

Big  Idea  
CONNECTpreneur

# NETWORKING & PITCH EXTRAVAGANZA



**NOVEMBER 18, 2025**

**8 AM - 12 NOON**



**JOHNS HOPKINS CAREY  
SCHOOL OF BUSINESS**

# Agenda

**8:00 - 9:00 am - REGISTRATION / NETWORKING**

**9:00 - 9:15 am - WELCOME REMARKS**

S. TIEN WONG, CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum  
JILL GREEN, Senior Associate Dean for Student Experience and Strategic Initiatives,  
Johns Hopkins Carey Business School  
RICARDO BENN, Deputy Secretary of Commerce, Maryland Department of Commerce  
CHRISTOPHER STEELE, Chief of Strategy and Business Development, Medical Technology  
Enterprise Consortium (MTEC)

**9:15 - 9:20 am - MARYLAND TECH COUNCIL UPDATE**

KELLY SCHULZ, CEO, Maryland Technology Council

**9:20 - 9:25 am - TEDCO UPDATE**

KATHERINE HILL RITCHIE, Senior Director of Venture Funds, TEDCO

**9:25 - 9:30 am - LIFE SCIENCE WORKFORCE UPDATE**

CHRIS FREW, Founder, BioBuzz

**9:30 - 10:20 pm - COMPANY SHOWCASE / ROCKET PITCH**

Promising Early Stage Companies will be introduced by:

SARA CLASPER, Associate Attorney, NEXT powered by Shulman Rogers

DEBBIE CLINE, Founder & Chief of Customer Success, Buzzy Rocket

ClearSight Therapeutics- Patrick Smale

Compact Medical - Jon Merrell

The Dopple - Lisa Marino

GenAssist - Joe Beggs

Illinois Clean Fuels - Stephen Johnson

I-Lumen Scientific, Inc - John Velure

Moberg Analytics - Dick Moberg

Phoenix - Doug Ehrle

Sen-Jam Pharmaceutical - Jim & Jackie Iversen

# Agenda

## 10:20 - 11:00 am - EARLY STAGE INVESTOR PANEL - Latest Trends in the VC & Angel Investing World

Moderator: PROF. SUPRIYA MUNSHAW, Associate Dean for Academic Programs, Johns Hopkins Carey Business School

JEFF CHERRY, Managing General Partner, Conscious Venture Partners

TEDDY GRESSER, Senior Director Seed Funds, TEDCO

DEBORAH HEMINGWAY, General Partner, Ecphora Capital

STUART SUTLEY, Partner, TCP Venture Capital

## 11:00 - 12:00 pm - NETWORKING

# Speakers



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

Mr. Tien Wong is a tech investor, entrepreneur, and CEO. He is Chairman & CEO of Opus8, Inc., a private investment and advisory firm investing in exceptional life science and tech enabled services companies, as well as specializing in raising capital for promising tech companies and alternative investment fund managers. He is Founder of CONNECTpreneur, a global community of 25,000+ founders, investors, CEOs, and business leaders. CONNECTpreneur organizes the world's largest monthly virtual investor pitch events as well as in-person Forums with upwards of 500 attendees, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. Since 2012, over 1200 companies have presented, half of whom have received funding from investors from the CONNECTpreneur investor network. Mr. Wong is also a Venture Partner in IronGate Capital Advisors, a VC and Fund of Funds manager investing in dual use technologies; Investment Advisory Board member of Virginia Venture Partners; and Chairman of Lumious, an ed tech company which provides learning & development services to Fortune 500 customers.



**JILL GREEN, Senior Associate Dean for Student Experience and Strategic Initiatives, Johns Hopkins Carey Business School**

D. Jill Green, JD is the Senior Associate Dean for Student Experience and Strategic Initiatives at the Johns Hopkins Carey Business School. Jill joined the Carey Business School in 2017 as Associate Dean for Student Development. She leads the operations and strategic direction of multiple units within Carey, including admissions, academic administration, student affairs, experiential learning, career and life design, employer relations, and corporate and strategic partnerships. Jill has more than 20 years of legal experience. Before joining Carey, she served as Assistant Dean for Career Development and Adjunct Faculty at the University of Baltimore School of Law where she led the career development team, oversaw the externship programs, and developed public interest and leadership initiatives. Prior to joining UB Law, Green served as Visiting Clinical Professor at the University of Maine School of Law, Assistant Attorney General for the State of Maine, Frank M. Coffin Fellow at Pine Tree Legal Assistance, Staff Attorney at the Brooklyn Children's Law Center, and Family Law Fellow at Penquis CAP. Jill serves on the Board of Directors for GBC Roundtable and Business Volunteers of Maryland. She previously served on the Pro Bono Resource Center of Maryland Board, KIPP Board of Directors, the Tahirih Justice Center Advisory Board, and Civil Justice Board of Directors.



**RICARDO BENN, Deputy Secretary of Commerce, Maryland Department of Commerce**

Ricardo Benn is a seasoned executive working with leading organizations in the U.S., Europe, Middle East and Asia, Ricardo brings a wealth of experience spanning economic development, management consulting, and emerging technology deployment. He also brings extensive experience driving organizational transformation, strategy execution, and technology adoption across public and private sectors. As a business leader at top global consulting firms, he managed multi-million dollar practices, secured strategic contracts and helped clients deliver upon exceptional growth targets. Currently, Ricardo is the Deputy Secretary at the Maryland Department of Commerce where he leads the Offices of International Investment and Trade, Strategic Industries, Federal and Military Affairs and Talent and Workforce in improving the business climate for the State of Maryland. Ricardo previously led the Advisory Services practice at Capgemini Government Solutions, where he has successfully guided strategic initiatives for National Security, Federal Civilian, and Commercial clients. His ability to think outside the box and communicate effectively has made him a trusted advisor across diverse industries.

# Speakers



## **JEFF CHERRY, Managing General Partner, Conscious Venture Partners**

Over the last 29 years, Jeff has been a designer, CEO, educator, consultant and investor. He enjoys the creative process, both from an artistic and organizational perspective. Currently, he's bringing these divergent experiences together in order to help companies develop more conscious, purpose-driven business models; and to help investors build societal as well as financial value. He tries to bring right and left-brain thinking to problem-solve, business creation, and investing ideas; hopefully asking better questions and using his expertise to make the lives of those around him more fulfilling and successful. As the CEO of The Porter Group and Founder and Executive Director of ConsciousVenture Lab, Jeff is an evangelist for the transformation of capitalism. The PorterGroup is a venture capital firm that invests in early-stage and growth-stage companies that are operating at the intersection of profit and purpose. TheConscious Venture Lab is an accelerator for these same types of businesses using the tenets of Conscious Capitalism® and societal purpose as the foundation for creating long-term sustainable value. With the Conscious Venture Lab as an emerging brand in this fast-growing field, Jeff is also a frequently invited speaker on the topic of impact investing and new models of business. He has recently had the honor to present at the University of Maryland, The Darden School at the University of Virginia, Yale University, and Columbia university, The Booth School at theUniversity of Chicago, Howard Community College, and The University of Baltimore



## **CHRIS FREW, Founder, BioBuzz**

Chris is the Founder of BioBuzz Networks, Inc, a life science talent community and hiring platform, and CEO of Workforce Genetics, LLC (WGx), a prominent life science recruitment firm. He has been supporting companies in the regional life sciences and technical industries with recruiting, marketing and growth solutions for 20 years. Previously serving as the Vice President of Sales at Breezio and Vice President of Tech USA's Scientific Division, Chris is a Maryland native and a graduate of Towson University.



## **TEDDY GRESSER, Senior Director Seed Funds, TEDCO**

As Director, Seed Funds, Teddy is responsible for helping to define strategy and leading seed team members with the dual objectives of investor returns and economic development for the state of Maryland. He provides thought leadership, develops investment themes, structures and executes investments, and proactively manages portfolio companies. Teddy initially joined TEDCO as part of the Venture Fellows program, jumped at the opportunity to come on board full-time as an Investment Analyst, and worked his way up to be promoted to the Director, Seed Funds. Teddy has evaluated hundreds of early-stage technology companies and led investments across verticals ranging from Life Sciences, Cybersecurity, SaaS, FinTech, Advanced Materials, Robotics, Drones, and more. Prior to joining TEDCO, Teddy was a Senior Associate with Techstars Equitech, providing operational and consultative support at scale to 12 high-growth technology startups with a focus on underrepresented founders. Teddy also brings to the table experience co-founding an angel investing syndicate focused on Climate Tech and consulting for an innovative life sciences start up in Baltimore.



## **DEBORAH HEMINGWAY, General Partner, 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.

# Speakers



## **KATHERINE HILL RITCHIE, Senior Director of Venture Funds, TEDCO**

Katherine Hill Ritchie has more than 19 years of finance and investment experience. She is a frequent speaker and content provider to investment conferences and publications world-wide. She founded Private Capital Investments, LLC while she was working in Geneva, Switzerland in 2009 when she realized there was a need for personalized investment services for family offices beyond typical brokers, bankers or wealth managers. Katherine has worked internally and as an advisor to 8 family offices, 4 Billionaires, through her firm, Private Capital Investments, LLC. She serves as Director and Board Member for Nottingham Spirk Family Office, and her past roles include: Simon Group Holdings, Eden Capital, PEX Global, and Wedge Alternatives. She spent 7 years in Switzerland where she was a Managing Director at Palladio Alternative Research and Senior Analyst and Investment Committee Member for the Saad family office's \$3.5 billion investment portfolio. She is an early-stage Angel Investor, a member of Citrine Angels, and is on the investment committee for University Impact, a social impact Venture Capital fund. Katherine is an advisor to several start-ups and likes to focus on female and diverse founders, technology, medtech, consumer and impact related early-stage venture companies.



## **PROF. SUPRIYA MUNSHAW, Associate Dean for Academic Programs, Johns Hopkins Carey Business School**

Supriya Munshaw is an Associate Professor of Practice and Associate Dean for Academic Programs. Her primary interest lies in the commercialization of early-stage technologies especially in the life science and medical device industries. At Carey, she has taught several courses including Discovery to Market, Pharmaceutical Strategy, Statistical Analysis, Business Leadership and Human Values and, New Product Development. She was one of the founders and organizers of the Johns Hopkins Bootcamp for Biomedical Entrepreneurs and is now actively teaching Technology Entrepreneurship courses through the Executive Education Program. She serves as the Associate Director of a NIDA-funded entrepreneurship education program called Innovations for Substance Use Disorders. Outside of Carey, she is a general partner at TCP Venture Capital investing in technology startups headquartered in Baltimore. Additionally, she has served as adjunct faculty for the NSF I-corps program and on several NIH SBIR grant review panels.



## **KELLY SCHULZ, CEO, Maryland Tech Council**

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.

In her most recent role as Secretary of Commerce, Kelly oversaw the state's primary economic development agency, responsible for attracting new businesses, job growth, and workforce development. 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.

Prior to entering her career in public service, Kelly was always focused on her community. While raising her boys, Kelly put herself through college and worked as a server and bartender in the evenings and on weekends, yet always made time to serve on the school PTA and to volunteer with Brandon and Bradley's sports teams. Kelly went on to work as a program manager for a defense contractor and then became a partner in opening a small business – a cybersecurity firm.

Wanting to continue to serve her community, 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.

# Speakers



## **CHRISTOPHER STEELE, Chief of Strategy & Bus. Dev., Medical Technology Enterprise Consortium**

Christopher Steele serves as the Chief of Strategy at the Medical Technology Enterprise Consortium (MTEC), where he leads strategic initiatives to advance biotech/medtech solutions that support dual-use (military and civilian) medical applications. In this role, Steele drives the non-profit organization's efforts to expand MTEC's program customer base, pursue & partner across federal opportunities, and strengthen MTEC's financial and reputational standing as the go-to "Other Transaction" mechanism for DoD medical product maturation and commercialization. His leadership ensures that MTEC remains at the forefront of medical innovation, while building a sustainable and diverse entity. With over 34 years of service in the Department of Defense (in the US Army and US Navy), Steele held key leadership roles in research and development. He directed the Military Operational Medicine Research Program (MOMRP) for Army and Defense Health Agency funding and was a Program Officer at the Office of Naval Research. Additionally, he played a pivotal role in joint R&D funding and Navy/Marine Corps prioritization efforts at the Navy Bureau of Medicine and Surgery. His experience includes overseeing +\$1Bn of R&D funding and hundreds of medical research projects (across 11 intramural DoD laboratories, several UARCs and FFRDCs, and many academic and commercial partners) aimed at improving the health, readiness, and performance of Servicemembers.



## **STUART SUTLEY, Partner, TCP Venture Capital**

A graduate of The University of Virginia, Mr. Sutley completed a successful four-year tour in the United States Marine Corps as an infantry officer culminating in a strategic battalion position during Operation Desert Storm. Following Desert Storm, Mr. Sutley embarked on several sales and operations opportunities with consumer products giant Newell-Rubbermaid Corporation, and Bank Boston Ventures at one time managing 500 employees with sales budgets in excess of \$75.0 million.

Based on his exposure to the effects of rising healthcare costs on both companies and individuals Mr. Sutley founded two different healthcare companies focused on health management and aligning large employers with local hospital systems for more efficient care.

Mr. Sutley is currently on the Board of Directors of The Baltimore Station, a residential substance abuse recovery program for veterans, and the Maryland chapter of the American Diabetes Organization.



## **SARA CLASPER, Associate, NEXT Powered by Shulman Rogers**

Through the NEXT platform, she typically represents early-stage seed and emerging growth companies and helps position them for success. Sara advises local and national companies on private equity, venture capital transactions, mergers and acquisitions, compliance issues, capital raises, equity compensation and other general corporate matters. Sara effectively balances efficiency with risk mitigation in her deal transactions. Prior to her work with NEXT, Sara spent 6 years as a persuasive litigator, honing her problem solving and negotiation skills and deepening her understanding of the type of contractual provisions that can eventually lead to disputes. This unique background for a transactional attorney enables her to anticipate the potential hurdles that a business transaction may encounter and foresee the importance and implications of each element of a deal during negotiations.



## **DEBBIE CLINE, Founder & Chief of Customer Success, Buzzy Rocket**

Debbie is co-founder, chief of customer success at Buzzy Rocket and yellow lab lover. From LA to London, she is well known as an expert in creating that certain elusive magic that drives explosive growth at the intersection of companies and customers. She has proven strategic vision, and isn't afraid to get in the trenches. In fact, she's been doing this at companies big and small for 25+ years. Her background includes executive level positions at both public companies and startups where she has proven over and over again that her passion, drive and results oriented perspective get it done. She is tenacious, loves the game changer and loves to win.



## COMPANY INFO

**Industry:** Consumer Healthcare

**Employees:** 3

**Founded:** 2023

**Current Funding:** \$240K

**Funding Sources:**

Accelerator/Angels

## FINANCING

**Seeking:** \$1.5 million SEED

**Purpose:** Product Development, Clinical Studies, Sales & Mktg

## TRACTION

1. Formulation Complete
2. Preclinical studies complete
3. IP Filed
4. Key Partners Established:
  - a. Development
  - b. Manufacturing
  - c. Commercial Launch

## MANAGEMENT TEAM

**Patrick Smale, MBA:** CEO

20+ years Eye Care Commercial experience, IPO exit (SGHT)

**Nuria Jimenez, PhD:** CSO

20+ years Eye Care R&D experience, Alcon & Novartis

**Suchismita Acharya, PhD:**

20+ years Eye Care R&D experience, 2-time Founder, Alcon & Ayuvis Research

ClearSight Therapeutics, Inc.

3000 Pegasus Park  
Dallas, TX 75247

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patrick@clearsighttx.com  
972-983-7761



## PROFILE

ClearSight Therapeutics, Inc is developing treatments targeting unmet needs in Eye Care. Founded by a team of ophthalmology industry experts, ClearSight is launching the first over-the-counter treatments for **pink eye**, **dry eye**, and **contact lens discomfort** with built-in antimicrobial protection – addressing three underserved, billion-dollar U.S. markets.



## TECHNOLOGY

ClearSight's proprietary technology combines the Dual-Action potency of an artificial tear and a powerful anti-microbial biopolymer. This innovative platform will allow ClearSight to launch multiple products targeting different markets. ClearSight's products include the First and Only Over-the-Counter (OTC) treatment for Pink Eye.



## BUSINESS MODEL

### Q4 2026 Launch

ClearSight will launch an Artificial Tear + leveraging the Ophthalmic Monograph (M018) pathway requiring no additional clinical data collection.

### Contact Lens Rewetting Drops

### Q2 2027 Launch

ClearSight will launch the first and only Contact Lens Rewetting drops with antimicrobial efficacy as a medical device via the 510K Clearance pathway

### OTC Pink Eye Treatment

### Q4 2027 Launch

ClearSight will launch the first and only OTC treatment for Pink Eye as a medical device via the 510K pathway



## TARGET MARKETS

### Dry Eye Disease (DED)

35 million Patients in the US over \$2.5B+ annual spend

### Contact Lens Rewetting Drops (CLR)

20 million Patients in the US over \$1.5B+ annual spend

### Acute Infectious Conjunctivitis (Pink Eye):

10 million annual cases in the US over \$1B+ annual spend

### Additional Indications included in R&D Plan



## FINANCIALS/PROJECTIONS

	2026	2028	2031
<b>Total Revenue (\$M)</b>	\$ 0.05	\$ 11.63	\$ 76.01
<b>Total Expenses (\$M)</b>	\$ (1.78)	\$ (7.05)	\$ (27.36)
<b>Net Income (\$m)</b>	\$ (1.22)	\$ 0.83	\$ 21.46

Compact Medical Inc., a Delaware C-corp based in Indianapolis, makes the ButterflyBVM™, the first FDA-cleared bag-valve-mask that treats adults, children, and infants with a single device. Led by a physician and a biomedical engineer, our team brings deep expertise in product development, manufacturing, quality systems, regulatory, legal, and market strategy.

Cardiac arrest will affect 1 in 14 people, and despite CPR, 80% do not survive. Traditional BVMs, largely unchanged since 1956, often cause injury due to human error. The ButterflyBVM™ helps emergency personnel consistently deliver safe ventilation volumes and pressures.

The global BVM market is projected to exceed \$936M by 2031; the US market is already over \$220M and growing 5–6% annually. In the two months since announcing FDA clearance, 215 US agencies have joined our waitlist—over 1% of the US pre-hospital BVM market—and we’ve received more than \$150,000 in advance deposits. Over 40 agencies across 27 countries have also joined our waitlist or requested permission to distribute. We need your support to scale and meet this moment.

# Dopple

# Simple and persistent one stop family funding

Contact: Lisa Marino, [lisathedopple.com](mailto:lisathedopple.com)  
[www.thedopple.com](http://www.thedopple.com)

## Mission

Dopple is a unique one-stop funding platform for families, streamlining access to government, philanthropic, and personal support so no child falls through the cracks. Inspired by personal experience with welfare as a Stanford MBA, Dopple's founder built a solution to the chaos and complexity of today's fragmented financial funding for families



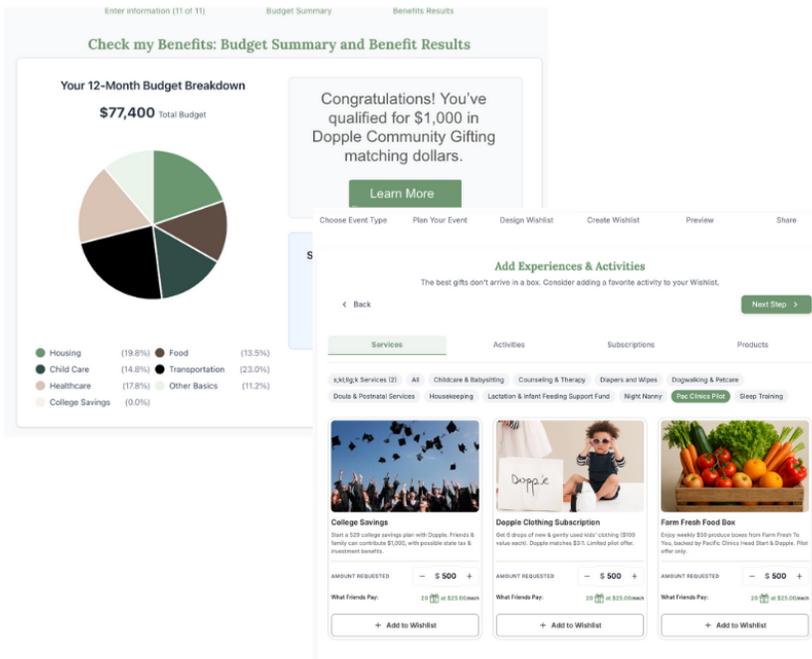
**\$400k  
to raise  
a kid**

## The Problem

Two thirds of U.S. families live paycheck to paycheck, while billions in aid go unclaimed annually. Families typically miss out on 10–40% of eligible external funding for child-related expenses due to confusing processes and dispersed resources.

## The Solution

Dopple aggregates all available funding—including government programs, philanthropic sources, and gifts from loved ones—under a single digital platform. The product features a Life Registry for families, AI-driven funding strategy, and transparent matching tools, making it easy for families to discover, claim, and receive every dollar available for their needs.



## Market Opportunity

Dopple targets the \$80B+ annual U.S. family support market, focused on 34 million families with children. The platform's model unlocks revenue from gifting, government matches, philanthropy, and subscriptions, expanding the reach beyond typical 'baby registries' to serve every need from birth to college.

**\$80B  
TAM**

## Company Overview

GenAssist develops biomaterials that regenerate muscle. Our patented flagship technology, MyoSponge, will enable surgeons to heal traumatic muscle wounds. GenAssist won a Phase I SBIR from the National Science Foundation to test MyoSponge in a pig model of muscle trauma. **MyoSponge increased muscle strength by +46%, mass by +27% and fibers by +75%. Publications available at [www.genassist.co](http://www.genassist.co). US Patent No. 11,744,922.**

### Co-Founders

*Joe Beggs, CEO*

- Leads fundraising and partnerships, raising >\$822k for GenAssist.
- Across ventures, raised \$1.6M
- Published 3 articles
- Patented 2 devices
- Launched a medical device

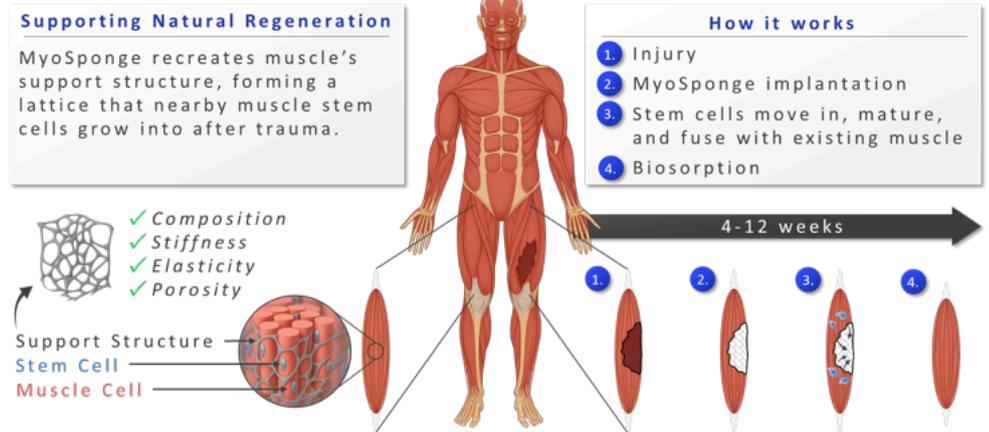
*Gabe Haas, CTO*

- Co-invented and develops MyoSponge
- Regulatory affairs
- PI for our NSF SBIR
- Authored 10 publications, 2 patents, and a textbook chapter.

*Koyal Garg, Scientist*

- Associate Professor of Biomedical Engineering at Saint Louis University
- Co-invented MyoSponge
- New product development
- Collaborates on GenAssist grant applications

### MyoSponge



### Market



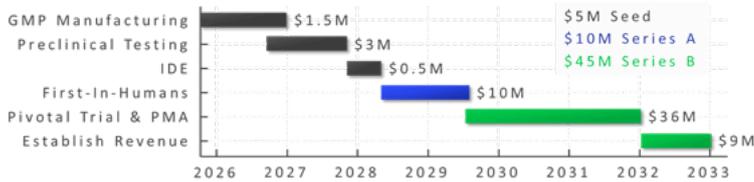
# of Patients

**TAM:** SAM + 60K Abdominal Wall Reconstructions, 10K Deep Burn Injuries, 8K Spinal Surgeries leading to PJK, 138K Breast Reconstructions + 10K Sarcoma Resections  
**SAM:** SOM + 51K Type 3 Open Fractures + 2K Necrotizing Fasciitis + 66K Non-fatal gunshot wounds  
**SOM:** 14K Compartment Syndrome

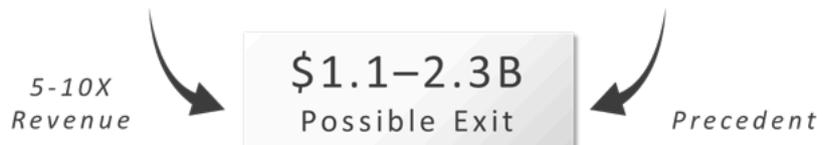
Price X \$25,000 / patient

Market Size

### Financing & Comparables



	kerecis	EMBODY	CartiHeal
Description	Wound care	Tendon and ligament	Cartilage repair
Raised	\$146.3M	\$44.2M	\$73.9M
Stage at Exit	Revenue, 510(k)	Revenue, 510(k)	Revenue, PMA
Year	2023	2023	2024
Deal Value	\$1.3B	\$275M	\$330M



## Value Proposition

We provide clean next-generation disposal capacity for Municipal Solid Waste generated by our host cities. This obsoletes landfilling and incineration, recovering energy and raw materials from the waste stream, and reduces costs to the community as it protects cities from further disposal cost escalation, and exposure to incoming carbon pricing.

## Company Background:

ICF's mission is to convert MSW to jet fuel. The Material Recovery Facilities we're funding now are "beautifully boring" standalone businesses that also build our future SAF feedstock supply. Near-term, their energy output is sold as alternative fuel to cement plants, displacing coal/natural gas until the jet-fuel plant is online.

## Leadership Team:

Stephen Johnson – CEO/Founder (Finance, former hedge fund manager)  
 John Lamanna – EVP (Former CEO of Tunnel Hill Partners, recently successfully exited selling to Macquarie, senior exec managing entire regions at several major waste companies)

**Products/Services:** Many U.S. communities—especially Long Island, NY—face a disposal capacity crisis as landfills close and aging incinerators sunset. Costs are spiking and compliance with recycling/climate mandates is tightening.

Our plants provide assured, fixed-price disposal below today's market, while meeting diversion and climate goals and reducing carbon-price risk.

## Technologies/Special Know-How:

Licensed European Mechanical Biological Treatment (MBT).

We have selected the most efficient zero-waste processes that have been proven at scale and assembled specialist partners to deploy rapidly in the U.S. 30-year fixed-price waste supply agreements with host cities anchor the model.

**Market/Distribution:** This raise funds the first two projects; a pipeline of 10+ qualified sites follows, and hundreds more would be needed nationwide to shift MSW processing meaningfully.

We start with municipal counterparties for bankability: long-term fixed economics, A-rated credit, and dependable throughput that isn't commodity-price exposed.

50% of revenue is tipping fees; additional revenue from metals, plastics, bioenergy, and glass. Fees alone cover OPEX and debt service.

Analogy: yield-oriented infrastructure (like apartments)—high upfront capex, long-lived, essential-service cash flows.

**Distribution Channels:** Relationship-driven sector; our team's reputation and deep sector background and track-record provide access to cities and haulers.

**Competition:** Today, residual MSW is mostly landfilled or incinerated; blue-bin recycling is stagnant.

Organics-only options (composting/AD) require costly source-separation and struggle with contamination.

Capacity scarcity is the driver: landfills can't expand and face headwinds; incinerators are hard to permit, costly ( $\approx 3\times$ /ton), recover little value, and pose Environmental Justice concerns.

On Long Island, remaining landfills close soon; four incinerators near end-of-life; NYC already exports waste as far as Indiana.

Street tipping fees  $\approx$  \$120/ton and rising; our base-case model uses \$93/ton.

Typical timeline & scale:  $\sim$ 3.5 years permit/build; 30+ year life; 300,000 tons/year per MRF.

## Financial Projections (Unaudited):

	2026	2027	2028	2029	2030
Revenue	0	0	0	\$49,000	\$98,000
EBITDA	0	0	0	\$37,600	\$75,200
(dollars in thousands)					

## Quick Facts

**Company Name:**  
 Illinois Clean Fuels

**Contact:** Stephen Johnson

**Address:** Brookhaven NY

**Phone:** 503-750-1633

**Email:** [stephen@icfuels.com](mailto:stephen@icfuels.com)

**Website:** [www.icfuels.com](http://www.icfuels.com)

**Industry:** Waste to Value

**Bank:** Wells Fargo

**Law Firm:** Baker Botts

**Patents:** N/A (Licensing tech from Europe)

**Number of Employees:** 7

**Leadership Team:**  
 Stephen Johnson  
 John Lamanna

**Amount of Financing Sought:**  
 \$850,000

**Current Investors**  
 \$5M in angel investor backing to SAF parent co

**Use of Funds:**  
 Engineering, Permitting, and closing costs for our imminent private equity round.

## A New Physician Delivered Therapeutic for Dry Age-Related Macular Degeneration.

The i-Lumen® AMD System is an office-based, non-invasive therapeutic for intermediate to advanced dry AMD—a disease that leads to central field vision loss and is the leading cause of blindness in those over 55.

Our proprietary ocular stimulation therapy repolarizes retinal pigment epithelium (RPE) cells and restores photoreceptor cell function, improving visual acuity and slowing disease progression.

With commercialization projected in 2028 following FDA clearance, i-Lumen is raising a Series B round (\$35.0M) to fund its i-SIGHT2 Pivotal Trial (multi-country) and complete the development of a commercially-ready system.

### **i-Lumen Delivers Clinically Meaningful Vision Improvements (i-SIGHT study):**

- 54% improved BCVA by  $\geq 10$  letters and maintained improvement out to 12 mths
- 39% mean increase in ellipsoid zone (EZ) integrity (a mitochondria-rich layer that is an energy source for photoreceptor cells)
- 21% increase in photoreceptor cell light-processing speed
- 14% increase in signal strength generated by photoreceptor cells

No other energy-based therapy has demonstrated these levels of improved response in such a short period of time and sustained it through 12 months.

### **Dry AMD Market represents a huge Opportunity:**

- 200.0M people globally suffer with AMD, more than 20.0M in the US alone
- Dry AMD market projected to be \$68.0B by 2029

### **Established Acquisition Benchmark – \$850.0M Pre-Revenue Sale:**

- Alcon acquired LumiThera, Inc. for an estimated \$850.0M
- LumiThera's Velada is an inferior energy-based device therapy for dry AMD
- This acquisition underscores the industry's focus on energy-based therapies like the i-Lumen® AMD System, a scalable physician-based revenue model

### **Path to potential Exit in 2028:**

- i-SIGHT2 Pivotal Trial data availability – projected for mid-2027
- Submission to FDA for market clearance – projected for late 2027
- Re-engage ophthalmology targets (Alcon, B+L, J&J, etc.) – projected for 2028

## **i-Lumen represents an investment opportunity in ophthalmology with a projected exit in 2028.**

**Contact:** John VeLure (CEO/President)

**Address:** 3800 American Blvd. West, Ste. 1500 Bloomington, MN 55431

**Phone & Email:** 952-240-6023 / jvelure@i-lumen.com

## Quick Facts

### **Company Name:**

i-Lumen Scientific, Inc.

**Industry:** Ophthalmology

**Domain:** Medical Device

**Target Market:** Dry Age-Related Macular Degeneration

### **General Counsel & Patent:**

Fox & Rothschild

29 US Patents, 3 CN Patent, 3 EU Patent, 2 AU Patent

**Auditor:** Baker Tilly US, LLP

**Series B Funding Round:** \$35.0 M

### **Current Investors:**

Bios Partners (lead investor), MedFocus, and Alafi Capital

### **Use of Funds:**

i-SIGHT2 Pivotal Study, Develop Commercially-Ready System, FDA Market Clearance, Reimbursement

### **Deal Terms:**

Series B Funding Round  
Convertible Preferred Stock  
8.0% Cumulative Dividend  
Share price: US\$1.35

### **Valuation:**

Pre-money: US\$31.5M  
Post-money: US\$69.3M

### **Investment Options:**

Direct: US\$500K minimum  
SPV: US\$50K minimum

### **Key Leadership Team:**

John VeLure (CEO/President)  
Meredith Mundy (Research)

### **Industry-based Board Members:**

Robert Warren (Alcon)  
Stella Robertson (Alcom)

[www.i-lumen.com](http://www.i-lumen.com)



# Moberg Analytics, Inc.

## Executive Summary

Non-Confidential

### Contact:

Dick Moberg, CEO  
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[www.moberganalytics.com](http://www.moberganalytics.com)

Moberg Analytics is building **advanced clinical intelligence** for critical care, enabling care teams to make faster, more data-driven decisions. The company is expanding its seed funding (\$600K to date) to complete deployments of its first product at flagship reference sites, accelerate commercial adoption in 2026, and position the company for a strong Series A.

### Problem Summary

In critical care, data is growing far faster than clinicians can interpret it. ICU physicians must review more than 1,300 data points per patient per day—scattered across 30+ EMR screens—while nurses manage 150–400 alarms daily, over 85% of which are non-actionable. Nearly half of nursing time is consumed by data entry and verification instead of patient care. Nowhere is this problem more acute than in the neuro ICU, where the data needed to prevent secondary brain injury is often missing, inaccessible in real time, or presented in formats that clinicians cannot meaningfully use.

### Solution Summary

Fueled by \$8M in U.S. Army funding (CDMRP and MTEC), Moberg Analytics has built the **Moberg Clinical Platform**—an Agentic AI SaMD system that unifies critical care data and delivers **advanced clinical intelligence** at bedside. Pilot installations are ongoing in leading hospitals across the U.S. and Europe. The platform integrates three core components: real-time data aggregation from diverse devices and systems, advanced analytics that surface meaningful physiologic insight, and a cloud layer for secure archiving and cross-system integration. Its analytics suite includes tools developed with top academic and industry partners. This solution is designed to reclaim 1–2 clinical hours per shift, reduce false alarms by 60–80%, enable earlier detection of patient deterioration, and generate \$400K–\$600K in annual savings per ICU through efficiency gains and error reduction.

### Market

Our initial market is neurocritical care units (1,927 beds), where data complexity is highest and the unmet need is most acute. Our founder's previous bedside medical device achieved broad adoption across U.S. and European neuro ICUs, giving us a proven entry point and an efficient initial go-to-market path. We will first deliver advanced analytics tailored to brain-injured patients, then expand to the broader ICU market (112,389 beds). Existing ICU informatics platforms lack the depth of brain-specific analytics, the real-time data access, and the price point required to serve this segment, creating a clear competitive advantage for our approach.

### Forecast and Investment Opportunity

Our initial \$600K in seed funding came from Benjamin Franklin Technology Partners, Overbrook Capital, MVP Capital Partners, and individual investors. Additional seed capital will complete regulatory clearances, strengthen the product portfolio, and support pilot installations at flagship sites. Moberg Analytics is the first company to bring generative AI-driven clinical guidance into the ICU, creating a differentiated position in a high-value market. We project profitability by late 2027 and revenues exceeding \$20M by 2029.



## Company Background:

Phoenix is a next-generation AH-64 Apache flight simulator developed by DigiFlight, a global leader in attack helicopter training with over 25 years of experience in aerospace, IT, cyber, and space operations. DigiFlight currently supplies support to over 60 countries and holds 60+ government contracts. Phoenix reflects DigiFlight's deep operational expertise and commitment to innovation in defense training.

## Products/Services:

Phoenix is a compact (<1,000 lbs.), transportable mixed reality flight training platform for AH-64 Apache pilots. It replaces legacy simulators that cost \$20M–\$40M and weigh 40,000 lbs.

### Key Features:

- Mixed Reality Goggles & Haptic Motion Seats
- AI-enabled user guides with real-time translation
- Google Gemini AI code assist for live software updates
- Bihle high-fidelity AH-64 flight model
- Longbow Radar & weapons simulation
- Modular MOSA architecture with XR headset support
- Instructor station with fault insertion and cockpit repeater views
- Full mission recording & After-Action Review tools
- Plug-in overlays for IHADSS symbology
- OneSAF connectivity & SECore terrain database

Designed for realism, scalability, and affordability – deployable in permanent facilities or mobile units.

## Technologies/Special Know-How:

Phoenix integrates emerging technologies and specialized know-how to create the next generation of flight training programs. Phoenix's compact form factor, standard power requirements, and rapid deployability are enabled by advanced engineering and software design. A trademark application has been filed and is currently pending, with additional IP protections under review to safeguard core innovations.

## Market:

Phoenix addresses a \$1B global market across 18 countries operating AH-64 Apache helicopters. With a 5:1 replacement ratio for legacy systems, Phoenix is positioned to capture significant share. Projected sales commitments total \$525M by 2028. Countries with active Apache fleets include the U.S., U.K., Israel, India, Japan, Poland, South Korea, and others.

## Distribution Channels:

Phoenix will launch worldwide through strategic partnerships and international defense networks, ensuring rapid adoption across allied nations. Following global deployment, we will expand through direct government contracting and Foreign Military Sales programs. The platform's compact size and standard power requirements enable fast, flexible delivery by air, sea, or land.

## Competition:

Legacy simulators cost up to \$40M, weigh 40,000 lbs, and take over 2 years to deliver. Phoenix is under \$5M, weighs less than 1,000 lbs, and deploys in under 12 months. It eliminates bulky display systems, uses standard power, and cuts logistics by 80%, offering 68% cost savings with superior adaptability and realism.

## Financial Projections (unaudited)

Year	Sales (Units)	Sales Revenue *	EBITDA *	EBITDA %	Free Cash Flow*
1	Preproduction Phase				
2	5	\$25	\$10	40%	\$5
3	35	\$190	\$105	55%	\$40
4	65	\$375	\$220	59%	\$120
5	80	\$495	\$310	63%	\$200

\*Amounts shown in USD millions

## QUICK FACTS

### Company Name:

Phoenix

### Contact:

Doug Ehrle

### Industry:

Aviation & Aerospace

### Law Firm:

Miles & Stockbridge

### Auditor:

CohnReznick LLP

## LEADERSHIP TEAM:

*Stanford Oliver* – CEO, retired Army aviator, founder of DigiFlight

*Michael Flowers* – COO, contracts & operations expert

*Margaret Yee* – CCO, SHRM-certified, federal audit specialist

*Victoria Oliver* – Chief of Legal Ops & Compliance

## AMOUNT OF FINANCING SOUGHT:

\$8M Series A funding

Current Investors: Founder, mid-state discussions with prospective investors and strategic partnerships.

## USE OF FUNDS:

Nonrecurring software and hardware, engineering, licensing, infrastructure for market ready prototype.

 Columbia, MD HQ

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 410-872-0320 (fax)

 phoenix@digiflight.com

 digiflight.com/phoenix

# SEN-JAM

PHARMACEUTICAL

## The Longevity Company Solving Disease At Its Source

### OVERVIEW:

**Sen-Jam Pharmaceutical is solving the problem medicine keeps missing.**

Most diseases share a common root: *systemic inflammation*. Yet healthcare treats each one in isolation—targeting symptoms, not systems. We're changing that.

Our **PAIR Technology** (Pleiotropic Anti-Inflammatory Immuno-Regulators) is the first platform designed to modulate systemic inflammation upstream—safely, affordably, and at scale. Instead of suppressing immunity, we restore balance. Instead of chasing symptoms, we address the biology behind metabolic disease, chronic pain, CNS disorders, viral infections, opioid withdrawal, and aging itself.

By combining repurposed FDA-approved molecules in novel synergistic formulations, PAIR Technology unlocks what fragmented medicine cannot: **broad therapeutic impact from a single biological insight**.

This is healthspan medicine for the longevity era.

### PLATFORM STRENGTHS:

**Proven Science, Fast-Track Development:** Leveraging the FDA 505(b)(2) pathway for accelerated timelines and reduced risk.

**Clinically Advanced Portfolio:** 11 pipeline assets, with five in or entering Phase 2 trials, and over 70 peer-reviewed studies underpinning their mechanisms.

**Global IP Footprint:** 60+ patents filed/granted, including new composition patents in methamphetamine-use disorder and 23-country coverage for lead assets. Also includes proprietary manufacturing process patent.

**Strategic Partnerships:** Collaborations with NIDA, Duke University, and KVK Tech advancing both preclinical and clinical milestones.

**De-risked Manufacturing:** FDA submission batches completed for multiple assets, enabling near-term scalability.

**Experienced Team:** over \$730M+ in successful exits with expertise across world-class institutions such as Harvard, MIT, Mayo Clinic, Memorial Sloan Kettering, Duke University

### MECHANISM OF ACTION: PAIR Technology

integrates a dual-action, synergistic anti-inflammatory mechanism with broad-spectrum and systemic reach.

- **Eicosanoid Balance:** Selective COX-1/COX-2 inhibition combined with leukotriene (LTB4) modulation delivers broad-spectrum anti-inflammatory potential while minimizing toxicity and preserving mucosal protection.
- **Mast Cell & Cytokine Modulation:** Reduces mast cell degranulation and downstream release of pro-inflammatory cytokines (IL-6, IL-1 $\beta$ , TNF- $\alpha$ ), leading to decreased NF- $\kappa$ B activation and suppression of oxidative and metabolic stress.

This dual precision achieves **balanced inflammation control**—crossing the blood-brain barrier (BBB) for full systemic effect—without immunosuppression. The result is a **next-generation anti-inflammatory platform** designed to extend healthspan and maintain physiological resilience.

### KEY PROGRAMS:

1. **SJP-002C (Rx):** Phase 2 complete; dual indication for **metabolic inflammation and upper respiratory infections** (COVID/RSV/Influenza).
2. **SJP-001 (OTC):** Phase 2 in Canada currently underway (LPLV 11/21/25) supports **alcohol-induced inflammation prevention**.
3. **SJP-005 (Rx):** Positive **NIDA preclinical results** validating a breakthrough **non-opioid therapy for opioid withdrawal and methamphetamine stimulant addiction**.  
**SJP-100 (Rx):** IV therapy for cytokine storm and neuroinflammation; **KVK Tech** manufacturing partnership advancing toward IND readiness.
4. **SJP-002 (OTC):** Rapidly developed **common cold therapy**, positioned for scalable commercialization.

### MARKET OPPORTUNITY:

Sen-Jam's platform addresses a \$500B+ immediate market across metabolic disorders (\$130B+), pain and CNS conditions (\$260B+), respiratory and infectious disease (\$83B+), and opioid withdrawal (\$3.6B+ rapidly expanding under federal mandate). **Beyond these established categories, we're positioned at the leading edge of the longevity economy—a projected \$3T frontier that Oppenheimer identifies as biotech's next transformative sector, with Sen-Jam named as a key innovator.**

### VISION AND IMPACT:

Sen-Jam is transforming medicine from *disease treatment* to *health preservation*. Our mission is to **change the course of inflammation and the lives of billions — for good**. This is your opportunity to invest in an emerging biotech leader for generational returns.

Current Capital Raise: \$1M (with perks for large checks)  
Valuation: \$125M Founded: 2017 Headquarters: New York

### Contact Information: Jim Iversen, Co-Founder, CEO

Phone: 201.400.8083

Email: [jiversen@sen-jam.com](mailto:jiversen@sen-jam.com)

Reg CF Campaign Page: [wefunder.com/senjam](http://wefunder.com/senjam)



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## 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](http://tedcomd.com).



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Enterprise Consortium

## MEDICAL TECHNOLOGY ENTERPRISE CONSORTIUM (MTEC)

MTEC is a DoD-focused nonprofit that funds medical technology development. We operate under a government-awarded Other Transaction Agreement (OTA)—a flexible contracting vehicle that allows us to move faster, collaborate more freely, and engage a broader range of innovators.

We drive military-civilian partnerships and foster collaboration within an extensive ecosystem of small and large businesses, federal agencies, academic institutions, and more. We rapidly deploy funding and drive innovative medical technologies that improve military and civilian health globally.



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## 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 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. 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 [amillineshulmanrogers.com](mailto:amillineshulmanrogers.com).



# Our Partners



## **BUZZY ROCKET**

Buzzy Rocket was founded 12 years ago with the mission to help startups grow and scale their businesses. Debbie and Victoria do this with their decades of marketing experience combined with their first hand experience founding, growing and scaling successful startups. They only work with 6 startups at any given time so they can provide 1:1 attention to you and your team. The Buzzy Rocket team is also made up of web developers, graphic designers and copywriters so they can help you easily execute the marketing strategy they create. Learn more about their services at [BuzzyRocket.com](http://BuzzyRocket.com).

## **INES LEBOW, Founder and Principal, Enterprise Transformation Solutions**

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.



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