

Big Idea  
CONNECTpreneur

# Investor Network



## Virtual Rocket Pitch + Power Networking

October 29, 2020

[CONNECTPRENEUR.ORG](https://CONNECTPRENEUR.ORG)

# AGENDA

THURSDAY, October 29, 2020

**\*All times are Eastern Daylight Time\***

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

**11:15-11:30am | WELCOME and INTRODUCTIONS**  
**-TIEN WONG, Founder & Host,**  
**CONNECTpreneur Community**  
**-PAT SHERIDAN, Co-Founder & Managing**  
**Partner, Modus Create**

**11:30-12:20pm | ROCKET PITCH SESSION**

**Companies will be introduced by:**

- ANTHONY MILLIN, Founder & Chair, NEXT  
by Shulman Rogers**
- ELISA SIELSKI, Associate, Wilson Sonsini**

## **PRESENTING COMPANIES:**

**Association for Enterprise Growth - MARK HAAS**  
**AtWork Systems - RONALD LEWIS**  
**Buble - CHUCK EZEKWEM**  
**Contact World - JUSTIN BECK**  
**Cravety - EDWIN BODENSIEK**  
**Curbio - RICK RUDMAN**  
**CytoSPAR - RUSSELL WILLIAMS**  
**HAIL - BRUCE MARCUS**  
**Land Intelligence - GORE BOLTON**

**12:20-1:00pm | VIRTUAL NETWORKING  
(via Private Message)**

# SPEAKERS



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

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

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

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

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



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

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day.

As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of MindShare, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



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

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

Website: <https://enterprisegrowth.org>

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

**Industry:** Professional Services

**Launched:** 2017

**Corporate Status:** Delaware LLC

**Bank:** Bank of America

**Law Firm:** Shulman Rogers

**Financing Sought:** \$1 million

**Current Investors:** seeking seed funding

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

**Contact:**  
Mark Haas (301) 442-5889  
[mhaas@enterprisegrowth.org](mailto:mhaas@enterprisegrowth.org)

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

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

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

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

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

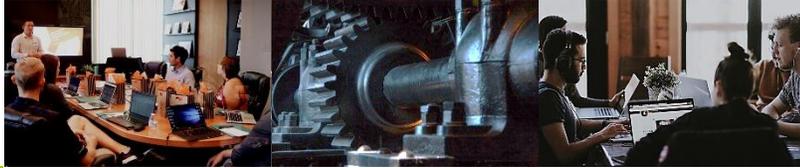
**Competitive advantages:** (1) integrated solutions from multidisciplinary advisors, (2) networked, values-based ecosystem model, (3) low cost structure, technology-leveraged virtual operations, (4) every member contributes their capabilities to AEG’s growth.

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

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

**Financial Projections:**

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



### Opportunity

By 2021, the combined ERP and Big Data/Analytics market will be over \$102 billion dollars, and the SMBs will be the fastest growing segment of that market.

### Stage

In Jul 2020, we completed our beta and released version 1.0 of OneLynk, a SaaS platform for the SMB market. We have 300+ users and 6 customers currently using the platform.

### Month/Year Founded

August 2016

### Team

15 (developers), 6 SMEs (Accountants, HR specialists, PMs).

### Funding Request

\$2M for OneLynk's roll out and ongoing business operations.

### Use of Funds

70% sales and marketing, 15% further development, and 15% corporate development.

### Existing Funding

\$2M loan from private investors

**Problem:** SMBs face many of the same challenges as their larger counterparts such as managing and retaining a workforce, managing their projects, managing their finances, meeting compliance requirements and leveraging data to improve decision making. Larger firms implement expensive ERP solutions to address these challenges whereas SMBs have limited options when selecting an affordable business platform.

**Solution:** OneLynk is a next generation ERP system designed and developed from the ground up as a multi-tenant SaaS for SMBs. It provides comprehensive workforce management, project management, cost accounting and financial management functions at an affordable price to growing SMBs. Our flexible subscription model allows SMBs to pay for what they need when they need it. A key differentiator is how we use technology to significantly reduce the implementation time and effort and operational costs for SMBs.

**Positioning:** OneLynk has all the features normally found in an enterprise class solution such as workflow, collaboration, business analytics, document management and security capabilities combined with a suite of business applications to provide essential back office functions built using mobile ready technologies.

**Business Model:** Our revenue model consists of: (1) subscription and support fees, (2) professional service fees, and (3) significant data licensing potential.

**Go To Market Strategy:** Target SMBs who have outgrown their infrastructure but are not ready to take on the complexity or cost of implementing a traditional ERP. We plan to build a direct sales team, a network of channel partners and strategic partner relationships with organizations that could influence an entire supply chain (SHRM, PMI, Primes) to accelerate OneLynk's adoption.

**Competition:** OneLynk fills a huge gap in the market between products such as QuickBooks and traditional ERPs. OneLynk has the enterprise features needed to support growing SMBs with a no coding approach to customization that significantly reduces implementation time and cost.

**Financials:** \$2M in funding allows us to deliver revenue of \$3.2M in 2020, \$12.4M in 2021, and \$31.5M in 2022.

**Leadership:** Ron Lewis, founder and CEO has 20+ years in technology and management consulting. Ron is a senior executive and serial entrepreneur who has successfully grown both GovCon and commercial firms. Jin Chun, CTO, has 20+ years leading technology programs. He has extensive experience in software development and cyber security.



**Buble Inc.**

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**Management**

Founder: Chuck Ezekwem

Co-Founder: Colin Rau:

Co-Founder: KiwiTech

**Industry**

**Mobile (Location-Based Services)**

**Law Firm**

Cooley LLP

**Amount of Financing Sought**

\$770,000

**Use of Funds**

Product Development

Sales & Marketing

**Value Proposition:** Buble is a location-enabled platform that provides real-time information about local venues and businesses, and it is the first live review platform that bridges the gap between local business and customers. Buble offers users a tool to have real-time content about a venue and streamlines communication between customers and local businesses. It is a tool for local businesses to understand consumer mindset, access original and insightful user-generated content, and connect with customers in real-time. Buble is changing the landscape in the geolocation market.

**Leadership Team:** Our founders have more than 5 years in business development and marketing, and our technology partner, Waleed Nasir, has over 12 years in app development and design. Chuck, the founder, has extensive experience in business development, as he ran an international company during his time as a college student at NYU’s Stern Business School.

**Challenges:** Online review platforms, such as Yelp & Foursquare, rely on historical data accumulated over time. These reviews run the risk of becoming outdated or inaccurate. This archaic system makes it difficult for local businesses to improve their online perception and gives companies disproportionate power over them. Yelp has been accused of altering ratings and bullying businesses to advertise as a way to remove negative reviews, which has led to general distrust of reviews, as many are fake and don’t provide real-time insight to a location. There also isn’t background information on reviewers. This is a disconnected landscape, where value between customers and businesses is lost.

**Solution:** Buble provides live information about various locations by facilitating virtual customer-business relationships. This is a transparent system where customers can post check-ins, rate, and engage with the businesses. This content is shown to the general public. Posts and reviews auto-remove after a precise time. Businesses can systematically improve their online perception due to the real-time nature, and they can better understand consumer mindset, too. The app (MVP) is now available on Apple App Store.

**Technology:** The iOS application was built using Clean Swift architecture. The frontend was built using the iOS framework and the backend using Ruby on Rails. Buble employs the Google Maps API. Local businesses are automatically pulled onto the platform, where they pop up on the map. The platform is powered by two accounts: The Business account and End User account. A local business must claim its location to have the business account, which allows them to engage with customers publicly/privately, make announcements in real time, and track location activity and customer check-ins. End User accounts enable users to gain real-time information, check in at a location, rate, and engage with businesses and customers.

**Revenue Model:** The three primary revenue streams are Location Based Advertising (Geofenced Ads), Premium Business accounts, and Data Analytics.

**Market:** The total addressable market is \$333 billion. The U.S location-based service markets (LBS) is growing at 27% and is set to hit \$80 billion by 2026. The U.S. location-based ad spend is \$31.1 billion, and it has been increasing steadily over the years and anticipated to hit \$38.7B by 2022. Location-based ad spend now accounts for 45% of mobile ad spend. There is a massive opportunity in the geolocation advertising space, given location-based ads have skyrocketed in past couple years. This is the future of digital advertising.

**Financial Projections:**

	Year 1	Year 2	Year 3	Year 4
Coverage	Washington, D.C	US Expansion	U.S Expansion	U.S Expansion
Target Users	100,000	1 Million	25 Million	50 Million
Revenue	-	\$10 Million	\$50 Million	\$100 Million



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Web Address: [www.kontakt.world](http://www.kontakt.world) (site relaunch coming soon)

**Management & Founders:**

CEO **Justin Beck**  
 Co-Founder **Robin Coleman**  
 Chief Creative **Deepti Pahwa**  
 Co-Founder **Andre Basbaum**  
 Co-Founder **Miguel Motta**  
 VP Public Health **Riaz Ferdaus**  
 Capital Markets **Zayn Kalyan**  
 Co-Founder **Daniel E. Dawes**  
 Co-Host/Media **Catherine Delcin**

**Industry:** SaaS, govtech, public health

**Number of Employees:** 3 plus co-founders and service providers

**Bank:** Azlo (BBVA USA)

**Auditor:** Crowe Mackay LLP with audit prep & accounting MGO CPA

**Law Firms:** Nelson Mullins (US), Clark Wilson (Canada), Segev, (Canada), Procopio (US/IP)

**Amount of Financing Sought:**  
 \$3M USD Near Term  
 Up to \$50M on Reg. A+ Q1 2021  
 ~\$100M+ on S1 in 2021

**Current Investors:** \$1M  
 Public issuer, Canadian brokers, add'l \$1.5M Committed for November

**Use of Funds:** Near term: launch MVP via PathCheck Foundation (MIT), finalize development of expanded version, commence and scale commercial using gov. stimulus. Reg. A+ and S1 for aggressive M&A

**Business Description:** Digital contact tracing platform for epidemic and pandemic response built for all contagions. Focused primarily on health agencies and connecting B2B/B2I and local populations to them securely. Using urgency of COVID-19 and billions in federal stimulus to place powerful tools in the hands of public health in perpetuity, while adding produced media to enhance adoption.

**Company Background:** Prov. patent filed March 2020 for wireless beacons recorded to a secure database to identify and intervene with close contacts. Guided by public health icons to understand what effective contact tracing requires and designed system around it.

**Management & Founders:** Exp. with startups, venture-backed, to multi-national companies with up to \$1B+ annual P&L. Team includes Global Health Editor @ Johns Hopkins, national health equity leader Daniel Dawes, and a professor of public health admin. Riaz Ferdaus. Experts in raising capital via private and public markets, M&A, commercial strategy.

**Products/Services:** Freemium version for health agencies, powered by PathCheck Foundation (MIT) and two other optional (fee-based) integrated partners for IOT tracing at sites + GDPR/HIPAA/CCPA compliant IOT and text, IVR, email case identification and intervention. Upgraded version allows health agencies to reach residents and businesses, and vice versa, using apps., text, IVR, email, microsites. Competitive advantage is our ability to reach marginalized populations that are left behind from other tracing systems, and our alignment with public health NGOs. Possible IP portfolio based on (2) prov. patents.

**Technologies/Special Know-how:** Possible IP portfolio based on (2) prov. patents – one filed before Google/Apple system launched in April, the other for registering visitors to public sites/B2B/B2I with QR, text, IVR, email, subdomain. Special know how includes our commitment to public health and health equity, our deal with iHeart Radio which will deliver national and regional media to encourage adoption, and our research division which should lead to expansive non-dilutive capital.

**Market:** 3,124 counties/cities in the US, 50 states, 230 countries and sovereign territories – plus all B2B/B2I therein. Revenue model is fee per user, monthly SaaS fee per B2B/B2I with upgrades of IOT, low-cost testing, and PPE. For all contagions, not just COVID-19.

**Distribution Channels:** Co-marketing to 140 countries served by CDC Foundation, 150 countries served by The Task Force for Global Health, 3,124 counties and cities served by NACCHO, 50 state agencies served by ASTHO, and 50 states served by Satcher Health Leadership Institute next to U.S. HHS/OMH – including all B2B and B2I opportunities in these locations and within these relationships. Taps billions in federal stimulus for testing/tracing.

**Competition:** Primary competition is Google-Apple Exposure Notification System which we view as a partner we will replace post-COVID. Other apps and tracing tech are integration or M&A opportunities.

[DISCLAIMER FOLLOWS]

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## FORWARD LOOKING STATEMENTS DISCLAIMER & SAFE HARBOR STATEMENT

*This executive summary contains “forward-looking information” within the meaning of applicable securities laws (“forward-looking statements”), including, but not limited to, statements with respect to the future prospects of Kontakt World Technologies Corp. and Kontakt LLC (“Kontakt World” or the “Company”). Forward-looking statements are statements that are not historical facts and are generally, but not always, identified by the use of words such as “plans”, “expects” or “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “forecasts”, “projects”, “intends”, “anticipates” or “does not anticipate”, or “believes”, or variations of such words and phrases or state that certain actions, events or results “may”, “could”, “would”, “might” or “will be taken”, “occur” or “be achieved”. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements, including the actual timing of Kontakt World’s product offering launch and ability to commercialize its solutions in accordance with its plans, the ability of Kontakt World to obtain GAEN entitlements from Google and Apple, or allowing Kontakt World to keep its apps on each respective app store for iOS and Android mobile operating systems. Although forward-looking statements contained in this presentation are based upon what management of Kontakt World believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Factors that could cause the actual results to differ materially from those in forward-looking statements include those risks listed above as well as additional risks like regulatory changes, general economic, market, political, or business conditions, actual or perceived implications of COVID-19 immunization or treatments and the timing and delivery thereof, meeting or maintaining various conditions of HIPAA, GDPR, and CCPA compliance, protection of Company intellectual property, and adoption of Kontakt World platform or apps by government, B2B, B2I customers and consumer end-users.*

*More factors that could cause Kontakt World’s actual results to differ materially from expectations include, without limitation: changes to business, economic, and capital market conditions; the heavily regulated industry in which the Company carries on business; current or future laws or regulations and new interpretations of existing laws or regulations; market conditions and the demand and pricing for the Company’s products; relationships with customers and business partners; the Company’s ability to develop its products in a timely manner that meet customers’ needs; the Company’s ability to attract, retain and motivate qualified personnel; the Company’s ability to compete successfully with existing and future competitors; technology failures; the Company’s ability to maintain and enforce its intellectual property rights; the Company’s ability to manage working capital and obtain additional financing on reasonable terms or at all; the Company’s ability to manage its growth; and the Company’s ability to complete its intended transaction with Tracker Ventures Corp. pursuant to an LOI announced in October 2020.*

*The forward-looking statements contained in this presentation, and this presentation broadly, are expressly qualified by this cautionary statement. The forward-looking statements in this presentation speak only as of the date of this presentation, and except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on forward-looking statements.*

*Prospective investors should not construe the contents of this presentation as legal, tax, investment or other advice. All prospective investors should make their own inquiries and consult their own advisors as to legal, tax, investment, and related matters concerning an investment in the securities of the Company. We seek safe harbor.*

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**Management:**

Edwin Bodensiek, CEO  
 JG Staal, President & Chief Product Officer  
 Rachael Mahoney, Chief Strategist  
 Kristian Bouw, Chief Technology Officer  
 Matt Johnson, EVP Behavioral Science  
 Ryan Brown, EVP – Growth  
 Paul St. Peter, SVP – Customer Delivery

**Industry:** Software

**Number of Employees:** #1

**Bank:** Bank of America

**Auditor:** Taurus CPA Solutions

**Law Firm:** Kastner Gravelle

**Amount of Financing Sought:**  
 \$750k equity

**Current Investors:** (\$Amt. Invested)  
 Notion Theory, \$266k  
 Rachael Mahoney, \$100k  
 Richard Campbell, \$50k

**Use of Funds:** Marketing/channel partner development/sales, product development

**Business Description:** *Cravety* is rapidly gaining traction in the HR technology market with a SaaS-based product called Pathways EX. In its first 9 months, Cravety secured reseller partners like Dell Technologies and VMware with only \$400K in initial funding. Cravety is about to secure a deal with a Fortune 50 company, valued at \$2.7M in phase one. Cravety is expected to grow the account to \$10M per year by growing into the rest of the business.

**Company Background:** Cravety began developing Pathways EX in March 2020, securing approval from a Fortune 50 customer in six months. Contract negotiations and procurement onboarding are underway, with revenue expected in January 2021.

**Management:** Cravety was founded by proven innovators in the fast-growing industry of HR technology. The management team has worked for E&Y, Deloitte, Microsoft, Select Medical, Johns Hopkins University, BI Worldwide and the Fulbright Scholar Program. Two partners have enjoyed successful exits from their start-ups.

**Products/Services:** Pathways EX addresses costly employee retention and candidate ghosting challenges. The SaaS-based solution serves as an intelligent overlay to existing HRIS and ATS solutions.

**Technologies/Special Know-how:** Pathways EX marries HR with AI and behavioral science to deliver a personalized digital experience for prospective and new employees. It does this through a state engine to determine a user's "next best action" at any given stage of an HR process. The IP also includes a unique survey instrument developed by two PhDs to measure intrinsic motivation.

**Market:** The global human resource (HR) technology market is expected to grow from USD 17.6 billion in 2020 to USD 24.3 billion by 2025, at a Compound Annual Growth Rate (CAGR) of 6.7% during the forecast period. Integration of emerging technologies, such as Artificial Intelligence (AI) and Machine Learning (ML), with HCM software has emerged as one of the strongest factors across regions. Though Cravety is considered pre-revenue, it has secured three consulting projects and two orders of its intrinsic motivator survey offering to book sales of \$170,000. The financial model for its flagship product, Pathways EX, is composed of recurring revenue (monthly SaaS-based subscription fees on a PEPM basis) and (one-time revenue) for pre-deployment configuration.

**Distribution Channels:** Direct channel partners VMware, Dell Technologies, Insight, Auth0

**Competition:** Applicant Tracking Systems such as Jibe/ICIMS, Avanture, and Lever use passive models to engage candidates, often resorting to drip campaigns. Pathways EX integrates with these systems and the more robust Human Resources Information Systems (HRIS) solutions to learn from candidate and new employee behavior, unlocking the means to personalize content for each individual. For example, if a user is naturally motivated by learning, innovation, or collaboration, the digital experience will be tailored for that individual.

**Financial Projections (Unaudited):**

	*2021	2022	2023	2024	2025
Revenue:	\$2.7M	\$15.4M	\$35.4M	\$60.4M	\$93.1M
EBIT:	\$521K	\$3.9M	\$11.9M	\$22.9M	\$37.9M

\*First year rev. based on deal #1 with worldwide shipping company (verbally agreed to). Contract expected to be finalized Dec. 2020.

(Curbio Inc)

(Rick Rudman)

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Web Address: www.curbio.com

**Management:**

CEO Rick Rudman  
CRO Norm Weissberg  
CCO James Bruno (construction)  
CTO Rich Piette  
CFO Becca Levine  
Dir Marketing Olivia Mariani

**Industry:** PropTech.

**Number of Employees:** 60

**Bank:** Silicon Valley Bank

**Auditor:** RSM US LLP

**Law Firm:** Cooley LLP

**Amount of Financing Sought:**

Up to \$2m of remaining \$20m A-1 round

**Current Investors:** (\$28m)

Comcast Ventures, Camber Creek Ventures, Brick & Mortar Ventures, SCV (investment arm of the National Association of Realtors), CEO/Former CEO ADT (NYSE:ADT), Hippo Insurance, Realtor.com.

**Use of Funds:** Sales and marketing, product development

**Value Proposition:** Curbio is disrupting the residential home sales market with the first PropTech solution for Realtors® that need to fix up homes before they go on the market, so they sell quickly and for the best price, without any client payment until the home is sold. Curbio technology is dramatically improving an industry that hasn't changed in decades, and is notorious for missed deadlines, cost overruns and lack of communication. With Curbio, projects are completed 65% faster, sell 50% faster, and generate 25% more sales price, profit, and commission, all while giving Realtors® back their time to spend winning listings and selling homes.

**Company Background:** Curbio was co-founded in late 2017 by local growth CEO Rick Rudman, who previously co-founded Vocus and grew it through venture funding and IPO, running it for 32 quarters as a public company until acquisition in 2014 at a 50% premium of \$447M. Curbio started in the Washington DC metro area and through 2019 and early 2020 expanded to 22 major cities coast-to-coast.

**Management:**

Rick Rudman – Vocus  
James Bruno – Surefire Local, Vocus, GlaxoSmithCline, home flipping  
Norm Weissberg – Schoology, Vocus, Xerox  
Rich Piette – CTO Tracx, Acutech, VP Engineering Cision, Vocus  
Becca Levine – Tracx, WeddingWire, KPMG, CPA, MBA  
Olivia Mariani – Network for Good, Rosetta Stone, Fiscal Note

**Products/Services:** Curbio has combined a unique pay-at-closing business model, a proprietary pricing and management platform and on-site general contracting management to deliver the first solution that removes all roadblocks from fixing up homes before they list so they can be sold quickly and at the best price.

**Technologies/Special Know-how:** Curbio technology simplifies and speeds-up every step of the home improvement process from home assessment and proposal delivery to materials and contractor selection and overall project management. Curbio has launched the first contractor job platform that offer ready-to-work jobs, not leads, to qualified contractors based on skills, geography, availability, and rating. Jobs are pre-priced, reviewed and selected online and managed locally by Curbio's on-site general contractor

**Market:** 5M homes are sold every year in the US with 85% needing some level of repair and updating. This represents a total available renovation market of over \$150 billion. Today, home sellers are already spending over \$14 billion, with many homeowners unable to pay for necessary improvement or unwilling to spend the money due to the time, stress and uncertainty of traditional home improvement. Curbio revenue is based on completed home improvement projects currently averaging \$50k.

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**Distribution Channels:** *Curbio sells through an inside sales team, made up of former Realtors®, designers and home flippers. All leads come directly from Realtors® who need an estimate on a home they are selling or competing to list. Curbio uses video technology to do online walkthroughs and collect measurements in 22 cities, all from our headquarters in Potomac MD.*

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**Competition:** *Most competition today is either homeowners that choose to sell their home as is to a flipper, bargain hunter or ibuyer. For those that choose to renovate, Realtors® will either line up and manage the contractors themselves or use a contractor marketplace to find contracts. Some brokerages will also offer some type of internal or third-party financing, but usually with typical terms. Curbio doesn't charge interest or fees of any kind and will wait until the home sells for payment.*

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**Financial Projections (2018 unaudited, 2019 Audited, 2020 estimate and 2021 plan):**

	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020(F)</b>	<b>2021(P)</b>
<b>Revenue</b>	<b>0</b>	<b>2.5</b>	<b>8.2</b>	<b>18.7</b>	<b>43</b>
<b>EBIT:</b>	<b>0</b>	<b>(1.9)</b>	<b>(5.2)</b>	<b>(3.8)</b>	<b>(2.9)</b>

(dollars in millions)

# CytoSPAR™

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# CytoSPAR

## Management:

CEO: Russell Williams, JD  
Founder: Charles McBrairty  
CSO: Joseph D. Kittle Jr., PhD

**Industry:** Biotech

**Number of Employees:** 3

**Bank:** Wells Fargo

**Auditor:** Rocha & Associates CPA

**Law Firm:** Parker Poe Adams & Bernstein, LLP, Charlotte, NC  
Xsensus, LLP, Alexandria, VA  
Ulmer & Berne, LLP, Columbus, OH

**Amount of Financing Sought:**  
\$5M equity

**Current Investment:** \$27 Million  
Founder, Executives, Private Investors

**Use of Funds:** Test Kit  
Manufacturing and Point of Care  
Device Manufacturing, Marketing,  
Sales, and Distribution.

**Value Proposition:** Explosive revenue potential from CytoSPAR's patented testing platform. This disruptive technology delivers test results with 99+% accuracy in less than 5 minutes. Platform includes test kits (Covid 19, UTI, Lyme, Lupus, etc.) that can be run on existing luminometers in labs and a Point of Care Device to be rolled out in 12-18 months that can be in every hospital, doctor's office, airport, train station, university, restaurant and potentially direct to consumers. Includes international licensing opportunities with royalties.

**Company Background:** The company achieved success with the science in 2012. The science has been expanded, refined, patented and is ready for market.

**Management:** CEO-Russell Williams, JD- Wal-Mart, Blockbuster Corporate Turnaround Specialist, Several startup operations, including an IPO and an exit.  
**Founder-Charles McBrairty** - 44 years in the design and marketing of medical devices. Abbott Laboratories, Thermo Fischer Scientific, Inc.  
**Chief Science Officer-J.D. Kittle Jr., PhD**-30 yrs in Biotech R&D in Testing, Real Time DNA Analysis, Protein Expression and Purification.

**Products/Services:** Rapid, accurate testing has never been more important than now. Covid 19 has done immense health and economic damage. CytoSPAR's testing platform can safely put people back in the workplace, children back in school and be an integral part of reopening the economy.

**Technologies/Special Know-how:** CytoSPAR has a green field portfolio of patents. CytoSPAR has a compelling gap report from MRIGlobal as well as multiple BioLab3 proven results, including MRSA and MERS COV. CytoSPAR can detect the virus when a patient is asymptomatic and during the incubation period, tests for the actual virus and requires a less invasive sample.

**Market:** CytoSPAR has an LOI from Healix Pathology LLP. They are currently performing 100,000 surveillance tests per day for Covid 19. Because CytoSPAR's tests are more accurate and faster they would like to transition to our test kits as soon as we can manufacture them. There is no exclusivity to Healix and CytoSPAR may market and sell to Quest, LabCorp, etc. CytoSPAR will begin manufacturing the point of care device and would consider 3rd party distributors to sell the devices.

**Distribution Channels:** Healix Pathology LLP will absorb all initial production. Healix plans to use the tests as soon as deliverable in quantities as high as 6 million per month for Covid 19, plus additional assays for Covid Serology, Flu A/B, UTI, Lyme, Lupus, etc. CytoSPAR is focused on the first production milestone, fulfilling Healix's testing orders. CytoSPAR will be ramping up to distribute to other customers subsequent, to getting the point of care device into production and distribution.

**Competition:** CytoSPAR test kits that can be run on PCR style machines are in direct competition with big pharma companies distributing PCR test kits to Quest Diagnostics, LabCorp, Healix Pathology, regional CLIA Labs and hospital labs. CytoSPAR is not just "a better mouse trap", it's the only test with 99+% accuracy, in less than 5 minutes and will be disruptive. CytoSPAR's testing will be the gold standard. There is no Point of Care Device on the market that can test with 99+% accuracy in less than 5 minutes.

## Financial Projections (Unaudited):

	2020	2021	2022	2023	2024
Revenue:	\$47,250,000	\$312,750,000	\$459,000,000	\$566,280,000	\$747,000,000
EBIT:	\$24,558,800	\$239,478,000	\$348,817,984	\$422,931,600	\$557,660,000

# HAIL

*“Disrupting the disruptors to bring safety, service and profitability to the \$50B+ ride hailing industry.”*

Contact: Bruce Marcus, CEO, 845-598-2018; [brucetmarcus@gmail.com](mailto:brucetmarcus@gmail.com); [www.brucetmarcus.com](http://www.brucetmarcus.com)

## Senior Management:

President: Tommy Morris (Board)  
CEO: Bruce Marcus (Board)  
GM/Houston: Derek Dunlop  
CTO: Marianna Leybovich  
Treasurer: Leonard Chaikind (Board)  
Fractional CFO: Rob Kramarz  
Marketing Advisor: Brian Lee

**Industry:** Ride Hailing/Ride Sharing/Delivery

**Number of Employees:** 15-20

**Bank:** Bank of America

**Auditor:** RSM US LLP

**Law Firm:** Ballard Spahr LLP,  
Gregory Seltzer, Partner

## Amount of Financing Sought:

Seed Raise: \$1.5M (through CPNs)  
“A” Raise: \$4.5M  
\$6M Convertible Preferred Shares

**Current Share Holders:** Founders

**Use of Funds:** 4-6 Month ramp-up followed by first driver operation in Houston, TX. Operating platform uses include: APP customization, driver operations and on-boarding, customer service service, marketing & sales, overhead, legal and staff. Additional funds will support Houston cash flow.

**Business Vision:** Rapidly create a new brand in an industry that has unparalleled consumer understanding and acceptance, yet concurrently has unparalleled brand distrust and disassociation from consumers and service providers – drivers.

## Core Business Fundamentals:

Focus on Safety and Service  
Aggressive Brand Building and Targeted Marketing  
Strategic Partnerships  
Controlled Growth and Profitability

**The Market Opportunity (a macro view):** The U.S. ride hailing and ride sharing market, despite the effects of Covid-19, is projected to grow over 40% to \$70B + by 2026. The industry is crying out for a new national entrant that differentiates itself through quality and service – both actual and perceived. HAIL’s success will be modeled similar to that of Jet Blue and T. Mobile, new entrants in seemingly closed industries, only to achieve reasonable market shares by taking advantage of the shortcomings of existing competitors.

**Unique Timing:** HAIL was already in the early planning stages when Covid-19 impacted the economy. A slowed economy and a dramatically increased focus on safety and service has resulted in HAIL’s competitive advantage widening considerably. HAIL’s pre-operation work will take place in a slowed economy with both major competitors bleeding cash and struggling to re-engineer their infrastructure. HAIL will enter the Houston market initially, and future markets, based on the best timing to introduce the perfect messaging at the perfect time.

**Marketing (a micro view):** Utilizing consumer brand-building messaging focused on safety and service, HAIL will separate itself from competitors by implementing significant demographic targeting directed at: 1) Women, 2) 50+ market, 3) parents of college-aged kids, and 4) all consumers interested in monthly billing for access to unique delivery services of all types.

**Management Advantage:** The HAIL senior team has over 35 years of experience in transportation start-ups, including CEO Marcus as project manager and VP of Customer Service for the successful start-up of the 1<sup>st</sup> deregulated airline, New York Air (Continental Airline subsidiary); and GM Dunlop as Chief Product & Strategy Officer of Getme, a successful Texas ride hailing company sold to Mears in 2017.

**Competition:** Uber and Lyft have always positioned themselves as Silicon Valley style tech start-ups. Their infrastructures and growth at any cost mentality are reflected in their generally poor public perceptions and continual losses. HAIL will be managed as a national consumer transportation service. Ride hailing is not a complicated business and can be run profitably. Growth will be based on the success of current operations and the realistic expectations of taking HAIL to scale at the right speed. Examples of Uber and Lyft mis-management resulting in considerable losses include: 1) both companies have spent between 4% and 5% of their gross revenues on R&D of autonomous driving vehicles – almost all experts agree that these vehicles will not play even a moderate role in ride hailing for another 10-15 years; and 2) Both companies have spent between 5% and 6% of their gross revenues on premature entry to and exit from cities which they were not prepared to start operations.

## Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue: (\$000)	29,640	370,500	975,000	2,925,000	4,875,000
EBITDA: (\$000)	(2,105)	8,359	35,669	144,994	253,256
Cities:	Houston	10	25	75	125
Approx. U.S. Market Share:		.92%	2.17%	5.58%	8.86%

**Value Proposition:** Land Intelligence Inc. is a software development company focused on automating the search and due diligence for the Land Development industry.

We are creating a stock ticker for each parcel of property by proactively analyzing parcel level macro and micro data and implementing technology, such as artificial intelligence, machine learning, and block chain.

We are creating **The Rating Agency for Land**.

**Leadership Team:** Our founders and leadership team have deep industry knowledge and experience at scale. Land Developers, Vistage members and advisors are shareholders. Our entire team has experience in startups and scaling operations and revenue. Our CEO has been “CEO of the Year” and built award winning cultures and received national innovation awards.

**Challenge:** Each year in the United States, **1 million acres** of real estate is developed, generated in conjunction with nearly 20 million due diligence reports. Each of these reports currently takes 1-2 weeks at a cost of thousands of dollars. ***It generates trillions of bytes of data.***

**Solution:** Our unique solution will shift the paradigm of the land development search, analysis, and financing into the Big Data revolution. By leveraging big data ingestion, on-the-ground relationships, and a patented software algorithm, Land Intelligence will provide a 10x reduction in time and a 5x reduction in cost to the deal selection, due diligence, and financing problem. The database will become the source of future predictive analytics that will guide investment decisions across all disciplines where land is the underlying value-add to income generation or collateral. ***We are creating the operating system for Land Development.***

**Technology:** Our flagship SaaS platform is **LandSUITE™**, which will be the primary operating system for land developers and financiers. We will develop modules that support each step of the land development process.

**Key Partnerships:** ESRI, ORACLE, AWS, AUTODESK

**Market:** Our main customer is a Land Investor and Developer that writes a contract on a property with the intent to create something new. Our platform will serve the industry in the development, finance, design and construction segments. The target user base is 5.5 Million in the US.

**Revenue Model:** The Go-to-Market models are Enterprise Managed Services and SaaS and eCommerce. Planned revenue streams include developing a transactional exchange, financial services, and marketplace.

#### **Financial Projections for Land Intelligence, Inc.**

	2021	2022	2023	2024	2025
<b>Revenue</b>	3,600,000	16,500,000	36,300,000	55,100,000	86,500,000
<b>EBITDA</b>	834,500	8,117,000	16,326,000	28,635,000	55,943,000
<b>Pre-Tax Income</b>	825,000	8,000,000	16,100,000	28,100,000	55,300,000

Sales Booked in Q3 2020: \$350k

Sales Pipeline in Q4 2020: \$550k

#### **Website:**

landintelligence.net/invest

#### **Headquarters Office:**

1225 Laurel St., Suite 210  
Columbia, SC 29201

**Industry:** PropTech and FinTech

**Domain:** Enterprise and SaaS

**Leadership Team:**

**Founder, CEO:**

R. Gore Bolton

**Co-Founder, Chief Financial Officer:**

Shane Smith

**Co-Founder, Chief Product Officer:**

Jennifer Rohleder

**Director of Business Development:**

Shaun Lindley

**VP of Geospatial:**

Dawn Abercrombie

**Senior Project Manager:**

Mark Hume

**Seeking Financing of \$500k**

**Previous Funding:**

\$1.5 M by Founder for Patents

**Previous Funding: Seed 1**

**Q4 2019 of \$540k**

**Use of Funds:** Sales, Marketing, Software Development, Data Product Development

# PARTNERS



## PHOENIX FUND

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

## SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND



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

## LAURA HILL, GENERAL PARTNER, PHOENIX FUND



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

## TIEN WONG, MANAGING GENERAL PARTNER, PHOENIX FUND



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

# PARTNERS

## MODUS CREATE MODUS CREATE

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



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

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



### **NEXT powered by SHULMAN ROGERS**

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

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

# PARTNERS

## WILSON SONSINI

### WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



### ELISA SIELSKI, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

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



### ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



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

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



### NORTHERN VIRGINIA CHAMBER OF COMMERCE

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

# **PARTNERS**



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

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

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

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

## **MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION**

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

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

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

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

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

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



# PARTNERS



## FIRST FINANCIAL GROUP

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

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

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

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

## SUNTRUST BANK

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

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

## CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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

## REFRACTION

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



# PARTNERS



## ESTHER LEE, PRESIDENT & CEO REFRACTION

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

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

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

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



## MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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

## SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

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



# PARTNERS

## DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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



## HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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

## KEIRETSU FORUM



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

## FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.



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

# PARTNERS

**BALTIMORE ANGELS**

## THE BALTIMORE ANGELS

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

**startup  
grind**

COLUMBIA MD

## STARTUP GRIND-COLUMBIA, MD

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

**Angels + Life.Sci  
Investors**

## ANGELS + LIFE.SCI INVESTORS

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

## INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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

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# PARTNERS



## ANNUAL WHARTON DC INNOVATION SUMMIT

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



## GEORGETOWN ENTREPRENEURSHIP

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

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



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

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

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

## RYAN & WETMORE, P.C.

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



# **PARTNERS**



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

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

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

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

# ATTENDEES

## SPEAKERS

First Name	Last Name	Title	Company
Pat	Sheridan	Co-Founder & Managing Partner	Modus Create
Tien	Wong	CEO	Opus8, Inc.

## PRESENTERS

First Name	Last Name	Title	Company
<b>Association for Enterprise Growth</b>			
Mark	Haas	CEO	Association for Enterprise Growth

<b>AtWork Systems</b>			
Ronald	Lewis	Founder & CEO	AtWork Systems, Inc.

<b>Buble</b>			
Chuck	Ezekwem	Founder	Buble

<b>Contact World</b>			
Justin	Beck	CEO & Founder	Contact World

<b>Cravety</b>			
Ed	Bodensiek	CEO	Cravety

<b>Curbio</b>			
Rick	Rudman	CEO	Curbio

<b>CytoSPAR</b>			
Russell	Williams	CEO	CytoSPAR

<b>HAIL</b>			
Bruce	Marcus	CEO	HAIL

<b>Land Intelligence</b>			
Gore	Bolton	CEO	Land Intelligence

## ATTENDEES

First Name	Last Name	Title	Company
Iqbal	Aasim	Founder	AIA Capital Group
Nafees	Abassi	Founder	DealersCloud
Matthew	Abenante	President	Strategic Investor Relations LLC
Fredric	Abramson	CEO	Golden Thread Technology, Inc.
Safir	Adeni	Partner	Ineda Group, Inc.
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Paul	Adler	Principal	The Paul Adler LLC
Sean	Adler	CEO	GZI
Ron	Ainsworth	Principal	Boustead & Co
Daniel	Akre	Managing Director & President	UNI Partners, INC
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Violet	Alexandre	CRO	Bryllyant
Alan	Alfano	CEO	Blue Mesa Strategies LLC
Ahmad	Alhoraibi	Managing Director	Aurous Investments
Blake	Allison	Founder & CEO	LifeCents
Takatsugu	Amano	CEO	American Shochu Company
Anthony "Doc"	Ameen	Co-Founder & CEO	Taylor & Lawrence
Dionysios	Anastasopoulos	CEO	Marcillac
Maximilian	Ani	CEO	Greenish Clean
Abigail	Annear	J.D. Candidate	Georgetown University Law Center
Kevin	Antony	Student	UC Berkeley
Paul	Armijo	Director, A&D Business Sector	GSI Technology

**ATTENDEES**

First Name	Last Name	Title	Company
Dreana	Ashton	Sales	Eagle Mat
Darrin	Auito	Partner	HEA Law PLLC
San	Aung	CEO	Whitespace Digital LLC
Justin	Ayars	Founder & CEO	Equality Rewards
Laura	Bacon	Founder	The 3rd
Kyle	Badgley	Investor & Attorney	Perfect Balance Investments
Kaswandi	Bakar	Founder	AurizNetwork
Bert	Baker	President	TARC
Don	Baker	Managing Director	Funding Trek
Albert	Baldwin	Founder & CEO	Alfa Omega Grafx LLC
Dan	Ballin	Director	Ideas Crucible
Brian	Barnett	President	The Barnett Company, Inc.
Kevin	Barrow	CEO	Mark Labs
Thomas	Barry	Owner	MD3Energy
Matthew	Basirico	Owner	Frank Consulting Inc.
Jim	Beals	COO	CoolWaters Tech, LLC
Jay	Beam	Managing Director	Adasel Global Partners
Mike	Beirne	Managing Partner	TAG/Vetted Capital
Carlos	Bello	MBA Student	Georgetown McDonough School of Business
Khadija	Benlhassan	Director	KB Healthcare
Chris	Bennett	Founder & Attorney	T-I-L (R) Technology-Innovation-Law
Amiel	Bent	Director	LiveLifeNaturals.com
Beth	Berman	CEO & EOS Implementer	Compellications
Casey	Berman	Managing Director	Camber Creek
Cecil	Bernard	Senior Partner	Business Process Strategies Inc.
Carleigh	Berryman	CEO	Viva Vita
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Chetana	Bhat	CEO	Personal, Professional, Relationship Development
Nan	Bing	CEO	D2M Biotherapeutics
Joe	Bishop	CPA	Snyder Cohn
Terry	Bitar	Founder & President	Charity Donation
Meredith	Bixler	President	Avenue CM
Samuel	Blair	Venture Associate (SkillBridge)	Squadra Ventures
Jaime	Boggio	Attorney - IP Law	Brandia LLC - Intellectual Property & Business Law
Maurice	Boissiere	Chief Customer Officer	Datatribe
Dominic	Boles	Managing Member	DH Partners, LLC
Vladimir	Bondarenko	Owner	CyberTester LLC
Tekla	Bota	Acquisitions	Peak Gersten Partners
Keyana	Bowie	Founder & CEO	Oopseez, LLC
Chris	Bradicich	Co-Founder & CEO	TagFi
Cathy	Bradley	CEO	CBE
Julia	Brodsky	Founder	Art of Inquiry
Nina	Brown	Owner	
William	Bruner	Managing Director	Tandem Consulting
Shelli	Brunswick	COO	Space Foundation
Daniel	Bryan	CEO	Blockchain.voyage
Dwika	Budhyantara	VP Commercial	Prodaqu
Marc	Burchman	Managing Partner	GreenComm Technologies, LLC
Tyler	Burke	CEO	Burke USA Enterprises
Tatiana	Burmakina	Vice President	Archer
Joe	Camaratta	President & CEO	Quantitative Radiology Solutions
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	CEO	KnickleKick
James	Carbone	Analyst	Cantor Fitzgerald
Joe	Carlin	Principal	Joirre Capital
Paolo	Carosso	CEO	Quantum World Corporation
Gary	Carr	CEO	Givio
Sue	Carr	President	CarrTech LLC

**ATTENDEES**

First Name	Last Name	Title	Company
JJ	Carrasco	Managing Partner	Atoll Financial Group, Inc
Leohana	Carrera	Founder	Our ReStore
Tim	Carvana	Founder	The MAY-DANN Group Inc
John	Casey	Managing Director	Venture Mentors LLC
Alex	Castelli	Managing Partner	CohnReznick
Marisol	Centellas	Student	Montgomery College
Nick	Champeau	Partner	DealersCloud
Antonia	Chen	General Partner	Phoenix Fund
Irina	Chen		
Jerry	Chen	Marketing	Opus8, Inc
Joshua	Chernikoff	CEO	Flex Academies
Anthony	Chernykh	Founder	MaxGen Promo
Dest	Chesley	Founder	Chesley Kitchen Café
Wayne	Chiang	Founder	ThreatQuotient
Alex	Choi	Analyst	Sutton Capital
Nadine	Cino	CEO	TygaBox Systems Inc
Jo	Clark	Founder	Jo Clark Skin
Helene	Clayton-Jeter	CEO	HealthScape LifeSciences, LLC
Brett	Coffee	CEO	Aetos
Law	Collins	Founder & President	Seraphim University
Matt	Collins	Student	Georgetown School of Business
Robert	Colorina	Director	AIAC Investment Group
Lauren	Conn	Social Impact	VIPKid
Andrew	Corona	CEO	Peace Out
David	Crenshaw	CEO	Business Assistance Firm, LLC
Donivyn	Cruz	Student	The George Washington University
Ulysses	Curry	Director	Cogent Growth Capital
Devon	Cury	Director of Advanced Planning	First Financial group
Tom	Dailey	Founder & President	Dailey Strategic Advisors LLC
Carmine	D'Aloisio	President	Daloisio Global LLC
Jennifer	Dalton	Founder	BrandMirror
John	Daus	Managing Director	Property Improvement Enterprises LLC
Hart	Davidow	Winner	JustRight International, Inc.
Kathryn	Davis	Dean, Business Administration	Montgomery College
Joel	Davne	Founder	Friendly Table
Stephen	Day	CEO	Day Capital Partners
Firaas	Deak	CEO	Sikeology
Hank	Dearden	Principal	Group 3D
Jaap	Dekkinga	CEO	TuneURL Inc.
Andrew	Deluise	Project Manager	Deluise Inc
Ulyana	Desiderio	Director of BioHealth & Life Sciences	Maryland Department of Commerce
Jerome	Di Giovanni	COO	Ignite Social Impact
Cosmo	Di Tucci	CEO	Able One Systems
Talabiou	Diallo	Student	George Washington university
Bob	Dinkel	Director	Pierce Capital
Richard	DiPippo	Partner	NFP
Michael	Dobrzynski	Partner Outreach Analyst	FarShore Partners
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
Steven	Durbin JR	Co-Founder & President	BRYT LLC
Christopher	Durr	Business Development Representative	Nimbus Communicatinos
Tom	Durrer	Senior Vice President	Atlantic Union Bank
James	Early	Managing Partner	Tamarack Advisory
Susan	Eddington, PhD	President	Images-Images, Inc.
Robert	Edelstein	Business Development	OsciFlex LLC
Howard	Eisenberg	President	Eurosort Inc
Asher	Epstein	CFO	
Dan	Erickson	Client Marketing Director	Rocket55
Arman	Eshraghi	Founder & CEO	Qrvey

**ATTENDEES**

First Name	Last Name	Title	Company
Mark	Esposito	Director	EY
Herb	Ezrin	CEO & President	Potomac Business Group
Tammy	Falco	Director of Operations	Paradigm Alternative Investments
Ray	Fang	Director	FronThera Pharmaceuticals
Deborah	Fell	Area Managing Partner & CMO	Chief Outsiders
Angela	Fernandez	Marketing Coordinator	Health Dimensions
Bill	Ferster	Founder	StageTools
Shannon	Fields	Principal Consultant	Social Shadow Consulting
Tim	Figueroa	CRO	Newsfray LLC
David	Fitzpatrick	Marketing Director	Modus Create
John	Franklin	Principal	Sycamore Lab LLC
William	Galle	President	DPS
Jerry	Garner	CEO	Point Spread Media
Mike	Gauer	Principal	Advanced, LLC
Richard	Gersten	Managing Partner	PeakGersten Partners
Aaron	Ghais	Shareholder	Shulman Rogers
Walid	Ghodbane	CEO	AlphaBravo
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
David	Gibson	Founder & CEO	SportsMarkit
Ellie	Giles	CEO	Virtual Apprentice
Dan	Gincel	VP University Partnerships	TEDCO
Henry	Gleizer	CEO	Axios Foundation
B.K.	Gogia	CEO	Global Tutors, Inc.
Jarrold	Goldsmith	Founder	The Entrepreneur Social Advantage Experience
Douglas	Goldstein	Innovator & Investor	eFuturist, Inc.
Laura	Gomez Cadena	MBA & MSIS Student	UMD, Smith School of Business
James	Gordon	CEO	CULTIVA Solutions
Don	Grage	Managing Partner	9Ware, Inc.
Greg	Grant	Partner	Shulman Rogers
Richard	Greene	President	RGA Venture Funding & Business Advisory
Jacob	Greenwood	Director of Business Development	CRB
Natalya	Gromyko	Director	EMD Serono
Collin	Groves	Consultant	EY-Parthenon
Virginie	Guignard Legros	Founder	COCÖÖN
Fred	Gumbinner	Managing Partner	G2 GEM Finance
Mohil	Gupta	Founder & Product Manager	OCUCLIPS
Robert	Guzman		
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Michael	Habash	Policy	Ovechr
Chris	Hamoen	Operational Advisor	Digital Main Street
Haidee	Hanna	COO	Argona Partners
Michael	Hanson	Consultant	Optimum Dynamics LLC
Wenshan	Hao	CEO	Neomics Pharmaceuticals LLC
Nathaniel	Harding	Managing Partner	Cortado Ventures
Edgar	Harrell	President	Edgar C Harrell Associates Inc
Kazi Sazidul	Hasan	CEO	Happihub Limited
Claude	Hayn	Advisor	Adjumps
Arthur	Henderson	CEO	Affinity Networks, Inc.
Dan	Hendry	Founder	Unified Purpose
Peter	Henry	Managing Partner	Act 5 Ventures LLC
Cheryl	Heusser	Principal	Snyder Cohn
Mi Jeong	Hibbitts	President	Robert & William LLC
Ben	Hill	CEO	Shareity
Laura	Hill	General Partner	Phoenix Fund
Craig	Hillman	CRO	SolGo
David	Hitt	Vice President	Cleer
Alyse	Holstein	CEO	HPG Partners, LLC
Laura	Hong	President	KLUS Pharma
Stephen	Horne	Managing Director	Modern Data Exchange

**ATTENDEES**

First Name	Last Name	Title	Company
Darnley	Howard	President	Advansa International
Carry	Howell	CEO	ROCKIT Industries
Tom	Howie	COO	Pixspan
Terry	Hsiao	Investor	SharingOS
April	Huang	CEO	Martecana LLC
May	Huang	Senior Manager	Taiho Oncology
Richard	Hughen	CEO	Linshom
Alex	Hughes	President	Hypernova Solar Foundation
Jeff	Hunter	CIO	Relaston
Lynn		Business Development	The MBA Cohort
Uchenna	Ibekwe	Founder	SifaCore & CyberJobbers
Isabella	Iglesias-Musachio	Founder	Kind Creamery
Sandy	Ingram	Digital Marketer	SocialnetArchitecks
Aaron	Itzkowitz	CEO	Jinglz, Inc.
Donna	Jackson		
Ben	Jacobs	Sales Director	BurnAlong
Moe	Jafari	CEO	Executive1 Holding
Anne	Jafery	Managing Partner	Channels MEA
Piyush	Jain	CEO	Simpalm
Jayaraj	James	Project Officer	IMF
Danny	Jang	Founder	FMF
Joanna	Jiang	Attorney	Ballard Spahr LLP
Matthew	Johnson	Executive Vice President	Cravety
Phillip	Johnson	Founder & Principal Designer	MPRJ Designs
Lawrence	Jones	Founder	Biotech Health Management/Care
Michael	Jones	Portfolio Manager	First Position Capital
Jiemin	Jordan	Managing Partner	Decisive investment group
Lauren	Jordan	Co-Founder	MomBa Cares
John	Joubin	CEO	Newsfray LLC
Chirag		Business Development	BB
William	Kaafarani	CEO	MenaCare
Kashyap	Kabaria	COO & Co-Founder	marGenius
Murali	Kalavapudi	Owner	Envirosys Technologies, LLC
Priyanka	Kalia	Content Writer	Odido
Jill	Kaminsky	Real Estate	
Marcel	Kaminstein	Director	MediaLab Group
Paul	Kang	President	Alta Companies
Madelle	Kangha	Founder	Jumpstart Innovative Solutions
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Varun	Kashyap	Co-Founder	LetsEndorse
Stephanie	Katz	Founder & CEO	CETA Benefit Consulting Group
John	Kealey	Investor	Individual
LaShawn	Kenley	Founder & CEO	Sun Gods
Joe	Kessler	Managing Partner	Next-Stage Development Group
Aimal	Khan	Founder	Wisdomize Inc.
Alexander	Khorokhorin	Managing Partner	Angelico Ventures
Chad	Kiernan	Strategic Accounts	Modus Create
David	Kinnear	Co-Founder	Small Claims Portal
Kevin	Kirchman	CEO	Worldfree Corporation, Ltd
Laura	Kittredge	Marketing	Breaking Media
Amy	Klein	Founder & Member	Active Ascent Partners LLC
Neil	Kleinberg	CEO	DiliVer
Ted	Koblick	Director, Business Development	Computer Pros On Call
Prakash	Kolli	CEO	Blue Point Materials Research
Nelly	Kolodny	Founder & CEO	Mozzie Armor LLC
Tom	Komuro	Industry Analyst	Forbes Japan
Kamiar	Kordari	Vice President R&D	Elite HRV
Alla	Koretsky	CEO	Layer Technologies
Cem	Kosmaz	Co-Founder	Habit.com.tr

**ATTENDEES**

First Name	Last Name	Title	Company
David	Kratochvil	Managing Partner	Vista Capital
Caitlyn	Krebs	CEO	Nalu Bio
Richard	Kris	Angel Investor	Desert Angels
Max	Kryzhanovskiy	President	MOS Creative
Justin	Kuan	Student	Montgomery College
Anil	Kumar	Senior Engineer	deephouse.io
Sathish	Kumar	Partner	SBSS & Assocaites
Felix	Kushnir	Lawyer	Shulman Rogers
Jose	Laguna	Founder	Keystroke Technologies
Justin	Lall	CEO	Elevator Pitch Inc
Janet	Lawrence	Founder	Harmony Surgical
Donna	Lazarescu	Director	KiwiTech
Emily	Le	Founder	Bioinsider
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions,LLC
Emmanuel	Leduc	Directeur du Développement	UGREEN
Brian	Lee	Managing Director	Imagination Cafe
Esther	Lee	CEO	Refraction
Jack	Lee	Managing Director	Marketing Integration
Sean	Lee	Venture Fellow	Alpha Edison
Sung	Lee	MBA Student	George Washington university
Steven	Lehat	Principal	Regulatory World
Joy	Levin	President	Allium Research & Analytics
Jon	Ley	Director	Make Time Count
Li	Li	EIR	Quan Capital
Xiang	Li		
Henry	Lim	Director	Sijori Resort Group
William	Lin	Vice President	SCE Partners
Chen	Lindman	VP Business Development	SpeedSize
Barry	Lipsy	Principal	BNLipsy & Assoc
Enes	Liu	Founder	Paramecium
Yutong	Liu	Founder	Paramecium
Karen	Livingston	Assoc Director Entrepreneurship	GMU
Cody	Locke	Chief Innovation Officer	Center for Advancing Innovation
Jet	Lu	Director, Digital DevOps	City of Baltimore
Dennis	Lucey	Vice President	AKIMA
Justin	Lutz	CEO	Sampoll Inc
Kolemann	Lutz	Co-Founder	Mars University
Alina	Lyn	Lead Generation Specialist	Honeycomb Software
Oleg	Lysiak	VP of Sales	Honeycomb Software
Bei	Ma	Founder & CEO	The Pinea Group, LLC
Jacques	Macaire	Founder & Director	HUMANBE
V.R.	Maddox	CEO	V.R. Maddox Consulting LLC
Dan	Mahoney	VP of Finance	Land Intelligence
Madina	Maidanova	Business Development Director	Dephan LLC
Sheila	Malhotra	COO	TagFi Inc
Mike	Malloy	Program Director	Halcyon Incubator
Anthony	Malone	CEO	Scholar Bridge
Leandro	Margulis	VP Developer Relations	UnifyID
Donald	Marron	Institute Fellow	Urban Institute
Marie	Martin	CFO	RockIt industries LLC
Hannah	Mason	Global Manager, Business Development	Inteleos
Brendan	McAdams	Founder	Expertscape
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Joe	McNamara	Project Manager	
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Brian	Mehnert	COO	Connected Ventures
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Devin	Miller	Founder & CEO	Miller IP Law, LLC
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David	Moehring	Partner	Cambium Capital
Bill	Moher	CEO	Complexity
Curtis	Moiles	Business Development	GreenHills Ventures
Lidieth	Mojica	CEO	Mojica Consulting
Sumedha	Mongia	Founder	Valeo Health -Well Up
Stephone	Montgomery	Founder & CEO	BZConnects Inc
Jamie	Mooney	Vice President	Early, Cassidy & Schilling LLC
Alicia	Moran	Manager, Small Business Development	PGCEDC
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
Tommy	Morris	President	HAIL, INC
Thomas	Mouton	President	C2 Exclusive Properties
Mujahid	Muhammad	President	KEYS Development
Ellen	Mundell	VP Business Development	CohnReznick/VentureCount
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Michael	Niggel	CEO	ACT I
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Justin	Park	President	Intergalactic Education
Sarah	Park	Director	Calculate
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Gautam	Rattehalli	Chief Operating Officer	ReveMax
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Riley	Repko	Strategic Advisor to the Secretary	U.S. Air Force
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Jennifer	Teeters	Partner Enablement	Zoom
Emma	Tello	Founder & Consultant	Tello IP Services
Taner	Tess	Talent Acquisition Attaché	Quebec Government
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Samuel	Thomas	Investor & Scout	Rebel One Ventures
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**ATTENDEES**

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