

Two Merriweather  
Columbia, MD  
May 2, 2019



# SCHEDULE

THURSDAY MAY 2, 2019

7:00-8:20am

REGISTRATION & NETWORKING

8:20-8:25am

WELCOME REMARKS

S. TIEN WONG, CEO, **Opus8, Inc.**

GREG FITCHITT, PRESIDENT, COLUMBIA,  
THE HOWARD HUGHES CORPORATION

8:25-9:10am

FIRESIDE CHAT WITH  
ROCKSTAR  
BUSINESS LEADER

ANDREW HERMALYN  
President, **2U Inc.**  
NASDAQ: TWOU)



9:10-10:10am COMPANY SHOWCASE

**Adaptive Phage Therapeutics** - Greg Merrill  
**Alphyn Biologics** - Neal Koller  
**BioSortia Pharmaceuticals** - Ross Youngs  
**CoAuthor** - Marwa Abdelfattah  
**DeepLook** - Gregory Belanger

**ENGAGED** - Natalia Micheletti  
**Radical Combustion** - Richard Thompson  
**SpineAlign** - David Gullotti  
**TrueAlgae** - Nathaniel Jackson  
**XR Technica** - Nate Jenkins

10:10-11:10am

PANEL: "HOW TO DRIVE INNOVATION AND  
INVESTMENT ACROSS THE REGION"

Moderator: **JIM DINEGAR**, Director, **Center for Business in the Capital**  
**PHILIP JUNG**, Investment Associate, **Maryland Venture Fund/TEDCO**  
**BRIAN LE GETTE**, CEO, **ZeroChroma**  
**JULIE LENZER**, Chief Innovation Officer, **University of MD**  
**LIZ SARA**, CEO, **Best Marketing**

11:10am

NETWORKING

Merriweather

District

# The Next Big Thing

This place was born to create a brighter future for everyone. It has always stood for progressive ideals and a belief that every day is an opportunity for positive change.

In Merriweather District, we are creating a place where business thrives. A place where minds are open, creativity is unleashed and new ideas take shape.

To accelerate business.  
To promote progress.  
To build a better tomorrow.

Grow Boldly.

*Howard Hughes*

# OUR SPEAKERS



**ANDREW HERMALYN, PRESIDENT, UNIVERSITY PARTNERSHIPS AND SERVICES, 2U, INC.**

As president of university partnerships and services for 2U, Andrew Hermalyn has global responsibility for leading university relations and growth, in addition to the teams responsible for the delivery of graduate degrees and short courses.

Hermalyn reports directly to the CEO and joined the company as its founding intern in 2008. He has held a wide range of leadership positions, most recently as executive vice president, strategic partnerships, and is responsible for many of the company's university partnerships since inception.

A native of New Jersey, Hermalyn graduated from Lehigh University and lives in Manhattan with his wife, Sarah, and daughter, Anna.



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

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, VCIO services 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 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.

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.



**JIM DINEGAR, DIRECTOR, CENTER FOR BUSINESS IN THE CAPITAL, KOGOD SCHOOL OF BUSINESS, AMERICAN UNIVERSITY; FORMER CEO, GREATER WASHINGTON BOARD OF TRADE**

Jim Dinegar directs the Center for Business in the Capital at American University's Kogod School of Business. In this capacity, he undertakes initiatives, research and programming to better connect the Business School to the Greater Washington business community. A new regional intern partnership with WeWork is underway; a new (and required) Business Professionalism course has been developed and delivered for each semester to better prepare students for entering the workplace and; Kogod Connection initiative to connect students to the regional business sector better through innovative and creative offerings such as partnering with the National Press Club and developing high-visibility research and economic reports.



# OUR SPEAKERS

Prior to joining the University, Jim was President and CEO of the Greater Washington Board of Trade from 2006 – 2017. The Board of Trade is the region's premier business organization representing companies and organizations of all sizes on the regional issues of most concern and interest.

From 2000 – 2006, Jim was the Chief Operating Officer for the 81,000 member American Institute of Architects. He was heavily vested in the finances, operations and agenda of the largest membership organization representing the interests of design professionals and the clients they serve. From livable communities to modernizing schools and from new education offerings and international negotiations, Jim led efforts to advance the organization's priorities during turbulent times.

He and his children reside in Arlington. He is a graduate of The Catholic University. He formerly chaired the Smithsonian National Zoo's advisory board, sits on Goodwill of Greater Washington's Board of Directors, the Woodruff Foundation Advisory Board, PenFed Foundation Board of Directors and alum of Leadership Greater Washington class of '08.

## **PHILIP JUNG, INVESTMENT ASSOCIATE, MARYLAND VENTURE FUND / TEDCO; CO-FOUNDER JEREMY LIN FOUNDATION**

Phil is an investor with Maryland Venture Fund, a multi-stage venture capital firm dedicated to growing the next generation of outstanding businesses in Maryland. With more than \$150M 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 worked for Foundation Capital, a \$325M fund based in Palo Alto, California, that invests in early and growth stage tech companies. Previously, Phil was with TDF Ventures, a \$180M venture capital firm based in Chevy Chase, Maryland, that targets early stage startups that serve enterprise markets.

Phil began his career at KPMG's Risk Consulting practice in the Silicon Valley where he specialized in software asset management for Fortune 500 clients. Phil also 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 earned his MBA with honors from Georgetown University. At Georgetown, Phil was a Merit Scholar and graduated Beta Gamma Sigma.

## **BRIAN LE GETTE, CEO, ZEROCHROMA; ENTREPRENEUR IN RESIDENCE, SAGAMORE VENTURES; CO-FOUNDER, BIG CITY FARMS; SERIAL INVESTOR AND HOLDER OF 50+ PATENTS WORLDWIDE**

Brian is an accomplished entrepreneur, innovator and chief executive with businesses spanning multiple industries. Co-founder & CEO of the 9th fastest growing privately-held company in America (Inc 500) in 2004 with 4-year growth of 9600% ([180s.com](http://180s.com)). Wharton MBA with global business experiences in North America, Europe & Asia. Inventor or co-inventor of numerous consumer products, with more than 50 patents in countries around the world. Director on the boards of several non-profit organizations that work on issues associated with poverty, education, prison reform, entrepreneurship, and mental health. Currently, the CEO/Founder of ZeroChroma, a mobile tech accessories and wearables company and CEO of new stealth-mode performance-longevity company. Entrepreneur-In-Residence at Sagamore Ventures, the venture arm of Plank Industries, as well as the Entrepreneur-In-Residence at the Conscious Venture Lab.



# OUR SPEAKERS



## **JULIE LENZER, CHIEF INNOVATION OFFICER, UNIVERSITY OF MARYLAND; DIRECTOR, UM VENTURES**

As Chief Innovation Officer, Julie is charged with fostering and deploying innovation to drive greater economic and social impact from the University. She also oversees the Office of Technology Commercialization, the MD Small Business Development Center, the MD International Incubator (MI2), TechPort (a UAS incubator in Southern MD), the Mixed/Augmented/Virtual Reality Innovation Center, as well as university engagement with the Discovery District (UMD's research park).

Julie was appointed by the governor of Maryland in 2016 to the Maryland Economic Development Commission, where she advises the Maryland Secretary of Commerce on economic development policies and programs. In 2017, she joined the national board of the Center for American Entrepreneurship, which recommends policies that support entrepreneurship at the federal, state, and local levels.

Prior to joining the University, Julie was led the Office of Innovation and Entrepreneurship within the U.S. Department of Commerce. In this capacity, she drove programs and policies that support innovative economic development, deploying \$40M in grants across the U.S. As a Senior Advisor to the Secretary of Commerce, she also represented the U.S. as the innovation lead at the G20 in China.

Julie was the Executive Director of the MD Center for Entrepreneurship, an initiative of the Howard County EDA, where she oversaw the creation of 3D Maryland, a leadership initiative connecting resources in additive manufacturing, and Conscious Venture Lab, an accelerator focused on Conscious Capitalism. She was also the co-chair of Startup Maryland and co-founder and former CEO of the Path Forward Center for Innovation and Entrepreneurship. In 1995, Julie founded her first company, Applied Creative Technologies, an IT solutions firm, which she successfully built and exited in 2005. Julie's accolades include: 2014 Influential Marylander, AT&T's Innovator of the Year in 2011, Excellence in Leadership in 2017 by Prince George's County, and SmartCEO's BRAVA award. She was also named to Maryland's Top 100 Women 2005, 2008 and 2014.

## **LIZ SARA, CEO, BEST MARKETING; CHAIR, NATIONAL WOMEN'S BUSINESS COUNCIL, ANGEL INVESTOR, FORMER CHAIR, DINGMAN CENTER FOR ENTREPRENEURSHIP AT UNIVERSITY OF MARYLAND**

Liz Sara has more than 25 years of experience in the local high-tech community as an entrepreneur, business leader and angel investor.

Since founding Best Marketing LLC in 2001, she has consulted with more than 90 early stage and growth-stage tech companies on their go-to-market strategies, delivering increased revenue, market adoption and brand awareness for their B2B products and solutions.

Liz creates go-to-market strategies, lead generation campaigns, new messaging platforms, digital marketing and advertising initiatives, competitive pricing models, PR and media relations outreach. She assists CEOs with obtaining seed capital, grants and other early stage funding.

In July 2018, she was appointed as Chairman of the Board of Directors of the National Women's Business Council, a federal agency that advocates for female founders. She is immediate past Board Chair of the Dingman Center of Entrepreneurship at U-MD where she is an adjunct Marketing Professor at the Smith School of Business. She mentors startup CEOs at the leading DMV incubators and accelerators. She is a frequent author and conference speaker on topics related to entrepreneurship and business.



**Business Description:**

Adaptive Phage Therapeutics, Inc. (APT) is a clinical-stage company founded in 2016 to provide an effective therapeutic response to the global rise of multi-drug resistant (MDR) pathogenic bacteria. We are advancing personalized phage therapy from NICHE to BROAD USE for a variety of clinical indications representing critical un-met needs. Since 2016 APT's technology has been used to rescue numerous critically ill patients for which standard-of-care antibiotics had failed. The story of our first patient is subject of a best-selling book, *The Perfect Predator*, and a Hollywood film is in the works. Market research firm CB Insights selected APT as one of the **high-momentum world-changing startups of 2019**.

APT has built the world's first FDA cGMP manufacturing facility dedicated to personalized phage therapy. We have US Military Biodefense contracts funding clinical trails and operations over the next 2 years.

**Problem:**

MDR bacteria are becoming an enormous problem worldwide. According to the World Health Organization, by 2050 these infections are on track to become the leading cause of death with costs estimated to reach \$100 trillion world-wide.

The use of bacteriophages or "phages" (viruses that attack specific targeted bacteria) to treat bacterial infections dates back 100 years. In early clinical applications problems arose due to lack of knowledge concerning the bacterial host range for specific phage strains and methods to purify phage to reduce endotoxin levels. In 1941 the success of penicillin resulted in abandonment of phage as an antimicrobial. Today the US FDA believes that phage therapy represents our best hope at addressing the MDR crisis.

**Market:**

Addressable market for initial clinical indications in the US and EU market exceeds \$2 billion. Expansion of clinical indications and pathogens, in combination with projected market growth further expands the opportunity.

**Solution:**

APT's approach addresses past limitations of phage and has been developed to be commercially scalable for broad market adoption. The result is a rapidly deployable, cost effective treatment for otherwise recalcitrant infections. Our **PhageBank®** approach required breakthroughs in several areas including genomics, virus purification, automated phage-bacteria matching, and years of phage collection by the US Military. In 2017 APT secured worldwide exclusive rights to the PhageBank and related technologies and entered into a collaborative R&D agreement with the US Navy.

**Leadership:**

**Greg Merrill, CEO:** Founding CEO for three prior VC-backed fast growth health and medical product companies, including Immersion Medical (NASDAQ: IMMR). Recognized as a Regional Ernst & Young Entrepreneur of the Year ('07).

**Carl R. Merrill, MD, CAPT USPHS (ret), Chief Science Officer:** NIH Emeritus Scientist with 200+ scientific publications. Recipient of USPHS Distinguished Service Medal for "outstanding contributions to the health of the nation."

**Jesse Baumgold, PhD, COO:** Prior CEO, Receptor Biology - sold to Perkin Elmer Inc (NYSE: PKI). Prior CEO, Applied Cell Sciences - sold to ChanTest Corp.

**Michael Brownstein, MD, PhD – Chief Medical Officer:** Prior NIH Scientific Director. Prior Director of functional genomics, J. Craig Venter Institute. Co-founded several successful biotech companies.

**Industry:** Biotechnology

**Number of Employees:** 15

**Investors:** NYSE-listed Pharma (confidential), TEDCO, angels, management

**Amount of Financing Sought:** \$5,000,000 (\$4.2M closed. \$800K remain available as of 15 MARCH 2019)

**Use of Funds:** Complete Phase II clinical trail (a significant value inflection point). Operating capital.



Patient #1, Tom Patterson (left) critically ill with superbug *A baumannii* at UCSD Med Center, March 2016. Day of discharge (right), following PhageBank therapy.



### MANAGEMENT TEAM

Neal Koller – Chairman & CEO

President & CEO, Board of Directors for 6 life science businesses achieving milestones or exit; Sr. Exec. Wyeth Pharma

Steven Pentelink - President

P&G Sr. Exec. responsible for \$1B early-stage technology portfolio and global manager of \$750M Beauty Care Products

Gary Pekoe, PhD - Chief Scientific Officer

Director multiple pharma/biotech product development programs (eg Bactroban)  
Founded strategic regulatory / clinical company focused on early stage innovations

Jazmyne Mink - Scientific Researcher

Center Director, Ailie Wellness Center

### SCIENCE ADVISORY BOARD

William Eaglstein, MD

Chair in Wound Healing, U. of Miami

James Zalla, MD

Associate Clinical Professor of Dermatology  
U. of Cincinnati Medical Center

Founder, Dermatology Associates Florence KY

Prof. Dr. med. Joachim Drevs

Adj. Professor, U. Clinic Freiburg, Germany;  
Medical Director, Unifontis Clinic for  
Integrative Oncology, Sickte, Germany

Raza Aly, PhD, MPH

Professor Emeritus, Dermatology.  
Microbiology-Immunology, UCSF

Dennis P. West, PhD

Vincent W. Foglia Family Research Professor of  
Dermatology, Northwestern U.

David Hussong, PhD

Microbiology, FDA CDER  
Chair, USP Microbiology Expert Committee  
CTO, Eagle Analytic Services

### INDUSTRY

Life Science

Infectious Skin Disease, Skin Cancer

### CURRENT INVESTORS

Founders

### FUNDING TO DATE

Founders \$ 850,000

### FINANCING SOUGHT

Preferred Convertible Note: \$ 2.5 million

### USE OF PROCEEDS

\$ 550,000 Clinical

\$ 238,000 Regulatory

\$ 971,000 Formulation, packaging, testing

\$ 741,000 G&A (IP, acct, legal, salaries, cnslt)

### PROFESSIONAL SERVICES

Bank: PNC Bank

Law, IP Firm: Pepper Hamilton

Accounting: Molaro Accounting

### COMPANY DESCRIPTION

Alphyn Biologics (Alphyn) is a life science company with a patent-pending plant-derived technology platform that is initially **solving** two of the largest medical challenges to human kind - **infectious skin diseases, including drug resistant infections, & skin cancer** - with combined market potential of \$13 billion. Alphyn's technology platform provides a deep product pipeline beyond its 1<sup>st</sup> two products.

### PROBLEM

Initial market segments:

(1) MRSA Drug Resistant Infections

No new topical drug for MRSA drug resistant infection in 30 years, and, current drugs are becoming MRSA resistant – clear need for Alphyn's product

(2) Basal Cell Skin Cancer

All current topical drugs for basal cell skin cancer damage skin – Alphyn's product solves

### SOLUTION

Alphyn products work. Alphyn pilot human trials show treatment success:

- **Success treating MRSA drug resistant skin infections**
- **Success treating basal cell skin cancers**

### COMPETITIVE ADVANTAGES

MRSA Drug Resistant Skin Infections:

- **Alphyn eliminates competitor's problems**
  - No whole-body drug exposure
  - No side effects
  - No drug resistance
  - Faster wound healing

Basal Cell Skin Cancer

- **Alphyn eliminates competitor's problems:**
  - No pain
  - No redness
  - No scabbing
  - No scarring
  - No disfigurement
  - No permanent change in skin color
  - Reduction of surgery and tissue destruction technologies

Alphyn Plant-derived Platform Efficacy Advantages:

- Applied directly to diseased tissue
    - **Greater efficacy**
  - Multiple components
    - Multiple different ways to fight infection and cancer
- Improved efficacy  
Less resistance**

### REGULATORY PATH & ADVANTAGE

**Botanical drug & 505(b)(2) paths** which are advantageous because they allow **50% faster, 50% lower cost to reach regulatory approval.**

### MARKET OPPORTUNITY

Alphyn's initial target market is the Skin Infection Market reported at **\$8 billion** with **81 million patients** worldwide. First addressable segment is MRSA drug resistant skin infections estimated at **\$ 1.1 billion** with **2.8 million patients** and **157,000 deaths** worldwide each year.

Alphyn's second target market is the Skin Cancer Market estimated at **\$5 billion** with **25 million patients** worldwide. First addressable segment is Basal Cell Skin Cancer estimated at **\$2.6 billion** with **13 million patients** and **17,000 deaths** each year.

### PROTECTIONS

- 2 patent applications filed
  - Strong forward patent plan
- 10-year FDA exclusivity after approval
  - GAIN Act (Drugs for Infectious Disease)
- 5-year FDA exclusivity after approval
- Botanical drug generics protection
- Botanical drug supplier lock-up
- It works in humans

### COMPETITION

In the Infectious Skin Disease Market, since 1995, only 6 new drugs have been approved for the treatment of acute bacterial skin infection. Of these 6, only 1 is a topical (for a specific pediatric infection) with the rest being intravenous drugs of which 2 are also oral. Mupirocin (trade name Bactroban) is the major topical antibacterial drug and its approval is over 30 years ago. Mupirocin is now experiencing drug resistance. **Alphyn provides an important and needed new tool to fight bacterial skin infections.**

In the Skin Cancer Market, competition falls into three categories: (1) Surgery, (2) Skin destruction technologies which include burning, freezing and light technologies to destroy the skin cancer, and, (3) topical drugs which include 5-fluorouracil Cream, Imiquimod Cream, Diclofenac Gel and Chemical Peel. **All competitors have the problems outlined elsewhere which Alphyn overcomes.**

### MANAGEMENT, REVENUE & LIQUIDITY

**Alphyn's management team has multiple successes bringing new life science products through regulatory approvals to exit.** Alphyn's business model is to bring its drugs through Phase II clinical trial where exit is historically highest compared to investment.

### ACHIEVEMENTS

Alphyn achieved critical business milestones in a short period of time, significantly reducing risk and enhancing exit opportunity and value:

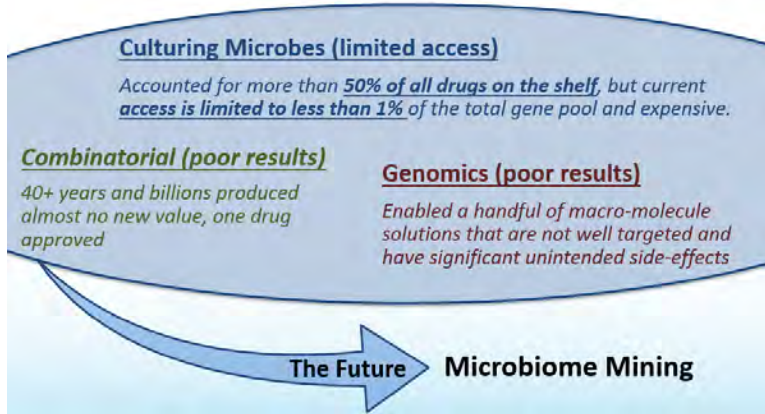
- 2 patent applications; Patent plan in place
- Successful basal cell skin cancer patients
- Successful MRSA patients
- Pepper Hamilton Seed Stage Company
- Started 35-patient skin cancer pilot



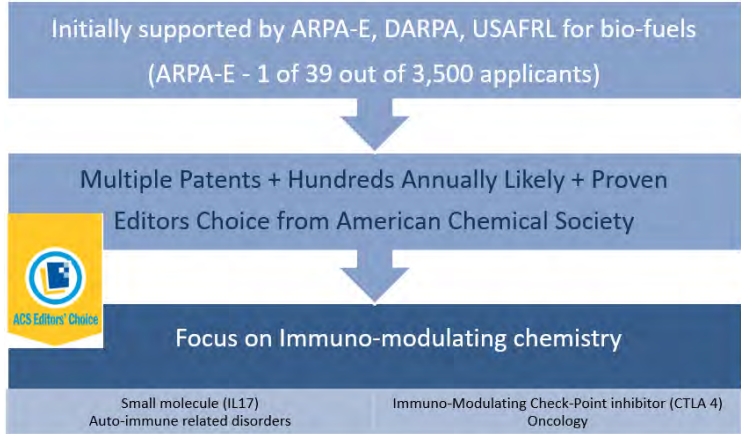
Biosortia Pharmaceuticals, Inc.      Headquarters: JLABS, 3210 Merryfield Row, Suite 5900-U, San Diego, CA 92121  
 Ross Youngs, CEO/Founder      Phone: office 614.636.4850 mobile 614.203.1060  
 Email: [ryoungs@biosortia.com](mailto:ryoungs@biosortia.com)      Web Site: [www.biosortia.com](http://www.biosortia.com)

ENABLING NEW, FASTER, & LESS EXPENSIVE DRUG DISCOVERY THROUGH THE NEXT GENERATION OF MICROBIOME ACCESS

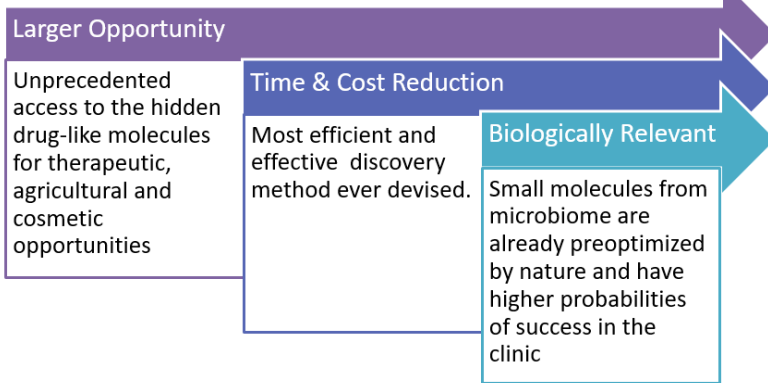
**Problem - Current Drug Discovery Approaches Are Failing  
 Driving Up Costs – with Limited New Products**



**New Solution – Validated – At Scale  
 Potentially 100% Access to Chemistry of Microbiome**



**New Microbiome Approach Has Dramatic Benefits**



**Big Market, Multiple \$100B Segments**



**Capital Requirements to Create Platform**

Strong Management Team, Board and Advisors



**\$20M Seed Funding**

- \$11 M Equity Capital (Private Investors)
- \$9 M Grants

**\$15M Series A**

- \$1.5M to create extensive microbiome library
- \$2.5M to advance current molecules toward clinical testing (IND)
- \$11M to establish large scale microbiome processing system
- Cash flow breakeven within 36 months

**Initial Customer & Partner Interest**

Established relationships with leading academic & clinical research organizations



Contracting with DHS for \$1M Services Agreement as well as licensing discussions with leading Agricultural leaders

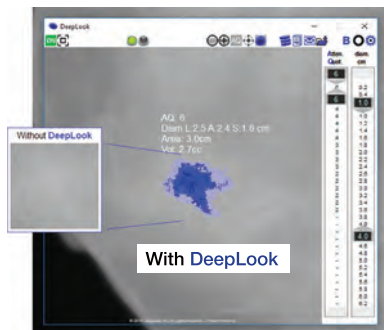
Financial Results, Projections (\$000) FYE MARCH	2018	2019	2020	2021	2022
REVENUE	0	0	800	10,500	25,000
PROFIT BEFORE TAX	-1,300	-1,200	-1,800	1,000	6,000



<b>Value Proposition</b>	
<p>CoAuthor is an education technology (EdTech) software company offering a tablet application that fosters dialogue between children with their parents and teachers through storytelling and conversation templates. This co-creation bonding and learning experience between children with adults enriches children's critical thinking skills and improves teaching methods while generating a personalized electronic book that makes them both proud.</p>	
<b>Investor Highlights</b>	<b>Quick Facts</b>
<p><b>Challenge &amp; Opportunity:</b> The EdTech software market does not focus on quality child-adult interaction products. Wouldn't it be fabulous if some EdTech company developed developmentally appropriate software products that gave voice to creative-thinking children and let them learn with their role-models?</p>	<p><b>Website:</b> www.coauthorapp.com</p> <p><b>Founded:</b> April 2019</p> <p><b>Corporate Status:</b> Delaware LLC</p> <p><b>Headquarters:</b> 2531 Q St, NW Suite 201 Washington, DC 20007 202-848-3288</p> <p><b>Industry/ Sub-Industry/ Domain/ Category:</b> Information Technology/ Education Technology (EdTech)/ Tutoring Software/ Children Tutoring Software Platform (Pre-K to Second Grade)</p> <p><b>Law Firm:</b> Taylor Law Firm</p> <p><b>Bank:</b> Silicon Valley Bank</p>
<p><b>Market Positioning:</b> The current <i>mission</i> of CoAuthor is to help children bond with their parents and teachers intellectually and emotionally, foster children's cognitive development, and deepen caregivers' understanding of the principles of early childhood learning using an affordable and jargon-free, tablet-based software tool. CoAuthor helps adults respond to children's questions and sentiments with research-based, educator-developed, real-time tips embedded in our storytelling and conversation templates, generating a personalized co-authored electronic book that makes them both proud. The long-term <i>vision</i> of CoAuthor is to incorporate artificial intelligence tools and third-party thought leadership branded content into our software to offer a more personalized experience. The revenue for our new tutoring software niche will be generated inside a large (\$3.5B) and growing <i>total addressable market (TAM)</i> according to Deloitte. <b>CAGR 12.75%</b>The <i>customers</i> of our software are parents and caregivers educating children from Pre-K to Second Grade. CoAuthor doesn't have any direct <i>competition</i>; our indirect competitors include companies that offer co-reading and co-writing programs without any real-time guidance for the adults co-creating with children.</p>	
<p><b>Solution Description:</b> Through our tablet-based software, we offer prompted dialogue and storytelling templates about socio-emotional, scientific, and philosophical topics that interest both children and adults. We offer real-time educators' developed tips for the adult co-authoring with the child.</p>	
<p><b>Leadership Team:</b> Marwa Abdelfattah (Founder &amp; CEO), Elizabeth Quinn (Education Advisor), Neil Kleinberg (Business Advisor), Aaron Chang (Technology Advisor).</p>	
<p><b>Traction:</b> We have 22K+ followers on social media. The product is currently in beta testing and has been endorsed by Harvard GSE and Warnock Social Innovation Fellow. We are in talks with thought leaders and book authors.</p>	
<p><b>Business Model:</b> Our revenue streams include: \$8 monthly subscription/parent (\$25 additional cost of print books), \$12/teacher.</p>	
<p><b>Financials:</b> CoAuthor has raised a \$100K pre-seed funding round from the Conscious Venture Lab and we are actively raising our seed round of \$550K. Our 5-year financial projections call for \$30M revenue and \$11.3M EBITDA.</p>	
<p><b>Exit Strategy:</b> CoAuthor is open to getting acquired by an EdTech company in a strategic M&amp;A transaction or by a financial services company (e.g., private equity firm aggregator) in a financial M&amp;A transaction.</p>	

# DeepLook Inc.

New Vision for Mammography



## Management:

Gregory Belanger – President  
& Co-founder

Ken Boulange – CEO/CTO & Co-founder

Steven Schwadron – COO & Co-founder

## Advisors:

Ty Vachon, MD – Radiology

Kathleen Harnden, MD – Clinical Trials

Lee Spangler, MD - Radiology

George Hunnewell - Financial

Don Alvarez – Medical Devices  
& Women's Health

## Strategic Partner/Investor:

INOVA Strategic Investments

## Financing Sought:

Total funding needed – \$3-5 M

Currently seeking Bridge loan of \$500K  
as a convertible note;

First \$250K has been raised

## Use of Proceeds:

Clinical trial, regulatory submission, patent  
submission & software documentation

## Exit Strategy:

Exit to service providers, imaging  
companies, or device companies

## Headquarters:

DeepLook Inc. is headquartered  
at the campus of INOVA Center for  
Personalized Health, 8095 Innovation  
Park Drive, Fairfax, VA 22031-4868.  
Software development offices are  
located in Discovery Bay, CA.

## Business Description:

DeepLook Inc. has developed proprietary image searching and analysis software – proven in the founders' other commercial applications – that provides a revolutionary new decision support tool to radiologists. This tool functions as a 2-D and 3-D digital magnifying glass to see through dense tissue and reveal underlying tumor data not visible to the eye. Integrated with the first ever cloud-based tumor morphology database, the DeepLook product can be installed easily on any medical monitor to give radiologists unprecedented diagnostic decision support, yielding better patient outcomes and lower costs.

## The Problem:

40 million women in the US have mammograms annually, but proper diagnosis is hindered in nearly half of the cases by dense breast tissue. This results in additional testing and anxiety for patients, as well as millions of unwarranted biopsies and surgeries. The consequences for health systems are billions in unnecessary spending, wasted resources, and missed diagnoses. 37 states have now passed legislation requiring density warnings on mammography reports. In February 2019, Congress directed the FDA to develop a national policy to address this issue. In March, the FDA proposed landmark changes to the 1992 Mammography Act.

## The DeepLook Solution:

DeepLook's image analysis software addresses the density challenge by revealing the underlying morphology hidden in mammograms. For the first time, radiologists can see beyond the density to measure the shape of tumors, highlighted in color by DeepLook, with key metrics displayed directly on the mammogram. This provides clear visual matches with tumors in the database, not just with probability scores. In addition to more informed decisions by radiologists, the product provides the ability to visually monitor tumor reduction over time in response to treatment. This offers a significant benefit to individual patients and to therapeutic clinical study populations. Reducing millions of callbacks, unnecessary biopsies, and avoidable surgeries could save Payers up to \$15 billion annually.

## Commercial Development:

DeepLook Inc. has received an initial investment from INOVA Strategic Investments through the INOVA Personalized Health Accelerator program. The company is planning a technology validation pilot in coordination with the Clinical Trial Office of the INOVA Schar Cancer Institute and is currently seeking funding for regulatory clearance and future commercialization. Revenue will be from software licenses, diagnostic report fees, and morphology monitoring services. Initial revenue is expected in Q4 2019 with scale-up in 2020 and a goal of reaching profitability in 2021.





Limit, Enhance, Motivate & Reward.

**Pitch**

The ENGAGED app is a business tool that removes distractions at work by motivating employees with rewards. We help businesses enhance, motivate and reward their employees!

**Problem/Opportunity**

Unwanted employee cell phone use is the #1 cause for distraction in the workplace. 28 million business owners in the US struggle to find a way to keep employees focused and motivated at work. Business productivity suffers because of this lack of focus causing the business to lose money and customers.

**Solution/Product**

ENGAGED provides the tools to limit and prevent the distractions, enhance the business performance and reward the employees for doing it! We enhance productivity, increase sales and better the customer experience in the business.

**Market**

Last year \$759 billion dollars were lost paying salaries to unproductive employees. There are more than 6 million franchise locations in the US that currently have no way to limit distractions at work and approximately 600,000 business located in Virginia are in need of an updated cell phone use policy. ENGAGED will target the largest industries that require the most employee focus and productivity, the retail and food and beverage industries. Initially making connections to franchise groups to leverage a quicker path to scalability.

**Competitive Advantage**

Our team, has insider knowledge! Our founders owned franchises and were part of the Global Franchising Group for 6 years. Thanks to these connections they were able to secure an 800 client waitlist and the opportunity to obtain 2,000 more clients within the organization. They have several direct contacts to business owners in the area.

**Team:**

Founders: Natalia Micheletti & Tim Hylton: 16 years experience owning a QSR at Global Franchising Group. Created concept and initial traction of ENGAGED. The VP of Sales: Graham Dun is an enterprise sales expert. Large network of mentors including Stuck in the Sand Accelerator.

EngagedTech LLC.  
Gainesville, VA  
703-626-9473  
[www.engaged-app.com](http://www.engaged-app.com)  
[engagedapp@gmail.com](mailto:engagedapp@gmail.com)

Increase Sales, Enhance Productivity and Better Customer Experience.
<b>Funding Requested</b> \$150,000
<b>Use of Funds</b> Working Capital \$40,000 Development \$35,000 Marketing/Advertising \$20,000 Legal \$15,000 Operations \$15,000 Prize Fund \$15,000 Office Space \$6,000 Miscellaneous \$4,000
<b>Business Model</b> Revenue model consists of a monthly recurring fee and an annual service fee. Our clients also sign yearly contracts to increase their LTV.
<b>Traction</b> Our beta test was completed in 3 locations for 3 months and demonstrated an 22% increase in productivity, 7-10% increase in sales, positive customer feedback and 100% user satisfaction with the rewards program. This test allowed us to secure our first 800 clients and over \$500,000 in revenue and continue to sign clients on to a waitlist for the service.

We want to help business owners. We've been there. We are passionate about making a difference in their lives.



**Radical Combustion Technologies, LLC**  
 Richard A. Thompson, Founder & CEO  
 1733 Wind Haven Way Vienna, VA 22182  
 Email: [rathompson@radcomtec.com](mailto:rathompson@radcomtec.com)  
 Phone: (703) 938-9362



May 2019

**Management:**

**Richard A. Thompson**, CEO, co-founder  
**Michael J. Manfredi**, VP R & D, co-founder  
**Charles N. Stolper**, CFO, co-founder  
 Plus others currently employed in gas industry  
**Industry:** Energy/clean-tech/industrial manufacturing  
**Number of Employees:** 3  
**Year Company Founded:** March 2012  
**Legal Structure:** LLC

**Advisors:**

**Jon Tice**, RCT Chief Technology Advisor;  
**Dr. Andrew Pouring**, RCT CTO (Emeritus); CEO & founder Sonex Research, Inc.,  
**Randy Raymer**, RCT co-founder; former senior field engineer at El Paso Gas (now Kinder Morgan)  
**Eric Thomas**, PE, former COO/CFO at PRCI and VP/Chief Engineer at Southern Natural Gas (now Kinder Morgan)  
**Randy Albert**, PE, shale gas subject matter expert; former President/COO at CONSOL Energy Gas Division  
**Mark Sucher**, Principal, Lyons & Sucher, a marketing and design firm  
**Clinton Key**, Principal, Key & Associates,  
**Addison Stark**, PhD., former DOE Fellow  
**Alan Dunn**, Esquire, International trade expert

**Legal:**

Corporate Counsel, Pillsbury Winthrop;  
**Steven L. Meltzer, Esquire**  
 Intellectual Property, Cooley, LLP; **Erik Milch, Esquire**  
 Counsel, **W. Thomas Parrott, III, Esquire**

**Financing to Date:** Founders' money, Friends & Family, Sweat Equity; total to-date \$1,175,000

**Financing Requirements:**

**Complete Current Bridge Round:** \$250,000 remaining  
**Timing:** 2-3Q2019  
**Seed 1 Round Size:** \$2.5 million, first closing at \$1,000,000  
**Timing:** 3Q2019  
**Seed 2 Round Size:** \$2.5 million  
**Timing:** 1Q2020  
**Series A Round Size:** \$5 to \$10.0 million  
**Timing:** 1Q2021  
**Use of Proceeds:** Commercialization of **RCTClean™** product

**Business Description:** RCT, through its majority-owned subsidiary RCTNG, is developing **RCTClean™**, a patented, **CleanTech**, field-installable, passive, retrofit kit solution that improves operating efficiencies and cuts pollutant emissions of stationary Internal Combustion Engines (ICEs) used along natural gas pipelines. Industry-sponsored validation testing will show **RCTClean™**:

- (1) Improves combustion stability (50-75%),
- (2) Reduces pollutant emissions (to near-zero),
- (3) Cuts O&M costs (20-30%),
- (4) Enables stable combustion on 'hot' natural gas mixtures,
- (5) Saves fuel (5-15%).

**Management:** Management & advisors cumulatively have 600 years of business experience; 250 in the natural gas pipeline industry. Two are former senior industry executives, two are gas-pipeline industry recognized engine, emissions & testing subject matter experts and one is a former DOE executive. Several on the team are seasoned entrepreneurs; CEO's career includes multiple shareholder returns of 10 to 25x. Collectively, team has 22 combustion-related patents with two in-process.

**Product:** **RCTClean™** is composed of three complementary technologies: Regenerative Heat-retaining Element (RHRE), Radical Chemicals Generator (RCG), and Advanced Fuel Mixing (AFM). **RCTClean™** is a passive, in-cylinder CleanTech layered solution that fundamentally changes ignition from thermal/spark initiation to chemical-decomposition ignition. It results in significantly reducing or, possibly, eliminating the NOx-producing flame front associated with spark ignition.

**Intellectual Property:** RCT's technology partner, Sonex Research, Inc., is a research laboratory for novel *in-cylinder* concepts in ICEs. Sonex has received an equity interest in RCTNG. Two U.S. patent applications covering RHRE and the RCG filed by Sonex issued in February 2017. RCT Patent Counsel further advises that these patents do not infringe any known, valid, third-party patents. **RCTClean™** technology is agnostic to fuel (liquid and gaseous) with applicability to other stationary and mobile market applications.

**Markets:** The first target market for **RCTClean™** is natural-gas-fueled, slow-speed, stationary engines used on the nation's 300,000 miles of natural gas *Interstate* pipelines. The *Interstate* segment is concentrated; 26 companies own about 6,000 Legacy engines cumulatively generating over 15 million HP. The total addressable market for **RCTClean™** at a 'placeholder' wholesale price of \$500 per HP is over \$7.5 billion. The *intrastate or Field ICE* segment presents a future opportunity because the smaller field engines used by the *intrastate* operators are often subject to state emissions regulations that require a cost-efficient solution. The addressable *intrastate* segment is approximately \$2 billion.

**Validation & Optimization Testing:** RCT will conduct optimization testing at Colorado State University's (CSU) Engines and Energy Conversion Laboratory (EEL) on a full-scale Cooper-Bessemer Legacy engine. This is the only test lab in the world for these large-bore engines. Testing is being sponsored and supported by several large Interstate gas companies and OEMs under the auspices of the Pipeline Research Council International (PRCI). CSU testing will be followed by operational field-acceptance. First sale will be late 2020.

**Financial Projections (Unaudited): (Dollars in thousands)**

	2019	2020	2021	2022	2023	2024	2025
REVENUE	0	1,1850	20,340	43,340	81,580	137,960	200,460
EBITDA	(1,559)	(2,460)	12,445	10,981	34,147	65,868	112,028

**Spine Align, LLC** 8 Market Place, Suite 300, Baltimore, MD, 21202

Contact: David Gullotti // Email: David@SpineAlignSurgical.com // Phone: (484)-424-5984 // Website: <https://spinealignsurgical.com>

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#### **Business Description:**

Spine Align, LLC is developing patent-pending technology to enable real-time, 3D measurements of a patient's spine during surgery. This first-of-its-kind, quantitative assessment takes only 10 seconds and provides up to an 80% reduction in radiation exposure compared to current X-ray technologies. Approximately 55,000 patients with spinal deformity seek improvement in their reduced quality of life through complex surgery each year in the US. Shockingly, 1 in 4 patients have to return for a repeat surgery and 1 in 3 will have broken implants after surgery. In addition, up to 68% of all patients remain malaligned after the initial surgery and therefore continue to endure greatly diminished quality of life as a result. Current product offerings rely heavily on X-ray images that provide qualitative assessments of 20% of the whole spine, and add up to 15 minutes to the operative time. By providing spine surgeons with patient-specific analyses of real-time progress compared to their planned alignment goals, this innovation stands to make a profound reduction in repeat surgeries.

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#### **Product/Market Fit:**

Through the NSF DC I-Corps program, our team received input from a diverse set of 115 spine surgeons across 95 institutions with varying levels of experience and operative caseloads. 83% of surgeons stated that the clinical target on which Spine Align focuses, is one of the most important, unmet needs within modern spine surgery. Despite several incremental product advancements over the past five years, 85% of surgeons emphasized that the current offerings do not provide an adequate solution for intraoperative measurements of spinal alignment. In addition, 75% of key opinion leaders stated that every spinal fusion (500,000 annual surgeries in US) will begin requiring a spinal alignment assessment.

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#### **Commercialization Plan:**

**Regulatory strategy:** Class II 510(k) device with a clear predicate (K133444) and testing pathway that only requires benchtop and cadaveric validation. We anticipate an FDA 510(k) submission in Q1 2020 and clearance in Q4 of 2020.

**IP strategy:** Spine Align has invented a synergistic platform of products within spine surgery and receives official legal counsel from patent attorneys at Greenberg Traurig, LLP. Spine Align exclusively owns the IP and has filed extensive non-provisional and continuation-in-part patent applications. International patent filings in Europe, China, India, and Canada will begin in Q4 2019.

**Pricing strategy:** \$1,500 per case disposable. Annual software platform included in pricing. Separate software training and maintenance fees will vary according to number of operating rooms per hospital. COGS is approximately \$800. Reducing the revision rate by 50%, especially for < 30-day reoperations when hospitals have to pay for the entire cost without reimbursement, as well as reduction in operative time and utilization of an unused CPT code for surgical navigation, will justify the cost of the Spine Align platform.

**M&A strategy:** We anticipate pre-sales exit opportunities between \$15-35M following FDA clearance of the flagship system. This estimate is based on growth projections for the deformity market and several comparable, early-stage acquisitions in the spine surgical device space in the past few years. For example, LessRay, a low-dose X-ray system for spinal surgery, was acquired pre-sales as an early-stage prototype for \$34M in 2016. KB Medical, a software platform for image-guidance robotics was acquired pre-sales, post-CE-mark for \$31M in 2017. Surgimap, a preoperative surgical planning software for spinal deformity surgeons, was acquired for \$15M in 2018.

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#### **Management:**

##### **Co-Founder: David Gullotti, MSE**

David holds an undergraduate degree in physics, has years of experience working within the University of Pennsylvania bioengineering department, a master's degree in biomedical engineering from the Johns Hopkins' Center for Bioengineering Innovation and Design, and will receive his M.D. from Johns Hopkins University in May 2019. He has experience designing and licensing medical devices.

##### **Co-Founder: Amir Soltanianzadeh, MSE**

Amir has developed a portfolio of healthcare innovations spanning computer vision, rapid prototyping, and small-scale manufacturing. He holds a master's degree in biomedical engineering and has co-invented a series of devices with David for therapeutic endoscopy, which has led to two licensed technologies to Boston Scientific.

##### **Co-Founder & Clinical Innovations Director: Nicholas Theodore, MD, MS**

As the Chief of Spine Surgery at Johns Hopkins Hospital, Dr. Theodore is an accomplished surgeon, inventor, and entrepreneur. He co-founded Excelsius Surgical, which was acquired in 2014 by Globus Medical, an industry leader in spinal surgery robotics. Dr. Theodore then performed the first image-guided robotic spine surgery in the world with his own invention at Johns Hopkins in 2018.

##### **Clinical Research Director: Daniel Sciubba, MD**

Dr. Sciubba is a world-renowned spine surgeon and is the Director of Spinal Deformity Surgery and Research at Johns Hopkins Hospital. As a co-author of over 300 peer-reviewed research publications, and consistently a keynote speaker at international spine surgery conferences, Dr. Sciubba's serves as a key opinion leader within the field.

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#### **Market Strategy:**

The **beachhead market** is spinal deformity surgeries in the US, totaling 55,000 cases/yr. With the growing elderly population, this market has exhibited a CAGR of 10% since 2003. The **serviceable addressable market** (SAM) includes all spinal fusion surgeries, totaling 500k cases/yr. With initial pricing strategies, this SAM equates to \$750M per year in the US. The **total addressable market** (TAM) expands to include total knee replacements (680,000/yr), total hip replacements (370,000/yr), and spinal trauma (18,000/yr), equating to \$2B/yr in the US, and \$4B globally. By leveraging the close community of spinal deformity surgeons, 30% penetration of our beachhead market is projected within two years post-FDA clearance, leading to an estimated early revenue of \$25M. By 6 years post-clearance, the projected 30% penetration into the SAM will generate an annual revenue of \$225M.

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#### **Funds Raised:**

**Total non-dilutive funding to-date:** \$577,000 (includes NSF SBIR Phase 1 - \$225k and Founder Bootstrapping - \$180k)

**In-kind support:** Autodesk Technology Impact Program (software: \$30k); Solidworks Entrepreneurship Program (CAD software: \$20k)

**Current Seed Round Targets:** Raising \$1M for reaching FDA 510(k) clearance milestone by Q4 2020



## EXECUTIVE SUMMARY

### CONTACT INFORMATION

TrueAlgae, Inc.  
13615 Bare Island Drive  
Chantilly, VA 20151  
[www.truealgae.com](http://www.truealgae.com)  
[njackson@truealgae.com](mailto:njackson@truealgae.com)  
(202) 213-9261

### FINANCIAL INFORMATION

Sales to date: \$150K  
Contracts for 2019: \$600K  
Previous capital: \$650K  
Capital seeking: \$500K

### USE OF FUNDS

To scale up production, field tests and expand IP protection  
30% Expanding production  
25% Field/academic tests  
25% Marketing/Sales  
20% Legal/IP protection

### MANAGEMENT TEAM

CEO: Nathaniel Jackson, 25 years advising, investing in, lending to growth businesses

CTO: Yong Woo Park, holder of multiple patents. Co-developed micro-algae production technology over a period of 8 years.

CGO: Taka Kamezawa, CFA with global investment experience and connections

CMO: Jason Ahn, MBA experienced in high ticket B2B sales

### ADVISORS

Richard Henry: Lead agribusiness specialist experience with IFC

Daichi Nozaki: VP, Global Business Strategy, Softbank

### VALUE PROPOSITION

TrueAlgae manufactures medical grade algae that we sell directly to large farms as an organic bio-fertilizer, primarily for high margin fruits and vegetables. Our patent pending closed-loop system production process is highly efficient: 50% of the algae can be harvested each day with gross margins of 95%. We have built a highly modular 3.6 metric ton plant in Florida that is producing 4,400 gallons (market value of \$120K) a month. We already have four paying clients with \$150K sales to date plus eight additional farms taking field tests. Initial field tests of 5 crops in Florida indicated yield gains ranging from 20-50%, plus improved sweetness (Brix ratings), reduced spoilage and increased shelf life of the fruits and vegetables.

### PROBLEM/OPPORTUNITY

\$50 billion organic market in USA in 2017, about 5% of the total food market but growing at 13% p.a. with profits 35% higher than traditional farms. All farms (not just organic) face several problems: 30-40% of foods are spoiled during transportation and high disease rates due to nematodes and fungi pathogens. Global organic fertilizer market is roughly \$10 billion, projected to grow 13.7% per annum through 2024.

### SOLUTION/PRODUCT

The application of Chlopiia-P (our algae bio-fertilizer product) is a proven, highly effective soil amendment. Using its proprietary production technology, TrueAlgae can cheaply manufacture Chlopiia-P that can be added to normal irrigation processes, typically diluted 250x in water. For all farms (not just organic), Chlopiia-P addresses several key problems by increasing yields per acre, reducing spoilage, increasing shelf life, and reducing toxic runoffs and nitrous oxides (GHGs.)

### TARGET CUSTOMERS/TOTAL ADDRESSABLE MARKET (TAM)

The initial beachhead market focus is Florida farms, the third largest fruit producing state, with \$2.2 billion in production in 2017. The next cluster of farm markets to address is California (\$8 billion), where we are already conducting field tests. Initial crop focus will be on high margin and perishable products such as strawberries, blueberries, raspberries, grapes, apples, peppers, etc.

### COMPETITORS/ COMPETITIVE ADVANTAGE

Direct algae biofertilizer competitors include Heliae in the US and Algae.Tec in Australia. In side by side field tests with Heliae, TrueAlgae's Chlopiia-P scored higher yield/acre, higher Brix (sugar content) and longer shelf life.

### EXECUTION PLAN/GO TO MARKET STRATEGY

B2B sales with our production facilities as close as possible to clusters of large farms, thereby minimizing costly transportation costs. We make direct sales of season-long contracts to large (100 acre minimum) farms. Customer Acquisition Cost of \$5K vs. Lifetime Value of Customer (assuming five seasons and 100 acres) of \$125K. As demand grows, we plan to build 50 metric ton plants in Florida and California.

Projections (\$M)	2019	2020	2021	2022	2023
Revenue	\$0.8	\$2.5	\$6.0	\$12.0	\$24.0
EBITDA	(\$0.1)	\$0.4	\$1.0	\$2.4	\$5.2



## LEAPING INTO XTREME REALITY (XR)

What Is XR? Extended or Extreme Reality (XR) refers to all real-and-virtual environments generated by computer graphics and wearables. The 'X' in XR is simply a variable that can stand for any letter. XR is the umbrella category that covers all the various forms of computer-altered reality, including: Augmented Reality (AR), Mixed Reality (MR), Virtual Reality (VR) and Artificial Intelligence (AI).

## DESIGNED TO MAKE LIFE EASIER

XR Technology is a products and solutions company operating in the domains of frontier technologies such as Augmented Reality, Virtual Reality, Mixed Reality, Artificial intelligence, Internet of Things (IoT) and Haptics. A world where technology is no longer limited to anything inhabits the space around us, transcending limitations that restrict humanity from taking complete advantage of technology. Frontier Technologies will change the worlds business and social existence just as the introduction of the PC and ATM.

At XR Technology, we adopt a well-balanced set of technologies to create prodigious solutions that will make you stand out from the crowd. Healthcare, Gaming, Education, Enterprises, etc. are some of the dominant sectors XR Technology has succeeded, and we promise next-generation digital and physical experiences for world-class brands to create unforgettable moments of connection between people and organization. XR Technology has experience in various technologies including 3D Animations, Stereoscopic imaging, Simulation Games and Motion Capturing Systems (MOCAP).

Our extensive experience is put to good use, ensuring that our clients have the highest-value technical solution for their business challenge. We also provide VR Training Solutions, VR Medical Training Stimulator with haptics and much more to improve profit and productivity.

Our team hails from diverse discipline to dynamic and active creative engineers and developers. Our integrated team focuses on innovative approaches to existing challenges and ensures seamless interplay between digital and real-world elements.

Our intent is to further the activity of our product and services into the North American market to include corporate, government, university and private industry customers as well as partnerships for our current solution offerings and future development and product builds.







## THE HOWARD HUGHES CORPORATION

The Howard Hughes Corporation owns, manages and develops commercial, residential and mixed-use real estate throughout the U.S. Its award-winning assets include the country's preeminent portfolio of master planned communities, as well as operating properties and development opportunities including: The Seaport District in New York; Columbia, Maryland; The Woodlands., The Woodlands Hills, and Bridgeland. in the Greater Houston, Texas area; Summerlin., Las Vegas; and Ward Village. in Honolulu, Hawaii. The Howard Hughes Corporation's portfolio is strategically positioned to meet and accelerate development based on market demand, resulting in one of the strongest real estate platforms in the country. Dedicated to innovative placemaking, the company is recognized for its ongoing commitment to design excellence and to the cultural life of its communities. The Howard Hughes Corporation is traded on the New York Stock Exchange as HHC. For additional information visit [www.howardhughes.com](http://www.howardhughes.com).

## ABOUT DOWNTOWN COLUMBIA

A development of The Howard Hughes Corporation, Downtown Columbia is located at the center of Columbia, MD, one of the first master planned communities in the U.S. founded by legendary developer James W. Rouse in 1967. Conveniently located between Washington, DC and Baltimore, Columbia is comprised of 14,000 acres including ten completed residential villages and a deep pipeline of commercial development opportunities within its Downtown. At full buildout, the redevelopment of Downtown Columbia will include three new and reconfigured neighborhoods—Merriweather District, Lakefront District and Central District—and feature more than 14 million square feet of mixed-use development comprised of 4.3 million square feet of commercial office space, 1.25 million square feet of street retail, 6,244 residential units, and 640 hotel rooms, as well as cultural and civic spaces including public parks, trails and more. The underdeveloped core of Columbia became the subject of an extensive five-year process that culminated with the passage by the Howard County government of the Downtown Columbia Plan in 2010, a guide to creating a vital area in which residents can live, shop, work, entertain, and enjoy cultural opportunities in an enriched natural setting. More information is available at [www.merriweatherdistrict.com](http://www.merriweatherdistrict.com).



## GREG FITCHITT, PRESIDENT, COLUMBIA, THE HOWARD HUGHES CORPORATION

Greg Fitchitt is President of Columbia for The Howard Hughes Corporation, leading the development efforts for the 14-million-square-foot, mixed-use plan to transform Downtown Columbia into the Center of Culture and Commerce for central Maryland. Mr. Fitchitt has over 20 years of real estate experience including development, planning, entitlements, community and government relations, leasing, and design and construction management. Mr. Fitchitt led the efforts resulting in the Howard County Council's approval in 2016 of a \$90 million TIF for public infrastructure and a comprehensive plan for affordable housing in Downtown Columbia, and most recently secured approval of an additional million square feet of development in Downtown Columbia's Lakefront district. Before joining HHC in 2013, Mr. Fitchitt completed nine shopping center redevelopments in Washington State and Southern California. Mr. Fitchitt led the development of Westfield UTC in La Jolla, CA, obtaining entitlements for a \$1.0 billion LEED-ND Gold mixed-use revitalization and completing the \$180 million first phase in 2012. Together the Westfield projects completed under his direction represented over \$500 million in investment. Mr. Fitchitt holds a M.B.A. from UCLA and a B.A. in Philosophy from Pomona College. Mr. Fitchitt chairs the Downtown Columbia Partnership board and serves on the Greater Baltimore Committee Board of Directors, the Howard County Chamber Board of Directors, and the ULI Transit Oriented Development Council for the ULI Baltimore and Washington District Councils. He also previously served for ten years on the boards of non-profit affordable housing developers in California.



## 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](http://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



# OUR PARTNERS

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](mailto:amillin@shulmanrogers.com).



## 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.

## NFP @NFP

NFP is a leading insurance broker and consultant that cares deeply about our employees' and clients' well-being. We're honest, hardworking, dedicated professionals who love what we do and strive to lead by example. But what truly defines us is that for us, business is personal.

At the end of the day, our vision isn't a financial metric or a top 10 list. It's that when you hear "NFP," you think of a world-class company that's authentic, genuine and real. One whose expertise and scale are only matched by its passion for building lifelong personal relationships.

## RICHARD DIPIPPO, PARTNER, NFP

Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action. Rich believes in a holistic approach to planning and works with many local attorneys, CPAs, and wealth management advisors to guide clients through the planning process. Rich is a 1979 graduate of The George Washington University. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach. Rich joined New York Life in 1985 as an agent and became a member of the NYL Chairman's Council, representing the top 1% of all agents his last 11 years with the company. He was also chosen for the company's Agents Advisory Council and served as the Chairman of the Life and Long-Term Care Committee. In 1998, Rich formed RCD and Associates, a full-service insurance and planning firm. RCD then merged with The Meltzer Group in 2008. Rich and his wife Molly reside in Silver Spring, Maryland, along with their daughter Carmen. He is an active supporter of GWU athletics, and he enjoys golf, and coaching his daughter's basketball and softball teams. Rich has been a member of the Washington Wrestling Officials Association since the early 90s, officiating county, regional, and state tournaments.





## CBRE @CBRE

CBRE is the world's largest commercial real estate services firm. It is based in Los Angeles and operates more than 450 offices worldwide and has clients in over 100 countries. Some core services include: Occupier Services, Workplace Strategies, Lease Audit, Facilities Services, Capital Markets, Brokerage Services. CBRE's Occupier Services group currently serves the entire spectrum of companies needing to lease space. Whether managing the corporate leases of the Fortune 500 or the early to mid-stage growth companies, CBRE has the experience to navigate any commercial real estate issue you face.



## GREG CARPENTIER, CBRE

A native Washingtonian, Greg has enjoyed a career in commercial real estate since graduating with a BS from Virginia Tech in 2011. Upon joining CBRE in 2015, he became a member of one of Northern Virginia's most successful multi-disciplinary leasing teams.

Greg finds value for his clients by developing creative strategies through a meticulously detailed approach focused on leveraging market fundamentals and identifying emerging trends. His experience in the industry and extensive exposure to a variety of transactions provides him with a dynamic skillset where both investors and occupiers can benefit from his expertise. Greg is a member of the Occupier Services Group and is based out of CBRE's Tysons Corner office. His leadership, creativity and experience has helped numerous clients successfully manage their commercial space needs across the Washington DC region.

## 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.



# OUR PARTNERS

## 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.

## 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. Society of CPAs.

## 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](http://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



## 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.



## 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.

## THE INFLUENCER COLLECTIVE

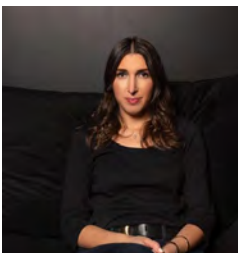
The Influencer Collective is a digital-first agency that specializes in leveraging next-gen digital marketing tactics to help companies increase their bottom line.

## JENNIFER SHERMAN, FOUNDER & CHIEF STRATEGIST

By pursuing her passions through her creativity and a digital-first mindset, Jenn Sherman founded The Influencer Collective. An agency that specializes in building the influence of thought leaders, executives, and small to mid-sized organizations through next generation digital marketing. Jenn's bread and butter lies within the business-to-business, business-to-consumer, technology and non-for-profit space. She has led integrated marketing and digital media programs to help companies increase their overall bottom line.

The Influencer Collective was established in 2017 to pursue Jenn's mission to educate businesses on how to embrace digital transformation and leverage social media to break through the noise and maximize their visibility online.

Jenn is the host of "A Dose of Your Future" - a podcast focused on creating a community of influencers who have a social impact driven mission to help fuel the global economy and to empower the next generation of our workforce.





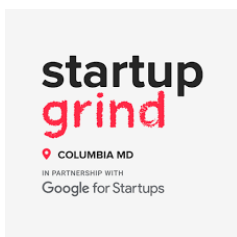
## THE BALTIMORE ANGELS

**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.

KEIRETSU



FORUM

## ANNUAL WHARTON DC INNOVATION SUMMIT

The 4th Annual Wharton DC Innovation Summit 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 becoming 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.



## ATTENDEES

SPEAKERS			
First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.
Andrew	Hermalyn	President	2U, Inc.
Jim	Dinegar	Director, Business in the Capital	Kogod School of Business, American University
Philip	Jung	Investment Associate	Maryland Venture Fund
Brian	Le Gette	CEO	ZeroChroma
Julie	Lenzer	Chief Innovation Officer	University of Maryland
Liz	Sara	CEO	Best Marketing
PRESENTERS			
First	Last	Title	Company
<b>Adaptive Phage Therapeutics</b>			
Greg	Merril	CEO	Adaptive Phage Therapeutics
Jesse	Baumgold	COO	Adaptive Phage Therapeutics
Greg	Doll	VP	Brandywine Pharmaceuticals. LLC
Greg	Schuster	Operations Manager	Brandywine Pharmaceuticals. LLC
Brian	Anderson	Marketing Manager	Brandywine Pharmaceuticals. LLC
Kevin	Anderson	CEO	Marinelli LLC
<b>Alphyn Biologics</b>			
Neal	Koller	Chairman & CEO	Alphyn Biologics
Lori	Kavle	Founder	BDM Collective
Douglass	Goldstein	President	9zest, Inc.
<b>Biosortia Pharmaceuticals</b>			
Ross	Youngs	CEO & Founder	Biosortia Pharmaceuticals, Inc.
<b>CoAuthor, Inc.</b>			
Marwa	Abdelfattah	Founder & CEO	CoAuthor, Inc.
Nadine	Rafla	Placement Specialist Simmons University	2U
Ahmed	Hasson	Research Associate & Scientific Project Mgr	Johns Hopkins Bloomberg School of Medicine
<b>DeepLook</b>			
Gregory	Belanger	President	DeepLook
Steven	Schwadron	COO	DeepLook
<b>ENGAGED</b>			
Natalia	Micheletti	Founder	ENGAGED
Tim	Hylton	Co-Founder	ENGAGED
Adolfo	Maldonado	Pitch Deck Specialist	ENGAGED
Diego	Cendejas	Technical Consultant	ENGAGED
<b>Radical Combustion Technologies, LLC</b>			
Richard	Thompson	Founder & CEO	Radical Combustion Technologies, LLC
Mike	Manfredi	VP R&D	Radical Combustion Technologies, LLC
<b>Spine Align</b>			
David	Gullotti, MSE	Co-Founder	Spine Align
Amir	Soltanianzadeh	Co-Founder	Spine Align
<b>TrueAlgae</b>			
Nathaniel	Jackson	CEO	TrueAlgae
Taka	Kamezawa	Chief Growth Officer	TrueAlgae
Jason	Ahn	VP Marketing	TrueAlgae
<b>XR Technica</b>			
Nate	Jenkins	President & CEO	XR Technology, Inc.
Greg	McPhail	COO	XR Technology, Inc.
Pramod	Nalla	CIO	XR Technology, Inc.
Chris	Moore	Chief Marketing Officer	XR Technology, Inc.
ATTENDEES			
First	Last	Title	Company
Ibrahim	Alhaidari	COO & Co-Founder	Stuck In The Sand
Irfan	Ali	Executive Chairman	Technology Rivers
Walt	Anderson	Managing Director	Avealto Ltd.
Enoch	Antwi	CEO	Dnar
Wasim	Ashshowwaf	CEO & Co-Founder	Stuck In The Sand
Darrin	Auito	Partner	HEA Law



First	Last	Title	Company
Larry	Austin	Director	Starwalker LLC
Brendan	Babbington	Cloud Customer Team-Strategic Accounts	Google
Jimmy	Bahr	Associate	CBRE
Daniel	Balkin	VP & Director of Marketing and Commerce	Tower Federal Credit Union
Laura	Baracaldo	Business Development Consultant	
Michael	Barnett	CEO	InGo
Phil	Barto	Student	College of William & Mary
Will	Baugher	Development Director	Howard Hughes Corporation
Erich	Baumgartner	AVP - Phantom	Splunk Sales
Jay	Beam	Managing Director	Adasel Global Partners
Shashi	Bellamkonda	Chief Marketing Officer	Surefire Local
Everett	Bellamy	Executive VP & General Counsel	Thread Bioscience Inc.
Kurt	Benkstein	Co-Founder	Hazard Warning & Health Monitoring System
Selma	Bennis	Startup Fellow	Stuck In The Sand
Andrew	Berkowitz	Founder	Global Startup Media
Carleigh	Berryman	Founder	Viva Vita
Ian	Bidwell	Student	College of William & Mary
Guillermo	Birmingham	Partner	B2B CFO
David	Black	COO	BetterMynd
Shelly	Blake-Plock	President & CEO	Yet Analytics, Inc.
Matthew	Boehm	CEO	PrefTech
Yuval	Boger	Chief Marketing Officer	Wi-Charge
Hal	Boles	Senior Advisor	DH Partners
Dominic	Boles	Managing Member	DH Partners
Jeanie Kim	Boles	Research Analyst	Global Solar Solutions
Kathie	Brady	CEO	Frederick Innovative Technology Center
Garth	Brantley	Founder	Pilon
Austen	Brower	MBA & DC organizer of 1Million Cups	Georgetown University
Katie	Brown	Membership Services Coordinator	MD Tech Council, Venture Mentoring Services
Marc	Burchman	Advisor	Happy Mobility Inc.
Debra	Cancro	Founder & CEO	VoiceVibes, Inc.
Alison	Cardy	Coach	TABWJ
Nicole	Carter	VP University Growth	2U
Frantz	Casseus	Managing Director	Trafalgar Capital Partners
Jonathan	Chashper	CEO & Founder	WolfPack Systems, Inc
Karen	Cherry	VP, Office Leasing	Howard Hughes Corporation
Rob	Choisser	President & CEO	Choisser Import Auto Services
Geetanjali	Choori	CEO & Co-Founder	Energy Guru®
Michael	Cohen	Managing Director	Suitless Inc.
Susan	Coots	Financial Services Professional	New York Life Insurance Company
Christine	Copple	CEO	Starise Ventures
Al	Copple		
Giavanna	Corazza	Co-Founder	Mobility Innovators
Judy	Costello	Managing Director, Economic Development	BioHealth Innovation, Inc.
Marjie	Cota	VP Strategic Partnerships & Market Development	Harbor Designs & Manufacturing
David	Cross	Asstant Director, Venture Creation	Towson University
Bill	Crowell	Partner	Alsop Louie Partners
Tom	Dann	Managing Director	Castlehaven Advisors
Randy	Davis	CEO	DynAgility
Kimberly	Davis	Founder	LACH
Dennis	Defensor	President	Defensor Dynamics
Saurabh	Dharia	Founder & CEO	marGenius
Sam	Diener	Operations	Baltimore Angels
Russ	Dinardi	General Manager	2U
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Robb	Doub	General Partner	New Markets Venture Partners
Mark	Dumas	Managing Director and Founder	Riverbend Capital
Amy	Dunn	Business Development Manager	Ryan & Wetmore, PC
Tarek	El-Ghazawi	Co-Founder	The Reconfigurable Optical Computer
John	Estafanous	CEO & Founder	RallyBright
Ron	Everett	Managing Partner	Business Valuation Center
Herb	Ezrin	CEO, President, and Financial Consultant	Potomac Business Group
Mary	Feng	Managing Member	XL Investments
Ken	Fischer	CEO	Atigro
Greg	Fitchitt	President, Columbia	Howard Hughes Corporation
Clare	Flannery	Director, PR & Media Strategy MDB Communications	The 2030 Group
Jed	Fochtman	President	Capital Advisors LLC
Molly	Forman	Senior Manager External Communications & Content	2U
Marc	Freedman	CEO	Expense To Profit

First	Last	Title	Company
Lisa	Friedlander	Business Development Manager	NEXT, Powered by Shulman Rogers
Bruce	Fries	President	TeamCom, Inc.
Russell	Fugett	President	Good Word Digital
Quiana	Gainey	CEO	ST360
Danielle	Gallo	Senior Manager	Ryan & Wetmore, PC
Brian	Galvin	Founder	CuriPow
Joyonna	Gamble-George	Co-Founder & COO	SCIX
David	Giannini	CEO	Cirrusworks
Todd	Gibby	Managing Partner	Lock8 Partners
Rick	Gilchrist	Chief Development Officer	Aurelius Data
Glenn	Giles	CEO	Pram Solutions
Melissa	Gomez	Consultant	Consultant
Aaron	Goodman	Co-Founder & CEO	Petra Power
Mark	Grant	Mentor	MD Tech Council, Venture Mentoring Services
Travis	Gray	Founder	Food Chain
Darrell	Green	President	Darrell Green Enterprises
Matthew	Grieb	Financial Advisor	Raymond James
Mike	Griffin	Founder	Spring Pond Partners
Eric	Grimes	Student	College of William & Mary
Ben	Grimley	Co-Founder & CEO	Speak Agent
Ewa	Grzybowska	Principal	Exprentis, Inc.
David	Gullotti	Co-Founder & CEO	Spine Align, LLC
Fred	Gumbinner	Managing Partner	G2 GEM Finance
Mark	Haas	Board Chair & Co-Founder	Association for Enterprise Growth
Brian	Han	Sr. Manager, International Investment	Korea Trade-Investment Promotion Agency
Pengyi	Han, CFA	Independent Investment Manager	
Ken	Harvey	President	JAKA Consulting Group
Wesley	Hauck	VP Placement	2U
Chris	Haug	Founder & CEO	Startup Grind
Franz	Henggeler	Director	Evergreen Advisors
Yusuf	Henriques	Founder & CEO	TruGenomix
Teresa	Hodge	Founder & CEO	R3Score
John	Holaday	Chairman & CEO	DisposeRX Inc.
George	Hondros	Director Business Development	BDO USA, LLP
Henry	Hunter	Founder	Incidr
Jennie	Hunter-Cevera	CEO	Hunter-Cevera & Associates
Timm	Hwang	MBA Candidate	Georgetown University
Gloria	Jacobovitz	Investor	Baltimore Angels
Jerry	Jasinowski	Business Consultant	
Stephen	Jefferson	Founder	Bloom
Gene	Johnson	Owner	GMS
JaLisa	Johnson	CEO/Founder	V-ETs
John	Jolly	President & CEO	Syncurity
Woodrow	Jones	Co-Founder	TaDaah, LLC
Jiemin	Jordan	CEO	Decisive Investments
Ashley	Judah	Legislative Aide	National Women's Business Council
Venroy	July	Principal	Miles & Stockbridge
Kash	Kabaria	COO and Co-Founder	marGenius
Karen	Kalantizis	Mentor	MD Tech Council, Venture Mentoring Services
Joan	Kanner	Mentee	MD Tech Council, Venture Mentoring Services
Engin	Kayraklioglu	Co-Founder	The Reconfigurable Optical Computer
Carma	Khatib	Marketing Manager	OneVim
Neil	Kleinberg	Founder & CEO	DiliVer
Steven	Kubisen	Managing Director, Technology Commercialization Office	George Washington University
Michael	Labriola	Partner	Wilson Sonsini Goodrich & Rosati PC
Jamie	Latham	Assistant Marketing Manager	Howard Hughes Corporation
Jonathan	Lau	Co-Founder	Mobility Innovators
Tony	Lau	Senior Advisor	Fintech4good
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Kathleen	Lee	President	Lee Media Strategies
HM	Lee	President	Happy Mobility Inc.
Edith	Leiva	Co-Founder	Dulceology
Gabby	Levet	Co-Founder	District Connect
Greg	Lewin	Co-Founder	Canduit
Gareth	Lewis	Founder & CEO	Sekoyia
Bill	Liguori	Founding Partner	Leadership Capital Group
Xiaonao	Liu	CEO	Nanobiofab
Edita	Lobaciu	Global Community Lead	MINDSPACE
Glenn	Longacre	CEO	Emotifact Inc.
Michael	Lovett	CEO	Vagabond

First	Last	Title	Company
Jet	Lu	Deputy Chief Information Officer	City of Baltimore
Pam	Lubel	VP Membership & Strategic Programming	MD Tech Council, Venture Mentoring Services
Matthew	Lumb	Founder	Switching-free - DC Voltage Conversion
John	Lundgren	CEO	Breachbits
Jackie	Luo	Private Investor	
Evan	Lutz	CEO	Hungry Harvest
Tate	Magner	Tenant Representation	Jones Lang LaSalle
Iu Tong	Mak	Co-Founder	Aprepitant
Bob	Manavi	Founder	B2Bid
Ghazenfer	Mansoor	Founder & CEO	Technology Rivers
Kaveri	Marathe	Founder	Texiles
Steve	Mariotti	Founder	Network for Teaching Entrepreneurship
Rob	Mason	President	Pro Sports Outlook
Josh	Massey	COO	Ortus Academy
Lynn	Mayo	CEO	RePicture Engineering
Tom	McCabe	Owner	McCabe Technologies
Keith	McGuire	COO	Sun City SmartTech
Jeannine	Melican	President, Founder	Data Yield, LLC
Cindy	Mesmer	Business Development Manager	Payroll Network
Ed	Miles	Principal Investment Officer	Carolina Seed Investors
Anthony	Millin	Partner	NEXT, Powered by Shulman Rogers
Konstantin	Mitic	Advisor	Takin' It Easy
Cassandra	Monk	VP, Business Development	Technology Contract Staffing
Peggy	Montgomery	VP	Merrill Lynch
Ron	Morgan	Chairman & Co-Founder	MorganFranklin Consulting
Mary	Motch	Student	College of William & Mary
Sean	Mulcahy	Head of Business Development	Mindgrub
Nakul	Munjhal	CEO	Status Identity
Dan	Myers	Managing Director	Lighthouse Labs
Daya	Naef	Owner	The Success Partner
Charles	Nahabedian	CEO	VideoKall, Inc.
Silvana	Nani	Management & IT Advisor	Korabi Consulting
Rajan	Natarajan	CEO	Global Alliant Inc.
Laura	Neuman	Entrepreneur	
Ed	Novak	President	Nova Ventures
Anthony	Nunez	CEO	INF Robotics
Judy	O'Connor	Founder	LikeNeighbors
Jhon	Pacheco	Associate Broker	CBRE
John	Palmisano	Chairman	eTrios
Marianna	Pappas	Project Specialist	Conscious Venture Lab & SHIFT Ventures
Lawrence	Parham	Co-Founder	LPJ & Company
Alyssa	Parham	Co-Founder	LPJ & Company
Jean-Luc	Park	Founder	Ferrum Capital
Sophia	Parker	CEO	DSFederal, INC.
Paul	Paul	Principal	Blu Venture Investors
Brooks	Peterson	Student	College of William & Mary
David	Petr	President & CEO	Montgomery County Economic Development Corp
Corinne Marie	Pouliquen	Partner	Berenato & White, LLC
Caitlyn	Pratt	Co-Founder	Takin' It Easy
Tyler	Prochnow	Adjunct Professor	William Jewell College
Justina	Pruski	Co-Founder	Mobility Innovators
Ali	Qureshi	COO	NuAxis Innovations
Raj	Rai	Partner	Montane Ventures
Blake	Ratcliff	CEO & Founder	IntelliSpeX
Michael	Ready	Advisor	Takin' It Easy
John	Reardon	Managing Director	Choctaw Telecommunications
Nate	Reynolds	Investor	PhoneSentry
Caroline	Rhodes	Student	College of William & Mary
Michael	Riemer	Entrepreneur in Residence	ABJJ Digital + IIoT Labs
Dameon	Robinson	Entrepreneur/ Sales Manager	Sales Focus Inc.
Vanessa	Rodriguez	VP, Marketing	Howard Hughes Corporation
Chris	Ross	Managing Director	SunTrust Bank
Steven	Rowe	Founder	MyBuzz
Dietrich	Ruehlmann	Partner	Oscamo LLC
Maggie	Ruvoldt	Chief of Staff	2U
Pete	Ryan	Partner	Ryan & Wetmore, PC
Daniel	Ryan	Portolio Manager, CCO	Alikos
Max	Safavi	President	IO Strategic Consulting
Marc	Saldana	President	Focused Cyber
Ruwan	Salgado		Wharton Club of Washington, DC

First	Last	Title	Company
Saad	Salim	CEO & Founder	OneVim
Yurani	Sandoval	CEO	SingleParentPower
José	Santos	VP Program Strategy	2U
Alan	Schlaifer	President	Wharton Club of Washington, DC
Alan	Schulman	Senior Advisor	NFP
Charles	Schwab	Founder & CEO	Sun City SmartTech
Simon	Selwood	Director Business Development	Novelus Biotechnology
Stephen	Semancik	Co-Founder	Hazard Warning & Health Monitoring System
Denis	Seynhaeve	Chairman & CEO	3CLogic
Mario	Shaffer	Principal	H.I.G. Capital
Dhruvil	Shah	Sales & Marketing Fellow	Let's Empower, Advocate, and Do (LEAD)
Ivana	Shuck	Financial Advisor	Raymond James
Henry	Sienkiewicz	Chief Innovation & Revenue Officer	Secure Channels, Inc.
Manpreet	Singh	Investment Banking	Deutsche Bank
Sanjee	Singla	Founder	Automatic Technologies
Pilar	Skipper	Office Coordinator	NuAxis Innovations
Eshauna	Smith	CEO	Urban Alliance
Stan	Smith	Venture Investment Manager	UMD Dingman Center for Entrepreneurship
Rick	Smith	CEO	NewsUSA
Anthony	Solazzo	Managing Partner	Masonboro Partners
Amir	Soltanianzadeh	Co-Founder & CTO	Spine Align, LLC
Pamela	Sorensen	Founder & President	High Frequency Consulting, LLC
Volker	Sorger	Co-Founder	The Reconfigurable Optical Computer
Tambra Raye	Stevenson	Founder	WANDA
Graham	Stinchcomb	Enterprise Account Executive	TravelBank
Shuai	Sun	Co-Founder	The Reconfigurable Optical Computer
Libin	Sun	Co-Founder	Hazard Warning & Health Monitoring System
Blake	Swensrud	CEO	WorldCell Solutions
Michael	Tait	Office Leasing Representative	Howard Hughes Corporation
Ganesh	Tayi	CEO	Never Lose The Deal
Matt	Taylor	Advisor	Takin' It Easy
Donna	Thomas	VP, Quality Excellence	Xerox
Sydney	Thomas	Brand Marketing Manager	2U
Ian	Thompson	Student	College of William & Mary
Lilian	Ting	Principal	Select Venture Partners
Cary	Toor	Principal	T-Ventures
Rosemarie	Truman	Founder and CEO	The Center for Advancing Innovation
Barg	Upender	CTO & Co-Founder	RallyBright
Prachi	Vakharia	Co-Founder	Womanium
Carol	Van Cleef	CEO	Luminous Group
Chris	VanArsdale	President & CEO	VNV Development
Aaron	Velky	CEO	Ortus Academy
Bryan	Verxes	Social Media Manager	Stuck In The Sand
Nick	Vico	Associate	G2 GEM Finance
Hua	Wang	CEO	SmartBridge
William	Weglicki	Professor of Medicine	George Washington University
William	Weil	Co-Founder & CEO	Tales2go Audiobooks
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Dave	Weinberg	Expert on Call - Entrepreneurship Program	Georgetown McDonough School of Business
Matthew	Weitzman	Co Founder	Swarm Digital Media
Eric	Wendler	Director of Business Development	Grant Thornton
Stephen	Wiggington	Founder	Cartwheel
TJ	Wilkinson	Attorney	NEXT, Powered by Shulman Rogers
Kevin	Wille	Executive Vice President	CBRE
Morgan	Wortham	Director of Impact	Southbanc
Colin	Wright	Student	College of William & Mary
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Raymond	Yau	Co-Founder	Mobility Innovators
Abuery	Yeboah	Co-Founder	BatteryXchange
Alexander	Yeh	Business Development	Swarm Digital Media
John	Yetman	Co-Founder	Association for Enterprise Growth
Brandon	Yost	Insurance Broker	Aon
Carey	Yuill	Manager Program Operations	2U
Mona	Zaghloul	Co-Founder	Hazard Warning & Health Monitoring System
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Xiaochen	Zhang	President	FinTech4Good
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