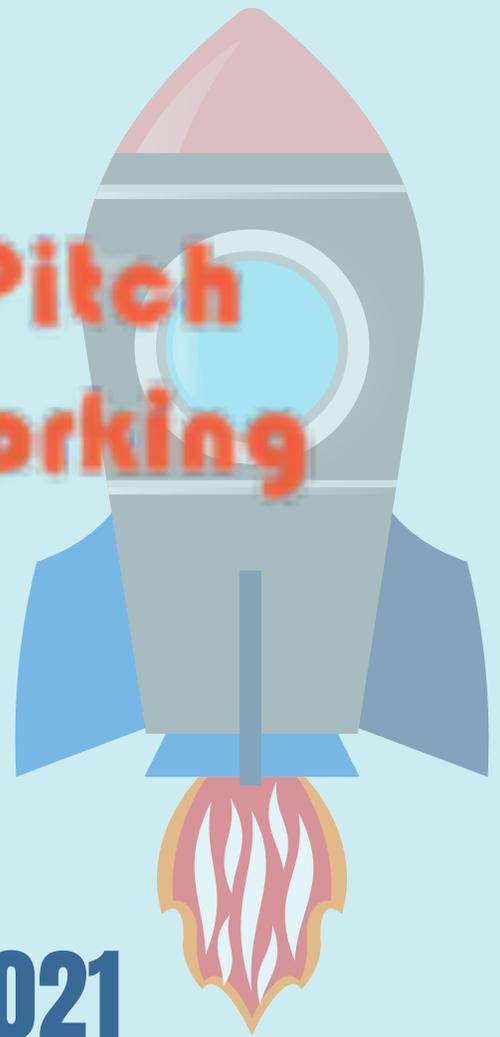


Big Idea  
CONNECTpreneur  
Investor Network

Virtual Rocket Pitch  
+ Power Networking



September 30, 2021

[CONNECTpreneur.org](https://CONNECTpreneur.org)

# AGENDA

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

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

**-TIEN WONG, Founder and Host, CONNECTpreneur  
Community**

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

**11:15-12:25pm | ROCKET PITCH SESSION Companies will be  
introduced by:**

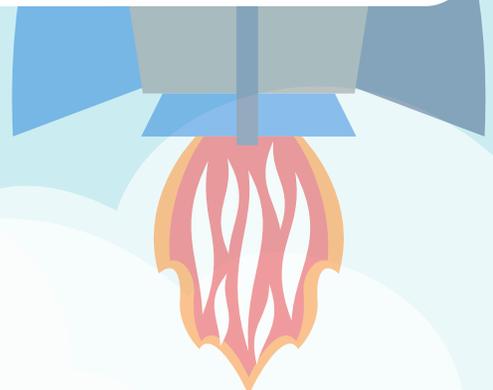
**- ANTHONY MILLIN, Founder & Chair, NEXT by Shulman  
Rogers**

**- LAUREN ZIEGLER, Of Counsel, Nemphos Braue, LLC**

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

**September 30, 2021**

**CONNECTpreneur.org**



# PRESENTING COMPANIES

**Blue Star Foods - John Keeler**

**Clarity Telehealth - Merritt Widen**

**Einsted - Atilio Grimani**

**Game Gym - Josh Hafkin**

**HedgeHog Health - Parker Lynch**

**i-Lumen Scientific, Inc. - John VeLure**

**Novel Microdevices - Andrea Pais**

**Prosperdtx - Joseph Swiader**

**Real Science Innovations - Justin Molognoni**

**Retrolux - Leif Elgethun**

**SafteySpect - Kenneth Barton**

**VXPASS - Zachary Weiner**

# SPEAKERS



**TTIEN WONG, CEO, OPUS8, INC. [etienwong](#)**

Tien is CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, a leader in corporate tech training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting. In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with nearly \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest-growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world on CRM and BPO topics. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County (MD) Economic Development Corp., Center for Innovation Technology GAP Fund's Investment Advisory Board, Junior Achievement, and Refraction. He was appointed by Governor Martin O'Malley to the 9-member Maryland Venture Fund Authority which allocates and manages over \$130 million of capital which is invested into top-tier venture funds and startups. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



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

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



Value Proposition

Company Background:

Blue Star Foods Corp. is an integrated ESG seafood company that processes, packages and sells high-value seafood products. The Company believes it utilizes best-in-class technology, in both resource sustainability management and traceability, and ecological packaging. The Company also owns and operates the oldest continuously operating Recirculating Aquaculture System (RAS) full grow-out salmon farm in North America.

Leadership Team: Our funder has 31 years of experience in the industry our operating team avg experience at the company is 17 years. Our Board of directors have more than 100 years of total experience in the FOOD sector in North America and abroad.

Products/Services: Traceable and sustainable cultivated & harvested seafood products, under its own patented & disruptive technologies. Distant from the conventional/traditional way that seafood is cultivated & harvest unsustainably and harmful to the environment, while meeting the seafood consumption GAP.

Technologies/Special Know-How: patented technology in the pasteurization of crabmeat in pouches, resulting in 40% CO2 emissions vs. conventional packaging technology & fully controlled RAS (recirculatory Aquaculture system) own technology, that has proven to harvest on land, antibiotic free, no microplastic & with an efficient energy (low to neutral CO2 emission & land use).

Market & Distribution channels: Our market primarily is North America, through all supply chain platforms such as Foodservice, retail, cash & carry, whole clubs. Our revenue model, is our vertically integrated & traceable supply chain, marketed with our trademarks.

We sell to: SYSCO, US FOODS, PERFORMANCE FOOD GROUP, DISNEY, MARRIOTT GROUP, WALMART, KROGER, KING SUPERS, COSTCO, RESTAURANT DEPOT to name a few.

Quick Facts
Company Name: BLUE STAR FOODS CORP.
Contact: John Keeler
Address: 3000 NW 109 Ave Miami FL 33172
Phone: 305-836-6858
Email: jkeeler@bluestarfoods.com
Website: www.bluestarfoods.com
Industry: Food-Technology
Bank: Newbridge Securities
Law Firm: The Crone Law Group
Number of Employees: 21
Exec. Leadership Team: John Keeler Chairman/CEO Silvia Alana CFO
Amount of Financing Sought: Previous Placements: \$4.6M Current NASDAQ uplisting \$4M
Current Investors: +/- 140 Investors
Use of Funds: RAS Farm CAPEX & Acquisitions
Auditor: Malone Bailey LLP

Competition: Phillips foods, Chicken of the Seas, Atlantic Sapphire, and Aquabounty.

FORWARD LOOKING STATEMENTS

Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements are characterized by future or conditional verbs such as "may," "will," "expect," "intend," "anticipate," believe," "estimate" and "continue" or similar word ds.

You should read statements that contain these words carefully because they discuss future expectations and plans, which contain projections of future results of operations or financial condition or state other forward -looking information. Such statements are only predictions, and our actual results may differ materially from those anticipated in these forward -looking statements.

We believe that it is important to communicate future expectations to investors. However, there may be events in the future that we are not able to accurately predict or control. Factors that may cause such differences include, but are not limited to, the uncertainties associated with the Company's ability to raise additional capital to finance the Company's activities; the Company's and its subsidiaries' ability to fully perform all of their obligations under the contractual obligations applicable e to them; the effectiveness, profitability, and the marketability of its ongoing mix shift to more advanced products; legal and regulatory risks; the Company's ability to execute its growth strategy and the effectiveness of its increased research and developments pending; the future trading of the ordinary shares of the Company; the Company's ability to operate as a public company; the period of time for which its current liquidity will enable the Company to fund its operations; general economic and business conditions; the volatility of the Company's operating results and financial condition; the Company's ability to attract or retain qualified senior management personnel and research and development staff. We do not assume any obligation to update forward-looking statements as circumstances change

Financial Projections (Unaudited):

Table with 9 columns (Year) and 4 rows (Revenue, Net Income, Capital Funding Phases). Revenue grows from \$20M in 2021 to \$227M in 2028. Net income grows from \$600K in 2021 to \$79M in 2028. Capital funding phases are \$15M (2021-2022), \$29.3M (2023-2024), \$58.6M (2025-2026), \$117.2M (2027-2028).



## Value Proposition

**Company Background:** Clarity is a collaboration of pioneers in behavioral Telehealth, healthcare leaders and world-renowned surgeons addressing an important treatment gap: the mental health support of people undergoing major surgeries.

**Leadership Team: A World Class Team Committed to Mission:** Merritt Widen, CEO, 35 years of entrepreneurial experience, Founder & CEO, Forefront TeleCare, a national leader; Steven James, MD, MBA, seasoned psychiatrist executive who has run large clinical team for Lilly, Merck & Allergan; Troy DiLello, CIO, CTO Forefront TeleCare; Biane Dunkel, CRO, 20 years of sales experience to surgeons and hospitals; Frank Lordeman, Senior Advisor, COO of the Cleveland Clinic; Noel Pace, JD, MPH, Legal & Compliance Officer; Mitchel Berger, MD, Chair of Neurosurgery UCSF, No. 1 in US. This team has successfully accomplished all aspects of our business plan before!

**Products/Services:** Clarity designs mental health support programs for patients undergoing major surgeries, tailored to specific procedures and patient populations. We are at the forefront of developing the clinical, technological and logistical expertise that these specific populations require. Services are delivered in the patient's home through our comprehensively supported Telehealth system. Many such patient populations commonly have behavioral disorders, either from the procedures themselves, or the conditions that necessitate them. Untreated, they negatively affect patient satisfaction, adherence to treatment plans and surgical outcomes while significantly increasing mortality risk. Yet most patients undergoing such procedures have no access to the mental health care they need to recover. Clarity's mission is to change the way mental healthcare and surgery interface in the years to come!

**Know-How:** We have assembled a world class team of leaders that have unsurpassed expertise in: building national Telehealth enterprises; developing large behavioral teams; leading large healthcare organizations. We are first to this market and first mover advantage is formidable.

**Market:** Our market consists of patients undergoing major traumatic surgeries. Target areas are cardiovascular, neurosurgery, bariatric, spinal and reconstructive surgeries, amputation, mastectomy and oncological interventions, over 8 mil. procedures per year. Providing mental health support represents a \$9.7 billion recurring revenue opportunity. Revenues are provided by Medicare and private insurers.

**Distribution Channels/Competition:** We reach patients through surgeons and surgical facilities. Our value proposition: we improve surgical outcomes and take an unwanted burden off staff, at no cost to the practice or facility. Our first mover advantage will enable us to dominate in key specialties in the largest states before competition can develop. We will be established in CA, FL, TX and IL by YE 2022, representing 1/3 of US population. Current competitors are local practices giving inconsistent service. A single national competitor, Advantage Point, is not a clinical organization. It is not well regarded.

### Quick Facts

**Company Name:**  
Clarity Telehealth, Inc.

**Contact: Merritt Widen, CEO**  
415-505-5707,  
merrittw@ClarityTH.com

**Address: 4040 Civic Center Drive,**  
Suite 200  
San Rafael, CA 94949

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

**Industry: Behavioral Health.**  
Telehealth

**Law Firms: Witham Mahoney &**  
Abbott, The Innovators Law Firm

**Number of Employees: 16**

**Leadership Team:**  
Merritt Widen, CEO  
Steven James, MD, CMO  
Troy Di Lello, CIO  
Brian Dunkel, CRO  
Frank Lordeman, Senior Advisor  
Col. Noel Pace, JD, MPH, Legal &  
Compliance Officer  
Mitchel Berger, MD, Chair of  
Medical Advisory Board

**Financing Sought: \$500,000**

**Current Investment:**  
\$444,000 from Founders and  
Friends

### Financial Projections (000s):

	2021	2022	2023
<b>Revenue</b>	131	1,855	10,152
<b>PBT</b>	(285)	(1,185)	779

	2024	2025	2026
<b>Revenue</b>	28,704	52,338	78,003
<b>PBT</b>	7,476	15,333	23,180

**Value Proposition:** Our purpose is to drive the transformation of Food, Pharma and Cosmetics industries by cleaning their processes through electrochemical technologies, contributing to a better quality of life.

**Company Background:** We founded Einsted in 2019. At the end of that year, we were invested (200k USD) by Grid Exponential and got our first client, Stamm a biotech company, from which we received a monthly fee for technology services. In 2020, we started to build closer ties with key companies in the industry. We developed a collaboration agreement with one of the most recognized companies in the sector. We are currently conducting tests with samples sent by the company and in talks to scale the system in their industrial plant.

**Leadership Team:**

**Atilio Grimani (CEO and Co-Founder):** Ten years plus of experience in project management in technological environments. For four years, he was part of the company Google participating in the coordination and development of special projects.

**PhD. Nahuel Olaiz (CSO and Co-Founder):** He is a researcher at the Argentine National Council for Scientific and Technical Research (CONICET) and specialist in Bioelectrotechnology. He has more than ten years of experience in the development of technologies based on pulsed electric fields (PEF) and several publications and patents related to the application of the technology.

**Products/Services:** To transform raw materials into products chemical reactions have become key elements for the industry. Every year, more than 10 million tons of chemicals are used, some of which could be harmful to our health and the environment. Modern society, increasingly demanding and informed, is demanding more natural products. They also give great importance to the use of environmentally friendly technologies.

At Einsted, we are developing an intelligent Nano-Electro-Reactor (iNER) that allows to generate "cleaner" processes and products. Thanks to our specialized technology (EEVA - Enzyme Emulation via Electro-Chemistry), continuous flow and real-time control, industries will be able to successfully change the way they produce today and project themselves towards a more sustainable future.

We currently have two developments that validate the technology:

- A new continuous starch acetylation system, which allows a 60 times more efficient production; reduction of CO2 emissions as well as water and chemical consumption.
- The development of our first chemical-free product: a green starch for the industry.

**Competitive advantage:**

- Continuous process
- Integrated system
- Higher technological development (molecular level)
- Instantaneous process
- Low cost
- Energy, water, and CO2 savings

**Technologies/Special Know-How:** The iNER we are developing is integrated by different systems, processes and software that will have IP protection. Currently, 2 of these systems are in the patenting process. The first of them, in a patent shared with CONICET.

**Market:** Our current market is the food ingredients and beverages sector (250,000B USD). Particularly, we focus on "Clean Label" ingredients (64M USD). However, we can also drive clean production in the pharmaceutical, biotech, and cosmetics industries.

Our business model is the HAAS (Hardware as a Service) model, which allows us to grow exponentially in a short time.

**Competition:** In the market, we compete directly with the traditional processing systems used by the industry. However, five companies are developing equipment with PEF technology for juice production and potato processing. These companies could try to enter.

**Quick Facts**  
**Company Name: Einsted**

**Contact: Atilio Grimani**

**Address: Lavarden 110-4A, Buenos Aires, Argentina**

**Phone: +54 9 11 41638557**

**Email: agrimani@einsted.bio**

**Website: www.einsted.bio**

**Industry: Food & Beverages, Pharma, Cosmetics**

**Domain: Deep Tech - BioTech**

**Bank: BBVA - ICBC**

**Law Firm: Villa Asoc.**

**Patent Estate: 2 Pending**

**Number of Employees: 13**

**Leadership Team:**  
**Atilio Grimani (CEO)**  
**Nahuel Olaiz (CSO)**

**Amount of Financing Sought: \$ 3.000.000 USD**

**Current Investors: Grid Exponential (BioTech Company Builder)**

**Use of Funds:**

- **Electroporation cell:** Production of industrial equipment.
- **Starch acetylation system:** optimize and scale-up the system.
- **Electro reactions:** deepening experimental tests.
- **Smart Nano filter:** Develop the MVP.
- **Business Development.**
- **Intellectual property procedures.**

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
<b>Revenue</b>	2.445.600	4.891.200	9.782.400	12.228.000	14.673.600
<b>EBIT (dollars in thousands)</b>	1.545.600	3.091.200	6.182.400	7.728.000	9.273.600



# Game Gym Inc.

**Company Background:** Founded in 2018, Game Gym Inc is the leading esports training and broadcast center in the DC metro area. Game Gym was created to make video games a more positive and collaborative experience by providing structure through curriculum, coaching, and parental support. Game Gym provides kids, parents, and gamers of all ages with the information and structure to better understand and maximize their participation in casual and competitive esports, like a martial arts dojo or an AAU basketball team.

**Leadership Team:** Josh Hafkin, Founder and CEO; Evan Shubin, COO; Michele Shubin, VP Operations

**Products/Services:** Through summer camps, casual and competitive leagues and tournaments, and original content for gamers and parents, Game Gym has created a year-round ecosystem that provides structure and resources for an ever-changing gaming landscape.

**Special Know-How:** Our competitive advantage is our brand, our unique approach to esports training and education, and our proven track record since 2018. In addition to our first to market advantage, our secret sauce is that we invest in each community and grow our customer base from the ground up, focusing on local relationships to build our brand, and providing an outstanding customer experience that creates loyal customers for life, across all of our products and services.

**Market:** Since 2018, Game Gym has focused on the DC metro area. To date we have generated \$300K+ in revenue, and by 2024, we expect \$3.3M in annual revenue. We will continue to grow the DC market, and expand up and down the east coast, with initial revenue in each new market coming from sponsorship and summer camps. We will complete and launch our online platform, targeting current customers and expanding nationwide, and then worldwide. As market coverage expands in each city, these three diversified product offerings will provide for robust long-term recurring revenue streams.

**Competition:** Our competition is focused on the elite gamer and creating a "path to pro." Game Gym's goal is to help those learning how to game develop good habits and think holistically by focusing on non-gaming elements like physical and mental health, balance, and careers in the gaming industry. Game Gym is also the only company that integrates online content and live camps creating a unique and year-round relationship with our customers.

## Quick Facts

### Game Gym Inc.

11626 Boiling Brook Parkway  
Rockville, MD 20852

### Contact: Evan Shubin

Phone: 240-426-5938

Email: [evan@gamegym.com](mailto:evan@gamegym.com)

Website: [www.gamegym.com](http://www.gamegym.com)

**Industries:** Video Games,  
Esports, Training, Education

**Number of Employees:** 6

### Leadership Team:

Josh Hafkin, CEO

Evan Shubin, COO

Michele Shubin, VP Operations

### Advisor:

Kerry Gumas, CEO Metacommet

### Financing Sought:

\$1 Million. \$200K committed.

**Use of Funds:** Hire key staff, complete and launch online platform, increase paid marketing and PR efforts, expand into new markets.

	2020	2021	2022	2023	2024
Revenue	\$60,000	\$200,000	\$600,000	\$1,600,000	\$3,300,000
EBIT	0	\$10,000	\$100,000	\$500,000	\$1,000,000

**Value Proposition**

**Company Background:** *Provide a short summary of your company background.*  
 At HedgeHog Health, we deliver tech-inspired ASD solutions that enhance your child’s progress, right from home. We’re dedicated to providing trusted ABA therapy support for your family when you need it most — because building courage and consistency brings opportunity to autism.

**Leadership Team:** *List senior management and prior experience.*  
**Parker Lynch CEO** at HedgeHog Health. President of Born and Raised Detroit Foundation (2016-Present), Teaching experience of 10 years.  
**Justin Blanchard** (Co-Founder, COO). Director of Product Strategy for Whisper Labs (2011-Present). Co-Founder and COO of SampleServe (2018-2020)  
**Dr. Jordan Boudrau** (Co-Founder and Chief Clinical Officer). Founder, President of Autism Centers of Michigan (2013-2018)

**Products/Services:** *Convey to the investor that the company and product truly fill an unmet need in the marketplace. The characteristics that set the product and company apart from the competition need to be identified (competitive advantage).*  
 Data used to service families with a child with autism, with proprietary technology.

**Technologies/Special Know-How:** *In this section, highlight whatever aspects of your product that may be protected by current IP or patent law. Provide evidence of how your offerings are different and will be able to develop a barrier to entry for potential competitors.*  
 Patented a Learning aid apparatus and system. Patent issuer and number: us US10748437B2. Computer mouse and data system to collect data points from users.

**Market:** *Provide a clear description of your target market, and any market segments that may exist within that market. Include potential market size and growth rate. Also, mention your revenue model in this section.*  
 Market: \$7 Billion in 2018, projected to be \$10 Billion+ by 2030. Recurring revenue from ABA coaching and in person ABA treatment: \$100K projected MRR growth.

**Distribution Channels:** *Indicate which channels will be used to deliver your products/service to your target markets (i.e. direct salesforce, VARs, channel partners, etc...).*  
 Kickstarter, direct sales, pediatrician referrals, parent referrals, autism center referrals.

**Competition:** *List any current or potential direct and indirect competition. Briefly describe the competitive outlook and dynamics of the relevant market in which you will operate.*  
 Sprout Therapy: currently focuses on sending BCBA’s into the home (does not offer Parent Coaching)  
 Autism Centers: Center based, focuses on child based therapy (parents not included)

**Financial Projections (Unaudited):**

	2021	2022	2023	2024	2025
Revenue	\$ 179,795	\$ 4,022,103	\$ 19,823,542	\$ 76,516,935	\$ 185,384,339
EBIT (dollars in thousands)	\$ (916,619)	\$ (466,298)	\$ 4,667,113	\$ 28,281,491	\$ 76,999,715

**Quick Facts**

**Company Name:**

**Contact:**Parker Lynch

**Address:**918 Forestdale Rd.  
Royal Oak, MI 48067

**Phone:** 248.495.7244  
**Email:**parker@hedgehoghealth.com  
**Website:**www.hedgehoghealth.com

**Industry:** Healthcare

**Bank:** TCF Bank

**Law Firm:** Bodman

**Patent Estate:**

**Number of Employees:** 4

**Leadership Team:** 3

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**Amount of Financing Sought:** \$600,000

**Current Investors**  
**Angel Investors**  
**Use of Funds:**Working capital

**Auditor:**Accounting Wise

Value Proposition

**Company Background:** An ophthalmology-based company that has pioneered the use of neurostimulation applied to the surface of the eyelid to stimulating Retinal cells to improve central field of vision and slow the progression of cellular atrophy (GA) due to Dry Age-related Macular Degeneration (Dry-AMD).

**Leadership Team:** The Senior Management team has received FDA clearance for 16 Class II and III technologies and held leadership roles in 5 companies that have been acquired and delivered \$850 million in shareholder value.

**Scientific/Medical consultants** include, Dr. Sophie Bakri (Chair of Ophthalmology, Mayo Clinic), Dr. John Kitchens (Retina Assoc. of KY), Dr. Dong Feng Chen (Schepens Eye Institute), Robert Warner (Former President of the Americas, Alcon).

**Products/Services:** i-Lumen is designed to improve central field of vision (ability to see faces, read and drive) and slow the progression of retinal cell atrophy (GA) – the cells that process light for the brain. The ‘mechanism of action’ works by stimulating and recharging the energy dependent Retinal Pigmented Epithelium and Muller cells which provide neuroprotection, repair and regeneration of the neural cells (process light) and neurotransmitters (transfer information across neural cells).

**Technologies/Special Know-How:** In a clinical study conducted to demonstrate i-Lumen’s benefits, 539 eyes (270 participants) with Dry-AMD received eight 24-minute treatments over 4 consecutive days. In 77.9% their visual acuity improved allowing them to read more letters than prior to treatment. In fact, 49.9% could read 10 or more letters as measured on the ETDRS chart which exceeds the minimum requirement for FDA clearance.

**Market:** AMD affects over 110 million people globally, including 13.0 million Americans. AMD is a leading cause of blindness and affects 1 in 4 Americans over the age of 60. Unfortunately, there are no treatment solutions available. Once a solution becomes available, global revenues are projected to be \$50 billion.

Nearly 20% of the patient population in optometric practices have some form of AMD. i-Lumen will focus on selling this office-based therapeutic to Optometry and Ophthalmology offices. 80% of i-lumen’s revenues will be generated from the sale the of single-use, disposable electrode kits that are required for each treatment. (\$150/kit and gross margin of 85%). Revenues projected in early 2025, following FDA clearance.

**Distribution Channels:** i-Lumen will has already initiated conversations with leading industry manufacturers (Alcon, Johnson&Johnson, Carl Zeiss, and Bausch&Lomb) regarding the licensing or acquisition of i-Lumen’s technology. Our highly scalable business model represents an incremental revenue stream for both manufacturers and physician offices as it does not replace any existing procedures or treatments. i-Lumen projects selling the company prior to commercialization in late 2024 or early 2025 to one of the industry manufacturers.

**Competition:** Current competitive technologies include therapies such as Compliment Inhibition, Anti-Inflammatory, Oxidative Stress, Gene, and Stem Cells. Many of these therapies are in early Stage 1 and II clinical trials and are not likely to become available for several years. These therapies are invasive requiring delivery via intravitreal injections (into eye) which can lead to infection and inflammation, as a result, most of these therapies will not be used until the later stage of Dry-AMD. i-Lumen is design to be used in the early stage of Dry-AMD as the first-line treatment of Dry-AMD.

Financial Projections (Unaudited):

	2019	2020	2021 (Projected)	2022 (Projected)	2023 (Projected)
Revenue	\$0	\$0	\$0	\$0	\$0
EBIT (dollars in thousands)	\$227.8K	\$1.4 MM	\$1.8 MM	\$3.3 MM	\$3.3 MM

Quick Facts

**Company Name:**  
i-Lumen Scientific, Inc.

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

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

**Phone:** 952-240-6023

**Fax:** 877-938-2015

**Email:** jvelure@i-lumen.com

**Website:** www.i-lumen.com

**Industry:** Ophthalmology

**Domain:** Medical Device

**Bank:** Minnesota Bank & Trust

**Law Firm:** Fox & Rothchild

**Patent Estate:**  
LeMaire & Assoc.  
6 US Patents, 1 CN Patent, 1 EU Patent, 1 AU Patent

**Number of Employees:** Two (2)

**Leadership Team:**  
John VeLure (CEO/President)  
Meredith Mundy (Research)  
Tracey Henry (Regulatory)  
Thu-Ha Duncan (Manufacturing)

**Amount of Financing Sought:**  
\$1.5 Million

**Current Investors:**  
KYTO Technologies; Angels

**Use of Funds:** Pilot Study (FDA)

**Auditor:** Baker Tilly US, LLP

## COMPANY OVERVIEW

**PROBLEM/OPPORTUNITY:** Currently there is a sensitivity trade-off with point-of-care tests leading to false negative rates of over 50%. As such, negative samples are sent to the reference labs for confirmatory testing. This is expensive, takes multiple days for results and leads to disease spread.

**SOLUTION: Novel Microdevices, Inc. (NMD)** has developed a next-generation Point-of-Care (POC), CLIA-waived rapid molecular diagnostic test with a major competitive advantage: integrated & automated sample preparation that achieves the accuracy of a laboratory test in under 25 mins.

**Integrated sample-preparation** enables the widest possible range of pathogen detection (fungi, bacteria, viruses) from a wide range of sample types (blood, urine, saliva and swabs).

The **low-cost instrument/cartridge system** is easily adopted by CLIA-waived setting and brings a new revenue stream to urgent care and physician offices that normally pass diagnostic profits on to centralized laboratories.

Developed with a market focus for Sexually Transmitted Infections (Chlamydia/Gonorrhea) and antibiotic resistant gonorrhea. COVID-19 is near-term EUA launch opportunity.

### NOVEL DX PLATFORM



#### Rapid

Results in 25 minutes or less

#### Easy to Use

Automated, CLIA-waived

#### Accurate

Equivalent to lab test

#### Connectivity

Synced to the Novel Dx cloud

#### Stackable Design

For increased throughput

#### Multiplexed & Flexible

LAMP/PCR Multiple targets per test; broad sample types

#### Ultra-portable

Weighing <4 lbs; battery powered

#### Low Cost of Goods Sold

\$200 COGS instrument; \$5 COGS cartridge

#### Easily Adopted

Billing uses established CPT codes (87491/87591) for CT/NG and 87635 for COVID-19

Powered by **CARB-X**

**CARB-X**, a consortium of *BARDA, Wellcome Trust, Gates Foundation* and others, has awarded **NMD** a ~\$14 million grant for further development of its Dx platform and tests for sexually transmitted infections.

**Company:** Novel Microdevices, Inc.

**Headquarters:** Baltimore, MD

**Contact:** andrea@novelmicrodevices.com

## HIGHLIGHTS

- **Intellectual property** covers sample processing devices, self-contained microfluidic system and rapid sample processing methods. **IP Counsel: FisherBroyles**
- **Funding:** \$3M Seed; \$16.2M in non-dilutive grants.
- **Key opinion leader (KOL) clinical collaborators at Johns Hopkins University** for the development of a multiplex rapid molecular diagnostic test for STDs Chlamydia and Gonorrhea.
- **Novel Dx** will apply for US EUA approval for the detection of **SARS-CoV2** in Q4 2021.
- Next in the **NMD** pipeline is a **multiplex Influenza A/B, RSV, SARS-CoV2** assay (Novel Dx respiratory assay panel) with a launch in early 2022.
- Third, a multiplex test for the detection of **Chlamydia and Gonorrhea** with a 2H 2022 launch.
- Fourth, a multiplex test for the detection of **Gonorrhea strains with drug resistance** to fluoroquinolones and cephalosporins with a 2H 2023 launch.
- US COVID market is currently tracking at \$8 billion/yr
- Global Infectious diseases market is \$31 billion
- Global sexually transmitted disease market \$17 billion
- CT/NG market had over 56 million annual tests in the US in 2019 creating a \$2.5 billion market opportunity.
- POC market expected to reach \$17 billion by 2022

## LEADERSHIP TEAM

**Andrea Pais, CEO:** Co-founder; electrical engineer with 12-years experience in microfluidics / biosensing technologies.

**Rohan Pais, VP Engineering:** Co-founder; mechanical & electrical engineer, robotics, biosensor product development expertise

**Hamdi Joda MBBS, PhD, Director of Assay Development:** developmental experience in microfluidics and isothermal assays

**Julie Wilkinson, MS, VP of Product Development:** 25 years of experience developing platforms, assays for FDA class I-III diagnostics

**Shree Koushik, PhD, RAC:** Molecular Biologist and Regulatory expert with extensive experience in In-vitro Diagnostics

**Joseph Swiader, Interim CFO:** life sciences entrepreneur, investor, portfolio manager with 29 years industry experience.

**FINANCING** \$2 M Bridge to Series-A, Convertible Note

**USE OF FUNDS** Complete development of “design-lock” instrument and cartridge that will be used for clinical studies

**COMPANY OVERVIEW**

ProsperdtX applies its proprietary causal machine learning technology to patient health records to create **next-generation personalized care** for cancer and other diseases.

Personalized care **reduces the costs** associated with side effects such as pain, nausea, depression and adverse events, reduces avoidable ER visits and hospitalizations and **improves patient clinical outcomes**.

ProsperdtX starts with data: we collect patient data from **any health system** the patient has visited and create a unified longitudinal patient record.

Our next generation causal inference technology then sifts through the data to ask questions, **generate new insights** on each patient and make personal recommendations of care.

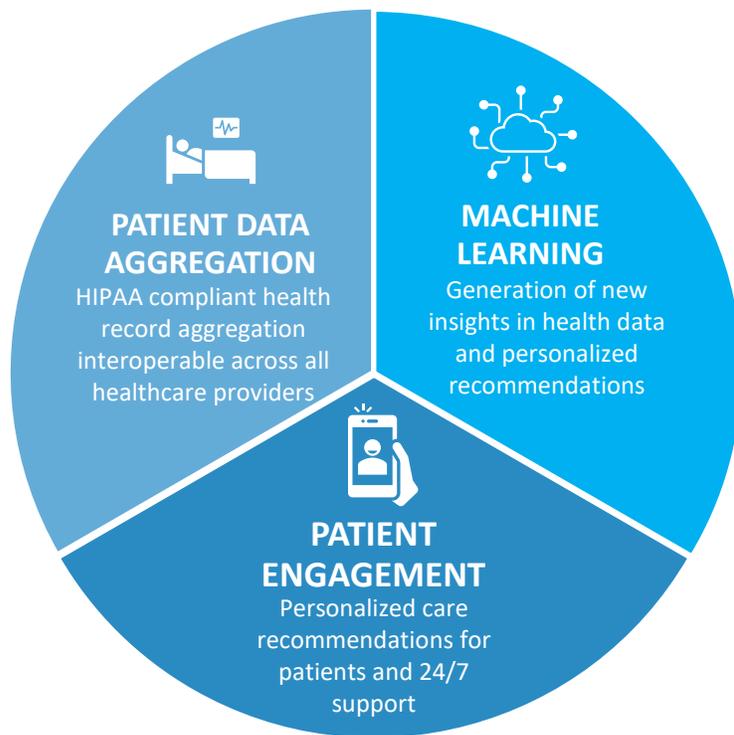
ProsperdtX then delivers prospective and personalized recommendations to the patient and caregiver, engagement applications and **support 24/7**.



**HIGHLIGHTS**

- **Digital Therapeutics (DTX)** are software and digital tools that improve patient outcomes.
- Next-generation personalized care provides individual care plans and 24/7 support through apps, text, video, and phone that enable patients and providers to identify and avoid the physical, emotional and social challenges that cost time and money and reduce survival and quality of life.
- **ProsperdtX** initial DTX market in cancer care.
- **Cancer** about to overtake Cardiovascular as the #1 cause of death in the US.
- 90% of cancer patients require active symptom management along with therapeutic care.
- Untreated adverse events reduce cancer survival and increase total cost of cancer care by \$40 billion per year in the US.
- **ProsperdtX** initiative to reduce racial disparities in cancer care outcomes with **Georgetown University, Lombardi Comprehensive Cancer Center's KOL Lucile Adams-Campbell PHD**.
- **ProsperdtX** about to launch its technology platform in cancer care in the **German market**.
- ProsperdtX cancer pilot in triple negative breast cancer, **Michele Blackwood MD** Medical Director, Breast Services RWJ Barnabas Health; CINJ.

**PROSPERDTX TECHNOLOGY PLATFORM**



**FOUNDERS / ADVISORS**

**Joseph Swiader, CEO:** Co-founder of ProsperdtX; >25 yrs. life science executive, portfolio manager, entrepreneur, advisor; formerly *JP Morgan, Dreyfus, Scudder, Nonpareil Biotechnologies*.

**Robert Goldberg PhD, Chief Strategist:** Co-founder of ProsperdtX; >30 yrs. in life science, entrepreneur, advisor; played role in advancing digital health at FDA, VA and HHS.

**Rafael Fonseca, MD:** Director of the *Mayo Clinic Cancer Center*

**Razelle Kurzrock, MD, PhD:** CMO, *WIN Cancer Consortium*; former Director, *UCSD Center for Personalized Cancer Therapy*

**Gina-Marie Pomann PhD:** Director Clinical & Translational Science Institute; Director Biostatistics, Epidemiology & Research Design Methods, Duke University.

**James Terwilliger:** President, St. Elizabeth's Hospital; former Chief Operating Officer, Dana Farber Cancer Institute.

**Deanna Darlington:** Former Director, patient Advocacy and Allied Development, Amgen.

**Frank Douglas MD, PhD:** Former Global Head of Research and Development, Aventis.

**ORACLE**

Oracle is providing ProsperdtX technical assistance, engineers and complimentary technologies for data storage and security, HIPAA compliance and product development as well as marketing support.



Value Proposition

Company Background: Real Science specializes in the research, development, production, and distribution of forward-thinking interventions to address chronic and acute healthcare needs in the pharmaceutical and nutraceutical markets, driven by the scientific community’s evolving understanding of the endocannabinoid system and the unexplored commercial opportunities that exist.

Leadership Team: Justin Molignoni, NP, CEO; Dr. Tom Piccarello, PhD; Dr. Damean Freas, DO, CMO; Dr. Deb Kimless, MD, CSO; Colin Kelley, CFO; William Valois, VP

Products/Services: Led by a robust team of seasoned healthcare professionals, we have created a real solution to treat pulmonary inflammation at its root cause with our novel nebulized medication for which we are seeking FDA approval. There are over 800 million people worldwide that suffer from an acute and/or chronic lung inflammation condition(s), such as COVID-19, COPD, and asthma. Currently as there are no root cause treatments, many of these individuals rely on over 10 medications daily just to find any type of relief. The current gold standard of treatment for lung inflammation, inhaled corticoid steroids, have severe acute and chronic side effects that at times can even put patients’ lives in jeopardy. However, providers have no other safe or effective targeted tools in their toolbox to address these conditions. Real Science’s nebulized formulation works naturally with the body’s underlying systems that modulate and regulate the inflammation response. By working in tandem with the body’s natural inflammation response, we can provide excellent and safe anti-inflammatory effects without all the side effects from steroids. Additionally, since we work on the foundational level for inflammation, we can also prevent and treat the most severe forms of lung inflammation, ARDS - now referred to as “COVID lung”.

Technologies/Special Know-How: The patented chemical formulation, forms what is known as a Polar Adaptive Molecule, begins working immediately after use, first by addressing inflammation of the lungs on contact and then systemically by our technology allowing for a 700-fold increase in absorption across the lung field. Once absorbed, it immediately begins working with the endocannabinoid system to treat lung inflammation through several cascade effects. A few examples are selective COX-2 inhibition, down regulation of PPAR-gamma binding, modulation of alveoli macrophages for prevention and reduction of pulmonary fibrotic changes.

Market: Those who are diagnosed with a pulmonary (lung) inflammation condition - acute or chronic. Currently, there are over 800 million individuals in the world suffering from lung inflammation conditions such as COPD, COVID-19, asthma, pneumonia, and cystic fibrosis. These numbers will only continue growing larger by the year. Prior to COVID-19, COPD was the 3rd leading cause of death in the US. Many forecasts put the overall market over 900 million people by the end of 2023. In the US alone, there are over 300 million COPD patients, 334 million asthma patients, 219 million COVID-19 patients, and over 200 million pneumonia cases each year.

Financial Projections: (Unaudited - N. American Market COPD Only)

Table with 6 columns (Revenue, EBIT) and 6 rows (2024-2028) showing financial projections in millions of dollars.

Quick Facts

Company Name: Real Science Inc.

Contact: Justin Molignoni, NP, CEO

Address: 157 Baltimore Street, Cumberland, MD 21502

Phone: 717-433-5390

Email: jmolignoni@realscienceinnovations.net

Website: https://realscienceinnovations.net

Industry: Biotech, Life Science

Domain: Biotech, Life Science, Pharmaceutical Development

Law Firm: DLA Piper

Patent Estate: 1 Chemical Composition

Number of Employees: 10

Leadership Team: Justin Molignoni NP, CEO; Colin Kelley, CFO; Dr. Deb Kimless, MD, CSO; Dr. Damean Freas, DO, CMO; William Valois, VP; Bill Freas, VP

Amount of Financing Sought: \$7,500,000

Use of Funds: Human Toxicology; FDA Application; Human Clinical Trials (Marshall University already committed)

### Company Profile

Industry: Clean Energy  
 Employees: 8  
 Year Founded: 2016

### Contact

Leif Elgethun  
 208.301.2293 [leif@retrolux.com](mailto:leif@retrolux.com)

### Financial Information:

Round Type: Pref Equity  
 Raise Total: \$2M  
 Pre-Money Valuation: \$6M  
 Raised Previously: \$2M  
 ARR: \$250k  
 Monthly Net Burn: \$40k

### Legal:

Stoel Rives

### Key Investors:

Ideaship (Panasonic LP), Upward Labs, Ventive, E8, Boise Angel Alliance, Frontier Fund (Montana Angels), Idaho Capital Ventures, Past Pres Colliers Intl, Pres McKinstry

### Key Advisors:

Joe Bonocore, 5 Tech Exits  
 John Bruggeman: 5 Tech Exits  
 Doug Moore, President, Top 10 ESCO  
 Jennifer McFarlane, CFO, Cleantech  
 Victor Udo, Sustainability, Energy  
 David Shiller, Manufacturer Expert  
 David Gordon, Distribution Expert  
 Alina Zagaytova, Startup Legal Expert

### Business Summary:

Retrolux™ is transforming the traditional commercial building energy system upgrade industry through our Smart Energy scaleOS software platform that supercharges contractor's productivity, streamlines product purchases through our digital marketplace, and automates project discovery through a proprietary machine learning recommendation engine.

### Business Model:

Our model is similar to Shopify where we earn software platform subscription fees from project developers and contractors and transaction fees from their suppliers including manufacturers, distributors, and lenders.

### Product/Market Fit:

Retrolux's primary features are: 1) project lifecycle tools that support project developer and contractor design, sales, & installation workflows from lead through commissioning 2) integrated product marketplace for contractors to find and buy products directly in app and 3) financing and rebate intelligence add-ons to increase project approvals. We have over 100 paid customers who have developed over 6,000 projects, 1,500 financing estimates, & \$100M in product specifications.

### Leadership Team:

Leif Elgethun, CEO is an energy engineer turned entrepreneur who has started 5 clean energy companies over 10 years with 4 reaching profitability and 1 exit. Brian Loomis, VP Engineering, is a proven software architect with 20 years experience, including Micron and Motive Power. Dean Ernst, VP S&M is a seasoned sales and marketing executive with 1 exit as founder and CEO and 10 years industry experience, most recently as VP.

### Customer Problem:

1) Smart Energy Building systems are complex to identify, design, estimate, sell, install, & operate, adding up to 25% to project costs. 2) Current sales channel is primarily brick & mortar distributors & manufacturer reps that are expensive, disconnected, & inefficient, adding up to 50% material margin. 3) Capital constraints limits project approvals by up to 50%.

Customers include project developers, contractors, and vendors for the non-residential building retrofit and upgrade industry. Target market is the commercial, industrial, and institutional building retrofit market in the USA and Canada. Global TAM is \$190B, USA SAM is \$50B, and SOM is \$500M from 5% fees on \$10B in product sales.

### Sales/Marketing Strategy:

Our primary sales strategy is to build on our inside sales success to date by adding a channel partner focus, initially with platform suppliers. Our marketing strategy will build on early success in thought leadership and LinkedIn profile targeting by adding social media and trade magazine advertising, press releases, and trade show exhibiting and speaking.

### Competitors/Competitive Advantage:

Current Competitors: Marketplace: E-Commerce, Distributors, Manufacturer Reps. Sales Platform: Eco-Insight, Sreamlinx, BuildEE, proprietary spreadsheet solutions. Later Competitors: Trimble, Google, Amazon

Competitive Advantages: 12 key partnerships secured, first to market, intellectual property (patents pending, proprietary algorithms, brand, trade secrets), complete project/solution lifecycle platform, automated solution design, integrated incentive analysis, growing contractor network, in app material purchasing and third party financing

### Financial Needs:

We raising \$2M at a \$6M pre-money valuation to grow ARR to \$1.5M and 300%+ YOY growth rate.

Financials	2019	2020	2021	2022	2023	2024
New Projects	2181	4,500	9,000	24,000	58,000	110,000
Paid Users (Dec 31)	188	300	500	1,700	3,800	7,200
Revenue (\$,000)	\$361	\$270	\$400	\$2,000	\$7,100	\$15,900
Expenditures (\$,000)	\$691	\$730	\$900	\$2,400	\$5,400	\$10,300
EBITDA (\$,000)	(\$400)	(\$460)	(\$500)	(\$400)	1,700	\$5,600

**Value Proposition**

**Company Background:** *What we do: Platform Solution for Sanitation Inspection & Disinfection:* SafetySpect has developed an advanced optical sensing solution to breakthrough current practices in sanitization assessment. The technology started from a collaboration with significant government investment between USDA and the US Army research laboratories to inspect kitchen facilities and safeguard our soldiers from foreign contamination threats. SafetySpect has exclusively licensed this patented technology. We further enhanced both the hardware and software to bring it to commercial marketplace.

**Leadership Team:** *Kenneth Barton, CEO*, seasoned business professional in the technology sector, specializing in growing new companies from concept to commercialization; *Thomas Burke, CFO*, investment banker, and principal finance expert with major financial institutions; *Fartash Vasefi, CTO*, Principal Investigator in multiple funded grants from USDA, NOAA, etc. with optical imaging, spectroscopy, machine learning, and hardware expertise.

**Products/Services:** SafetySpect technology identifies and decontaminates invisible contamination such as organic residues and respiratory droplets hosting biological and viral threats. These residues may contain viral (e.g., SARS-COV-2, Ebola, H1N1, etc.), bacterial (e.g., Salmonella, E. Coli, etc.), or fungal infectious agents.

**Technologies/Special Know-How:** SafetySpect has exclusively licensed key, innovative patents from the USDA and has pending patents for expanded applications. The underlying technology licensed from the USDA-ARS and the US Army benefits from 14 years of development and field trials funded by the US government. SafetySpect has a formal cooperative research and development agreement (CRADA) with the USDA-ARS which provides access to valuable laboratory equipment, facilities, and personnel at a minimal cost.

**Markets:** *Food Processing & Institutional Kitchens*

- 1 Million Restaurants
- 36k Food processing facilities
- 40k grocery stores

*Medical & Healthcare*

- 152 VA Medical Centers / 450 military hospitals
- 6k hospitals / 9k urgent care centers
- 28.9k assisted living / 15.5k skilled nursing facilities

**Distribution Channels:** SafetySpect is selling key reference accounts directly and will use resellers and distributors for various market sectors. Current sales include:

- Commercial - United Airlines
- Government – USDA

**Competition:**

SafetySpect’s CSI-D+ system is a complementary solution that enhances other methods of ensuring cleanliness.

**Financial Projections (Unaudited):**

	2020	2021	2022	2023	2024
<b>Revenue</b>	1,750,000	2,000,000	9,900,000	31,424,113	62,797,151
<b>Operating Income</b>	(724k)	284,000	6,784,269	22,512,876	51,308,089

*Quick Facts*

**Company Name:** SafetySpect Inc.

**Contact:** Kenneth Barton - CEO

**Address:** 10100 Santa Monica Blvd  
300, Los Angeles, CA 90067

**Phone:** (310)864-2130

**Email:** [kbarton@SafetySpect.com](mailto:kbarton@SafetySpect.com)

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

**Industry:** Optical Sensing/Biotech

**Bank:** JPMorgan Chase

**Securities Law Firm:** K & L Gates

**Patent Law Firm:** Stradling Yocca  
Carlson & Rauth

**Accounting:** Michael Krycler, FCA  
CPA

**Number of Employees:** 12

**Stage:** Early Revenue

**Market Opportunity:** \$10+ Billion

**Raise:** \$5M Convertible Debt Round (20% discount to next round) from accredited investors

**Terms:** Two-year promissory note at six percent interest

**Valuation:** Ceiling \$20M pre-money valuation



# VXPASS

## Blockchain powered Verified Health, Medical, and Vaccine Records

**VX Technologies** is a verified health record (VHR)<sup>TM</sup> company that provides secure Blockchain certificates at low initial purchase price and low ongoing costs to serve COVID-19 and other global vaccination markets.

The initial focus of business is vaccine verification without using personally identifiable information (PII). Potential includes all other medical records – **VXPASS**.

*Market Opportunity:* There is a world population of 4+ billion people with underserved medical record needs. Current and emerging solutions are pricey, insecure, and lack interoperability. There is limited transparency, poor privacy, and research deficiencies.

*Solution:* **VXPASS** is a mobile solution using distributed ledger technology that ensures patient ownership, controlled privacy, and informs anonymous research with trusted data for approved usages.

*Leadership and Advisory:* Zachary Weiner, Founder  
Dr. Catherine Lephoto, Executive Sales Director Africa  
Michael Willis, Managing Director  
Justin Pauly, Executive Director International Affairs  
Dr. Neill Piland, Medical Economist  
Nina Nichols, Medical and Market Research

**VX Technologies** provides exclusive and unique pay as you go solutions that are infinitely scalable and offers both verification at no charge per check, and informs research on a regional or global basis (Ministries of Health, Departments of Medicine, NGOs, University research teams, Think Tanks, etc.) by providing accurate, real-time data.

### Quick Facts

**Company Name :** VX Technologies

**Contact :** Zachary Weiner, Founder

**Address :** Washington, DC

**Email :** sayhello@vxpass.com

**Website :** www.vxpass.com

**Industry :** Medical Records Blockchain

**Bank :** U.S. Bank

**Law Firm :** Greenberg Traurig

**Number of Employees :** 10

**Amount of Financing Sought :** \$2.5MM

**Current Investors :** Family & Friends

**Use of Funds :** Technology, Operations, Business Development, Marketing

### Financial Projections (Unaudited)

	2021	2022	2023	2024	2025
Revenue	\$2.38MM	\$66.71MM	\$160.48MM	\$118.95MM	\$208.35MM
Income / EBIT	\$481K	\$43.23MM	\$108.18MM	\$76.16MM	\$137.89MM

# PARTNERS



## **MODUS CREATE**

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



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

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



## **NEXT powered by SHULMAN ROGERS**

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success. NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at [ShulmanRogers.com](http://ShulmanRogers.com).



## **ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS**

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage, and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur, and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. Anthony 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).

# PARTNERS

## WILSON SONSINI

### **WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI**

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



### **COURTNEY MATTESON, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI**

Courtney Matteson is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she advises public and private technology companies at all stages of growth and the firms that invest in them. During law school, Courtney was a law clerk for the corporate group in the firm's Washington, D.C., office, where she assisted in the representation of emerging companies, including with regards to formation and corporate governance issues, venture capital financings, and mergers and acquisitions. As a student at Georgetown University Law Center, she was the President of the Corporate & Financial Law Organization and worked as a Research Assistant and Teaching Assistant for the Georgetown Center on Privacy and Technology.



### **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.



### **MARK HAAS, CEO, AEG**

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, emerging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.

# PARTNERS



## **LAUREN B. ZIEGLER, OF COUNSEL, NEMPHOS BRAUE, LLC**

Lauren B. Ziegler is Of Counsel at Nemphos Braue, where she represents startups, emerging and mature private companies, and investors in a variety of corporate, securities and business law matters. She regularly assists clients with mergers and acquisitions, capital raises and securities laws compliance, technology transactions, entity formation and governance, joint ventures, business structuring, and contract management and negotiation. She is a member of the Advisory Board of GEM (Girls' Empowerment Mission), and in 2019, was appointed by Governor Hogan to the Park Advisory Commission. She is also a recipient of The Daily Record's Leadership in Law Award.



## **NEMPHOS BRAUE, LLC**

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

## **NORTHERN VIRGINIA CHAMBER OF COMMERCE**

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



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

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

# PARTNERS



## **MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION**

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



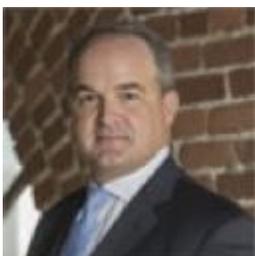
## **BENJAMIN WU, PRESIDENT & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION**

Benjamin H. Wu is the President and CEO of MCEDC. An accomplished executive and internationally recognized technology policy expert, Wu brings to MCEDC a dynamic portfolio of over three decades of professional experience working directly with industry around the world and leading operations at the highest levels of our nation and state. He has a distinguished career focused on technology-led economic development, as well as a proven record of driving transformative initiatives and creating collaborative alliances with industry, government, and academia throughout the country and in Maryland. Wu is strengthening ties with our partners in the state while working with our local and regional stakeholders to diversify Montgomery County's economy, grow our jobs and increase the tax base. Wu led the creation of the Maryland Department of Commerce in 2015 and helped transform the state's competitiveness.



## **FIRST FINANCIAL GROUP**

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



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

Devon Cury is the Director of Advanced Planning for First Financial Group, with more than 25 years of experience in wealth management, investment management, and risk management. Before joining FFG in 2014, he held executive leadership roles at Advancement Concepts and AXA Advisors. He specializes in working with business owners and executives on strategies to reward, retain, and recruit top talent. Devon has completed the Retirement Specialist Certification from the Wharton Business School and holds the Certified Advisor of Philanthropy designation. He has served on the Executive Advisory Council of the Robins Business School at the University of Richmond and as the Chairman of the Catholic Planned giving Council.

# PARTNERS



## **SUNTRUST BANK**

SunTrust Bank is an American bank holding company. The largest subsidiary is SunTrust Bank. It had \$199 billion in assets as of March 31, 2018. SunTrust Bank's most direct corporate parent was established in 1891 in Atlanta, where its headquarters remain. As of September 2016, SunTrust Bank operates 1,400 bank branches and 2,160 ATMs across 11 southeastern states and Washington, D.C. The bank's primary businesses include deposits, lending, credit cards, and trust and investment services.



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

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

The Refraction logo, which consists of the word "REFRACTION" in a white, sans-serif font on a black rectangular background with thin white lines above and below the text.

REFRACTION

## **REFRACTION**

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



## **ESTHER LEE, PRESIDENT & CEO REFRACTION**

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

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

# PARTNERS



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

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

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



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

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



## **DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND**

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

# PARTNERS



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

Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects, and celebrates entrepreneurs. Key responsibilities include oversight of the event and marketing strategy; student venture creation programming; and integration with Smith School entrepreneurship curriculum and research activities.

KEIRETSU



FORUM

## **KEIRETSU FORUM**

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



## **FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC**

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

**BALTIMORE ANGELS** ⚡

## **THE BALTIMORE ANGELS**

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early-stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region. A new generation of angel investing comes to Baltimore. If you are a tech entrepreneur or community-minded investor, please be in touch with Baltimore Angels. This is not your father's (or your uncle's) investment group. Our investors are current and cashed-out entrepreneurs who have "done it" and can

# PARTNERS

help other entrepreneurs advance to the next stage. We're looking for entrepreneurs with a strong vision and who are just beyond a friends-and-family round. We meet bi-monthly in Baltimore and welcome interested investors and entrepreneurs in the Baltimore/Washington area. <http://baltimoreangels.com>

**startup  
grind**

COLUMBIA MD

## **STARTUP GRIND-COLUMBIA, MD**

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

**Angels + Life.Sci  
Investors**

## **ANGELS + LIFE.SCI INVESTORS**

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

## **INSTITUTE FOR EXCELLENCE IN SALES @IESBD**

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

**ies** institute for  
excellence in sales

# PARTNERS



## **ANNUAL WHARTON DC INNOVATION SUMMIT**

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



## **ANNUAL WHARTON DC INNOVATION SUMMIT**

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

In the spirit of Georgetown's Jesuit roots, and from its home in the McDonough School of Business, the Initiative offers an array of courses and co-curricular programs to serve the campus-wide Georgetown University community. For alumni, offerings include mentorship, networking, the Georgetown Venture Lab, and an angel investment network, in partnership with the Georgetown Alumni Association.



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

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

# PARTNERS



## **RYAN & WETMORE, P.C.**

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



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

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35-person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit, and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals. Pete has served on the Board of Directors for several organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association.



## **ENTERPRISE TRANSFORMATION SOLUTIONS INES LEBOW, FOUNDER AND PRINCIPAL**

Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in 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. Her experience as a senior executive in Telecommunications and Technology includes growth and operations with Accenture, Xspedius, Broadsoft, MegaPath, SkyTerra, WorldCom, MFS, Brooks Fiber Properties, Contel ASC, Viatel, CFN Services, and AM3

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

## ATTENDEES

### As of 1pm 09 30 21

#### SPEAKERS

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

#### PRESENTERS

First Name	Last Name	Title	Company
John	Keeler	CEO	Blue Star Foods
Merritt	Widen	CEO	Clarity Telehealth
Atilio	Grimani	CEO	EINSTED
Josh	Hafkin	CEO	Game Gym
Parker	Lynch	CEO	HedgeHog Health
John	VeLure	CEO	i-Lumen Scientific, Inc.
Andrea	Pais	CEO	Novel Microdevices
Joseph	Swiader	CEO & Co-Founder	Prosperdtx
Justin	Molignoni	CEO	Real Science Innovations
Leif	Elgethun	CEO	Retrolux
Kenneth	Barton	CEO	SafteySpect
Zachary	Weiner	Founder	VXPASS

#### ATTENDEES

First Name	Last Name	Title	Company
Douglas	Goldstein	SVP Business Development	Alphyn Biologics
Cooper	Abbott	Principal	Compound
Baqir	Abdul	CEO	Paradigm Projects LLC
Cedric	Abe	Founder	SEAMA Inspections
Matthew	Abenante	President	Strategic Investor Relations LLC
Fredric	Abramson	CEO	Golden Thread Technology, Inc.
Abhishek	Adi Shivaay	Co-Founder	COLCO
Neha	Agarwal	CEO & Founder	Orbit Branding
Nina	Agg	CEO	Naturaveda organics
Miss	Aida	Founder	[My]StylePass
Nelson	Ajulo	Founder	Zwarttech
Ayomikun	Akinbodunse	Student	University of Houston
Phil	Akins	CFO	
Satya	Akula	Managing Partner/Investor	New Angel Capital, LLC
David	Akunis	General Partner	Medvest
Erteza	Alam	Managing Partner	Rave Energy
Brian	Alexander	CEO	Omina Technologies
Ahmad	Alhoraibi	Managing Director/Investor	Aurous Investments
Les	Allen	Consultant	Sanctum Federal
Joseph	Allen	CEO	Concord Medical
Monem	Alyaser	Founder	Eventix, Inc.
Dawit	Amaha	CEO	Zenwell
Taka	Amano	CEO	American Shochu Company
Tomas	Ambrasas	CEO	123swap finance
Nisar	Amin	Consultant	
Arun	Anand	Founder CEO	Electric Miles
Mark	Anthony	Founder	EverSmart City
Felicia	Arciuolo	Co-Founder	VKTRY
Agustin	Argelich	Principal Consultant	Argelich Networks MS S.L.
Margia	Arguello	Senior Manager, Business Development	Maryland Department of Commerce
Paul	Armijo	CTO	Avalanche Technology
Houman	Asefi	BDM	Cisco
Senake	Atureliya	CEO	Xcavate Robotics

Reham	Atwa	CEO	Vstep Limited
Naailah	Auladin	Project Manager	EverSmart City
Amit	Ayare		
Avi	Azulai	Founder/Managing Partner	Medvest
Kyle	Badgley	Investor	Perfect Balance Investments
Arun	Bahl	Founder CEO	Bridge AI
Bert	Baker		
Arthur	Baker	Security Officer	Live Kaya-Distributor
Anne	Balduzzi	Managing Director, E3	TEDCO
Albert	Baldwin	Founder/CEO	Alfa Omega GrafX
Clement	Banda	President	MD Laser Surgery Center
Marc	Barad	founder	API technologies
Vanessa	Barksdale	Founder	Modernist Communication Strategies
Jon	Barlow	EcoProjects Designer/Engineer	Power Alternative
Sherrae	Barlow	Founder/co-founder	ShaDale Corporate Vending
Josh	Barnes	Founder	Harbor Designs & Manufacturing
Karen	Bartoletti	Vendor Manager	NFCU
Todd	Batchelor	Partner	Cherry Bekaert LLP
Fernando	Batista	COO	InvestUSC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Tish	Bell	CEO	Hello Millionaire LLC
Tash	Benjamin	VP, Business Development	TKing Enterprises
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Ernesto	Bent	Founding Partner	Dominion Capital Partners
Jake	Berec	Analyst	Framework Venture Partners
Riza	Berkan	Founder	exClone, Inc.
Rick	Bernstein	Founder	Bernstein Solutions, Inc.
Alex	Bertha	VP	Signal Peak Ventures
Gus	Bessalel	CFO	Fugue, Inc.
Aarti	Bharakhada	Mortgage Broker	Virtuous Mortgages
Marja	Bizjak	Junior Sales Manager	Internation Investment Corporation of America
Randy	Blake	Principal	Duncaster Investments
Justin	Blanchard	COO	HedgeHog Health
Janet	Boachie	Venture Analyst	Vinaj Ventures
Vania	Bocage		
Hepsie	Bohman	Agent	New York Life
Galit	Bokobza	COO	Arminco Air, Inc.
Larry	Boodin	Agent/Angel Investor	NY Life
Dave	Boye-Doku	Sales & Business Developer	PayBox
Tiquilla	Bradford	Owner	Footprint Meats LLC
Chris	Branch	Angel Investor	
Kate	Brierley	Marketing	Propserdtx
Richard	Bristol	Founder	Bristol Advisory
Michael	Brown	Market Leader	Atlantic Union Bank
Thurman	Brown	Deputy Executive Director	Thurman Brown Consultant, Inc
Emily	Bruce	CEO & Founder	Determinism, LLC
Thomas	Btuggeman	BDR	Retrolux
Ellen	Buchanan Mundell	VP Sales	VentureCount & CohnReznick
Richard	Buckingham	Consultant	
Damien	Budnick		TBUDX LLC
Hernando	Bunuan	Managing Partner	Z2Sixty Ventures
Thomas	Burke	CFO	SafetySpect Inc.
Laura	Butler	Chair Auxiliary Board, D.C.	Hispanic Alliance for Career Enhancement
French	Caldwell	CFO	The Analyst Syndicate
Bernardita	Calinao	Founder and CEO	Walkspan, Inc.
Ignacio	Calles	CFO	
Lena	Camara	Fema Agent Contractor	Lottery System
Christian	Camarce	Patent Attorney	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
Kaitlin	Capobianco	Community & Recruitment Manager/Investor	Halcyon
Joe	Carlin	Principal	JonXeone
Doug	Carney	Program Development Manager	
Rob	Caro	Business Banker	PNC Bank
Isaac	Carp	Investment Associate	Squadra Ventures
Sue	Carr	President	Carrtech LLC
Kelly	Carrera	Sr. Associate, Finance, Contracts, Administration	Palladium
David	Carroll	Controller, Corp. Sec.	SafetySpect Inc.
Chuck	Carter	President, Philadelphia & Pittsburgh/Investor	Keiretsu Forum
John	Casey	Adjunct	George Mason University
Julia	Catuara	CFP	Catuara and Bell, Inc.
Patricia	Centarti	Chief Financial Officer	EINSTED SA
Chris	Ceresini	VP Finance & HR	Chris Chase
Mustafa	Cetin	Founding Partner	The Law Office of Mustafa Cetin

Rick	Chakra	CEO	Armada IQ
Andy	Chalonec	Founder / Consultant	Cost Caddies
HC	Chan		
Nishank	Chandra	Sr Program Manager	Elentic Technology
Shailesh	Chavan	Vice President	Veloxis Pharma
Ng Chee	Chee Yong	Technical Lead	Beez Solutions Pte Ltd
George	Chen	Principal	Nautilus Venture Partners
Chris	Chen		
Jane	Chen	Investor	Blue 9 Capital
Jessica	Chen	Researcher	MSKCC
Nelson	Chick	CAO	Foil Flyer
Joelle	Choe	CIO	JYC Group
Jonathan	Choufany	Body Language Master	Humans Decoded
Tarek	Chowdhury	CEO	Rave
Eva	Clara	Executive Coach	
William	Classen	AVP	Colliers International
Noor	Coenen		
Fred	Cohen	Member	A2E
Bob	Cohen	Business Advisor	Braintree Business Development Center
Sylvia	Cohen-Kaminsky	Director of Research	Universite Paris Saclay
Marcus	Cohn	CEO	Spectalix
Christopher	College	Managing Partner	TCP Venture Capital
Bettina	Collie	Sr Director Operations and Programming	Maryland Business Innovation Association
Matt	Collins	Venture Fellow	Early Light Ventures
Cylton	Collymore	CEO	Cylton Collymore
Robert	Colorina	Director/Angel Investor	AIAC Group
Edward Andrew	Condon	Founder	AquaDynamics
Dan	Conley	Active Angel	Angels + Life.Sci Investors NJAngels.net
Jim	Cook	GM	Cooks Outsourcing Network
Chandima	Cooray	Co-Founder	ayubo.life & Strezeffects Inc.
Radames	Cordero	CEO	MelaTech
Clive	Courtenay	Fellow	HBCUvc
Donivyn	Cruz		Boston University
Christian	Cunningham	Managing Principal	MedaVance
Larry	Cynkin	Consulting CTO	GreenBar
Massimo	D'Amico	Asset Protection Adviser	Smart Wallet
James	Daigle	Executive Director	Treefrog Accelerator
Luke	Daily	CEO	SimplyScreen
Colin	Danahy	Founder	
Leila	Daneshmandi	Founder, COO	Encapsulate
Jim	D'Arcangelo	CMO	MomentFeed
Deidre	Davidson	Paralegal	Ballard Spahr LLP
Martin	Davis	Principal	Davis Company Enterprises Inc.
Steven	Davis	Commercial Banker	Truist
Stephen	Day	CEO/Investor	Day Capital Partners
Hank	Dearden	Principal	Group 3D
Holly	DeArmond	Managing Director/Investor	Dingman Center Angels
Ashish	Deshmukh	Head BFS	Newgen
Shantanu	Dev	CEO	Examd Inc.
M	Dhillon		Witan Partners
Troy	Di Lello	CIO	Clarity Telehealth
Talabiou	Diallo		George Washington University
Djibril	Diallo	President	The Diallo Group
Jette	Dieckmann		American University
Victor	Diloreto	CEO	Blackmarker
Philipp	Dines	Medical Director and Associate Professor	UHMG/Case Western Reserve University
Bob	Dinkel	Director/Investor	RE Dinkel LLC
Randy	Domolky	Managing Director/Investor	Private Access Network
Kirk	Donovan	CEO	Terminal Lance Tactical
Lisa	Dorsey	Assistant Dir. of Network Advisors/Investor	TEDCO
Carol	Dorsey	Associate Broker	Carol Dorsey
Michael	Doyle	Managing Director	Goldin Ventures
Brian	Dunkel	Chief Revenue Officer	Clarity Telehealth
Ewa	Dunlap		
Amy	Dunn	Director Business Development	Ryan & Wetmore, PC
James	Early	Managing Partner	Tamarack Advisory
Missy	Edwards	Founder	Missy Edwards Strategies, LLC
Georgio	Efpraxias	President	Georgio Efpraxias, CPA
Howard	Eisenberg	EiR	Georgetown University
Robin	Elenga	President	RevelHMI
Craig	Elias	EiR	Bow Valley College
Medhat	Elmasry	Founder and CEO	Medhouse Drug Store, LLC
Ed	Eossotti	CFO	Quadrant Advisory

Altan	Erginkoc	PM	Mosaic DC
Maria	Ermolova	Investment Banker	Xnergy Financial
Idongesit	Essiet-Gibson	Principal	The Idyeas Group
Herb	Ezrin	CEO & President	PVM COMPANY, INC.t/a Potomac Business Group
Ahmed Rami	Fadloun	Investor Relations/Communication	Algnnet
Ramona	Fellmy	Founder	Dapp Detroit
Xue	Feng	CEO	Carina AI
Rachael	Ferm	Investor	Alumni Ventures
Ken	Fischer	CEO	Atigro
Geary	FitzPatrick	President	Target Consulting
David	Fitzpatrick	Marketing Director	Modus Create
Scott	Fox	CEO	OCSC
Lisa	Francis	MBA Student	American University
Valerie	Freeman	CEO	Imprimis Group, Inc.
Melanie	G.	Principal	ConsultiSwiss
Glen	Gaddy	Member	RHV
Thomas	Gafford	CEO	ORBITU
Robert	Gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Service, Inc.
Brady	Gallagher	Financial Advisor	Merill Lynch
William	Galle	Principal	DPS
Chris	Galloway	Principal / Investor	TRE
Nao	Gamo	Founder and CEO	NeuroSonics Medical, Inc.
Settu	Ganesh	Founder	Beamin XR
Sathish Kumar	Gangadhar	Partner	SBSS And Associates, Chartered accountants
Dave	Gans	Senior Fellow Industry Affairs	Medical Group Management Association
Elena	Gantvarg	Principal	Flint Capital
Luis	Garma	Chairman	Mobile Smart City
Xenia	Gatopoulou	Market Access, Health Economics, Research	Freelance Consultant
Harrison	Gave	Owner	Gave & Associates, LLC
Jason	Gayl	Managing Partner	Cyber Capital Partners
Walid	Ghodbane	Founder	AlphaBravo
Greg	Giammittorio	Partner/Angel Investor	Potomac Law Group
Ellie	Giles	Founder	Virtual Apprentice
Peter	Gladis	Director - Marketing Strategies	STAR Associates, Inc.
Tino	Go	CEO	Baru
Simon	Godwin	Partner	Transfirm, LLC
Seda	Goff	Senior Director, Veteran Entrepreneurs/Investor	PenFed Foundation
Robert	Goldberg	Co-Founder	Prosper Digital Therapeutics, Inc
Brett	Goldman	Executive Director Government & Strategic Affairs	VXPASS
Douglas	Goldstein	SVP Business Development	Alphyn Biologics
Jonathan	Golner	Manager/Sr. Consultant	A Better Consultant, LLC.
Laura	Gomez Cadena		University of Maryland
Melanie	Gooder	Partner Analyst	FarShore
Theresa	Gordon	CEO	Taking Time to Heal
Yuying	Gosser	Research Asisstant Professor	The City College of the CUNY
Dave	Gottschalk	Founder	Payback Digital
Daniel	Grassinger	Senior Manager Investment & Expansion	Bavarian US Offices for Economic Development
Jennifer	Gray	Founder	IAMenterprises Ltd
Tyler	Gray	Principal	Gray Street Solutions
Daniel	Greenberg	CEO	CMO-ToGo
Richard	Greene	CEO	RGA Israel & U.S. Venture Funding
Larry	Greenfield	Founder	BikeLaunch
Adam	Grill	CEO and Group President	Odyssey Group
Hillel	Gross	CEO	HI-GROSS
Vikram	Grover	CEO	FOMO CORP.
Collin	Groves	Scout	Cortado Ventures
Frank	Gruber	Co-CEO & Co-Founder	Established Ventures
John	Grzymala	CEO	Family Office Advisory Services
JT	Guerrero	Educational Consultant	Equalyx
Virginie	Guignard Legros	Founder	Regeneration Matrix
Hemant	Gujar		
Kerry	Gumas	CEO	Metacommet LLC
Fred	Gumbinner	President/Investor	Keiretsu Forum - MidAtlantic DC
Vishal	Gupta	CIO	Lexmark
Sergey	Guzev	CEO	Besteverevents
Jeff	Guzy	CEO/Investor	Colax Oil and Gas Corporation
Anshuman	Gwal	Managing Partner	BSP
Geelyn	H	Investment associate	Angel to Exit
Mark	Haas	CEO	AEG
Jim	Hadley	CEO/Founder	Tiber Solutions, LLC
Ahmed	Hailat	GM	Aiiotjo
Fizie	Haleem	Business Solutions Manager	Montgomery College
Bee	Hall	President	BeRising Ilc

Omar	Hammad	Designer	Aqwas
Chris	Hamoen	Advisor	Consulting/Investing/Advisory work
Brian	Han	Managing Director	Kairos GFN Inc.
Malcolm	Handelsman	Executive Director	Do It Right LLC
Amber	Handy	Artist	The Artistic Canvas LLC
Kiger	Hansen	President	Kiger
Michael	Hanson	Program Manager	ACTION Innovation Network
G M	Hardy	President	National Security Corporation
Tawanna	Hardy-Ventress	Small Business Coach	GO.BE.
Edgar	Harrell	President/Angel Investor	Edgar C Harrell Associates
Marty	Harrington	Founder	The Savvy Money Coach
Satyen	Harve	Chief Growth Officer	Examd
Fakhra	Hassan	CEO Elite Gems	Elite Gems
Ryan	Hawkos	Deputy Director, International Affairs	VXPASS
Claude	Hayn	CEO	AdJumps
Phil	Heifetz	CBO	Innovative Supply Solutions
Stephanie	Henderson	COO	Questers' Way
Browning	Herbert	Managing Director	Ringbolt Capital
Geelyn	Herrero	Sales Executive	Angel to Exit
Chris	Hertz	Investor	CHH
Michael	Hess	CEO	ABS Advisory Services Group, Inc.
Robert	Hinaman	Managing Principal/Investor	Pepper Run Capital
Felicia	Hinton	Founder	Sip Lodging
Joe	Hipple	CEO/Founder	F.E.A.   Strategies Group
Savannah	Hirst		Etsu
David	Hobbs	Vice President	Atlantic Union Bank
Joy	Hoffman	Project Manager	MD Technology Council
Benjamin	Hofmann	Co-Founder	EcoMingling
Douglas	Holly	Principal	Eagle Management Group
Alyse	Holstein	CEO	HPG Partners, LLC
Jackson	Hou	COO	Stealth
Carry Michael	Howell	Idea Guy	ROCKIT Industries LLC
Trevor	Hughes	BDM	PS Solutions
Shawn	Hutchinson	CEO, Founder	Universal Schedule
Sun	Hwang	Co-founder	TEAM10X
Paul	Iacovacci	CEO	Enascor Capital
Uchenna	Ibekwe	Founder	SifaCore Technology LLC & Cyberjobbers
Jeremy	Imlach	CEO	Argona Partners
Linda	Ingroia	Founder/Director	HeadStrong Branding
Joy	Intriago	Member	Association for Data and Cyber Governance
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Keith	James	CFO	Intrommune
Arnetha	James	Afterschool Program Assistant	Southwest Georgia United
Shawn	Jang	CEO	Let's Plate!
Bijal	Jani	Founder & President	Jani Consultancy, Inc.
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Demi	Jiang	CEO	Pivot Path Solutions
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Mohamoud	Jibrell	CEO	SAMA Technologies
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Ajinkya	Joshi	Founder	UniSocial
William	Kaafarani	CEO	MenaCare
Nipunika	Kabadi	Founder	InnovTechies LLC
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Logan	Larsen		Pax Momentum
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Ted	Smith	Wealth Advisor	Next Capital Management
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Mike	Smith	Strategic Partnerships	Wolters Kluwer
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Joseph	Weaver	CEO	Global Design, Inc
Arnold	Webster	CEO	CRISP LLC
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Kristin	Whalen	Senior Business Banker	Capital One
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Andre	White	Founder	Renovation Productions
Shaquania	White	Founder	Lander Zander Treats
Ian	White	Agile Coach	Daft and Spurious Gaming
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Bo	Yang	Venture Partner	VU Venture Partner
Johnny	Yang	Mentor	MIT
George	Yannaras	Investor	GA and Associates, LLC
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F. Elusio	Zafar Alcalde	CEO	TAXMAP
Katie	Zandbergen	Community Relations	Rose Park Advisors
Juan	Zarco	Partner	SVVG Partners
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Yuxiang	Zhang	Co-CEO	Universal Height
Serge	Znu	Founder	X3EM
Raymond	Zoeller	CEO	Zoeller Associates
Nikolay	Zotenko	Founder	UrDoc
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John	Zuknick	Director, Economic Development	University of Maryland
Mahesh		Regional Head	NFX Digital

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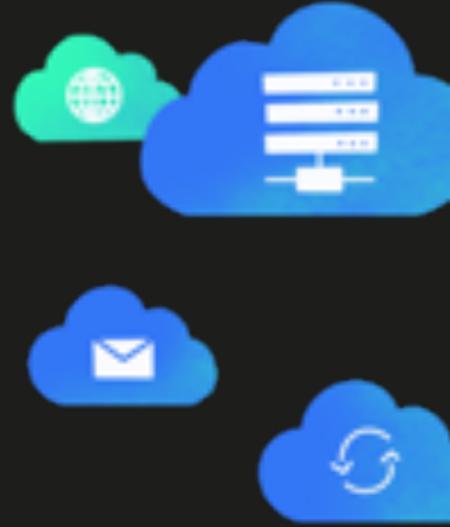
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<b>Sept. 30</b>	<b>Oct. 28</b>	<b>Nov. 23</b>
<b>Dec. 21</b>	<b>Jan. 27</b> 2022	<b>Feb. 24</b> 2022
<b>Mar. 31</b> 2022	<b>Apr. 28</b> 2022	<b>May 26</b> 2022
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