanufacturing concepts
- Utilize technical writing skills
- Analyze data
- Work individually and as part of team



YOUR FUTURE CAREER

A HIGH SCHOOL DIPLOMA OR EQUIVALENT, COMBINED WITH SKILLS TRAINING FROM BIOHUB MARYLAND, COULD QUALIFY YOU TO BECOME A:

- Manufacturing technician
- Clinical data assistant
- Greenhouse assistant
- Administrative assistant
- Much more

Train your way with BioHub Maryland's online and in-person skills academy. You'll earn life sciences skills and concepts that are in-demand with the industry's top employers.

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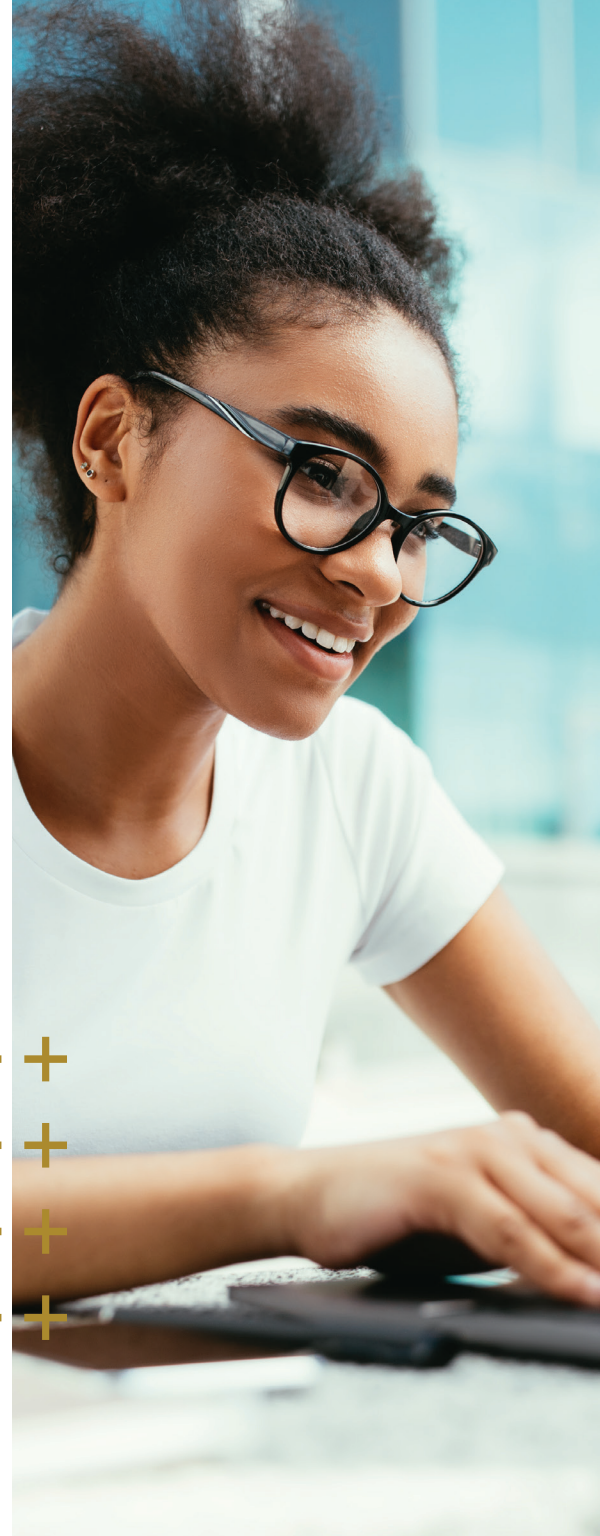
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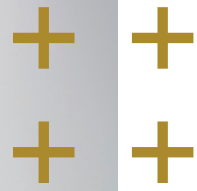
WHERE SHOULD YOU START?



BioHub Maryland offers easy-to-use online resources for Marylanders of all backgrounds to find a rewarding life sciences career, including:

- + **Hundreds of life sciences job openings** on our Job Board for career seekers of all backgrounds and educational levels.
- + **A Career Roadmap** to explore jobs based on education level.
- + **A “Dream Job” tool** to help job seekers dive into the details and find an occupation that is right for them.





TIME SAVED

EMPLOYERS



IMPROVE ACCESS TO TALENT

The life sciences industry is highly regulated and prioritizes safety, quality and efficacy for all patients. To meet required Good Manufacturing Practices (GMP), licensed biomanufacturers must have a pipeline to suitably “qualified” workers. BioHub Maryland will provide trainees with systematic training to ensure employers can meet GMP standards.

SAVE MONEY

Training new workers often means manufacturers must shut down equipment to facilitate hands-on training. BioHub Maryland will train new workers in required skills to significantly reduce onboarding and training timelines.

GAIN A COMPETITIVE EDGE

The competition for qualified workers is tough. Businesses can find their next star hire through BioHub Maryland while saving time and money.





BioHub Maryland
gives employers a
competitive edge by
training new workers
in skills industry
needs so that they can
immediately add value
at the workplace.

BIOHUB MARYLAND PROVIDES TRAINEES

- Online skills academy with a library of virtual courses
- In-person lectures
- Hands-on, “learn by doing” technical training in a biopharma manufacturing training center *(launching in 2024)*

TRAINEES GAIN SKILLS IN

- Fundamentals of the life sciences industry
- Biomanufacturing concepts
- Cell and gene therapy and vaccine manufacturing concepts
- Quality control skills
- Technical writing, data analysis, and much more

Trainee courses are licensed from the award-winning National Institute of Bioprocessing Research & Training (NIBRT), ensuring that Maryland’s talent pipeline learns from a world-leading research and training organization.



LEARN MORE AT [BIOHUBMARYLAND.COM](https://biohubmaryland.com)
AND FOLLOW ON LINKEDIN, INSTAGRAM,
FACEBOOK, AND TWITTER.

CAPITAL

Access to capital enables life sciences companies to fund research and bring their ideas to market. But the process for securing capital can be long and complex for early-stage life sciences companies.

BioHub Maryland will offer strategic resources to help life sciences companies prepare for fundraising in domestic and international capital markets.

OFFERINGS WILL INCLUDE

- + Advice from seasoned life sciences investment professionals
- + Advisory support on investor engagement strategies
- + Guidance on offering materials and pitch deck
- + Fundraising meeting preparation





LAUNCH



BioHub
MARYLAND.



YOUR



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CAREER



**MARYLAND
TECH COUNCIL**
ADVANCING LIFE SCIENCES AND TECHNOLOGY



TODAY