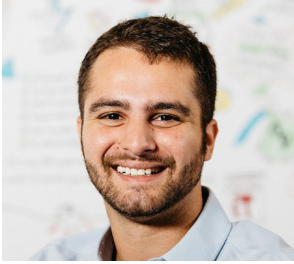


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Big  Idea
CONNECTpreneur

BALTIMORE FORUM
NOVEMBER 16, 2017

Thank You to Our Host Committee



Moss Amer
Analyst
Maryland Venture Fund



Jeff Cherry
CEO & Managing
Partner, The Porter
Group, LLC; Founder
and Executive Director,
Conscious Venture Lab



Judy Costello
Managing Director
Economic Development
BioHealth Innovation



Peter Ettinger
Senior Advisor
Aldebaran Partners



Elana Fine
Managing Director
The Dingman Center
for Entrepreneurship,
University of Maryland



Brian Gaister
Co-Founder & CEO
Pennington Partners



Chris Haug
Chapter Director
Startup Grind Columbia



Tami Howie
CEO
Maryland Tech Council



Gloria Jacobovitz
Angel Investor
Baltimore Angels Member
Johns Hopkins University
Applied Physics Laboratory
Tech Manager



Phil Jung
Investment Associate
Maryland Venture Fund



Pramod Raheja
CEO & Co-Founder
Airgility, Inc.



Chris Ross
Senior Portfolio Manager
BNY Mellon



Kavita Verma
Director
Business Attraction and
Location Services at
Maryland Department of
Commerce

AGENDA

7:00 - 8:15am

REGISTRATION/NETWORKING

8:15 - 8:25am

WELCOME

S. TIEN WONG, Chairman, **Tech 2000** and **Lore Systems**

8:25 - 8:30am

OPENING REMARKS

MIKE GILL, Secretary, **Maryland Department of Commerce**

8:30 - 9:10am

FIRESIDE CHAT WITH ROCKSTAR ENTREPRENEUR & INVESTOR:

DOUG HUMPHREY, Serial Entrepreneur & Investor; President, **JETCO Research**; CEO & Founder, **Cidera, Inc.**; Co-Founder & CEO, **Digex**

9:10 - 10:10am

COMPANY SHOWCASE/ROCKET PITCH

ABOM, Inc. - David McCulloch

Aevumed - Saif Khalil

CLINICSTOP - Charles Nahabedian

Green Farm Medical - Jim Gehr

Nexus Lending Capital - Cort Chalfant

Onclave - Glen Gulyas

Perryman Technologies - Larry Austin

SurgiPrice - Sanjay Prasad

10:10 - 11:00am

SERIAL ENTREPRENEURS & INVESTORS SHARE WAR STORIES

MODERATOR: **FRANK BONSAI III**, Director of Venture Creation, **Towson University**; Member, **Bonsai Capital**; Founding Venture Partner, **NextGen Venture Partners**

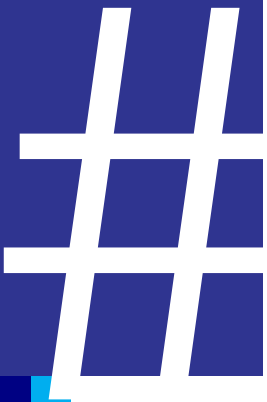
MIKE AVON, Founder & CEO, **ICX Media**; Venture Partner, **ABS Capital**; Board Member & CFO, **Millennial Media**

JEFF CHERRY, CEO, Founder & Executive Director, **Conscious Venture Lab**; CEO & Managing Partner, **The Porter Group**; CEO, **Shift Ventures**

ROSEMARIE THUMAN, Serial Entrepreneur & Investor; Founder & CEO, **The Center for Advancing Innovation Inc.**; Director of DC Metro Region, **Founder Institute**

11:00am

NETWORKING



Join the conversation on Twitter
#connectpreneur

Speakers



MIKE GILL, SECRETARY, MARYLAND DEPARTMENT OF COMMERCE

Secretary Mike Gill is a business leader with four decades of experience as an entrepreneur, a technology executive, an investment banker, and a public servant.

He was tapped by Governor Larry Hogan to lead the Maryland Department of Commerce (formerly the Maryland Department of Business and Economic Development) in January 2015. Prior to his appointment, Mr. Gill led Evergreen Advisors, an investment bank, as chairman and principal. He was also a founder First Page, which was acquired by Metrocall; served as chairman of Curtis Engine, a Baltimore power generator company; and was chairman of Bluefire Security Technologies, a mobile cybersecurity developer. In 1984, Mr. Gill founded AMERICOM, a Baltimore-based provider of cellular products and services. AMERICOM expanded nationwide with more than 1,200 team members and was acquired by Solectron in 2000. He started his career with IBM and held a number of positions in sales and marketing. He then became Director of Data Systems in the mid-Atlantic region for Ernst & Young.

Mr. Gill served on the University System of Maryland Board of Regents from 2004 to 2009, chairing the audit committee and the technology transfer and commercialization workgroup. His past and present board memberships also include the Calvert Hall Board of Trustees, Baltimore County Economic Development Commission, St. Joseph's Medical Center, Bay National Bank, and Towson University of Board of Visitors. He is also a member of the President's Advisory Board at Clemson University.

Gill earned his B.S. in business administration from Towson University in 1974 after first attending Clemson University on a baseball scholarship. He was awarded an honorary Doctor of Humane Letters degree by Towson University in 1996.



@SecGill



DOUG HUMPHREY, PRESIDENT, JETCO RESEARCH

Doug currently serves as the President at JETCO Research. As the content monetizer for the 21st century JETCO is building a new generation of payment systems for internet content. By providing a variety of proven monetization tools, JETCO provides content creators with the means to monetize their content in a way that fits their audience and needs.

Doug is also a Serial Entrepreneur, Angel Investor, Internet Pioneer, Founder and CEO of Joss Heavy Industries and DIGEX. Doug is a visionary who sees the potential of technology. He founded DIGEX, one of the first web hosting companies in the world. He has had numerous ventures and is well known in the Washington DC venture and startup communities. Past companies he has founded include the Digex (nasdaq:DIGX), CORE Location LLC, SkyCache/Cidera, Coloco, and others.

When not starting a company, Doug serves as an Entrepreneur In Residence at the University of Maryland, Smith Business School, Dingman Center, and often consults with and assists other entrepreneurs.

Speakers



S. TIEN WONG, CHAIRMAN, TECH 2000 INC. AND LORE SYSTEMS

@TIENWONG (SNAPCHAT AND IG: STIENWONG)

Tien is Chairman of Tech 2000, a Northern Virginia based leader in technology training, mobile e-learning, and mobile content management platforms. He is also Chairman of Lore Systems, a provider of network engineering, cloud computing, and VCIO services.

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest growing private companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.



@TienWong



@STienWong



@STienWong

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world, and written numerous articles on the CRM and BPO spaces. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County Economic Development Corp., CIT GAP Fund's Investment Advisory Board (IAB), the Digital DC Tech Fund IAB, the Potomac Officer's Club and FounderCorps. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



FRANK BONSAI III, DIRECTOR OF VENTURE CREATION, TOWSON UNIVERSITY

Frank Bonsal III is a pioneer in the field of education technology and investment. He has 25 years of experience advancing efficacy, innovation, and productivity in and around education and the knowledge economy. As Director of Venture Creation at Towson University, venture capitalist, and angel investor, Bonsal has helped hundreds of entrepreneurs. His direct investment experience includes nearly 30 education companies, over half of which have been realized and whose solutions have impacted tens of millions.



@FrankBonsal

Bonsal serves as a mentor or advisor to several education entrepreneurship organizations and is a frequent startup event participant. He has spoken extensively on entrepreneurship, education, and investing to a range of audiences, at universities such as Harvard, Stanford, and Penn. Bonsal has been widely interviewed and quoted in Education Week to EdSurge, The Washington Post to The Baltimore Sun, and more.

Bonsal is a former General Partner of Bonsal Capital and New Markets Venture Partners, where he co-founded a mission-driven venture fund dedicated to education technology. With respect to the above partnerships, Bonsal provided board service to 10 education companies, three of which have been realized.

Per duties to Towson University, Bonsal runs an incubator, leads venture creation programs, teaches in the college of business, and works to build, grow, and sustain an education innovation ecosystem increasingly known as Baltimore EdTech. Bonsal received a M.Ed. and MBA from Vanderbilt University, as well as, a BA from the University of New Hampshire.

Speakers



MICHAEL AVON, FOUNDER & CEO, ICX MEDIA

Michael Avon has nearly two decades of experience as an entrepreneur, executive and venture investor in a variety of technology and media companies. Currently, Michael is the Founder, Chairman and CEO of ICX Media, Inc., a digital media technology and data company focused on empowering independent video creators, brands and media companies. He is also a Venture Partner with ABS Capital, a leading growth equity investment fund based in Baltimore, MD, where he invests in various growth technology and services companies and sits on the boards of portfolio companies Factor Trust, IgnitionOne and Defy Media.



@MichaelAvon

Previously, Michael was CFO & Executive Vice President of Millennial Media, the leading independent mobile advertising platform company, a company he helped launch as a venture capitalist in 2006. In his role as CFO & EVP, Michael led all corporate development, strategy, business development, finance, legal, HR, and administrative functions for the company. He was also actively involved in company operations, marketing and global expansion efforts. Michael helped launch Millennial Media as a venture capitalist in 2006 before joining the company in a full-time role in 2009. Michael led Millennial Media's successful IPO process in 2012 and led numerous acquisitions and large strategic partnerships during his tenure.

Prior to Millennial, Michael was a venture capitalist with Columbia Capital, a leading technology, telecommunications and media venture fund and growth fund investing globally. At Columbia, Michael led numerous Internet, digital media, software and wireless investments and helped incubate and launch several portfolio companies out of the fund. Michael has a BA with distinction from the University of Virginia and a JD from the University of Virginia School of Law. He was named Private Company CFO of the Year by the NVTC in 2012 and is a member of the Bar of the Commonwealth of Massachusetts. He lives with his wife and two children in McLean VA.



JEFF CHERRY, CEO, FOUNDER & EXECUTIVE DIRECTOR, CONSCIOUS VENTURE LAB

Over the last 30 years Jeff has been a designer, CEO, educator, consultant and investor. He enjoys the creative process, both from an artistic and organizational perspective. Currently he's bringing these divergent experiences together in order to help companies develop more conscious, purpose-driven business models; and to help investors build societal as well as financial value. He tries to bring right and left brain thinking to problem solving, business creation and investing ideas; hopefully asking better questions and using his expertise to make the lives of those around him more fulfilling and successful.



@JCherry26

As the CEO of The Porter Group and Founder and Executive Director of Conscious Venture Lab, Jeff is an evangelist for the transformation of capitalism. The Porter Group is a venture capital firm that invests in early-stage and growth-stage companies that are operating at the intersection of profit and purpose. The Conscious Venture Lab is an accelerator for these same types of business using the tenets of Conscious Capitalism® and societal purpose as the foundation for creating long-term sustainable value. With the Conscious Venture Lab as an emerging brand in this fast growing field, Jeff is also a frequently invited speaker on the topic of impact investing and new models of business. He has recently had the honor to present at The University of Maryland, The Darden School at the University of Virginia, Yale University, and Columbia University, The Booth School at the University of Chicago, Howard Community College and The University of Baltimore.

Speakers



ROSEMARIE TRUMAN, FOUNDER & CEO, THE CENTER FOR ADVANCING INNOVATION INC.

Rosemarie Truman is an entrepreneur, growth strategist, angel investor and prolific startup catalyst. Rosemarie is the Founder and CEO of the Center for Advancing Innovation <<http://www.thecenterforadvancinginnovation.org/>> (CAI), an award-winning, 501c3 non-profit. CAI was coined the “Tinder for Startups and “Shark Tank on Steroids” has launched 80 companies over the last 3 years, and is launching an additional 145 companies in 2018. Rosemarie’s specialty is growth and investment strategy, and she has led strategies for 50 of the global Fortune 100 companies resulting in \$300+ billion in revenue. After starting her career at Goldman Sachs, Rosemarie served in several corporate executive roles; most recently, she served as the head of IBM’s Innovation Strategy practice globally. Rosemarie’s work has been recognized by the Washington Post, Chicago Tribune, CBS, Huffington Post, Wired, the White House, Kauffman Foundation and more. In her spare time, Rosemarie writes for Forbes and sits on several company boards.

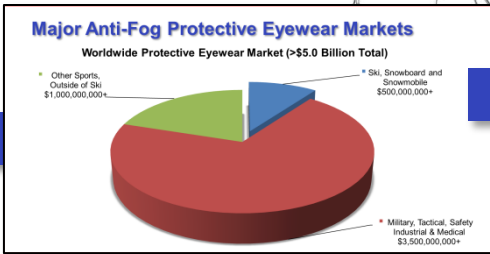


@RosemarieTruman



ABOM TECHNOLOGY

Abom's anti-fog products utilize proprietary patented Abom technology. In principle it works just like the rear window in your car. A thin-film transparent heater is sandwiched into the lens construction and is powered by small rechargeable lithium-ion batteries. When you turn on the Abom technology, the goggle heats up, burns off any fog and maintains the goggle fog free.



ABOM ADVANTAGES

- Innovative Technology:** well designed and disruptive heated anti-fog protective eyewear
- Solid IP protection:** through patents and trademarks
 - 21 patents issued, 3 granted & 32 applications pending
 - More patent applications expected in coming months
 - 48 trademark applications in so far & more to come
- Large Market:** \$100B+ Global Eyewear Market Worldwide, with smaller immediate markets for Abom's initial anti-fog inventions
 - Military, Tactical, Industrial & Medical Eyewear >\$3.5B
 - Snow Sports goggle market >\$500M
 - Other Sports applications market >\$1.0B
- Significant Traction Already:**
 - Revenues started in 2015, expecting over \$1.0 M in 2017.
 - Several solid growth initiatives are under way

MANAGEMENT TEAM



Jack Cornelius: Co-Founder, Chief Executive Officer & Board member; 30+ years' experience as inventor, founder and leader with startups and in large companies rolling out new products & technologies.



David McCulloch, MBA: Co-Founder, President & Board Chairman; 30+ years' experience in building and leading businesses and accelerating sales growth. He also is a Abom's founding investor.



Marty Carrigan: Global Sales & Licensing Executive, Winter, Outdoor and Action Sports Markets; 30+ years' experience in sales and marketing in the action sports industry equipment, apparel and accessories.



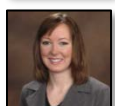
Vince O'Malley: Chief Technology Officer; 20+ years' experience in engineering, design & product development, and technology management and leadership. Primary electronics designer for Abom.



Joe McNeal: Director of Strategic Product Development; 35+ years' experience in snow sports, military and other product development. Former Director of R&D at Smith Sport Optics.



Don Megrath, MBA: Co-Founder & Chief Financial Officer; 25+ years' experience in board, finance and operational roles with startups and middle market companies (public & private) in a variety of industries



Crystal Sharkey, MBA: Production Manager & Controller; 8+ yrs experience in accounting and operations in private business and government (9 year Navy veteran)

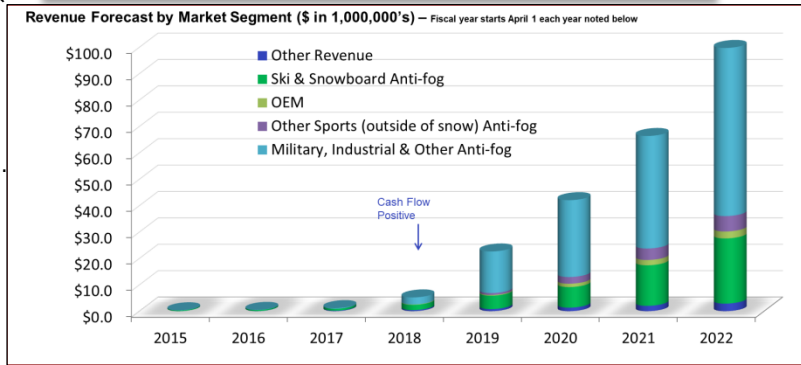
FINANCING

- \$3.0M Preferred Series A-2 Financing Underway**
 - \$12 million pre-money valuation
 - Warrant coverage for first \$1.5 million invested
- Previous \$9.4 is in Abom Preferred Series A and A-1, led by founder David McCulloch and several other investors**
- Grants: \$250k ONAMI grant for next gen. product R&D with more potential grants in the works.**
- Future equity financing: to grow faster or not needed.**
- Senior or mezzanine capital to support inventory**
- Funds will be used for:**
 - Sales & Marketing
 - Next Gen. Product Engineering, Design and Production
 - General & Administrative; Reserve & Working Capital
 - Overall Growth Acceleration

INVESTMENT RETURN POTENTIAL

- Exit Plan - Sale to Strategic Buyer in 2-5 years**
- Potential Buyers in this Space Include - Smith; Oakley; Dragon; Polaris; Safilo; Luxottica; Marchon, & others**
- Exit likely at a high strategic value, with Abom's IP and wearable technology vs. traditional multiples**

FINANCIAL PLAN



Goggle Pricing:

- Snow Sports: \$259 to \$289 per goggle
- Military Product Sales: \$450 per goggle unit w/ spare lens
- Industrial Safety Sales: \$410 per goggle unit w/ spare lens

OUTSIDE BOARD MEMBERS AND SELECTED ADVISORS



Peter Pace: Board Member; retired Marine General, sixteenth Chairman of the US Joint Chiefs of Staff. Serves as advisor or board member at several respected corporations, including Pelican Products.



Ned Post: Board Member; former Senior Executive Outdoor - Lifestyle - Sporting Goods - Eyewear Industries, President of Smith Sport Optics for 21 years. Military and consumer market experience.



Greg Van Gasse: Board Member; former President/CEO of Dr. Martens AirWair USA; President of Brown Branded; SVP Marketing/Sales, Florsheim. Extensive brand building experience.



Eric H. Hanson MD, MPH: Tier 7, Founder & CEO; Former Division Chief of Science & Technology US Air Force Surgeon General's office. Military and medical Advisor.



Howard Russell: Co-Founder & IP Counsel; 20+ years' experience building business value by constructing strong intellectual property portfolios for multiple clients.



Toren Orzeck: Fuse, President & Industrial Designer; Toren's designs have garnered several patents and awards. Previous work for GE, Nike, and Cranium. Industrial Design Advisor.



CONTACT INFORMATION:
 Office number - 844-246-ABOM (2266)
 7145 SW Varns Street, Suite 101;
 Portland, OR 97223
 Jack Cornelius, CEO: jack@abom.com
 David McCulloch, President: david@abom.com
 Don Megrath, CFO: don@abom.com



What is Aevumed?

Aevumed is a medical device start-up, founded by ambitious and energetic medical device professionals in the greater Philadelphia area. The company envisions advancing the quality of life in patients with low bone quality. Aevumed is currently on a mission to develop rotator cuff solutions for patients with bone health concerns and focuses on 12-month development cycles working closely with clinicians and streamlining the regulatory approval process. Aevumed’s first product for repairing shoulder rotator cuff tears is the PHANTOM™ rotator cuff anchor.

What is rotator cuff surgery?

The rotator cuff is a bundle of muscles and tendons that hold the humeral head (the ball of the shoulder) into the glenoid (the cup of the shoulder), and allow the upper arm to mobilize. Through age and wear and tear these tendons can tear away from the bone, causing pain and mobility issues. Rotator cuff surgery aims at re-attaching these tendons to the humeral head, typically by deploying a bone anchor and tying the compromised tendon back securely against the bone using sutures. This procedure is typically performed arthroscopically.

What is the market?

The extremity market, which includes shoulders to finger tips and ankles to toes, is the fastest growing (10% CAGR) in orthopedics and its size is estimated to be over \$4B. The overall shoulder market is over \$2B and there were over 700,000 arthroscopic rotator cuff tissue repair surgeries in 2016 to serve an aging population. Each surgery spends approximately \$1,000 on suture anchors making the suture anchor market size over \$700M.

What are the clinical needs: Pullout strength is an important need, especially for the 54 million Americans that have low bone quality. In addition, rotator cuff suturing is relatively cumbersome and time consuming where suture anchors require disposable surgical instrumentation to pass sutures through tendons. Furthermore, the time and labor intensive nature of the surgery introduces higher levels of risk associated with anesthesia exposure and infection. There is a need for reliability, efficiency, and cost effectiveness.

What is Aevumed’s product?

Aevumed has developed the PHANTOM rotator cuff anchor that addresses the surgeon’s clinical needs as follows:

Reliability - PULLOUT STRENGTH: Superior to industry and provides maximized bone purchase (265% stronger) with proprietary Micro-Thread technology especially in osteoporotic bone.

Efficiency - SUTURE PASSING: Reduces the number of suture passing steps by 50%, reducing surgical time. This passing instrumentation is at no extra cost.

Cost-Effectiveness – NO ADDITIONAL INSTRUMENTATION/SHORTER SURGERY: Eliminates the need for costly disposable suture passing instrumentation. Estimated cost savings is \$400/surgical case.

Who are our competitors?

Arthrex, Smith & Nephew, Biomet, DePuy (J&J), Tornier, Arthrocare, Ascension Orthopedics.

What is our forecast?

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$1,128,884	\$6,773,304	\$13,546,608	\$20,319,912	\$26,415,886
Expenses	\$1,131,834	\$3,764,741	\$9,167,119	\$13,785,570	\$18,328,689
Income	(\$2,950)	\$3,008,563	\$4,379,489	\$6,534,342	\$8,087,197

How much has Aevumed raised?

Aevumed has raised \$305,000 from angel investors in equity convertible debt used for R&D and attorney fees.

What has Aevumed achieved to date?

FDA 510(k) submission filed, provisional and non-provisional patents, patent attorney freedom-to-operate letter, production prototypes, cadaver labs, mechanical testing, manufacturing agreements & packaging and sterilization validation protocols, regulatory submission contract, sales distributor contracts, market introduction plan & forecast.

What capital investment are we currently seeking?

\$250k in the current seed round.

Where will this funding be used?

Verification and validation, FDA clearance, attorney fees, payroll, and product launch in early 2018.

What is the investor exit plan?

Buyout by a larger company in 3 -5 years or IPO (market permitting). Potential buyers, not limited to; J&J, Arthrex, Stryker, Zimmer Biomet, Conmed, Smith & Nephew, and Wright Medical Group. Target ROI > 7.

**Key Management
(bootstrapped)**

CEO: Charles Nahabedian

CBO: Vince Waterson

CDO: David. Sturgess

CFO: Tosh Pruno

Industry: Health IT

Number of Employees: 3

Bank: First National Bank

Auditor: Citrin Cooperman

Law Firm: Schulman, Rogers

Financing Sought:

Seed: \$1 million

Series A: \$8M mid-2018

Use of Seed Funds: Complete upgrade from Prototype (Alpha) to a Beta unit

Use of Series A Funds: Initiation of Beta unit trials, building the Company, market and support.

Business Description: VideoKall has invented the first known, Unmanned Micro Clinic (UMC) [booth] to improve access to, and directly reduce the cost, of quality healthcare, for patients with seasonal and chronic diseases, wherever they live, work, travel and/or shop. Cost savings are derived by moving expensive medical staff from the point of service to a more efficient hospital call center where fewer staff can support many more locations. Company revenues include system sales, fees per patient visit, maintenance, and pharma promotions. Patients can walk into an unattended, sanitized, private, self-service booth, for an on-demand, telehealth-assisted visit. Together with the host hospital or clinic, patients will use a booth because it will be more convenient, and cost roughly half that of a mini-clinic visit for outpatient services.



Company Background: Founders started with some unique satellite capabilities which were initially applied to international remittances, where they won an international Innovation award.

Problems Addressed: CLINICSTOP will reduce drive times; wait times for appointments; and wait times at doctors' offices, urgent care centers and ERs. Patients are interested in convenient, on-demand service that is low cost for low acuity conditions. Patients want lower co-pays for these conditions, and host hospitals and insurers want lower overall costs for such situations.

Product/Service: Inside, patients are interviewed by a nurse practitioner who sees the patient's medical history displayed. Appropriate FDA, clinically accepted, devices are applied by the patient as requested, with readings displayed only to the nurse practitioner. Patient data will be linked to hospital

record systems. Our integrated platform and open architecture, allows improved technology and integration with the total health care systems; plus it provides a sustainable business model. Our satellite capability means VideoKall can place these units in rural and mobile environments and provide access to hospitals or clinics. The Alpha prototype is being upgraded to a Beta Unit for trials in MD with a Senior Living chain, hospital, and supermarket chain.

Technologies/Special Know-how: There are technologies incorporated that are not being patented. These are in the areas of satellite control and low latency, and automatic call distribution embedded in the platform. One patent has been issued for the stethoscope array in the seatback. There are two patentable areas in a divisional patent pending for the instrument cleaning system and the glucose monitor. With these 3 patents, others would have significant barriers to entry for a fully instrumented, unmanned patient unit.

Market: The primary target markets are supermarkets, corporate buildings, and universities. Secondly, there is strong interest in large senior living facilities, high schools, truck stops, and rural communities. Our revenue model includes booth sales and maintenance contracts, and use fees on each operating micro-clinic, with hospitals/clinics. Promotional fees from pharma are likely and not yet quantified. Our micro-traction plan should result in about 900 units ordered, one year after market entry --- more locations than CVS after 12 years.

Distribution Channels: Direct salesforce will focus on large supermarket chains, hospital/provider systems and corporations. Group purchasing organizations will focus on smaller supermarket chains, hospitals and clinics. Federal systems integrators and international satellite providers will focus on government and NGO opportunities.

Competition: Competitors include: private, concierge and calling doctors, urgent care centers, mini-clinics and hospitals. In the kiosk space, American Well is the closest, but their units are not as private and require an assistant for treatment, or do not have patient handled instruments (no automatic cleaning) for wellness check services.

Financial Projections: (unaudited)

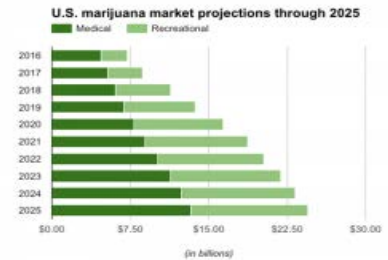
	2017	2018	2019	2020	2021
Booths in Operation	0	300	800	1,440	2,160
Total Revenues	\$ -	\$262,500	\$ 24,455,300	\$67,372,926	\$69,342,710
EBITDA	(\$180,079)	\$61,770	\$ 11,260,676	\$35,965,177	\$49,208,726



Contact: jim@greenfarmmedical.com (717) 525-2378
Meg@greenfarmmedical.com (215) 900-0477

Committed to cultivating and processing high-quality medical marijuana in safe, compliant, and environmentally low-impact ways to residents in Pennsylvania

GFM, LLC has a “**Vision**” to operate in the Marijuana industry. We have assembled a strong team with deep experience relevant to successfully operate in the emerging Marijuana industry. We have completed a very strong application in Pennsylvania as a Minority owned company, which is highly valued by the State, to secure one of the limited grower/processor permits in it’s large, “Oligopoly” market.



Team: Our team consists of experienced business, operational, and community leaders, as well as world-leading researchers in the fields of plant genetics, plant breeding, horticulture, and analytical organic chemistry. Our master cultivator is an industry leader and a premier cannabis vertically integrated Marijuana-Company in Colorado that has both research and practical operational experience in cultivating, processing, and retailing marijuana. GFM has created a robust business plan to ensure it will institute industry leading best practices.

Capital: The key to PA given that it is an “Oligopoly Market” is to secure a limited “Grower/Processor” license on the initial award of permits at a Deep Discount.

- We are capitalizing the investment opportunity of GFM, LLC in Tranche II at a 75% discount at \$10m, raising \$2.5m for 25% ownership with 10% Permitting risk. Tranche II closes December 15, 2017.
- We will raise a further \$3.0 post award of the Permit as an investment opportunity in GFM, LLC in Tranche III at a 50% discount of \$20m.
- We will use the funds for initial capital build out and working capital.
- Our Application for a PA Permit has already been thoroughly completed.



Financial Projections: Are exceeding 73% IRR & 180% ROCE pre-tax through the first 5 years.

- This conservatively assumes only 1.2% of Pennsylvania’s 13 million residents use Medical Marijuana.
- Expectations far exceed our initial conservative projections.

Business Description:

We use investor capital to originate and service high-yield, short-term loans secured by marketable real estate.

We make money on the spread between lending rates at 10.95% - 12% (plus orig. fees) and investor payouts at 9.0%.

Address:

809 S. Lamar Blvd.
Suite D
Austin, TX 78704

Phone:

(512) 230-9867

Email:

cort@nexuslending.net

Website:

www.nexuslending.net

Industry:

Finance/Hard-Money Lending

Bank:

Benchmark Bank, Sheila Bostick, V.P.

Auditor/Accountant:

Armanino, CPA

Law Firm:

Transactional—Taylor & Coughlin, PLLC
SEC & Formation—RPW Law

Management

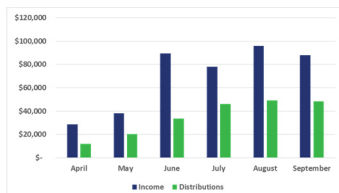
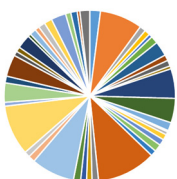
Cortlandt Chalfant, Managing Member
25+ Year Real Estate Pro.

Investment to Date:

\$1,300,000 - Manager Capital
\$6,732,000 - Accredited Investors
\$8,032,00 - Total (Not Incl. Fund I)

Track Record:

48 Loans, \$18.5 Million in 20-Mo.



NEXUS SOLVES PROBLEMS

Problem for Investors



They are looking for more Yield on cash

Problem for Borrowers



Need cash fast



Locked out of conventional mortgages

VALUE PROPOSITION



- ✓ Yield
- ✓ Security
- ✓ Liquidity



Nexus Creates the Connection
Between High-Yield
Borrowers and Investors

NEXUS
PRIVATE CAPITAL



- ✓ Best Rates
- ✓ Great Service
- ✓ Reliable \$



THE ASK | YOUR RETURN

WE ARE SEEKING ACCREDITED INVESTORS

MINIMUM INVESTMENT = \$25K
IDEAL INVESTMENT = \$100K - \$1 MILLION

IRA Approved

Mainstar
Trust

PENSCO
TRUST COMPANY

WE ARE OFFERING

9% FIXED YIELD (Mo. Distributions)
+ SECURITY (Hard Assets + Our Money)
+ ABILITY TO EXIT AFTER 18-Mo's.

Audited Financials + Transparency

\$1,300,000 Manager Investment
in 1st-Loss Position

Secure IoT[®]

Onclave Networks, Inc.
Introduces a Solution to Protect Every “Thing”

The existing and growing “Internet of Things” is the most dangerous cyber threat facing our nation.

Most “things” utilize the same network infrastructure as IT to handle data. That means that the *attack surface* of an organization can be significantly larger than ever contemplated.

Protecting OT and IT independently and from each other is an enormous, complex problem that is unsolvable using conventional IT-based cyber solutions.

Hackers gain cross-over access to and from IT systems opening enterprises to physical and financial damage.

Why is the problem more difficult?

Typical IT Attack Surface:

- 3 operating systems at most
- Endpoints only 18-24 months old
- All have IP addresses: easy to find
- Little or no danger if cut off

Typical OT Attack Surface:

- 90,000+ operating systems
- Up to 30+ years old
- Harder to locate
- Many w/out IP address
- Threaten assets or lives

These differences make it impossible to address this threat using IT tools. The extended lifecycles of OT mean device inventories and will grow and old devices will remain a problem.

For more information, contact

Glen Gulyas 202-390-1000 /
ggulyas@onclave.net

Secure IoT is a Managed Security Service that protects enterprise Operational Technologies (OT), ensuring safe operations without compromise. Our solution is vendor and device agnostic and seamlessly interoperable with existing devices, needing no third-party systems.

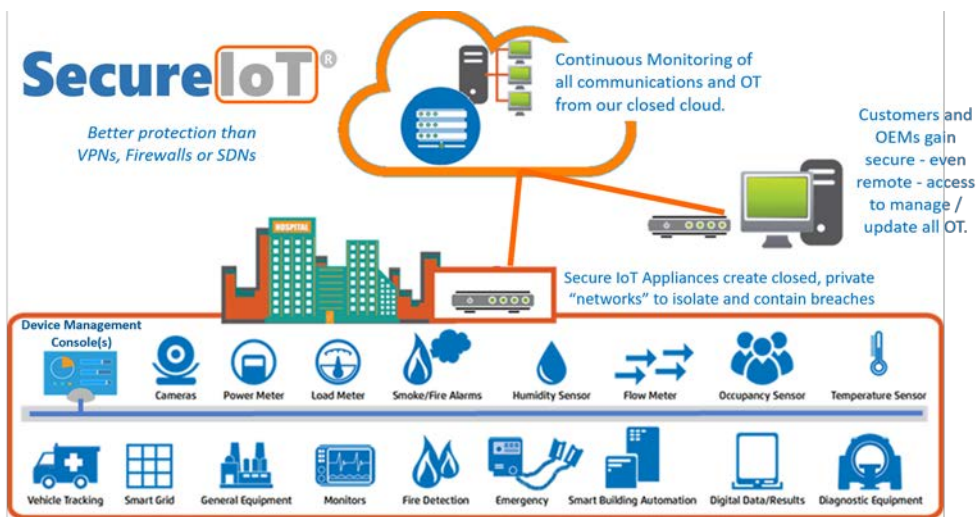
Control Systems and devices become invisible and inaccessible to hackers without no changes to architecture or equipment. Our solution protects all OT regardless of manufacturer, age, operating system, or protocol. The continuous monitoring of devices and management of communications ensures connectivity, identifies anomalous behavior and alerts management to potential problems.

The result? Better protection and a dramatic reduction in attack surface and costs. Expenses from private IP addresses, Certificates and Access Control Lists (ACLs) drop or disappear.

OEMs as well as enterprises benefit through secure connectivity across the Internet and enterprise networks reducing management costs and improving security for updates. Any infections we detect will be automatically isolated and contained, limiting damage and loss.

Stops all unauthorized access – even for insiders. So enterprises can eliminate control, damage and the weaponization of OT by bad actors – and, in turn, protects IT systems and data on the same “wires”.

This encrypted tunneling technology has been used in the harshest and most limited networking conditions possible to protect some our nation’s most sensitive information - without a single reported breach for decades. **Secure IoT** combines that technology with our own proprietary management tools and monitoring to uniquely handle the unique security requirement of the Internet of Things.



onclave
networks, inc.

Securing the Internet of Things Today

The logo for Perryman Technologies is centered in a blue oval. The text inside the oval reads "PERRYMAN TECHNOLOGIES" in white, with "TECHNOLOGIES" in green. Below that, the tagline "AMAZING ZERO POLLUTION TECHNOLOGY" is written in white. The background of the entire image is a dark blue field with a complex network of light blue lines and dots, resembling a molecular or network structure.

**PERRYMAN
TECHNOLOGIES**
AMAZING
ZERO POLLUTION
TECHNOLOGY

Perryman Technologies provide a new definition of disruptive technology. We have developed and commercially tested battery system that cost a fraction of the least expensive electro-chemical battery. Uses a 10th of the space and weighs less than half. Our technologies can be adapted to provide heat, cooling and cheaper electrical energy, collected from waste night time electricity from the grid, wind farms. Solar thermal and Photovoltaic generation. Our technologies offer a cost-effective method to retrofit existing coal fire power plants and gas peakers with a less expensive completely clean energy source.

The technology can be adapted to retrofit and diesel engine, any size; ships, trains, trucks and cars, totally eliminating particulates, CO₂, NOX, SOX and even reducing noise pollution. Perryman's technology can retrofit any gas turbines, including aircraft and electrical generation equipment.

Our storage batteries are totally transportable and range in sizes from 30,000 Kw hours of thermal energy that's the size of a 20-foot ocean container to home and retail units the size of a home boiler and is able to meet all the energy needs of a building from waste electrical energy as well as providing 3-7 days of emergency backup.

Our technologies were developed in cooperation and knowhow of the most respected and oldest ceramic manufacture on the planet and some of the largest European manufacturing groups.

Our solutions are available now to meet the needs of grid storage, emergency energy needs, residential energy need and offer a totally clean alternative to combustion in the transportation sectors.



Tower Building
1101 Wootton Parkway
Suite 900
Rockville, MD, USA
20850

Main contact:

Sanjay Prasad MD
c. 3018073840
sprasad@surgiprice.com

MANAGEMENT TEAM

Sanjay Prasad MD, Founder & CEO

Marshall Besch, COO

INDUSTRY

Healthcare Services & Technology

STRATEGIC RELATIONSHIPS

Agency Growth Mastermind Network
Roundstone Insurance
Benefit Advisors Network
Borislow Insurance
WellNet Health
Meritain
UMR
Holmes-Murphy

CURRENT INVESTORS

Sanjay Prasad MD
Marshall Besch

FUNDING TO DATE

Total previously invested
\$1,500,000

Individual Investor at ACON
Investments pledged \$100,000

FINANCING SOUGHT

\$1,600,000

USE OF PROCEEDS

Technology Refinement, Legal expenses, Insurance, Sales and marketing, working capital, market penetration, salaries, and call center

LAW FIRMS

Womble Carlyle

ACCOUNTING FIRM

Irving & Associates

COMPANY DESCRIPTION

SurgiPrice™ is a disruptive game-changer in healthcare. The online bidding platform seeks to lower employer and employee healthcare costs through competition and improve transparency with quality metric reporting. SurgiPrice™ seeks to arm patients with intelligent data so they can make well-informed decisions and even have zero-deductible options.

Integral to the success of the platform is the healthcare concierge. Patients in need of surgery, with concierge assistance, upload pertinent medical records/imaging onto the SurgiQuality HIPAA-compliant server. Specialized surgeons review the data on the SurgiConnect app and report back bundled pricing and quality metrics. Bundled pricing includes surgeon's, anesthesia and facility fees. Quality metrics are procedure-specific to include, number of cases performed in the past, success rates and complication rates. The quality metrics are letter-graded against available national norms.

Patients choose from a list of surgeons, displaying out-of-pocket costs and letter-graded quality metrics. Patients are free to communicate with the bidding surgeons.

The SurgiPrice™ platform is forcing providers to compete in the marketplace for patients in need of surgery. SurgiPrice™ takes advantage of under-utilization within provider and facility networks.

The platform is licensed to employers with self-insured health plans. The revenue model consists of charging employers, a tiered \$0 to \$20 PEPM (per employee per month) with a 1/3 savings share. The \$0 PEPM applies to the first 3-5 employers, in a geographic area.

SurgiPrice™ has contracted with the first 4 employers in Missouri and Illinois. Surgical bidding will commence November 2017.

TARGET MARKETS

Employers are suffocating from double-digit annual increases in healthcare costs. The current trend is unsustainable. Hungry for solutions, these employers are adopting self-insured health plans and transferring the burden to their employees through high-deductible plans at an alarming rate. 82% of all employers with more than 500 employees are now self-insured. The situation could never be riper for a disruptive solution.

Savings from the SurgiPrice™ platform are dependent on the number of procedures in any given year. Typically 25% of a given population needs a surgical procedure during the course of a year. Conservatively estimated average savings using the SurgiPrice™ platform is \$3500 per procedure.

Employers with 500, 7500 and 20,000 employees, who typically spend \$5M, \$75M and \$200M, respectively, can expect savings of \$875K, \$13.125M and \$35M, respectively.

Our sales force consists of nationwide benefits consultants who serve to manage these employers. Our Founder is the Medical Director for Agency Growth Mastermind Network, an organization of agency owners in the benefits consultant space. He also has affiliations with Roundstone insurance, a large player in the captive stop loss space, and the Benefit Advisors Network, another nationwide association of benefits consultants. Eventually we will target institutional benefits consultants such as AON Hewitt, Arthur Gallagher & Co, Mercer and Towers Watson.

Surgeons and facilities gain access to surgical patients that they would not ordinarily see, are able to fill under-utilized operating room time and are promised prompt payment in full. There is no subscription fee until we attain geographic saturation of a specialty.

Three-Year Financial Projection

	Year 1	Year 2	Year 3
Revenue	\$5,487,895	\$21,404,840	\$58,621,390
EBITDA	\$2,135,284	\$12,098,714	\$39,453,074
Net Income	\$1,416,515	\$8,240,477	\$27,085,351

Sponsors



TECH 2000, INC @tech2000inc

Tech 2000 is an educational technology company, based in the Washington, DC metro area, with offices in Atlanta, Los Angeles, and soon, London. Their core offerings are in instructor-led training (ILT), the creation and offering of digital learning, and the provision of instructors in state-of-the-art network technologies. Through its subsidiary, Lumious, LLC, the company is also developing a revolutionary approach to digital learning analytics using xAPI. The company serves Global 1000 companies and major institutions, providing services on six continents. Tech 2000 delivers measurable knowledge and skills in the current array of key technologies, with a specialty in recently emerging networking software. Also, rather than providing standard training, Tech 2000 specializes in providing next generation learning solutions tailored to each client's needs – from traditional ILT to on-demand micro-learning. The exact instruction needed, where needed, when needed and delivered to whom it will have the greatest impact for the enterprise. For more information, go to: t2000inc.com.



BEAU OLIVER, CEO, TECH 2000, INC

Beau specializes in strategic planning, change management, risk mitigation, and Software as a Service developed from extensive experience in commercial sectors across the globe. His clients have included some of the world's most respected companies in industries such as healthcare, consumer goods, hospitality, aerospace, information technology, and financial services.

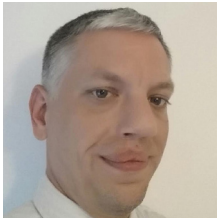
Beau brings a wealth of experience to Tech 2000, having held executive positions with top consulting, software, and professional services organizations including Cipher Systems, Toffler Associates, and Deloitte Consulting. He also served as a pilot and mission commander in the United States Navy. Beau earned his MBA from Georgetown University's McDonough School of Business and is a graduate of the United States Naval Academy.



LORE SYSTEMS, INC @loresystems

Lore Systems helps our clients with cutting-edge IT network engineering and managed services solutions. Lore architects, designs and delivers managed hosting and cloud computing systems, and outsourced IT network infrastructure, support and help desk solutions that easily accommodate our clients' unique requirements. At Lore, we strive to provide the very best customer experience in the industry by making IT "Easier, Friendlier, and More Reliable."

Sponsors



ANDREW ZALESKI, VICE PRESIDENT AND DIRECTOR OF INFORMATION TECHNOLOGY

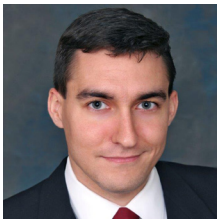
Andrew (Drew) Zaleski is Vice President and Director of Information Technology at Lore Systems, Inc. an IT professional services company which provides enterprise network engineering, virtualCIO, managed hosting, and cloud services. At Lore, Drew has oversight of the Company's engineering operations and sales engineering functions, and built the Company's vCIO (virtual Chief Information Officer) practice. Drew has over 17 years of experience in design, installation, configuration, administration and troubleshooting of LAN/WAN infrastructure and security, leveraging a multitude of technologies to produce solutions. He holds ITIL, Microsoft and other professional certifications.



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @wilsonsoni

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.



MICHAEL LABRIOLA, PARTNER

Michael Labriola is a partner in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where he works with public and private technology companies through all stages of their growth. Michael also frequently represents investment banks, venture capital funds, and private equity firms in a broad range of investment transactions.

Michael's practice focuses on corporate and securities law, including general corporate representation, IPOs, VC financings, and M&A. He has assisted clients with matters ranging from formation and early-stage venture financing to IPOs on U.S. and foreign exchanges. He also has considerable experience in counseling publicly held companies on disclosure matters, SEC compliance, NASDAQ and NYSE listing matters, and other securities laws issues.

Prior to law school, Michael was a senior auditor with Arthur Andersen LLP's Chesapeake-region growth, services, and products assurance practice and later with Ernst & Young's assurance and business advisory division. While at Arthur Andersen and EY, Michael audited public, private, and not-for-profit entities in several sectors. Michael is a CPA in Virginia.

Sponsors

SHULMAN
ROGERS

GANDAL
PORDY
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SHULMAN, ROGERS, GANDAL, PORDY & ECKER, P.A. @ShulmanRogers

Shulman Rogers, a full service law firm with 100 attorneys, offers superior legal services across a wide range of practice areas. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, mergers and acquisitions, securities, tax, intellectual property, employment, immigration, telecommunications, bankruptcy and debt restructuring, and trust and estate planning. In addition, the Firm has vast experience in a broad range of real estate transactions, with a strong emphasis on commercial and residential closings, leasing, landlord-tenant, commercial development, acquisition, sales and related matters. Our litigators handle both general and complex litigation, and all methods of dispute resolution.

Shulman Rogers has garnered a reputation for providing quality representation, business insight, and client value. The Firm also supports its clients by creating opportunities, through its vast client base, for financing procurement, joint venture possibilities and client-to-client business referrals. Experience, breadth of knowledge and commitment to excellence enables the Firm to provide high quality legal services at a reasonable fee. As a result, the Firm is an attractive alternative to larger, higher-priced law firms and to smaller, less diverse firms. Please visit our website at shulmanrogers.com.



ANTHONY MILLIN, PARTNER

Anthony Millin is a trusted legal and business advisor to start-up, early stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, he 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 start-up 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 start-up. This background provides him with valuable insights into the legal and business needs of his clients.

A creative problem solver and strong advocate dedicated to the success of his clients, Anthony frequently serves as his clients' "outside general counsel", taking a leadership role in managing the full range of their legal needs.

His legal practice includes general corporate counseling, formations, preparation of investor packages, angel and institutional equity and debt financings, joint ventures/strategic partnerships, corporate governance, and mergers and acquisitions. Anthony also has worked closely with a range of angel and institutional investors, and assists his clients to identify potential investors. He serves businesses across multiple industries, including internet/SaaS, technology, biotech, clean energy, education, finance, manufacturing and health care.

Sponsors



MONTGOMERY COUNTY ECONOMIC
DEVELOPMENT CORPORATION

MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

@THINK_MOCO

The Montgomery County Economic Development Corporation (MCEDC) is the official public-private organization representing Montgomery County, Maryland. Our team is to help businesses start, grow and exceed expectations by helping them gain access to prime locations, top talent and available capital. With proximity to Washington, D.C. and 18 major federal agencies, Montgomery County is a global innovative center for industries ranging from life sciences and IT to cybersecurity and hospitality. The county is an economic leader in Maryland and a premiere address for the Mid-Atlantic's robust business community. Top talent lives here – Montgomery County has the nation's highest percentage of residents holding post-graduate degrees. It's also a great place to live and work.



DAVID PETR, PRESIDENT AND CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

David Petr is the first President and CEO of the Montgomery County Economic Development Corporation, a new public-private venture in the region. Petr joins the MCEDC from the Central Florida Development Council, Inc. where he was the President and CEO. He successfully transitioned the organization from a public/private partnership to a private organization, while achieving record-setting job creation and capital investment results during his tenure. His unique talents in organizational transformation and team building while running a high-performing economic development program will align well to the immediate and long-term needs here in Montgomery County.

Regional in his perspective and collaborative in nature, Petr is already working with key business, government and education leaders to market the many strengths of Montgomery County with a focus in the areas of business expansion, talent development, international trade, infrastructure, fundraising, advocacy, entrepreneurship and access to capital.



DEPARTMENT OF COMMERCE

STATE OF MARYLAND, DEPARTMENT OF COMMERCE

The Maryland Department of Commerce, one of 20 agencies within Maryland's Executive Branch and the state's primary economic development agency, is dedicated to excellence in customer service and creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies.



STEVE PENNINGTON, MANAGING DIRECTOR, BUSINESS & INDUSTRY SECTOR DEVELOPMENT

Steve Pennington comes to the Department with extensive experience as a sales leader in the telecommunications industry. As Managing Director, Steve leads the customer facing efforts for growth, attraction and retention for the Department. His organization is made up of business units including Finance, Strategic Industry and Entrepreneurship, BioHealth and Life Sciences, CyberSecurity and Aerospace and Business Development. Throughout his more than 30-year career, Mr. Pennington has been a leader of performance focused teams, developing growth and go-to-market strategies and conducting business development activities for a number of dynamic industry leading companies.

Sponsors

Senior Vice President of Sales and Marketing for USA Mobility Inc., General Manager for Bay Broadband Communications and Regional Manager for Sprint Enterprise and Public Sector Sales. Most recently, Mr. Pennington led the national business development efforts as Vice President for Seattle-based start-up ATG Risk Solutions.

Steve has a Bachelor's degree from the University of Maryland, College Park.



TEDCO

TEDCO is more than an early stage funding resource. It is the hub of Maryland's entrepreneurial network where startups find mentors, organizational assistance, facilities for daily operations, and a roadmap for success. TEDCO was created by the Maryland State Legislature in 1998 to facilitate the transfer and commercialization of technology from Maryland's research universities and federal labs into the marketplace and to assist in the creation and growth of technology-based businesses in all regions of the State. TEDCO is an independent organization that strives to be Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy.



PHIL JUNG, ASSOCIATE, MARYLAND VENTURE FUND

Phil is an Investment Associate at the Maryland Venture Fund, an early-stage, evergreen venture capital firm dedicated to growing the next generation of exceptional businesses in Maryland. With \$110M in assets under management, the Maryland Venture Fund partners with entrepreneurs to build high-growth technology companies that last.

Prior to joining the Maryland Venture Fund, Phil was a Venture Capital Fellow for Foundation Capital, a \$325M fund based in Menlo Park, California, that invests in early and growth stage tech companies. Previously, Phil was a Venture Fellow for TDF Ventures, a \$180M venture capital firm based in Chevy Chase, Maryland, that targets early-stage startups in the enterprise software, cloud, XaaS, and infrastructure sectors.

Phil began his career at KPMG's Risk Consulting practice in Silicon Valley, specializing in software asset management and contract compliance for Fortune 500 clients. He led a global team of 16 and was the youngest to be promoted to Senior Associate within the division of 60.

In 2012, Phil co-founded the Jeremy Lin Foundation, a Palo Alto based non-profit whose mission is to serve at-risk youth through education and leadership development in underserved communities.

Phil graduated with honors from UC Berkeley where he received a BA in Economics and was the founding Vice President of Sigma Alpha Lambda. He earned his MBA with honors from Georgetown University where he focused on general management and entrepreneurship. At Georgetown, Phil was also a Merit Scholar and graduated Beta Gamma Sigma.

Sponsors



ASSOCIATION FOR
ENTERPRISE GROWTH

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.



JOHN YETMAN, CHAIRMAN, THE ASSOCIATION FOR ENTERPRISE GROWTH; MANAGING DIRECTOR, THE CAPITOL BAY GROUP, A FINANCIAL ADVISORY PRACTICE OF AMERIPRISE FINANCIAL SERVICES INC.

John is the one of the founding members and of The Capitol Bay Group. He has 33 years of experience in the financial services industry working with major investment firms including: Ameriprise Financial, Morgan Stanley Smith Barney, UBS, Wachovia Securities, Shearson Lehman Brothers and Johnston, Lemon & Company.

John has conducted numerous educational seminars for major corporations and organizations, including: The International Monetary Fund (IMF), The World Bank, The Organization of American States (OAS), The Discovery Channel, The Bureau of National Affairs (BNA), General Electric/NBC, Charles E. Smith Companies, The Society of Human Resource Managers (SHRM) and many others.



BNY MELLON

BNY MELLON @BNYMELLON

BNY Mellon Wealth Management is among the nation's leading wealth managers, with 229 years of experience in providing investment management, wealth and estate planning, and private banking services to financially successful individuals and families, family offices, and nonprofits. Locally, we have a specialized expertise advising entrepreneurs making the transition from leading a company to living off of an investment portfolio.



CHRISTOPHER K. ROSS, SENIOR PORTFOLIO MANAGER

Mr. Ross is a Senior Portfolio Manager in the Washington, DC office of BNY Mellon Wealth Management. He leads client relationships and their investment strategy. Mr. Ross currently serves as a voting member of the BNY Mellon Investment Strategy Committee and formerly served on the BNY Mellon Equity Strategy Committee.

Mr. Ross has more than 20 years of industry experience managing investments for wealthy families and institutions. Previously, he was with Wells Fargo Private Bank, where he was responsible for his clients' investment management, planning and balance sheet management needs. Mr. Ross was the Branch Office Manager for the DC office of Neuberger Berman, where he successfully grew the office to one of the most profitable at the firm.

Mr. Ross holds a Master of Business Administration from the Mason School of Business at the College of William & Mary. He also holds a dual Bachelor's degree in Economics and History from Salisbury University. Additionally, Mr. Ross has completed post graduate work at the Johns Hopkins University.

Sponsors



ROBERT H. SMITH SCHOOL OF BUSINESS
AT THE UNIVERSITY OF MARYLAND

THE DINGMAN CENTER FOR ENTREPRENEURSHIP, AT THE ROBERT H. SMITH SCHOOL OF BUSINESS, UNIVERSITY OF MARYLAND

@UMD_DINGMAN

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."



ELANA FINE, MANAGING DIRECTOR @ELANAFINE

Elana Fine is Managing Director of the Dingman Center, where she leads the Dingman Center in support of its mission and strategic plan. Key responsibilities include oversight of our student venture incubator, Dingman Center Angels investor network, business competitions, and technology commercialization efforts. Elana also develops and maintains relationships with donors, board members, EIRs, the Smith School community and other campus and regional partners. She is also co-chair of the Dean's Task Force on Entrepreneurship and Innovation.

Prior to joining Dingman, Elana was a VP of Revolution Partners, an investment bank where she advised on a variety of tech transactions ranging between \$5 and \$100 million, including venture investments, sell side and buy side acquisitions. Elana also served as Revolution's CFO from 2003-2006. From 1997-2000, she was a consultant with Accenture, where she implemented technology solutions for clients in financial services, government and natural resources.

Elana earned an MBA in Finance and Accounting from the University of Chicago's Booth School of Business, and earned a BS in Finance, magna cum laude, from the Smith School of Business at the University of Maryland, College Park. She resides in Potomac, Maryland, with her husband and two children.



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

The Georgetown Entrepreneurship Initiative= enables students to see the world as entrepreneurs do, while providing the knowledge and skills they need to act on their insights and add value to society. Our mission is to create a culture of entrepreneurship throughout the Georgetown University community insuring that all members have the opportunity to explore and experience what it means to behave like an entrepreneur.

We INSPIRE students by encouraging entrepreneurial thinking, TEACH students about entrepreneurship through the experiences of accomplished entrepreneurs, CONNECT students to a community of entrepreneurs and innovators on and off campus, and encourage students to LAUNCH new ventures.

Sponsors



JEFF REID, FOUNDING DIRECTOR OF THE GEORGETOWN ENTREPRENEURSHIP INITIATIVE OF THE MCDONOUGH SCHOOL

@HOYAPRENEUR

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative. He has previously held leadership roles at the Network for Teaching Entrepreneurship, DigitalBridge Communications, DLA Piper, and the University of North Carolina at Chapel Hill.

In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and make a broader impact in the DC entrepreneurial community. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education. Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding.

At UNC, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a No. 1 national ranking by Forbes and Princeton Review. He earned a B.S. in business from Appalachian State and an MBA from UNC Chapel Hill.



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. The workshops are held at the USA Today Building. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales.

The IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence. This year's event was on June 3, 2016 and recognized companies that have exhibited greatness in sales or BD such as Everfi, DLT Solutions, Iron Bow and Deltek. This year's Lifetime Achievement Award winners were immixGroup leaders Art Richer, Steve Charles, and Jeff Copeland. Our website is i4esbd.org



FRED DIAMOND, FOUNDER

Fred Diamond is the main man for companies looking to increase their revenues and make their sales teams more effective. He created the IES in 2010 and leads its strategic endeavors.

With expertise garnered by working with world-class firms such as Apple, Compaq, Microsoft, and Oracle, Fred made his mark before creating the IES as the outsourced marketer of choice for technology and professional service CEOs looking to get their vision into the marketplace and sales leaders who know that their companies can go-to-market better. His approach to marketing has especially been well received by international companies looking to enter US markets. As the CEO of the Institute for Excellence in Sales, he helps company leaders achieve their business goals by growing strong revenue channels and programs.

Sponsors



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (TCM VMS)

The Tech Council of Maryland Venture Mentoring Service (TCM VMS) program is based on a team mentoring approach modeled after the highly-successful MIT Venture Mentoring Service, which has been implemented in more than 60 communities around the globe; the TCM VMS program is the 50th program. The TCM VMS program is currently serving 14 Maryland-based startup companies, which have a nexus to Maryland and a demonstrated proof of concept for their respective product or service.

The TCMVMS program has provided over 575 hours of volunteering and free mentoring. We have ongoing partner relationships with CONNECTpreneur and the Montgomery County Economic Development Corporation. Sponsors include, the Maryland Department of Commerce, Launch WorkPlaces and MCEDC. Interested prospective mentees should submit expressions of interest to the TCM Venture Mentoring Program. For more information, go to <http://www.techcouncilmd.com/careers/mentor-mentee.php>



SALLY STERNBACH, FOUNDER OF TCM 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.



RYAN & WETMORE, P.C. @RYANWETMOREPC

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.



PETER T. RYAN, CPA, CO-FOUNDER & PARTNER

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 a number of 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.

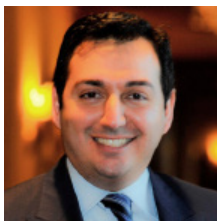
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He has an MBA in Finance from the University of Baltimore and a B.A. in Accounting from the Catholic University of America. He is a member of the AICPA, Maryland Association of CPAs, Virginia Society of CPAs, and the Greater Washington Society of CPAs.



HAFEZICAPITAL INTERNATIONAL CONSULTING @HAFEZICAPITAL

HafeziCapital International Consulting is an international financial and business consulting firm offering the following services: Growth Consulting (sales, margins, income, cashflow, valuation, leverageratios); Organization Consulting (structure, process, delivery, supply chain, restructuring); Capitalization Consulting - advising on matters of raising capital; International Consulting - entering new global markets (feasibility studies, country risk analysis, market entry strategy, joint venture development, acquisition analysis, supply chain audits, outsourced international market entry).



BABAK HAFEZI, MA, MBA, CEO @BHAFEZI

Babak Hafezi is a seasoned entrepreneurial business expert in the areas of strategy, turnarounds, growth, capitalization and international market entry consulting. He has a demonstrated expertise in strategy development, reorganization and reengineering. His advice is actively sought by leading global CEO's, government officials and news agencies such as Investors Business Daily, Thomson Reuters, and Forbes.

Babak obtained a Bachelor's degree in International Relations with a focus on Middle Eastern Studies and a M.A. in International Peace & Conflict Resolution and an MBA from The American University. Babak has volunteered at Network for Teaching Entrepreneurship (NFTE), and serves on numerous Board of Directors positions, and advisory boards among them his alma mater the School of International Studies's Young Alumni and Friends Committee at the American University.



ANNUAL WHARTON DC INNOVATION SUMMIT @WHARTONCLUBDC

The 4th Annual Wharton DC Innovation Summit, to be held in April 2017, will bring 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 way for entrepreneurs, business executives, government officials and others dedicated to become more successful leaders by leveraging the power of innovation.

The DC Summit will provide an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed as an innovator.

The Summit has attracted over 1,100 attendees (representing over 250 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.

Engineering and Applied Science at the University of Pennsylvania. He is a long time resident of Northern Virginia and currently resides in Ashburn, VA with his wife and two children.

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ALI QURESHI, PROGRAM DIRECTOR @ALIQ21

Ali brings two decades of experience assisting Federal Government and commercial clients in meeting their technology services needs through innovative solutions. Ali is currently the Program Chair for the Annual Wharton DC Innovation Summit, and recently elected to the Board of Directors for the Wharton Club of DC. Ali served as VP of Consulting Services, where he was responsible for the organization, development, and management of Xcelerate's delivery team. He led the strategic development efforts that helped the company achieve 35% annual growth year over year. Prior to Xcelerate, Ali had leadership experience in a number of healthcare technology companies serving Federal, private, and international customers. He was CTO for RF Telematics.

Ali also served 8 years in the Office of the Chief Administrative Officer for the U.S. House of Representatives in a variety of technology leadership positions. Ali had a successful consulting career supporting projects that focused on environmental policy, telecommunications, strategic sourcing, and healthcare with Booz Allen Hamilton and Accenture. Ali holds a Bachelor's Degree in Environmental Engineering from Wilkes University and an Executive Master's Degree from the Wharton School and School of Engineering and Applied Science at the University of Pennsylvania. He is a long time resident of Northern Virginia and currently resides in Ashburn, VA with his wife and two children.

SPEAKERS			
First Name	Last Name	Title	Company
Mike	Avon	Founder & CEO	ICX Media
Frank	Bonsal III	Director of Venture Creation	Towson University
Jeff	Cherry	CEO, Founder & Executive Director	Conscious Venture Lab
Mike	Gill	Secretary	Maryland Department of Commerce
Doug	Humphrey	President	JETCO Research
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation Inc.
Tien	Wong	Chairman	Tech 2000 and Lore Systems
PRESENTERS			
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ABOM, Inc.			
Dave	McCulloch	CEO	ABOM, Inc.
Aevumed, Inc			
Saif	Khalil	President & CEO	Aevumed, Inc
Green Farm Medical			
Meg	Golden	CEO	Green Farm Medical
Krishna	Narine	Advisor	Green Farm Medical
Jim	Gehr	CFO	Green Farm Medical
Nexus Private Capital			
Cort	Chaifant	Managing Member	Nexus Private Capital
Marcel	Dabdoub	Advisory Board Member	Nexus Private Capital
Onclave			
Chris	Grodzicky	Director of Channel Support	Onclave
Glen	Gulyas	CEO & Co-Founder	Onclave
Perryman Technologies			
Larry	Austin	Partner	Perryman Technologies
Virgil	Perryman Jr.	Group Chief Executive Officer	Perryman Technologies
SurgiPrice			
Sanjay	Prasad	Founder & CEO	SurgiPrice
Marshall	Besch	COO	SurgiPrice
VideoKall, Inc.			
Arnold	Meyers	President	Link International Group
Charles	Nahabedian	CEO	VideoKall, Inc.
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Dan	Anderson		Private Investor
David	Anderson	Principal	General Influence
Carissa	Ariilo	Mechanical Engineering Intern	Airgility
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Daniel	Balkin	VP & Director of Marketing & eCommerce	Tower Federal Credit Union
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Tyson	Bellamy	President	FEFA, LLC
Jackie	Bello	Co-Founder	Dent Education
Lynne	Benzion		Shulman Rogers
Daniel	Berg	Student	The George Washington University
Andrew	Berkowitz	Founder/CEO	GS Media
Ron	Biagini	Co-Founder & Managing Partner	West Hill Global
Christy	Blake	Business Development Manager	Montgomery County Economic Development Corp
Bob	Blonchek	President	Digital Health Innovations, Inc
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Sierra	Cossou	Student	Towson University

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John	Daus	VP Digital	InfoStrat
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Randy	Domolky	Managing Director	Private Access Network
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Robb	Doub	General Partner	New Markets Venture Partners
Robb	Doub	General Partner	New Markets Venture Partners
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Altan	Erg	Owner	MOSAIC ARTS DC
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Nancy	Farestveit	Marketing Manager	Wilson Sonsini Goodrich & Rosati
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Mark	Fitzgerald	Partner	Wilson Sonsini Goodrich & Rosati
Ryan	Flach	Co-Founder	TrackOFF
Yair	Flicker	President	SmartLogic
Zander	Forsythe		Airgility
Newt	Fowler	Attorney/Partner	Womble Carlyle Sandridge & Rice, LLP
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Marc	Freedman	Chief Cost Evaluator	Expense to Profit, LLC
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Amira	Idris	CEO	TheraV
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Emmanuel	Jones	Founder & CEO	Pangia, Inc
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Steve	Kantor	President	Lifebushido
Steve	Kantor	President	Lifebushido
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Neil	Kleinberg	Founder & CEO	DilVer
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Ines	LeBow	CEO & Transformation Executive	Enterprise Transformation Solutions, LLC
Rachel	Lee	Co-Founder	Galapagos Strategies
Paul	Lee	MA Candidate	John Hopkins University

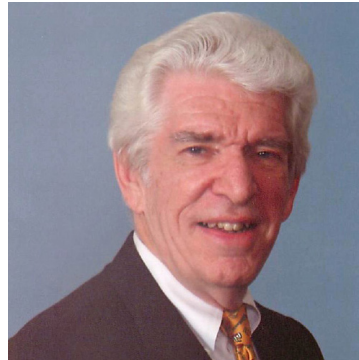
ATTENDEES			
First Name	Last Name	Title	Company
Peter	Lee	Co-Founder	Spira
Jennifer	Lemmon	Founder	Limitless For Horses
Andrew	Lent		Airgility
Jerome	Leonard	CIO	Taylor-Leonard Corp.
Jerome	Leonard	CIO	Taylor-Leonard Corp.
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Michelle	Levine	PhD Candidate	John Hopkins University
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Tessa	Lucero-Bennett	Senior Manager	Ryan & Wetmore
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Geoffrey	Maites	CEO	The Maites Group, LLC
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Tim	Meyers	Managing Director	Baker Tilly
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April	Mosby	CEO & Founder (Chief Patent Counsel)	Monarch Intellectual Property Group
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Edward	Novak	President	Nova-Habitat, Inc
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Mark	Poidomani	CEO	surepassid.com
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Parind	Raval		
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Daniel	Ryan	Portfolio Manager & Chief Compliance Officer	Ryan & Wetmore
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Josh	Schimmel	Principal	Alloy Communications
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Sally	Sternbach	Co-Founder	Maryland Tech Council Venture Mentoring Services
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Eric	Stewart	Partner	Association for Enterprise Growth
Adam	Sussman	BSc, Business Administration	American University
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Joe	Terpstra	CEO / Cofounder	Namedrop
Sandeep	Thakrar	President	Neema Hospitality

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Tammi	Thomas	VP Marketing	TEDCO
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Adam	Trexler	President	Valaurum, Inc
Daniel	Turner	Co-Founder	TRAXyL
Dennis	Underwood	CEO	Cyber Crucible
Evandro	Valente	Co-Founder & CTO	Airglity
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Carl	Wallace	CEO	C Score
Jack	Weinstien	Intern	Opus8, Inc
Doug	Wendt	Senior Partner	Wendt Partners
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Ron	Wills	Principal	GlobalCEO Advisors
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Lucille	Winston	COO	Hop Flyt
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Quin	Woodward Pu	VP Marketing	Audienti
Dave	Wooster	Partner Executive	ePlus/Cisco
Robel	Worku	Business Development Specialist	Montgomery County Economic Development Corp
Tony	Yeo	Founder	School Insider
Jeehye	Yun	CEO	RedShred
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Andrew	Zaleski	Vice President	Lore Systems
Hans	Zeigler	Owner	Z-INC
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Wa	Zhang	Postdoc Fellow	John Hopkins University
Adam	Zuckerman	Founder	Fosterly

Thank You to Our Coaches



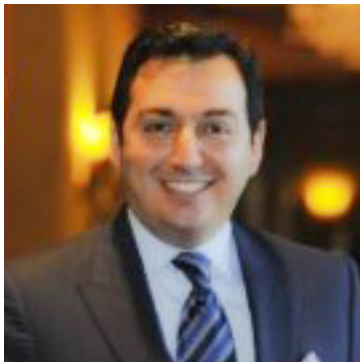
MARK ANDERSEN
Partner
BDO



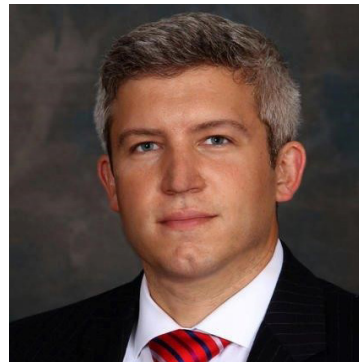
RICHARD GREENE
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DC Metro Keiretsu Forum



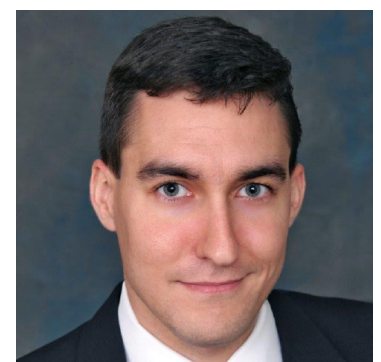
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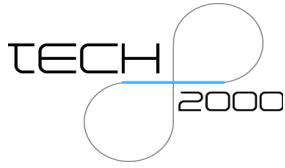


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