

Tower Club - Tysons Corner
December 16, 2019

The Big Idea
CONNECTpreneur
HOLIDAY
Networking &
Pitch
Extravaganza!

Join the conversation on Twitter
#connectpreneur

SCHEDULE

MONDAY, DECEMBER 16, 2019

4:30-6:00 pm REGISTRATION AND POWER NETWORKING - ATRIUM

6:00-6:15 pm

WELCOME REMARKS – FAIRFAX ROOM

TIEN WONG, Founder and Host, CONNECTpreneur

JULIE COONS, CEO, NOVA Chamber of Commerce

JACK WHITE, ESQ., Chairman of the Board, Tower Club

COMPANY SHOWCASE / ROCKET PITCH

6:15-7:00 pm

AMERICAN ESPORTS – VJ Lakshman

CHANGEROOTS – Jake Sandler

EMAT – Dustin Bane

EVERIX – Hooman Banaei

HUE.AI – Justin Fong

BREACHBITS – John Lundgren

SINGLE PARENT POWER – Yurani Sandoval

POSTAGRAPH – Pelumi Olatinpo

7:00-8:45 pm

EXPO AND NETWORKING - ATRIUM

OUR SPEAKERS



TIEN WONG, CEO, OPUS8, INC.

Tien is Chairman and CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Tech 2000, a Northern Virginia based leader in technology training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting.

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 \$2+ billion in revenue as a division of Xerox. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world on CRM and BPO topics. 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 (MD) Economic Development Corp., Center for Innovation Technology GAP Fund's Investment Advisory Board, the Northern Virginia Chamber of Commerce, and Refraction. 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.



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.



Our Focus

American Esports is the first to market with a cohesive merchandise and services solution for the esports industry. Recognizing that most of the investment and focus has been placed on professional players, teams and publishers, American Esports has established a business model that aligns to the casual gaming demographic: a broader market opportunity.

Our Approach

American Esports has taken a very deliberate approach in order to capitalize on the exemplary market potential of the esports industry. Our approach is defined by four prongs; the cohesion of our model realized from an esports app that solidifies our unique valuation proposition.

1. **Centers** | Geographical Esports Districts with strategically located Urban Entertainment Hubs and surrounding Satellite Centers. The Urban Entertainment Hub is designed for different audience groups, built around esports. Satellite Centers include universities, high schools and hospitality venues.

The Esports District is the foundation from which an onsite and online gaming community is established. Our regional approach connects a network of players. We empower the casual gamer by providing them with venues, coaching and tournament play and connect them to a community where they can learn, grow and compete.

Guided by our Activation Model, revenue is realized from a series of templated programs aligned to the local demographic including: Loyalty Programs, Virtual Reality and Iconic Games, Community Nights, Weekly Center Tournaments, Streaming Parties, Summer Camps, Birthday Parties, Coaching Services, Local Tournaments, Retail, Food & Beverage, Sponsorship, and Product Sales and Services.

2. **Institutional Development** | Esports programs and gaming centers developed for academic institutions, high schools and colleges, in geographic Esports Districts. American Esports provides consulting services to help define and manage academic esports initiatives. Our services include an esports curriculum, boot camps, personalized coaching, tournaments, league development, and a full complement of gaming center products.
3. **Merchandise & Services** | American Esports offers state-of-the-art branded or co-branded gaming products and furniture items that support a turnkey approach when outfitting Entertainment Hubs and Satellite Centers.
4. **AE Leagues** | With a focus on amateur players, our leagues are designed specifically to support institutions, corporations and the military. AE Leagues provides an opportunity for casual gamers to participate in competitive esports.

Esports App | A unique esports app that helps gamers excel and build a community. Skill assessment using our proprietary Neuroplasticity Analytics Assessment System (NAAS) provides specific feedback and targeted areas for improvement. Our coaching programs help players improve their skills and compete more successfully.

Our Team | Fundamental to our success is the American Esports team. Deliberately structured to represent multiple generations, we capture the value of tenure and the perspective of the gaming community; our demographic. It is through this lens that American Esports has defined a business model that aligns to the needs of an evolving and rapidly changing industry.

We are American Esports... Join the Movement.



Problem / Opportunity

Gridlock is at an all time high. Roughly a third of partisans describe the other side as “a threat to the nation’s well-being” and over 42 percent of the people in each party view the opposition as “downright evil.” Young Americans are fed up with partisanship, are more engaged than Boomers at this age, are willing to take action, and love using tech.

Solution

A mobile game to galvanize young Americans to incentivize politicians to work together to pass big solutions. ChangeRoots empowers young Americans to use micro donations as a mechanism to reinforce good behavior and discourage toxic behavior. Users micro donate to politicians or their future general election opponents directly on a feed of statements curated by ChangeRoots. We use leading research on dehumanization, tribalism and zero sum thinking to tag statements that are toxic and unifying. We use behavioral science and gamification to make the experience delightful and impactful.

Proprietary

Gamification framework, toxic partisanship scoring algorithm, political policy database and micro donation tech.

Target Market Opportunity

According to More In Common there are 200 million Americans who make up the Exhausted Majority. There are 76 million exhausted Millennials and Gen Z’s. Within that group, there are 23 million Passive Liberals and Moderates. Those are our early adopters.

Business Model

Gratuity, subscription and data. Users tip each time they donate. Super users will subscribe to access advanced features. Campaigns and corporations will pay to know what issues Millennials care about and what motivates them to give. During our beta we earned a 14% tip per donation.

Go To Market Strategy

Our primary acquisition strategy is paid social ads on Facebook. Our best ad campaign in 2019 acquired new users at \$13 per acquisition. We project to bring our CAC below \$5 in 2020. Other acquisition strategies we intend to pursue are organic social, SEO, podcast advertising and newsletter advertising.

The Team

The cofounders previously helped build a fintech company from scratch to over \$10mm in annual revenue. We’ve brought on a CTO who helped build Everfi before founding and selling his own tech company. We’ve also added a growth leader who cut his teeth at Google before leading growth at TopTal to over \$100mm in annual revenue.

Financials

We project to earn \$56k in 2020, \$835k in 2021, \$4.2mm in 2022, \$31mm in 2023 and \$115m in 2024. Our assumptions are users donate \$5 per month, tip us 10% on average, 10% of users subscribe to our advanced features at \$3 a month and we can earn \$0.75 per month for each user’s dataset.

The Ask

We’re raising a \$300k SAFE at an \$8mm cap in a pre-seed round to prove product market fit by June 2020. The funds will be used for customer acquisition (\$125k), product (\$50k), hiring a context expert (\$15k) and business operations (\$110K). We anticipate to raise a \$1.5mm seed round in June 2020.



Efficient Mobile Audit Technology

Contact Information

EMAT LLC
5202 Presidents Ct
Suite 320
Frederick, MD 21703

Year Founded – 2014

Entity Type - Maryland LLC

Industry

Energy audit software & services

Management Team

Ken Malnar – CEO
Dustin Bane – COO

Company Resources

Two energy engineers
Two programmers
IT / Infrastructure support

Professionals

Davis Associates CPAs
Miles & Stockbridge PC

External Capital Invested

All development and activities from 2015-2017 self-funded from partner company's profits and loans. Acquired one investor (\$500k) in 2017

Financing Sought

\$500k (equity or conv. note)

Use of Funds

EMAT will utilize funding to rapidly accelerate sales and marketing activities and development of remaining EMAT products.

Business Description

EMAT is an energy auditing software and services company. EMAT sells mobile-to-cloud software technology that saves businesses and organizations time and money by streamlining the energy auditing process. Companies using EMAT significantly decrease costs for energy audits, yielding increased profits and cash flow.

Opportunity / Market

The Energy Independence and Security Act of 2007 led the way by requiring all Federal facilities be audited once every 4 years. Over 31 major cities have followed suit requiring energy audits on commercial facilities and more are getting on board regularly. Basically, almost all facilities will require energy audits in the coming years and right now the process to perform them is archaic and lacks technology. The global market for energy retrofits in commercial buildings was \$70B in 2016 and is expected to reach \$100B by 2025. EMAT's goal is to become the de facto standard for energy auditing.

Solution / Product

Currently, most auditors utilize pen and pad for performing energy audits. EMAT sells software that reduces the cost of performing an audit by up to 70% and greatly improves the efficiency, quality, and consistency of an organization's energy audits.

Company Background

EMAT was started in 2014 and developed EMAT 1.0 for internal use by our own energy auditors. After receiving an overwhelmingly positive response at trade shows, EMAT 1.0 was further developed for licensing to other companies, and the first SaaS version was deployed in 2016. Based on current success and lessons learned, a new suite of EMAT products is being developed to meet the needs of the energy auditing market. The first product of the new suite – EMAT Field Auditor – was released in January 2019.

Management

Ken Malnar is the founder, Managing Member and CEO of EMAT. He previously founded 270net Technologies, an Internet technology company with over \$1.5M in revenue. Dustin Bane is EMAT's COO and manages day-to-day operation of EMAT. Dustin has a degree and background in Business Finance and is a Certified Energy Manager with 10 years' experience in the energy auditing field as a Project and Program Manager.

Business Model

EMAT will generate sales from three revenue streams: 1) SaaS licensing, 2) energy audit services for EMAT customers, and 3) eventually operating an energy retrofit project marketplace, supplied with audit data from audits conducted with EMAT.

Traction

With minimal marketing, EMAT has generated increasing year-to-year revenue and established brand recognition in the energy industry. In 2019, EMAT will generate a profit and double its 2018 revenue of \$243k, as well as triple its 2017 revenue of \$155k.

Forecast

	2019	2020	2021	2022
Revenue	\$490k	\$1.0M	\$2.9M	\$5.2M
Costs	\$470k	\$1.0M	\$1.2M	\$1.5M
Gross Profit	\$20k		\$1.7M	\$3.7M

Everix Optical Filters | Executive Summary

CONTACT INFORMATION

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EverixOpticalFilters.com

FUNDING NEED
\$1.69M Remaining
of \$4M Series A
\$1.56M already
invested & another
\$750k committed

EXISTING INVESTORS
\$700k Founders
\$400k Strategic Investor
\$1.3M Angel Investors

YEAR FOUNDED
2015

NUMBER OF EMPLOYEES
10



Everix is revolutionizing how high-performance optical filters are produced. We have applied techniques used in producing miles and miles of fiber optics at scale - extrusion and drawing - to manufacturing precision optical filters.

THE PROBLEM

High-precision optical filters traditionally have been produced with vacuum deposition in capital-intensive vacuum chambers that do not scale economically. One Everix draw tower can do the work of 10 vacuum chambers. It costs \$450,000 to build one Everix draw tower, and it costs about \$10M to buy 10 vacuum chambers. Traditional high-precision optical filters are glass-based, rigid, and bulky.

THE SOLUTION

Our patented approach to producing high-selectivity optical filters

- 1) has generated over \$500,000 in revenue to date,
- 2) creates the only flexible, ultra-thin, shatter-free high-performance filters available (5x to 20x thinner/lighter),
- 3) generates over an 80% margin (1/10 the cost to produce), and
- 4) minimizes capex and opex required compared to traditional vacuum coating.

THE MARKET

High-performance optical filters are a building block of 21st century technology, and we are the only company with a disruptive platform for economically producing high-value, precision filters at scale. Our patented approach to manufacturing these filters will replace the traditional vacuum coating process for many of the applications within this \$14Bn market while also expanding many new and emerging markets.

CTOs and Product Managers at OEMs are not satisfied with the size, weight, rigidity, durability, or volume pricing of filters created through the vacuum coating approach. Those who see the most value in what we are doing so far include medical devices, consumer electronics (wellness, IOT, gesture/facial recognition, AR-VR), and transportation (lidar and proximity sensors).

Trends are driving the need for innovation and scalability that cannot be provided by the traditional vacuum chamber approach: 1) miniaturization, 2) personalization of medicine and the mass deployment of health/wellness-related devices, 3) autonomous vehicles and smarter devices, and 4) desire for electric vehicles and energy-efficient architecture.

EXECUTION PLAN

We have generated 53% of our revenue through Edmund Optics; they have already sold our products to 220+ customers, who are now designing their next generation products using our filters.

Having established a higher level of credibility in the market through this partnership, we are now focused on business development with OEM's to sell high volumes directly. We received our first order from \$150B+ revenue consumer electronic company and have made it on the supplier short list for a Fortune 50 paying customer for their wearable device November 2020 release. Everix has 20+ significant customers in our pipeline (including another Fortune 50). We are negotiating a JDA for Auto-Glass with a \$10B-revenue partner.

FINANCIALS & USE OF PROCEEDS

We are raising \$4M to provide runway to break-even in Q3/Q4 2021. \$1.56M has been invested and an additional \$750k is committed.

This round will enable us to move to 7,000 sq.ft. facility, to add key hires, to purchase standard machines to increase yield by 10X, to convert two provisional applications to international patents, and to continue the execution of several pending patents. In this time, we will secure medium and high-volume OEM customers in high-growth segments and will execute a licensing agreement with a \$10B revenue partner in window film.

EXIT STRATEGY

We anticipate our first partial exit within 3-5 years in window film, specialty eyewear, or optics. 3M, Eastman Chemical, AGP Glass, Luxottica, Essilor, VSP, and others may buy or license the right to manufacture specific market applications at a very large scale.

Volume Level per Order	Sq. Inches per Order	Revenue per Sq. Inch	# of orders at each volume level per year								
			2020	2021	2022	2023	2024				
Very Low/NRE	5	\$ 1,200	15	20	30	50	50				
Low	50	\$ 75	3	10	20	50	100				
Low-Med.	500	\$ 45	1	4	8	30	40				
Med.	5,000	\$ 35	1	3	2.5	7	10				
Med.-High	50,000	\$ 25		0.5	2.4	5	10				
High	500,000	\$ 10			0.2	2	4				
# of (customer)			15	25	30	33	35				
Avg # of sq in / order			382	1604	7922	39477	73579				
Sales	\$	298,750	\$	1,310,000	\$	4,872,500	\$	18,637,500	\$	35,825,000	
Grant Revenue	\$	1,250,000	\$	1,000,000	\$	1,000,000					
JDA Revenue	\$	1,000,000	\$	1,500,000	\$	1,000,000					
Licensing Revenue	\$		\$	1,000,000	\$	4,000,000				\$	1,000,000
Total Revenue		\$ 2,548,750		\$ 4,810,000		\$ 10,872,500		\$ 18,637,500		\$ 36,825,000	
Direct Costs	\$	(830,213)	\$	(602,325)	\$	(1,150,150)	\$	(2,219,571)	\$	(3,445,856)	
Operating Expenses	\$	(2,232,065)	\$	(3,413,642)	\$	(6,335,331)	\$	(10,953,973)	\$	(15,724,206)	
EBITDA		\$ (13,528)		\$ 794,033		\$ 3,387,019		\$ 5,463,956		\$ 17,654,938	

Contact: Justin Fong, CEO
Address: 1775 Tysons Blvd, 5th Floor, Tysons VA, 22102
Phone: 203-610-1295
Email: Justin.Fong@hueai.com
Website: www.hueai.com



Management:

Justin Fong, CEO – managed \$1b pnl at Fortune 200
 Keenan Valentine, CTO – Trained at google, AI at Fortune 200

Key Advisors/Board Members:

Larry Rodriguez, Biz Dev
 Dr. Paul Karpecki, Medical
 Dr. Alan Glazier, Medical
 Dr. Larry Chapoy, Product Dev
 Gary Davis, Biz Dev

Industry:

Optical (i.e., Medical & Consumer)

Year Founded: 2018

Number of Employees:

FT: 4; PT: 1; Contract: 5

Bank: Bank of America

Law Firm:

Benjamin Novak – Morgan, Lewis & Bockius LLP

Current Investors:

\$1.5 MM Princeton Angels
 \$150 k Optometrist Invest Group
 \$75 k Aggie Angel Network
 \$25 k Big Red Ventures
 \$510 k Private Individuals

Monthly Burn Rate:

\$80k

Financing Sought:

\$1 M

Use of Funds:

\$600 k Product Dev
 \$200 k IP Dev
 \$200 k Biz Dev

Business Description:

Hue.AI uses artificial intelligence to innovate the design of lens products, patent those innovations, and then license the innovations to global optical companies.

Company Background:

Founders were AI specialists at large corporations. Wanted to develop optical products to help their color-blind colleagues. Learned that software + expertise accelerates innovation for all optical products e.g., fashion, spectacles, contact lenses, etc. Team is now sought after as a solutions provider by entire global optical industry.

Problem/Solution:

Optical industry spends \$1.5 b on R&D to improve an \$80 b product market. However, traditional development is slow and inaccurate, often measured in decades. Utilizing our AI-generative design engine + proprietary technologies, the team invents outsized improvements to existing products, as well as novel products in less than 1/5 the time.

Products/Services:

1) Use AI + expertise to generate “10X improvements” in product designs, 2) The improvements are developed into a portfolio of patents, 3) Prototypes are created and preliminary product testing is conducted, and 4) Product innovation is licensed to global manufacturer.

Technologies/Special Know-how:

Example Sunglass Solution: Color Enhancement – 4X more powerful than most successful largest sunglass company in world, Oakley.

Example Spectacle Solution: Harmful Blue Light Filtering – 4X more blocking than largest spectacle company in the world, Essilor.

Example Medical Solution: Lenses for Color Blindness – over 30% more effective than largest color-blind eyewear company in the world, EnChroma.

Markets:

R&D or Product Development of Largest Optical Companies. 7 Major Sunglass Companies, 5 Major Spectacle Companies, 4 Major Contact Lens Companies, 5 Major Intraocular Lens Companies. Global Optical Market Size \$120 b, 7% CAGR.

Competition:

Main competitor is the R&D Departments inside of certain large optical majors. Their scientific staff may try to outpace or outmaneuver a 3rd party. Competitive Advantage – Hue uses AI to identify innovations and patent quickly. Especially important in “land grab”.

Business Model and Distribution Channels:

Hue is under NDA discussions or commercial negotiations with nearly 75% of the industry’s largest companies. Sales is through prototype demonstrations and testing data, leading to partnerships. **Signed deal with a top-3 contact lens maker for 2 products. More in negotiations.**

PROJECTIONS	2019	2020	2021	2022	2023
Revenue (in millions)	0.08	0.9	2.3	3.8	11.0
EBITA (in millions)	(1.0)	(0.7)	0.3	0.9	8.0

INVESTOR EXECUTIVE SUMMARY

Quick Facts

Funding:

- >> Seeking Angel & Seed
- >> \$1M Seed
- >> \$25K minimum per investor

Use of Funds:

- >> 55% Sales & Marketing
- >> 20% Infrastructure
- >> 25% Research & Development

Investment History:

- >> Appx \$45K from Founders

Launched: February 2018

Status: Delaware C-Corp

Headquarters:

1125 West Street
Suite 429
Annapolis, MD 21401

Industry: Information

Technology/Cybersecurity Red Team & Penetration Testing

Bank: Capital One Business

Executives:



John Lundgren
CEO & Co-Founder

Tech Industry & Military Cyber Veteran



Foster Davis
COO & Co-Founder

CI/CSO, AI/ML

CHALLENGE & OPPORTUNITY

Today, organizations are at risk of data theft and disruption by malicious hackers. In response, cybersecurity spending continues to increase for companies in nearly every industry. To truly determine their top cyber risks and ROI from these security investments, as well as test the effectiveness of their defenses, the largest companies are testing their cybersecurity through human Red Team assessments. However, **human Red Team assessments typically cost \$100k-\$200k** for a single two-week assessment. This is cost prohibitive for most organizations and the relevance of each assessment quickly perishes. Organizations need a more economical, continuous way to conduct Red Team testing to measure security investment ROI, manage risk, and fully understand their cyber threats.

SOLUTION DESCRIPTION

BreachBits applies automation and Artificial Intelligence methods to the Red Team process, allowing Red Teaming to be done remotely, continuously, and at a significantly lower cost than human-powered Red Teams. Our service can conduct reconnaissance, launch safe attacks, and capture successful attempts 24/7/365, helping customers improve their defenses and measure ROI on their security investments.



TRACTION

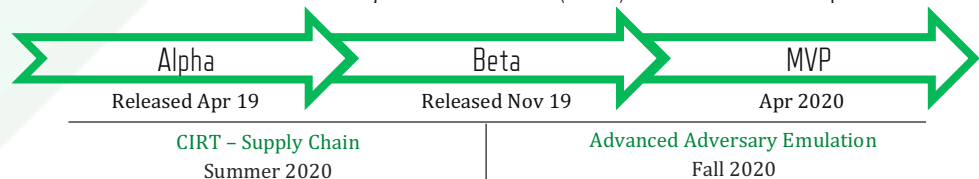
The Beta Release of the core service, Continuous Intelligent Red Team (CIRT) was launched in late November 2019, and an exclusive Beta cohort is being formed. BreachBits has 5 organizations that will begin paid annual subscriptions or pilot subscriptions from Dec-Feb.

BUSINESS MODEL & GO-TO-MARKET

Multiple SaaS offerings provide revenue streams with low overhead and extreme scalability.

- Phase I (Q1 2020): focus on establishing 5 paid clients to refine our core service (CIRT).
- Phase II (Q2 2020): increase CIRT adoption in target markets through partners.
- Phase III (Q3 2020): scale regional growth and solidify contracts with national MSPs.
- Phase IV (Q4 2020): scale CIRT into retail market with a new offering: CIRT-Supply Chain.

Continuous Intelligent Red Team (CIRT) Solution Roadmap



PROPRIETARY INVENTIONS

BreachBits uses a unique blend of automation, Artificial Intelligence, and human oversight. Patent potential for these methods is under investigation.

EXIT STRATEGY

BreachBits will prove this concept, develop the proprietary methods and infrastructure, and will be ripe for acquisition in Years 4-5 by a major cyber assessment or risk management firm.



SingleParentPower

Making Single Parenting Easier

SingleParentPower Investor Executive Summary

Value Proposition	
<p>For single parents, SingleParentPower.(SPP) com provides a hyper-local social network and vertically integrated marketplace to locate affordable childcare, financial, nutritional, and other empowerment offerings, all to reduce the burden of raising children alone. While there are many products targeted at single parent needs, there is no single source to find these offerings or connect with other single parents locally.</p>	
Investor Highlights	Quick Facts
<p>Challenge & Opportunity: SPP will tap into a market of 13M+ single parent households in the United States that are limited in their ability to deal with child raising challenges, while 25 million children are living in single parent households, with 34% being under 18 years old. Children growing up in single-parent families typically do not have the same economic or human resources available as those growing up in two-parent families. Our customer, single parents, live in a multifaceted environment that requires unusually complex time management capabilities to securely obtain these critical services. Our market audience includes several types of single parents--widowed, divorced, unintended pregnancy, and single parent by adoption—all having at least one preschool to middle school child.</p>	<p>Website: www.singleparentpower.com</p> <p>Launched: June 2019</p> <p>Corporate Status: Delaware LLC</p> <p>Headquarters Office: 6425 14th Street, NW Washington, D.C. 240-413-2498</p> <p>Industry/Sub-Industry/ Domain/Software Category: Information Technology/ Application Software/ Community & Marketplace/ Single Parents Platform</p> <p>Law Firm: McCarter & English, LLP</p> <p>Executives: Yurani Sandoval (Founder & CEO) Edison Martinez (Outsource CTO) Neil Kleinberg (Advisor Board Member)</p>
<p>Market Positioning: According to the USDA, \$250B is spent annually on products for these children. Childcare costs in DC average \$2,597 per month, or \$31,158 per year. The DC/Metro area has 2nd-longest average commute in America. The market needs a multicultural community to support single parents by connecting them with each other and local businesses. Our mission is to become the only one-stop-shop for a bilingual, diverse, and inclusive online community for single parents in the area. Our long-term vision is to create a global, multicultural community to support and enable single parents to thrive.</p>	
<p>Intellectual Property: The company maintains two trade secrets—the responsive code behind our calendar function and the algorithm we use to match users’ needs to available offerings. The company also protects all code produced through copyright laws.</p>	
<p>Solution Description: SingleParentPower.com is calendar and GPS-based and natively viewable on all smart devices that connect users’ needs with the availability of other users, including options from local businesses. After validation, the company launched its MVP product in May 2019. For a small monthly fee, subscribers can use the calendar to input the date and time when they need something done, such as arranging for a babysitter, or when they are available to help other single parents, for example to give a student a ride home from school.</p>	
<p>Leadership Team: SPP was launched in June 2019 as a Delaware LLC. Key members of our team include Yurani Sandoval (Founder & CEO), Edison Martinez (Outsource CTO) and Neil Kleinberg (Advisory Board Member).</p>	
<p>Traction: To date, we have conducted preliminary market research on the following commercial for-profit companies and not-for-profit organizations—AGORA Partnership, MET Community US, Barwood, Colibrilife, WinWinParenting, SingleParentConference Montgomery College, and a variety of potential contractors for the educational classes and events.</p>	
<p>Business Model: The company generates revenue through membership fees in a B2C model, and through advertising and sponsored content in a B2B model.</p>	
<p>Financials: SPP’s financial projections call for \$22,443,010 revenue and \$5,967,156 EBITDA by Year 5. We are seeking a first seed round of \$300,000 in the form of a convertible note (valuation negotiable) to enhance our product; build a responsive, inbound digital marketing-savvy website; and to launch select marketing/sales initiatives.</p>	
<p>Exit Strategy: After SPP gets traction through Year 3 as it executes its business plan, it will consider options for an M&A transaction as part of its exit strategy, including a strategic acquisition, financial acquisition, or an initial public offering (IPO).</p>	



Although matured, the travel review and inspiration segment has an immense need for truthful and verified content. 33% of the reviews on TripAdvisor, which does \$1.62B in revenue and is the industry's leading platform, are fake. And though 87% of Millennials use Facebook for travel inspiration, the platform, like similar social media, is littered with fake accounts, filtered and edited content. Postagraph, with its genuine and authenticated content, is TripAdvisor for Millennials and Gen Z who crave originality and are tired of lies. These demographics crave frictionless and believable experiences, whether local or far away. Postagraph seeks to significantly reduce this friction and ensure that experiences shared online are not only noteworthy but trustworthy.

Pelumi Olatinpo

Founder & CEO

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OUR PARTNERS



TOWER CLUB TYSONS CORNER

Tower Club Tysons Corner is a diverse business and social community. Located in the heart of Northern Virginia, the Club is where local power players come to work and connect. With exceptional programming, business and social events, Members build lifelong relationships and develop a network of connections that lead to personal fulfillment and invaluable memories.

Build your network of business and social connections at our special Member events. Our Members include local professionals, civic and community leaders and other influential people to enhance your circle of friends. Our programs are designed to enrich your life with cultural, educational and business-oriented events to match your interests. Enjoy guest speakers, professional seminars, and exclusive member committees, clubs and events. For more info: <https://www.clubcorp.com/Clubs/The-Tower-Club-Tyson-Corner/Contact-Us/>

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

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.

BILL TOMPKINS, INTERIM PRESIDENT AND CEO AND CHIEF OPERATING OFFICER, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Bill Tompkins is MCEDC's Interim President and CEO, as well as the Chief Operating Officer, working to direct business operations, implement the Strategic Plan and strengthen strategic partnerships. Bill helps to ensure that Montgomery County is one of the best places to grow business in the country.

He brings to MCEDC a strong and wide-ranging background in, business operations, strategic planning, marketing and nonprofit management, serving for most of his career as a senior executive in the media and entertainment industries with Fortune 500 companies. Bill has also had a consulting practice that advised companies on strategic business opportunities and brand transformation. He has been a key senior member of media companies including The Washington Post. Former experience also includes work as President of the National Newspaper Publishers Association which represents over 200 Black-owned-and-operated newspapers across the nation. Much of his career was built at the Eastman Kodak Company, where he rose to become head of the global \$700 million Motion Picture Film Group.

Bill received his MBA from Harvard Business School where he was a General Motors Fellow and received his BA in Economics, Magna Cum Laude from Tufts University.

A resident of Montgomery County for more than 30 years, Bill is helping to build the MCEDC team and contribute to programs that help current and potential businesses thrive.

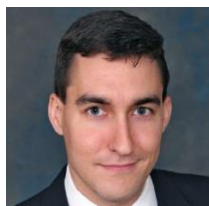


OUR PARTNERS



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.



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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.



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.

OUR PARTNERS



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.



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.

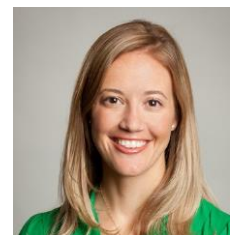
MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH

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, emerging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.



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.

OUR 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 the largest, most influential, independent innovation, entrepreneurship, and startup community, actively educating, inspiring, and connecting more than 1,3MM members in 365 cities, and 125 countries. We nurture startup ecosystems mentoring, advising, educating, inspiring, and connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. Our global sponsor and partner are Google for Entrepreneurs. We exist to help others before ourselves, give first not take, and make friends not contacts.



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.



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 ensuring 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.



JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, MCDONOUGH SCHOOL @HOYAPRENEUR

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative. He previously held leadership roles at the Network for Teaching Entrepreneurship, Digital Bridge Communications, DLA Piper, & the University of North Carolina at Chapel Hill. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking & 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 # 1 national ranking by Forbes & Princeton Review. He earned a B.S. in business from Appalachian State & an MBA from UNC Chapel Hill.

OUR 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.



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.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

At the Maryland Tech Council Venture Mentoring Services (MTC VMS,) we build Maryland based companies, educate CEOs and CEOs to be; attract capital; create new jobs and build the eco-system for the Maryland life sciences and technical community.

MTC VMS is a program of The Maryland Tech Council. The program is based on a team-mentoring approach used to teach/advise CEOs of tech and life sciences entrepreneurial endeavors how to grow their young companies. The companies must be Maryland-based with a successful proof of concept and scaling towards series A financing or similar. The program fills a gap in state-wide efforts to invest in and build both companies and talent in Maryland.

MTC VMS is modeled after the highly successful MIT Venture Mentoring Service, which has been implemented successfully in more than 85 communities around the globe. Mentors, largely already successful entrepreneurs and tech/life sciences business owners are recruited from our Maryland business community and trained in team mentoring. Entrepreneurs (mentee companies) from the Maryland technology and life sciences sectors who meet MTC VMS criteria noted above and selected by the program receive the mentoring services for as long as they can use the support. The mentee companies receive the services free of charge. For more information and to apply, visit our website at marylandmentoring.org or contact Pam Lubel at (240) 243-4049.

SALLY STERNBACH, FOUNDER, MTC 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.



OUR PARTNERS



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.

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	Last	Title	Company
Julie	Coons	President & CEO	Northern Virginia Chamber of Commerce
Jack	White	Chairman of the Board	Tower Club
Tien	Wong	Chairman & CEO	Opus8, Inc.

PRESENTERS

First	Last	Title	Company
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American Esports, LLC

VJ	Lakshman	Chief Technology Officer	American Esports, Inc
Dani	Canubas	Founder & CEO	American Esports, Inc
Tony	Bansal	President & CFO	American Esports, Inc
Douglas	Goldstein	VP- Strategic Solutions	American Esports, Inc

ChangeRoots

Jake	Sandler	CEO	ChangeRoots
Sueah	Kim	COO	ChangeRoots
Christian	Cobb	Chief Creative Officer	ChangeRoots
Julie	Weber	Advisor	ChangeRoots
Heather	Wagner	Advisor	ChangeRoots

Efficient Mobile Audit Technology (EMAT)

Dustin	Bane	COO	Efficient Mobile Audit Technology
Ken	Malnar	CEO	Efficient Mobile Audit Technology
Cory	Perdue	CEO	Datakwp

Everix Optical Filters

Dr. Hooman	Banaei	Founder & CEO	Everix Optical Filters
Blaire	Martin	Director of Finance	Everix Optical Filters

Hue.Ai

Justin	Fong	CEO	Hue.Ai
Grace	Huang	Marketing Director	Hue.Ai

Breachbits

John	Lundgren	CEO	Breachbits
Foster	Davis	COO & Co-Founder	Breachbits
Neil	Kleinberg	Advisor	Breachbits

Single ParentPower

Yurani	Sandoval	Founder & CEO	Single ParentPower
Dr. Luis Gabriel	Cuervo	PAHO/WHO	Sr Advisor, Research Promotion & Development for Health

Postagraph

Pelumi	Olatinpo	CEO & Founder	Postagraph
Tofunmi	Ilori	VP of Marketing and Communications	Postagraph
Shade	Olatinpo	Brand Ambassador	Postagraph

ATTENDEES

First	Last	Title	Company
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Imran	Aftab	CEO	10Pearls
John	Aggrey	Chairman & CEO	The Unicorn Group
Jitin	Ahuja	Investor	Dingman Angels
Satya	Akula	CEO & President	Amyx
Wendy	Albertini	CEO	Merit321, Launching Careers
Brian	Alexander	CEO	Omina Technologies US
Walt	Anderson	Director	AVEALTO
Glenn	Archer	Interim Executive Director & CEO	Association of American Law
Darrin	Auito	Partner	HEA Law
Larry	Austin	Director	NOVA Heat Batteries, LLC w/ Perryman Technologies
Andre	Averbug	Senior Consultant	DAI
Justin	Ayars	Founder & CEO	Equality Rewards
Borzou	Azabdaftari	CEO & Founder	The Falcon Lab
Jeff	Bae	Investor	Riverbend Capital
David	Bain	Vice President	TIA
VJ	Bala	Investor	NextGen Venture Partners
Mark	Baldino	CEO	Firebot Suppression

ATTENDEES

First	Last	Title	Company
Craig	Bandes	President & CEO	Pixelligent Technologies
Tony	Bansal	President & CFO	American Esports, Inc
Guy	Barth	CEO	Ziberty Inc
Angelo	Baskaran	Investor	Dingman Center Angels
Michael	Beirne	Managing Partner	The Acceleration Group
Shashi	Bellamkonda	VP & Head of Marketing	Surefire Local
Kathy	Benson	CEO	ORI
Beth	Berman	CEO & Founder	Compellications
Joe	Bernstein	Men's Coach	Drop the Armor Wellness LLC
Marshall	Besch	COO	SurgiPrice
Gus	Bessalel	CFO	Fugue, Inc.
Jordan	Bessalel	Incoming Summer Analyst	KeyBanc Capital Markets
Raj	Bhandari	Managing Partner	Paras Ventures
Peter	Black	Former Regional President	M& T Bank
Adrian	Blake	Chief Content Officer	NewsFlex
Christy	Blake	Special Projects Manager	Montgomery County Economic Development Corp.
Mike	Borek	CEO	CoorWorks
Lesley	Boucher	VP Consulting & Customer Experience	ORI
Bill	Boyle	Investor	Dingman Center Angels
Linda	Broenniman	Co-Founder, President & CEO	RadiateBuzz Inc.
Barbara	Buchanan	CEO & Founder	edgewize
Stephanie	Burns		
Tony	Cancelosi	President & CEO	Columbia Lighthouse for the Blind
Angela	Case	Co-Founder	Focused Fundraising
Virginia	Case	Entrepreneur	STRATAC
Alex	Casteli	Partner	CohnReznick LLP
Javier	Castro	Founder & CEO	Gravatate
Katie	Chang	Vice President & Co-Founder	Benten Technologies
Jay	Chapel	Vice President	ParkMyCloud
Ayesha	Chaudhry	VP	Infinite Computer Solutions
Michael	Chavira	Managing Partner	Axiologic Solutions
Luke	Chung	President	FMS
Michael	Cohen	Senior Vice President	AIG
Buff	Colchagoff	CEO	RosettaHealth
Chris	College	Managing Partner	TCP Venture Capital
Bill	Collins	Chairman & CEO	The Collins Companies
Robert	Colorina	Director	AIAC Investment Group
Susan	Coots	Financial Services Professional	New York Life Insurance Company
Christine	Copple	CEO	Starise Ventures
Scott	Cotter	Managing Director	CM Advisors
Rachel	Covas	Assurance Supervisor	RSM US LLP
Patrick	Crowe	Sales Development	SwitchPitch
Carmine	D'Aloisio	Founder	Global Business Diplomacy
Tom	Dann	Chief Investment Officer	Cellphire
Stephen	Day	CEO	Day Capital Partners, LLC
Tahmina	Day	Partner	Day Capital Partners, LLC
Hank	Dearden III	Executive Director	ForestPlanet, Inc.
Dennis	Defensor	Founder	AT Strategic
Robert	Deigh	Public Relations	RDC
Lauren	DeNardo	Senior Vice President	VeraSolve
Taylor	Devine	Founder & Managing Partner	The CDI Group
Saurabh	Dharia	Founder & CEO	marGenius
Fred	Diamond	President	Institute for Excellence in Sales
Sam	Diener	Managing Partner	Early Light Ventures
Holger	Dietze	CEO	CCS, LLC
Bob	Dinkel	Partner	Pierce Capital
Kathleen	Dinkel	Investor	Tyson's Angels
Rich	DiPippo	Partner	NFP
Bryan	Diseati	Vice President	New Dominion Construction
Matt	Diseati	Vice President	New Dominion Construction
Randy	Domolky	Managing Director	Private Access Network
Thomas	Durrer	Senior VP & Commercial Relationship Manager	Atlantic Union Bank
Jack	Dziak	CEO	Dziak Advisory Services LLC
Lynda	Ellis	Owner, President & CEO	Capitol Concierge
Mark	Esposito	Growth Markets	Ernst & Young
Herb	Ezrin	CEO	Potomac Business Group
Kathryn	Falk	Vice President, Northern VA	Cox Communications
AJ	Faraj	Co-Founder	WadiTek

ATTENDEES

First	Last	Title	Company
Richard	Faulkner	CEO	IQ Exchange
Dwight	Fischer	Director	Springer Lawson & Associates
Jed	Fochtman	President	Capital Advisors LLC
Marcelle	Folk	Founder	Wine Key Experience
Justin	Fong	CEO	Hue.AI
Laurie	Freeman	Vice President	American Cyber
Jeff	Friedman	CFO	Savi Technology
Dan	Frumkin	Co-Founder, CSO	RadiateBuzz Inc.
Danielle	Gallo	Senior Manager	Ryan & Wetmore, PC
Chris	Galloway	Principal	Tigress Financial Partners
Amanda	Gant	Director	Startup Leadership Program
Scott	Garber	Managing Partner	Early Light Ventures
Scott	Garber	Partner	Early Light Ventures
David	Giannini	CEO	CirrusWorks
Brad	Gilchrist	Managing Partner	Gilchrist Investments
Matt	Glaeser	Associate	IQT
Sharon	Gleason	Senior Director	Society of Nuclear Medicine & Molecular Imaging
Seda	Goff	Director, Veteran Entrepreneur Program	PenFed Credit Union
Dahna	Goldstein	Director	Halcyon Angel Network
Douglas	Goldstein	Managing Director	eFuturist, Inc.
Rick	Gordon	Director	Inova Personalized Health Accelerator
Michael	Gottlieb	Founder	Momentum Law Group
Greg	Grant	Attorney	NEXT, Powered by Shulman Rogers
Jeff	Green	Business Development Specialist	Montgomery County Economic Development Corp.
Josh	Greene	CEO	The Mather Group
Arvin	Grover	Investor	Epsilon Health Investors
Timothy	Guinan	Co-Founder	Givhero
Fred	Gumbinner	Managing Partner	G2 GEM Finance, LLC
Ajay	Gupta	CEO	Health Solutions Research
Anita	Gupta	CRO	KiwiTech, LLC
Neal	Gupta	Managing Partner	KiwiVentures
Jeff	Guzy	CEO	CoJax Oil & Gas
Mark	Haas	Board Chairman & Co-Founder	Association for Enterprise Growth
Steve	Hafner	Investor	
Chris	Hagenbuch	Founder	CANDA Solutions
Quame	Hamlin	Student	American University
Brian	Han	Deputy Director	Korea Innovation Center
Pengyi	Han, CFA	Independent Investment Manager	
Denise	Hart	President	O2 Lab
Carey	Hatch	CEO & Brand Advocate	MDB Communications
Corey	Hawk	Managing Director	Accipital
Hormoz	Hekmat	Principal	2-Markets
Dawn	Hewitt	Sr. Operations Manager	District Offices
Jacqui	Higgins	CMO	American Esports, Inc
Laura	Hill	Vice President, Product	EquiFi
Turner	Hoff	Founder	Vegetable and Butcher
Randy	Hoggle	Managing Director	Advasur, LLC
Mark	Holloway	Partner	Wilson Sonsini Goodrich & Rosati
Terry	Hsiao	Head of Strategy	Kaleyra
Irene	Hsu	Revenue Analyst	Kaleyra
Rob	Huey	Partner	Huey & Associates
Alex	Hughes	Event Volunteer	CONNECTpreneur
Patrick	Hughes	President & CEO	Reverse Ionizer, LLC
Jim	Hunt	Managing Partner	Lavrock Ventures
Joyce	Hunter	CEO	Vulcan Enterprises LLC
Pamela	Hyatt	COO	Island Children's Dentistry
John	Inscoe	CEO	Framework Media Group LLC
Nelson	Jacobsen	CEO	Altavoz Entertainment
Archana	Jaiswal	Founder	funseek
Angelina	Jao	CEO & Founder	van der Becq Holdings, LLC
Guillaume	Jaulerry	CEO & Founder	O Company Holding.Inc
Vinod	Jayakeerthi	VP	Infinite Computer Solutions
Robert	Jenkins	Director	BAE Systems
Tisha	Jepson	CEO	True Bearing Diagnostics
Hubin	Jiang	President & CEO	WIOWISE, LLC
Mohamoud	Jibrell	President	NormShield, Inc.
Tony	Jimenez	Founder, President & CEO	MicroTech
Andrew	Johnson	Sales and Operations Director	Revwd
Gene	Johnson	Entrepreneur & Investor	ECJ Investments

ATTENDEES

First	Last	Title	Company
Jessica	Johnson	Audit Supervisor	RSM US LLP
Nat	Jones	Partner	CORDIA
Jiemin	Jordan	CEO	Decisive Investments
Gabriel	Joseph	Founder	Joseph Holdings
Karen	Joseph	Co-Founder	Joseph Holdings
Kash	Kabaria	Founder & COO	marGenius
Michele	Kaliski	Investor	MIT Alumni Angels
Marcel	Kaminstein	President	MediaLab, DiploRome, American Club Rome
Kyle	Kane	Investor	Dingman Center Angels
Steve	Kann	Capital Markets Advisor	Paulson Companies
Steve	Kantor	President	Lifebushido
Tiffany	Kao	CEO	Veraccounts
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Jeff	Lee	CEO	Semilla Investments
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