

Big Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

June 30, 2021

connectpreneur.org

AGENDA

WEDNESDAY, JUNE 30, 2021

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

11:05-11:15am | WELCOME and INTRODUCTIONS

-TIEN WONG, Founder and Host, CONNECTpreneur Community

-PATRICK SHERIDAN, Co-Founder & Managing Partner, Modus Create

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

Companies will be introduced by:

- ANTHONY MILLIN, Founder & Chair, NEXT by Shulman Rogers

-TIM BRAUE, Founding Partner & Attorney, Nemphos Braue

PRESENTING COMPANIES:

- **CleanFiber – Jonathan Strimling**
- **Community Data Platforms – Alan Worden**
- **Dark Block – Christopher Seline**
- **FireBot – Mark Baldino**
- **Identify Sensors – Greg Hummer**
- **Intelligent Fluids – Christian Roemlein**
- **Land Intelligence – Gore Bolton**
- **MySnoozepod.com – Brandy Lockwood**
- **Rentado – Justin Morgan**
- **SuperAger World – Stuart Bold**
- **Trust Science – Evan Chrapko**
- **Zirconia – Benjamin Cook**

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.



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 Mind Share, 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.

High Performance Building Insulation from Recycled Corrugated Cardboard

Proven technology enables clear path to dominating \$575M entry market in cellulose with multi-billion dollar upside potential in the \$50B global insulation market.

Proof Points

- **First plant shipping and certified as meeting all industry requirements**
- Exclusive 10-year supply contract with \$500M papermill
- **BACKLOG OF MILLIONS FROM THREE SEPARATE SALES CHANNELS**
- Funding by EPA, National Science Foundation, and state agencies.
- **\$25M+ in backing** from IFG Asset Mgt, Clean Energy Venture Group, Candide Group, SustainVC, Closed Loop Fund, and others

Launch Plan

- Leveraging capital-efficient 10-yr agreement with \$500M papermill
- Supply contract locks in substantial cost advantages on product that also outperforms all competitive product.
- Location allows us to reach 50% of US cellulose market as low-cost producer
- **Shipping product today, seeking capital to scale up operations**

Well-Positioned to Realize Returns

- Highly attractive margins & returns
- Debt service coverage ratios of 3:1
- Opportunity vetted by multiple credible funds and \$1B+ family offices.

Targeted Impacts

- **Exceptional Financial Returns:** IRR's above 35% from first site, followed capital efficient rollout to \$300M+
- Reduce global carbon emissions by **hundreds of millions of tons**
- Save homeowners **billions of dollars** in energy costs, boosting discretionary income and driving economic growth

Contact

Jon Strimling, Chairman & CEO
jstrimling@cleanfiber.com

CleanFiber®

CleanFiber makes high performance building insulation from recycled corrugated cardboard using a patented and proven technology. CleanFiber's product is a superior drop-in replacement for conventional cellulose insulation. CleanFiber has proven both superior performance and significant cost advantages vs. conventional cellulose insulation, which is made from recycled newsprint. Moreover, cellulose continues to penetrate the \$11B N. American insulation market. CleanFiber is positioned not only to dominate the cellulose market but to challenge the fiberglass industry globally on cost and performance.



MARKET OPPORTUNITY

The \$11B North American insulation market has historically been dominated by fiberglass and foam, but cellulose is at \$575M and growing. Cellulose wins customers from fiberglass because of its better thermal performance and competitive costs. Cellulose is wins business from foam because of its much lower costs and much safer installation and usage profile. Cellulose competitors today depend on recycled newsprint as their primary feedstock, whereas CleanFiber's unique technology allows us to utilize recycled cardboard. **With supplies of newsprint declining rapidly, CleanFiber is well positioned to capture market share in this growing industry.**



Our competitors face declining newsprint supplies



We benefit from the rising availability of corrugated cardboard

TECHNOLOGY

CleanFiber's patented and proven technology gives it a decisive competitive advantage. One breakthrough is use of a patented liquid fire retardant, which allows us to utilize recycled cardboard to produce a higher quality product at a lower cost than our competition. Multiple companies have spent more than a decade attempting to make high performance cellulose from corrugated, but only CleanFiber succeeded. The company's first plant represents a full decade of development efforts, our product clearly outperforms competitive product with lower contamination and dust levels.

EXCEPTIONAL DOUBLE BOTTOM LINE RETURNS

CleanFiber expects to generate exceptionally strong cash flow from its first facility within the initially contracted 10-year period. EBITDA margins above 30% and a capital efficient business model support scaling nationally and internationally with modest dilution. Ultimately, strategic acquirers would seek to acquire CleanFiber to dominate this key segment of the insulation market, and a public-market exit should also be viable.

CleanFiber can eliminate hundreds of millions of tons of annual carbon emissions by improving homes' energy efficiency, by reducing the energy required to produce insulation, and by directly sequestering carbon. We also eliminate methane emissions from landfilled waste, and we can save consumers billions of dollars in heating costs.

EXTRAORDINARILY EXPERIENCED LEADERSHIP TEAM

Together, this team has launched, financed, and successfully scaled multiple companies:

Jonathan Strimling – Chairman and CEO: A successful serial entrepreneur, with a track record of rapidly scaling new companies and technologies, including experience with startups, turn-arounds, and as the CEO of a company he took to the NASDAQ. Successfully secured over \$50M in capital for last three companies, scaling each rapidly.

Don Simoneau – Chief Financial Officer: Veteran CFO previously serving as CFO, EVP and/or CEO in six prior ventures ranging from CleanTech manufacturing to SaaS firms. Successfully raised capital, drove growth and profits, and executed successful exit plans.

Curtis Fischer – Chief Operating Officer: bringing decades of operations and engineering experience, including leading a \$500M procurement group for Teradyne and directly relevant experience scaling similar complexity plant operations.

Information provided herein is intended only as general information about our business model and not as an offering.



Investment Thesis Overview

1. The lack of deep data analytics at the community level provides a great opportunity. The data analytics space is littered with generalized data but its typically superficial regarding the richness of specific communities. Leaders of billion-dollar businesses regularly rely on sophisticated data analytics to make important decisions, but their **data resources at the community level are weak.** And leaders who serve hundreds of thousands of citizens, tell us that the **lack of data analytics at the community level is a massive problem.**
2. Leaders in business, philanthropy, and government tell us they want to make evidence-based decisions, but no community data analytics resource is available. Consequently, community-focused decisions about business strategy & tactics and significant public policy issues are too often made on **anecdotes or with limited or incomplete data.**
3. Community Data Platforms (CDP) is creating an entirely new business category called “community data.” We believe that CDP will serve a massive market and will be a “category king” (such as Uber, Google, Facebook, and Netflix). These innovative companies corralled the lion’s share of the new category’s economics by first *inventing* the category, and then *building* a product, and finally *creating* a company to serve that category. **CDP intends to build and own the community data space.**
4. CDP launched through financial support provided by Wendy and Eric Schmidt. Eric was the Chairman and CEO of Google and Alphabet. Alan Worden is a Senior Advisor to one of their philanthropies. This organization realized it was making decisions based on anecdotes because no community data resource was available. The Schmidts have continually supported the evolution of CPD.
5. CDP is focused on two key activities - revenue and scale. Enterprises provide revenue. They need reliable data that describes communities where they sell goods and services. As data assets are created, derivative data products are delivered to community leaders at no-cost or low-cost. **Community organizations provide scale.** Selling data resources to enterprises while providing resources to communities represents a powerful “flywheel” which is presently growing in speed and impact. CPD has 4X’ed its footprint this quarter. Annual revenue has grown 10X in three years to over \$800,000.
6. CDP is now scaling Community Survey Panels (first-party data) in partnership with the National Association of Counties. Counties share their “lists” of people with CDP which undertakes free community surveys and reliable analytics. Survey participants are invited to join community survey panels. They are also offered the opportunity to take commercial surveys for compensation. This “sample” is then licensed to enterprises which undertake market surveys. In keeping with CDP’s business model – revenue is delivered by enterprise and scale is created by providing first-arty data to communities. Several other national partnerships are in the pipeline. Insights companies are growing dramatically and need sample. **Market comps suggest CDP’s national survey panel can be a \$200 million+ data asset.**
7. Three other major industries are opportunities for community data. Major enterprises in housing, healthcare, and financial services are discussing **product development partnerships** with CDP.
8. CDP is undertaking an Angel Round through a convertible note structure. The capital will be used to scale Community Survey Panels and undertake product development.



Co-Founder and CEO. Alan Worden is a successful serial entrepreneur. Alan’s last business had nearly 1,000 team members. CDP is based on the Nantucket Data Platform, a prototype community data platform Alan developed for ReMain Nantucket, a subsidiary of Wendy and Eric Schmidt’s Schmidt Family Foundation. Alan has served as a Senior Advisor to ReMain for 10 years. He is an experienced sailor who, in 2001, sailed a 44’ sloop halfway around the world double-handed.



Co-Founder and CTO. Victoria Powers has the responsibility for managing CDP’s global engineering, data analytics, & visualization teams. She is an entrepreneur with a deep background in international development and science policy and her skill set bridges business needs and high-caliber engineering teams. Victoria created a professional level of Pugwash, an international organization that promotes awareness and action in relation to the ethical implications of science and technology.

Key Members of the Advisory Board

Jerry Abramson – Former White House Director of Intergovernmental Affairs (President Obama).

Marcia Hale – Senior Advisor, Bloomberg 2020. Former White House Director of Intergovernmental Affairs (President Clinton).

Chris Hessler – Executive Chairman, Linkwell Health. Operating Partner, Alpine Investors.

Peg Jackson – Managing Director, Stifel Financial. Former senior executive at Gridley & Company, NeoCarta Ventures, & NBC.

Craig James – Managing Director, Glover Park Group. Formerly the President of Powell Tate Advertising Group.

Ray Kelly – Former Commissioner, New York City Police. Former Commissioner of the U.S. Customs Service.

Mark Tercek – Former CEO of the The Nature Conservancy and Partner at Goldman Sachs. Author of the bestseller Nature’s Fortune: How Business and Society Thrive by Investing in Nature.

Value Proposition

Company Background:

Darkblock brings exclusive ownership to NFT based art. Darkblock uses a decentralized encryption protocol to give content creators and owners control over their content in the decentralized web.

Leadership Team: **Chris Seline** – CEO – Founder of 3 previous startups, 1 VC funded, 1 angel funded, 1 exit

Ari Tomasson – COO – Head of Business Development at Quizup, CEO of software development firm Breyta

Darri Ulfsson – Head of Product – 10 years of product design, ran a design studio for 5 years

Jeremy Sahlman – Creative Genius – owner of Black Math, a well respected creative agency that has partnered with Darkblock

Products/Services: NFTs are certificates of ownership, and they are a very powerful concept, but they do not currently imbue intrinsic value to the owner or creators. Darkblock is bringing access control to enable creators to offer unique value to creators and collectors. It means the NFT delivers exclusive access to the content it represents, enabling new methods of monetization.

Technologies/Special Know-How: What we are doing is hard, it involves multiple steps and movie pieces. We also need to create a trustworthy brand. Others in the space are grabbing low hanging fruit, but they will ultimately be in competition with many others doing the same thing. If we can be the first to establish a presence we believe it will give us the momentum to create a protocol that is a fundamental layer for the protection of digital content. A new type of DRM we call PeRM (Personal Rights Management).

Market: The initial market is NFT based art and collectibles had \$2B in sales in Q1 2021. We think that all content will be NFTs in the future, from Facebook pictures to Blockbuster movies. How quickly it will get there is the question. There was a lot of hype fueling the initial NFT boom, but we expect that to cool down to show \$3-4B in sales in 2021 and then roughly double each year for the first few years as adoption grows throughout the various industries.

Distribution Channels: We will start with a direct B2C play by engaging top artists to upgrade their NFTs to include Darkblocks. We are developing an ambassador program and have several dozen artists interested. Once we spread the gospel we plan to partner with NFT minting sites and marketplaces to include Darkblock as an option when they mint NFTs.

Competition: The competitors are centralized solutions that creators are constantly sparring with for control. Some NFT sites offer exclusive access to content via their website. This does not align well with the tenets of blockchain, namely decentralized control. Ultimately our competition at the protocol level is every centralized content platform that wants to control the content they offer to consumers. We think blockchain represents a fundamental shift in how content will be distributed, but competitive alternatives to existing centralized platforms will need a decentralized protocol like Darkblock.

Quick Facts**Company Name:** Darkblock**Contact:** Chris Seline**Address:** Washington, DC**Phone:** 703-203-4145**Email:** chris@darkblock.io**Website:** <https://darkblock.io>**Industry:** Blockchain / NFT / Digital Art**Domain:** Blockchain**Law Firm:** DLX**Patent Estate:****Number of Employees:** 5**Leadership Team:**

Chris Seline

Ari Tomasson

Darri Ulfsson

Jeremy Sahlman

Evan Fellers

Amount of Financing Sought:
\$500k pre-seed**Current Investors:** Verbals from Arweave, two angel investors**Use of Funds:** Development, BD

EXECUTIVE SUMMARY

Mark Baldino, CEO
mbaldino@baldinos.com
www.firebot suppression.com



MANAGEMENT

CEO: Mark Baldino
VP & Co-Founder: Pat Riordan
COO: Chris Johson

INDUSTRY

Home Safety, Fire Suppression

NUMBER OF EMPLOYEES

4 FT, 5 PT plus contractors

FOUNDED

2017

TECHNICAL READINESS

Level 7

COMMERCIAL READINESS

Level 5

LEGAL STRUCTURE

C-Corp

LAW FIRM

Baker-Hostetler

FINANCING TO DATE

Pre-seed: \$750K

BUSINESS BACKGROUND

FireBot has designed, will manufacture and sell a novel device intended to increase safety in the home, reduce home fires and their damage. The FireBot Suppression System is mounted within minutes in the range-hood over the stovetop or under a microwave above the range. It is unobtrusive, essentially hidden from view and requires no annual inspection or recharge. The product will primarily be sold in bulk directly to Independent Living Facilities (ILFs), apartment building owners and property management companies. Installation will be managed by the owners or in some cases by FireBot contractors. Future product iterations will link via WIFI directly to building alert centers.

VALUE PROPOSITION

Every year, home stovetop fires are responsible for over 170,000 home fires, 5,500 bodily injuries, 500+ deaths and over \$1.2 billion in property damage through smoke, water and fire (National Fire Prevention Association). Annually an estimated 700,000 events go unreported without tracking of damage or insurance claims. FireBot offers a patented, low-cost, easy-to-install, battery powered solution to extinguish stovetop fires and collateral damage. FireBot has planned a very scalable manufacturing & wholesale sales model. With Letters of Interest for 85,000 units and a seasoned sales and marketing force approaching the market with a very focused narrative, uptake is expected to grow quickly. Priced at \$170 per unit, gross margin is anticipated at 73%. FireBot units will be assembled in the USA to ensure quality standards our customers will demand.

How It Works The FireBot Suppression System is physically and visually unobtrusive, designed for a quick 'snap-in' installation. Each unit contains a circuit board, temperature sensor that activates at 190F degrees, a 34 oz bag of non-toxic fire suppressant, high-volume pump and an extended life battery. Once activated, the unit sprays all stovetop burners via the nozzle bar to extinguish the flames without allowing smoke or fire to cause damage and with little to no residual water damage. The battery life is approximately 5 years..

MARKETS FireBot is the only vendor to roll out an autonomous UL300A-certified product in this significant market (\$5B). Potential customers in these spaces operate with antiquated fire suppression systems (building sprinkler systems or smoke alarms & manual Class K fire extinguishers) which themselves cause large amounts of damage or require a physical presence. In addition to the Residential/Senior Lifestyle markets, FireBot will target DIY (Self- or professional install), Recreational markets (RVs & yachts/ boats) and large-scale builders.

CONSERVATIVE FINANCIAL PROJECTIONS

FINANCING PLAN	2021	2022	2023	2024	2025	2026
Revenue	\$0k	\$13.6M	\$27.2 M	\$81.6 M	\$244.8 M	\$514.1 M
EBITDA	-\$800k	\$2.72	\$8.16M	\$31.01 M	\$105.26 M	\$262.2 M

USE OF FUNDS

FireBot is at an exciting phase of its development as it just passed all the necessary UL300A fire suppression tests which was a huge milestone in becoming UL Certified. We will be using investment funds to complete the rest of the UL300A certification process, commission the manufacture of injection molds, ordering of initial run of components and acquiring Firebot's facility for manufacturing and warehousing. Operational expenditures will support the scaling of the sales team, minor SG&A expenses, ramp up a targeted marketing campaign and securing the supply chain, ensuring the first 10,000 units are manufactured quickly and enough raw materials are in stock to ensure scaling of production.

Currently FireBot's manufacturing line can scale to 10,000 units per month, equating to an annual revenue of \$20.4M. Additional manufacturing lines have been identified to scale beyond that volume. As FireBot will be shipping in bulk to start, packaging costs will be negligible. FireBot is cognizant of the need to secure its supply chain and will take steps to have components readily available.



IDENTIFYSENSORS BIOLOGICS CORP – A Delaware Corporation having a Reg D 506C offering and being an SEC Qualified Reg A+ Offering with ongoing PCAOB audit– Headquartered in Cleveland, Ohio with offices in Austin, Texas and West Lafayette, Indiana at Purdue University. [NBC Interview with Dr Hummer](#)

Gregory Hummer MD CEO – Presenter greghummer@identifysensors.com www.identifysensors.com

Attendee #2: Christopher Joseph – Investor Relations investors@identifysensors.com

The Check4™ testing platform business model is the Razor-Razor Blade. It is the technological breakthrough that will soon move medical testing beyond antiquated chemistry and into the digital era. Current chemical reaction tests will be replaced by fast and affordable digital nanosensors that connect easily to a smartphone, so people will be able to test themselves daily, even on the go if needed or required, and have accurate results within minutes. Soon, consumers and businesses will have an over-the-counter electronic reusable “Reader” device literally in the palm of their hand that accepts disposable “Cartridges” functionalized for a specific pathogen or multiplexed for several pathogens.

IdentifySensors Biologics and some of the world’s leading researchers at Purdue University have developed this disruptive technology that can rapidly detect COVID-19 including the multiple variants, and intends to develop multiplexed tests as well for Influenza/Covid. Other intended pathogens include zika, mumps, measles, MRSA, Hep C & B, HIV, STD’s, foodborne pathogens, and many more.

Check4™ intends to be a highly accurate, molecular gene self-test that is fast, accurate, and affordable. It detects early and asymptomatic infections with the accuracy of a PCR test, but without all the necessary reagents, machines, people, and delays. It is not an inaccurate antigen test. This electronic-based technology intends to use newly developed nanosensors, saliva, and a user’s smartphone to disrupt the way testing is done now, and into the future. The benefits of an accurate over-the-counter testing device include immediate results without a doctor’s visit or prescription, easy over-the-counter access, more frequent testing, earlier detection, lower costs, reduced transmission rates, and improved population health. To use the test, download the smartphone app and complete the form. Simply place saliva into the Cartridge then place the Cartridge into the Reader. Minutes later, the test intends to show results on the smartphone app. That’s it. The reader has been engineered to accept 22,000 cartridge insertions. IdentifySensors makes testing simple.



Value Proposition

Company Background: *Impact Chemistry with the main purpose on high-end cleaning in industrial applications (stripping of lacquers/inks/colors, cleaning of dirt/residues/stains, removal of adhesives/glues/resins and degreasing from fat/oil.*

Leadership Team:

@ Christian Roemlein MBA – CEO with 35 years entrepreneurial and management know-how in building up innovative companies on a global scale.

@ Dr. Alexander Breul – CTO with extensive expertise in surfactant chemistry and great leadership and R&D management skills. Client innovation oriented.

@ Dr. Christian Raeck MBA – COO with PhD in analytical chemistry and 12 years experience in operations, global purchasing, logistics and manufacturing

Products/Services: *State-of-the-art aggressive solvents harm people, nature and equipment. Intelligent fluids are the only material that are minimum as powerful in performance as classical solvents, but at the same time friendly to planet, people and material. The combination of outstanding performance with outstanding sustainability at a competitive price is unrivaled. Impact Chemistry that supports intrinsically 10 SDGs of the United Nations. Winner of the Global Green Product Award 2021 for Circular Materials. Intelligent fluids (SmartChem) provide significant TCO advantages and higher yields for clients.*

Technologies/Special Know-How: *The IP of the complex and pioneering DeepTech is backed up by a mixture of 26 global patents plus trade secrets. The complexity of microearthquake-effect creation makes it very hard to be analyzed and understood. The technology is not a copy-paste but a clever balancing of two opposing physical laws (Entropy vs Ostwald Ripening).*

Market: *Our main target and focus markets are microelectronics, oil&gas and maintenance intense industries. Market size 57m\$ with a CAGR > 5% annually. Future potential market opportunities by same technology exist in dentistry, crop science, drug delivery and functional cosmetics.*

Distribution Channels: *IDirect sales of bulk products to global volume clients by Key-Account-Managers plus sales via industry specific regional distribution partners such as TELTEC, STC, TKM and others, or via white-label-partners such as WÜRTH, HEIDELBERGER DRUCK and others.*

Competition: *Competitors are the big chem giants like BASF, DOW, DUPONT, MITSUBISHI Chemicals and others, who offer classic solvents such as Aceton, NMP, DMSO, EKC. All green alternatives are not powerful enough to be a competition in industrial use cases.*

Quick Facts

Company Name:

Intelligent fluids GmbH

Contact:

Christian Roemlein

Address:

Karl-Heine-Str. 99
04229 Leipzig-Germany

Phone: +493413196810

Fax: +493413196809

Email: roemlein@intelligent-fluids.com

Website:

<https://smartchem.io>

Industry: Impact Chemistry

Domain:

smartchem.io and
intelligent-fluids.com

Bank: Deutsche Bank

Law Firm:

Gruendel Partner Germany

Patent Estate:

26 approved global patents

Number of Employees: 21

Leadership Team:

Christian Roemlein MBA

Dr. Alexander Breul

Dr. Christian Raeck MBA

Amount of Financing Sought:

Up to 18m\$, min. invest 120k\$

Current Investors

20m\$ (70% private investors, 2 funds)

Use of Funds:

Financing global growth

Auditor: KPMG

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	2.0	3.6	8.0	15.0	28.0
EBIT (dollars in thousands)	-2.0	-1.5	0.2	3.1	9.8



MANAGEMENT TEAM

Gore Bolton – CEO/COO/SW Arch
 Jennifer Rohleder – Chief Product Officer
 Jennifer Shreffler – VP
 Joe Bastedo – GIS Product Lead
 Kelsey Runser – Marketing Manager

INDUSTRY

Category: PropTech and FinTech
 Sub-category: SaaS

CURRENT INVESTORS

Eight Angel Investors familiar with Real Estate and Financial Technology and founders track record
 SC Launch, Inc. – SC State Venture Fund
 Second Century Ventures
 KiwiTech

FUNDING TO DATE

\$1.5M Founders
 \$535,000 Seed Round I

FINANCING SOUGHT

\$2.0M Series AA
 \$1.15M closed, 850k remaining
 Notables: SC Launch, Second Century VC

USE OF PROCEEDS

Sales, Marketing, SaaS, Blockchain, Machine Learning, AI, Data Collection

BANK

Bank of America, N.A.

LAW FIRMS

Nelson Mullins Riley & Scarborough, LLP
<https://www.nelsonmullins.com/>

Morris Manning & Martin, LLP
<https://www.mmmllaw.com/>

ACCOUNTING FIRM

Bauknight Pietras & Stormer, P.A.
<https://www.bpspcpas.com/>

PARTNERSHIPS IN PLACE

- www.esri.com
- www.aws.com
- www.oracle.com
- www.landgrid.com
- www.autodesk.com
- www.nar-reach.com
- www.SCRA.org

COMPANY DESCRIPTION

Land Intelligence Inc. is a software development company focused on automating the search and due diligence for land development and associated financing efforts.

Each year in the United States, 1 million acres of real estate is developed, generated in conjunction with nearly 20 million due diligence reports. Each of these reports currently takes 1-2 weeks at a cost of thousands of dollars. By leveraging big data ingestion, on-the-ground relationships, and a patented software algorithm, Land Intelligence will provide a 10x reduction in time and a 5x reduction in cost to the deal selection, due diligence and financing problem.

We are Land Acquisition Simplified.

We provide research and a platform for marketplace transactions, deal exchanges and land financing. We are working on deep tech to tokenize land. Our user analytics creates new data products for the marketplace.

COMPETITION

Most property technology companies focus on existing real estate assets – what are the best assets to buy and hold or flip? Very few provide a solution to greenfield properties which have nothing on them but grass and trees.

We are different than any other company in the proptech marketplace due to the specific experience sets of our team. Some property technology companies are strong in software coding and engineering. Some are founded by developers. Some have experience in navigating public entitlements. Land Intelligence is the only one with all three. No other company is more ideally suited to deliver on a platform which seamlessly defragments the countless data silos in the market and makes front-end due diligence better, faster, and cheaper.

TARGET MARKETS

We have served our primary customers for decades. They are land developers, property owners, and the investors and lenders that fund real estate development. The market in site selection, due diligence and financing is estimated to be \$8 Billion.

Land developers will be served by customized, automated reports (LandFAX, LandYield, LandCAST) that provide site condition analysis, a projection of the asset volume for the site, and/or a forecast of the value of that asset.

For mid and large-scale developers and investment houses, we will offer a customized SaaS solution called LandSUITE, where clients can review and vet deals on a larger scale with multiple users and regional employees.

Financial institutions, such as equity investors and lenders, will be served by our market data and rating reports to compare deals in local, regional and national market comparisons. Our goal is to have our reports as part of the underwriting process.

MILESTONES

August 2019

- Patent issued and business plan developed
- Market Research and customer focus groups
- MVP product market fit developed

October 2019

- \$500k Seed Round I Opened

November 2019

- Product Design/Development
- Customer Focus Groups and Trial Users

Q1 2020

- \$500k Seed Round I Committed
- LOI with SC Launch – State Venture Fund
- MVP Development
- Mastermind Launched
- Platform Development and Customer Focus Groups
- Enterprise Client Sales Commenced

Q2 2020

- \$535k Seed Round I Closing
- SaaS Platform in Beta Testing

Q3 2020

- Launch of Full Enterprise Services
- SaaS Platform Launched
- Revenue Recognized and Cashflow
- Patent 2 Awarded

Q4 2020/Q1 2021

- User Growth and SaaS Launch
- Breakeven
- Series AA

JOIN US

www.landintelligence.net/invest

	2020	2021	2022	2023	2024	2025
Revenue	180,000	1,600,000	5,500,000	16,400,000	41,070,000	90,000,000
EBITDA	(750,000)	(1,100,000)	(2,470,000)	(1,080,000)	8,000,000	32,300,000
Pre-Tax Income	(300,000)	(1,150,000)	(2,500,000)	(1,100,000)	7,900,000	32,200,000
Net Income	(300,000)	(1,150,000)	(2,500,000)	(1,000,000)	7,200,000	22,500,000

www.landintelligence.net

Value Proposition

Company Background: *MySnoozepod.com is a health & wellness retailer, that operates an unattended, automated mattress store.*

Leadership Team: *Our management team brings a combined 24 years of mattress retail experience, including 5 years of mattress retail ownership. The Executive Team has experience working for esteemed brands such as Nordstrom, Sleep Number, Victoria Secret, and J-Crew.*

Products/Services: *Our product is an all-in-one sleep system that includes a Motion Snooze Base, eliminating the need for expensive add-ons. The unique split queen size fills a major product void in the target market. Competitors only offer split options in a king size. All of our products are drop shippable and easy to install due to the side hinge design of the Snooze Base.*

Technologies/Special Know-How: *MySnoozepod.com is powered by ONEshop, our custom business operating platform. ONEshop allows us to control all our applications from one interface. Consultants can service social media and website traffic, host snooze sessions, manage customer relationships, and create content. Snoozer, our automated chatbot can train and learn customer intents from ONEshop and be deployed to website or showroom to assist shoppers.*

Market: *Our target market of the DMV produces an estimated \$350M in revenue. The market is poised for growth due to a projected 9% CAGR increase in the next 4 years. Through a health centric sales approach, private shopping experience, and an average retail unit of \$3500, our goal is to obtain a 1% market share within three years.*

Distribution Channels: *Our omni-channel sales strategy allows shoppers to purchase Snoozepods from our website or automated showroom. All products are drop shipped and the side-hinge design makes set-up fast and easy.*

Competition: *Sleep Number, Mattress Firm, and Purple are some of the major competitors in our target market. Our all-in-one sleep system, private shopping experience, and easy purchasing process differentiate us from our competitors.*

Quick Facts

Company Name:
MySnoozepod.com

Contact: Brandy Lockwood

Address: 6398 Euclid Ave Unit E,
Elkridge, MD 21075

Phone: 410-207-4519
Fax: N/A
Email: info@mysnoozepod.com
Website: www.mysnoozepod.com

Industry: Mattress/Furniture

Number of Employees: 3

Leadership Team:
Brandy Lockwood, CEO
Tyree Lockwood, CIO
Keith Bacon, Sales VP

Amount of Financing Sought:
600K

Current Investors: N/A

Use of Funds:
Location/Admin \$45K
Equipment \$100K
Marketing \$230K
Operating Capital \$225K

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	1,300,000	2,200,000	3,500,000	10,200,000	11,800,000
EBIT (dollars in thousands)	(7,200)	57,000	316,000	935,000	991,000



RENTADO

MANAGEMENT TEAM

- ✓ Justin Morgan, CEO
www.linkedin.com/in/justin-morgan-19a2a423
- ✓ Michael Bronson, MD, CFO
<https://www.linkedin.com/in/michael-bronson-md-8b1b2816b/>
- ✓ Christopher Livingston, RE Advisor Board Member
<https://www.linkedin.com/in/cjllivingston/>
- ✓ Dr. Wade Martin, Start-Up Advisor
<https://www.linkedin.com/in/wade-martin-a4552815/>
- ✓ Dr. Casey Quirarte, Advisor Board Member
<https://www.linkedin.com/in/caseyquirarte/>

3 Exits | 20M Raised | 40M Acquisitions

FUNDING

Looking to Raise \$350,000

REVENUE FORECAST

- Year 1: 300K
- Year 2: 600K
- Year 3: 1.3M
- Year 4: 2.2M+

USE OF PROCEEDS

- UX/UI Improvements
- Marketing and Distribution
- Additional app developed "Managed by Rentado" for landlords

MARKET OPPORTUNITY

41% of all rental property in the United States is owned by individuals...NOT by corporations

43 Million renters in the USA

Forecasted by 2030 that the USA will be a "renter's majority"

Small Property Management is a completely underdeveloped market

WHY RENTADO?

We are providing the exact same tools and functionality that the big corporate buildings have, to small individually owned property owners and renters. A renters app, available for download now on the iOS and Google Play Stores, allows renters to pay rent easily and securely with credit cards (Stripe), Venmo, PayPal, and more. Renters are also able to send maintenance requests, with pictures and video directly to their landlord, and provide notifications. The Landlord is able to organize properties, assign tenants, auto-assign maintenance personnel, deposit rentals (free) to any account, and more. It gives power to both the renter and the landlord, in the form of security, transparency, and ease of use.

PROBLEMS FOR RENTERS

- Renters pay using a variety of methods
- No way to track requests or history
- Inconsistent Management Processes

SOLUTIONS FOR RENTERS

- Use banks and Credit Cards for safe peer-to-peer payments
- Maintenance Request tracking and full history
- Set Notifications and AutoPay

PROBLEMS FOR LANDLORDS

- Maintenance Issues and Tracking for disputes
- No Payment Standardization
- Difficult to organize tenants and properties
- No consistency

SOLUTIONS FOR LANDLORDS

- Securely Collect Payments via CRM
- Automate Maintenance Requests
- Organize up to 1000 properties and assign tenants
- Given the same tools that large buildings have

COMPETITION

Zillow and AppFolio are in the space, however their applications directly target semi-professional to professional managers and companies. No one has developed a really functional app that governs all the core needs of the rental experience. We are not competing with larger, professional managed buildings, their market segment is largely set, we are targeting the 41% of small property owners in the USA and trends indicate that this percentage is increasing.

TECHNOLOGY

Fully Developed apps on Apple Store and Google Play Store with security for our users.
Secure Landlord portal built on WebApp for easy development of future properties.
Peer-to-Peer Payment and communication system built in-house from the ground up and secure databases for prevention of issues and attacks.
Auto-assign and text maintenance personnel when users report issues at their rental property.

CONTACT US

Long Beach, CA 90815
CEO 562.221.6156 + CFO 562.889.6164

www.rentadousa.com
mbinnovationsca@gmail.com



Value Proposition

SuperAger World will change the way the world ages. A first of its kind, one-stop shop and global platform empowering healthy longevity for everyone, at every age.

Problem & Solution

We're living short of our optimal health, wellbeing and longevity. 110,000 people, every day, die from age-related causes, often preceded by long periods of decline, pain & poor quality of life. We can all live longer, healthier, younger and happier - but most people do not have the knowledge, resources or support to do so. SuperAger World's unique hub of curated expert resources, goods, services, specialists, and a new social network, is the solution, and the means, for everyone to reap the 'longevity dividend'.

Company background

Via an overfunded 1st round, we built and launched the beta/MVP version of our app, with a wealth of knowledge, learning & lifestyle content; brand partners; goods & products (ecommerce platform) specialist services & experts. We've grown the company value by 400% in the 1st year: been awarded 'Top Health & Wellbeing App, London': built a strong team & advisory board: conducted a test & learn process and developed a detailed spec for the 2.0 version of the platform, aligned with a clear GTM strategy.

Leadership Team

- **Stuart Bold, Founder** - former international lawyer, 30+ years global domain (health, wellbeing, longevity) and business experience
- **Ian Harvey, Co-Founder** -30+ years experience retail/customer intelligence
- **CFO, CTO, CSO and Advisory Board** - extensive expertise/experience in business, finance, marketing/sales, health sciences, bus/dev & growth

Products & Services

Integrated (on-line/offline) global platform: hub of resources & expertise, ecommerce, specialist services, AI supported personalized pathways, digital media, a new social network and real-life events and experiences

USP

Only platform of our kind - global positioning; SuperAger brand (positive, healthy longevity & lifestyle, for all ages - not about 'being old'); a new social network, aligned with a new, positive identity for the demographic (a "SuperAger Tribe") and a SuperAger Voice, to help drive social impact

Market

- Longevity economy - world's 3rd largest (\$25Trillion) and CAGR 14.3%
- We're positioned for all age groups, starting with the 50+ (world's biggest/fastest growing/wealthiest demographic)
- TAM (US only to start) 126m
- 'World's most compelling business opportunity' Bank America/Merrill Lynch

Distribution channels/GTM

Online (app, website, social media) and offline (events, experiences etc.). Multiple routes to user engagement including; conventional & digital marketing, content marketing, partner collaborations, workshops and events

Competition

The Healthy Longevity market is nascent, with two main, non-global, operators focused on the 50+ (AARP in the US and SAGA in UK - both perceived as about 'being old') and one app, Longevity.card (main focus is fintech, with longevity bolted on). There is no platform that has the breadth, scope or vision of SuperAger World.

Company Name: SuperAger World Group Inc

Contact: Stuart Bold

Address: 16192 Coastal Highway, Lewes, Delaware 19958, USA

Email: stuart@superagerworld.com

Website: https://superagerworld.com

Industry: Health, Wellbeing, Longevity, Ecommerce, Social Network, Digital Media

Leadership Team:

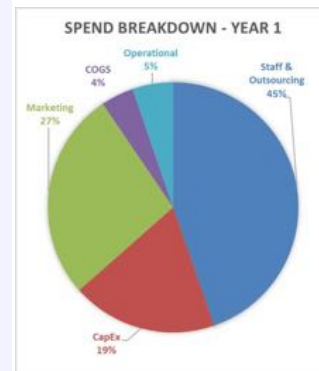
- Stuart Bold, Founder/CEO
- Ian Harvey, Co-Founder/COO
- Teena Bates, CFO
- Prof Jason Powell, CSO
- Sarah Wilks, Development Director

Current Investors

- 1 x Micro VC/family fund
- Crowdfcube investors

Ask & Use of Funds:

\$1m - The Series Seed round finances taking the existing beta platform to version 2.0 full marketing campaign, user traction & revenue



Projected Revenue (post raise)

Year 1	Year 2	Year 3	Year 4	Year 5
\$140K	\$2.25M	\$14.7M	\$39.3M	\$70.5M

www.TrustScience.com Inc.

Evan Chrapko CEO
 +1-403-585-3826
 Evan.Chrapko@TrustScience.com

11th floor, 10130 – 103 Street
 Edmonton, Alberta, Canada
 T5J 3N9

COMPANY DESCRIPTION

TARGET MARKETS

MANAGEMENT TEAM

Evan Chrapko	CEO
Chris LaBruna	CRO
Jeremy Mitchell	CDAO
Chris Matichuk	CTO
Martin Loeffler	CSPO
Chris Grnak	Head of FI's

INDUSTRY

FinTech
 SaaS

CURRENT INVESTORS

The Irene & Evan V Chrapko Family Trust

Facebook's former CFO

CFO of a Top-7 global bank

Seattle's "unicorn whisperer"

\$750B (AUM) Manulife's former President & CEO, Don Guloien

No Institutional investors yet

FUNDING TO DATE

\$14.2 Million
 100% in Common stock, 100% on a 1-page Subscription Agreement. i.e. Ultra clean & simple cap table

FINANCING SOUGHT

\$15M if institutional
 Else status quo JIT, (WC as needed)

USE OF PROCEEDS

40% Marketing & Sales (to date 5%)
 30% Dev & Data Sci. (down fr. 70%)
 20% Cust Success, Integrations, etc. & Up-selling
 10% Compliance/Reg's & IP (these are MASSIVE Moats in this case)

BANK

Harris Bank / Bank of Montreal

LAW FIRM

Dentons
 Melnyk & Associates

CREDIT BUREAU 2.0 ®

7-figure Revenue scoring service for lenders giving loans to Financially-stressed consumers.

Solving the fact that big, old, conventional bureaus wrongly score MANY underserved people—the "Invisible Primes."

Key differentiator:

Productized the use of ML at scale. Intelligent platform is NOT a 1-trick pony for assessing creditworthiness. Credit scoring is simply the 1st GTM.

Mission:

Allow Deserving People to get What They Deserve

Management:

Career total of \$1/2+ Billion in gains delivered to shareholders via SaaS startups & turnarounds on very compressed time scales. Senior & Exit-savvy.

Advantages:

Fully Compliant with all applicable Laws & Regulations re: Consumer Protection and re: Privacy

40 patents & 7 trademarks *granted* across 18 countries. This is a GLOBAL platform & business plan.

Competitors:

FICO, Equifax, TransUnion, Experian, Zest Finance, GDS Link, MeridianLink, id:Analytics/LexisNexis, TruDecision, Alchemy/MaxDecision.

Exit:

IPO or M&A w. a strategic (see above), or P.E. tuck-in.

5 years, plus or minus 2 years. BusDev activities have already identified candidate acquirors/types.

Now/Immediate Go-to-Market:

North America consumer lending

Pre-COVID, our focus on scoring the Financially-stressed was only 25-33% of adult consumers.

Post-lockdown relevance is NOW MUCH BIGGER!

1. More Financially-stressed (globally)
2. All lenders—not only the subprime/down-market lenders—now have to make decisions amid severe chaos in conventional credit data.

TAM (assuming a 10% share) is \$100 Mil./yr in topline Rev now. \$450 Mil./yr in the medium term.

Soon (after first sticking the above landing):

Expand beyond N.America

Pre-COVID, the World Bank sized this market at 2.5-3 Billion un-banked people. Assume much higher now.

-and -
 Expand into prime lending to allow up-market banks to safely serve near-prime borrowers (by accurately identifying such borrowers to them, which the old/big bureaus cannot do reliably.)

Later:

- Adjacent verticals include:
- Insurance underwriting
 - Sharing economy (ie. provide scores on strangers for dating sites, gig sites, Craigslist users, etc.)
 - Hiring/Screening
 - Marketing/Sales (esp. relationship selling)
 - Law Enforcement/DHS

Value Proposition

Company Background: Zirconia has created a revolutionary Ceramic Sealant technology that makes infrastructure immortal and virus/bacteria free.

Leadership Team:

Benjamin Cook: CEO, Serial Entrepreneur, 30 years in business, sold last materials company for 5X exit

Muralee Balaguru: CTO, 15 years as civil and environmental engineer, JD focused on patent law, generating new patents and new products

Donald Hamm: SVP Sales, 30 years in new product sales in construction, Launched over 100 products, generated over \$100 MM in sales

Bill Boone: Board Member, managed sales teams for 30 years, former President Rodda Paint, serial executive with \$100MM exit, M&A exp.

Products/Services: Zirconia protects concrete and steel from corrosion by utilizing our Ceramic Sealant technology, the first ceramic-polymer coating that chemically bonds to these surfaces and protects them indefinitely. Ceramic Sealant is immune to heat/cold, UV, and outdoor weathering. Bacteria and viruses cannot penetrate or survive its "biologically impervious" self-sterilizing surface.

Technologies/Special Know-How: Ceramic Sealant is the first surface coating that chemically bonds to concrete and steel, preventing corrosion and other failure pathways. Ceramic Sealant cures at room temperature and eliminates all porosity, forming a ceramic barrier layer that prevents attack from the environment, chemicals, or bacteria/other microbial life. This ceramic barrier layer is inert and has an indefinite lifespan. Zirconia owns an issued patent valid until 2031, has 3 additional patent applications in process, and has several key trade secrets related to raw goods and processing.

Market: Zirconia's initial market focus is on concrete preservation/restoration. Food manufacturing, water infrastructure and commercial construction are all in critical need of our technology to restore/preserve/protect concrete, preventing degradation and microbial infection. The US market sizes for food manufacturing, water infrastructure, and commercial construction are \$1.45 Billion, \$11 Billion, and \$1.95 Billion respectively.

Distribution Channels: Zirconia's direct sales strategy utilizes independent sales representatives and select distributors in strategic markets, the lowest cost sales platform with the highest degree of profitability.

Competition: Old toxic, indoor-only technologies like epoxy and polyurethane plastic coatings are the current industry standard for concrete. They will always fail because they cannot bond to surfaces, meaning they will delaminate over time at great expense. These technologies cannot survive extreme temperatures, UV, outdoor environments, or corrosion created by microbial activity.

Quick Facts

Company Name: Zirconia Inc.

Contact: Benjamin Cook, CEO

Address: 4611 S 134th PL
STE 240
Tukwila WA 98168

Phone: 206-930-8171
Fax: 206-274-7931
benjamin.cook@zirconiainc.com
<https://zirconiainc.com/>

Industry: Construction

Domain(s): Food
Manufacturing/Ag, Commercial
Construction, Water
Infrastructure

Bank: WSECU

Law Firm: Karr Tuttle Campbell

Patent Estate: US 8,197,593
3 additional patents filed

Number of Employees: 4

Leadership Team:
Benjamin Cook, CEO
Muralee Balaguru CTO
Donald Hamm, SVP Sales
Bill Boone, Board Member

Financing Sought: \$500K

Current Investors: Central Texas
Angel Network (CTAN)

Use of Funds: Expand Sales Team

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025	2026
Revenue	\$0.8 Million	\$2.4 Million	\$7.0 Million	\$20 Million	\$50 Million	\$90 Million



 **MODUS CREATE** **MODUS CREATE**

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



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

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



NEXT powered by SHULMAN ROGERS

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

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



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.

TIM BRAUE, FOUNDING PARTNER & ATTORNEY



Tim E. Braue is a founding member of Nemphos Braue Law. He focuses his practice in the area of sophisticated corporate transactions. Mr. Braue frequently represents private companies, venture capital investors and private equity funds in connection with mergers and acquisitions, private securities offerings and general corporate matters. Mr. Braue's clients include manufacturing and industrial services companies, pharmaceutical and medical device businesses, telemedicine and high tech telecommunications companies, real estate development firms, insurance entities and emerging food and beverage industries.

PARTNERS

NEMPHOS BRAUE, LLC



Proven experts with a dedication to their clients and the law, Nemphos Braue attorneys are accomplished counselors in all areas of corporate law. They offer big firm experience, with boutique service, and focus on being strategic business partners to their clients. From venture capital, private equity and financing, to intellectual property, mergers and acquisitions, Nemphos Braue is a different kind of law firm, supporting entrepreneurs, emerging and mature companies.



TROY A. LEMAILE -STOVALL CEO & EXECUTIVE DIRECTOR

As the CEO and Executive Director of TEDCO—Maryland’s economic engine for technology companies—Troy leads the organization’s mission to support economic development through the cultivation of an inclusive entrepreneurial innovation ecosystem. He brings to bear more than 25 years of experience in investment management, higher education, telecommunications, information/communication technology, and management consulting in this leadership role.

SUNTRUST BANK



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

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



CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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



REFRACTION

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



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

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state. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).

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

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

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



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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



SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

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



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."

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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 Fredrick, 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.



THE BALTIMORE ANGELS

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



STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the 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

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others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contacts or compete.

Angels + Life.Sci Investors

ANGELS + LIFE.SCI INVESTORS

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

INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



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.



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



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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 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.



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.



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL



Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in industry, Ines has helped companies secure more than \$800M in funding, led start-ups and turnarounds for companies with up to \$500M in revenue, managed 11 M&A transactions, and guided 9 companies to a successful exit. With expertise spanning Operations, Executive Leadership and Mentoring, Turnarounds, Revenue Implementation, Engineering, as well as Communications, Ines has helped many companies prepare for VC and angel investment. Her experience as a senior executive in Telecommunications and Technology includes growth and operations



with Accenture, Xspedius, Broadsoft, MegaPath, SkyTerra, WorldCom, MFS, Brooks Fiber Properties, Contel ASC, Viatel, CFN Services, and AM3

Ines is an expert speaker on investor funding for entrepreneurs and business change management. She has appeared on Arnett Report, MDTV, Leaders of the Roundtable. She has a bachelor's degree and 2 master's degrees from American University where she coaches the Entrepreneurial program and is a judge for the George Washington University new venture competition. She is a strategic partner and Coach for The Big Idea CONNECTpreneur Forum, serves on numerous boards, and is fluent in Spanish.

ATTENDEES

As of 1pm 06 30 21

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

PRESENTERS			
First Name	Last Name	Title	Company
Jonathan	Strimling	CEO	Clean Fiber
Alan	Worden	CEO	Community Data Platforms
Christopher	Seline	Founder	Dark Block
Mark	Baldino	CEO	FireBot
Greg	Hummer	Founder and CEO	Identify Sensors
Christian	Roemlein	CEO	Intelligent Fluids
Gore	Bolton	CEO	Land Intelligence
Brandy	Lockwood	Co-Founder and CEO	MySnoozepod.com
Justin	Morgan	CEO	Rentado
Stuart	Bold	Founder and CEO	SuperAger World
Evan	Chrapko	CEO	Trust Science
Benjamin	Cook	Founder and CEO	Zirconia

ATTENDEES			
First Name	Last Name	Title	Company
Aarti	A	RA	Indim
Iqbal	Aasim	Founder	Aia Capital Group LLC
Matthew	Abenante	President	Strategic Investor Relations
Fredric	Abramson	CEO	Golden Thread Technology, Inc.
Sean	Adler	CEO	GZI
John	Aggrey	CEO	The Unicorn Group LLC
Rafael	Aguilar	CEO	BN
Charles	Ahearn	Owner	Law Office of Dennis Ahearn
Alphonzo	Albuquerque	Managing Partner	The Astral Consulting Group
Jay	Aldridge	Founder	Green Bounty CAPS
Edward	Alexander	CEO - North America	Omina Technologies
Shahzain	Ali	Founder	BigOVenture
Asgar	Ali	Strategic Partnerships	KiwiTech
Bryan	Alintoff	CEO	Hayden Enterprises
Murat	Alpman	Chief Innovation Officer	HealthCorum, Inc.
Nat	Alston	Consultant	The Horizons Group
Américo	Alves	Consultant	Américo Alves
Florence	Amate	President/CEO	Laisar Management Group, LLC
Nisar	Amin	Business Development	Consultant
Angela	Andela		American University
Christopher	Andrassy	Managing Partner	The Astral Consulting Group
Alex	Andrew	Entrepreneurial Ecosystem Builder	Shenandoah Community Capital Fund
Frank	Arena	Founder	Southern Aerospace Company, LLC (SAC)
Margia	Argüello	Sr. Manager, Business Development	Maryland Dept. of Commerce
Eric	Arthur	Entrepreneur	Arthurs Properties UK Ltd
Armen	Arustamov	Founder	Got it Life, Inc.
Dana	Asher	Founding Principal	RELATED ExPERIENCE
Gerard	Auclair	Manager	Advantage Marketing
Wilfred	Audley	Business Development Manager	EleXsys Energy
Darrin	Auito	Partner	HEA Law PLLC
Marco	Avila	CEO	WSP & MDHCC
S	Azeem	Associate	SMAK
kyle	Badgley	Investor	Perfect Balance Investments
Arun	Bahl	CEO	Bridge AI
Bert	Baker	Co-founder & CEO	TARC
Milla	Bakhareva	CEO	TR
Muralee	Balaguru	CTO	Zirconia Inc.
Albert	Baldwin	CEO	Alfa Omega GrafX
Mike	Balistreri	BPA	Insperty
Dan	Ballin	Chief Executive	Ideas Crucible
Josh	Barnes	CO-Founder	Harbor Designs & Manufacturing
Tom	Barnhill	CFO	Ads4Earth
Matthew	Basirico	Owner	Frank Consulting Inc.
Todd	Batchelor	Partner	Cherry Bekaert LLP

Mohammed Jay	Batterjee	Deputy Officer	Saudi German Hospital
Laura	Beam	Managing Director	Adasel Global Partners LLC
Lauren	Beldin	SVP	Bank of America
Carlos	Bell	Managing Director	LaCire
Abass	Bello	Venture Associate	Squadra Ventures
Peter	Ben		American University
Tash	Benda	President	DecisionPoint, Inc.
Lena	Benjamin	VP, Business Development	TKing Enterprises
Chris	Benjamin	Cyprus Property Consultant	www.luxuryrealtors.xyz
Ernesto	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Claire	Bent	Founding Partner	Dominion Capital Partners
Rick	Benton	Owner inventor	The Claire Life
Gus	Bernstein	Founder	Bernstein Solutions, Inc.
Chetana	Bessalel	CFO	Fugue, Inc.
Namadev	Bhat	CEO	PPRD
Dave	Bhuvanasundaram	Project Manager	Techy Geeks
Joe	Birkenstock	President	Birkenstock Aerospace
Paolo	Bishop	CPA	Snyder Cohn, PC
Hepsie	Boccafresca	CEO	Agape Estate Ltd
Marta	Bohman	Agent	New York Life
Gore	Bohorquez	Job Development Coordinator	JSSA
Jennifer	Bolton	CEO	Land Intelligence
Larry	Bonadio	Principal	Lismore Advisors
Pukazhendhi	Boodin	Agent/Investor	NY Life
Mary Beth	Boominathan	Head of Projects	Murugu Aviation Services LLP
Mary Beth	Borgwing	President	The Cyber Guild
Louis	Borgwing	President	The Cyber Guild
Ahmed	Bosse	Financial Services Representative	Ted Bosse
Tiquilla	Bouzid	CEO	Witlingo
Cathy	Bradford	Owner	Footprint Meats
Greg	Bradley	Owner/Investor	Prindle Hill Construction
Tim	Brancho	Founder	Da Linguistics
Richard	Braue	Co-Founder & Member	Nemphos Braue LLC
Michael	Bristol	Founder	Bristol Advisory
Demetrius	Bronson	Anesthesiologist	RentadoUSA
Joe	Brown	President	Income Property Solution
John	Brown	CSO	Xgility, LLC
William	Bruner	Founder	Lunchtiming
Shelli	Brunswick	Managing Director	Tandem Consulting
Bea	Buntic	COO	Space Foundation
Marc	Burchman	Co founder	Talksie
Jessica	Bussert	Partner	GreenComm Technologies llc
Amanda	C	Founder, President	Wave Therapeutics
Mary	Ca	Owner	FitChef Toronto
Josh	Ca	Private Investor	
Matthew	Cable	CEO	InventWood
Bernardita	Cahn	Technology Agent	Matthew Cahn
Christopher	Calinao	Founder and CEO	Walkspan
Christian	Callahan	Enterprise Account Enterprise	Typeform
Anthony	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Kaitlin	Cammarata	CEO	Startupcannon
Cole	Capobianco	Community & Recruitment	Halcyon
Joe	Capuzzi	Accountant	Snyder Cohn, PC
Sue	Carlin	Principal/Investor	Joirre Capital
Gary	Carr	President	CarrTech LLC
Nancy	Carr	CEO	Givio
John	Carter	Banker	BB@T
Julia	Casey	Managing Director	Venture Mentors
Chris	Catuara	CFP	Catuara and Bell, Inc
rishi	Ceresini	VP Finance	X-Mode Social
Lorena	Chatrani	Managing Partner	Tech Cohort
Jane	Chatterjee	MD	BVCMC capital
Chris	Chen	Investor	Blue 9 Capital
George	Chen	Principal	Nautilus Venture Partners
Yuan	Cheng	GM	Cytoheal LLC
Sumeet	Chhawri	Operations	Nuboxz
Nelson	Chick	CAO	Foil Flyer
Jonathan	Choufany	Body Language Coach	Humans Decoded
Sambath	Chung	CEO	SRCHUNG
Rimas	Cikotas	Founder	CyRAD
Savannah	Cleveland	CEO	Unity PPE, LLC
Sylvia	Cohen-Kaminsky	Director of Research	Universite Paris Saclay
Betsy O'Neill	Collie	Sr. Director Operations & Programming	Maryland Business Innovatin Association
Bill	Collins	Chairman & CEO	The Collins Companies
Matt	Collins	Venture Fellow	Early Light Ventures
Robert	Colorina	Director	AIAC Group
Brian	Colsell	CEO	Cheqbook
Dan	Conley	Active Angel	Angels + Life.Sci Investors NJAngels.net
Benjamin	Cook	CEO	Zirconia Inc.
Tasha	Cornish	Executive Director	Cybersecurity Association of Maryland, Inc.
Sean	Cosentino	CEO	Finished, Inc
Pamela	Coulton	CEO	Oxy-Pam Inc

Amy	Cousins	Financial Advisor	New York Life
David	Cross	Assistant Director	Towson University
William	Crowell	Partner	Alsop Louie Partners
Eoin	Cruise	VP of Growth & Product Development	Xunison
Johnny	Crupi	Chief Robot Officer	Kick Robotics, LLC
Donivyn	Cruz		Boston University
Thomas	Dailey	Founder	Dailey Strategic Advisors LLC
Carl	Dale	CEO	Microbritt LTD
Jennifer	Dalton	Founder	BrandMirror
Rohan	Dani	AI Engineer	Lockheed Martin
Ajith	Daniel	CEO	Mecha Technologies
Anish	Das	Investor	Investor
Stephen	Day	CEO/Investor	Day Capital Partners
Hank	Dearden	Principal	Group 3D
John	DeGross	Business Consultant	Fiserv/ Clover
chandra	dekeyser	CEO	MoodMe
Nancy	Delain	Patent & IP Attorney	Delain Law Office, PLLC
Vince	Deng	Investment Director	Hankang Capital
Shantanu	Dev	Co-Founder	Examd
George	DeVaux	President	Devco
Hartej	Dhillon	Student	UMD
Jerome	Di Giovanni	COO	Ignite Social Impact
Cosmo	Di Tucci	Founder & CEO	Ableone Systems srl
Talabiou	Diallo		GWU
Bob	Dinkel	Director	Pierce Capital Partners
Kirk	Donovan	CEO	Terminal Lance Tactical
Hampton	Dowling	COO	JP Industries International
Hampton	Dowling	COO	JP Industries International
Michael	Doyle	Managing Director	Goldin Ventures
Michael	Drobnis	CEO	www.optfinty.com
Lee	Dudka	CEO	D&A/BHS
Chris	Dunn	Principle Consultant	CD Tech Marketing
Amy	Dunn	Director of Business Development	Ryan & Wetmore, PC
Simon	Dutta	CEO	Liquidity
Jurnee	Edwards	CEO	Story of A Journey LLC
Katie	Ehlers	Regional account manager	Cleanfiber
Howard	Eisenberg	EIR	Georgetown University
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
Eric	Enig	President	Enig Associate, Inc.
Maria	Ermolova	Investment Banker	Xnergy Financial
Ken	Espinosa	Coordinator	Towson University
Idongesit	Essiet-Gibson	Principal	The Ideyas Group
Barry	Etra	Enabler	Raise Forum
Peter	Ettinger	CDO	Bioenergy Devco
Jennifer	Eubanks	CEO	CPA Department
Herb	Ezrin	CEO & President	Potomac Business Group
Jing	Fan	CEO	Hopstem Bioengineering
Xi	Fang	Managing Partner	Button Capital
Christopher	Faranetta	Vice President	NearStar Fusion Inc.
Maria	Fasolino	Program Director	UPenn
Michael	Faught	Managing Partner	Technology Capital Partners
Richard	Faulkner	CEO	IQ Exchange
Deborah	Fell	Area Managing Partner & CMO	Chief Outsiders
Andrew	Fernebok	Owner	Senior Entertainment, LLC
Bill	Ferster	Founder	StageTools
Dwight	Fischer	Founder	Covenant
Sam	Fitz	President	ANXO Cider
Geary	FitzPatrick	President	Target Consulting
Derrick	Fleming	Enterprise HCM Account Manager	Paylocity
James	Foley	HR and Benefits Advisor	FosterThomas
Lance	Ford	CFO	Commutyble
Scott	Fox	CEO	OC Startup Council
John	Francis	CEO	Ztstartup.com
Lisa	Francis		American University
Tonya	Frank	Account Executive	Strategy, LLC
Ly John	Fridie	Founder	Radii Goggles
Lisa	Friedlander	BD	NEXT powered by Shulman Rogers
Alan	Friedman	Principal	Focus-to-Win Technology/Business Consulting
Todd	Fritzler	Owner	Lincolnia Technology Corp
Josh	Futterman	Founder and Managing Member	Papa Bear Ventures
Sai	G	Director	XWARE
robert	gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Service, Inc.
Carolina	Galdiz	Venture Associate	Chingona Ventures
William	Galle	Managing Director	Bradley Woods & Company
Jeannette	Galvanek	CEO/Founder	Carewise Solutions
Michael	Gauer	CEO	ADVANCED LLC
Francisco	Gaxiola	CEO	Grupo Gax
Richard	Gersten	Manager/Investor	PeakGersten Partners NNN
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson
Scott	Gibson	CEO	Quercus Agroforestry, Inc
Candace	Gill	Director of Business Development	Nemphos Braue LLC
Raj	Ginne	CEO	KwikPick Inc.
Peter	Gladis	Director - Marketing Strategies	STAR Associates, Inc.

patrick	gleeton	Vice President	Bernstein Private Wealth Management
Patrick	Gleeton	Vice President	Bernstein Private Wealth Management
Tom	Godin	Advisor	Zweig Group
Linda	Goetze	Co-Founder	DFM Data Corp.
Kenneth	Golden	Owner	Intaleual
Douglas	Goldstein	SVP Business Development	Alphyn Biologics
Don	Goodwin	Chief Commerical Officer	Innovative Power LLC
Rup	Goswami	CEO	Stealth Mode Startup
Idris	Grant	CEO	LSi Media LLC
Greg	Grant	Attorney	Shulman Rogers - NEXT
Eric	Grant	Senior Manager	Constellation
Daniel	Grassinger	Senior Manager Investment & Expansion	Bavarian US Offices for Economic Development
Elyse	Graziano	Director, Strategy & Operations	The St. James
Shannon	Gregg	VP	Confirmed LLC
Adam	Grill	CEO and Group President	Odyssey Group of Companies
David	Groll	CEO	Circadiance
VIKRAM	GROVER	CEO	FOMO CORP.
LISA	GRUBB	None	Mine
Frank	Gruber	Co-CEO & Co-Founder	Established & Established Ventures
John	Grzymala	CEO	Family Office Advisory Services
Anna	Guillotte	Creative Director	Launch Branding + Design
Kavita	Gupta	Success Coach	i3 GLOBAL SERVICES
Jeff	Guzy	CEO	CoJax Oil
Mark	Haas	CEO	AEG
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC
Glenn	Hafner	Managing Partner	HD Investment Group
Jennifer	Hagey	Founder	IAMenterprise Ltd
Kurt	Hailstock	CEO	UPISA
Chris	Halliwell	Board Member	Long Beach Accelerator
Kiger	Hansen	Owner	Kiger
Michael	Hanson	Program Manager	ACTION Innovation Network
Tawanna	Hardy-Ventress	Small Business Coach	GO.BE.
Ian	Harvey	COO	SuperAger World Inc
Abbas	Hasan	Principal	HIG Capital
Ciaran	Haughey	CEO	Table4one
Claude	Hayn	Advisor	Adjumps
Sharon	Heaton	CEO	sbLiftOff
Sam	Henry	Managing Partner	HD Multifamily: Real Estate Private Equity Firm
Amy	Henry	CEO	Eunike Ventures
Peter	Henry	GP	Seed Milestone Fund
Peter	Henry	General Partner	Seed Milestone Fund
Keith	Herman	Founder	IPA inc.
Cheryl	Heusser	CPA	Snyder Cohn, PC
Mike	Hill	Founder/CEO	SensiPass Inc.
Joy	Hoffman	Project Manager	MD Tech Council
Reyn	Holden	Head of finance & accounting	Truebill
Douglas	Holly	Principal	Eagle Management Group
Reggie	Holmes	Creative Director	Enthuse Creative
Alyse	Holstein	CEO	HPG Partners, LLC
Walter	Horsting	Principal	Bus. Dev. Intl. LLC.
Jackson	Hou	COO	Varisource
Darnley	Howard	President	Advansa International
Tin	Htut	Executive Director	Trust Venture Partners
May	Huang	Senior Manager	Taiho Oncology
Lisi	Huang	Head of International BD & L	Shenzhen Foncoo Pharmaceutical Co., Ltd
Ekua	Hudson	Nonprofit Executive	The Food For Thought Foundation
James R.	Huerta	Managing Partner	The Nessa Group
Richard	Hughen	CEO	Linshom
Henry	Hunter	CEO	INCIDR
Mike	Huska	Consultant	D-Wise
Shawn	Hutchinson	CEO, Founder	Universal Schedule
Sun	Hwang	CEO	TEAM10X
Pamela	Hyatt	AR	Cognizant
Paul	Iacovacci	CEO	Enascor Capital
Nicolas	Ibañez	Founder/CEO	EasyMD
Zeeshan	Idrees	CEO	IndustryGeniuses
Cheong	Ilhyeong	GM	CKD
Linda	In	Founder	HeadStrong Branding
Uloma	Jacob	Project Manager	Community Data Platforms
Nelson	Jacobsen	CEO	AVOZ Co
Elizabeth	Jafek	Program Director	Pax Momentum
Alexander	Javad	Owner, CEO	Alexander Tech. Solutions LLC
Kenneth	Jayne	CEO	United Heart Monitoring Inc.
Raj	Jeyasekar	VP	Qurious Consulting
Mohamoud	Jibrell	CEO	CyberNow Labs
Joyce	Johnson	Chairman	Pacific Gate Capital
Vineet	Johnson	CEO	IRegained Inc.
Vineet	Johnson	CEO	IRegained Inc.
Chris	Johnson	COO	Firebot
Deepika	Jonnalagadda	Analyst	Blu Ventures
Alfred	Jordan	Proprietor	Akaciadigital
Kali	Jordan	Organizational Change Management	Gbanwee
Murali	Kalavapudi	Principal	Envirosys Technologies, LLC

Madelle	Kangha	Founder	Jumpstart Innovative Solutions Inc.
Stephen	Kann	Partner/Investor	Bridgewater Capital
Steve	Kantor	President	Lifebushido
Michael	Kapoor	XiR	Shatter Fund
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Anil	Karmel	CEO	C2 Labs, Inc.
Alec	Karys	CEO	Genesis Inc
Abadalla	Kassim	President	National Patrol Services llc
Michael	Katigbak	Director of Sales & Marketing	ANXO Cider
Neil	Katz	President	Neil A. Katz & Associates, LLC
Stephanie	Katz	Founder & President	CETA Benefit Consulting Group, LLC
Lori	Kavle	Managing Partner	BDM Collective
John	Kealey	Investor	Individual
Nikolas	Kelly	CEO	Sign-Speak
Joe	Kessler	Managing Partner/Investor	Next-Stage Development Group
Aumair	Khalid	Banker/Private Equity Specialist	Multiple
Hnin	Khine	Consultant	Trust Venture Partners
Pyi	Khine	Partner	LBM Corp
James	Kim	VP, Advanced Technology Development	Enig Associate, Inc.
Rob	Kimmer	Head of Trademarks/Brand Protection Law	Mei & Mark/Ryland Mill Co./COO
Darren	Klng	GP	Kentucky Select Fund, LLC
Jonathan	Kirkland	Managing Partner	Virtual Group, LLC
Amy	Klein	Founder & Member	Active Ascent Partners LLC
Neil	Kleinberg	CEO	DiliVer
David	Knight	CEO	Terbine
Serge	Knystautas	Director, Software Engineering	Riot Games
Ted	Koblick	Director, Eastern USA and Canada	AGL Media Group
Martin	Koev	Managing Partner	Koev Brothers
Nelly	Kolodny	Founder/CEO	Mozzie Armor LLC
Leon	Kotovich	CEO	TerraManta
Ina	Kovacheva	COO	Telemedicx
David	Kratochvil	Managing Partner	Vista Capital
Uday	Krishna	Founder	Rate My Manager
Max	Kryzhanovskiy	Owner	MOS Creative
William	Ku	Director	Silk Route Connections
Mary	Kucek	Founder	OvaryIt
Sarvadnya	Kulkarni	Business development executive	Neonvest
Anil	Kumar	Engineer	deephouse.io
Sathish	Kumar	Partner	SBSS & Associates, Chartered Accountants
Sathish	Kumar G	Partner	S B S S and Associates, Chartered accountant
Shameer	Kunnathpeedikayil	Founder	People Care Health
Gary	Kurtis	Principal	Salestips101
Prakash	Kushwaha	Founder	AGramline
Amy	Kwan	Founder	DoubleDoor Technologies Inc
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Brian	Landau	CEO	Landau Carriage
Kevin	Lander	Managing Director	JPMorgan Chase
Douglas	Laney	Innovation Fellow	West Monroe
Anthony	Laney	Co-Founder and CTO	Grazr
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Tony	Lau	Managing Director	Detente Group
Norman	Lawrence	CEO	Carib Interactive
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions
Jack	Lee	Director	Marketing Integration
Peter	Lee	CEO/CXO	Element Therapeutics
Paul	Lee	Founder	RTR Technovation
Bongmin	Lee	Technical center manager	Kyocera
Steven	Lehat	Principal	Regulatory World
Bryan	Lemster	CEO	Orcinus International
George	Letscher	Principal	Swish IP
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Dan	Light	Founder	Dan Light Consulting
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Jason	Lipka	Director	
Barry	Lipsy	Principal	BNLipsy & Assoc
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Andrea	Liu	IO	TLFO
Xiaonao	Liu	CEO	Nanobiofab
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William	Lloyd	Founder	The Charitable Payraise
Cody	Locke	Co-Founder	Ignite Social Impact
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Brandy	Lockwood	Co-Founder/CEO	mysnoozePod.com
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CArol	Porrata Elstein	Founder + CEO	My Conifer DBA Simply Sashing
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Jeffery	Potvin	GP/Founder	Supporters Fund/Opn
Kevin	Power	Founder	The Good Health Group
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Gary	Robinson	CEO	PhaseDesign Research
Austin	Robinson	Production Lead	Mail America
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Federico	Rodriguez Buvinic	Marketing Coordinator	TechAID Solutions
Christian	Roemlein	CEO	Intelligent Fluids - SMARTCHEM
Christian	Roemlein	CEO	intelligent fluids GmbH
Olivia	Roguz	Assistant	Lulu Liu Ltd
Jojo	Roque	Cofounder	GoodWallet
Megan	Rosario	Digital Brand Director & Innovation Lead	Technology-Innovation-Law (T-I-L)
Mary	Rose	Technology Transfer	George Washington University
Robert	Rosenberg	President	S M C
David	Rosenberg	CEO/Founder/Chief Contrarian	Budget Referee
Anne	Rosenblum	Business Investment Manager	Fairfax County EDA
Michael	Ross	CEO	Euclid Systems Corp.
Andy	Rouse	CEO	Fusion Interactive Corporation
Aneetrai	Rowland	Founder	Emergent Access Services
Todd	Rowley	Market Executive	ODNB
Charlie	Ruth	Director	MCD Foundation
Vikram	S	AI Head	FusionX
Faye	Sahai	Managing director	Vinaj ventures - www.Telosity.co fund
Jeremy	Sahlman	Executive Creative Director	Black Math
Samir	Sahoo	COO	IRegained Inc.
Samir	Sahoo	COO	IRegained Inc.
Rovaida	Saleh	CEO	CynosureConnect
Umair	Saleheen	Owner	Rather Think
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Brandon	Sanzo	Account executive	Yamu Media
Liz	Sara	CEO/Angel Investor	Best Marketing LLC
Daniel	Saraolu	Founder and CEO	Canadian Entrepreneurs
Bill	Sareen	Co-Founder	3 Ridge Technologies Inc.
Lili	Sargsyan	Manager of Marketing and BD	Snyder Cohn, PC
Raffaele	Sarno	Managing partner	Beasypup
Raffaele	Sarno	Startup Advisor & Partner	Beasypup
Siamak	Sartipi	CEO	AlertPass
Solomon	Saul	Managing Member	KLS Alliance LLC
David	Schaffer	Partner	BD/M Collective
Limor	Schafman	President	KTG
Gerald	Scheinman, MD	Angel Investor	NY Life Insurance
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
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Richard	Schreiber	Co Founder	Ubuntu Game
Will	Schubert		Maryland Department of Commerce
Gerhard	Schwandt	Business- & certified Executive Coach	Gerhard Schwandt

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Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Priyanka	Sehgal	Founder	Sparkles Dating
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Tim	Sexton	Founder	VolumeUp
Mario	Shaffer	Managing Partner	Gridiron LLC
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Richard	Shain	Founder	Maridose LLC
Deepak	Sharma	CEO	Anjay Venture Partners LLC
Liron	Sharon	Principal	YMS Value
Sharon	Shepherd-Harvey	Founder	Simpli Skyn
Becky	Shewbridge	M&A Lead	Opus8
Wanliang	Shi	PI	PZA innovation LLC
Henry	Shore	Marketing and Partnerships	Tab's Score
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Anjali	Singh	Principal	Rezon8 Capital
Sunil	Singh	CEO	ServerCube, Inc.
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Daniel	Sloan	Co-Founder	Future Tech
Kelly	Smith	Owner	Beyond Lettuce
Shirley	Smith	Owner	Here2Errand
Mike	Smith	Partnerships	Wolters Kluwer
John	Smyk	Founder Strategic Business Partner	SMYK Strategy Solutions
Robert	Snyder	CEO/MMM	Masters Radio
Stephen	Socolof	Managing Partner	Tech Council Ventures
Jeshua	Soh	Founding Director	Startupmedia
Ryan	Sohn	CPA	Snyder Cohn, PC
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Paul	Sorkin	President	Perfect Balance Investments
JJ	Sowers	Investor	Investor
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Ajay	Srivastava	President	eKuber Ventures Inc
Dusan	Stankovic	CEO	B&C Connect
Ryan	Steeb	Director of Product Management	DataTribe
Leigh	Steele	Engagement Officer	The Knowledge Pledge
Michael	Steiner	Executive Director	BEST Robotics Inc
Ernest	Stern	Partner	Culhane Meadows PLLC
Paul	Stoichevski	Producer	Polar Shift Productions
Alice	Stone	Founder	Confident Smiles
Sunny	Sun	Analyst	Fusion Fund
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Thomas	Swanson	Managing Director	Unicorn Group
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Jit	Tandon	Advisor	FTAM, Inc.
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Emma	Tello	Attorney	Tello IP Services
Samir	Tendulkar	CEO	Khal.com
Vijay	Thakkar	Chairman	Netdada.com
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Shaun	Tiwari	CEO and Founder	CapFlow
Ari	Tomasson	COO	Darkblock
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Rachel	Topelius	Managing Member	ANXO
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Jody	Toser	Engagement Director	HIMSS
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Tashu	Trivedi	President/CEO	TFC
Anna	Tulod	Copywriter	Avirtual Solutions
Darri	Ulfsson	Head of Product	Darkblock
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Richard	Van Horn	Founder	Pseudo-NYM
Sergo	Vashakmadze	CEO	Rainmaker Partners
Carlos	Vassallo	COO	PlanetM
Clifton	Veach	COO/Strategic Development Director	Deaf Technology Solutions
Haresh	Ved	Managing General Partner	Cronus Ventures
Roy	Vella	Managing Director	Vella Ventures
Mike	Venturi	Founder	Venturi Startup Studio

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Paul	Walton	Embedded Systems Engineer	Paul Walton Enterprises, LLC
Dong	Wang	Co-founder	Enrich Therapeutics Inc.
Scott	Warner	Principal	Warner Strategies
Mike	Watson	CEO	Miruminvest
Joseph	Weaver	CEO	Global Design Interactive
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Sanford	White	Investor	Investor
John	White	Account Executive	Reagan Outdoor Advertising
Cassie	Whited	Account Executive	Paylocity.com
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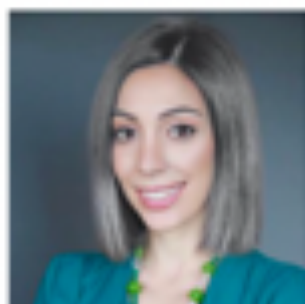
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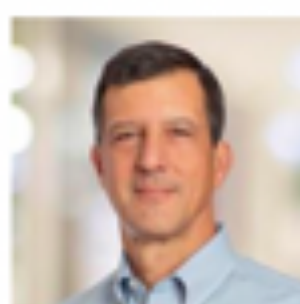
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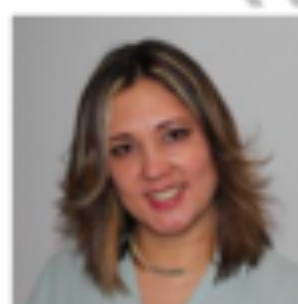
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