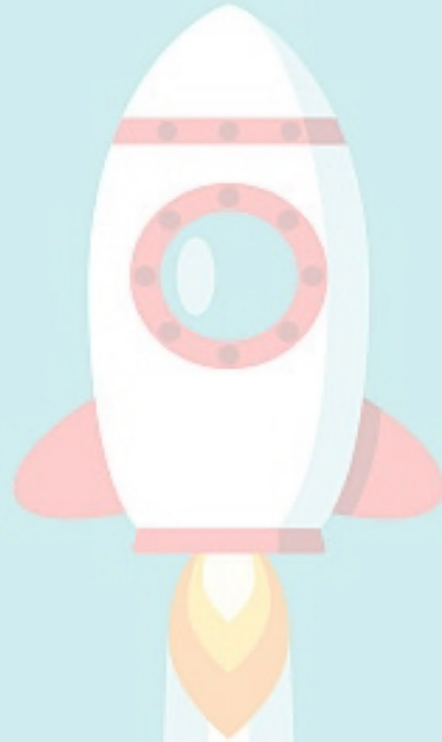


Big  Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

April 29, 2021

CONNECTPRENEUR.ORG

HOSTED BY:

Tien Wong

Big Idea
CONNECTpreneur

Anthony Millin

NEXT

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

The Monthly Blend

To hear the perfect combination of inspiring thought leaders like Ollen Douglas, Managing Director of Motley Fool Ventures or research-driven discussions featuring senior leaders from renowned universities such as Georgetown, GWU, and Howard, make sure to join **The Monthly Blend**. The DMV's place to gather and advance sector collaboration.

LET'S MIX THINGS UP.

To register for our newsletter, sign up for our next podcast and explore previous conversations, head to www.themonthlyblend.com.

Have a blended conversation you'd like to see us cover? Feel free to share your suggestions with us at info@next.law.

AGENDA

THURSDAY, APRIL 29, 2021

11:00-11:05am | VIRTUAL NETWORKING
(via Private Message)

11:05-11:15am | WELCOME and INTRODUCTIONS
TIEN WONG, Founder and Host, CONNECTpreneur Community

11:15-12:25pm | ROCKET PITCH SESSION

Companies will be introduced by:

LISA FRIEDLANDER, NEXT, Powered by Shulman Rogers

PRESENTING COMPANIES:

- **AtWork Systems**
- **Bridge Therapeutics**
- **Coachspace**
- **DNA Analytics**
- **Lunano**
- **Micronic Technologies**
- **National Adhesive**
- **RHN**
- **SST Wireless**
- **Stratafolio**
- **VonMercier**

12:25-1:00pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)

SPEAKERS



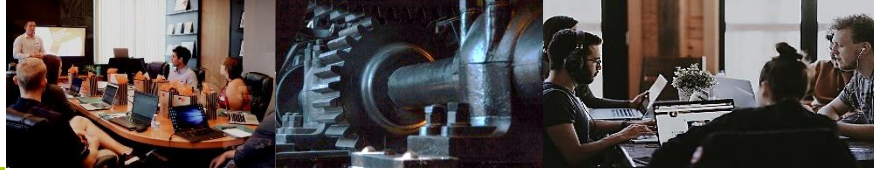
TIEN WONG, CEO, OPUS8, INC.; FOUNDER AND HOST, CONNECTPRENEUR COMMUNITY

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.



Opportunity

By 2025, the combined ERP and Big Data/Analytics market will be over \$110 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. 500+ users and 20 customers currently using the platform.

Month/Year Founded

August 2016

Team

12 (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

\$3M loan from private investors

Existing Investors

\$2M raised through 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 solution 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 reduces the implementation time and effort and operational costs for SMBs.

Positioning: OneLynk has all the features normally found in an enterprise 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. Our innovative pricing model provides SMBs of all sizes a very affordable on ramp.

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 influence an entire supply chain (SHRM, PMI, Primes, Asset Lenders) 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 ARR of \$2.6M in 2021, \$7.4M in 2022, and \$31.5M in 2023.

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.



Value Proposition

Bridge disrupts \$25B+ markets for treating chronic pain and opioid addiction with better delivery of safer products to attack root causes of the Opioid Crisis

Company Background: Bridge was founded by its Chief Science Officer to replace potentially fatal opioids with safe, strong pain relievers. The key molecule (Buprenorphine) was developed in England to treat pain, yet brought to America to treat addiction. For all its benefits, *Bup* cannot be swallowed and current versions are not easy to administer. Bridge solves both problems

Leadership Team: Our CSO has treated pain and addiction for over 30 years. He is also a top clinical researcher, leading 170 trials for FDA approval. Our CEO was a Wall Street strategist before working with early-stage companies and raising them \$250M over the last 20 years. Our COO has spent 35 years in Pharma taking drugs from lab-bench to market. He ran the Zydis, rapid-dissolve technology division of Catalent (NYSE: CTLT) for 7 years. One Scientific Advisor ran FDA’s division for pain and addiction therapies; another has helped commercialize \$15B in assets. A key board member has helped to launch four healthcare products.

Products/Services: Our pain products are stronger than the strongest opioid (fentanyl) without the risks of addiction, overdose or death. Our addiction therapy helps medication assisted treatment to end opioid use disorder by being fast and easy to take (i.e., 3-seconds vs 6-16 minutes; no mouth irritation).

Technologies/Special Know-How: Bridge uses generic ingredients for quick and low-risk FDA approval, yet protects the resulting therapies. We start with an exclusive license to world-class delivery technology (Catalent’s Zydis), add ~3 years of FDA exclusivity for novel studies and then launch our own patented combinations and uses of these drugs. *New and improved* formulas will keep patients using our branded products.

Market: The \$80B pain market is growing 3% annually as the world’s population ages. All the variety in treatment (like CBD) is for low levels of pain, while all strong pain relievers are opioids. Chronic pain patients take opioids daily. This segment is \$20B with 50M patients. Our second market, for addiction, is \$10B of which \$6B is for *Bup* drugs. Sales growth comes from market concentration, safer scheduling and government guidance.

Distribution Channels: Primary purchasers will be doctors/prescribers, pharmacy wholesalers/distributors, pharmacy benefit managers (e.g., Express Scripts, CVS, United Health), private insurers and public insurers, e.g., Medicare.

Competition: All strong pain relievers are Schedule II opioids such as morphine, oxycodone and fentanyl which carry the risks of constipation, depression, addiction, overdose and death. Newer versions are harder to abuse, yet no less addictive. Our drugs will be Schedule III, like codeine, so won’t require monthly urine tests. They also may be combined safely with opioids or lighter therapies like NSAIDs and CBD for adjunctive (or additional) pain relief.

Our addiction therapy competes directly with other deliveries of *Bup* such as Suboxone® film (6-minute delivery) and generic tablets (16 minutes), both of which can irritate the mouth (22%). Our Bunalz® takes just 3-seconds to administer, so no mouth trauma. Bunalz® competes indirectly with methadone (which risks fatal overdose) and naltrexone (which can cause severe withdrawal symptoms).

Quick Facts

Name: Bridge Therapeutics, Inc.

Contact: Tim Peara

Address: 18 Forest Rd
Asheville, NC 28803

Phone: 941-920-3139

Email: tpeara@bridgerx.net

Website: bridgetherapeutics.com

Industry: Bio-Pharma

Domain: Healthcare

Bank: Bank of America

Law Firm: Richbourg Law, NYC

Patent Estate: Licensed and Original

Number of Employees: 4

Leadership Team:
Greg Sullivan, MD, CSO
Tim Peara, MBA, CEO/CFO
Dave Bergstrom, PhD, COO

Financing Sought: \$5M

Current Investors: Family Offices, HNW, Angels

Use of Funds: Commercialization

Auditor: Martin Finkle, NYC

Financial Projections (Millions):

	2021	2022	2023	2024	2025
Revenue	\$0	\$53	\$200	\$365	\$565
EBITDA	(\$3)	\$7	\$95	\$235	\$390

the problem we solve

- It's hard to find trusted help
- Often coaches/creative types have a hard time growing/scaling + marketing their business
- People aren't getting the help they need
- Avoid dangers of not doing research and investing in the wrong coach

our solution

- Everything you need in one place!
- The only platform that brings coaches, courses and community together
- Professional + engaging profiles
- Easy to use calendar + scheduling tools
- Schedule video calls, sessions, and meetings in seconds (HIPAA Secure)
- User generated ratings + reviews
- Payment processing

our team

(Co-Founders have built a 7 figure company together)

Kristina Tsipouras, Co-founder + CEO

Daniel Miller, Co-founder + CTO

Alex Karpovsky, Technology Partner / Kanda Software

Kevin McHugh, UX/UI designer

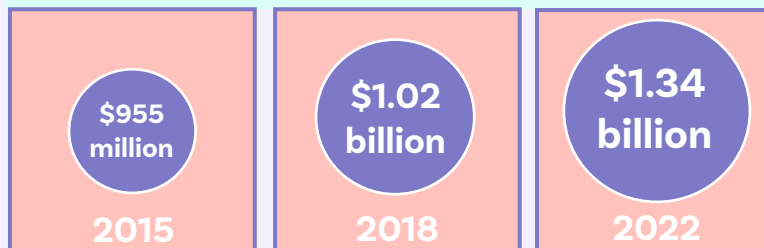
Kimberly Osborne, Branding + Graphic Design

Juliana Joyce, Sales + Marketing

what we've accomplished in just 10 months

- \$200K Invested Into technology build
- Beta Launch KPI's > 192 Clients, 198 Coaches, 68 Events Created, 22 Sessions Booked, 11 Event Tickets Purchased
- Obtained trademark + set up Delaware Corporation
- Acceptance into tech accelerator program focused on scaling + fundraising
- 7,300 users + coaches on our email list, 713 coaches in our 'coaches supporting coaches' facebook group
- 708 followers on Instagram, 444 followers on facebook, and 98 followers on linked in

The United States market size for the life coaching industry alone has hit over 1 billion!



our competitors

Soar, Noomi and Upskill Coach

our business model

Our revenue model includes monthly subscriptions, transaction fees, events, add-ons, and advertisers.

our strategy + marketing

Becoming the coaching industry leader

- Launch w/ Industry Leaders
- Traditional Public Relations
- Brand Ambassadors + Celebrity Coaches
- Shareable User Content
- Social Media Marketing
- Targeted Ads + Media/Lifestyle Brand Building
- Competitions + Point System
- Affiliate Programs + More!

our funds →

seeking
\$1 million
SAFE agreement



Value Proposition

DNA Analytics' patent pending artificial intelligence algorithm, **AccuMatch™**, for drug and diagnostic development, shortens go-to-market time by 3 to 18 months, which results in lower cost and higher revenue. The unmet medical need is gene therapy and gene editing for cancer, Covid-19, neurological diseases, hepatological diseases, retinal diseases, and rare genetic disorders. The algorithm operates by predicting the match strength of chemical gene probes to genes. DNA is made up of four chemical units: A, C, G, & T. Humans have 3.2 billion of these chemicals ordered in sequence along our chromosomes, which makes for quite a challenge when developing a gene probe. The challenge is that there are almost as many chromosome match locations as there are A, C, G, & T bases, which means 3.2 billion possible matches. Our algorithms better predict gene match, which weeds out candidates that are destined to fail due to poor match or toxicity.

Company Background: The co-founders have spent their careers in gene probe design and know full well that gene probe design fails 17% of the time. And studies show 65% of these failures are due to bad gene matches. These failures lead to an expensive revision process of making more probes and testing them in the laboratory. To address this, we have developed a platform algorithm for scientists that predicts how strongly a chemical gene probe will match its target gene.

Leadership Team: Raymond Peterson, PhD, CEO: 20 years' experience translating complex science and algorithms into software products licensed to Illumina, Qiagen, BioSearch, and other companies. **Jason Kahn, PhD, Chief Scientist,** is tenured associate professor of Chemistry & Biochemistry at the University of Maryland, and a proven innovator of DNA match algorithms. **Ines LeBow, Strategic Advisor,** has over 25 years of hands-on experience helping startups secure funding, grow, and exit in 11 M&A deals.

Products/Services: AccuMatch™ is a powerful AI platform that matches gene probes to genes. The algorithms can be delivered as a web service, to seamlessly fit into a pharmaceutical company's existing development software pipeline, or the Company may act as a vital partner in the drug or diagnostic development process.

Technologies/Special Know-How: Our patent pending methods and algorithms are the first to apply modern gene technologies and big data to gene match algorithms. This opens new drug possibilities, weeds out candidates that are destined to fail, and greatly advances the ability to predict toxic side effects.

Market: Gene probes drive the biotech field, which is a \$775B market. The segments that have the most to gain from **AccuMatch™** are gene testing (\$17B), gene therapy (\$5B), and gene probe synthesis (\$2B).

Distribution Channels: We anticipate selling directly to pharmaceutical and biotech companies, to gene probe manufacturers, to ancestry companies, and to vendors of biotech tools like Illumina, Qiagen, Millipore, and others.

Competition: The match algorithms in use today are from studies published between 1995 and 2005, making them 15 to 25 years old. The current benchmark, from 1998, improved the prior benchmark of predictive accuracy by 0.5° C. **Our algorithms improve prediction by up to 7.0° C.** Competitor companies include Exiqon and DNA Software.

Quick Facts

Website:
www.dnaanalytics.com

Headquarters Office:
10 Lakeview Circle
Greenbelt, MD 20770

Industry: Global Life Sciences
Domain: Biotechnology, Gene Diagnostics

Bank: Silicon Valley Bank
Law Firm: Shulman Rogers
Patent Estate: Kasha Law

Leadership Team:

- **Raymond Peterson, PhD**
Founder/CEO
Raymond.Peterson@dnaanalytics.com
- **Jason Kahn, PhD**
Scientific Advisor
Jason.Kahn@dnaanalytics.com
- **Ines LeBow**
Strategic Advisor
Ines.LeBow@dnaanalytics.com
- **Marc Beal, MBA**
Business Development
Marc.Beal@dnaanalytics.com

Previous Funding:
\$5.0M product awards, \$120K personal.

Amount of Financing Sought:
\$250,000

Use of Funds: Key hires.

Financial Projections (MM): Licensing

	2022	2023	2024	2025	2026
Revenue	1.3	5.5	17.0	34.0	50.0
EBITA	0.5	3.5	12.0	19.0	30.0

LUNANO, INC

Executive Summary

Pitch: Our non-toxic disinfectant platform technology kills bacteria and viruses and can be integrated into liquids and surfaces for long-lasting protection.

Business Summary: We design and sell active disinfectant ingredients to a customer's specification. The customer integrates these ingredients into their product to either actively disinfect a space or provide an antimicrobial surface. Examples include a cleaning and disinfectant spray for the home or an antimicrobial cupholder in your car.

Management Team: Our team has 55+ years' experience in both commercial (sales, business development, marketing) and operational (supply chain, manufacturing) functions. We have experience working at companies like Amazon and Procter & Gamble. Our CTO holds multiple patents in biomedicine nanotechnology.

Customer Problem: Disinfectants only last a few hours, and we forget to reapply. They are made of harmful chemicals and are designed to evaporate to keep from hurting you. Most disinfectants do not work on all viruses and bacteria. The world lacks technology that is accessible and cost-effective that can be added to surfaces to make them sanitary for extended periods of time.

Products/Services: Our patented material comes in both liquid and powder form for integration in manufacturing processes. It can be customized for a customer's requirements including disinfectant strength and duration of effect. It can be added to both liquids (sprays, coatings, membranes) and solid surfaces (plastics, glass, metals).

Target Market/Customers: The Total Addressable Market (TAM) is \$11.6B and comprises of six verticals: Disinfectant Sprays & Wipes (\$0.5B), Antimicrobial Surfaces (\$4.2B), Antimicrobial Packaging (\$1.6B), Airflow Disinfection (\$2.8B), Water Disinfection (\$2.0B) and Medical Disinfection (\$0.5B). We are a B2B company. Our target customers are manufacturers (e.g., Honeywell), suppliers (Tier 1, Tier 2, etc.), and brand owners (e.g., Procter & Gamble).

Competition: Our competition is producers of commoditized disinfectant chemicals like Hydrogen Peroxide (Univar Solutions), Bleach (Olin), and Ammonia (Yara). Other nanotechnology disinfectants are silver- and titanium dioxide-based. Competitors also include ionized water sprays and UV-light disinfectants.

Competitive Advantage: Against chemical-based disinfectants our product is just as effective at killing microbes (99%+) while lasting much longer (up to a few weeks or years). Our technology also works across the antimicrobial spectrum (viruses, bacteria, fungus, protozoa). The product is non-toxic (safe for skin contact) and does not contain harsh chemicals that will degrade surfaces. Other nanomaterial-based disinfectant technology does not have the duration of effect that LUNANO while being more expensive. Ionized sprays, while effective, can cost thousands of dollars for an ionizer machine, and the disinfectant effect lasts only a few hours. UV lights are incredibly dangerous for direct human exposure, thus making the technology impractical, in addition to the substantial cost of UV-lights and power.

Current Fundraise: The founders have self-funded to-date and are seeking \$400k in Seed Capital. We will use this funding for: Research & Development, Sales/Business development, Regulatory Approvals, and Manufacturing Development.

*USD thousands	Year1	Year2	Year3	Year4	Year5
Revenue	\$840	\$10,800	\$18,000	\$32,300	\$38,700
Gross margin	70%	70%	70%	70%	70%
EBITDA	(\$315)	\$3,040	\$5,280	\$11,400	\$13,770

LUNANO

Management Team

Bradley Duckworth, CEO
Nasuh Onal, CCO & CFO
Remy Orain, COO
Dr. Thomas Webster, CTO

Contact

Contact@mylunano.com

Financial Summary

Seed Stage
Self-funded - \$50k
\$400K Seed Round

Investment Summary: With \$7.8M in cumulative funding, Micronic Technologies, a woman co-founded and led business, designed and prototyped the Tornadic One-Pass™ (TOP™) wastewater purification technology; engaged in a cooperative development agreement with the EPA, who's chief scientific investigator played an integral engineering role in designing a pre-production unit for EPA's testing and evaluation; engaged potential customers in the cheese production markets; secured 10 patents; validated CAPEX at 50% and OPEX at 25% of the competition; and established a doctorate level External Scientific Advisory Council led by Virginia Tech's Dr. Matt Hull. Micronic seeks a \$2.5M Series Seed 2 preferred equity round to broaden its footprint into the landfill leachate market where its public private partnership strategy will address critical infrastructure.

Management: Karen D. Sorber, CEO, co-founder and the largest owner, after a diverse career in consulting, co-founded Micronic and manages Micronic strategic, investment, and marketing activities. Greg Redick, LtCol (ret), Investor and VP for Manufacturing and Commercialization, brings robust industrial consulting experience after a full career in the Air Force. Kelly P. Rock, CTO, co-founder, and inventor of record for 31 patents, with over 35 years in research and development, leads technology innovation and development. Leta Kelley, with a career in managing financials operations of three industrial companies, is Senior Financial Manager. Don Jordan, PhD in Aerospace Engineering with 19 years in research and teaching at the University of Virginia, leads modeling and energy efficiency engineering. Members of the Board of Directors include Steve Meltzer, (Lead Director) a nationally recognized attorney; Lynda Messick, (Audit Chair), a nationally recognized banker; and Brian Phillips, lead investor from The Pearl Fund. Marco Rubin, Senior Investment Director, Center for Innovative Technology; and Rich Diemer, CAV Angels Co-chair and Treasurer, serve as Board Observers representing their investment.

Customer Problem: 34 billion gallons of U.S. wastewater are generated daily and 93.6% is not reused. Driven by environmental, economic, and regulatory pressures; industry is fully embracing Zero Liquid Discharge (ZLD), where wastewater is reused with minimal or zero discharge. Currently, traditional evaporator systems are the only viable solution to treat and reuse contaminated wastewater, especially to achieve ZLD. However, traditional evaporators are caused scaling using extensive chemicals, are very costly, and technically challenging.

Product Offering: Micronic's TOP™ solution enables ZLD by mechanically concentrating highly contaminated wastewater without the high CAPEX/OPEX and logistics supply chain of current evaporators. TOP™ is a closed loop system leveraging patented internal geometric designs creating a vortex of micro droplets to induce evaporation and concentrate contaminants. Third party testing has validated contaminant removal of total dissolved solids by up to 99.97% and volume by >95%; both measures critical to the ZLD market. Additionally, TOP™ removes total suspended solids, bacteria, metals, pharmaceuticals, and nanomaterials.

Target Market: An external market study by an internationally recognized consulting firm revealed the ZLD market is Micronic's sweet spot across a range of market sectors including food and beverage, chemical, power, steel, textile, landfill, and pharma. Micronic is initially targeting 95 U.S. cheese production plants and potential customers in the over 10,000 landfills in the U.S.

Value Proposition: Compared to industrial evaporators, the TOP™ OPEX is 75% less than the competition. This low OPEX is because TOP™ has few moving parts, uses no chemicals, membranes, or filters, and requires no pre-treatment. Its smaller footprint, simplicity, and low heat and temperature contribute to its projected CAPEX at 50% less than the competition. The TOP™ ZLD solution greatly reduces water fees as water scarcity increases and helps industry meet sustainability objectives. Once concentrated, valuable resources (gold, silver, rare earths, etc.) can be recovered and remaining disposal costs are cut. Trucking to treatment facilities is often the only practical alternative to dispose of concentrated wastewater and can range from \$.10 to \$10.00/gallon. Even at small scale, this could mount to millions of dollars per year for one plant. TOP™ reduces this by up to 95%.

Growth Strategy: This Series Seed 2 raise is targeted to deliver a unit for EPA testing; engineer, build, and deploy landfill leachate demonstration of the TOP™ pilot; secure additional patent protection; secure key executives to meet growth expectations; develop business case and financials for post sales recurring revenue including remote data monitoring, preventative maintenance agreements, refine pricing model based on market pricing, test results, and ROI.

Contact: *Karen D. Sorber, CEO ~ 276.285.8970 x 800*

ksorber@micronictechnologies.com



GREAT STUFF™ is a trademark or registered trademark of affiliates of DuPont de Nemours, Inc. used under license by National Adhesive Distributors Inc.

Value Proposition: Investor Highlights

Company Background:

25 years international experience in the Adhesive & Sealant market supplying into 17 Countries, originating in South Africa. Launched February 2019 in the U.S.A. Currently owner of 3 brands (Glue Angel, Thicc and Eish) and licensee (caulks and sealants) under the DuPont™ Great Stuff™ brand, with second license with DuPont™ (range of tapes & Kevlar™) in progress for North America.

Leadership Team:

C suite Team has combined 150 years management experience, 9 exits, 6 raises and 13 acquisitions.

Products:

DuPont™ Great Stuff™ Caulks & Sealants License. License for a range of tapes being finalized. Owners of Glue Angel, Thicc & Eish! brands, supplying adhesives, sealants, and tapes into the retail, wholesale, and eCommerce markets.

Technologies/Special Know-How:

Besides the license agreement with DuPont™ Great Stuff™, we have taken some tried and tested industrial products (through our relationship with Glue Devil in South Africa) and are bringing these products to the consumer market in North America. “How” and “Where” mobile app being developed, QR codes for “How To” videos being developed for all products. *Look out for G bond & Glue Genius*

Market:

A 5 to 7 year \$250m (<2%) target of \$14 billion adhesive and sealant market in the US. Out of 30 identified channels we are targeting only 5, currently focusing on the consumers’ needs. Our Great Stuff™ opportunity is larger than DuPont’s current volume and revenue. (Currently, 40 cans sold a minute).

Distribution Channels:

Our 3PL’s (Third party Logistics) 48 warehouses, international supply chain and distribution are all managed through EDI / API connection to our NetSuite ERP system in order to manage and control distribution to our Customers (Hardware, MRO, Industrial, Auto, Roofing, Arts & Crafts and eCommerce platforms), all managed between our team and national manufacturer rep groups.

Competition:

All major players in the \$14B U.S.A adhesive and sealant market. GE and DAP in the sealant industry, Gorilla Glue in the retail adhesives industry. Others worth mentioning Flex Seal, SuperGlue, MFM Tape and Titebond.

Quick Facts

Company Name: National Adhesive Distributors Inc. (Delaware C Corporation)

Contact: Dean van Zyl

Address: 8280 Willow Oaks Corporate Drive, Fairfax, VA, 22031

Phone: +1 (855) 674-4583

Mobile: +1 (571) 340-4478

Email: dean.vanzyl@nationaladhesive.com

Website: www.nationaladhesive.com

Industry: Adhesives & Sealants

Domain:

Bank: Chase

Law Firm: Blue Sky Law, LLC

Patent Attorney: The Sladkus Law Group

External Accountants: Thompson, Hughes & Trollinger, PLLC

Number of Employees: 9 permanent / 36 third party

Leadership Team: Founder/CEO: Dean vanzyl, CFO: Greg Fletcher (CPA), COO: David Baxley, CIO: Milton Chiz, CSO: Ted Topanak, Marketing VP: Heman Mohanlal

Advisory Board: Mike Irwin: WD40, Shane Nadauld: Glue Devil

Amount of Financing Sought: \$3m

Current Investors: Internal, Friends and Family, Manufacturer Reps

Use of Funds: Rapid expansion into market

Financial Projections (unaudited, dollars in 000s):

	2021	2022	2023	2024	2025
Revenue	\$ 8,183	\$ 20,993	\$ 42,670	\$ 75,378	\$ 121,462
EBITDA	\$ 314	\$ 1,303	\$ 4,861	\$ 10,524	\$ 17,762

Value Proposition

Company Background: *Real Hip –Hop Network was organized in 2007 as cable channel to reach the hip-hop demographic. In 2019 the Network reorganized and pivoted to concentrate exclusively on the digital media market to include live streaming, Subscription Video On Demand. The network is also focused on other innovative technology formats to include Virtual Reality, Mixed Reality and Voice AI platforms to take advantage of emerging trends that will dominate the market in coming years.*

Leadership Team: Atonn Muhammad, Darryl Smith, Khalil Muhammad, KW Ford, Bernard Taft. Board of Advisors include, Carl Page, Joe Abrams, Reginald Hudlin, Veda Manage, Scott Royster, Sean Carey, Zane Strebtor, Jeff Geisler, Walter Burton.

Products/Services: *Real Hip Hop Network’s products and service include a Freemium Subscription and Ad Based Application with over 30,000 hours of content, delivered across multiple platforms to include Alexa, Fire Stick, Android TV, Apple TV, Roku and both mobile platforms to include IOS and ANDROID. The Service also will provide subscription fan channels for artist and celebrity creators to provide exclusive content for their fans in exchange for a modest monthly subscription plan.*

Technologies/Special Know-How: *Real Hip-Hop Network will differentiate itself by segmenting to focus on the core market of hip-hop lifestyle and culture. The company plans to create content to exclusively serve this demographic 24/hours a day. The channel plans to use sms-text engagement to keep subscribers up to date on 24 hour hip-hop celebrity news and information as well as new content featured on the platform.*

Market:

Millennial’s, ages 23-36, prefer to watch TV online and on streaming services. They stream more online TV than any other generation—mainly on streaming services like Netflix, Amazon Prime Video, Hulu, and Disney Plus.

Millennials will continue to represent the bigger proportion in the world’s four largest economies: U.S., China, Japan and Germany. The combined population just shy of 2 billion in those four countries will have a ratio of 100 millennial’s for every 73 in Gen Z next year.

Gen Z commands a remarkable \$143 billion in buying power

Over 30% of all on-demand audio and video streams in the United States last year were of tracks recorded by R&B and hip-hop artists.

Distribution Channels: *RHN’s music and Video Streaming App will be delivered across all platforms ROKU, APPLE TV, AMAZON FIRE STICK, ANDROID TV, IOS and other Smart TV Platforms such as VIZIO and Samsung.*

Competition: *Competition for the streaming space is vast. Our service is competing for t across multiple platforms. This includes major streaming giants live Netflix, Disney Plus Platforms such as APPLE Music, Spotify and Pandora. The major factor that fuels our c focus on hip hop lifestyle and culture attracts a loyal and large demographic of mostly millennial and Gen Z’ers*

Quick Facts
Company Name: Real Hip Hop Network Broadcast Corp

Contact: Mr. Atonn Muhammad

Address: 1629 K Street NW #300 Washington DC 20006

Phone: (202) 379-3115

Fax:

Email: atonn@rhn.tv

Website: www.rhn.tv

Industry: Media & Entertainment

Domain: www.rhn.tv

Bank: BB & T BANK

Law Firm: TLP, LLC (Telecommunications Law Professionals, LLC)

Patent Estate: N/A

Number of Employees: 5

Leadership Team:
Atonn Muhammad, KW Ford
Darryl Smith, Bernard Taft

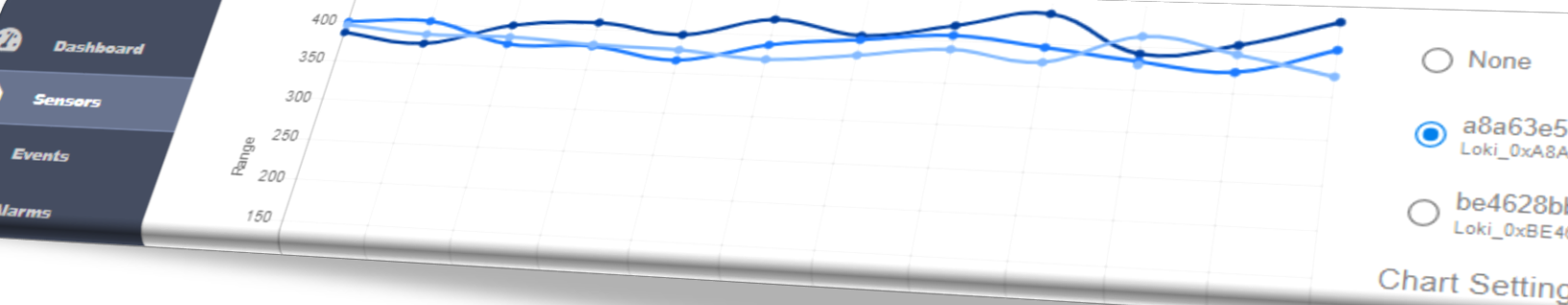
Amount of Financing Sought:
 \$5,000,000

Current Investors: James Dale Davidson, Craig Mathues, Carl Page, Joe Abrams

Use of Funds: Content Creation and Acquisition, Marketing and Advertising and Product Development

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	13,108,000	25,500,00	45,500,200	65,000,00	150,500,500
EBIT (dollars in thousands)	3,500,000	5,560,000	11,750,00	15,005,500	25,500,500



SST Wireless

Industrial IoT for Everyone

www.sstwireless.com

Funding:

Series A Preferred Round

\$ 1.5 M USD @ \$5 M Pre-money valuation

\$ 578K available

Revenue Forecast:

2021	2022	2023	2024	2025
\$ 1.8	\$8.5	\$30.2	\$89.7	\$152.7

Exit:

Strategic acquisition within 36 months at a minimum valuation of \$100 M USD.

Investors in round:

Momenta Ventures

Keiretsu Capital

SWAN Venture Fund II

Keiretsu & US Angels members

Management Team & Board:

Christopher Chong, President & CEO

Felipe Sieben, Director of Engineering & Process

Igor Vinovskyy, Director of Production

Philip Choo, Director of Finance & Admin

Stephen Berard, CTO, Momenta Ventures

Rick Tomfordhe, Vice Chair, Alliance of Angels

John Park, CEO, RCI Capital Group

Christopher Chong

News & Media:

Partnership with Precision and data driven results [\[Read\]](#)

New Flyer selects SST as only approved provider [\[Read\]](#)

Momenta Ventures invests in SST [\[Read\]](#)

Digital Leadership Series podcast with SST CEO [\[Listen\]](#)

Why we support a dirty industry social media [\[Read\]](#)

Techbrief coverage of SST at SensorsExpo SJC [\[Read\]](#)

Contact:

SST Wireless Inc.

Christopher Chong, President & CEO

(604) 946-0173 x 101 / (604) 240-7177 mobile

chris@sstwireless.com

Problem:

Small to medium sized industrial companies (SME) are being left behind on the "Industrie 4.0" revolution. Less than 10% of industrial SMEs have adopted Internet of Things (IoT) technologies, although they would benefit the most. The barriers are legacy vendors themselves and an ecosystem of certified channel partners who sell complexity. SMEs lack knowledge, budgets, big data, and inhouse expertise.

Opportunity:

SME Industrials represent 98.6% of the market and play a vital role in the entire supply chain. The industrial sensor market is worth \$19 billion with wireless sensors at \$4.6 billion but growing at 24% CAGR. Legacy sensor market is ripe for disruption. SST is well positioned to capture a significant market share as clearly demonstrated through multiple use cases and customer adoption.

Solution:

SST has removed the barriers to IoT adoption by developing a robust line of industrial grade wireless plug & play sensors & gateways (pressure, high temperature, vibration, humidity) that can be affordably acquired or as a subscription. Sensors and gateways are designed to be installed by anyone using a smartphone with NFC. The sensor data is automatically hosted on SST's ECMDash cloud platform where data is aggregated, and trainable events are captured to deliver analytics & machine learning.

Business Model:

Both the cloud-based monitoring & analytics services (SaaS) and the wireless sensors & gateways (EaaS) are offered as a self serve subscription service. Each sensor that is installed on a machine increases the value of the data repository that SST is building and the level of accuracy and intelligence.

Access to a consistent, structured archive of machine condition data will be available to 3rd parties including analytics providers through an Application Interface (API).

Why Invest:

Products and technologies are validated with significant customers. SST's focus on aggregating machine condition data is incredibly unique in the market and defensible. Revenue generating and accelerating. Growing patent portfolio & early acquisition interest. De-risked investment.

STRATAFOLIO®

Executive Summary



Company Profile

URL: www.stratafolio.com

Founded: May 2017

Location: Cedar Rapids, IA

Employees: 7

Management Team

Jeri Frank - Co-Founder & CEO

Uriel Barillas - Co-Founder & CTO

Advisors & Board

John Courtney - Board Member

Joe Ahmann - Real Estate

Dave Wilson - Real Estate

Don Schoen - Sales & Marketing

Kade Hoppenworth - Lender

Nick Bray - User Experience

Contact

Jeri Frank 319.693.9057

Business Summary: STRATAFOLIO is a cloud-based software solution. We provide real-time asset management, property management, and business analytics to mid-tier companies that own, manage, and lease real estate.

Customer Problem: Almost 80% of real estate companies rely on spreadsheets to manage significant parts of their business. These companies are forced to operate this way because their data is fragmented across multiple systems and accounts. Yet they need a consolidated view. The time-consuming, error-prone process of aggregating data directly impacts their bottom line through inefficiency and missed opportunities. Scaling is difficult. Companies want to grow to the next level, but their systems don't support them.

Solution: Customers benefit from automation and consolidation of information that helps increase speed to produce accurate reports, invoices, and answer strategic questions. Provide customers with ability to have global views of:

- Financial Management
- Asset Management
- Operations Management
- Investor Management

Market: There are 405,000 real estate businesses in the US who own and manage real estate. This industry generates \$238 billion in revenue annually, with the average owner spending \$20k annually on software and resources to compile and analyze their organization's data. Of the 405,000 companies, there are 147,000 companies that own between \$10 and \$400 million in asset value. This is our market.

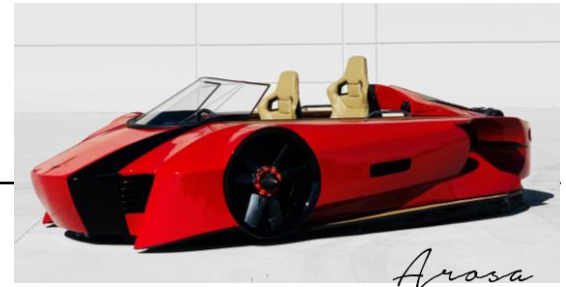
Competitors: From a competitive landscape, no competitor provides everything we do to the market segment we are focused on. However there are several companies that provide elements of what we do including Re-Leased, AppFolio, and Yardi Voyager. Notably, these products are priced outside of what the mid-tier owner can afford.

Business Model: Our business model includes revenue from multiple sources. Our primary source is a SaaS model with a recurring annual charge based on the number of buildings under management. Secondly, there is a full-service onboarding fee.

Competitive Advantage: STRATAFOLIO is positioned to help real estate companies who own commercial real estate with NNN leases, have an asset value between \$10 - 400 million, work with multiple lenders and investors, and use QuickBooks. These businesses need a cost-effective tool that gives them quick access to their data, manage

Revenue & Customer Projections

	2021	2022	2023	2024
ARR	\$329,015	\$1,031,712	\$2,965,089	\$7,600,475
Total Revenue	\$489,765	\$1,514,108	\$4,210,067	\$10,601,330
# of Customers	102	304	835	2,045



Company

VonMercier Inc.

www.vonmercier.co

Industries

- Watercraft
- Recreation
- Luxury Vehicles
- Transportation
- Search and Rescue
- Military

Leadership Team

- Michael Mercier
- Ray Bennett

Manufacturing Partners

- JT Composites
- CIE Solutions
- WingFan Inc.

Key Advisors

- Andrew Fritz
- Jennifer Micek
- Roger Bailey

Seed Investment Sought

- \$1,000,000 (Current)
 - \$350,000 sought
 - \$652,500 committed
- \$7,000,000 (Follow-on)

Pre-Seed Funding

- \$ 34,000 (friends and family)
- \$ 230,000 (angel)

Founder's Contributions

- \$ 84,000 (Mercier)

Financial Projections

Year	Units Sold	Revenue
2021	1	\$ 100,000
2022	50	\$ 5,000,000
2023	250	\$ 25,000,000

Contact

Michael Mercier

Founder & CEO

312-609-9943

michael@vonmercier.co

linkedin.com/in/michaelwmercier

Executive Summary

Mission: To bring imagined vehicles to life.

What We Do: At VonMercier, we design and manufacture manned vehicles of the future in order to enhance exploration, transportation and recreation.

Founder: Michael Mercier is the CEO and company visionary. He built his first hovercraft when he was 13 years old and has had a passion for them ever since. As a mechanical engineer and expert in product development he has designed, built and launched a range of things from paper shredders, to drones, to automated industrial machines.

Problem with Hovercraft: Hovercraft can travel over land, water and a variety of terrain in-between, but current personal hovercraft have inadequate maneuverability, are excessively noisy, and lack modern design aesthetic.

Flagship Product: The VonMercier Arosa sports hovercraft is electric, quiet, and easy to use. It is the first ever hovercraft to give complete and intuitive control to the pilot to fly forward, reverse, and steer with ease. The craft employs an aramid fiber centrifugal lift fan, the quietest and most efficient lift fan in use by hovercraft, and has an electric powertrain. With a carbon fiber body and luxury trim throughout, the Arosa is a head turning experience for the discerning individual.

Manufacturing Progress: Prototype development has proven that the concept for a quieter, better moving, and better looking personal hovercraft is possible. It has also been proven that the automotive, marine and futuristic inspired body design can be manufactured true to concept. Body molds and tooling are in progress. A beta production unit Arosa is being built with funds from this round. The supply chain and vendor infrastructure are queued up to support production.

Target Markets: VonMercier is initially targeting the luxury end of the Recreation B2C vehicle market at a \$100,000 product base price. Compared annually to others in our sector, Innespace sells its SeabreacherX submersible watercraft for \$81,000, KTM sells its X-bow track cars for \$103,000, Sealegs sells wheeled boats for \$110,000, and Icon Aircraft sells its A5 airplane for \$359,000. Products will be further developed to serve the Yacht Tender, Luxury B2B and Utility B2B and B2G markets. Search & rescue and military operations will benefit from the core technology improvements.

Customers: Arosa Recreation-B2C customers are high net worth individuals, primarily male, ages 22 to 65 who live on or have access to open water or land. Our customers value beautiful design, bespoke manufacturing, cutting edge technology and unique products and experiences. Luxury-B2B customers include resorts, rental companies, and yacht brokers. There are currently 180+ customers on the waiting list who have expressed willingness to buy after a test flight.

Sales and Marketing Strategy: Initial sales will take place directly with each customer. Bespoke specification is an important part of the customer experience. Marketing will be through media as well as in person experience events and test drives. The hovercraft has been featured in over 150 media outlets including the New York Times and Hot Rod magazine. Open invitations to be featured exist from Popular Mechanics, Discovery Channel, Hammacher Schlemmer and others. As volumes increase, partners in sales and service will be established globally.

Business Model: VonMercier designs and manufactures and assembles vehicles for sale using a built-on-order model. A \$1,000 deposit secures a customer's build position, and a 50% progress payment is received 3 months prior to delivery, then parts are ordered. Final payment is due before delivery. Manufacturing and engineering overhead is curtailed by strong relationships with key suppliers, also allowing for easier expansion and rapid new product development.

Competitors: Two main competitor sectors exist: other hovercraft and other choices. Compared with other hovercraft, our maneuvering and style can't be beat. When compared to a track car, speed boat, or small airplane, the best choice for multi-terrain is the Arosa. The limited availability makes it even more desirable.

Competitive Advantage: Our Directional Control System issued patent protects both the ability of advanced maneuvering, and the iconic design of the wheel-like side thrust fans. VonMercier is the first to manufacturer a luxury hovercraft and utilize an electric powertrain and carbon body. The manufacturing of the composite centrifugal lift fan was co-developed with its patent holder and we hold an exclusive license.

PARTNERS



PHOENIX FUND

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



SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND

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



LAURA HILL, GENERAL PARTNER, PHOENIX FUND

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



TIEN WONG, MANAGING GENERAL PARTNER, PHOENIX FUND

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

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.

SHULMAN ROGERS

NEXT powered by SHULMAN ROGERS

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

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



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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

PARTNERS

WILSON SONSINI

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



COURTNEY MATTESON, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Courtney Matteson 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 and the firms that invest in them. Her practice focuses on corporate and securities law, including general corporate representation, venture capital financings, mergers and acquisitions, and public offerings. During law school, Courtney was a law clerk for the corporate group in the firm's Washington, D.C., office, where she assisted in the representation of emerging companies, including with regards to formation and corporate governance issues, venture capital financings and mergers and acquisitions. As a student at Georgetown University Law Center, she was the President of the Corporate & Financial Law Organization and worked as a Research Assistant and Teaching Assistant for the Georgetown Center on Privacy and Technology.



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.



NEW YORK LIFE

New York Life Insurance Company (www.newyorklife.com), a Fortune 100 company founded in 1845, is the largest mutual life insurance company in the United States and one of the largest life insurers in the world. New York Life's family of companies offers life insurance, retirement income, investments and long-term care insurance. New York Life has the highest financial strength ratings currently awarded to any U.S. life insurer from all four of the major credit rating agencies.

At the heart of New York Life is a commitment to be there for our customers when they need us—whether today or decades into the future. We have delivered on that promise for 175 years by investing wisely, growing a portfolio of strategic businesses, and remaining true to our mission as a mutual company, accountable only to our customers, not to outside investors. For our customers, that means having the confidence that comes with knowing they can build a better future for themselves and those they love.



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.



PARTNERS

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.

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 startups.

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

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

REFRACTION



PARTNERS



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.

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.

INSTITUTE FOR EXCELLENCE IN SALES @IESBD ANGELS + LIFE.SCI INVESTORS

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 iesbd.org.

ies institute for
excellence in sales

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.


**ANNUAL
WHARTON DC
INNOVATION SUMMIT**

PARTNERS

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.

GEORGETOWN ENTREPRENEURSHIP

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

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

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

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

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



RYAN & WETMORE, P.C.

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



PARTNERS



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

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

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

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

ATTENDEES

As of 2pm 04 29 21

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Patrick	Sheridan	Co-Founder	Modus Create

PRESENTERS

First Name	Last Name	Title	Company
AtWork Systems			
Ronald	Lewis	CEO	AtWork Systems
Bridge Therapeutics			
Tim	Peara	President	Bridge Therapeutics
Coachspace			
Kristina	Tsipouras	CEO	Coachspace
DNA Analytics			
Raymond	Peterson	CEO	DNA Analytics
Lunano			
Bradley	Duckworth	CEO	Lunano
Micronic Technologies			
Karen	Sorber	CEO	Micronic Technologies
National Adhesive			
Dean	Van Zyl	CEO	National Adhesive
RHN			
Atonn	Muhammad	CEO	RHN
SST Wireless			
Christopher	Chong	CEO	SST Wireless
Stratafolio			
Jeri	Frank	CEO	Stratafolio
VonMercier			
Michael	Mercier	CEO	VonMercier

ATTENDEES

First Name	Last Name	Title	Company
Iqbal	Aasim	Founder	AIA Capital Group
Nafees	Abbasi	CEO	Dealers Cloud
Matthew	Abenante	President	Strategic Investor Relations
Brenner	Adams	President	Give Academy
Chris	Adams	CEO	BookTechLabs
Victor	Adole	CEO	Yiva Enterprise
Charles	Ahearn	Technology and Licensing Attorney	Law Office of Dennis Ahearn
Adnan	Ahmad	CEO	Rexsolution
John	Ahrens	Director Education BOE	St Vrain Valley School District
Satya	Akula	Managing Partner	New Angel Capital, LLC
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Jay	Aldridge	Founder	Green Bounty CAPS
Brian	Alexander	CEO - US	Omina Technologies
Rachel	Alexander	CEO	Omina Technologies
Murat	Alpman	CIO	HealthCorum, Inc.
Grant	Anderson	President & CEO	Paragon Space Development Corporation
Michael	Anderson	CEO	Connectus Global
Tricia	Anderson	CEO	Spy holdings
Jessica	Andryshak	Owner	Eagle Rock Bookkeeping
Abigail	Annear		Georgetown University Law Center
Richard	Anthony	Managing Director	The Anthony Group, inc
Jim	Appiah	Entrepreneur	Focus group of company
Agustin	Argelich	Principal Consultant	ARGELICH NETWORKS MS S.L.
Tooraj	Arvajah	CEO	Perl Street
Darrin	Auito	Partner	HEA Law PLLC
Aarti	B		Indim
Kyle	Badgley	Investor	Perfect Balance Investments

David	Bain	Exec Director	Tech Integrity Council
Greg	Baine	President	Sun City SmartTech
Alexandra	Baird		Georgetown University
Jay	Baker	Associate	Nashville Capital Network
Bert	Baker	Co-founder & CEO	TARC
Dan	Ballin	CEO	Ideas Crucible
Dylan	Bane	COO	.twostory
Uriel	Barillas	CTO	STRATAFOLIO
Sonali	Batish	President	Cospan Consulting
Marc	Beal	Business Development	EUROFINS GENOMICS
Jay	Beam	Managing Director	Adasel Global Partners LLC
Lena	Benjamin	Property Consultant	LuxuryRealtorsGlobal.com
Tash	Benjamin	VP, Business Development	Tking Enterprises
Ray	Bennett	VP Ops	VonMercier
Ethan	Berg	Founder	Agora World Inc.
Ben	Bergman	Founder	HyperFog
Beth	Berman	Certified EOS Implementer	Compellications
Rick	Bernstein	Founder	Bernstein Solutions, Inc.
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Sophia	Bhaumick	Founder	EndorseMe Ltd.
David	Bieber	Co-Founder & CEO	Rehabilitation Health
Joe	Bishop	CPA	Snyder Cohn, PC
Meredith	Bixler	President	Avenue CM
Randy	Blake	Principal	Duncaster Investments
Ben	Bloch	CEO	Bloch strategy
Britt	Bochiardy	CEO	AffinityAnalytiX
Jaime	Boggio	Partner	Brandia LLC - Intellectual Property & Business Law
Hepsie	Bohman	Agent	New York Life
Marta	Bohorquez	Employment Dev Coordinator	JSSA
Larry	Boodin	Angel Investor	New York Life
Louis	Bosse	Business Financial Advisor	New York Life
Brandon	Böttinger	CEO	Bottinger Group
Mike	Bowen	Senior Systems Engineer	Focused Ingenuity Inc
Ben	Bracey	Founder	Concreated Design Firm
Richard	Bristol	Founder	Bristol Advisory
Linda	Broenniman	President/CEO	Radiatebuzz, Inc.
Richard	Brown	Financial Partner	CSuite Financial Partners
Daniel	Bryan	CEO	www.Bitcoin.film
Aleksey	Bryantsev	Managing Partner	Bilist Software Technologies
Jesse	Buck	President	Drake Precision Optics, Inc.
Greg	Burton	CEO	UBsports
Walter	Burton	COO	Real Hip-Hop Network Broadcast, Corp.
Richard	Butler		South Pacific Plantations
Federico	Buvinic	Marketing Coordinator	TechAID Solutions
Alex	Buzelan	Co-founder	Housease
Daniel	Byington	Director	Opscientia
Christian	Camarce	Partner	Sterne, Kessler, Goldstein & Fox PLLC (Intellectual Property Law Firm)
Anthony	Cammarata	CEO	Startupcannon
John	Canter	Investor	KnickleKick
James	Carbone	Analyst	Cantor Fitzgerald
Joe	Carlin	MD	JonXeone
Doug	Carney	Business Development Manager	Northrop Grumman
Gary	Carr	CEO	Givio
Sue	Carr	President	CarrTech LLC
Timothy	Carvana	Founder	The MAY-DANN Group Incorporated
Arthur	Casares	Founder	Casares Health Group Inc.
Alex	Castelli	Partner	CohnReznick LLP
Julia	Catuara	CFP	Catuara and Bell,Inc
Claude	Caupain	Owner Managing Consultant	Caupain Consultancy
Jaeson	Cayne	Chairman/CEO	WEll-Core, Inc
Chris	Ceresini	VP Finance	X-Mode Social
Ray	Chaidez	Manager	USA Equity LLC
Andy	Chalonec	Founder / Consultant	Cost Caddies
Nick	Champeau	Partner	C4
Lawrence	Chavez	CEO	EveryDay Contacts
George	Chen	Principal	Nautilus Venture Partners
Jane	Chen	Investor	Blue 9 Capital
Yuan	Cheng	General Manager	Cytoheal LLC
Christopher	Chong	President & CEO	SST Wireless Inc.
Naila	Chowdhury	CEO	FSUN
Jo	Clark	Founder	Noww.co
Kim	Collins	Founder, CEO	Pearls Empowerment, Inc.
Tim	Condon	VP, Marketing & Revenue	Homesnap
Neal	Conlon	Founder	www.nealconlon.com
Charles	Corprew	Director	Camelback Ventures
Angela	Corrieri	President	Startup Partners Inc.
Amy	Cousins	Financial Advisor	New York Life and Eagle Strategies
Stephen	Crook	Managing Director	DelMorgan & Company
David	Cross	Assistant Director	Towson University Venture Creation

Rob	Crouch	Consultant	Independent
Eoin	Cruise	VP Growth & Product Development	Xunison
Donivyn	Cruz		George Washington University
Felipe	Cuadros	Business Development Manager	Canned Head
Lynn	Cuay		Entrepreneur
Dominique	Cunniff	Manager, Consulting Services	Collaborative Solutions
Christian	Cunningham	Managing Principal	MedaVance
Larry	Cynkin	Fractional CTO	GreenBar
Susan	D'Aloia	Founder	Shape Human Expression
Jennifer	Dalton	Founder	BrandMirror
Bernardo	Danzi	Investor	
Jim	DArcangelo	Cmo	MomentFeed
Brian	Darmody	CEO	Association of University Research Parks
Tara	de Nicolas	Head of AMER Digital Marketing	Amazon
Catherine	de Peuter	Entrepreneur	
Hank	Dearden	Principal	Group 3D
Holly	DeArmond	Managing Director	Dingman Center for Entrepreneurship at University of Maryland
John	DeGross	Business Consultant	Fiserv, Inc
Jim	DeLaMater	COO	PonaPal
Vivek	Devvari	COO	BookTechLabs
Dahlia Rebecca	Dharwadkar	Student	CMS Business School
Mahesh	Dhillon	.	Witan Partners
Michael	Di Spirito	Business Development	SPARK Business Academy
Cosmo	Di Tucci	Founder & CEO	AbleOne System srl
Talabiou	Diallo		George Washington University
Lorena	Diaz	CEO	Product Marketing Coach
Sam	Dietze	Adviser	SD LLC
Bob	Dinkel	Angel Investor	Pierce Capital Partners
Rich	DiPippo	Partner / Angel Investor	NFP
Gered	Doherty	Director, Corporate Accounts	Masimo
Mike	Doyle	Managing Director	Goldin Ventures
Chris	Doyle	CTO	Ascent
Yangbo	Du	Managing Partner - Investments	INNOVO Innovation
Melinda	Ducksworth	Vice President Operations	Washington Investment Capital
Bradley	Duckworth	CEO	LUNANO INC
Ted	Duff	Principal	Fife Partners
Chris	Duncan	Principal, Healthcare Strategy	Motionstrand
Amy	Dunn	Director, Business Development	Ryan & Wetmore, PC
Tom	Durrer	Senior Vice President	Atlantic Union Bank
Bryan	Dyer	Founder	Journe
Boris	Eibelman	Founder	Data Pro Software
Howard	Eisenberg	Entrepreneur in Residence	Georgetown University
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
Lorne	Epstein	Unconscious Bias Trainer	Electric Cow
Selcuk	Ergin		Boza
Idongesit	Essiet-Gibson	Principal	The Idyeas Group
Jennifer	Eubanks	CPA	CPA Department
Herb	Ezrin	President	Potomac Business Group
Kim	F	Advisor	
George	Faber	Agent	USHEALTH Advisors
Rokham	Fard	CEO	PsychologyCompass
Emilie	Faure	Founder	Juniver
Jonas	Federighi	New Businesses Director	REM Construtora
Deborah	Fell	Area Managing Partner & CMO	Chief Outsiders
Sam	Feller	CEO	Interrobang Industries, Inc
Diane	Feng		
Jen	Finerty	Head of Operations	Boston Business Women
Latrell	Fitchett	Founder	Promoting Love & Wisdom Home Childcare Center LLC
David	Fitzpatrick	Marketing Director	Modus Create
Gregory	Fletcher	CFO	National Adhesive Distributors
Sebastian	Florez	CTO	Loopboard
David	Fogel	Managing Director	Swifton CFOs LLC
James	Foley	HR and Benefits Advisor	FosterThomas
Lance	Ford	CFO	Commutyble
Mike	Foundos	Commercial Agent	Reilly Insurance Group
Jeri	Frank	CEO	STRATAFOLIO
Tonya	Frank	Account executive	Strategy, LLC
Yannick	Freund	Entrepreneur	Self employed
Lisa	Friedlander	Business Development	NEXT powered by Shulman Rogers
Caleb	Frink	Vendor Management Consultant	Limitless Technology
Andrew	Fritz	Managing Partner	Screwcap Holdings
Sai	G	Director, Engineering	XWARE
Robert	Gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Service, Inc.
Joseph	Galinanes	Vice President and General Manager	EarthBend360, LLC
William	Galle	Principal	5443 31st Street NW
Elena	Gantvarg	Principal	Flint Capital
Tony	Gasson	President	Genesis Electric Vehicles Corp
Michael	Gauer	CEO	ADVANCED LLC
Rick	Gersten	Managing Partner	PeakGersten NNN

Scott	Gibson	CEO/Founder	Quercus Agroforestry, Inc
Peter	Gladis	Director - Market Strategies	STAR Associates, Inc.
Simon	Godwin	Partner	Transfirm
Kenneth	Golden	Owner	Golden Enterprize
Jonathan	Goldfuss	Founder & President	Coproductions
Douglas	Goldstein	SVP	Alphyn Biologics
Dan	Goodman	Entrepreneur in Residence	University of Maryland
Less	Goudarzi	COO	OnLocation, Inc.
Jeff	Goumy	Director	Business France
Mike	Grachev	Head of Global Markets	Alfa Bank
Amy	Graczyk	Chief People Officer	Vericity
Naomi	Granger	Founder	Green Leaf CFO
Craig	Green	Owner	Teamlogic it of Reston and Tyson's
Richard	Greene	President	RGA Venture Funding & Biz Coaching
Gary	Greuter	Founder/Owner	Alpha-Flow Management Consulting LLC
Elizabeth	Griffin	Founder	Tickety Blue
Adam	Grill	Managing Director	FM Ventures
Jeffrey	Grosman	SVP Business Development + Operations	EdgeCortix
Frank	Gruber	Co-CEO & Co-Founder	Established & Established Ventures
John	Grzymala	CEO	Family office advisory services
Great	Guest	Independent	In
Darrell	Gunter	Pres and CEO	Gunter Media Group, inc.
Dr. Kenneth	Gustin	President, CEO, Owner	Independent Research and Risk Advisory LLC
Dr. Kenneth	Gustin, Ph.D.	President, CEO, Owner	Independent Research and Risk Advisory LLC
Jonathan	Gutman	Director	JFG Financial LLC
Jeff	Guzy	CEO	CoJax Oil
Rani	Hacohen		
Mike	Hadad	Managing Member, Owner	Transworld Business Advisors
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC
Glenn	Hafner	Managing Partner	HD Investment Group
Christian	Hager	Principal	65 Peak LLC
Marcella	Hall	M&A Employee Experience lead	Twilio
John	Hall	CEO	Petatree Inc
Bee	Hall	President	BeRising llc
Janet	Hallahan	Partner	Practus LLP
Hiba	Hamati	VP, Marketing & Strategy	Language Learning Market
Toufic	Hamdan	Country Manager	Techgenies
Maximilian	Hamida	Founder	StartupByMax
Malcolm	Handelsman	exeutive director	Do It Right LLC
Edwin	Handschuh	CEO	1KONTO INC
Haidée	Hanna	CMO	Argona Partners, Inc.
Michael	Hanson	Program Manager	ACTION Innovation Network
Tawanna	Hardy-Ventress	Good Work Network	Good Work Network
Rachele	Harmuth	CEO	Studio alludio
Howard	Haslett	Independent Associate	LegalShield
Claude	Hayn	Advisor	AdJumps
Inga	Hebdon	Director	Medea International Limited
Jen	Hecht	CEO	The Dating Advisory Board
Keith	Herman	Founder	IPA inc.
Cheryl	Heusser	CPA	Snyder Cohn, PC
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services (USA)
Laura	Hill	General Partner	Phoenix Fund
Douglas	Holly	Principal	Eagle Management Group
Reggie	Holmes	Creative Director	Enthuse Creative
Alyse	Holstein	CEO	HPG Partners
Natalie	Hopkins	Senior Market Representative	Comcast Business
Walter	Horsting	Principal	Bus. Dev. Intl. LLC. (BDI)
Sarah	Horta	Business Development Development	Anne Arundel Economic Development Corporation
Rangena	Hotaki	Founder/CEO	Designovation Strategies, LLC
Jackson	Hou	COO	Stealthmode
Darnley	Howard	President	Advansa International
Michael	Howard	Founder	MJH Group
Robert	Huey	President	Huey & Associates, P.C.
Paul	Iacovacci	CEO	Enarscor
Linda	Ingroia	Founder/Director	HeadStrongBranding
Alicia	Ismach	Head of Fintech	Atlantic Fintech
Sukumar	Iyer	CEO/Investor	Ascendant LLC
Chibueze	Izugbo	CEO	Ebeosi
Moe	Jafari	CEO/Investor	Executive1 Holding
Jeehoon	Jang	Clinical Informatics fellow	University of Washington School of Medicine
Melissa	Jasmin	Executive Support Partner	The Acceleration Group
guillaume	jaulerry	CEO	O Company
Kenneth	Jayne	CFO	AUMA
Victoria	Jodis	Executive	SWV
Bob	Johnson	Owner	Rush family fun center
May	Johnston	CEO	Virtual Engineering Tech (VET)
Adam	Jones	CEO	Zeer
Christopher	Jones	Founder/CEO	The Millennial Foundation
Saskia	Jones	Marketing Coordinator	Ryan & Wetmore

Brayden	Jones		
Patrick	Judge	Managing Partner	Camber Road Partners
Venroy	July	Attorney	Dickinson Wright, PLLC
William	Kaafarani	CEO	MenaCare
Murali	Kalavapudi	Owner	Envirosys Technologies, LLC
Maaz	Kalemulla	VP Operations	ReveMax Inc
Priya	Kalia	Content Writer	Odido
Marcel	Kaminstein	Director/Investor	MediaLab Group
Madelle	Kangha	Founder	Jumpstart Innovative Solutions Inc.
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Karen	Kariv	Founder	SponsorMotion
David	Karlin	Managing Director	Oberon Securities
Stephanie	Katz	Founder & President	CETA Benefit Consulting Group, LLC
Himanshu	Kaushik	Associate Director	KiwiTech
John	Kealey	Investor	Individual
John	KEEFE	Chief of Staff	P3ID Technologies, Inc.
Joe	Kessler	Managin Partner / Investor	Next-Stage Development Group
Aumair	Khalid	Banker/ Lender	SCG
Bilal	Khan	Technical Manager	Sofyrus
Johney	Kim	CEO & Managing Director	GTL KOREA Co., Ltd
Robert	Kim	Director	GTL USA LLC
Darren	King	Investor	Envestor LLC
David	Kinnear	Barrister and Legaltech Co-Founder	Small Claims Portal
Jonathan	Kirkland	CEO	Virtual Group, LLC
Neil	Kleinberg	CEO	DiliVer
Peter	Koczian	Coach	Koczian Coach
Martin	Koev	Managing Partner/Investor	Koev Brothers
Tom	Kohn	Professor	American University
Jodi	Kohut	Independent	Develop Consultants
Carol	Kranitz	President	SunReady
David	Kratochvil	Managing Partner	Vista Capital
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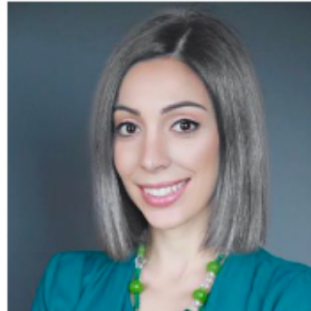
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