

Big Idea

CONNECTpreneur

Networking & Pitch Extravaganza

January 24, 2024
The Universities at Shady Grove

Agenda

Wednesday, January 24, 2024

4:30 - 5:50 pm - REGISTRATION / NETWORKING

**5:55 - 6:15 pm - WELCOME REMARKS -
Valo Park Auditorium**

TIEN WONG, Founder and Host, CONNECTpreneur

SKYLAR RALLISON - Community Manager, CONNECTpreneur Community -

EVENT EMCEE

DR. ANNE KHADEMIAN, Executive Director, The Universities at Shady Grove

JUDY COSTELLO, Special Projects Manager - Business, Innovation, Economic

Dev.; Office of the County Executive, Montgomery County, Maryland

KELLY SCHULZ, CEO, Maryland Technology Council

6:15 - 6:25 pm - WORKSOURCE MONTGOMERY UPDATE

ANTHONY FEATHERSTONE, Executive Director, WorkSource Montgomery

6:25 - 7:05 pm - ALL-STAR INVESTOR PANEL -

“Current Trends in Early Stage Capital”

**BILL TOMPKINS, President and CEO, Montgomery County Economic
Development Corp.**

DEBORAH HEMINGWAY, Managing Partner, Ecphora Capital

URVASHI BHATNAGAR, Managing General Partner, The Good Science Fund

JEAN- LUC PARK, Senior Director, Social Impact Funds, TEDCO

**SHANA LAWLOR, Managing Partner, Totipotent Capital; Limited Partner,
Rock Health Capital**

7:05 - 7:50 pm - COMPANY SHOWCASE / ROCKET PITCH

Companies will be introduced by:

ANTHONY MILLIN - Partner, NEXT, powered by Shulman Rogers; Venture Partner, Third Sphere

MARK HAAS, CEO, AEG

PRESENTING COMPANIES

CONCENTRIX PHARMACEUTICALS Inc. - Gil Mott

DRI Biosciences Corporation - Hao Chen & Larry Horn

HomeRoots - Gil Bar-Lev

Native Cardio Inc.- Steve Adler

NotUrAverage Candles - Courtney Johnson

Plexision Inc. - Ashok Reddy

Renova - Douglas Leiva

SalonHQ - David Grohol & Mark Porter

Veza Innovations - Karen Goodman Maschi

7:50 - 8:50 pm - NETWORKING

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**

February 29th



**REGISTER FOR OUR
NEXT PREMIUM EVENT!**

March 14th



Speakers



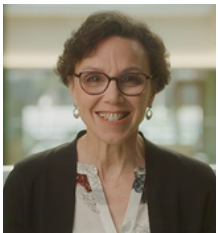
TIEN WONG, CEO, OPUS8, INC.

Tien is Founder and Host of the Big Idea CONNECTpreneur Community, a global community of 30,000+ investors, entrepreneurs, business leaders and service professionals. He is CEO of Opus8, an investment and advisory firm which helps tech companies and investment fund managers raise capital. He is also Chairman of Lumious, a leading Ed Tech Company. Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition by ACS/Xerox. CyberRep was one of the largest CRM companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business generates \$3+ billion in revenue as divisions of Xerox, Conduent, and Continuum. He serves on the boards of The Washington Institute for Business, Government & Society; Frederick Innovative Technology Center, Inc. (FITCI); Junior Achievement; Association for Enterprise Growth; and Austin Venture Association. He was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which manages \$84 million in venture capital.



SKYLAR RALLISON, COMMUNITY MANAGER, CONNECTPRENEUR

Skylar Rallison is a dynamic professional who wears multiple hats as the Community Manager for CONNECTpreneur and Business Analyst for Opus8. She graduated from The Marriott School of Business at Brigham Young University with a degree in Entrepreneurial Management. She has many years of experience in Business Management, Social Media Marketing/Management, Data Analytics, Business Leadership, and Project Management. With a diverse skill set and a passion for facilitating connections and driving business growth, Skylar thrives in the intersection of Community Management and Strategic Analysis. Skylar enjoys her current role at CONNECTpreneur, which hosts the world's largest monthly investor pitch events as well as 1/2-day Forums with upwards of 900 RSVPs, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. Skylar is pivotal in fostering engagement and building relationships within the investor and entrepreneur community. She creates inclusive digital spaces where members can share insights, collaborate on opportunities, and build a supportive network. Her role includes but is not limited to, team management, event coordination, project management, and marketing.



DR. ANNE KHADEMIAN, EXECUTIVE DIRECTOR, THE UNIVERSITIES AT SHADY GROVE (USG)

Dr. Anne Khademian was named to serve as the Universities at Shady Grove's third executive director in October 2020. As executive director of USG, a regional higher education center of USM in Montgomery County, with programs from nine universities on one campus, Dr. Khademian also holds the title of Associate Vice Chancellor for Academic Affairs for USM. Before joining USG, Dr. Khademian served most recently as a Presidential Fellow and professor at Virginia Tech, where she enjoyed a stellar 17-year career that included several years as director of the School of Public and International Affairs. A longtime resident of Montgomery County, Maryland, she served in her presidential fellowship in Virginia Tech's Research Center in Arlington, VA. In that capacity, she supported the collaborative implementation of "Beyond Boundaries" initiatives, working across the university's campuses and stakeholder committees to support organizational innovation and growth.



JUDY COSTELLO, SPECIAL PROJECTS MANAGER, OFFICE OF THE COUNTY EXECUTIVE, MONTGOMERY COUNTY, MD

Special Projects Manager for Business, Innovation, and Economic Development in the Office of the County Executive of Montgomery County, Maryland. Before joining Montgomery County, Judy worked for BioHealth Innovation (BHI) as Managing Director of Economic Development. Prior to joining BHI, she served as Director of the Maryland Department of Commerce's Office of BioHealth and Life Sciences and as Deputy Director of the department's BioMaryland Center. In these positions, she worked to grow the state's biohealth cluster by supporting industry recruitment and retention, commercialization, workforce, non-dilutive and dilutive fundraising, international soft landing, partnership and promotion activities. She previously managed the nonprofit Business Alliance for Innovation and Entrepreneurship organizing venture pitch forums, entrepreneur bootcamps, tech transfer showcases, educational seminars, and other programs connecting entrepreneurs, faculty innovators, students, and industry leaders in Maryland, DC and Virginia with each other and with those providing funding and other resources to young companies.



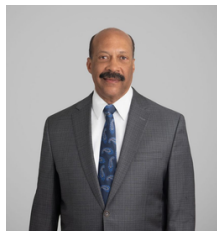
KELLY SCHULZ, CEO, MARYLAND TECHNOLOGY COUNCIL, FORMER SECRETARY, MARYLAND DEPARTMENT OF COMMERCE

Kelly Schulz is a mother, wife, successful small business owner, and served seven years in Governor Hogan's administration as the Secretary of Labor and Secretary of Commerce. Most recently, as Maryland Secretary of Commerce, Kelly oversaw the state's primary economic development agency. Under Kelly's leadership, the department also served as the largest resource to provide financial assistance to struggling Maryland companies adversely impacted by COVID-19. Kelly was successfully elected to the Maryland House of Delegates, representing Frederick County. As a Delegate, Kelly took her knowledge and experience as a small businesswoman and served on the Economic Matters Committee where she focused on legislation relating to banks and other financial institutions, business occupations and professions, economic development, labor and employment, unemployment insurance, and workers' compensation. Recognized by Governor Hogan for her knowledge and expertise on economic matters, she was appointed as Secretary of the Maryland Department of Labor, Licensing and Regulation in 2015, where she managed nearly 2,000 employees and oversaw an annual budget of \$375 million.



ANTHONY FEATHERSTONE, EXECUTIVE DIRECTOR, WORKSOURCE MONTGOMERY

Anthony Featherstone joined WSM in early 2021 with over fifteen years of workforce development experience. During his tenure at WSM, Anthony has prioritized community engagement and impact, (workforce) system building, regional collaboration, and streamlined job seeker and business services. Prior to WSM, Anthony served as the Director of Workforce Operations at KRA Corporation in Columbia, MD – a national provider of employment and training for workforce development boards and human service agencies. In addition to his nine years with KRA, he held leadership roles with the South Carolina Department of Employment & Workforce and a DC-based nonprofit specializing in community-based services. Anthony also served at the District of Columbia Department of Employment Services Office of Apprenticeship, Information & Training. Throughout his career, Anthony has successfully delivered high-quality programs for WIOA Adult, Dislocated Worker, In-School & Out-of-School Youth, TANF, SNAP, and NPEP populations. He has also developed expertise in fiscal management, program operations, quality control, strategic planning, stakeholder relations, and human resource development. Anthony earned his MBA with a concentration in Human Resource Development from Webster University in St. Louis, MO, and a BA in Sociology from Coastal Carolina University in Conway, SC. He is also a Certified Career Services Provider (CCSP) and Global Career Development Facilitator (GCDF). Anthony is an active member of the Maryland Workforce Association (MWA), National Association of Workforce Development Professionals (NAWDP), National Association of Workforce Boards (NAWB), Southeastern Employment & Training Association (SETA), and National Career Development Association (NCDA).



BILL TOMPKINS, PRESIDENT AND CEO, MONTGOMERY COUNTY OF ECONOMIC DEVELOPMENT CORPORATION (MCEDC)

Bill Tompkins is the President and Chief Executive Officer of the Montgomery County Economic Development Corporation (MCEDC), based in Rockville MD. He leads a strong team of diverse economic development, business development, marketing, communications and strategic partnership professionals who work to fulfill the mission of making Montgomery County one of the best, most diverse and equitable places to be in business in the country. Bill was previously Executive Vice President and Chief Operating Officer and has been with MCEDC since January of 2019. Bill has a deep background in marketing, business operations, strategic planning, and nonprofit management, with most of his career serving as a senior executive in the media and entertainment industries with Fortune 500 companies. From May 2014 until August 2015, Bill was Vice President, Advertising and Marketing at The Philadelphia Tribune. He made a strategic investment in The Tribune to help ensure the long-term sustainability of Black media in the US. In July 2012, he was named President and CEO of the National Newspaper Publishers Association, a Washington-based organization, which represents over 200 Black-owned and operated newspapers across the nation. Bill joined the Eastman Kodak Company in 2000 as Chief Marketing Officer for the Entertainment Imaging Business unit and became Vice President and General Manager of the Motion Picture Film Group while also serving as a corporate vice president. Prior to Kodak, Bill spent nineteen years from 1982 until 2000 at The Washington Post Newspaper in a variety of executive positions. His most recent position there was Vice President of Marketing with most of his career spent in the Advertising and Circulation Departments



DEBORAH HEMINGWAY, MANAGING DIRECTOR, ECPHORA CAPITAL

Dr. Hemingway brings more than 20 years of entrepreneurial, scientific, and investing experience in business formation, technology commercialization, startup leadership, and medical device entrepreneurship. She has been an active member of the Maryland entrepreneurial ecosystem as a serial entrepreneur, angel investor, philanthropist, and board member. Dr. Hemingway is a mentor in the FedTech accelerator and sits on the advisory boards of eight biotech companies in the Mid-Atlantic region, including Pathotrak, Relavo, Playwell, and Aloe Therapeutics. She is a venture partner and serves on a number of medtech committees at NextGen Venture Partners. She was recognized by the UMD Dingman Center for Entrepreneurship as the 2019 Angel Investor of the Year. Dr. Hemingway earned a PhD in biophysics from the University of Maryland, College Park (UMD), after completing dual bachelor's degrees at Ohio University. She currently lives in central Maryland with her husband and four children.



URVASHI BHATNAGAR, MANAGING GENERAL PARTNER, THE GOOD SCIENCE FUND

Urvashi Bhatnagar, DPT, MBA is a healthcare executive whose career spans clinical care, strategy and M&A, and venture capital as the Managing Partner and GP of The Good Science Fund and Expert at Primary VC. She is also an opinion columnist for CEO World, and has nearly two decades of experience in the healthcare ecosystem. Along with Dr. Paul Anastas, Bhatnagar is co-author of the new book *The Sustainability Scorecard: How To Implement And Profit From Unexpected Solutions*. She believes global wellness can be achieved through sustained and intentional investment by way of strategic partnerships and capital allocation. Bhatnagar holds an MBA from Yale University and a Doctorate of Physical Therapy from Boston University.



SHANA LAWLOR, MANAGING PARTNER, TOTIPOTENT CAPITAL; LIMITED PARTNER, ROCK HEALTH CAPITAL

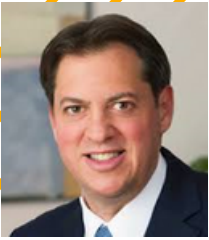
Shana Lawlor is a Venture Capital Investor and the Managing Partner of 2raze and Totipotent Capital. She is a Limited Partner in Rock Health Capital and an investor with Health Tech Capital. Ms. Lawlor is also the Board President of Health Tech X (HTX), a new members-only community of healthcare executives and leaders in DC, Maryland and Virginia. She was named "Trending 40 Power Woman in DC Tech" and serves as a startup advisor and mentor for Springboard Enterprises, the Center On Rural Innovation and the Black River Innovation Campus. She has worked as an Entrepreneur, Digital Health Consultant and International Small Business Consultant for over 20 years, most recently, as the CEO of a digital health company that provided expecting and new parents with counseling and support. She previously worked in healthcare and IT at Booz Allen Hamilton, Arthur Anderson and PricewaterhouseCoopers.



JEAN-LUC PARK, SENIOR DIRECTOR, SOCIAL IMPACT FUNDS, TEDCO

Jean-Luc is the Senior Director of Social Impact Funds at TEDCO, responsible for defining and executing the strategy for the funds with dual objectives of financial returns and Maryland economic development.

Jean-Luc was one of the founding partners of Ferrum Capital, an EB-5 regional center focused on facilitating investment for real estate developments to support job creation. He has been a consultant to the International Finance Corporation (IFC), part of the World Bank Group, where he researched the IFC's job creation activity through their global private equity investments. He was a consultant to the board of Calvert Social Funds, a publicly traded mutual fund, running their private equity and venture capital activities in the Special Equities program. During that time, he was responsible for over \$50 mil in investments in about 30 funds and 30 direct investments. Jean-Luc began his investment career at Draper Triangle Ventures and Lycos Ventures in Pittsburgh during the dot-com era in 1999. He has experienced many booms and busts in the private equity world. He is a graduate of Carnegie Mellon University (B.S. Math/Computer Science 1994, B.A. Economics 1994, MBA 1998) Jean-Luc was on the Global Advisory Board of the MIT Enterprise Forum, and has been the executive chair of the Washington D.C. and Baltimore chapter. He has been a member of the Forum since 2002. He also served on the Carnegie Mellon Alumni Association Board. He helped restart the Washington D.C. chapter of the Tepper Alumni program. He consults and advises several start-up companies in the Pittsburgh and Washington D.C. region. He has taught and coached several hundred companies since he began his investing career.



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, edtech, 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.



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 services nonprofit and developing strategy for a national vital records enterprise.



Concentrx Pharmaceuticals, inc.

Value Proposition: The biggest problem with delivery of pharmaceuticals to the lung is “delivery timing” when using a pressurized metered dose inhaler. pMDI’s are the most popular form of delivery for ambulatory patients with asthma and COPD. Coordinating the press and breathe technique can not be accomplished by most patients. A study at Duke University by Hampson et.al., showed that 70% of patients who were properly instructed how to use an inhaler could not demonstrate proper technique 4 weeks later. Halix^R solves the problem of dose coordination and delivery.

Leadership Team: Our founders have extensive pharmaceutical and medical device development, marketing and operations experience. Our CEO headed Glaxo respiratory business for ten years. The inventor of Halix^R has eighteen patents in this field. Our medical director was CEO of a CRO and has served in executive roles at both Beecham and Glaxo Wellcome and has extensive regulatory affairs background.

Challenge: The improper use of inhalers leads to over dosing, wasted doses, excess cost, medical errors and poor outcomes.

Solution: Halix^R is breath actuated and easy to use (four steps). Halix^R is biodegradable and not harmful to the environment like pressurized metered dose inhalers containing hydrocarbon propellents. Halix^R will be preferred in the hospital and institutional setting. Halix^R albuterol will also be preferred for convenience dosing.

Technology: Halix^R is an inhaled drug delivery platform, available for nasal and oral delivery of pharmaceuticals, vaccines, anti-infectives, hormones and metabolic agents to the lung or nasal cavity. Halix^R is protected in worldwide markets.

Market: The lead compound in Halix^R is albuterol, a top selling drug for asthma and COPD. There are more than seventy million prescriptions for albuterol in the US. The combined product sales of drugs targeted for development i.e. Ventolin^R Flovent^R, Advair^R and Spiriva^R sell more than \$10 Billion dollars per year. Unit dose is preferred by Hospitals and institutions whenever available. There is no dry powder unit dose for any of the above listed products at this time. This results in extra cost for the hospitals, wasted doses, inefficient delivery, medical errors, and extra paperwork for pharmacy.

Revenue Model: Hospitals spend over \$300,000,000 per year for albuterol inhalers. Halix^R albuterol will save the hospitals more than \$200,000,000 per year and improve the quality of care. Similar savings are anticipated with other selected development candidates. Concentrx needs \$ Eighteen million dollars to finish clinical trials and build a high speed manufacturing facility. We are seeking a \$6 million Series A to build a high speed manufacturing line. There will be no revenue until 2024. At that time, we can start shipping Halix^R albuterol to markets outside the US. Sales for Halix^R albuterol is anticipated to exceed \$100,000,000 by year four of the plan.

Website

www.concentrxpharma.com

Headquarters 732 9th Street Box 515 Durham, NC 27705 919 306 1409

Contact Gil Mott
gil@concentrxpharma.com.

Industry: Pharmaceuticals

Domain: Drug delivery

Seeking Financing: \$6 million Series A

Previous raise \$3 million

Use of funds: Build a high speed production line

DRI Biosciences Corporation

Discovery – Research – Innovation

4985 Winchester Boulevard
Frederick, Maryland 21703
Phone: 443-979-0932
E-Mail: hao.chen@DRIBiosciencescorp.com
<http://www.dribiosciencescorp.com>

Executive Summary

For some 10 years since its founding, DRI has focused on aging and developmental disorders with the objective of restoring health to the aging population and youth. During the last three years, DRI achieved a breakthrough to reverse these disorders, currently without means of intervention, affecting some 1.6% of the world's population.

DRI's scientists found that the key pathophysiology of neurodegenerative and neurodevelopmental disorders is the result of a common neurochemical imbalance. The genes encoding the activities of these pathways are implicated in the aging process and affected by human environmental interactions. DRI also discovered objective blood-based proprietary biomarkers to match patients with precise interventions.

DRI has identified a novel combination of readily available drugs approved for other indications that, when taken just once a day, can restore the balance in both conditions and has conducted animal studies showing that the restored balance can normalize behavior, protein expressions, and related physiological alterations that restore patients to a healthy life.

While human clinical studies using this novel combination of readily available drugs will initially provide quick and inexpensive validation for humans afflicted with Frontotemporal Dementia (FTD), an orphan condition suffered by actor Bruce Willis that shares a pathophysiological mechanism with other age-related neurodegenerative disorders including Alzheimer's, and Fragile X Autism (FXS), an orphan condition that shares pathophysiological conditions with Autism Spectrum Disorder (ASD), DRI also has developed a novel, safe, well tolerated "first-in-class" drug candidate with the potential to benefit a wide spectrum of more complicated dementia and ASD conditions to follow.

A total of \$23 million can take DRI through human clinical trials for FTD and FXS in 36 months. As a result of DRI's breakthrough, a Series A investment of \$4M will take it through phase I. Of the \$4M, \$2 million will be used to fortify the underlying intellectual property, conduct drug-mixture formulations, and organize a clinical leadership team; and \$2 million will be used for studies to determine appropriate dosages and target engagements. A leading FXS research foundation (FRAXA) has pledged support for the clinical studies as part of its research strategy and notes that, while other companies have come and gone, DRI is the market's longest standing biotech/pharma company devoted to FXS research and drug development. Assuming DRI's continued success, the remaining \$19 million will be raised in a Series B round for the completion of phase II.

Identifying patients based on DRI's proprietary biomarkers will reduce the time to clinical study completion and maximize the chance of clinical success, providing opportunities for acquisition or IPO during the 36-month clinical study time frame. The ability to provide effective interventions initially for the orphan conditions and later for a wide spectrum of dementia and ASD conditions, currently without any means of improvement, represents a multi-billion-dollar market opportunity.



HomeRoots

Gil Bar-Lev

277 Fairfield Rd. Fairfield NJ 07004

Phone: 201-921-1630

Email: giladbl@homeroots.co

Web Address: www.homeroots.co

<p>Management: <i>Gil Bar-Lev, CEO Diane Narwid, CMO Hagar Rips, COO</i></p> <p>Industry: <i>B2B2C e-Commerce/B2B2C marketplace/B2B2C Selling Platform</i></p> <p>Number of Employees: 6</p> <p>Bank: <i>Wells Fargo</i></p> <p>Law Firm: <i>Steve A.</i></p> <p>Amount of Financing Sought: <i>\$3M Convertible Debt</i></p> <p>Current Investors: <i>\$2M Angel Groups</i></p> <p>Use of Funds:</p> <ul style="list-style-type: none"> • <i>Execute on Wayfair’s partnership which will refer their suppliers over to sell through us.</i> • <i>Accelerate onboarding of suppliers and products.</i> • <i>Dominate products exposure over competition by raising the bar on products representation.</i> • <i>Early pay to suppliers due to hitting their credit limits.</i> <p>Market: <i>\$400B Home Products - North America</i></p>	<p>Business Description: <i>HomeRoots, B2B2C eCommerce enables manufacturers in the Home Products vertical to enter into business relationship with Retailers.</i></p> <hr/> <p>Company Background: <i>Over the past 2 decades, Direct to Consumer eCommerce has evolved to the point where almost anyone can sell on such D2C marketplaces as Amazon, Ebay etc. However, B2B has lagged behind due to the fragmented market, lack of standards and capacity limits of Retailers.</i></p> <p><i>Buyers (Retailers) due to their legacy systems and slow vendor onboarding process can’t benefit from the increase in supply, can’t scale similarly to B2C marketplaces and benefit from Market: higher margins.</i></p> <p><i>HomeRoots was established to make sure the B2B selling/buying experience is as simple as and even better than selling D2C.</i></p> <hr/> <p>Management: <i>Gil Bar-Lev, CEO, has 25+ years IT, wholesale/retail/e-Commerce. While working for ToysRUs, was the leader that opened up Amazon for Toys. The same website platform currently bought on by 100’s of Millions.</i> Diane Narwid, <i>CMO, Merchandising with 25+ years of Brick & Mortar & e-Commerce at Bed Bath & Beyond and Macy’s.</i> Hagar Rips, <i>COO, with 20+ years marketing/sales/ops. Sold her first company at the age of 25. Ex-CEO of Landingo, a B2B Logistics Platform owned by Zim.</i></p> <hr/> <p>Solution: <i>Sellers gain access to Retailers within hours to days. Retailers, on the other hand, benefit from scaling their product portfolio similarly to B2C marketplaces, providing higher quality products while lowering their cost of goods, their overhead with account management, and their transportation costs and transit time in delivery to the consumer.</i></p> <hr/> <p>Technologies/Special Know-how: <i>Our platform has supplier and buyer facing portals. We set up data standards for the suppliers to follow when they upload their products to their portal. After they upload, our proprietary AI creates a “white-label” listing of it by creating different title, description, bullet points, and images for different retail groups in a way that prevents sales channel conflicts. The dedicated product listing is created on each retailer's system and offered for sale to the end consumers within days. Once orders are submitted by the retailers, they become visible to the suppliers for fulfillment on our portal.</i></p>
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Distribution Channels: *Customers are North American Retailers who offers Home Products such as Furniture, Décor or Home Essential products for sale on their websites Upon acceleration of sales of specific HomeRoots products, the retailer reserves the option to order specific products for their physical stores for sale.*

Competition: *Various integrators and product repository systems management. However, in contrast to them we don’t require an established retailer relationship and the supplier can be from anywhere on the globe. We are the only solution that can create different content for different retailers automatically, provide more product exposure than the competition and provide predictive data on what to sell, at what price point to sell and where.*

Financial Projections (Unaudited):

\$ in Millions	2023	2024	2025	2026
Revenue:	\$5.5	\$10	\$21	\$44
EBITDA:	\$(0.6)	\$0	\$1.5	\$4.4

Executive Summary

Atrial fibrillation (A-fib) is a potentially dangerous heart rhythm that may occur in 30% to 50% of all cardiac surgeries and increases the risk of stroke and death. Native Cardio has a new device to diagnosis and treat dangerous postoperative atrial fibrillation (POAF). We are a development-stage company and our Rhythm Maker™ is expected to clear the FDA in 2025. We are seeking >\$6M to grow the company through initial commercialization.

Problem

Current treatments of POAF are inadequate. If not stopped, A-fib can become persistent, which can be much more difficult to treat.

Solution

If a patient develops POAF, the Rhythm Maker is designed to deliver a very low-energy shock for safe, effective treatment that has been demonstrated in proof-of-concept studies.

Opportunities



- Every cardiac surgery patient (>500,000 a year in U.S.) is at risk for POAF
- Unmet need, no competition, current treatments are inadequate
- Strong IP portfolio, eligible for streamlined FDA 510k clearance pathway
- Ultra-low-energy cardioversion is highly effective and does not require patient sedation (faster, easier, more comfortable, and less expensive than conventional approaches)
- By using Rhythm Maker*, there's a potential \$2.6 billion savings to the healthcare system

Financials

- Addressable market is \$1B annually and growing year over year
- Potential savings to hospital of \$16,000 per patient
- Shortens POAF hospital stays
- Razor/razor blade business model. At \$800 per patient, the company is on track for \$50 million in revenue in 5 years
- Multiple promising exit opportunities

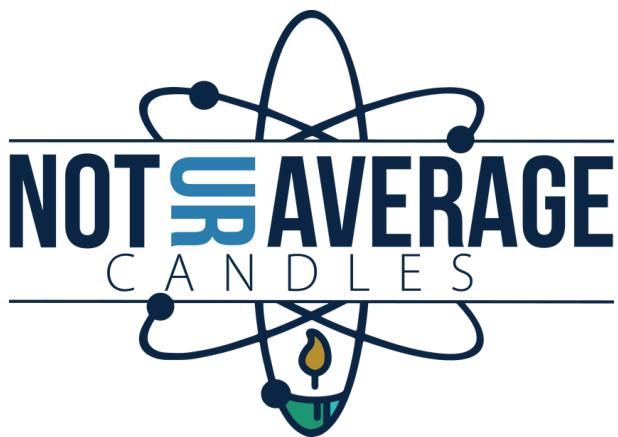
Our People

A successful and experienced Board and Management team has already been established.

- The founder and chairman of our company is **Dr. Joseph V. Pergolizzi, Jr.**, former director of Business Development at Johns Hopkins University School of Medicine Clinical Trials Unit and currently COO of NEMA Research, Inc., a specialty CRO that also serves as an incubator for many of his other start-up ventures. Dr. Pergolizzi has published over 300 peer-reviewed medical articles and is frequently invited to share his presentations at scientific conferences worldwide.
- **Steve Adler** is CEO who has guided over 30 medical device products through regulatory channels and to the commercial market, mainly in cardiac and neuromodulation devices with multiple exits.
- Our medical advisor is the renowned surgical arrhythmia expert from the DeBakey Heart and Vascular Center of the Houston Medical Center, **Dr. Randall Wolf**.

Visit us online at nativecardio.com or contact steve.adler@nativecardio.com

*The Rhythm Maker is an Investigational Device, Limited by Federal (or United States) Law to Investigational Use.



Executive Summary

Product & Business Model

NotUrAverage Candles launched with 9 different Astronomy-themed candles. Each season, we add an additional candle; currently, 12 different candles are on hand. Our candles are carefully crafted with science in mind, and as we grow, we will curate other scientific-themed lines.

Customers can choose between 10 oz (wax weight) candles and our galaxy pack: a set of three 4 oz candles from the line.

- 10 oz candle: \$25 (65-70% profit margin)
- Galaxy pack: \$30 (70-73% profit margin)

Retail: DTC online and at marketplaces. Wholesale: B2B to home goods and souvenir stores

Legal Entity: LLC

Founded: May 2021

Website: noturaveragecandles.com

Email: contact@noturaveragecandles.com

Instagram: @noturaveragecandles

Phone: 305-322-6153

Company Profile

NotUrAverage Candles specializes in coconut wax candles that illuminate the world of science through fragrance. We use science to craft phenomenal candles that educate about the world around us.

Customers

Our candles can satisfy all candle lovers, but we will first target the science community engaging with STEM event attendees, organization members, and educators, a niche and underserved demographic in the candle space.

Team

Dr. Courtney Johnson: Founder/CEO
Lauren Smith: Candle Making Associate
Amal Shabazz: Marketing Associate
Courtney Utsey: Strategic HR Advisor
Michael Banks: CFO

Competitive Advantage

NotUrAverage Candles uses science to tackle problems candle lovers loathe: candle tunneling, weak scent throws, short lifespans, and using unsustainable, environmentally harmful materials. We incorporate science into every component of our candles, inside and out, using research and testing for our decision-making and theming our candles around scientific concepts to educate.

Our candle strengths

- Non-tunneling
- Optimal Scent Release
- 50-60 hour Burn Time
- Eco-friendly Materials
- Science focused



10 oz Candle

Traction

Since opening in 2021, NotUrAverage Candles has grown organically through word-of-mouth marketing, achieving over \$14,000 in revenue with 560+ candles sold. We have amassed 200+ customers and have secured our first B2B distributor, J.L. Long Traders, in Springfield, MO.

BACKGROUND

Plexision develops markets cell-based blood tests for personalized management of transplant rejection, viral infections, and immune therapy of cancer. A University of Pittsburgh spinoff with exclusive use of licensed IP comprising 25 patents/pending patents that can sustain a multi-year, multi-product pipeline. We offer tests as a service as well as manufacture POC kits from our Reference laboratory. The lab is CLIA approved, cGMP-compliant, CAP accredited. The company's first rejection test, **Pleximmune™ is FDA approved.**

PROBLEM

A transplanted organ can fail due to two types of injury. 1) T cell mediated rejection (TCMR) which if unchecked 2) can engage other immune cells to cause antibody mediated rejection (ABMR) leading to graft failure.

- **50% of organ transplants fail in 12-17 years. Organ Failure reflects Failure to manage Immunosuppression**, which results in Rejection, Infection, Cancers, Death.
- **Immunosuppression failure results in increased costs.**
- **The economic & healthcare burden associated with the vulnerable transplant & immunocompromised population is on the rise**, taxing the healthcare system with billions of \$ in extra costs.
- Invasive biopsies detect rejection, **do not predict** immunosuppression failure.
- **There are no good tests in the market** to predict infections.

SOLUTION

Plexision's complete suite of cell-based blood tests are pioneering a predictive vs reactive approach to preventing and managing Rejection and Infection in transplant and immunocompromised population.

- **REJECTION:** to predict and diagnose T cell mediated rejection (TCMR).
- **REJECTION:** to identify patients receiving insufficient anti-rejection drugs.
- **INFECTION:** to guide the duration of Preventive antiviral therapy.
- **INFECTION:** to guide the duration of antiviral therapy during Active infection.

RESULTS are better drug management & minimization of the use of antiviral therapy which:

- Improves patient health and quality of life by minimizing drug side effects,
- Allows personalization of lifelong anti-rejection drug mgmt. & improves patient outcomes,
- Allows adjustment of antiviral drugs based on risk of infection.
- Reduces overall healthcare costs burden on the patient, hospital & third-party payors.

REVENUE MODEL, MARKETING & TARGET CUSTOMERS

Plexision currently has two main revenue streams: 1) Reference Lab providing blood testing services for a fee to hospitals, 2) Fees gathered from collaboration via contract research for pharma companies that make anti-rejection drugs.

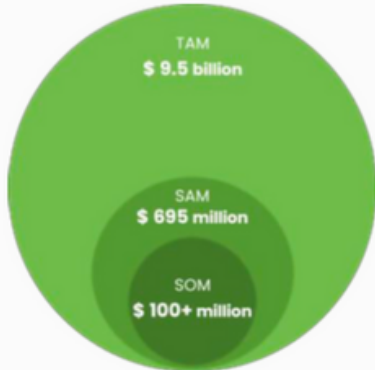
We are marketing to 2 types of customers.

PRIMARY CUSTOMERS

Hospitals that perform pediatric & adult liver, intestine, solid organ & bone marrow transplantation.

SECONDARY CUSTOMERS

- Contract research with pharma co. Making anti-rejection drugs.
- Channel partner with Diagnostic labs.



TEST	PURPOSE	INTENDED USE	POPULATION
Pleximmune™	Predict acute cellular REJECTION	Liver transplants Intestine transplants	Children up to 21 yrs.
Pleximark™	Predict acute cellular REJECTION	Kidney Transplants	All ages
PlexAPR™	Predict all types of REJECTION	Kidney Transplants Liver Transplants Intestine transplants	All ages
PlexCMV™	Predict CMV INFECTION	Solid organ Transplants Bone marrow Transplants Immunocompromized patients	All ages
PlexEBV™	Predict EBV INFECTION	Solid organ Transplants Bone marrow Transplants Immunocompromized patients	All ages

COMPETITION

Other Rejections tests are based on cell-free DNA or gene expression, marketed by 3 companies. **Test turnaround time is 2 days** after receiving samples shipped overnight to central lab.

Plexision competitive advantage – as the only company in the market offering cell-based blood tests:

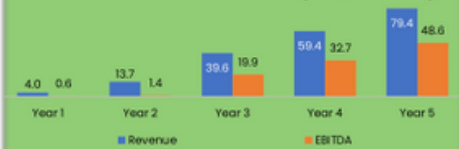
- **Quick turnaround** – rapid test results within 6-24 hrs. of receiving samples.
- **One-stop shop for blood tests** to predict rejection and infection
- **Competitive cost structure** – less than half of competition costs.
- **Science advantage** – high sensitivity & modular test design.
- **Predictive capabilities & benefits** – enabling timely intervention to prevent rejection and infection.
- **Improved decision-making** when rejection and infection co-exist.

OPPORTUNITY – CMS restrictions on cell-free DNA testing allowing Plexision to expand market share.

SEEKING \$10million over 2 years to achieve a revenue of ~\$80million within 5 years of funding.

- **Secured \$400K** –convertible debt investment by Innovation Works and LifeX.

FINANCIAL PROJECTIONS (in \$million)



TEAM

Rajeev Sindhi, BE, CEO-Co-Founder, Investor, bioentrepreneur of distribution of medical & diagnostic products in India
Rakesh Sindhi, MD, Chief Scientist Officer – Co-Founder, transplant surgeon, Professor of Surgery at Un. of Pittsburgh, 25 patents/pending, over 150 publications
Ashok Reddy, BE, Director of Operations
Chethan Ashokkumar, PhD, Director of Laboratory Operations, Medical Technologists

ADVISORY BOARD

Nada Yazigi, MD, Chief Transplant Hepatology, Georgetown-Medstar Transplant Institute.
George Mazariegos, MD, Chief, Pediatric Transplantation, Hillman Center for Pediatric Transplantation, Univ. Pittsburgh.



RENOVA

A BETTER WAY TO LIVE

BUSINESS OVERVIEW



Renova is an upcoming unlaunched Online Wellness Center that aims to provide comprehensive mental health and wellness services to the Hispanic community and mental health wellness seekers in the United States. We are committed to offering confidential and professional **mental health counseling, nutrition counseling, and English classes** to support individuals in achieving wellness and an improved quality of life.

THE PROBLEM



There are specific **factors and barriers** as: **Discrimination, traumatic events, migration experiences, stigma, racism, language, education level, cost of insurance** and other more that the Hispanic Community is facing alone and they don't know how to face or address this kind of problems due the lack of professionals to attend them in their own language.

OUR SOLUTION



Is an **Online Wellness Center**, where the customer can find a professional who can help them to face or address their problems in their own language

OUR BUSINESS MODEL



Is a **Peer to Peer**, like **Uber, DoorDash, Open Table and Airbnb** also, we are going to earn a commission over each session developed by professional.

5 YR FINANCIAL PROJECTIONS



	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
REVENUE	\$1,134,000.00	\$3,888,000.00	\$7,776,000.00	\$15,552,000.00	\$19,440,000.00

SALONHQ

EXECUTIVE SUMMARY

SalonHQ is an ecommerce-as-a-service platform serving the \$500 billion professional beauty industry. Our platform allows brands, distributors, and Salons to provide Beauty Pros with their own/unique digital storefront, that is marketed direct to the consumer and fulfilled by the brand and/or distributor (B2B2C). We have launched the platform with the largest global beauty products distributor – Sally Beauty Holdings. (NYSE: SBH)

Problem: The beauty industry has been a laggard in digital transformation. Brands have traditionally been focused on product formulation, distributors on warehousing/shipping/fulfillment, and Beauty Pros focused on the art of their professional service. Salon/Beauty Pros' product sales as a percentage of annual revenue has dropped from 12+% to under 5% over last several years. Why? While Beauty Pros are in the best position to influence product sales, they typically do not have enough working capital to purchase a full inventory of products to sell to their customers. Many also lack the physical space to store their inventory. Covid accelerated this decline as Salons closed, and a large percentage of Beauty Pros have become completely independent. They hang their shingle in their home, a Salon Suite, and some exclusively on demand. As such, distributors/brands/salon suites are in need of digital e-commerce solutions that can leverage this growing trend of the independent Beauty Pro.

SalonHQ's solution: As stated, the SalonHQ platform allows distributors and salon suites to provide each of their customers (Beauty Pros) with a personalized e-commerce store that has the entire catalog of the supplier. The following are benefits to each stakeholder:

- Beauty Pro
 - No capital outlay to purchase products/inventory
 - No need to store any inventory
 - Gets a commission on every sale
 - Deepens relationship with their customer
- Consumer
 - Has access to full catalog of professional products
 - Easy to purchase recommended products from their Beauty Pro
 - Buy/support Local
- Distributor/Salon Suite
 - Creates a new revenue channel.
 - Drives higher margin

SalonHQ's go to market strategy is to leverage the customer base of large service providers/aggregators to independent Beauty Pros.

SalonHQ Team:

Co-founders Mark Porter and David Grohol have been working together since 1999. Their first project was an Inc. 100 ecommerce platform that serviced clients such as Directv, BofA, Charles Schwab, SBC Communications, and many others. The company was funded by large institutional funds, including Investcorp (<https://www.investcorp.com/>) and Bertelsmann (<https://www.bertelsmann-investments.com/>)



COMPANY PROFILE

INDUSTRY:

Health & Wellness

FOUNDED: FEBRUARY 2021

LOCATION:

Maryland

EMPLOYEES:

Founder + 8

FUNDRAISING:

Seed Round

Venture is currently raising: \$1.35MM

VERTICAL:

Disruptive, health-focused baby consumer products, both parent and child centric.

PATENTS/IP:

Patent-pending US & International
18/311,313 and PCT/US2023/20770

FOUNDER | CEO:

Karen Goodman Maschi

ADVISORY BOARD:

- Dan Goodman, Believe Entertainment Group
- Michael Recker, former company acquired by RING
- Fred Goodman, Founder, MRI Software
- Nikki Rotshtein, OTR/L (Pediatric Occupational Therapist)

SUMMARY

Veza Innovations is an eco-friendly, disruptive health and wellness company heavily focused on parent and child wellness, as well as early childhood development.

PROBLEM:

The baby industry is lacking products that provide parents with options, versatility, and functionality that benefit both the parent and child.

SOLUTION:

For our first product, Veza has created a window of opportunity by creating the first **EVER** sit-to-stand convertible high chair. This was developed in conjunction with pediatric specialists and provides options and versatility for parents and children not yet available in today's market. Veza is creating an entire product line of revolutionary, distinct and innovative products to capture this massive market opportunity.

TOTAL ADDRESSABLE MARKET:

Investing in motherhood is a nearly \$2 **TRILLION** dollar opportunity and the global (mid to hi-end luxury) high chair market alone is projected to be at \$1.78 **BILLION** by 2031. Veza will first target the U.S. and European markets.

TARGET AUDIENCE:

Veza's initial target audience are children of mainstream families, as well as those families with children who have physical and/or developmental challenges and who may be neurodiverse.

COMPETITIVE ADVANTAGE:

Veza's first product, the sit-to-stand convertible high chair, changes the methodology around meal time and offers unique and helpful features not currently offered by **ANY** competitor on the market. Veza not only addresses the daily needs of our consumers, but the postural and ergonomic needs, as well. We understand our customers and create products in a way they truly need to use them.

The Veza high chair is **patent-pending** in the U.S. and internationally. We plan to leverage our patent for future lines of products, such as our tech-enabled stroller.

BUSINESS MODEL / PATH TO MARKET:

- D2C initially and once Veza scales, we will also go B2B.
- Path To Market: Veza has onboarded a highly-selective and premium development and manufacturing partner, Nottingham-Spirk, that will get Veza to market within 9-11 months. They have over 1400 commercialized patents and have generated over \$50 billion in sales for their clients.

SOCIAL IMPACT:

Veza is wholly committed to improving our environment and reducing the plastic footprint by using eco-friendly, non-toxic materials throughout all of the products we create.

3D PRODUCT ANIMATION OF FIRST PRODUCT:

[Tinyurl.com/SitStandHighchair](https://tinyurl.com/SitStandHighchair)



Our Partners



The Universities
AT SHADY GROVE

THE UNIVERSITIES AT SHADY GROVE (USG)

The Universities at Shady Grove (USG) offers nearly 80 undergraduate and graduate degree programs from nine Maryland public universities on one convenient campus in Montgomery County. USG helps prepare students for rewarding careers in the region's most high-demand fields. Students who successfully complete their coursework on the USG campus graduate with a degree from one of its nine partner universities. Through on-campus services such as academic coaching, career advising, internship preparation, personal counseling, and leadership training, students leave the USG campus with the academic skills and real-world experiences needed for successful careers.



MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION MARYLAND (MCEDC)

The Montgomery County Economic Development Corporation (MCEDC) is the official public-private economic development organization representing Montgomery County, Maryland. Created in 2015, MCEDC is led by a Board of Directors of business executives. Its mission is to help businesses start, grow and relocate in Montgomery County by helping them gain access to top talent, business and market intelligence and prime locations. For more information, visit our website. Follow us on Twitter, Facebook, and LinkedIn.



TEDCO

TEDCO is Maryland's leading source of funding for early-stage, technology-based businesses. Our mission is to enhance economic empowerment by fostering an inclusive and entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Over the last 24 years, TEDCO has provided significant value to the state's start-up community by supporting over 10,400 Maryland jobs and generating more than \$2.3 billion in statewide economic activity as of 2021. Learn more by visiting us at tedcomd.com.



WorkSource
MONTGOMERY
Connecting Employers & Job Seekers

WORKSOURCE MONTGOMERY

WorkSource Montgomery (WSM) is the county's fiscal agent responsible for local administration of the Workforce Innovation & Opportunity Act (WIOA) and coordination of the local workforce development system in Montgomery County. To put it simply, WSM connects jobseekers to employers and employers to jobseekers. WSM provides local job seekers with comprehensive employment and training services to promote economic sufficiency. For employers, WSM provides a robust set of business services and programs to help meet the talent needs of today and tomorrow.



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 services across a wide range of practice areas. 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.



AEG

AEG is a growing and profitable company that provides elite business advisors and midmarket CEOs unprecedented business development and peer to peer networking opportunities through an ecosystem of city-based communities. Deliberate culture and technology create deep personal relationships to drive fast and efficient business referrals that accelerate business development and growth for these advisors and CEO peer groups.



NEW YORK LIFE

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 over 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.



CITRINE ANGELS

Citrine Angels is a membership group providing early-stage investment opportunities and education to female investors interested in supporting female-founded startup. We support the growth and success of female-founded businesses and increase access to investment opportunities for women. We provide a structure and process to assist accredited investors make early-stage investments in female-founded companies and provide investor education to our members.



STARTUP GRIND

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



THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM

The Maryland Tech Council Venture Mentoring Program (MTCVMS) 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.



BLU VENTURE INVESTORS

Blu Venture Investors is a venture capital investment company that supports early stage entrepreneurs in the Mid-Atlantic Region – Maryland, Virginia, Washington, DC and North Carolina. We typically invest \$500K to \$1.0M in a single round. When larger financing rounds are needed, we actively look to syndicate deals with other investment groups in our network. Our goal is an accelerated, successful exit, for both company founders and investors alike.



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.



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1

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 the 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.



January 24 Attendees As of 1 25 23

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Skylar	Rallison	Community Manager	CONNECTpreneur
Dr. Anne	Khademian	Executive Director	The Universities at Shady Grove
Judy	Costello	Special Projects Manager - Business, Innovation, Economic Dev.	Office of the County Executive, Montgomery County, Maryland
Kelly	Schulz	CEO	Maryland Technology Council
Anthony	Featherstone	Executive Director	WorkSource Montgomery
Bill	Tompkins	President and CEO	Montgomery County Economic Development Corp.
Deborah	Hemingway	Managing Partner	Ephora Capital
Urvashi	Bhatnagar	Managing General Partner	The Good Science Fund
Jean-Luc	Park	Senior Director, Social Impact Funds	TEDCO
Anthony	Millin	Founder and Co-Chair	NEXT powered by Shulman Rogers
Mark	Haas	CEO	AEG

PRESENTERS			
First Name	Last Name	Title	Company
Gil	Mott	CEO	Concentrx Pharmaceuticals Inc.
Hao	Chen & Larry Horn	CSO ; CEO	DRI Biosciences Corporation
Gil	Bar-Lev	CEO	HomeRoots
Steve	Adler	President and CEO	Native Cardio Inc.
Dr. Courtney	Johnson	Founder/CEO	NotUrAverage Candles
Silvana	Nani	Fund Raising Advisor	PLEXISION, INC
Douglas	Leiva	CEO	Renova
Mark	Portor & David Grohol	Co-Founders	SalonHQ
Karen	Goodman Maschi	Founder and CEO	Veza Innovations

ATTENDEES			
First Name	Last Name	Title	Company
Jan	Abraham	Business Services Consultant	WSM
Paul	Aiyetan	Director of Research, Development and Translation	Neopathology Corp.
Sarim	Alavi	CEO	Traderverse
Sarim	Alavi	CEO	Traderverse
Evelyn	Aleman	Service Delivery Manager	ConsultNet
Walt	Anderson	Managing Director	AVEALTO Ltd.
Dave	Anderson	President	Prestructure
Deanna	Angello	Advisor	Springboard Enterprises
Upneet	Atwal	Strategic Projects	USG
Kai	August	CEO	Beige LLC
Larry	Austin	President	StarWalker LLC
Stephen	Auvil	Chief Federal Engagement Officer	TEDCO
Mark	Baldino	CEO	FireBot Suppression
Karla	Bandek	CEO	LatinJobUSA
Mike	Banks	CFO	NotUrAverage Candles
Alexander	Barrett	CEO	ifinca
April	Bartel	Marketing Specialist	FITCI
April	Bartel	Marketing Specialist	Frederick Innovative Technology Center Inc
Subhendu	Basu	Managing Partner	Velocity Biofund
Fernando	Batista	COO	InvestUSC
Laura	Beldin	Senior Vice President	Bank of America Private Bank
Mitch	Bell	Director	MAB Sales Group, LLC
Shashi	Bellamkonda	Principal Research Director	Info-Tech Research Group
Brad	Bergersen	CEO	AMBASSADR
Marlon	Bernal	Partner	FORVIS
Gus	Bessalel	Author	The Startup Lottery
Marcy	Betts	Trademark Attorney	Darden Betts Strategic Intellectual Property Counselors
Vippy	Bhambra	CEO	Glomo
Mahesh	Bhatija	CEO	Human Health Ventures Inc
Urvashi	Bhatnagar		
Stefania	Biondino	Event Assistant	CONNECTpreneur
Jodi	Black	Partner	MAB Sales Group, LLC
Mike	Black	Vice President Defense	AFCEA International
Randy	Blake	Principal	Duncaster Investments
Cathy	Bradley		
Kathie	Brady	President & CEO	FITCI
Kris	Broder	EVP, Business Development	RCKRBX
Michael	Broder	Founder & CEO	RCKRBX
Michelle	Brown	Director, Business Solutions	WSM
Peter	Buchanan	Managing Partner	NewPlan, LLC
Dr. Dave	Buonora	Director, Business Engagement	USG
Kathie	Callahan Brady	CEO	FITCI
Taylor	Caparosa	Associate Director, Life Sciences	Savills
Sue	Carr	CEO	CarrTech
Sue	Carr	President	CarrTech
Julia	Catuara	Financial Services Professional	New York Life
Mike	Chan	Investor	Deep Ventures

Alice	Cheang	Program Specialist	USG
Mr. G	Chen	Partner	Advance Life Science Venture Capital
Mark	Chen	President	ExcelCoat Technologies, Inc.
Shawn	Chen	Intern	ExcelCoat Technologies, Inc.
Hao	Chen		
Jeff	Cherry	Managing General Partner	Conscious Venture Fund
Andrew	Choi	CPO	Beige LLC
Darek	Clayton	Lead Talent Placement Consultant	WSM
Tom	Clifford	Director, Business Engagement	USG
Debbie	Cline	Founder & Chief of Customer Success	BuzzyRocket
Brian	Coblitz	Executive Director	Technology Commercialization Office
Jonathan	Cohen	President & CEO	20/20 GeneSystems
Cyton	Collymore	Founder, CEO	Sirsi
Lisa	Connors	Investor	Citrine Angels
Ed	Connors	CEO	Heudia Health LLC
Garrett	Conway	Head of Product	Theia Insights
Susan	Coots	Financial Services Professional	New York Life
Amy	Cousins	Financial Services Professional	New York Life
Lolita	Darden	Attorney/Investor	Darden Betts Strategic Intellectual Property Counselors
Celandra	Deane-Bess	Director, Capital Raising	Lafayette Square
Hank	Dearden	Principal	Group 3D
Jaap	Dekkinga	CEO	TuneURL Inc.
Hector	Del Castillo	CPO	Byond
Brian	DeMuth	Partner	Riphean Investments
Carson	Denbow	Senior Director	Warschawski
Frank	Dickson	Director, Strategic Business Initiatives	Maryland Department - Housing & Community Dev.
Gian	Dilawari	Managing Partner	Tyson's Angels
Rich	DiPippo	Partner	NFP
Kiley	Doll	Partner	Angel Investors Network
Lisa	Dorsey		Terra Nova Capital
Anthony	Dragisics	CFO	Ascent Sporting Innovations
Anthony	Dragisics	CFO	Ascent Sporting Innovations
Lynda	Ellis	CEO	Capitol Concierge, Inc.
Marc	Elrich	County Executive	Montgomery County, MD
Martin	Erim	President & CEO	FR Global
Cyrus	Etemad-Moghdam	President	RPM Tech
Erin	Evke	Founder	BioEvanescence
Herb	Ezrin	President	Potomac Business Group
Elana	Fine	CEO	VWG Wealth Management
Jeffrey	Finkelstein	Principal	Finkelstein Investments
Dwight	Fischer	Founder	Covenant Group
Jed	Fochtman	President	Capital Advisors LLC
Jed	Fochtman		Capital Advisors LLC
Andrew	Forysiak	LP and Advisor	Riphean Investments
Annie	Foster Ahmed	Director, Macklin Center	USG
Kip	Fournier	VP	Allianz
Kip	Fournier	VP	Allianz
Ken	Frasier	CEO	Frasier Executive Holdings
Lisa	Friedlander	CRO	Next powered by Shulman Rogers
Maurice	Gadsden	Business Services Consultant	WSM
Mitchell	Gallo	COO	Ascent Sporting Innovations
Jeff	Galvin	CEO	AddImmune
Aboubacar "Cidic"	Gbane	Student	USG
Andrew	Gelbard	Data Scientist	
Andrew	Gelbard	Data Scientist	
Derese	Getnet	CEO	Simmbion
Jim	Gibbons	Founder & Wealth Manager	401k & Wealth Management
Richard	Gilchrist	Chair, CEO & Co-Founder	Vannadium, Inc. / RDX Group
Sam	Glickstein	COO	BioSolution Designs
Andrew	Goetzinger	Account Executive	Mulbah
Silvia	Goncalves	Assistant Manager, Maryland Innovation Initiative	TEDCO
Lei	Gong	Event Assistant	CONNECTpreneur
Fred	Goodman	Founder	MRI Software
Brittani	Gordon	Associate	Next powered by Shulman Rogers
Robert	Gricius	Founder & CEO	NAVEOS
Cynthia	Grissom	Director of Industry Engagement, Career Education Services	WSM
Arvin	Grover	General Partner	DHVP
Glen	Gulyas	President	Available Networks
Ajay	Gupta	Co-Founder & CEO	HSR.health
Anita	Gupta	Co-Founder	KiwiTech
Luiz	Gutierrez	Executive in Residence	BioHealth Innovation, Inc.
Hunter	Haines	Associate Attorney	Next powered by Shulman Rogers
William	Halliday	Partner	Williams Mullen
Marcus	Hallisey	Intern	Plexision Inc
Brian	Han	Manager	Fairfax County Economic Development Authority
Jake	Haskins	Associate	Next powered by Shulman Rogers
Cary	Hatch	Senior Counsel	Hart MDB+
Chris	Haug	Managing Director	Startup Grind Maryland
Guy	Hauser	Business Performance Advisor	Insperty
Ralph	Heacock	CEO	DeepTerrain Inc.
Jen	Hecht	Director of Bus. Dev. & Client Relations	WINMAR Construction, Inc.
Craig	Hillman	SVP	GaitBetter
Jaime	Hirschfeld	Director of Client Sales and Services	Flex Professionals

Rose	Hong	Managing Partner	AMA Law & Capital, LLC
Joe	Hooks	Community Partner	480 Club
Carol	Horn		
Kenneth	Hostetter	Senior Relationship Strategist	PNC Private Bank
Raymond	Houck	President and CEO	Aclipse Therapeutics
Gloria	Jacobovitz	Private Investor	Baltimore Angels
Jennifer	Jones	CEO	Howard County Economic Development Authority
Peter	Justen	CEO	Revwd Solutions
Marcel	Kaminstein	Senior Manager International Relations	BIO.org
Micah	Kang	Program Specialist	USG
Ben	Katz	Managing Partner	Sentinel Ventures
Sitki	Kazanci	CEO	Creative Edge Design
Dr. Michael	Keeney	Chief Financial Officer	USG
John	Kennedy	Principal	Kennedy Partners LLC
John	Kennedy	Managing Partner	Kennedy Partners LLC
Whit	Kennedy		Kennedy Partners
Dr. Anne	Khademian	Executive Director	USG
Jocelyn	King	CEO	VirgilHR
Michael	King	Managing Partner	Velocity Biofund
Andrew	Klaff	Executive Managing Director	NEWMARK
Ted	Koblick	Vice President of BD	Net-AV
Sotti	Koef	Co-Founder	Koef Brothers
Marty	Koef	Co-Founder	Koef Brothers
Tom	Kohn	Professor	American University
Judy	Kosovich	Representative	Perryman Technologies
MD	Kull	Senior Advisor	Amplifi Advisory Services
Vijay	Lakshman	President	Mindgrub Ventures
Tony	Lau	Managing Director	Space Strategies
Shana	Lawlor	Managing Partner	Totipotent Capital; Limited Partner
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Chih-Hsiang	Li	Board Member	CCACC
Chih-Hsiang	Li	Board Member	CCACC
Kathleen	Lineberger	Vice President, Investor Relations	Blu Ventures
Xiaonao	Liu	CEO	Nanobiofab
Mona	Liza Tinaza	Lead Business Service Consultant	WSM
Manu	Lizzio-Hashime	Senior Marketing Specialist	Montgomery County Economic Development Corporation
Terri	Lopatka	Secretary	CarrTech
Jet	Lu	Customer Solutions	Amazon Web Services
Jackie	Luo	Principal	BAM Advisory LLC
Bei	Ma	Founder & CEO	The Pinea Group, LLC
Chad	MacDonald	CEO	Connected Ventures
Kyle	MacDonald	Finance Manager	Connected Ventures
Zack	MacDonald	Senior Account Executive	ConsultNet
Tai	Mai	Partner	MEDA Angels
Jose	Martinez	Owner	Alpha Clean Solutions
TJ	Master	Technology Mentor	VA Innovation Commercialization Assist. Program
Karen	McCord	Chief of Staff	American Gene Technologies
David	McNairy	Founder & Owner	DABOS
Greg	Merrill	Managing Partner	Velocity BioFund
Susan	Mertins	Founder & CEO	Biosystems Strategies LLC
Jomy	Methipara	Partner	Dickinson Wright
Kimberly	Mikec	CMO	ifinca
Michelle	Miller	Angel Investor	MRM Consulting
Anthony	Millin	Founder and Co-Chair	NEXT powered by Shulman Rogers
Sumedha	Mongia	Investor	Citrine Angels
Alicia	Moran	Director of Innovation & Entrepreneurship	Prince George's County Economic Development Corporation
Mary	Morris	Director	Baltimore Fund
Roy	Morris	Partner	STI LLC
Hamid	Motahari	Founder and CEO	UpBrains AI Inc.
Joel	Mulbah	CEO	Mulbah
Paul	Munch	Managing Partner	Munch Capital Solutions
Marie-Louise	Murville	CEO	GoalsHabitsSkills, LLC
David	Myers		Data Licensing Alliance, Inc.
Roger	Nakazawa	CEO	Olympia Holdings Inc.
Silvana	Nani	Chief Innovation Officer	Korabi Consulting
Sarfraz	Nawaz		J&J Innovation
Kevin	Neuman	Software Solutions	N2devs
Prayas	Neupane	Director of Economic Development	Montgomery County Economic Development Corporation
Rosie	Nguyen	Event Assistant	CONNECTpreneur
Michael	Niggel	CEO	ACT1 Federal
Glenn	Noble	CEO	Proudly
Ed	Novak	President	NoveVentures
John	Nowell	CEO	CarrTech Corp
Michael	O'Brien	Managing Partner	MOB Ventures
Rachit	Ohri	CEO	Onkologic
Abraham	Orden	Director, Client Solutions	BairesDev
Andrea	Pais	CEO	Novel Microdevices
Jason	Parikh	Managing Partner	Okeanos Venture Management
Ashley	Parmentier	Executive Director	AMBASSADR
Maheshwar	Parusha	President	Parusha Foundation Inc
Gautham	Pasupuleti	CEO & Managing Director	Biodesign Innovation Labs
Maurly	Peiperl	Professor and Investor	George Mason University

Joseph	Pergolizzi, MD	Chairman	Native Cardio Inc.
Tom	Perkins	Director	PTP LLC
Mali	Phonpadith	Founder & CEO	SOAR Community Network
Anthony	Pinto	Managing Partner	Pinto Capital Investments
Jeffrey	Prost-Greene	Founder	Futureproof
Morgan	Rath	Membership Operations Manager	Association for Enterprise Growth (AEG)
Nathan	Reeves	CEO	SensorOps
Mercedes	Riley	Investor	HomeRoots
Jhoselyn	Rodriguez	USG Alumni	Coaching Salud Holistica, LLC
Larry	Rosenfeld	Co-Founder	Tyson's Angels Group
Anthony	Saleh	CEO	miREcule Inc.
Ruwan	Salgado	Principal	Strat8gy International, LLC
Elias	Saljuki	Vice President, Business Operations	ConsultNet
Bill	Sareen	Managing Partner	ASTA
Rosemarie	Savino	COO	Association for Enterprise Growth (AEG)
Phyllis	Scalettar	Investor	HomeRoots
Alan	Schlaifer	President	Wharton Club of DC
Zainab	Schwartz	CFO	Surgo Health
Daniel	Schwartz	Founder	Healos
Leo	Scott	Chief Innovation Officer	DataTribe
George	Scott	Managing Partner	Velocity Biofund
June	Seymour	VP Finance	Neogene Therapeutics
Sema	Sgaier	CEO & Co-Founder	Surgo Health
Amal	Shabazz	Marketing Associate	NotUrAverage Candles
Mitchell	Shein	Regulatory Advisor	Native Cardio Inc.
Dustin	Siggins	CEO	Proven Media Solutions
Steve	Simon	Director, Marketing	USG
Patty	Simonton	Strategic Initiatives Manager	Montgomery County Economic Development Corporation
Manpreet	Singh	CIO	Singh Capital Partners
Andrew	Sinkoe	Founder	Sesh
Craig	Small	SVP/Relationship Manager	EagleBank
Brooke	Smallwood	CEO	OASIS Energy Partners
Grant	Smith	VP, Marketing & Communications	Addimmune
Mike	Smith	CEO	MSBD, Inc
Richee	Smith Andrews	Chief Advancement Officer	USG
Tom	Solitario	Tech Scout	Tom, Inc.
George	Spears	CEO	Atero
Sally	Sternbach	Co-Founder	Md Tech Council VMS Program
Brad	Stewart	SVP Business Development	Montgomery County Economic Development Corporation
Nathan	Stricker	CEO	Eleven Digital
Nathan	Stricker	CEO	Eleven Digital
Samuel	Sun	Event Assistant	CONNECTpreneur
Mei	Sun	Portfolio Manager	Defense Health Agency
Maria	Swainson	Investor	Citrine Angels
Tom	Swanson	VP Corp Dev	Personam.ai
Ike	Syed	Senior VP	KiwiTech
Venkat	Tadakamalla	President	ITSYS Inc
Gil	Tadmor	Managing Principal	Radiant Digital Ventures
Kafuti	Talahumbu	Associate Director, Corporate Partnerships	GW
Alan	Tan	Vice President	Renaud Consulting
Ben	Teicher	Principal	Cedarbrook Advisory
Elizabeth	Tikoyan	Founder and CEO	Healp
Ryan	Toni	Founder and CEO	BD Succeed LLC
Alex	Trick	CEO	Prompt Diagnostics LLC
Rosemarie	Truman	Founder and CEO	Center for Advancing Innovation
Lene	Tsegay	Community Partner	Kefa Café
Frank	Turano	CRO	Nataur LLC
Malcolm	Tyson	Venture Growth Advisor, Prince George's County	TEDCO
Carol	Van Cleef	CEO	Luminous Group
Howard	Wahlberg	Senior Director, Marketing	AFCEA International
Michele	Wales, JD, PhD	Managing Partner	Velocity Biofund
Christian	Walker	Founder and CEO	Solaxa
Hua	Wang	Managing Director	Gener8tor
Jun	Wang	CEO	Phycin
David	Warschawski	Managing Partner	W Ventures
Barry	Weinbaum	Financial Services Professional	New York Life
Barry	Wells	Head of Business Development	AddImmune
Skip	West	President	MAXSA Innovations
Amelia	Whitney	Event Coordinator	CONNECTpreneur
Laurie	Wiggins	CEO	BYond
Norelle	Wildburger	Founder and CEO	Nanost
Michelle	Wong	Vice President	Capital One
Kareemah	Woodard	Talent Placement Consultant	WSM
Lori	Wright	President	Corporate
Lori	Wright	President	Metal Production Strategy LLC
Nancy	Wu	Vice President of Investor Relations	iConnections
Marcie	Wu	CEO	AMA Law & Capital, LLC
Randy	Xu	CEO	ARV Technologies, Inc.
Steve	Yannares	Medical Advisor	Novel Microdevices
Joseph	Zaloom	President	E3 Analytics Corp.
Carrie	Zhang		
Mike	Zheng	CEO	DataNinja AI

Karen

Zuccardi

Manager, Rural Business Innovation Initiative

TEDCO

Thank you to our Partners



The Universities
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MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
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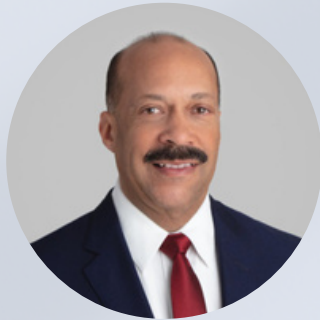


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for ENTREPRENEURSHIP



ALL-STAR INVESTOR PANEL

CURRENT TRENDS IN EARLY STAGE CAPITAL



BILL TOMPKINS
Montgomery County
Economic Development Corp.



URVASHI BHATNAGAR
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**DEBORAH
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SHANA LAWLOR
Totipotent Capital



JEAN-LUC PARK
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Big Idea

CONNECTpreneur

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**

February 29th



**REGISTER FOR OUR
NEXT PREMIUM EVENT!**

March 14th



**VIEW A LIST OF ALL
RSVPS FOR TODAY'S
EVENT HERE!**



**SHOUTOUT TO OUR
PREP TEAM**



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IN-PERSON PRESENTER INFORMATION

2024 CALENDAR

March 14 Washington, DC	September 19 Washington, DC
April 15 Washington, DC	October 30 Baltimore, MD
June 6 Tysons Corner, VA	December 16 Tysons Corner, VA
August 1	

THE BIG IDEA CONNECTPRENEUR FORUM: OVERVIEW

Over 25,000 business leaders have attended our bi-monthly in-person events since 2012. These UNIQUE EVENTS are like NONE OTHER in our region, due to the high quality of our attendees and participants, as well as our programming and unprecedented networking.

The Big Idea CONNECTpreneur Forums are an exclusive "mashup" of over 400-550+ of the Mid-Atlantic Region's top entrepreneurs, business leaders, CXOs, angels & VCs.

Over 70% of our attendees surveyed rate The CONNECTpreneur Forums as "the number 1 networking event in the Mid-Atlantic region".

PRESENTER BENEFITS

- Exhibit cocktail table (hi-top) or 1/2 of a 6-foot exhibit table in networking Atrium
- Podium time - 4 1/2 minute pitch
- Preparation and review of Exec Summary and Deck (time permitting)
- Free lifetime admission to all future in person CONNECTpreneur Forums
- Personal intros to potential angels in our community - whether they attend or not
- Executive Summary in program book - printed and e-version on website
- 3 extra comp tickets - in addition to yours (4 total)
- Post-event recap sent to 80k business leaders in our Community will include your name, email address, website, and any links to follow-up investor meetings you may be hosting
- Social media marketing via the CONNECTpreneur Facebook pages, LinkedIn page, etc.
- Information about your follow-up meeting: You can provide me with an Eventbrite link or Calendly link to be included in our recap email after the event. This meeting will be hosted by you, and we will help you promote it by including it in our recap email to 80,000 people following the event.

PROGRAM HIGHLIGHTS

- Panels with leading "UBER" entrepreneurs and investors
- Leadership conversation with the region's top business leaders
- 8-12 Emerging companies seeking funding will briefly tell their stories
- Networking sessions before, during, and after the event

WANT TO PRESENT?

Please email your executive summary and/or presentation deck for evaluation and approval by our Review Committee: srallison@opus8.com



CUSTOM PRIVATE INVESTOR MEETING

Overview

- Opus8 manages one of the world's largest investor communities with 4,000+ HNW/UHNW private investors, angels, family offices, investment groups, and small institutional investors.
- We have become a reliable curator and source of high-quality investment opportunities for this community.
- The Client is the exclusive host of these private investor meetings. No other competing or external entities in the meeting.
- Opus8 will screen a minimum of 20+ pre-qualified attendees for the event. The general attendee mix is 75% investors and 25% COIs (Centers of Influence).
- Attendee/RSVP lists with contact information and LinkedIn profiles and other data will be provided to the Client before and after the event.

Our 9-Step Process

1. Review investment materials and determine key investment considerations.
2. Develop a list of potential investors.
3. Create a "teaser invitation" and send it to investor candidates along with an executive summary
4. Confirm and vet RSVPs
5. Answer any questions or info requests pre-event.
6. Triple confirm all RSVPs via email and calendar invitations.
7. Host the private investor event and follow-up with attendees.
8. Introduce any RSVPs who did not attend to management.
9. Assist in following up with any and all investor prospects post-event.

Check out the full brochure with all information here:



CONNECT with us!

