

Big Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

December 22, 2020

CONNECTPRENEUR.ORG

AGENDA

TUESDAY, December 22, 2020

All times are Eastern Daylight Time

**11:00-11:15am | VIRTUAL NETWORKING
(via Private Message)**

11:15-11:30am | WELCOME and INTRODUCTIONS
-TIEN WONG, Founder & Host,
CONNECTpreneur Community
- DAVID FITZPATRICK, Marketing Director,
Modus Create

11:30-12:25pm | ROCKET PITCH SESSION

Companies will be introduced by:

- ANTHONY MILLIN, Founder & Chair, NEXT
by Shulman Rogers**
- SEAN SEMMLER, Associate, Wilson Sonsini**

PRESENTING COMPANIES:

Jinglz - AARON ITZKOWITZ
Rocsole - MIKA TIENHAARA
Hip-Hope Technologies - AMATSIA RAANAN
CleanFiber - JONATHAN STRIMLING
Lattus - PETER SCHRAMM
MagNet Analytics - EDUARDO ALVAREZ
Phycin - JUN WANG
Association for Enterprise Growth - MARK HAAS

**12:25-1:00pm | VIRTUAL NETWORKING
(via Private Message)**

Build for **Success** in a **Digital World**

Modus Create is a digital consulting firm that helps firms, from startups to the Fortune 500, build meaningful digital experiences.

Product Strategy

- + Technology Maturity Audit
- + Lean Product Validation
- + Post-Launch Growth
- + Opportunity Space Analysis

UX Research

- + Voice of Customer
- + User Research
- + Usability Testing
- + World-class Experience Design

Agile Development

- + Architecture
- + Project Management
- + Design
- + Full Stack Engineering
- + Testing & Automation

DevOps & Security

- + Migration
- + DevOps
- + CI/CD
- + Risk Assessment & Remediation



SPEAKERS



TIEN WONG, CEO, OPUS8, INC.; FOUNDER AND HOST, CONNECTPRENEUR COMMUNITY

Tien Wong is a tech entrepreneur and investor. He is CEO of Opus8, Inc. which makes tech investments and helps VC and PE funds and companies raise capital. Opus8's Phoenix Fund invests in remarkable entrepreneurs who are changing the world through disruptive technologies. Sectors include fintech, health tech, marketing tech/CRM and cyber.

Tien is Chairman of Lumious, a provider of advanced tech training and mobile e-learning solutions to Fortune 500 customers, and is also Chairman of Lore, an IT and BPO services company. Tien was co-founder and CEO of CyberRep, Inc. until its acquisition in 2003 by a "Fortune 500" company. CyberRep was one of the world's largest CRM companies with 2,300+ employees and \$80+ million in revenue. Today, the CyberRep business units are divisions of Xerox and Conduent with over \$2.5 billion in revenue.

A recognized international expert in CRM, direct marketing, and BPO, Tien has presented at dozens of conferences globally and has been featured on ABC, Fox, NBC, and CNBC, as well as in Time Magazine, The Washington Post, and Inc. Magazine,

In 2001, Tien received the Ernst & Young Entrepreneur of the Year award and was inducted into the EY Entrepreneur of the Year Hall of Fame. He was a Washingtonian magazine "Tech Titan" in 2017, 2018, and 2019 as well as a 2012 and 2013 Washington Business Journal Power 100 selection as one of the regions' s most influential leaders. Tien was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which oversees \$84 million in VC allocations; he serves on several boards including the Investment Advisory Board of the Commonwealth of Virginia's Center for Innovative Technology GAP Fund. He is a Mentor at the Conscious Venture Lab and Mach37 Cybersecurity accelerators. Tien is an Entrepreneur in Residence at Georgetown University and a graduate of Dartmouth College.

www.YaleInsights.com/legal

Contact Information

Aaron Itzkowitz
10802 Lake Wynds CT
Boynton Beach, FL 33474
561-763-1715
aitzkowitz@jinglz.net

Industry: Legal, Advertising, Marketing

Domain: AI Audience Insights

Leadership Team

Aaron Itzkowitz
CEO, Founder
HP, Successories

Bill Lickson, COO
Omnicom, Comcast, MTV

Jonathan Brickman, CRO
Ipreo, RainKing, Equities.com

David Markowski, CFO
D.H. Blair, Newsgrade

David Hartmann, COO
SilverLogic

Ron Erickson, Director
Egghead, Double Down Interactive

Mark Coleman, Advisor
Google, DoubleClick

Scott Henry, Advisor
Magic Leap, Beats by Dr Dre

Dr. Clinton Cimring, Advisor
Baidu

Funding Sought \$3 million

Funding to date
\$3.7M

Use of Funds
Marketing, Sales, G&A,
Product Enhancement

VALUE PROPOSITION: Jinglz has created patented technology for measuring audience engagement and emotion. Our EmotionTrac product is a digital focus group testing software with AI-powered Emotion Tracking. Yale Insights is a self-serve software platform that empowers brands, ad agencies, lawyers, consumer insights and any market researcher to deploy on-demand focus group tests that produce true quantitative data for emotional reaction and engagement with video content in multiple billion-dollar markets.

LEADERSHIP TEAM: Our executive team, board and advisors have collective C Suite experience at leading companies that include Apple, Google, DoubleClick, Comcast, Magic Leap, Las Vegas Sands, Omnicom, Baidu and AOL to name a few. Some have personally been involved in multibillion dollar M&A and exits.

CHALLENGE: Focus groups are time consuming and costly. With the average cost at \$14,000 and weeks to implement. This is prohibitive to lawyers gathering research on their cases or brands in collecting insights on their intended audiences (think Peloton’s 2019 holiday commercial that propelled their stock to lose over \$1 billion in valuation in just days).

SOLUTION: Our EmotionTrac™ technology, using permission-based access of the front facing camera of a mobile device and anonymously tracks a person's emotions while panelists engage in a video. The technology utilizes machine learning and artificial intelligence to register emotional data. This data is then interpreted to deliver various reporting indexes using data science. The videos are deployed through our CampaignTester mobile app. We also recruit and provide the client with an end-to-end solution by making panel audiences available for the clients use for testing at costs significantly lower than traditional audience rentals.

TECHNOLOGY: Our SaaS platform integrates a front-end self-service platform where video tests are deployed in less than 3 minutes and delivered to a panel audience through a mobile app. This results in a digital focus group delivering results in hours at a fraction of traditional costs. The company has received US patents #10,609450 and #10,880,602 Method of Hands and Speech-Free Control of Media Presentations. Additionally, another patent which is pending is a Casino Game Engagement and Mannerism Tracking System. The company recently received an award for Best Application of AI Technology to Optimize Creative.

MARKET: The addressable US market includes 1.3 million lawyers and 13,000 ad agencies. The Emotion, Detection & Recognition market is projected to reach \$65 Billion by 2024. This represents growth of 1,125% from 2017 – 2024.

REVENUE MODEL: Primary revenue is (1) software as a service, (2) enterprise subscriptions, (3) data rental, (4) creative services.

FINANCIAL PROJECTIONS (*includes value of trial orders)

	2020	2021	2022	2023	2024
Customers	19	1,279	6,098	18,372	74,631
Revenue*	\$ 36,056	\$ 6,143,000	\$ 20,028,000	\$ 52,630,000	\$144,853,000
EBIDTA	\$ (725,296)	\$ 1,571,000	\$ 10,633,000	\$ 29,847,000	\$ 90,270,000

Mika Tienhaara
Kauppakatu 20, 70100 KUOPIO, FINLAND

Email: info@rocsole.com

Web Address: <https://www.rocsole.com>

Management:

CEO – Mika Tienhaara
VP Sales – Pekka Kaunisto
CFO – Taru Markkanen
COO – Heikki Hintikka
CTO – Arto Voutilainen
CBO – Pasi Laakkonen

Industry: Software and Sensors

Number of Employees: 15

Bank: Nordea

Auditor: PricewaterhouseCoopers

Law Firm: LRHTO

Amount of Financing Sought:
\$5M equity

Current Investors:
Shell Ventures, Repsol Energy
Ventures, Finnvera, TESI, Angel
Investors, Founders and Employees:
> \$8M

Use of Funds: Organizational growth,
project development, product
development, marketing and sales
channels.

Business Description:

Rocsole is a provider of advanced sensors that function with an unwanted surface accumulation to provide critical process flow data for the oil & gas industry. This is paired with our software for image recognition to provide diagnostics and analytics enabling cost efficient operations for our customers.

Company Background: For the Oil & Gas industry we have developed and commercialized world-leading sensors and smart image recognition technology.

Management: Our management have been part of 6 exits, >\$150M in M&A. We have core expertise in oil&gas, tomography, optics, AI/machine learning.

Products/Services: Product sales of hardware units. Data analytics - software as a service.

Technologies/Special Know-how: Tomography and optics technology. AI, machine learning and deep learning know-how. Broad IP portfolio of 5 main patents.

Market: Total Addressable Market 13\$B and projected to grow to 34\$B by 2025. Our customer base is oil and gas companies, such as ExxonMobil and Shell.

Distribution Channels: Direct sales to operators, building sales channels with distributors and cooperation partners.

Competition: Tracerco, Endress-Hauser, Magnetrol, Vega, Ingu Solutions, Rosen, Quest Integrity, Cognite, Seeq Corporation, Cognizant, Teradata.

Financial Projections (Unaudited):

	2018	2019	2020F	2021F	2022E
Revenue:	0.15	0.81	1.3	5.5	15
EBIT:	-	-	-	-	3

(dollars in thousands)

Protecting the Life and Quality of Life of Seniors

Site: www.hip-hope.com Contact: Amatsia Raanan, CEO Mobile: +972-54-459-1509 Email: amatsiar@hip-hope.com

Business Description: Hip fracture is the most common fatal injury of senior people and, by far, the costliest osteoporotic fracture to health systems worldwide. In the US alone there are 300,000 hospitalizations per year with a direct treatment cost of \$15B. Hip-Hope™ is a smart inflatable hip protector device, worn around the waist and designed to prevent fall-related hip fractures and injuries.

Challenge and Solution: About 25% of the older adults suffering hip fracture will die within one year and 50% will not regain their independent lifestyle. Foam-padded hip protectors cannot provide the required protection. The Hip-Hope™ smart hip protector provides effective protection, while offering great functional benefits.



Technology and Competitive Edge

- Super-fast inflatable airbags absorb 90% of the impact to the hip
- Patented fall detection method, combining motion and distance sensors, allows highly reliable 360° fall detection, while avoiding false system activations
- Fall alerts and location information are sent to pre-selected caregivers
- Patented, explosive-free, airbag inflation mechanism plus medical device classification, make the device fit for hospital and rehab environments
- Hip-Hope provides real-time autonomous indoor and outdoor wearer motion and activity logging and monitoring. The data may, eventually, be implemented in big-data applications, such as fall prediction

Market

Target Customers: Seniors in community settings and LTC facilities and their caregivers. Hospitals, rehabs, private clinics, physicians, physiotherapists.

Target End-users: Older adults at high fall and fracture risk. In particular: those who have already experienced hip fractures and other fall-related injuries, or fall frequently.

Business Revenue model

Hip-Hope™ sales or leasing plus maintenance and servicing fees. Added-value services, such as: Motion and activity monitoring, fall risk classification and big-data analytics.

Financial Projections (unaudited)

Year	2021	2022	2023	2024
Total Revenue	204	5,259	17,320	33,938
Units Sold	277	7,233	22,412	41,575
Operating Profit	(1,243)	(198)	4,048	11,056

Industry: Medical Devices

Leading Team

CEO: Amatsia Raanan

Chair: Ran Eisenberg

CFO: Amos Shattner

Lead Advisors:

Prof. Stephen Robinovitch, Canada

Prof. Daniel Reis, Israel

Law firm

Amit, Pollak, Matalon & Co.

Status

First small batch manufactured. Limited number of operational units deployed in Israel, Canada and the US. Several seniors saved from fall related injuries. Winner of falls prevention project, Israel Ministry of Health

Granted patents

USA, Japan, Germany, UK, China.

Pending patents

USA, UK, France, Germany

Regulation

FDA registered and CE, Health-Canada and AMAR (IL) certified

Funding to date

\$4.0M - from private investors
\$1.7M - from the Israel Innovation Authority (non-dilutive).

Financing sought

\$2.5M

Use of Funds

Manufacture cost reduction (design-to-cost), Mass production, Go to market efforts, R&D continuation.

Jonathan Strimling
 250A Lake Ave, Blasdell, NY 14219
 Phone: 603-759-9921
 Email: jstrimling@cleanfiber.com

Web Address: www.cleanfiber.com

Management:

Jonathan Strimling, CEO
Don Simoneau, CFO
Curtis Fischer, COO
Romeo Urbinelli, VP Engineering
Michael Bilodeau, CTO

Industry: Building products, cellulose insulation

Number of Employees: #39

Bank: Bank of America

Auditor: Lumsden & McCormick, LLP

Law Firm: Woods Oviatt Gilman LLP

Amount of Financing Sought:
 \$6M equity (\$3M Closed)

Current Investors: (\$21M Invested)
 Backed by multiple \$1B+ family offices and other credible investors

Use of Funds: Continued ramp up of its first full scale production line, support capital for second production line, hire additional engineering, sales, marketing and other team members, and general corporate expenses

Business Description: CleanFiber makes high performance building insulation from recycled corrugated cardboard using a patented and proven technology. CleanFiber's product is a superior drop-in replacement for conventional cellulose insulation. CleanFiber has proven both superior performance and significant cost advantages vs. conventional cellulose insulation, which is made from the declining supply of recycled newsprint.

Company Background: CleanFiber, with its strong IP and defensibility, has defensible long term cost advantages. As our competitors' costs are rising with the decline of newsprint, we have a locked-in long term supply agreement with a major corrugated recycling facility (\$500M facility). We have near \$6M of orders and \$17M of additional pipeline on an annual recurring basis. Product shipments garner accolades from early customers each generating annual recurring revenue of \$100k - \$400k.

Management: **Jonathan Strimling** – Chairman and CEO: Accomplished serial entrepreneur with established track record, restructured SharpSpring, successfully taking it to the NASDAQ.

Don Simoneau – Chief Financial Officer: Veteran CFO previously serving as CFO, EVP and/or CEO in six prior early/growth ventures.

Curtis Fischer – Chief Operating Officer: Led \$500M supply chain team for Teradyne, engineering & process expert in food & fiber

Michael Bilodeau – Chief Technology Officer: Decades of experience leading breakthrough fiber research, co-inventor of CleanFiber's core technology

Products/Services: CleanFiber has proven both superior performance and significant cost advantages vs. conventional cellulose insulation. As supply of recycled newsprint shrinks and the demand for cellulose insulation grows, CleanFiber is uniquely positioned not only to dominate the cellulose market but to challenge the fiberglass industry on cost and performance.

Technologies/Special Know-how: CleanFiber is the only company that is able to produce cellulose insulation predominantly from recycled corrugated. Issued and pending patents combine with extensive trade secrets, a compelling brand, and a material supply advantage and strategy to provide exceptional defensibility. Numerous industry players have tried for more than a decade to make cellulose from recycled cardboard and failed.

Market: The \$11B North American insulation market has historically been dominated by fiberglass and foam, but cellulose is at \$500M+ and growing.

Distribution Channels: Customers are generally made up of professional insulation installation companies that buy 1-25 truckloads per month, building products or insulation distributors that tend to serve smaller installers, and manufactured home builders where cellulose is the lowest cost method of insulating homes. CleanFiber is ideally suited for both retrofit and new build applications.

Competition: GreenFiber and Applegate are the two most prevalent players today. We've found customers will always accept our product with lower dust and no contamination at the price they pay for inferior product today.

Financial Projections (Unaudited):

	2020	2021	2022	2023	2024
\$ in 000's					
Revenue:	\$0.2	\$7.1	\$29.5	\$49.5	\$92.9
EBITDA:	\$(5.3)	\$(3.9)	\$ 7.5	\$ 13.5	\$ 26.4

Lattus is a mentoring solution that creates community, inspires opportunity, and ignites potential through helping people build meaningful relationships and exchange topic-based knowledge – all in one place! We streamline the entire mentoring process in your focus group, from interest to availability to conversation to feedback and notes (no zoom, no skype, no back-and-forth scheduling, no ads).

Increase engagement and retention, decrease turnover, and costly transitions.

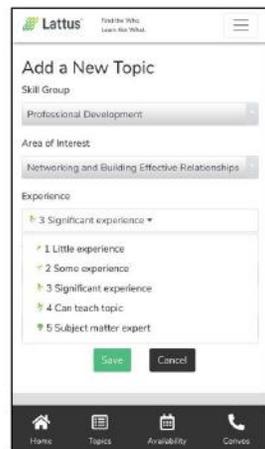
Why Lattus

- Enables personal connections in a digital world
- Empowers people to form meaningful, valuable and trusted networks
- Verifies quality members with a star rating system/continuous feedback
- Protects your privacy
- Tracks conversations and monitors accountability
- Provides single location for searching/matching, scheduling, calling, and notes
- Offers easy onboarding so you can start immediately
- You own the data
- No ads

Usage Progress

- ~750 profiles created
- ~700 conversations
- ~20 groups (paid/pilots)

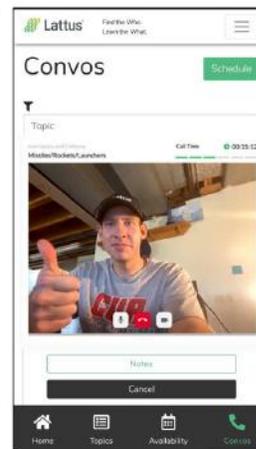
How It Works (Phone, Tablet, or Computer) – 4 Easy Steps



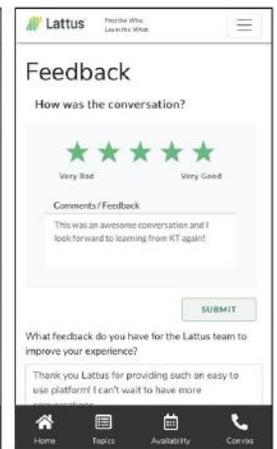
1 - Choose Topic of Interest



2 - Set Your Availability



3 - Have a Conversation



4 - Track Notes and Feedback

Who Needs Lattus?

Companies (people development/HR), professional societies and member associations, high schools and colleges, coaches, cohorts, conferences, any organization intending to increase human connection and learning opportunities.

Pricing, Services & Benefits

- Lattus is an easy-to-use subscription-based (monthly or annual) web application
- Customized to individual group needs and number of conversations/interactions
- Tracks conversations, gives time back to users
- Admin receives weekly reports of engagement metrics from the group
- Admin has the ability to post on the private group message board

Learn More ([Video](#))

www.Lattus.com

Join the Community

[Instagram](#) – @LattusInc
[LinkedIn](#) – Lattus

Primary Contact

Pete Schramm
Founder and CEO
pete@Lattus.com
724-841-4096

Schedule a call/demo
calendly.com/pete-lattus

What Lattus Users Are Saying

- “In today’s climate, virtual mentoring and networking is a must. Until Lattus, I didn’t have anything to offer my members. Now I can still provide value even though we’re not meeting in person.” – *Trade association member*
- “Lattus was exactly what I needed to build my organization’s mentoring program. We’re committed to providing growth opportunities for our employees to reduce turnover rates and increase engagement. Lattus helps us accomplish our goals.” – *DC-based executive*
- “Lattus is so easy to use. I was set up and had a mentoring session scheduled in about 2 minutes. It’s a great tool for expanding your network and learning about new opportunities in your chosen field.” – *PA university student*
- “Where have you been, Lattus?!? I wish I had this when I was in college. You make it so easy to learn how to mentor and actually make it happen. Everything we need and none of the BS. I can give back to my college and the members of my company mentor program!” – *Mid-career professional*



MagNet Analytics, Inc.

Executive Summary

Abstract

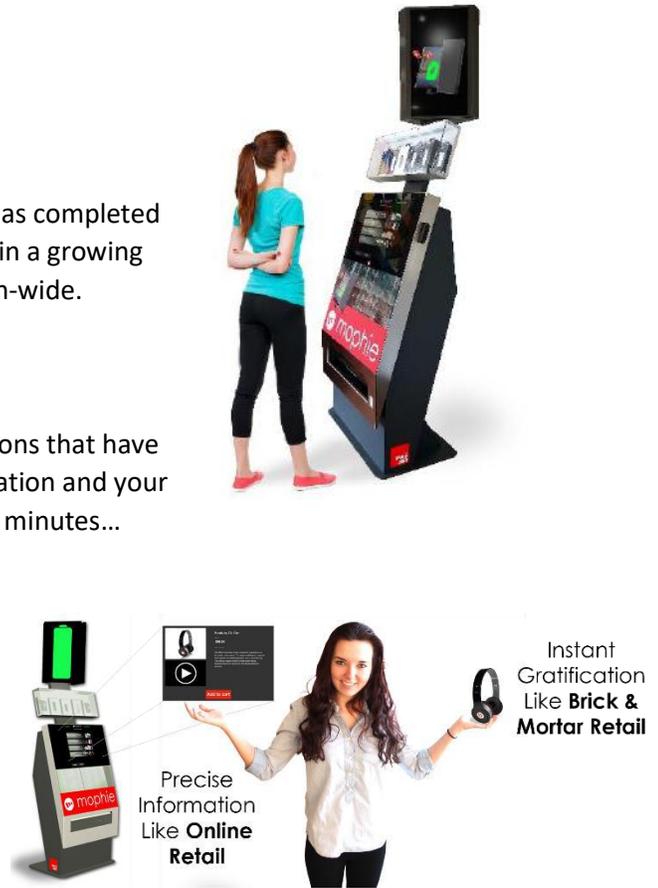
MagNet is a network of technology-driven micro stores that has completed its proprietary technology development and successful pilots in a growing market. MagNet is raising an investment round to scale nation-wide. See video at: www.magnetkiosks.com

Market Opportunity

High-value essential products are needed in high-traffic locations that have no retail. For example you are waiting for your train at Pen Station and your phone is dying, you need to buy a charger but you just have 3 minutes...

What is MagNet?

MagNet is a network technology-driven micro stores selling leading-brand portable electronics in high-traffic locations such as transportation hubs. MagNet micro stores provide a unique combination of precise information (typically only offered by online shopping) with immediate gratification. MagNet has the smallest footprint and highest efficiency in the market, reaching consumers where no one else can.



Market & Competitive Advantage

The global self-service market is 28B and is estimated to double in 5 years. Short term MagNet has an addressable market of at least 1,000 US locations for the concept it is currently operating. Additional brands and territories offer potential for more than 10K micro stores.

Our stores use only 20% of footprint of competitors and cost less than half. Our patented container swap system reduces replenishment cost to 35%.

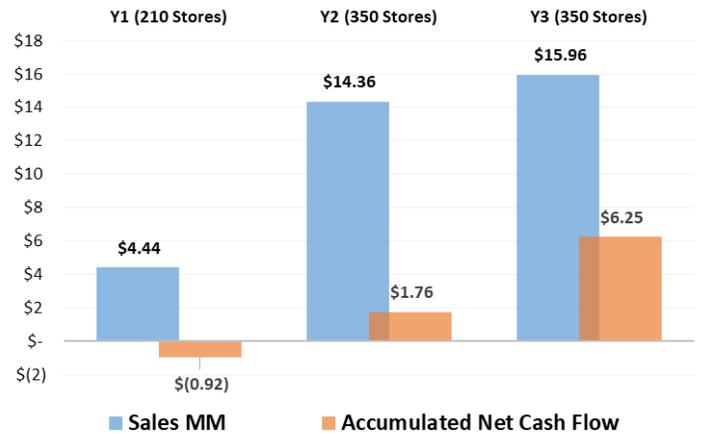
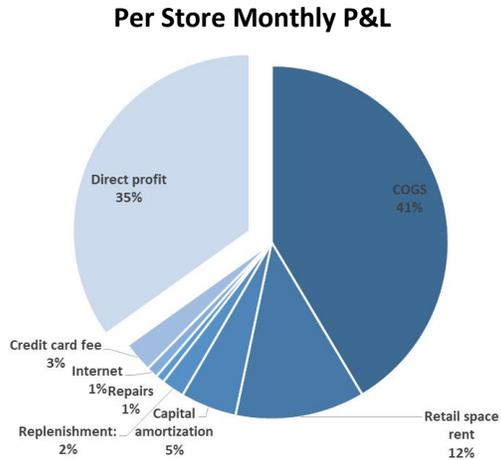


Our predictive analytics eliminate stock-outs.



Financial summary

Based on the pilot numbers a network of 350 stores generates 16 million in revenue in year 3. With approximately 35% direct profit MagNet will have enough cash flow to continue growing without raising additional funds.



Investment Round

- Raising: \$2.2 MM
- Objective: Scale nation-wide

Team

Founder and his tech team built and sold an automated retail technology company to the market leader.



Executive Summary



Business Description:

Phycin has developed algal technologies to mass produce the first food-grade growth factors that will bring cultured meat and seafood from lab to table.

Customer Problem:

The emerging cultured meat and seafood industry is hindered by the expensive growth factors that are essential for the proliferation and differentiation of animal cells. Growth factors are usually priced at over \$1M/gram. Up to 99% of the total cost of cultured meat and seafood is estimated to be attributable to growth factors.

Solution:

Using its proprietary technologies, Phycin will be able to supply the cultured meat and seafood industry with a full suite of growth factors that are specific to the animal species of the product focus. The growth factors are of food-grade, safe, potent, and extremely affordable at less than \$50/gram. Phycin's innovative algal technologies will change the economy and landscape of the cultured meat and seafood industry.

Target Market:

The global cultured meat and seafood market size was estimated to be \$206M in 2020 and projected to reach \$572M by 2025, growing at a CAGR of 23% over the projection period. Phycin aims to achieve at least 20% market penetration of the Serviceable Available Market, resulting in a \$51M market share in the first year. The target market has been validated by Phycin's engagement with the leading companies in the industry.

Competitors / Competitive Advantage:

Growth factors are currently produced in bacterial or mammalian cell systems. The host cells bring in endotoxin and potential human pathogens, such as prions. Furthermore, none of the presently available growth factor products is as affordable as Phycin's algae derived products. The FDA's GRAS (generally regarded as safe) status of Phycin's host algal strain allows Phycin's growth factors to integrate seamlessly into animal cell culture. Phycin owns all IP needed for full freedom of operations.

Team:

Jun Wang, PhD (*Founder and CEO*) — 20+ years of leadership experience in algal biotechnology
Tom Allnutt, PhD (*CTO*) — serial entrepreneur and recognized leader in the algal biotech industry
David Gamble (*Chief Marketing Officer*) — national sales leader across diverse business environments

Business Model:

Phycin employs a highly scalable, royalties-based business model. Phycin supplies the animal specific growth factors to cultured meat and seafood manufacturers at cost. The manufacturers will pay Phycin 10% of their sales as royalties. Assuming 20% market penetration, Phycin will realize \$5.1M in revenue in the first year with an annual growth of 23%.

Amount of Raising:

\$500,000

Use of Funds:

Complete the product pipeline specific for representative animal species, including swine, poultry and fish.

Financial Projections (Unaudited):

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue (\$M)	\$5.1	\$6.2	\$7.6	\$9.3	\$11.4
EBITDA (\$M)	\$4.8	\$5.9	\$7.3	\$7.0	\$11.1

Contact Information:

Jun Wang, PhD
4539 Metropolitan Ct
Frederick, MD 21704
jun.wang@phycin.com
443-983-1671

Industry:

Food

Development Stage:

Prototypes Produced and Tested

Year Founded:

2013

Capital Raised-to-Date:

Founder and Family: \$300K
TEDCO: \$100K
Angels: \$200K



Mark Haas, CEO
Phone: (301) 442-5889

340 Market Street East, Suite 173, Gaithersburg, MD 20878
Fax: (866) 226-9226

Website: <https://enterprisegrowth.org>

Leadership Team:
CEO: Mark Haas
Chair: John Yetman
Lead Advisor: Tien Wong

Industry: Professional Services

Launched: 2017

Corporate Status: Delaware LLC

Bank: Bank of America

Law Firm: Shulman Rogers

Financing Sought: \$1 million

Current Investors: seeking seed funding

Use of Funds: Expand chapters to other cities, accelerate services, marketing technology, staffing

Contact:
Mark Haas (301) 442-5889
mhaas@enterprisegrowth.org

Business Description: AEG operates communities of 50 professional service advisors and business owners in major US cities. Advisor communities are ecosystems of members who integrate complementary skills to help midmarket business owners grow their companies, exit on their own terms and build personal wealth. Owner communities are exclusive and build trust relationships through unique experiences.

Challenge: Increasing volatility, uncertainty, complexity, ambiguity of choices increase risk and cost of executive decisions and hinder performance. Executive decision-making and impact will benefit from access to accurate, timely and relevant information from trusted sources possible from curated communities of trusted, competent and connected peers and advisors.

Solution: AEG creates and facilitates advisor ecosystems (chapters) and CEO peer groups (Inner Circles), that are exclusive, culture based, personal and business growth-focused, interconnected and technology-enabled.

Market: 168K firms in low-midmarket (50-5,000 empl/\$5-100M revenue) companies in US cities of \$100+B GDP economies – each of which has a CEO and uses several outside advisors.

Business model: Chapter members integrate networks, build community, refer business and team as needed. Inner Circle members develop deeper relationships through unique experiences. Revenue from dues and sponsorship (>80% recurring); Expenses are incentive compensation, marketing, member services and 30% dues share to AEG National. National provides shared and scaled services to support chapter and Inner Circle startup and operations.

Competitive advantages: (1) integrated solutions from multidisciplinary advisors, (2) networked, values-based ecosystem model, (3) low cost structure, technology-leveraged virtual operations, (4) every member contributes their capabilities to AEG’s growth.

Distribution Channels: virtual members to create formal chapters and Inner Circles. Advisors and Inner Circle members network through collaboration technologies.

Traction (2017 to 2020): Revenue \$77-\$170K; members 19-45; sponsors 0-9, referrals 84-320

Financial Projections:

(\$millions)	2021	2022	2023	2024	2025
Chapters	4	10	21	35	45
Gross Revenue	\$1.50	\$4.50	\$10.6	\$20.80	\$32.70
Share to National	\$0.50	\$1.60	\$3.9	\$7.60	\$12.10
National Expenses	\$0.90	\$1.30	\$1.7	\$2.00	\$2.20
Net Income	(\$0.40)	\$0.30	\$2.2	\$5.60	\$9.90

PARTNERS



PHOENIX FUND

Phoenix Fund is an early stage investment fund focused on disruptive technologies, driven by outstanding, resilient, and customer-centric management teams. Phoenix Fund's defining objective is to provide outsized returns to our investors by selecting, guiding, and turbocharging the growth of our portfolio companies. Our preferred vertical markets include fintech, health-tech, and marketing technologies/CRM. Our focus is on Seed and A Rounds, and we will consider opportunistic later-stage investments on a case by case basis. Phoenix Fund looks for innovative and disruptive solutions that take on social responsibility and solve real problems in massive markets. We highly value diversity in our portfolio, as we believe that those who have overcome the most challenges have the grit and resilience to create great success for themselves and others. To this end, we will invest at least half of our fund in women, immigrants, and minorities. For more information please visit www.opus8phoenix.com.

SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND



Sumin is a Co-Founder and General Partner of Phoenix Fund. She is a seasoned VC and investment professional. Her distinguished tenure in the financial industry also includes valuations, mergers & acquisitions, financial analysis, and fundraising support for VC and other alternative investment funds. She has deep expertise in health technology and life sciences, having worked at a \$400 million global VC fund focused on those markets. In addition, she led the creation and implementation of sourcing, due diligence, evaluation, monitoring, and back-office processes for the fund. Most recently, Sumin held a senior finance position at a \$10 billion leading international services company owned by Softbank Group. There, she led global cross-functional teams to optimize financial & operational performance, and drive investment returns through financial restructuring, strategic planning, and innovation. Sumin has an MBA and is a CFA (Chartered Financial Analyst) charterholder.

LAURA HILL, GENERAL PARTNER, PHOENIX FUND



Laura is a Co-Founder and General Partner of Phoenix Fund. She started her career at the Inter-American Development bank and brings over a decade of experience in Big 4 management consulting with PwC. Laura's focus has been on finance technology and property-tech applications including financing solutions for residential real estate nationwide. As Vice President, Product for a funded early stage innovator in alternative real estate finance, she has been integral in capital raise activities, investor relations, and partnership formation. With deep expertise in specialty finance solutions for consumers with attention to financial inclusion, her expertise also includes blockchain, API architecture and originations software development. Her passion is building and sustaining quality for emerging, conscious, and disruptive companies through product development, process optimization and people growth. Laura has an MBA and is a certified project manager PMP®, member of the PMI DC Chapter. She is a Board member of several organizations including WIIN (Women Impact Investing Network) and is a Coach, Advisor and Anchor of the CONNECTpreneur Community.

TIEN WONG, MANAGING GENERAL PARTNER, PHOENIX FUND



Tien is a Managing General Partner of Opus8's Phoenix Fund, which invests in remarkable fintech, healthtech, and martech/CRM companies that are disrupting their markets and changing the world. He is CEO of Opus8, Inc., which makes tech investments and raises capital for alternative investment funds and companies. In 2012, Tien created the Big Idea CONNECTpreneur Forum, a global community of 20,000+ founders, CEOs, angels, VCs, CXOs and other business leaders. The community hosts monthly Forums with several hundred attendees featuring VIP guests, exciting presenting companies, and some of the best CXO to CXO networking in the USA. Thousands of companies have applied to present at CONNECTpreneur and thousands of investors have attended, inspiring the creation of Phoenix Fund to provide funding to exceptional founders. Tien has been an investor and mentor to Affiliated Computer Services (acquired by Xerox), Parature (exited to Microsoft for \$100 million+), Transactis (exited to MasterCard), DataRPM (exited to Progress Software), TerraCycle, and TopBox. He has assisted dozens of VC and private equity funds in raising institutional and family office capital. Clients include Morgan Stanley, Blackstone, Mitsubishi Corp., TPG, Ares, StepStone, HarbourVest, Thomas H. Lee, K1, and US Venture Partners. Tien serves on the Investment Advisory Board of the Commonwealth of Virginia's CIT GAP Fund and is a Mentor at the Mach37 Cybersecurity Accelerator and Conscious Venture Lab. In the past, he served on the Boards of the Maryland Venture Fund Authority, Maryland Tech Council, Association for Corporate Growth, Digital DC Tech Fund, and Trade-Up Capital Fund. He is a graduate of Dartmouth College.



MODUS CREATE MODUS CREATE

Modus Create is a consulting firm that helps companies transform for success in the digital future. Through a collaborative engagement model, we help our clients with product strategy, application design/build, user experience, and process change.



PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of MindShare, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



NEXT powered by SHULMAN ROGERS

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success.

NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, M&A, litigation, commercial real estate, landlord-tenant, commercial development, securities, tax, intellectual property, immigration, telecommunications and bankruptcy/debt restructuring. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.

ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS



Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. "Anthony has had a tremendous impact on the success of my company since we were in the startup phase," says Dale Nirvani Pfeifer, Founder and CEO of GoodWorld. "He has not only provided sound and creative legal support but has also served as a key business advisor throughout the growth of my company." Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund-raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients. Anthony has worked closely with a range of angel and institutional investors and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, ed tech, fintech and health care. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Anthony also serves as a Venture Partner at Urban Us, a seed stage VC firm. Contact Anthony at amillin@shulmanrogers.com.

PARTNERS

WILSON SONSINI

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. We represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, as well as the venture firms, private equity firms, and investment banks that finance and advise them.



ELISA SIELSKI, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Elisa Sielski is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she advises public and private technology companies at all stages of growth. She also represents venture capital funds and investment banks in financings and public offerings. In particular, Elisa's practice focuses on corporate and securities law (including general corporate representation), public offerings, public and private mergers and acquisitions, and venture capital financings. Elisa has experience working with clients in a broad range of industries, including technology and software companies, financial services, agriculture, utilities, oil and gas, and retail goods. Her international experience includes multiple transactions across Latin America as well as the UK, France, Israel, Luxembourg, the Netherlands, and the Cayman Islands, among others. Prior to joining the firm, Elisa was an associate in the New York office of Cleary Gottlieb Steen & Hamilton, working in the capital markets and Latin America groups. In addition to English, Elisa is fluent in Portuguese and proficient in French and Spanish.



ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

The Association for Enterprise Growth (AEG) is a nonprofit advisory council of experienced business advisors that provide cost-effective expertise and guidance to owners of midmarket companies. AEG consists of experts from complementary professional services disciplines equipped to grow enterprise value and maximize personal wealth for all stages of the business lifecycle—from startup to growth to maturity to transfer or sale.



MARK HAAS, CO-FOUNDER & CEO, ASSOCIATION FOR ENTERPRISE GROWTH

Mark Haas is President of Research and Organization Management, a strategy development and performance management consulting firm based in Washington, DC. He advises executives and Boards on diagnostics, strategy, business models and performance management aimed at growth, strengthening operations and agility. His consulting includes leadership training for Tanzanian energy executives, developing curricula to train consultants in 40 countries for an international bank, crafting strategy and innovative business models for a \$120 million nonprofit, merging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.



NORTHERN VIRGINIA CHAMBER OF COMMERCE

The Northern Virginia Chamber of Commerce (Northern Virginia Chamber), the Voice of Business in Northern Virginia™, represents over 650 local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community. To learn more about the Northern Virginia Chamber, please visit <http://www.novachamber.org> and follow the Northern Virginia Chamber on Twitter: @NOVACHamber

PARTNERS



JULIE COONS, PRESIDENT & CEO, NORTHERN VIRGINIA CHAMBER OF COMMERCE

Julie Coons is a transformative business leader who delivers unprecedented revenue and profit growth through innovation, operational excellence and cultural change. She is President & CEO of the Northern Virginia Chamber of Commerce, the Voice of Business in Northern Virginia™, representing local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community.

From 2017-2018 Ms. Coons served as COO of the Council of Better Business Bureaus. The Council of Better Business Bureaus is a \$31m organization comprised of a range of national programs, over 100 BBB national partners throughout North America. From 2008-2016, Ms. Coons served as the President and CEO of the Electronic Retailing Association where she led a significant financial and brand transformation of the association. Previously, Ms. Coons served as president and CEO of the Tech Council of Maryland, where she led the association to a regional position of influence. Before joining TCM, Ms. Coons was executive vice president at PCIA-The Wireless Infrastructure Association, a telecommunications trade association. Prior to the non-profit world, Ms. Coons led international business development for several telecommunications companies.

She has been an active member of numerous non-profit boards including the Advertising Self-Regulation Council and an active member of the International Women's Forum and the American Society of Association Executives. She was recently named one of the 2018 DCA Live Non-Profit Leaders. Ms. Coons graduated cum laude from the University of the Pacific in Stockton, CA, with a B.A. in economics and B.A. in Japanese language and literature.

MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation (MCEDC) is a 501 (c)(3) nonprofit organization created to promote economic growth in Montgomery County, MD and support companies in achieving business success. Our retention and recruitment professionals help find the ideal location, attract top talent, and understand current market conditions.

BENJAMIN WU, PRESIDENT & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Benjamin H. Wu is the President and CEO of MCEDC. An accomplished executive and internationally recognized technology policy expert, Wu brings to MCEDC a dynamic portfolio of over three decades of professional experience working directly with industry around the world and leading operations at the highest levels of our nation and state.

He has a distinguished career focused on technology-led economic development, as well as a proven record of driving transformative initiatives and creating collaborative alliances with industry, government, and academia throughout the country and in Maryland. Wu is strengthening ties with our partners in the state while working with our local and regional stakeholders to diversify Montgomery County's economy, grow our jobs and increase the tax base.

Wu led the creation of the Maryland Department of Commerce in 2015 and helped transform the state's competitiveness. During his tenure, Wu helped forward the Governor's economic agenda while delivering record growth and facilitating the lowest unemployment rate in over a decade. In the Hogan Administration, he worked with the General Assembly and key stakeholders to change the state's economic development structure, operations, and business-friendliness. He executed a bold Commerce strategic plan that focused on operational excellence through exceptional customer service, a more competitive business climate, advancement of innovation and entrepreneurship, and expansion of international trade.

Wu is a former U.S. Deputy Under Secretary of Commerce and U.S. Assistant Secretary of Commerce for Technology Policy under President George W. Bush. He administered the nation's technology and innovation strategy and exercised supervisory management over the National Institute of Standards and Technology.



PARTNERS



FIRST FINANCIAL GROUP

Headquartered in Bethesda, Maryland, First Financial Group is a complete financial services firm – one of the largest independently owned businesses of its kind in the Mid-Atlantic region. The firm employs over 140 representatives and 1,200 licensed brokers. Business services include Executive Benefits Planning, Key Person Planning, Qualified Retirement Plans, Deferred Compensation Planning, Group Benefits, Buy-Sell Planning, and Succession Planning.

DEVON CURY, CAP®, DIRECTOR ADVANCED PLANNING, FIRST FINANCIAL GROUP

Devon Cury is the Director of Advanced Planning for First Financial Group, with more than 25 years of experience in wealth management, investment management, and risk management. Before joining FFG in 2014, he held executive leadership roles at Advancement Concepts and AXA Advisors. He specializes in working with business owners and executives on strategies to reward, retain, and recruit top talent.

Devon has completed the Retirement Specialist Certification from the Wharton Business School and holds the Certified Advisor of Philanthropy designation. He has served on the Executive Advisory Council of the Robins Business School at the University of Richmond and as the Chairman of the Catholic Planned giving Council.

SUNTRUST BANK

SunTrust Bank is an American bank holding company. The largest subsidiary is SunTrust Bank. It had \$199 billion in assets as of March 31, 2018. SunTrust Bank's most direct corporate parent was established in 1891 in Atlanta, where its headquarters remain.

As of September 2016, SunTrust Bank operates 1,400 bank branches and 2,160 ATMs across 11 southeastern states and Washington, D.C. The bank's primary businesses include deposits, lending, credit cards, and trust and investment services. Through its various subsidiaries, the company provides corporate and investment banking, capital market services, mortgage banking, and wealth management. It has nearly 24,000 employees. In 2013, it paid \$1.5 billion "to resolve claims of shoddy mortgage lending, servicing and foreclosure practices."

CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

Chris Ross is a Client Advisor with SunTrust Private Wealth Management. Chris offers clients more than 25 years of comprehensive wealth management experience, leading a team of specialists in investments, financial planning, credit, and estate strategies. He received an MBA from the College of William & Mary. He is involved with several local and community activities, including coaching youth sports. Chris serves on the board of the Historical Society of Washington, DC and is involved with the Maryland Historical Society.

REFRACTION

Refraction is a leading innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 100 member companies have collectively raised over \$250 million in capital. Refraction's partners include Amazon, Cox, Cvent, Fairfax County, Arlington County, Loudoun County, CIT, Blu Ventures, Smart City Works, Virginia Tech, and George Mason University. It recently launched the Northern Virginia Smart Region Initiative, a new effort to accelerate smart city tech companies and raise the region's profile as a national hub for smart city technologies.



PARTNERS



ESTHER LEE, PRESIDENT & CEO REFRACTION

Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies, responsible for economic development, job creation, innovation and entrepreneurship, small business, tourism, trade, housing, community development, and labor policies for the state. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).

Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, one of the world's largest strategic communications firms. As a member of the firm's Executive Committee, she led its marketing, thought leadership, and new business strategies and advised major clients like Samsung, Coca-Cola, and Marriott.

In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship (co-chaired by AOL founder Steve Case). She also launched the White House "Startup America" initiative, organized the Presidential Summit on Entrepreneurship, and served on the White House Urban Policy Council and Middle Class Task Force.

Esther has been Vice Chairman of the Fairfax County Economic Development Authority; member of the Fairfax County Economic Advisory Commission; board member of GO Virginia, Center for Innovative Technology, Virginia Research Investment Committee, and Girls in Tech; term member of the Council on Foreign Relations; Aspen Ideas Festival Scholar; and Co-Founder / Vice Chairman of the Council of Korean Americans. She received an A.B. in economics from Harvard and an MBA from MIT's Sloan School of Management.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

The Maryland Tech Council Venture Mentoring Program (MTC VMS) is one of the leading team mentoring services available in the State of Maryland that is both highly sophisticated and results driven. It exists to foster an environment that encourages innovation, while expanding financial and business opportunities for tech, cyber and life science start-ups.

The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 45 ventures have enrolled & \$55.MM has been raised in capital & grants. More than 13,000 volunteer hours have been contributed by mentors & managing committee members, with mentor training programs scheduled monthly across the State of Maryland. More than 225 mentor team meetings have taken place. The MTC VMS program has trained more than 105 mentors.

MTC VMS is modeled after the highly successful MIT Venture Mentoring Service, which has been implemented successfully in more than 100 communities around the globe. For more information, visit our website at marylandmentoring.org or contact Pam Lubel at (240) 243-4049 or pam@mdtechcouncil.com.

SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

Sally Sternbach retired in 2016 after leading both the Montgomery County Department of Economic Development and Rockville Economic Development, Inc. for 14 years. In her prior professional life, Sally spent 19 years with AT&T federal sector, taught accounting and finance, ran a social services non-profit in NYC and a tourism development organization in West Virginia. Her proudest accomplishments, aside from her family, include national and international gold medals in rowing. She is married to David Sternbach, a former professional musician turned clinical social worker and author of more than 100 articles on performance psychology; they have lived in Montgomery County since 1980.



PARTNERS

DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

The Dingman Center for Entrepreneurship is a top-tier entrepreneurial institute recognized around the world as a leader in enterprise creation. The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation and international classroom experiences. The Center promotes opportunities that provide maximum resources to start-up businesses in terms of ideation, execution and financing; and that support its mission to take entrepreneurs “from the back of a napkin to the first \$1 million in financing.”



HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects and celebrate entrepreneurs. Key responsibilities include oversight of the event and marketing strategy; student venture creation programming; and integration with Smith School entrepreneurship curriculum and research activities. Holly also develops and maintains relationships with donors, board members, entrepreneurs-in-residence, the Smith School community and other campus and regional partners.

Holly earned a Bachelor of Science degree in communications from the University of Tennessee at Knoxville and an MBA from the Robert H. Smith School of Business at the University of Maryland.

KEIRETSU FORUM



Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists and corporate/institutional investors. Keiretsu Forum was founded in the San Francisco East Bay in California in 2000 by Randy Williams. Keiretsu Forum is a worldwide network of capital, resources and deal flow with 53 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities. Keiretsu Forum and Keiretsu Capital (the exclusive worldwide fund partner of Keiretsu Forum) are ranked as the most active venture investors in the USA. The Keiretsu community is also strengthened through its involvement in social and charitable activities.

FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.



The Frederick Innovative Technology Center, Inc. (FITCI) is a business incubator and accelerator designed to cultivate entrepreneurship in Frederick, Maryland. FITCI specializes in the strategic business support of local entrepreneurs in the early stages of mostly science and technology-based businesses: Biotechnology, Information Technology, Renewable Energy and Cyber Security. FITCI currently has two locations in Frederick, MD and 52 client companies. We have served over 125 startup companies and helped creating more than 800 jobs in Frederick County since 2004. FITCI programs are a combination of classes, advising and events to address three fundamental needs for emerging companies: Coaching, Connections and Capital. The secret sauce to our incubator is FITCI’s signature program called Strategic Growth and Advisory Board (SGAB) where proven and seasoned CEOs are coaching FITCI’s startup companies.

PARTNERS

BALTIMORE ANGELS

THE BALTIMORE ANGELS

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region. A new generation of angel investing comes to Baltimore. If you are a tech entrepreneur or community-minded investor, please be in touch with Baltimore Angels. This is not your father's (or your uncle's) investment group. Our investors are current and cashed-out entrepreneurs who have "done it" and can help other entrepreneurs advance to the next stage. We're looking for entrepreneurs with a strong vision and who are just beyond a friends-and-family round. We meet bimonthly in Baltimore and welcome interested investors and entrepreneurs in the Baltimore/Washington area. <http://baltimoreangels.com>



STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. We exist to help others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contacts or compete.

Angels + Life.Sci Investors

ANGELS + LIFE.SCI INVESTORS

Formed in 1996, the Angels + Life.Sci Investors Network is organized under NJAngels.net. We are a manager-led, loosely organized network of investors and accredited Angels, Coaches, and Experts who Sponsor world class Entrepreneurs. Our colleagues have deep experience and technical domain expertise in all of the life sciences disciplines in which we are involved, including nanobio tools, materials, and devices: tele-diagnostics, augmented healthcare & remote patient monitoring, automation and robotics, & advanced chemistry for drug discovery. We are keen on CEOs who are focused on improving Patient-outcomes and developing better, faster, less invasive, less painful, and less expensive healthcare solutions by discovering new technologies to commercialize: drug discovery, genomic diagnostics, advanced imaging, wound healing, and stem cell therapies. For more information, please email Dan Conley at DanConley@NJAngels.net.

INSTITUTE FOR EXCELLENCE IN SALES @IESBD

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet, such as Neil Rackham, Challenger Sale author Matt Dixon, and The Referral Coach Bill Cates. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales. IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence for companies that have exhibited greatness in sales or BD. Past award winners include Everfi, DLT Solutions, Iron Bow and Deltek. For more info visit i4esbd.org.



PARTNERS



ANNUAL WHARTON DC INNOVATION SUMMIT

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policy makers, entrepreneurs, academic leaders, and others. The Summit has earned a reputation as a high value, high impact resource for entrepreneurs, business executives, government officials and others dedicated to improving their organizations by leveraging the power of innovation and entrepreneurship. The DC Summit offers an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed. The Summit has attracted over 1,700 attendees (representing over 400 private and public organizations) who are eager to listen and interact at a full day of keynote and other sessions, networking breaks, and a concluding reception. The 2019 Summit was the best to date, and we're looking forward to an even better event in Spring, 2020. Learn more at WhartonDCInnovation.com.



GEORGETOWN ENTREPRENEURSHIP

Entrepreneurship is one of the world's most powerful forces for positive change. Georgetown Entrepreneurship seeks to instill an entrepreneurial mindset in students, to foster an entrepreneurial culture across the university, to support the successful growth of alumni ventures, and to leverage the power of entrepreneurship to make an impact in the world beyond Georgetown.

In the spirit of Georgetown's Jesuit roots, and from its home in the McDonough School of Business, the Initiative offers an array of courses and co-curricular program to serve the campus-wide Georgetown University community. For alumni, offerings include mentorship, networking, the Georgetown Venture Lab, and an angel investment network, in partnership with the Georgetown Alumni Association. Beyond campus, the Initiative promotes entrepreneurial policy, international development, and economic development in the vibrant Washington, D.C. entrepreneurial community and in the world beyond. Learn more at eship.georgetown.edu.



JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, GEORGETOWN UNIVERSITY'S MCDONOUGH SCHOOL OF BUSINESS

Jeff Reid Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business.

Reid is a catalyst for entrepreneurship and well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community. Previously, Reid founded UNC's Center for Entrepreneurship and grew it to a No. 1 national ranking by Forbes & Princeton Review, and was chosen by his peers and Entrepreneur magazine as one of the top five entrepreneurship center directors in the United States. Before coming to Georgetown, Reid held leadership roles at NFTE, DLA Piper, and DigitalBridge Communications.



RYAN & WETMORE, P.C.

Ryan & Wetmore is a full-service accounting and management-consulting firm, servicing the Northeast/ Mid-Atlantic region since 1988. What makes us different from other accounting firms is our proactive approach. We work hard to earn our clients' confidence by encouraging open communication year-round. This approach has enabled us to help clients become more efficient, more competitive, and more profitable. Through our numerous management engagements, we have become trusted, unbiased advisors.

PARTNERS



PETE RYAN, CO-FOUNDER & PARTNER, RYAN & WETMORE

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35-person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to: Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals.

Pete has served on the Board of Directors for several organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association. He has an MBA in Finance from the University of Baltimore and a B.A. in Accounting from the Catholic University of America.

Pete is on the leadership board for the local chapter of the Alliance of Mergers and Acquisition Advisors. Pete is also an active member of the Greater Washington Society of Certified Public Accountants, and the American Institute of Certified Public Accountants, among many other professional organizations.

ATTENDEES

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
David	Fitzpatrick	Marketing Director	Modus Create

PRESENTERS			
First Name	Last Name	Title	Company
Jinglz			
Aaron	Itzkowitz	CEO	Jinglz
Rocsole			
Mika	Tienhaara	CEO	Rocsole
Hip-hope Technologies			
Amatsia	Raanan	CEO	Hip-hope Technologies
CleanFiber			
Jonathan	Strimling	CEO	CleanFiber
Lattus			
Peter	Schramm	Founder & CEO	Lattus
MagNet			
Eduardo	Alvarez	CEO	MagNet
Phycin			
Jun	Wang	Founder & Chief Scientist	Phycin
Association for Enterprise Growth			
Mark	Haas	CEO	Association For Enterprise Growth

ATTENDEES			
First Name	Last Name	Title	Company
Marjorie	Abalos	CEO & Founder	CLODS Inc.
Mariam	Abboud	NA	
Fredric	Abramson	Founder	Golden Thread Technology, Inc.
Dennis	Ackerman	CEO	Decision Time, LLC
Eric	Acton	Head of Innovation Ecosystems	R2 Data Labs Rolls-Royce
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Paul	Adler	Principal	Paul Adler LLC
Sean	Adler	CEO	GZI Hub
Ankit	Aggarwal	CEO	Clinq Health
Raphael	Aidane	Co-Head	INSEAD Angels NY
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Alex	Alexander	Managing Partner	42Tango
Caroline	Alexander	CEO	Success In The City
Alan	Alfano	CEO	Blue Mesa Strategies
Ahmad	Alhoraibi	Managing Director	Aurous Investments
Ahsan	Ali	Product Manager	Howmuch
Abigail	Annear	J.D. Candidate	Georgetown University Law Center
Karun	Appapogu	Founder & CEO	MEECHANICS
Douglas	Applegate	Founder	Leap Talent
Paul	Armijo	Director, A&D Business Sector	GSI Technology
Ekta	Arora	Associate	KiwiTech
Dreana	Ashton	Account Manager	Iheartmedia
Syed	Askari		Maculus Therapeutix inc
Taimur	Aslam	CTO	Broadstone Tech
Reed	Atkin	Principal	Double Beta Consulting
Marlon	August	CEO	Focal Shift Communications
Darrin	Auito	Partner	HEA Law PLLC
Stephen	Auvil	Executive Vice President, Programs	Maryland TEDCO
Annie	Avlon		
JC	Awe	Trader	MoveBlock Brokerage

ATTENDEES			
First Name	Last Name	Title	Company
Justin	Ayars	Founder & CEO	EqualityMD
Nigel	Aziz	CRO	Venture Dawn Inc
Aarti	B	RA	Manigo
David	Bain	Advisor	Airgility
Rahul	Bajaj	CEO & Founder	Still figuring out the name
Bert	Baker	President	TARC
Milla	Bakhareva	CEO	Datrixo
Haythahie Sakthipriya	Balakrishnan	Founder	Be of use
Albert	Baldwin	Founder & CEO	Alfa Omega Grafx LLC
Daniel	Ballin	Chief Executive	Ideas Crucible
Tejas	Bandivadekar	Senior Manager	Reliance Industries LTD
Arishaba	Banet	Business Sales	FEATHERZIT
Paul	Basil	Controller	CEPM
Matthew	Basirico	Owner	Frank Consulting Inc.
Jim	Beals	COO	CoolWaters Technology, LLC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Taher	Behbehani	SVP & GM Enterprise BU	Samsung
Mike	Beirne	Managing Partner	TAG/Vetted Capital
Carlos	Bello	MBA Candidate	Georgetown McDonough School of Business
PJ	Bellomo	Chairman & Co-Founder	Blue Sources
Wassim	Ben Hmida	CEO	Tira Robots
Danny	Bendecca	CEO	Daasn
Zaki	Benhaddad	Director	Sound Of The Road Ltd
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law.com
Claire	Benton	Owner	The Claire Life
Beth	Berman	Founder & EOS Implementer	Compellications
Cecil	Bernard	Senior Partner	Business Process Strategies Inc
Adrienne	Berry	Founder	Workfluence
Steffi	Besselink	EU Data Protection Officer & GDPR Lawyer	European Startup Lawyer
Chetana	Bhat	CEO	Personal, Professional, Relationship Development
Sushant	Bhatia	Engineer	TMO
Hiba	Bidar	Student	N/A
Nan	Bing	CEO	D2M Biotherapeutics
Rosie	Bishop	Brand Rep	Nuskin
Bill	Bivins	CEO & CTO	One World Clean Energy
Meredith	Bixler	President	Avenue CM
Bruce	Blechman	CEO	Entrepreneur Capital Corporation
Dominic	Boles	Managing Member	DH Partners, LLC
Kelly	Bonell	Mindset Coach	RISE
Larry	Boodin	Agent	NY Life
Jean	Bourget	EIR	Lytical Ventures
Ahmed	Bouzid	CEO	Witlingo
Antonio	Bray	Founder	Startup Central
Jonathan	Brickman	CRO	Yale Insights
Richard	Bristol	Principal & Founder	Bristol Advisory
Doug	Britton	CEO	Haystack Solutions, Inc
Julia	Brodsky	Founder	Art of Inquiry LLC
Richard	Bronson	Founder & CEO	Richard Bronson
Andrew	Brooks	Director	Mural Ventures
Joanne	Brooks	President	Creative Impact Group
Junae	Browley	CEO	Junae Benne LLC
Christian	Brown	Principal	Forest Park Technologies
Bea	Buntic	Co-Founder	Talksie
Matthew	Burkhardt	Consultant	RxCelerate
Ian	Burns	Founder & Chief Technology Officer	Robotican Industry's Inc
Baiju	C	Founder	Tursya
Ozan	C	Expert	IFC
Josh	Cable	CEO	InventWood
French	Caldwell	CFO & Co-Founder	The Analyst Syndicate
Stuart	Call	Attorney	Business Law DC
Jodi	Callahan	Partner	Trades of Hope
Christian	Camarce	Patent Attorney	Sterne, Kessler, Goldestein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon

ATTENDEES			
First Name	Last Name	Title	Company
B	Campbell	Professor	PSU
Katherine	Campbell	Director	Neurev
John	Canter	Founder & CEO	KnickleKick
James	Carbone	Analyst	Cantor Fitzgerald
Joe	Carlin	Principal	Joirre Capital
Greg	Carpentier	CEO	Floorwire
Sue	Carr	President	CarrTech LLC
Tim	Carvana	Founder	The MAY-DANN Group
John	Casey	Managing Director	Venture Mentors LLC
Andy	Chalonec	Founder / Consultant	Cost Caddies
Daniel	Chen	Financial Moderler	Fannie Mae
George	Chen	Principal	Nautilus Venture Partners
Charles	Cheng	Vice President	Tmcell
Anthony	Chernykh	Co-Founder	Maxgen Promo
Wayne	Chiang	Founder	ThreatQuotient
Jon	Ching	Head of PR & Marketing	China Times Corporate Advisory Limited
Joelle	Choe	Creative Director	JYC Media Group
Alexander	Choi	Chief of Staff	Hyde Closet
Shivani	Chokshi	CEO	Impaction
Navid	Choudhury	Digital Transformation Director	InMotion Hosting Inc.
Deepsundar	Chowdhury	Advisor	Igniad Media
Vincent	Ciaravino	Product Operations Lead	Google
Larelle	Clarke	Founder & CEO	Ditchthewait@gmail.com
Joseph	Clayborne II	Agent/Entrepreneur	Startup (name pending)
Jeremy	Coffey	Co-Founder	ChangeUp, LLC
Dan	Cohen	CEO	PainScript
Jillian	Cohn	Principal	Mouro Capital
Marcus	Cohn	CEO	Spectalix
Christopher	College	Managing Partner	TCP Venture Capital
Matt	Collins	Student	Georgetown
Tom	Collins	Director of Enterprise Sales & Marketing	Atlantech Online, Inc.
Robert	Colorina	Director	AIAC Group
Edward Andrew	Condon	Founder	AquaDynamics
Dan	Conley	Active	Angels + Life.Sci Investors
Angela	Corrieri	President	Startup Partners Inc.
Todd	Coulter	CEO	HealthAI
David	Cross	Assistant Director	Towson University Venture Creation
Donivyn	Cruz	Student	The George Washington University
Lynn	Cuay	Administrator	Continental Impact
Matthew	Cullom	Strategy Consultant	Deloitte
Christian	Cunningham	Managing Principal	MedaVance LLC
Devon	Cury	Director of Advanced Planning	First Financial Group
Larry	Cynkin	Fractional CTO	GreenBar
Susan	D'Aloia	Founder	Shape Human Expression
Brock	d'Avignon	Executive Producer	Freedom Interactive Television Networks Assoc.
Thomas	Dailey	Founder & CEO	Dailey Strategic Advisors LLC
Carmine	D'Aloisio	President	Daloisio Global LLC
Diane	Darling	Virtual Speaker	Skills4Today
Brian	Darmondy	CEO	Association of University Research Parke
Bryndis	Davidsdottir	Network Marketer	Omegapro
Stephen	Day	CEO	Day Capital Partners
Catherine	De Peuter		Self
Firaas	Deak	CEO	Sikeology
Holly	DeArmond	Managing Director	Dingman Center for Entrepreneurship
Eddie	Degua	Principle	BE Global Ventures LLC
Matteo	del Ninno	Chief Technology Officer	JumpLights
Heli	Desai	Co-Founder & CEO	uvsity.com
George	DeVaux	COO	DEVCO
Mahesh	Dhillon		Witan Partners
Giacomo	Di Pasquale	Business Development	Seedstages
Cosmo	Di Tucci	Fonder & CEO	AbleOne Systems
Talabiau	Diallo	Student	Student
Sophia	Diao	Clinical Consultant	Datarevive

ATTENDEES			
First Name	Last Name	Title	Company
Jessica	Diaz	Owner	Vita Thani
Neal	Dikeman	Partner	Energy Transition Ventures
Bob	Dinkel	Director	RE Dinkel LLC
Raphael	Dismas	Lecturer	Bugema University
Jason	Dodier	Vice President, Development	AlphaStruxure
John	Dominic	Scientist	Manipal Institute of Technology
Alessandra	Donebauer	Founder	Fuchr
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Michael	Doyle	Managing Director	Goldin Ventures
Tom	Dybala	Managing Partner	Exprentis, Inc.
James	Early	Managing Partner	Tamarack Advisory
John	Egan	Founder	Socraticx LLC.
Howard	Eisenberg	President	Eurosort Inc.
Craig	Elias	Entrepreneur-in-Residence	Bow Valley College
Jeff	Ellington	Executive Chairman	CDNA Holdings
Eric	Enig	President	Enig Associates, Inc.
Altan	Erginkoc	PM	MOSAIC DC
Arman	Eshraghi	CEO	Qrvey
Mark	Esposito	Director	EY
Idong	Essiet-Gibson	Principal	The Idyeas Group
Barry	Etra	Enabler	Raise Forum
Herb	Ezrin	CEO & President	Potomac Business Group
Kim	F	Partner	DL Capital Partners Ltd
Sol	Fajardo	HR Manager	Agrofy
Filippo	Falaschi	Head of Investments	RYSE Asset Management
Jane	Fang	CEO	Polaris Strategic Partners
Roberto	Farruggio	Founder	Sprout Chat
Nader	Fathi	CEO	Kiana Analytics
James	Feng	COO	Hopstem Bio
Snow	Feng	Director	Boston Chinese Investment Club
Xue	Feng	CEO	Carina Medical LLC
Beth	Ferguson	CEO, President & Executive Producer	Global Entertainment Solutions LLC
Leslie	Ferry	Founder	Brize
Bill	Ferster	Founder	StageTools
Brian	Fife	CEO	Easy Alfred
Ted	Finn	CEO	Uplift
David	Fitzpatrick	Marketing Director	Modus Create
Geary	Fitzpatrick	President	Target Consulting
Clare	Flannery	Vice President	Forbes-Tate Partners
Jill	Flynn	Director of Sales Marketing & Events	Hyatt Regency Dulles
Mao	Foo	Co-Founder	RealVantage
Lance	Ford	CFO	Commutyble
Samantha	Fordham	Aspiring translator	
Sam	Foster	Managing Director	Pennant Partners
Edward	Frank	Consultant	Self
John	Franklin	Principal	Sycamore Lab
Jonathan	Freeman	Consultant	Self Employed
Richard	From	Managing Director	Boustead Securities LLC
Xuebin	Fu	AP	UMB
John	Fuisz	CEO	Veriphix
Todd	Furniss	CEO	GTC Group
Matt	Gabrielson	Founder	Trendzact
Robert	Gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Service, Inc.
William	Galle	Managing Director	Bradley Woods & Company
David	Gandara	CEO	Gandara Strategic Consulting
Iris	Gao	Student	WCM
Daniel	Garcia	Owner	Reefined CBD
Leslie	Garcia	Accountant	Leslie's Bookkeeping
Donesha	Gardner	Owner	Dynamic Elements, LLC
David	Garnett	President	iAM Solutions, LLC
Peter	Gasca	Director	Peter Paul Advisors
Michael	Gauer	CEO	ADVANCED LLC
Monal	Gedam	Co-Founder	Hover Mobility

ATTENDEES			
First Name	Last Name	Title	Company
Sam	Geldermans	Researcher	Pitchdrive
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Greg	Giammittorio	Partner	Potomac Law Group PLLC
Michael	Gilbert	VP Finance	Kihomac
Christopher	Giusti	CFO	SkyePoint Decisions
Harry	Glazer	CEO	SPROCKIT
Rick	Glowe	CTO	TLabs. Tv
Tom	Godin	COO	Gorove Slade
Douglas	Goldstein	SVP, Value and Development	Alphyn Biologics
Sai	Gonuguntla	Director	XWARE
Sol	Gonzalvo	Founder & CEO	ePMeds.com
Don	Grage	Managing Partner	9Ware
Greg	Grant	Partner	Shulman Rogers -NEXT
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Andrew	Greene	Founder	Coinfidence
Richard	Greene	President (Israel & U.S.)	RGA Venture Funding & Biz Advisory/Coaching
Eric	Gremillon	Business Accelerator for startups in France	Yaaman
Dwayne	Griffith	Program Coordinator Incubator	Halcyon
Michael	Grossman	Co-Founder	Factr
Clarice	Grove	Small Business Development Manager	Prince William County
Collin	Groves	Startup Mentor	Newchip
John	Grzymala	CEO	Family Office Advisory Services
Amitava	Guha	Student	Starthclyde Business School
Fred	Gumbinner	President	Keiretsu/G2 GEM Finance
Dr. Gokhan	Gundogdu	President	Hermes USA Inc.
Robert	Guzman		
Jim	Hach	Owner	Total Home Notebook
Jim	Hadley	Founder & CEO	Tiber Solutions, LLC
Christian	Hager	Principal	65Peak LLC
Fizie	Haleem	Business Solutions Manager	Montgomery College
Brian	Han	Deputy Director	KIC
Haidee	Hanna	COO	Argona Partners, Inc
Jon	Hanson	Principal	Xchangr
Michael	Hanson	Program Manager	ACTION Innovation Network
Edgar	Harrell	Co-Founder	Harrell Capital Partners LLC
Lynzee	Harrell	Procurement Buyer	Johnstone Supply
Karuhangana	Hassan	Lecturere	Kampala International University
Claude	Hayn	Advisor	AdJumps
Elaine	Haynes	President & CEO	KaloCyte, Inc.
Shane	Hegarty	Research Fellow	Boston Children's Hospital/Harvard
Arthur	Henderson	CEO	Affinity Networks, Inc.
Peter	Henry	Central Partner	Seed Milestone Fund
Barry	Herbst	Vice President	The Elliot Group
Keith	Herman	Founder	IPA Equities
Mi Jeong	Hibbitts	CEO & Principal	Robert & William, LLC
Tim	Hijazi	Principal	Ahead Consulting Services
Laura	Hill	General Partner	Phoenix Fund
Walter	Hoffmann	Consultant	
Rich	Holloman	CEO	Mobodyne
Douglas	Holly	Principal	Eagle Management Group
Reginald	Holmes	Creative Director	Enthuse Creative, LLC
Alyse	Holstein	CEO	HPG Partners, LLC
Tareq	Hoque	President	Concentris Systems LLC
Tuesday	Horner	CEO	Southwest Pharmacy Consulting
James	Horris	Financial Consultant	Phoenix Private Wealth
Arletys	Horta Lima	Business Owner	Caribbean Rentals
Tom	Howie	COO	Pixspan
Terry	Hsiao	Director	DC MIT Alum Angel Group
May	Huang	Senior Manager	Taiho Oncology
Ebony	Hunter	Marketing Associate	Yale Insights
Henry	Hunter	CEO	INCIDR
Jeff	Hunter	CIO	Relaston
Tony	Hussey	Management Consulting for Life Sciences	Zi Medical

ATTENDEES			
First Name	Last Name	Title	Company
Joon	Hwang	Shareholder	Little Mendelson, P.C.
Lynn	I	Business Development	The MBA Cohort
Jenny	Ibrahim	Retired	KCM
Zeeshan	Idrees	CEO	IndustryGeniuses
Andres	Inciarte	Web Developer	Design Desk
Olena	Ivanchenko	Marketing Campaign Director	Vesedia
Arash	Jalali	CEO	Chapter
Guillaume	Jaulerry	CEO	O Company
Kenneth	Jayne	CFO	America's United Medicare Advisors
Joyce	Johnson	Partner	ZH Partners IIc
Lakisha	Johnson	Owner	Zyair
John	Jones	Owner	John P. Jones, Inc.
Ronald	Jones	CEO	Kompass, LLC
Saskia	Jones	Marketing Coordinator	Ryan & Wetmore
Andres	Jordan	Chief Innovation Officer	Factor6
Lauren	Jordan	Student	Georgetown
Patrick	Judge	Managing Partner	Camber Road
Kash	Kabaria	COO & Co-Founder	marGenius
Shahed	Kader	Managing Attorney	Law Office of K.S. Kader, PLLC.
Denis	Kalyshkin	Principal	I2BF Global Ventures
Marcel	Kaminstein	Director	MediaLab
Jackson	Kamya	Records Officer	Ministry of Education & Sports Uganda
Beth	Kandianis	Recruiter	Ken Leiner Associates
Steve	Kann	Partner	Bridgewater Capital
Vikram	Kansra	CEO	Vicero
Ayush	Kapadia	Developer	Ericsson
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Taner	Karaaslan	Marketing	Gyc
Karen	Kariv	Founder	SponsorMotion
Anil	Karmel	CEO	C2 Labs
Paul	Kashchy	Sr. Business Relationship Manager	City National Bank
Josephine	Katabarwa	Founder	NYAJ
Neil	Katz	President	Neil A. Katz & Associates, LLC
Robert	Katz	CEO & Executive Director	World Innovation Network
Stephanie	Katz	Founder & President	CETA Benefit Consulting Group, LLC
Eric	Kaufman	CFO	Veric Industries, LLC
Marc	Kaufman	Partner	Rimon PC
Lori	Kavle	Co-Founder	BD/M Collective
John	Kealey	Investor	Individual
Aaron	Keller	CEO	Capsule.us
Phil	Kennedy	Director of Operations and Product	Factr
Joe	Kessler	Managing Partner	Next-Stage Development Group
Seth	Kessler	Partner	HORIZON 20/20
Aumair	Khalid	Banker	Stone Creek Global
Aimal	Khan	Founder	Wisdomize Inc
Rafi	Khan	Senior Associate & Advisor	Open Minds
Vlad	Khaustovich	Student	Boston University
Vilma	Khmaladze	CEO	Openix Solutions LLC
Nareg	Khoshafian	Co-Founder	Startup Assistant
Shahan	Khoshafian	Co-Founder & CEO	Startup Assistant
Chad	Kiernan	Strategic Accounts	Modus Create
James	Kim	VP, Advanced Technology Development	Enig Associates, Inc.
Riley	Kirsch	Sales	Lattus
Laura	Kittredge	Director	Breaking Media
Tom	Klaff	CEO	Revolution Cooking, LLC
Neil	Kleinberg	CEO	DiliVer
Nikolay	Klimov	Founder & CEO	Wixfi, Inc.
Linda	Klug	Founder & CEO	Airin, Inc.
Nkozia	Knight	Founder	Moor Search
Ted	Koblick	Business Development	Computer Pros On Call
Pawan	Kohli	CTO	Binary Blue
Ryan	Kole	Partner	VCapital
Dinete	Kollanur	Student	GWU

ATTENDEES			
First Name	Last Name	Title	Company
Prakash	Kolli	CEO	Blue Point Materials Research LLC
Carlos	Kondratowicz	Business Developer	induSoftware / P1Services
Kamiar	Kordari	VP of AI, Algorithms, and R&D	Elite HRV
Mark	Kotik	Mechanical Engineering Manager	Bosch
Viktor	Kozlov	Indoor Skydiving Consulting	Indoor Skydiving Business
David	Kratochvil	Managing Partner	Vista Capital
Gururaj	Krishnan	Founder	Not yet set
Max	Kryzhanovskiy	Owner	MOS Creative
Arun	Kumanduri	Travel Consultant	AKR Adventure Travel
Sathish	Kumar	Partner	SBSs & Associates
Murali	Kumarasamy	Researcher	UPMC
Arhan	Kundu	Technical Project coordinator	Future Tech
Raymond	Laracuenta	CEO	Oblivion.io Software
David	Lashmanov	AE	TaskPace AI
Deborah	Laurie	Prophecy IoT	Godlan, Inc.
Janet	Lawrence	Founder	Harmony Surgical Services
Cabell	Lawton	Business Broker	Transworld Business Advisors
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions
Bongmin	Lee	Technical Center Manager	Kyocera
Dr. Michael	Lee	Founder & Chairman	FinTeix Holding Group Inc.
Esther	Lee	CEO	Refraction
Jeannette	Lee	CEO	IIA Technologies Corp
Olia	Legoshina	Consultant	Rodan + Fields
Steven	Lehat	Principal	Regulatory World
Sarah	Leners	Venture Capital Senior Associate	Bull City Venture Partners
Gary	Leon	Founder	The Cooperative Opportunity Project
George	Letscher	Principal	Swish IP Consulting
Joy	Levin	President	Allium Research and Analytics
Lisa	Levine	Owner	Here2Errand
Gene	Levinson	Founder & CEO	SmartNoter Inc
Paul	Levy	Founder & CEO	ArtificialChat Inc.
Brandi	Lewis	Creative Director	Aina Earth Candle Company
Tung	Lh	SVP	VtK
Xueke	Li	Student	KCL
Michael	LiGreci	Sr. Sales Consultant	Darwinian Ventures
Guilherme	Lima	Director of Operations	auto-Nurture
William	Lin	VP	SCE Partners
Lily	Liu	CEO	Pinata
Wayne	Liu	CEO	Roboworks
Xiaonao	Liu	CEO	Tao Treasures LLC DBA Nanobiofab
Cody	Locke	Co-Founder	Ignite Social Impact
L	Loerchner	Chief Commercialization Officer	University of Waterloo
Anna	London	Founder & CEO	Anna London Consulting, LLC
Angela	Long	CMO	3 Step Branding
Orlando	Lopez	Program Officer	National Institutes of Health
William	Lopez	CRO	ABL Technology Group
Matthew	Lowinger	Marketing Manager	ByteLion
Jet	Lu	Founder & Chief Digital Officer	DG4US
Pam	Lubel	VP Membership and Strategic Programming	MTC
Howard	Lubert	Area President	Keiretsu Forum Mid-Atlantic LLC
Dennis	Lucey	Vice President	AKIMA
Jeffrey	Lue	Business Development Manager	Deep Analytics, LLC
Brett	Luing	Analyst	Alumni Ventures Group
Dusica	Lukac	Partner	DLCP
Fisokuhle	Lushaba	CEO	BizMarch
Krish	M	PM	MACH
Limor	M	CEO	LMD Designs Agency
Tony	Ma	President	Benten Technologies, Inc.
Jacques	Macaire	Founder & Director	HumanBe
Steve	Madincea	Co-Founder & Managing Partner	Fantastec
Emilia	Maia	Manager	
Christina	Majernik	Vice President	PLEX
Jeff	Majka	CEO	Honeycomb Consulting

ATTENDEES			
First Name	Last Name	Title	Company
Hisham	Malik	CEO	Howmuch
Mike	Malloy	Program Director	Halcyon Incubator
Ryan	Malo	Law Clerk	U.S. District Court
Koby	Maluk	CMO	Spectalix
Andrew	Manns	Senior Consultant	Manns Associates
Leandro	Margulis	VP Developer Relations	UnifyID
Kuteesa	Mark	Electrician	Paltana General Investments
Boban	Markovic	VP	Atoll Financial Group
Donald	Marron	Institute Fellow	Urban Institute
Brendan	Matarese	President	OneQuant Capital
Irene	Matkovska	Marketing Dept	Devtorium
Tej	Maurya	Director	Cosaia
Brendan	McAdams	Managing Director	Kiinetics
Sean	McAlister	CEO & Founder	Retro Club Media
Anthony	McClelland	Manager	Refraction
Sheila	McGrath	Director	Bawbee.me
Jimmy	McKinney	Founder + Father	Café Lingua
Matthew	McKnight	Investor	Osparna
Mike	McLane	Founder	SONGHAA (The Brave One)
Dec	McLaughlin	Founder	DM Nutrition
Mark	McLindon	Managing Partner	Beach Mill Partners
Mark	McMahon	CEO	McMahon Management
Ashley	Mealey	Customer Relationship Associate	Kforce
Don	Megrath	Managing Director	VectorPoint Ventures
Amir	Mehrbakhsh	Consultant	Reference Point
Brian	Meritt	Tax Partner	RSM US LLP
Jomy	Methipara	Partner	Dickinson Wright
David	Meyerson		Wefunder
Awut	Mhurchu	HR Manager	HR Services.ie
Alexa	Miller	Events & Programs	U.S. Chamber of Commerce Foundation
Caleb	Miller	Owner	ChoreThing
Michael	Miron	CEO	Ideation
David	Mitchell	Senior Partner	Desired Outcomes Consulting, LLC
Judy	Mod	Founder & CEO	Innovations Domain, LLC
Ayman	Mohamed	Technology Leader	Aws
Curtis	Moiles	Business Development	GreenHills Ventures
Todd	Mollerup	Founder	SoftwareIDM Inc.
Shahab	Moloudi	Relationship Banker	City National Bank
Jamie	Mooney	Vice President	Assured Partners
Alicia	Moran	Manager, Small Business Development	PGCEDC
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
Gregg	Moree	Landlord	Gregg Moree LLC
Robert	Moss	Contract Specialist	VA
Atonn	Muhammad	CEO	REAL HIP-HOP Network Broadcast Corp
Timur	Mukminov	Founder	Voxograph
Jan	Mul	Director International Business Investment	Fairfax County Economic Development Authority
Allison	Mullins	Executive Assistant to CEO	Global Entertainment Solutions LLC
Ellen	Mundell	VP Business Development	CohnReznick/VentureCount
Dan	Myers	Partner	42Phi Ventures
Anna	Myroshnychenko	Co-Founder	Kitcast Inc.
Art	N	Specialist	Positive Health Consulting Ltd.
Yasir	Nafees	Director	Kiffgo
Charles	Nahabedian	CEO	Videokall
Vedant	Naik	Co-Founder	Hover Mobility
Silvana	Nani	Principal	Korabi Consulting
Surya	Narayanan	Entrepreneur	
Mandar	Natekar	Founder	Sparkles
Gautam	Nath	Co-Founder	Knackstor Global
Tiffanee	Neighbors	Founder	WINNASIUM
Milind	Nerlekar	Director	xxcell limited
Allies	Netwo	Community Builder	A.B.C.
Maxwell	Ng	Analyst	Bactria Analytics
Mike	Nicoletti	General Partner	Top Mark Capital

ATTENDEES			
First Name	Last Name	Title	Company
Penny	Nunez	Business Consultant	Positive Health
Daniel	Nutter	Founder	Confidential / startup phase
Rachit	Ohri	CEO & Founder	Enable Life Sciences LLC
Dawid	Olaf	Mr	Dawid Olaf LLC
Bill	Oldham	CEO	Thought Leadership & Innovation Foundation
Oliver	Olegario	Administrator	EarlyBird Industries'
Akash	P	Co-Founder	Flashclouds Pvt Ltd
B	P	Tax Accountant	SnyderCohn
Ernesto	Paiz	Venture Partner	MicroVentures
Dana	Palma	Financial Advisor	Edward Jones
Estefania	Palomino	Founder	Aleph Leadership
Tony	Parchment	Founder	Upstart Connectors
Jean-Luc	Park	Founder	Ferrum
Justin	Park	President	Intergalactic Education
Andrew	Parker	Consultant	Axiom
John	Paty	Founder	Geostrategic
Chris	Peabody	Chief Strategy Officer	Networking For Future (NFF)
Robbie	Pearce	Director	SmartPA
Dr Zvi	Pearlstein	CEO	Missing Links Health
Troy	Pearsall	Founder	Osparna
Kushtrim	Peci	President	Fonero LLC
Zoe	Pedulla	Business Development & Investor Relations	MagNet Analytics
John	Peeler	CEO	JumpLights
Blake	Pennington	Senior Associate	Fusion Fund
Steve	Pennington	Owner	Pennington Group
Leia	Pequignet	Student	GMU
Maxim	Perevezentsev	CEO	ICBConnect
Luis	Perez	Managing Member	Collaborate Telecom LLC
Valerie	Perlowitz	CEO & Founding Partner	IHC
Nikolay	Petkov	Founder & CEO	WEARE
Chris	Petrakis	CEO	Cura AI
Aston	Pierce	Analyst / Investor	Blu Ventures
Elena	Pikor	Business Development USA	Quantum Integrity S.A.
Melinda	Pillsbury-Foster	Chair, Board of Directors	Deep Green Futures, Inc
Jacob	Pinkert	Junior Sales Consultant	Darwinian Ventures
Henry	Pittman	Founder & Chief Strategy Officer	Global Strategic Connections 360
Sherwin	Pomerantz	CEO	Atid EDI Ltd.
Sathibalan	Ponniah	CEO	Founder Immune Analytics LLC
Leslie	Poole	Independent Consultant	El Poco Enterprises
Mary Jo	Potter	Director	Healthcare Angels
Kevin	Power	Founder	The Good Health Group
Gunjan	Pradhan	Business Development Intern	Seedstages
Gerry	Preville	CEO	Laurentian CFO Services
Roland	Probst	Chief Innovation Officer	ACUITYnano LLC
Pandu	Prudhivi	Founder & CEO	StreamForce Solutions
Usha	Pudukkotai	Financial Advisor	Insurance Depot
Azhar	Qayyum	Business Growth Manager	Howmuch
Muhammad Azhar	Qayyum	Marketing Consultant	Arkhitech
Phil	Rader	NY Market Manager	Early Growth
H W	Radin		
Kuljeet	Rai ke	Student	MIT
Harsha	Rajasimha	CEO	Jeeva Informatics Solutions Inc
Joe	Reddix	Presidnet & CEO	The Reddix Group, LLC
Dan	Renner	COB/Q&A	Engine EcoPhils, Inc.
Riley	Repko	Strategic Advisor for Innovation	U.S. Air Force
Ayaho	Resurreccion	CEO	Donodo, LLC
Jonathan	Reyes	Founder	Eglobalchamp
Aaron	Reznik	Student & Founder	First Serve Tennis
Catherine	Rhee	Partner	LEGENDARY
Victor	Rhoder	Director	AtWork Systems, Inc.
Kathryn	Riek	Partner Outreach Analyst	FarShore Partners
Steven	Rinaldi	Owner	Steven D. Rinaldi, PC
Remus	Risnoveanu	Entrepreneur	Loci

ATTENDEES			
First Name	Last Name	Title	Company
Eduard	Ritscher	Managing Partner	Altimuspartners.com
Natalie	Robinson	CMO	Emrod
Tyrone	Robinson	Owner & Consultant	Opportunities 2 Serve, LLC.
Jose	Rodriguez	Waiter/Server	Lettuce Entertain You
Megan	Rosario	Digital Brand Director & Innovation Lead	Technology-Innovation-Law (T-I-L)
Josh	Rosenbaum	President	Mindshare Holdings, Inc.
Christopher	Ross	Managing Director	SunTrust
Richard	Rothstein	CEO	Rothstein Consulting
Andy	Rouse	CEO	Fusion Interactive Corp/ Pinnacle
Michael	Rowny	CEO	Pixspan, Inc.
Francis	Rozange	CEO	LaFactory, Inc.
Antonio	Ruiz	Innovation & Technology	LEN
Don	Russell	CEO	IndyBuild Corp
Charlie	Ruth	Entrepreneur	Ms. Powerful Inc.
Judge	Ryan	N/A	Self
Yan	Rybachenko	CEO	Umbrosys
Vikram	S	AI Head	Fusion
Louise	Salas	Co-Founder	Missing Link, a podcast media company
Samira	Salman	CEO	Salman Solutions
Umit	Sami	CEO	Memcus Corporation
Joseph	Santoro	Policy Advisor	US OSTP
Liz	Sara	CEO	Best Marketing LLC
Daniel	Saraolu	Founder & CEO	Canadian Entrepreneurs
Bill	Sareen	Senior Advisor	CyberForce LLC
Lili	Sargsyan	Manager of Marketing	Snyder Cohn. PC
Rosemarie	Savino	COO	Gravatate
Yesim	Saydan	CMO	Your Social Media Expert
Limor	Schafman	President	KTG
Noga	Schechter	Head of Strategy	Private Family Office
Pascale	Scheurer	CEO	Intelligent Futures
Hal	Schild	CEO	Missing Link
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Marius	Schmidt	CEO	Marius Smith
Paul	Schmitz	Owner	Corner Office Coach
Margot	Schmorak	CEO & Co-Founder	Hostfully
Leigh Ann	Schultz	CFO	Streetsense Consulting
Grant	Schuster	CEO	Accelerant Manufacturing
Todd	Schwartzrock	Principal	Eloque LLC
Victoria	Schweizer	Owner	Ncompass
Michael	Script	CEO	In2Capital
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Priyanka	Sehgal	Founder	Sparkles
Joel	Selzer	CEO	ArcheMedX Inc
Sean	Semmler	Associate	WSGR
Antony	Seppi	Startup Community Director	HCDC
Sergios	Sergiou	Owner	North London Hardware & Software Support
Ada	Sewell	Owner & Coach	Ada Sewell Coaching
Claire	Sha	Partner	AriMed Advisors Ltd
Jeff	Shachtman	President	JS&A
Mario	Shaffer	Principial	H.I.G. Capital
Shevy	Shafie	CEO & Partner	Marstudio
Manan	Shah	Managing Director	Focus Investment Banking LLC
Matthew	Shaker	Founder	Altrix Medical, LLC
Patrick	Shanahan	Sales Manager	Glue Up
Jason	Shapiro	Vice President	Resolve Growth Partners
Deepak	Sharma	CEO	Anjay Venture Partners LLC
Michelle	Sheahan	Consultant	Self-Employed
Jay	Shenawy	CEO	Thinkode
Rebecca	Shewbridge	M&A Lead	Opus 8
Shay	Shoham	CEO	PLA4 IMPACT
Noah	Short	Analyst Intern	Fusion Fund
Gus	Simiao	Principal	DPC
Nora	Simon	Senior Director	Dupont Circle Solutions

ATTENDEES			
First Name	Last Name	Title	Company
Neal	Singal	CEO & Co-Founder	Global-Pal
Anjuli	Singh	Principal	Rezon8 Capital
Harpreet	Singh	Senior Director	Indosuez Wealth
Daniel	Sloan	Co-Founder	Future TECH
Jay	Smith	Consultant	JWS ANALYTICS LLC
Mark	Smith	Director, Government Affairs	The Clorox Company
Mike	Smith	Partnerships	Wolters Kluwer Legal and Regulatory
Eddie	Snyder	CPA	Snyder Cohn, PC
Jeshua	Soh	Founder	Crossworks Myanmar
Shelly	Sohi	Program Manager	Alberta Innovates
Paul	Song	Chief Operating Officer	JumpLights
Yu	Song	Director	
Paul	Sorkin	CEO & General Counsel	PerfectBalanceInvestments
John	Spargo	Chairman	SPARGO, Inc.
Ajay	Srivastava	President	eKuber Ventures Inc
Michael	Steiner	Executive Director	BEST Robotics Inc
Ernest	Stern	Partner	Culhane Meadows PLLC
Maggy	Sterner	Branding & Business Coach	Maggy Sterner Brand & Business Coach
Stephen	Stetson	CEO	RSAT - Molecular Imaging
Rob	Stewart	Director	Think Safety Solutions
Paul	Stoichevski	Producer	Polar Shift Productions
Gisele	Stolz	Director Business Incubator	George Mason University, Mason Enterprise Center
Karen	Stultz	Fractional COO & Startup Advisor	Stultz Consulting Group
Tony	Surak	CMO	DataTribe
Ioana	Surdu-Bob	Co-Founder	Konvi
Sean	Sutherland	Director of Accounts	Kapowza
Tom	Swanson	Managing Director	Unicorn Group
Venkat	Tadakamalla	President	IT SYS, INC.
Joe	Tanti	Chiropractor	
Ayesha	Tanveer	Business Growth Executive	Howmuch
Aksaraphak	Taratonsopton	Owner	Real Estate Business
Dimitar	Tashev	Business Development	ScaleFocus.com
Hanna	Teklit	VP of Marketing	Sparkfund
Sahil	Telang	Co-Founder	Hover Mobility
Nathan	Temple	Co-Founder & CEO	Artists Bazaar
Samir	Tendulkar	CEO	Khal Inc
Andrea	Tinianow	Connector-in-Chief	Connector Street
Antonio	Tito	Founder	LuminAwe Global
Heather	Tobin	Founder	Itadoree Botanicals
Ilya	Tolchenov	CEO	Vesperus Technology
Jaci	Tomek	VP Public Sector	Aerospike Inc.
Arash	Toosi	Chairman of the Board	Chapter
Terrence	Tormey	CEO	Xenon-VR Inc.
Kiana	Tralongo	Founder & Chief Grit Officer	Gratus Connecting, LLC
Drew	Tripp	CEO & Co-Founder	ChangeUp, LLC
Oscar	Trujillo	Lead Tech Consultant	Lite Injen Labs
Benjamin	Truong	Community Coordinator	Startup Edmonton
Chuchun	Tsai	Founder	EPP
Chris	Tully	President	Sales Growth Advisors
Catherine	Turkel	CEO	CCT Pharma Consultings
Scott	Ukrop	Managing Director	NRV
Howard	Ulep	Managing Member	3B Technology Solutions LLC
Jenna	Umansky	Education Consultant	The Umansky Education Group
Anar	Umurzakova	Director	Go PM
Campbell	Ure	Owner	Cure Business Improvements
Edward	V	Co-Founder	My Friend Violet
Alireza	Valadmomen	Project Manager	Mobile Communication Company
Richard	Van Horn	Founder	Stealth Mode
Ross	Vann	Principal	Undeafated Sales and Marketing
Carlos	Vassallo	COO	PlanetM
Tarun	Vats	Student	Georgetown University
Cliff	Veach	Director	Bell Tech Communications, LLC
Roy	Vella	Managing Director	Vella Ventures

ATTENDEES			
First Name	Last Name	Title	Company
Linda	Vinci	Business	Apple
Frank	Vito	Attorney	Vito Law, LLC
Tracy	Vukich Major	Owner	Prim Service Solutions, LLC
Rashmi	Wagle	President & CEO	SysDataLogics Corp
Darius	Walker	Founder & CEO	Vimelea Therapeutics, Inc.
Wan Mohd Hafiz	Wan Idris	CEO	Lokein (Seventeen Network Services Sdn. Bhd.)
Dong	Wang	President & COO	Enrich Therapeutics, Inc.
William	Wang	Researcher	University of Montreal
Yuan	Wang	Student	University of Virginia
Otniel	Wardoyo	Strategy Analyst	Macaroni.id
Grant	Warner	Director of Innovation	Howard University
Mike	Watson	CEO	MirunInvest
Ronald	Waxman	Director	Astute Sourcing LLC
Joseph	Weaver	CEO	Global Design Interactive
Arnold	Webster	CEO	CRISP LLC
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Compan
Bo	Wernick	Owner	Theta Composites
Skip	West	President	MAXSA Innovations LLC
Greg	Whelan	Principal	Greywale Advisors
Lisa	White	Principal COO	KWWorks Software Development
Troy	Wilkinson	Founder / Angel Investor	Tego Cyber Inc.
Gary	Williams	CEO	Williams Asset Management
Josh	Wilson	Managing Director	Kingdom Syndicate
Liz	Witte	Account Executive	Justworks
Briana	Wolf	Consultant	
Henry	Wong	MD	Garage
William	Wong	Sales	NCAMEO
Jon	Wu	Vice President	Xnergy Financial
Huaping	Xu	Director	Gan Huamei, LLC
John	Xu	SVP	Abpro
Sarah	Xu	Director	Weiss Consulting Group
Xiaojiao	Xue	Senior Scientist	PTC Therapeutics
Johnny	Yang	Mentor	MIT
Yigang	Yang	Managing Partner	WaterStar Capital LLC
Aubrey	Yeboah	CMO	BatteryXchange, Inc
Xudong	Yuan	CEO	Acon Pharmaceuticals Inc
Johnny	Yun	Wealth Advisor, Exit Planner	Yun Wealth Management at RBC
Jess	Z	COO	Gausscode Technology,Inc.
Theo	Zacharis	Innovation & Strategy Advisor	bioGLOT Ventures
Ayesha	Zaheer	Business Development Officer	Arkhitech
Samantha	Zambrano	Co-Founder/Engineer	Itacora
Jessica	Zandi	Sale Director	Aina Earth Candle Company
Edward	Zhang	Director	Transamerica
Jeff	Zhang	Financial Analyst	CAFA
Ling	Zhang	Senior Manager	DHG LLP
Q	Zhang	Student	Georgetown University
Richard	Zhang	Venture Associate	Pillar VC
Daniel	Zhao	Co-Founder	Aristot
Steven	Zhao	Credit Risk Modeler	Joblogic-X
Yurii	Zinych	Client Solutions Director	DevBrother
Ruby	Zou	Manager	GE
Blair	Zuo	Manager	Benchmark

THANK YOU TO OUR COACHES



DAVID GIANNINI
CEO
CirrusWorks



LAURA HILL
General Partner
Opus8 Phoenix Fund



GEORGE HONDROS
Director,
Business Development
BDO USA, LLP



ALIYA HULSE
Founder & CEO
MWM Systems



MIKE LABRIOLA
Partner
Wilson Sonsini
Goodrich & Rosati



INES LEBOW
CEO
Enterprise
Transformation Solutions



MARISSA LEVIN
Founder & CEO
Successful Culture International
[@marissalevin](#)



BOB LONDON
CEO, Founder & Chief Listener
Chief Listening Officers
[@londonink](#)



JET LU
Director, Digital DevOps
Baltimore City



MALI PHONPADITH
Founder & CEO
SOAR Community Network



MIKE RIEMER
Entrepreneur in
Residence
ABJJ Digital + IIoT Labs

HOSTED BY:

Tien Wong

Big Idea
CONNECTpreneur

Anthony Millin

NEXT
powered by SHULMAN ROGERS

A monthly video podcast for people invested in the DMV
start-up ecosystem.

The Monthly Blend

A perfect combination of inspiring guests and
research-driven discussions to advance sector
collaboration.

LET'S MIX THINGS UP.

Check us out and sign up at
themonthlyblend.com

THIS MONTH'S GUESTS:



Ollen Douglas
Managing Director | Motley
Fool Ventures



Anna Mason
Partner | Revolution Rise
of the Rest Fund

PARTNERS



Angels + Life.Sci Investors

