



Preparing Skilled Lab Workers

A tuition-free pathway to laboratory jobs and careers for under- and unemployed workers

For more than two decades, the Biotechnical Institute of Maryland (BTI) has led the way in providing tuition-free, high-caliber, scientific training to help those who are under- or unemployed become lab workers in the state's rapidly expanding biotechnology sector. We have a rigorous and relevant curriculum developed in partnership with life sciences employers.

Our program allows our graduates to step into professional lab jobs and be productive members of a life sciences team. At BTI they acquire first-hand knowledge of cGMP goals and rationale, sterile techniques, cleanroom gowning, and good documentation, among other relevant laboratory skills. We reinforce a strong focus on accuracy and the positive workplace climate and culture present in any high-performing laboratory.

We work with high school graduates who are determined to build skills and enter a field where they can earn a living wage job and launch a career. Over the past two decades, we have placed more than 500 graduates in laboratory jobs.

Baltimore-area life sciences employers trust BTI to train and prepare candidates to fill their laboratory jobs.



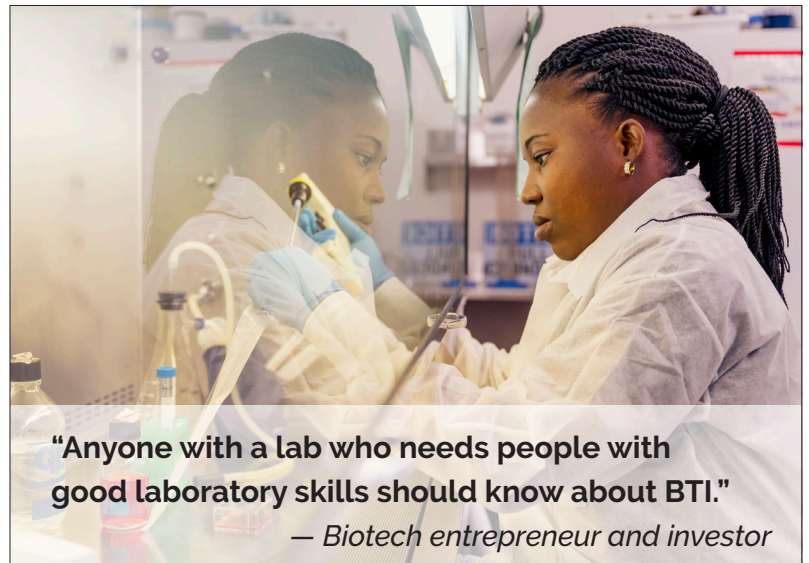
Laboratory Associates Program

This 15-week program prepares high school graduates to take on entry-level life sciences laboratory jobs. The program combines classroom instruction, hands-on training, and internships with a focus on making sure graduates have both the technical training and the skills needed to succeed in a laboratory job.



BioSciConcepts (BSC)

BTI provides fee-based workshops in specialized, advanced lab skills for existing lab workers who want to progress their careers. BSC workshops support BTI's mission-driven programs.



"Anyone with a lab who needs people with good laboratory skills should know about BTI."

— Biotech entrepreneur and investor

About BTI

Created in 1998 as a nonprofit training program, BTI has proven to be critical in developing a highly skilled workforce for the economically vital life sciences industry in Maryland. Today BTI's funders include foundations, government agencies, and life sciences employers.



"BTI graduates. . . have the stick-to-it-iveness that makes a great, productive long-term employee. BTI's curriculum is relevant and up-to-date, and their grads are well-prepared for entry-level positions at the lab. Because we know the organization, our BTI applicants go to top of the pile."

– HR leader, Fortune 500 medical device company

Our Employer Partners

These businesses and nonprofits have hired BTI graduates:

- ACell
- A&G Pharmaceutical
- Aerotek
- ALPharma
- American Red Cross
- Baxter BioScience
- BD Integrated Diagnostic Solutions
- BioReliance
- BioTechnical Institute of Maryland, Inc.
- Celsis: In Vitro Technologies
- Charles River
- Cureveda
- Emergent BioSolutions
- Fuchs North America – Baltimore Spice
- Grace Davison
- Human Genome Sciences, Inc.
- Institute of Human Virology
- Intralytix, Inc.
- Johns Hopkins Medical Institution
- Johns Hopkins University
- Kelly Scientific Resources
- KForce Scientific
- Lonza Baltimore (formerly Cambrex)
- McCormick & Company, Inc.
- Microbac Laboratories
- Osiris Therapeutics, Inc.
- Paragon Bioservices
- PathSensors
- Quest Diagnostics
- Shire Laboratories, Inc.
- St. Agnes Hospital
- University of Maryland Baltimore

Support BTI's Work

Life sciences organizations and funders play a valuable role in helping BTI prepare the next generation of laboratory workers.

- **Funding:** Provide critical funding for programming/scholarships to impact individuals, families, and the community.
- **Internships:** Host a 100-hour internship, paid by BTI, at your company for trained BTI students to gain hands-on lab experience at a life sciences employer partner.
- **Mentoring:** Be a mentor to a BTI student to share your valuable experience and change a life.

Contact BTI to learn more about partner opportunities. Together we can improve lives by removing barriers to living wage employment in an ever-growing life sciences industry.