



CELEBRATING OUR 10TH YEAR!

# PROGRAM BOOK

DECEMBER 4, 2024

**Renaissance Baltimore  
Harborplace Hotel**

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INNOVATION TO  
MARKET  
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**02** A Letter From Our CEO

---

**06** Agenda

---

**47** Sponsors

---

**48** Event Floorplan

---

**52** Exhibitors A-Z

---

**76** Meet Our Team

---

# CONTENTS

# A LETTER FROM OUR CEO

Dear Expo Attendees,

Welcome to TEDCO's 10th Entrepreneur Expo! After five years, it's a thrill to be back together with Maryland's vibrant entrepreneurial community, and I couldn't be more excited to kick off this year's Expo with each of you. We have an exceptional day planned, and I'm proud to welcome you to TEDCO's premier event for innovation, collaboration, and growth here in the heart of Baltimore.

This year, hundreds of the region's top entrepreneurs, business owners, investors, and leaders have gathered here at the Renaissance Baltimore Harborplace Hotel to celebrate the power of entrepreneurship and the vital role it plays in our state's economy and beyond. Our event is packed with workshops, roundtables, exhibits, pitch competitions, and more, all designed to foster the connections, knowledge-sharing, and inspiration essential to building a strong, inclusive innovation ecosystem.

Today's Expo is structured to provide unique opportunities for entrepreneurs at every stage of their journey. Our full-day agenda features sessions and discussions led by over 100 speakers and over 80 exhibitors—all eager to support, share, and uplift our community. Whether you're here to learn, network, or showcase your latest venture, the Expo offers countless ways to connect and grow.



*Welcome to TEDCO's 10th  
Entrepreneur Expo!*

We're also deeply honored to announce that Governor Moore will be joining us during the lunch session to deliver remarks. His vision for Maryland and support of our entrepreneurial ecosystem underscores the importance of today's event, and we're excited for him to share his insights on fostering inclusive growth and innovation across the state.

A special thanks goes out to this year's top sponsors—Maryland Department of Commerce, MEDCO, NEXT, My Next Raise, and ETC—who have been instrumental in bringing this Expo to life. We're deeply grateful for their support, which has allowed us to bring so many invaluable resources to Maryland's entrepreneurial community today.

To add to the excitement, we're thrilled to host the Emerge DMV HBCU Pitch Competition & Showcase and the Concept Capital Pitch Competition where there is \$125,000 in total funding is up for grabs. Both events present an incredible chance for some of our most promising entrepreneurs to showcase their ideas and gain critical support.

I'm honored to be moderating not one but two dynamic keynote sessions at this year's Expo. In the morning, I'll be joined by an esteemed panel, including R. Andrew ("Andy") Bauer, Vice President and Regional Executive of the Federal Reserve Bank of Richmond and Joe Durham, Market President at Fulton Bank. Along with welcoming remarks provided by Ellen Flowers-Fields, Vice President for Continuing Education & Workforce Development at the College of Southern Maryland (CSM) and TEDCO's Chair of the Board; and Bill Tompkins, President and CEO of the Montgomery County Economic Development Corporation. Together, we'll delve into the evolving role of workforce development and economic strategies to support Maryland's growth.

Later, I'll lead a discussion with Secretary Kevin Anderson from the Maryland Department of Commerce, Shelonda Stokes from the Downtown Partnership of Baltimore, and Tom Sadowski from the Maryland Economic Development Corporation (MEDCO). Along with remarks provided by Richard Griffin, Director of Economic Development for The City of Frederick. This session will explore the powerful intersection of technology, economic growth, and entrepreneurship that is shaping Maryland's future.

Our mission at TEDCO has always been to build an inclusive, supportive environment for Maryland's entrepreneurs. This Expo is a testament to that mission, providing a place where seasoned founders and new entrepreneurs alike can come together, share insights, and help each other grow. Thank you to each of our speakers, sponsors, TEDCO staff, and most importantly, to our attendees—for making today possible.

Let's celebrate the entrepreneurial spirit that fuels innovation and growth here in Maryland. I look forward to seeing the connections you make, the ideas you share, and the ventures that will undoubtedly flourish from today's event.

Enjoy your day at TEDCO's 10th Entrepreneur Expo, and here's to many more years of success and collaboration ahead!

*Stay safe, sane, healthy and blessed,*



**Troy A. LeMaile-Stovall**  
CEO, TEDCO

# MIX & MINGLE

## TEDCO'S

# ENTREPRENEUR EXPO

# RECEPTION

5:00 PM - 7:00 PM | EXHIBIT HALL



TEDCO

LEADING INNOVATION TO MARKET



Be on the lookout for a **special appearance** from **Maryland Governor Wes Moore** during the Lunch Keynote Discussion!

## **Governor Wes Moore** State of Maryland



5






Wes Moore is the 63rd Governor of Maryland. He is the first Black governor in the state's 246-year history and just the third African American elected governor in the history of the United States.

Moore's life and career have been defined by service. Before entering elected office, he was the CEO of the Robin Hood Foundation, built and ran a small business that helped underserved students navigate college, and led soldiers in combat in Afghanistan as a Captain in the U.S. Army.

In 2010, Moore wrote "The Other Wes Moore," a story about the fragile nature of opportunity in America, which became a New York Times bestseller. He went on to write other best-selling books that reflect on issues of race, equity, and opportunity.

Moore is a graduate of Valley Forge Military Academy and College, Johns Hopkins University, and Wolfson College, Oxford, where he studied as a Rhodes Scholar. Moore and his wife Dawn have two children: Mia and James.

# AGENDA AT A GLANCE

7:00 AM - 8:00 AM	Exhibitor Registration & Set-up				
8:00 AM - 8:30 AM	Attendee Registration & Networking — Complimentary Breakfast				
8:30 AM - 9:30 AM	<b>Keynote Session (Baltimore Ballroom)</b> <b>SPEAKERS:</b> R. Andrew (“Andy”) Bauer, Federal Reserve Bank of Richmond Joe Durham, Fulton Bank <b>Moderator:</b> Troy LeMaile-Stovall, TEDCO <b>Remarks:</b> Ellen Flowers-Fields, College of Southern Maryland, and TEDCO Board Chair Richard Griffin, The City of Frederick: Department of Economic Development				
TRACK					
	LEADING INNOVATION TO MARKET	CULTIVATING THE ECOSYSTEM OF TOMORROW	FORGING MARYLAND'S TECH FRONTIER	SCALING INNOVATION BEYOND BORDERS	FAST TRACK TO FEDERAL RESOURCES
ROOM	Watertable A/B	Watertable C	Homeland	Federal Hill	Mt. Washington
9:45 AM - 10:45 AM	Attracting Investors: Selling the Vision, then Delivering Results	Ecosystem Building - How to Build Entrepreneur-Friendly Ecosystems	Demos, Prototypes & MVPs (Oh My!) - Make It Before You Fake It	FDA Modernization: Opportunities for Patient Impact and Economic Development	BRIDGEing the Gap with Legal, Accounting, and Financial Technical Assistance
10:45 AM - 11:00 AM	NETWORKING BREAK / EXHIBIT HALL (Maryland Ballroom)				
11:00 AM - 12:00 PM	From Founding to Funding and Beyond: Why You Are Your Company's Biggest Investor	Regional Approach to Entrepreneurship “When Innovation isn’t Enough”	Cyber, AI, Quantum: No Place But Maryland	Beyond Borders: Immigrant Innovators Shaping Maryland’s Tech Future	Navigating SBIR/ STTR: From Application to Commercialization

6



**LUNCH - GRAB A BOX! EXPAND YOUR CIRCLE**

**Keynote Session (*Baltimore Ballroom*)**

**SPEAKERS:**

Secretary Kevin Anderson,  
Maryland Department  
of Commerce

Tom Sadowski, MEDCO

Shelonda Stokes, Downtown  
Partnership of Baltimore

**Moderator:**

Troy LeMaile-Stovall, TEDCO

**Remarks:**

Bill Tompkins, Montgomery  
County Economic Development  
Corporation - Maryland

**Special Appearance:**

Governor Wes Moore  
State of Maryland

12:00 PM - 1:30 PM

1:30 PM - 2:30 PM

Unlocking  
Capital Pathways  
for Women  
Entrepreneurs

Breaking  
Barriers and  
Building Futures:  
The Evolution  
of Women  
Entrepreneurs  
in Maryland

Building a  
Pipeline to Protect  
Our Digital  
Infrastructure:  
The Cyber  
Maryland Program  
and its Evolution

Bootstrapping  
Deep Tech:  
Advancing Your  
Technology in a  
Capital-Uncertain  
Environment

Your First Steps  
to Revenue in  
Government  
Contracting

2:30 PM - 2:45 PM

**NETWORKING BREAK / EXHIBIT HALL (*Maryland Ballroom*)**

2:45 PM - 3:45 PM

Raising Capital  
from Angels and  
Family Offices

Unlocking  
the Future:  
Overcoming  
Challenges  
and Seizing  
Opportunities in  
Commercializing  
Regenerative  
Medicine  
Technologies

Emerge DMV  
HBCU Pitch  
Competition &  
Showcase

Strategies to  
Drive Regional  
Technology-based  
Entrepreneurship  
and Economic  
Development

From Lab to  
Market: Unlocking  
Innovation  
Through Federal  
Lab Partnerships

3:45 PM - 4:00 PM

**NETWORKING BREAK / EXHIBIT HALL (*Maryland Ballroom*)**

4:00 PM - 5:00 PM

Concept Capital  
Pitch Competition

Advancing  
Regenerative  
Medicine:  
FDA's Role in  
Accelerating  
Approvals for  
Innovative  
therapies

2025 Policy &  
Budget Outlooks  
- Maryland's  
Innovation  
Ecosystem  
& Economic  
Competitiveness

Leading from  
Within: The Power  
of Mind Mastery in  
Entrepreneurship,  
Innovation,  
Leadership, and  
Life

5:00 PM - 7:00 PM

**ENTREPRENEUR EXPO RECEPTION (*Exhibit Hall*)**

Made possible by our Presenting Sponsor:



**TEDCO'S 2024 Entrepreneur Expo**  
made possible thanks to **TEDCO's Secret Sauce**



**Tammi Thomas**

Chief Development & Marketing Officer



**Cassy Haber**

Director, Development & Marketing



**DeJonna Farrar**

Digital Marketing Coordinator



**Rachael Kalinyak**

Assistant Director, Development & Marketing



**Lauren Knights**

Grant Writer & Development Specialist



**Brittney Jackson**

Marketing Communications Specialist

# GET SOCIAL!

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**@THEENTREPEXPO**



## Empowering Baltimore's Innovators

ETC's mission is to connect Baltimore's startups and tech entrepreneurs to the technology, capital, talent, and community they need to succeed.

Whether you're a tech entrepreneur, a partner, or an investor, let's work together to create a vibrant and inclusive tech ecosystem in Baltimore.

Connect.  
Fund.  
Amplify.

Visit us at  
[etcbaltimore.com](http://etcbaltimore.com)

Follow us on LinkedIn!



# GIVEAWAYS

YOU MUST BE PRESENT TO WIN!

Make sure you attend both Keynotes and the Evening Reception! During each event, you will have the chance to win unique giveaways from:

- Orioles
- NiHao Restaurant
- Black Eyed Susan Gift Basket
- *And More...*

PRESENTER



**GEYSSEL GONZALEZ**



## TEDCO's Entrepreneur Expo to Host the "Concept Capital Pitch Competition"

*TEDCO's Entrepreneur Expo will offer entrepreneurs the chance to pitch their innovations and receive live feedback from experts*

Showcasing innovation and entrepreneurship, the groundbreaking "Concept Capital Pitch Competition" will be the premier of TEDCO's new Concept Capital program. The program was created to provide critical early-stage funding for tech companies led by underrepresented and socioeconomically disadvantaged founders, especially those who qualify under the Socially and Economically Disadvantaged Individuals (SEDI) criteria.

To mark the launch of this uniquely impactful program, founders and entrepreneurs will have the opportunity to pitch their innovative business to a panel of experts. The five companies pitching will receive a \$25,000 investment as part of the program's pilot and were chosen from candidates who applied for the organization's *Rural Pre-Seed Fund* and the *Social Impact Fund*; the competition winner will receive an additional \$25,000 investment. By offering these entrepreneurs access to up to \$50,000 in funding, the program addresses a major gap in early-stage capital, helping founders turn innovative ideas into scalable businesses.

A panel of esteemed judges, renowned for their expertise in technology and venture capital, will evaluate the pitches. Meet the judges:

- **Lisa Friedlander**, NEXT /My NEXT Raise
- **Bill Collier**, Noblis Ventures
- **Maurice X. Boissiere**, DataTribe
- **LaToya Staten**, Fearless Institute
- **Mike Ravenscroft**, University System of Maryland Momentum Fund

From healthcare to cyber, TEDCO's Entrepreneur Expo is the place to see all that Maryland has to offer. The day is jam-packed full of workshops, roundtable discussions, exhibiting companies and pitches, opening up great opportunities for entrepreneurs to network, learn, and be inspired.

"This is more than just a competition; it's a launchpad for the future of innovation, giving these entrepreneurs an opportunity to secure essential funding," said *Graham Dodge*, vice president of TEDCO's Venture Development. "We're excited to showcase the groundbreaking solutions these innovators are developing and give them a platform to access the resources they need to bring their ideas to life."



**Lisa Friedlander**  
NEXT/My NEXT Raise



**Bill Collier**  
Noblis Ventures



**Maurice X. Boissiere**  
DataTribe



**LaToya Staten**  
Fearless Institute



**Mike Ravenscroft**  
University System of Maryland  
Momentum Fund

# FULL AGENDA



**8:30 AM - 9:30 AM**  
**KEYNOTE SESSION**  
*Baltimore Ballroom*

**KEYNOTE SPEAKER**



**R. Andrew ("Andy") Bauer**  
Federal Reserve Bank  
of Richmond

**KEYNOTE SPEAKER**



**Joe Durham**  
Fulton Bank

**MODERATOR**



**Troy LeMaile-Stovall**  
TEDCO

**REMARKS**



**Ellen Flowers-Fields**  
College of Southern Maryland,  
and TEDCO Board Chair

**REMARKS**



**Richard Griffin**  
The City of Frederick: Department  
of Economic Development



**9:45 AM - 10:45 AM**

## **ATTRACTING INVESTORS: SELLING THE VISION, THEN DELIVERING RESULTS**

*Watertable A/B*



**Shalanda Armstrong**  
100KM Ventures



**Emily McMahan**  
AIN Ventures



**Chris Eng**  
Sands Capital



*MODERATOR*

**Avanti Shetye**  
TEDCO

12

In today's competitive business landscape, securing investment is not just about having a great idea—it's about effectively selling your vision and demonstrating the potential for long-term success. This panel discussion brings together experienced entrepreneurs, investors, and industry leaders to explore how to craft compelling pitches that resonate with investors and, crucially, how to follow through by delivering measurable results.

**Key topics will include:**

1. *Building a narrative that excites and aligns with investor goals.*
2. *Strategies for demonstrating market potential and scalability.*
3. *Navigating investor expectations from funding to execution.*
4. *Maintaining strong relationships with investors through transparency and performance.*



**9:45 AM - 10:45 AM**

## **ECOSYSTEM BUILDING - HOW TO BUILD ENTREPRENEUR-FRIENDLY ECOSYSTEMS**

*Watertable C*



**Michael Binko**

STRT1UP Ventures,  
Startup Maryland



**Seema Alexander**

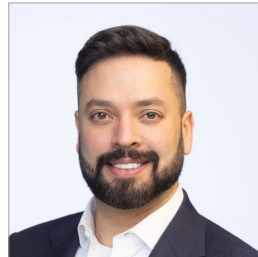
Virgent AI



**Robbin Lee**

UpSurge Baltimore

### **MODERATOR**



**Ernesto Chanona**

CSSi LifeSciences



**Isabel Wen**

TEDCO

13

Hear from statewide and regional thought leaders as they share personal stories of building thriving ecosystems for entrepreneurs. This session will explore the challenges they've faced, the innovative solutions they've discovered, and the real-world impact on their communities. Through engaging storytelling, you'll gain valuable insights and inspiration to support entrepreneurs in your own ecosystem. Bring your questions for an interactive Q&A session to deepen the conversation.



**9:45 AM - 10:45 AM**

## **DEMOS, PROTOTYPES & MVPs (OH MY!) - MAKE IT BEFORE YOU FAKE IT**

*Homeland*



**Sue Carr**  
CarrTech Corp



**Bryan Bourdeau**  
Dave & Patsy Rommel Center for  
Entrepreneurship (Salisbury University)

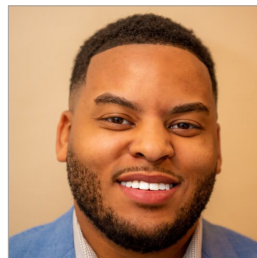


**Cyrus Etemad-Moghadam**  
RPM Tech

**MODERATOR**



**Arion Long**  
Femly



**Justin Ferguson**  
TEDCO

Join us for an interactive session focused on the strategy behind building Demos, Prototypes, MVPs, and Proof of Concepts for early-stage startups. This event will help you differentiate between these critical tools, understand when each is needed, and how customer discovery shapes your feature set. We'll guide you through the process of deciding who should build it - whether it's leveraging your skills, community resources, or external support - how to find them, and what to expect in the development process. By the end, you'll know how these tools can help you connect with your customers and investors, iterate effectively, and move closer to product validation.





**9:45 AM - 10:45 AM**

## **FDA MODERNIZATION: OPPORTUNITIES FOR PATIENT IMPACT AND ECONOMIC DEVELOPMENT**

*Federal Hill*



**Maaike Everts**

Critical Path Institute



**Winston Kirton**

BakerHostetler



**Rodney Rouse**

US Food and Drug Administration (FDA),  
Center for Drug Evaluation  
and Research (CDER)



*MODERATOR*

**Abi Kulshreshtha**

TEDCO

Each new drug requires over 15 years and \$2 billion to bring from the earliest stages of research to ultimate approval for use in patients. New tools, including AI models for drug discovery, bioprinting of organoids, and organs-on-a-chip hold the promise of reducing this cost and timeline, but have not yet been integrated into the regulatory pathway for medical products. The FDA Modernization Act of 2022 opened the door to the use of cutting-edge platforms in clinical and nonclinical development, providing a generational opportunity for innovators and ecosystem builders alike. Join panelists as they discuss the patient impact and economic development opportunities available via FDA Modernization, and announce a flagship new initiative to establish Maryland as a leader in the space.



**9:45 AM - 10:45 AM**

**BRIDGEING THE GAP WITH LEGAL, ACCOUNTING,  
AND FINANCIAL TECHNICAL ASSISTANCE**

*Mt. Washington*



**Graham Dodge**  
TEDCO



**Lilian Lowrey**  
U.S. Department  
of the Treasury



**Lora Brown**  
Maryland Small Business  
Development Center (UMD)

**MODERATOR**



**Shara L. Boonshaft**  
University of Maryland Francis  
King Carey School of Law



**Stephen Auvil**  
TEDCO

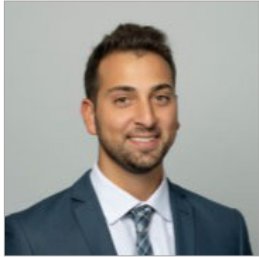
With a grant from the U.S. Department of Treasury, TEDCO and partners from MD, DC, DE, and VA will launch the Business Resource Information, Development, & Guidance Ecosystem (BRIDGE) program. This multi-state program was developed to assist socially and economically disadvantaged individual (SEDI)-owned businesses and Very Small Businesses (VSBs) in accessing capital, including funds from the SSBCI Capital Program and federal funding opportunities resulting from the Bipartisan Infrastructure Law, CHIPS and Science Act, and the Inflation Reduction Act. In this session, we'll bring partners together to discuss different aspects of BRIDGE and how to access support. Stephen Auvil, TEDCO's Chief Federal Engagement Officer, will lead a panel discussion with partners from the Department of Treasury, the Maryland SBDC, and the University of MD, Baltimore Carey School of Law.



**11:00 AM - 12:00 PM**

**FROM FOUNDING TO FUNDING AND BEYOND:  
WHY YOU ARE YOUR COMPANY'S BIGGEST INVESTOR**

*Watertable A/B*



**Justin Amoyal**  
Impruvon Health



**Mustafa Al-Adhami**  
Astek Diagnostics Inc.



**Tracye Turner**  
Revelo Software



**Teddy Gresser**  
TEDCO

*MODERATOR*

Entrepreneurs often invest significant time, energy, and resources into their ventures. Passion drives innovation but recognizing this personal stake can motivate entrepreneurs to be more committed, make thoughtful decisions, and achieve their definition of success. As primary investors, entrepreneurs should maintain a long-term perspective. Their vision and values directly shape the company's direction and culture.



**11:00 AM - 12:00 PM**

**REGIONAL APPROACH TO ENTREPRENEURSHIP  
"WHEN INNOVATION ISN'T ENOUGH"**

*Watertable C*



**Rachel Rath**

Johnson & Johnson  
Innovation - JLABS



**Kolaleh Eskandanian**

Children's National  
Hospital



**Katrina Holland**

MedTech Color



*MODERATOR*

**Arti Santhanam**

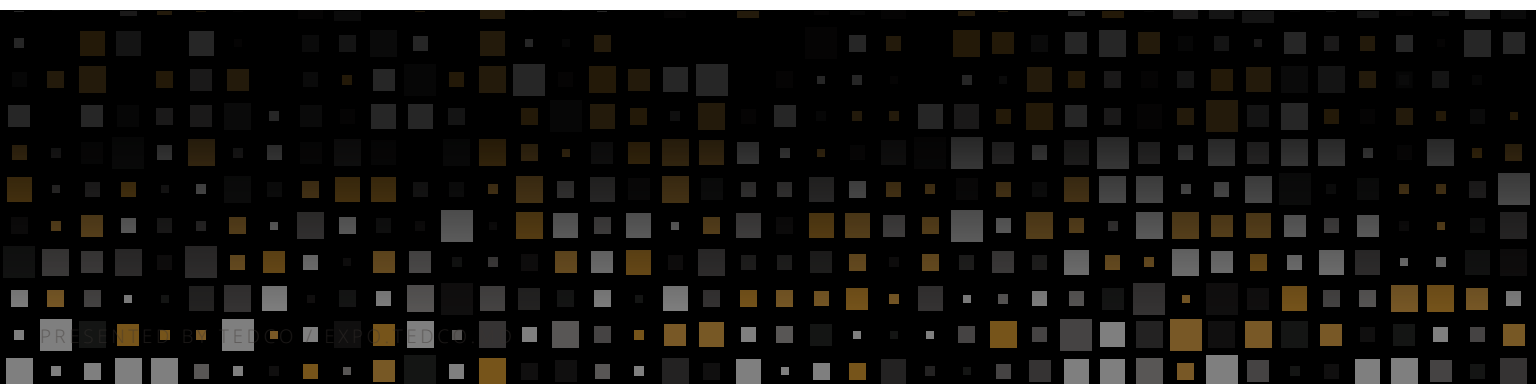
ETC Baltimore

18

A frank conversation on the changing innovation landscape, specifically in Life Sciences, post a global pandemic.

What are the ongoing challenges and new opportunities and how is our regional ecosystem adapting to this new reality.

*THANKS TO OUR SPONSOR*





**11:00 AM - 12:00 PM**

## **CYBER, AI, QUANTUM: NO PLACE BUT MARYLAND**

*Homeland*



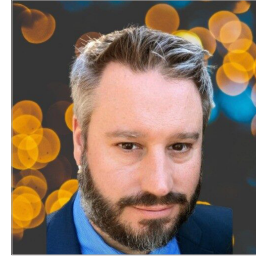
**Bob Ackerman**

Allegis Cyber Capital



**Gregg Smith**

Technology Advancement  
Center (TAC)



**Greg Rogers**

State of Maryland



*MODERATOR*

**Troy LeMaile-Stovall**

TEDCO

Three leaders will embark on an enlightening discussion about the convergence of cybersecurity, AI, and quantum computing. As innovation continues to accelerate in these areas, the panelists will share their insights on the commercialization, research, and policy that Maryland can pursue to drive economic growth for the state.



**11:00 AM - 12:00 PM**

## **BEYOND BORDERS: IMMIGRANT INNOVATORS SHAPING MARYLAND'S TECH FUTURE**

*Federal Hill*



**Kobby Osei-Kusi**

The Pirl



**Derese Getnet**

Simmbion, LLC



**Andrea Pais**

Novel Microdevices, Inc.



*MODERATOR*

**Karen Zuccardi**

TEDCO

20

This panel brings together a diverse group of immigrant entrepreneurs transforming Maryland's tech landscape. Join us as they share their unique journeys, from overcoming challenges and surprises to achieving success. This dynamic discussion will delve into both the entrepreneurial and personal aspects of their experiences, offering insights into the impact of immigrant innovation in shaping the future of Maryland's tech ecosystem. Discover the stories of resilience, creativity, and global perspectives driving local growth.



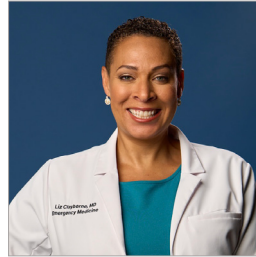
**11:00 AM - 12:00 PM**

## **NAVIGATING SBIR/STTR: FROM APPLICATION TO COMMERCIALIZATION**

*Mt. Washington*



**Henry Ahn**  
National Science  
Foundation



**Elizabeth Clayborne**  
NasaClip



**Jack Miner**  
TEDCO



**Edmund Pendleton**  
Mid-Atlantic I-Corps Hub Lead Instructor  
and NSF I-Corps Instructor



**Kim Mozingo**  
TEDCO

*MODERATOR*

21

Join a dynamic panel of experts as they discuss the full lifecycle of SBIR/STTR funding—from securing the award to achieving successful commercialization. This session features a successful SBIR/STTR awardee, a federal program manager, an investor experienced in supporting SBIR-funded startups, and a commercialization expert who will offer insights into overcoming the challenges of transitioning from research to market. Learn how to leverage the Technical and Business Assistance (TABAs) program, attract private investment, and maximize your SBIR/STTR opportunity. Attendees will leave with actionable strategies and resources for taking their innovations to the next level.



## TEDCO Announces 2024 Entrepreneur Expo to Host HBCU Pitch Competition

*TEDCO's Expo will offer a chance for student entrepreneurs to pitch their innovations and receive live feedback from experts*

Maryland's innovation ecosystem is continually growing and changing as new entrepreneurial spirits come to the stage. To encourage this growth, TEDCO is delighted to present the "Emerge DMV HBCU Pitch Competition and Showcase."

"We are thrilled to provide a platform for HBCU students to shine," said Shannon Collins, co-founder of Lightwork Enterprise. "This event is not just about competition; it's about fostering innovation and supporting the next wave of tech leaders who will make a significant impact in our communities."

The dynamic showcase will feature several innovative students from Historically Black Colleges and Universities (HBCU) in the Washington, D.C., Virginia and Maryland region as they pitch their solutions and compete for the title of 2024 Emerge HBCU Innovator of the Year, along with a prize that will support their company's progress. The first-place winner of the competition will be awarded \$5,000, the second-place winner will receive \$1,500 and for third place the winner will get \$500.

Himalaya Rao, managing director of the BFM Fund, emphasized the importance of this initiative: "We fundamentally believe that entrepreneurship can be a successful pathway to economic development and economic empowerment -- especially for communities of color. We built this initiative to support the spirit of genius and innovation that is so present across the HBCU ecosystem. Our goal is to facilitate the next generation of inventors and leaders who will solve the most pressing challenges of our future."

"We are thrilled to support the next generation of innovators emerging from HBCUs," said Troy LeMaile-Stovall, CEO of TEDCO. "The unfortunate reality is that these entrepreneurs are often overlooked, which not only does them a disservice but also hinders the growth of the entire ecosystem. As such, this competition is about more than just showcasing talent—it's about creating real opportunities for these bright minds to drive meaningful change in their communities and beyond. We can't wait to hear from the inspiring innovators who will help build tomorrow's ecosystem."







**12:15 PM 1:15 PM**  
**KEYNOTE SESSION**  
*Baltimore Ballroom*

**SPEAKER**



**Secretary Kevin Anderson**  
 Maryland Department of  
 Commerce

**SPEAKER**



**Tom Sadowski**  
 Maryland Economic Development  
 Corporation (MEDCO)

**SPEAKER**



**Shelonda Stokes**  
 Downtown Partnership  
 of Baltimore

**MODERATOR**



**Troy LeMaile-Stovall**  
 TEDCO

**REMARKS**



**Bill Tompkins**  
 Montgomery County Economic  
 Development Corporation - Maryland

**SPECIAL APPEARANCE**



**Governor Wes Moore**  
 State of Maryland

In today's world, technology is reshaping the landscape of economic growth, inclusion, and entrepreneurship. This session will dive into how the intersection of these forces creates powerful opportunities for innovation that can drive real, inclusive progress. We'll explore how technology can fuel economic expansion while opening doors for broader participation in the entrepreneurial space.



**1:30 PM - 2:30 PM**

## **UNLOCKING CAPITAL PATHWAYS FOR WOMEN ENTREPRENEURS**

*Watertable A/B*



**Elaine Hayes**  
KaloCyte, Inc.



**Carol Espy-Wilson**  
OmniSpeech, LLC



**Elise Whang**  
LePrix Inc.

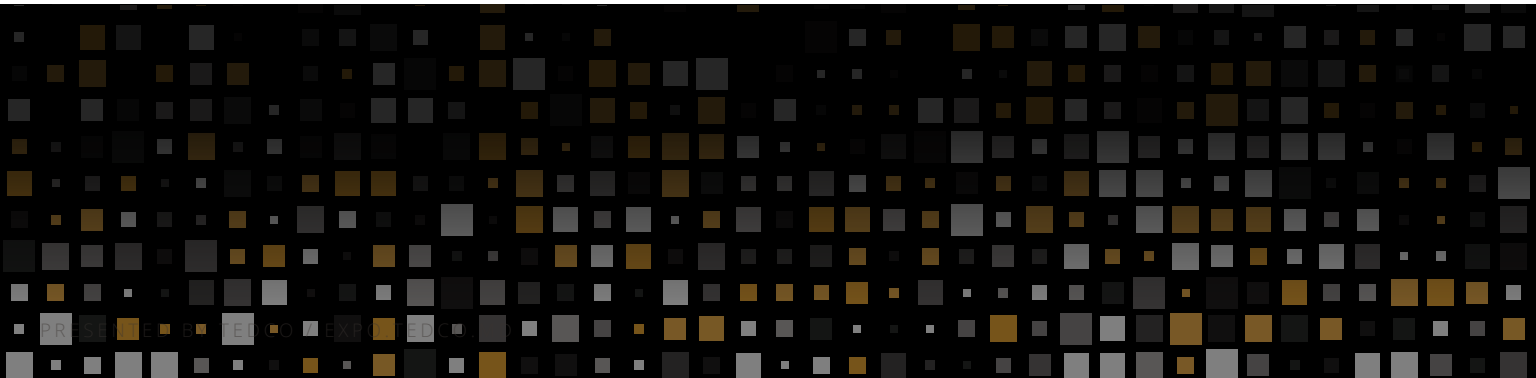


**Katherine Hill Ritchie**  
TEDCO

**MODERATOR**

24

Women receive 2% of venture funding. What are other investor types to reach out to? What do female entrepreneurs have to do to attract capital?





**1:30 PM - 2:30 PM**

## **BREAKING BARRIERS AND BUILDING FUTURES: THE EVOLUTION OF WOMEN ENTREPRENEURS IN MARYLAND**

*Watertable C*



**Jasmine A. Clemons**

Maryland Board of  
Public Works



**Martha Jimenez**

Maryland Women's  
Business Center



**Samantha Scott**

JuneBrain Inc.



**MODERATOR**

**Tammira Lucas**

TEDCO

**25**

Join an insightful panel of seasoned investors, pioneering founders, and influential ecosystem builders as they explore the dynamic growth of women-led entrepreneurship in Maryland. This discussion will delve into the unique challenges and opportunities women face in the business landscape, the role of access to capital, and the essential support systems needed for sustained success. Our experts will share real-life stories, strategies for scaling, and actionable advice on how to drive innovation and inclusivity, fostering a thriving entrepreneurial ecosystem for women across the state.



**1:30 PM - 2:30 PM**

## **BUILDING A PIPELINE TO PROTECT OUR DIGITAL INFRASTRUCTURE: THE CYBER MARYLAND PROGRAM AND ITS EVOLUTION**

*Homeland*



**Roger Austin**

Boston Consulting Group



**Shuana Davis**

Maryland Governor's Workforce  
Development Board



**Secretary Portia Wu**

Maryland Department  
of Labor

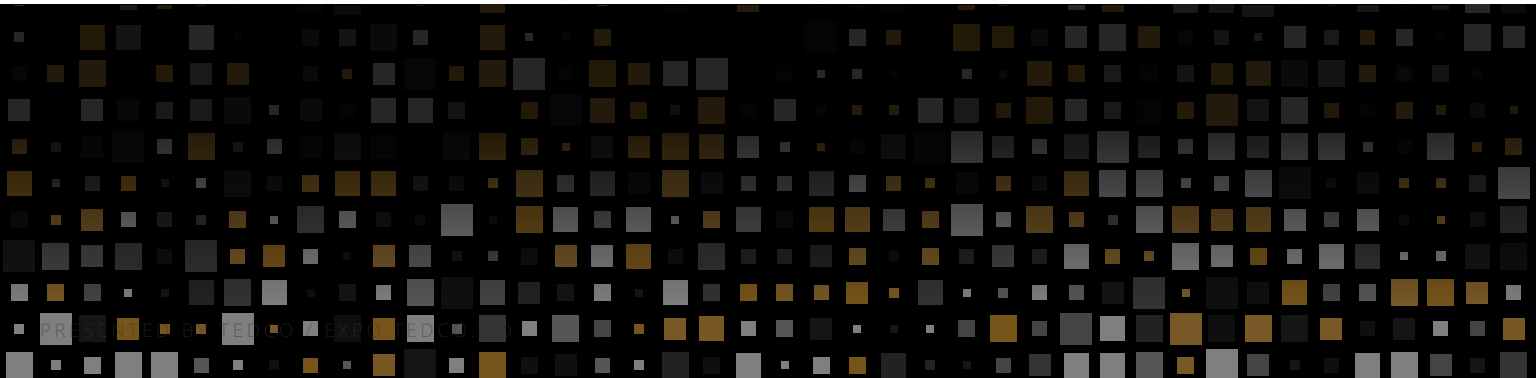
**MODERATOR**



**Alex Choi**

TEDCO

More and more of our data is transferred through our digital networks every day, but do we have the workforce we need to keep our information safe and secure? In this session, our panelist will discuss the Cyber Maryland Program, its evolution, and how the state is working together to build a resilient cybersecurity workforce pipeline.





**1:30 PM - 2:30 PM**

## **BOOTSTRAPPING DEEP TECH: ADVANCING YOUR TECHNOLOGY IN A CAPITAL-UNCERTAIN ENVIRONMENT**

*Federal Hill*



**Tayo Sanders II**

CytoTronics



**Steven Ferguson**

NIH Office of Technology  
Transfer



**Milad Alucozai**

Revalia Bio



*MODERATOR*

**Abi Kulshreshtha**

TEDCO

While venture investment has recovered from its 2023 lows, “deep tech” innovators still face challenges in raising capital for research & development with long commercialization horizons. However, investors and innovators alike are identifying unconventional pathways to “bootstrap” deep tech innovations through innovative company structures, emergent regional funding sources, and public-private partnerships.



**1:30 PM - 2:30 PM**

## **YOUR FIRST STEPS TO REVENUE IN GOVERNMENT CONTRACTING**

*Mt. Washington*



**Olessia Smotrova Taylor**

OST Global Solutions

Ready to take your technology business to the next level by securing your first government contract? This instructional session will provide businesses with the foundational tools and guidance needed to break into government contracting and generate initial revenue. You'll learn how to navigate the complexities of government contracting, identify the right opportunities, and build a winning strategy. Plus, we'll explore how TEDCO's Programs and the BRIDGE Proposal Lab can support your journey into this lucrative space by offering critical resources. Leading this session is Olessia Smotrova, Chief Strategy Officer of the GovCon Incubator and Fellow of the Association of Proposal Management Professionals (APMP), who has helped companies secure over \$27 billion in federal contracts and grants. Don't miss this opportunity to learn from a seasoned expert and position your business for success in government contracting.



**2:45 PM - 3:45 PM**

## **RAISING CAPITAL FROM ANGELS AND FAMILY OFFICES**

*Watertable A/B*



**Browning Herbert**  
Ringbolt Capital



**Manpreet Singh**  
Singh Capital Partners



**Matt Gittleman**  
JHH vc



**Matthew Hanson**  
PAX Momentum



**Deborah Hemingway**  
Ephora Capital



**Jean-Luc Park**  
TEDCO

*MODERATOR*

29

Investing in a world of angels and family offices, one size does not fit all. Each investor is unique, requiring a tailored approach to engagement. This session will explore the diverse preferences and criteria of our panelists, who will share insights on what they seek in entrepreneurial ventures. Attendees will learn effective strategies for understanding and appealing to individual investors, ensuring they are well-equipped to connect with the right funding sources. Join us for a dynamic discussion that emphasizes the importance of customization in the fundraising process.



**2:45 PM - 3:45 PM**

**UNLOCKING THE FUTURE: OVERCOMING CHALLENGES AND SEIZING OPPORTUNITIES IN COMMERCIALIZING REGENERATIVE MEDICINE TECHNOLOGIES**

*Watertable C*



**Jon Rowley**  
RoosterBio



**Patrick Hanley**  
Children's National  
Hospital



**Brock Reeve**  
Eos BioInnovation

*MODERATOR*



**Matthew Cimino**  
Maryland Department of  
Commerce



**Mo Heideran**  
Cellx Inc. Consulting



**Ruchika Nijhara**  
MSCRF, TEDCO

The field of regenerative medicine holds immense promise for transforming patient care, but the journey from scientific discovery to clinical application is fraught with complex challenges. This session will provide an in-depth overview of the current landscape in regenerative medicine and stem cell technologies, focusing on the critical steps required to commercialize these innovative solutions.

A panel of experts will discuss the key hurdles in translating breakthroughs from bench to bedside, including scientific barriers, securing funding, navigating regulatory pathways, and overcoming manufacturing constraints. Attendees will gain valuable insights into overcoming these challenges and learn about the opportunities that exist in the field today to bring transformative therapies to market. This session is designed to equip innovators, entrepreneurs, and researchers with practical strategies for successfully advancing their technologies to benefit patients and revolutionize healthcare. Join us as we explore how to unlock the future of regenerative medicine by turning challenges into opportunities.





**2:45 PM - 3:45 PM**

**EMERGE DMV HBCU PITCH COMPETITION & SHOWCASE**

*Homeland*

*JUDGE*



**Malcolm Tyson**  
TEDCO

*JUDGE*



**LaKisha Greenwade**  
Wearable Tech Ventures

*JUDGE*



**Onyema Osuagwu**  
BioNanoTech

*JUDGE*



**Nina Archie**  
The Innovator-Connector™, LLC

*JUDGE*



**Himalaya Rao-Potlapally**  
The BFM Fund

*MODERATOR*



**Shannon Collins**  
Lightwork Enterprise

*MODERATOR*



**Johnny Graham**  
Howard University & PNC  
National Center for Entrepreneurship

Join us for an electrifying showcase as the DMV's top HBCU student innovators and entrepreneurs go head-to-head in the 2024 Emerge HBCU Pitch Competition! These talented students will present groundbreaking solutions to today's pressing challenges, vying for the title of 2024 Emerge HBCU Innovator of the Year and a grand prize to support their technological ventures. Witness cutting-edge ideas, network with emerging talent, and gain insights into the evolving landscape of HBCU tech entrepreneurship and innovation. Don't miss this opportunity to be inspired and support the next generation of tech leaders shaping our future!

## HOW TEDCO'S ENTREPRENEUR EXPO AWAKENED

### *Maryland's Innovation Potential*

In the late 2000s and early 2010s, Maryland's technology ecosystem was a collection of promising startups, research institutions and corporate innovators, but it lacked a central hub to bring them together. The state's entrepreneurial landscape was fragmented, with pockets of innovation scattered across different regions, often disconnected from one another.

Recognizing this disconnect, John Wasilisin, TEDCO's vice president at the time, traveled to multiple cities across the nation, observing the development of technology and entrepreneurship in other states. While visiting Austin, Texas, inspiration struck.

### *A Spark Of Inspiration*

Wasilisin recalled the experience, explaining that Maryland seemed to be "missing something." The environment in Austin reflected a level of collaboration that Maryland had yet to achieve. In Austin, he found a community of people that recognized the benefits of healthy competition – that, with "more people rowing in the same direction, the rising tide helps everyone."

This observation led Wasilisin to consider everything Maryland had to offer – from federal laboratories to research universities to venture capital investors – and how to best bring about the collaborative environment that would spur innovation and growth. With this realization, Wasilisin began brainstorming for a solution; the one he landed on required TEDCO to be the host.

Upon his return, he brought the idea to his staff, and the feedback was nothing short of positive. Wasilisin's vision was simple: "I want a gathering of everyone who's got some kind of skin in the Maryland innovation ecosystem." "The team all had a role and they all had complemented each other. I was very fortunate, because there was no way I could do everything myself. I was excited to lead an amazing staff of people who were dedicated to this, and we were all moving in the same direction."

### *The First Connection*

By 2011, a unified platform for Maryland's entrepreneurial community was created through a modest gathering around the theme of "Harnessing the Power of Innovation in Maryland." This inaugural event marked a significant step forward, bridging the gaps between different sectors and regions; later, it was renamed to the "Entrepreneur Expo" ("Expo").

"I knew we were onto something because people were saying 'when's the next one?'" recalled Wasilisin. "All these different people were really energized about it and they were comfortable with TEDCO being the facilitator of it because we weren't

taking all the credit and we weren't aligned with any one particular entity. I think it allowed us to be seen as impartial and that was very important."

### *Progress*

Each consecutive year, the Expo has grown exponentially, attracting hundreds of attendees from across the state and beyond. Through teamwork, the event has become a cornerstone of Maryland's innovation ecosystem, fostering connections, inspiring entrepreneurs and driving economic growth.

With each successful iteration, the expectations for the event kept climbing. To meet this growing demand, Wasilisin explained how TEDCO would gather information from attendees post event, "we would always ask on our survey 'How did you enjoy



compared to last year? Would you plan to come back next year? What content would you like to see next year?"

Armed with this feedback and knowledge, the event met the growing expectations. The participation of notable individuals, from Tenable Network founder Ron Gula to guitar maker Paul Reed Smith and Rent the Runway cofounder Jennifer Fleiss, marked the event's continued climb.

"Every year, the program got bigger; more and more speakers were coming to us instead of us having to chase them," Wasilisin proudly noted.

"To hear these successful individuals tell their story in front of hundreds or so people was always fascinating," Wasilisin explained further. "The people came to get energized, and they walked out saying, 'You know what? Maybe I can do this.' They heard how hard it was for these successful entrepreneurs and would think 'I'm going through that same thing, but I shouldn't give up.'"

### *Resources For All Of Maryland*

With each passing year, the Expo has played a pivotal role in strengthening Maryland's technology and life science ecosystem. To further the impact, TEDCO prioritizes access to the event; the organization ensures people from all regions can attend by funding bus travel to bring attendees from Western Maryland and the Eastern Shore.

"Technology knows no boundaries," said Wasilisin, "I've seen some of the coolest technology from people on the Eastern Shore, in western Maryland and in southern Maryland. These entrepreneurs complemented the research universities and the federal labs in the metro regions of Maryland."

Having statewide representation contributes to another of Expo's most notable achievements: its ability to bridge the gap between academia and industry. By bringing together researchers, students, and faculty with entrepreneurs and investors, the event has fostered relationships that have led to the commercialization of new technologies.

Wasilisin recalls witnessing this collaboration firsthand, describing the phenomenon as an accomplishment he "never thought [he'd] see" with how the various entities typically worked. Seeing such cooperation made up his mind – the Expo was something to be cherished and brought back time and time again.

Always looking forward, the occasion plays a crucial role in inspiring the next generation. By showcasing the success stories of Maryland-based companies, young innovators are encouraged to pursue their entrepreneurial dreams.

Wasilisin recalls how successful businesspeople spoke at Expo sessions, then gave their time to younger entrepreneurs who were early in their journeys: "They remembered when they were in their other shoes...they really took the time to talk to them and actually sat down and had a coffee. I knew how important it was to the entrepreneur."

Beyond the communities developed by Expo, the event also received recognition from Maryland's economic development community: the event received the Economic Development Marketing Award from The Maryland Economic Development Association (MEDA) in 2020.

### *10 Years Of Connection*

Wasilisin participated in eight of the first nine Expo events from the inaugural 2011 event. "I was very excited to be a part of that." He reflected, "part of the real juice is interacting with people, making those kinds of connections that you probably wouldn't be able to make if you sent an email or text. The networking is as important as the program content."

After an in-person hiatus following the COVID-19 shutdown, the Expo is returning this December to mark their tenth gathering. Now retired, Wasilisin remains excited as ever, "I'm actually going back because I just want to take it in again."

TEDCO's 2024 Entrepreneur Expo is poised to continue the legacy of inspiring innovation and driving economic growth. By building on its successes and continuing to foster connections for entrepreneurs, the event remains a vital force in Maryland's future.



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**2:45 PM - 3:45 PM**

## **STRATEGIES TO DRIVE REGIONAL TECHNOLOGY-BASED ENTREPRENEURSHIP AND ECONOMIC DEVELOPMENT**

*Federal Hill*



**Gary Evans**

The Launch Place;  
Axcel Innovation;  
TEDCO's DefTech



**Angela Specht**

Johnson & Johnson



**Fehmida Kapadia**

DMV MedTech Hub

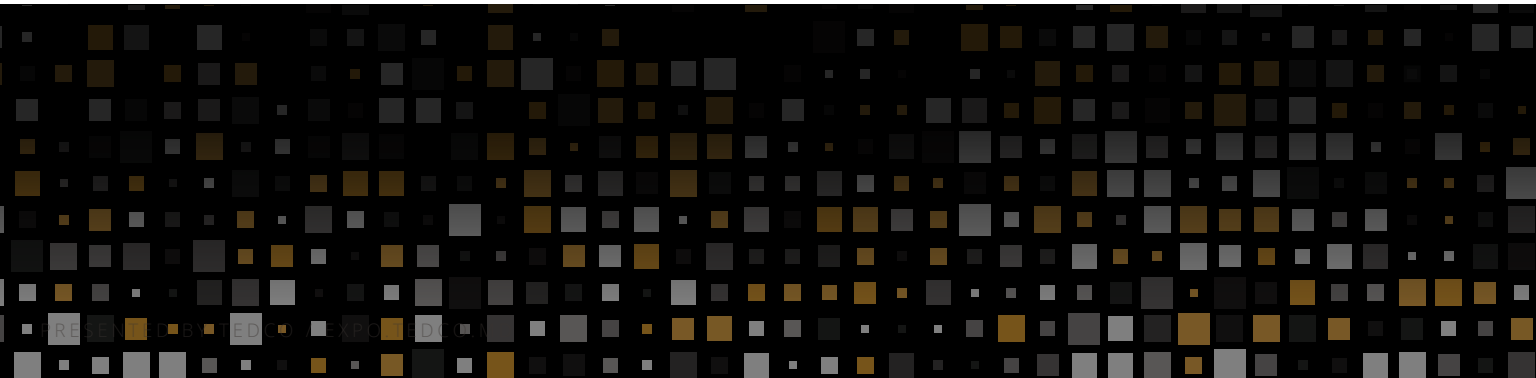


*MODERATOR*

**Griffin St Louis**

TEDCO

Discover successful strategies that are driving regional sector growth through technology-based entrepreneurship and economic development. Join us for a panel discussion as we explore the essential roles of collaborations, programs, and policies in nurturing innovation ecosystems. Learn how collaborations between universities, federal institutions, industry leaders, and government agencies facilitate knowledge exchange, resource sharing, and market access. Dive into successful entrepreneurship programs that provide critical financial resources, support services, and mentorship to aspiring innovators. Delve into the regulatory and institutional landscape, examining the impact of policies on intellectual property rights, technology transfer, and access to capital. Engage with panelists to gain actionable insights and best practices for creating vibrant innovation hubs and driving sustainable economic growth at the regional level.





**2:45 PM - 3:45 PM**

## FROM LAB TO MARKET: UNLOCKING INNOVATION THROUGH FEDERAL LAB PARTNERSHIPS

*Mt. Washington*



**Barry Datlof**

U.S. Army Medical Research and Development Command



**David Humphrey**

Medical Research and Development Command



**Luis Alvarez**

Theradaptive, Inc.

**MODERATOR**



**Mark Juetten**

Early Charm Ventures



**Ann Liebschutz**

TEDCO

The United States Government (USG) is the largest funder and participant in Research and Development (R&D) in the U.S., but its role has limits. Federal agency labs are not responsible for commercializing or producing technology—that's where the private sector comes in. Whether through research developed within federal labs or investments in private company R&D, our government relies on the private sector to bring innovations to market. TEDCO's Federal Programs helps Maryland companies engage with federal labs by: (1) identifying which labs align with your work; (2) explaining how federal labs collaborate with private entities; and (3) positioning your company for future public and private funding opportunities. This session brings together innovators from federal labs, federal technology partnership professionals, and an experienced CEO who has successfully commercialized technology through a federal lab partnership. Ann Liebschutz, TEDCO's Director of Federal Agency Engagement, will lead this panel to guide you through the process of working with federal labs.



**4:00 PM - 5:00 PM**

**CONCEPT CAPITAL PITCH COMPETITION**

*Watertable A/B*

*JUDGE*



**Lisa Friedlander**  
NEXT/My NEXT Raise

*JUDGE*



**Bill Collier**  
Noblis Ventures

*JUDGE*



**Maurice X Boissiere**  
DataTribe

*JUDGE*



**Mike Ravenscroft**  
University System of Maryland  
Momentum Fund

*JUDGE*



**LaToya C. Staten**  
Fearless Institute

*FACILITATOR*



**Justin Ferguson**  
TEDCO

*FACILITATOR*



**Graham Dodge**  
TEDCO

Get ready for the Concept Capital Pitch Competition, where \$125,000 in total capital is up for grabs! Early-stage founders have the opportunity to secure up to \$50,000 in investment to accelerate their ventures. This event showcases diverse startups tackling big problems, and you'll have a front-row seat as they present to a panel of expert judges. Plus, the audience gets to vote for their favorite in the Audience Choice Award. Don't miss this exciting opportunity to see innovation in action and witness the next big idea take flight!

*THANKS TO OUR SPONSORS*





**4:00 PM - 5:00 PM**

## **FIRESIDE CHAT — ADVANCING REGENERATIVE MEDICINE: FDA'S ROLE IN ACCELERATING APPROVALS FOR INNOVATIVE THERAPIES**

*Watertable C*



**Peter Marks**

Food and Drug  
Administration

**MODERATOR**



**Ruchika Nijhara**

MSCRF, TEDCO

Join Dr. Peter Marks, Director of the FDA's Center for Biologics Evaluation and Research (CBER), for an insightful fireside chat on the evolving regulatory landscape of regenerative medicine. As cell and gene therapies (GCT) revolutionize the treatment landscape with transformative potential for curing diseases, the FDA is proactively shaping policies to support these advancements. Dr. Marks will discuss how recent technological breakthroughs, like CRISPR-Cas9 gene-editing therapies, have influenced the FDA's approach to regulation and approval. He will provide an update on the latest FDA initiatives aimed at expediting the availability of these therapies, including enhanced communication with sponsors, manufacturing process standardization, and global regulatory alignment. Attendees will gain a comprehensive understanding of the FDA's strategies to navigate challenges in this field and support the growth of innovative therapies that have the power to improve human lives.



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**Ellington West**  
CEO & Co-founder, Sonavi Labs

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# BETTER MOVED

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Innovation is a daily occurrence in Maryland. //

**Robert Lee**  
CEO & Co-founder, Dragos



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**4:00 PM - 5:00 PM**

**FIRESIDE CHAT — 2025 POLICY & BUDGET  
OUTLOOKS: MARYLAND'S INNOVATION  
ECOSYSTEM & ECONOMIC COMPETITIVENESS**

*Homeland*

*MODERATOR*



**Vanessa Atterbeary**  
Maryland General  
Assembly



**Stephanie Smith**  
Maryland General  
Assembly



**John Bohanan**  
Cornerstone Government  
Affairs and TEDCO  
Board Member

40

**What's in store for us in 2025?**

Join us for a legislative panel for a discussion on the 2025 Maryland's 2025 budget outlook, possible innovation ecosystem legislation, perspectives on Maryland's strengths and weaknesses in supporting entrepreneurial and economic development. With economic development and emerging industries as a core component of the Moore Administration, what initiatives and/or priorities are likely to be issues in 2025 and beyond? This fireside chat will explore issues at the state, regional and national level.

*THANKS TO OUR SPONSOR*





**4:00 PM - 5:00 PM**

**FIRESIDE CHAT — LEADING FROM WITHIN: THE  
POWER OF MIND MASTERY IN ENTREPRENEURSHIP,  
INNOVATION, LEADERSHIP, AND LIFE**

*Federal Hill*



**Amita Shukla**

Vitamita and TEDCO  
Board Member



**David Tohn**

BTS Software Solutions  
and TEDCO Board Member

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## TEDCO Unveils New BRIDGE Program at 2024 Entrepreneur Expo

*Informative session will go over the promise this program brings to the Mid-Atlantic region*

The Business Resource Information, Development, and Guidance (BRIDGE) program was created as a result of receiving the State Small Business Credit Initiative (SSBCI) Investing in America Small Business Opportunity Program Competitive Technical Assistance Program award from the United States Department of Treasury. This award will provide \$10 million in funding over three years, creating a regional effort to support both socially and economically disadvantaged individual (SEDI)-owned businesses and Very Small Businesses (VSBs), and bringing together the Mid-Atlantic regional ecosystem.

"Working with our collaborators in Delaware, the District of Columbia, Virginia and Maryland, it is our privilege to lead the Mid-Atlantic regional BRIDGE Program supported by Treasury's SSBCI SBOP Program," said Troy LeMaile-Stovall, TEDCO CEO. "In a close-knit region like the Mid-Atlantic, state and district borders should not constrain access to programs supporting business growth because the economic impact of that growth does not recognize those borders. BRIDGE will benefit each of our districts by strengthening our broader region."

During the "BRIDGEing the Gap with Legal, Accounting and Financial Technical Assistance," attendees will learn more about the program's creation, how it's expected to empower region's ecosystem and more from experts **Lora Brown**, Maryland Small Business Development Center; **Shara Boonshaft**, J.D., University of Maryland Carey School of Law, **Graham Dodge**, TEDCO; and **Lilian Lowery**, United States Department of Treasury.

"The new BRIDGE program brings a lot of promise that can allow us to expand our support," said session moderator and TEDCO's chief federal engagement officer, Stephen Auvil. "But we understand offering a resource is meaningless unless those it's meant for are aware of its existence and purpose. Through this dynamic panel, we will aim to answer questions about the novel program while imparting more knowledge about how the multi-state collaborative will not only support Maryland's growth but the entire Mid-Atlantic region."



**Lora Brown**  
Maryland Small Business  
Development Center (UMD)



**Shara Boonshaft**  
University of Maryland Carey  
School of Law



**Graham Dodge**  
TEDCO



**Lilian Lowery**  
United States Department  
of Treasury

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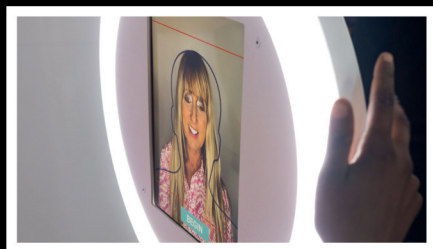
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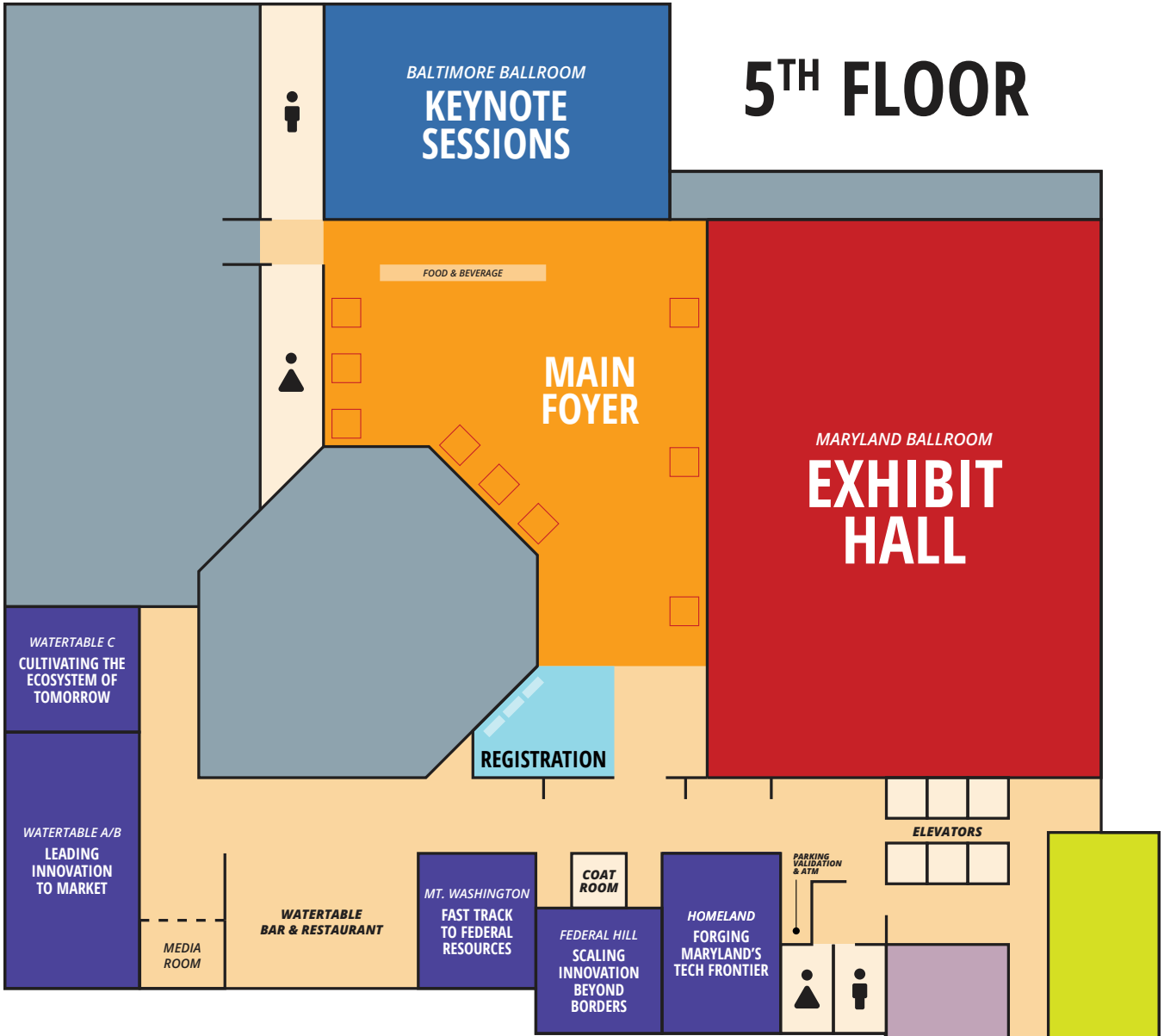


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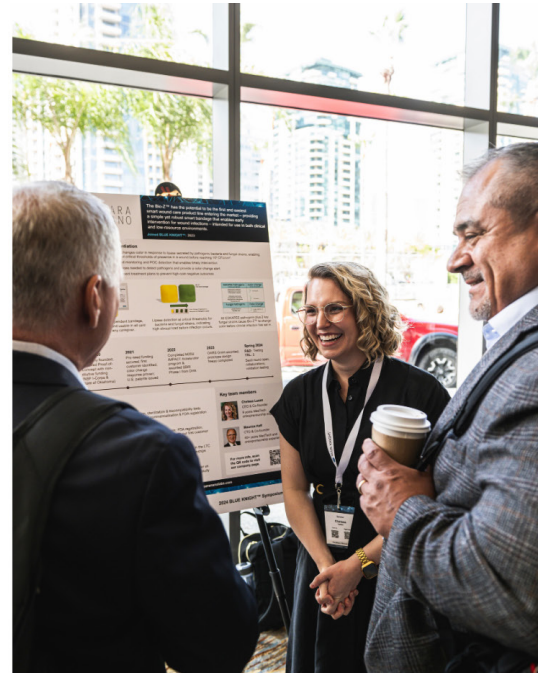
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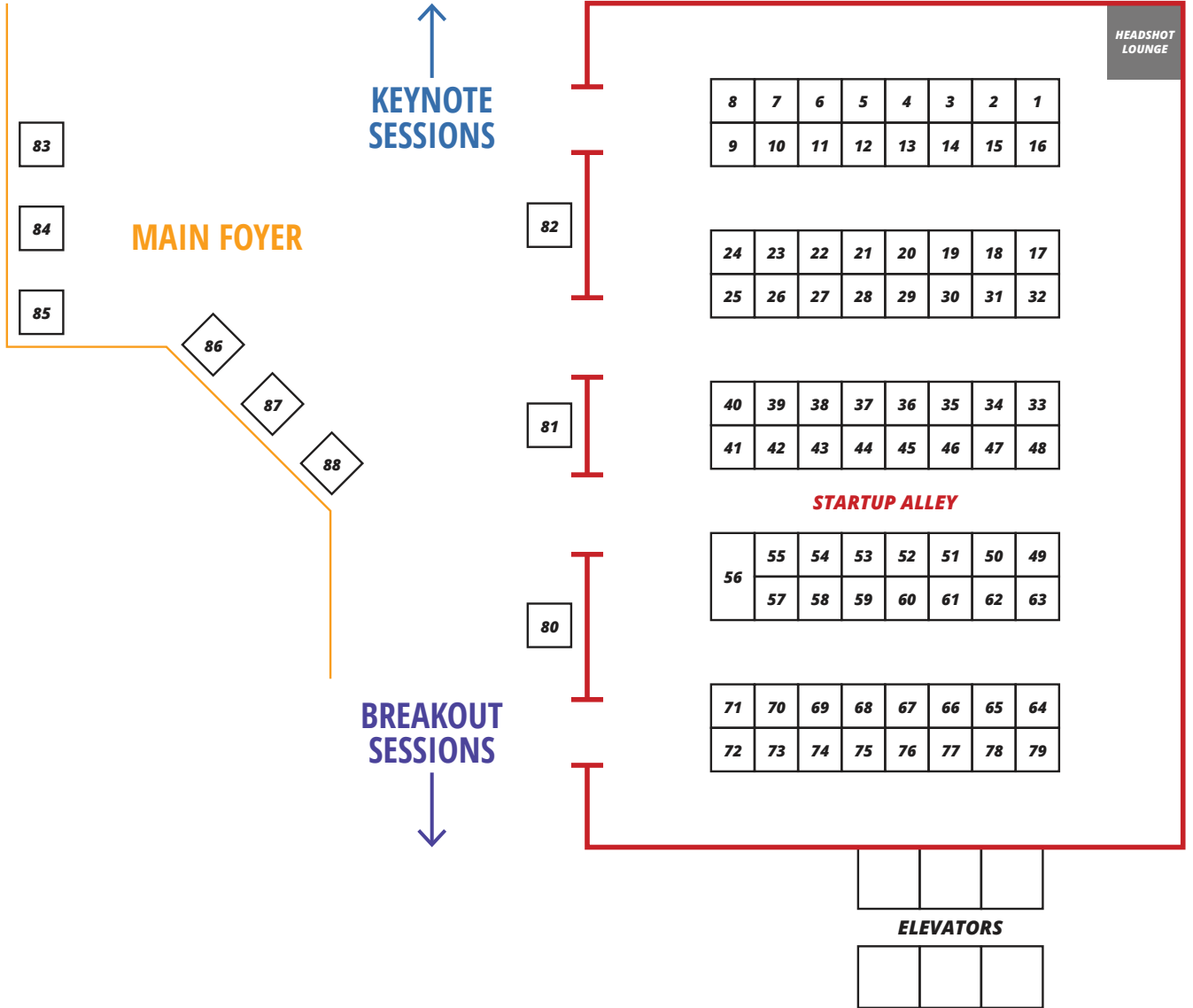
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Acarin Inc	83
Anne Arundel Economic Development Corporation	63
Astek Diagnostics	45
AvideonCRM LLC	78
BioEvanesce	51
BioHealth Innovation (BHI)	29
BLUE KNIGHT	25
CARE-2	3
Carroll County Economic Development	62
CC Biotech	84
CLA (CliftonLarsonAllen LLP)	27
CONNECTpreneur	38
Connectus	5
Contract Watchdog	17
Cornerstone Government Affairs	
Cross on the Moon Coalition Inc.	77
DataTribe	8
Dynamic Dimension Technologies	50
EcoMap Technologies	37
Energetics Technology Center	28
Entrepreneurship Innovation Center Bowie State University	59
Envision Creative A.R.T	4
ETC Baltimore	40
Fearless Institute	36
Federal Laboratory Consortium	9
Forager Station	52
Foresight Science & Technology	19
Franklin Advisory	75
Frederick County office of Economic Development	61
Frederick National Laboratory for Cancer Research	22
FSC First	26

COMPANY NAME	BOOTH
Givhero	80
Gordon Feinblatt	
Harbor Designs & Manufacturing	15
Hememics Biotechnologies Inc.	43
Howard County Chamber of Commerce	88
Howard County Economic Development Authority	65
195 BUSINESS	86
Johns Hopkins Technology Ventures	
Johnson & Johnson Innovation - JLABS	25
Kubanda Cryotherapy	44
Longeviti Neuro Solutions	55
Lumo Imaging LLC	51
LYON RUM // Windon Distilling Company	16
Malloy Industries	76
Maryland Department of Commerce	56
Maryland Department of Housing and Community Development	41
Maryland Economic Development Corp. (MEDCO)	71
Maryland's EDGE - FITCI	64
Maryland Energy Innovation Accelerator	34
Maryland Health Connection	33
Maryland Industrial Partnerships (MIPS)	58
Maryland Tech Council	70
Maryland Technology Internship Program (MTIP)	69
Maryland Women's Business Center	81
MDC Studio	32
Melan Property Management	74
Meridian Management Group, Inc.	31
Montgomery County Economic Development Corporation	66
Morgan State University	60
NasaClip	42
Nataur LLC	53

COMPANY NAME	BOOTH
National Science Foundation SBIR/ STTR Program	20
NEXT powered by Shulman Rogers/ My NEXT Raise	24
NextStep Robotics	46
NIH Technology Transfer	21
NOAA Technology Partnerships Office	12
Northeast Regional Outreach Office of the U.S. Patent and Trademark Office	10
NSA Office of Research & Technology Applications	11
OST Global Solutions	23
PATENT VITAL, LLC	18
Peak Partners	2
PerVista AI	52
Pike District Partnership	13
Pinion Immunotherapeutics	47
PostCare.AI	6
Prince George's County Economic Development Corporation	72
Revelo Software	54
RosettaHealth	79
RPM Tech	35
SHOWCYCLE	7
Skylife Financial	73
Spark Baltimore	30
Storytime AI	48
Sybal	50
TEDCO	87
The Henry M. Jackson Foundation for the Advancement of Military Medicine	14
Tomu	1
Towson University, StarUp	68
United Way of Central Maryland	39
University of Maryland Small Business Programs	57
University of Maryland, Baltimore	67
Wave Engine Corp.	49
Women in Bio Capital Region Chapter	82

# EXHIBITORS A-Z

85

## Abel Communications

Greg Abel, CEO  
greg@abelcommunications.com  
www.abelcommunications.com  
Baltimore, MD  
(410) 989-8585

Abel Communications helps brands stand out from the crowd through a data-driven approach to content and coverage. Our team of media relations pros, designers, and social media strategists will help you cut through the clutter and reach the audiences who matter most.



83

## Acarin Inc

Dinesh Ganesan, CTO  
Nextsteps@acarin.net  
www.acarin.net  
Columbia, MD  
301.890.8763

Acarin Inc., located in Columbia, Maryland, provides innovative IT services, solutions for Federal and State government Agencies. Our Organization is committed to solving complex challenges with efficiency and precision. Acarin offers a range of services, including:

- Data and AI Engineering
- UX/UI Design and Development
- Cloud and DevOps Services.

63

## Anne Arundel Economic Development Corporation

Jill Porter, Business Development Director  
jporter@aaedc.org  
<https://www.aaedc.org/>  
Annapolis, MD  
410.222.7410

The Anne Arundel Economic Development Corporation fuels business growth in the county, creating jobs, expanding the tax base, and improving quality of life. As a central hub for support, the corporation offers businesses of all sizes and sectors valuable, free assistance and resources, and a variety of low-interest loan programs.

45

## Astek Diagnostics

astekdx.com  
Baltimore, MD

Astek Diagnostics is a medical technology company specializing in rapid diagnostic solutions. They focus on developing innovative tools to streamline infection diagnosis, particularly in urinary tract infections (UTIs). Their technology enables faster, more accurate testing, improving patient outcomes and reducing reliance on broad-spectrum antibiotics. Astek aims to revolutionize diagnostic efficiency.

52

78

**AvideonCRM LLC**

**Rich Wiklund, Managing Partner**  
**rwiklund@avideon.com**  
**<https://avideon.com>**  
**Baltimore, MD**  
**410.207.3863**

AvideonCRM is a certified Salesforce Consulting Partner exclusively focused on delivery of Salesforce.com solutions in the mid-Atlantic. Avideon's SalesforceJumpStart.com solution offers an affordable entry-level deployment or refresh of Salesforce for entrepreneurs and companies getting started or need support with Salesforce.com - the global leader in CRM.

29

**BioHealth Innovation (BHI)**

**Rich Bendis, Founder, President & CEO**  
**rbendis@biohealthinnovation.org**  
**<https://www.biohealthinnovation.org/>**  
**Rockville, MD**

BioHealth Innovation, Inc. (BHI) is a public-private nonprofit accelerating biohealth commercialization in Maryland, D.C., and Virginia. BHI connects life sciences startups with funding, mentorship, and resources, driving growth in therapeutics, diagnostics, medical devices, and health IT across the BioHealth Capital Region.

51

**BioEvanesce**

**Erin Evke, Founder**  
**erin.evke@bioevanesce.com**  
**[www.bioevanesce.com](http://www.bioevanesce.com)**  
**Rockville, MD**

BioEvanesce aims to improve surgical outcomes by tackling internal scar tissue, called adhesions, that form due to abdominal and gynecological surgeries. To prevent adhesion formation, we are developing an advanced sprayable biomaterial that is applied towards the end of surgery before suturing the patient and then naturally resorbed.

25

**BLUE KNIGHT**

**Devynne Kapocsi, Innovation Activation Associate Director, BARDA Alliance**  
**dkapocsi@its.jnj.com**  
**[www.jnjinnovation.com/jlabs/blue-knight](http://www.jnjinnovation.com/jlabs/blue-knight)**

BLUE KNIGHT™ is a unique joint initiative between Johnson & Johnson Innovation – JLABS (JLABS) and the Biomedical Advanced Research and Development Authority (BARDA).

Blue Knight is dedicated to helping support the development of versatile, multi-use solutions with commercial and preparedness potential, aiming to anticipate future health security threats.

**BLUE KNIGHT™**

Anticipate. Activate. Amplify.

53

# EXHIBITORS A-Z

3

## CARE-2

[www.care-2.online](http://www.care-2.online)

62

## Carroll County Economic Development

[carrollbiz.org](http://carrollbiz.org)  
Westminster, MD  
410.386.2070

Carroll County Department of Economic Development is committed to providing support to start a new venture or expand an existing enterprise. We are a results-oriented team that creates competitive and customized business solutions. To learn more about opportunities available in Carroll County, email [info@carrollbiz.org](mailto:info@carrollbiz.org), visit [carrollbiz.org](http://carrollbiz.org), or call 410-386-2070.

54

84

## CC Biotech

**Martha Knight, Executive and Scientific Director**  
[marthaknight@ccbiotech.us](mailto:marthaknight@ccbiotech.us)  
Rockville, MD  
240.669.9281

Development of effective separations technology based on centrifugal chromatography with the presentation of 2 instruments for the isolation and purification of biotechnology produced products, natural products and nanotech molecules. A TEDCO MTF award enabled the manufacture of the spiral CCC rotor that has enjoyed international sales to many research labs.

27

## CLA (CliftonLarsonAllen, LLP)

[www.claconnect.com](http://www.claconnect.com)

CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, digital, audit, tax, consulting, and outsourcing services. Whether your needs are local or abroad, we promise to know you and help you. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.

38

## CONNECTpreneur

**Tien Wong, CEO**  
[twong@opus8.com](mailto:twong@opus8.com)  
[CONNECTpreneur.org](http://CONNECTpreneur.org)  
Tysons Corner, VA  
703.932.9191

Founded in 2012, the Big Idea CONNECTpreneur Forum is a global community of over 30,000 CEOs, Entrepreneurs, VCs, angels, and business leaders.

CONNECTpreneur has one of the World's Largest monthly investor pitch events, featuring founders, investors, and business leaders. Our events feature awesome networking, speakers, and presentations from early-stage companies.



5

## Connectus

**Gary Pick, President**  
**info@connectus.net**  
**www.connectus.io**  
**Baltimore, MD**  
**888.407.3650**

Connectus is your central hub for comprehensive managed services, business solutions, efficient task management, and more. Connectus builds, manages and supports innovative problem-solving products that build connections within companies, organizations and between publics. #connectus @connectus

17

## Contract Watchdog

**Patrick Halasz, Co-Founder, LAINapro d/b/a**  
**Contract Watchdog**  
**patrick.halasz@lainapro.com**  
**www.contractwatchdog.com**  
**MD**

Contract Watchdog leverages AI to protect your business with better contracts. Optimize your procurement process while minimizing risk, so you can focus on growing your business. Learn more and try out our beta version on your sales contract or NDA for free at [www.contractwatchdog.com](http://www.contractwatchdog.com).

## Cornerstone Government Affairs

**<https://cgagroup.com/>**  
**Washington, D.C.**  
**202-448-9500**

Cornerstone is a bipartisan, employee-owned consulting firm specializing in federal and state government relations, public affairs and strategic communications, political consulting, grant consulting and business advisory services.



77

## Cross on the Moon Coalition Inc.

**Justin Park, President**  
**jp@mooncross.org**  
**MoonCross.org**  
**Arlington, VA**

The Coalition is an organization that is focused on uniting people through our savior Jesus Christ. We are on a mission to send a 10-foot cross to the lunar surface to consecrate the heavens and remind humanity that God is at the center of the universe.

55

# EXHIBITORS A-Z

8

## DataTribe

[www.datatribe.com](http://www.datatribe.com)  
Fulton, MD

DataTribe leverages deep experience and expertise to build and launch successful product companies. The team is a mix of Silicon Valley and Intelligence Community founders, investors, and experienced entrepreneurs. We know what it takes to build companies, but more importantly, we understand the world our startup founders are coming from.



DATATRIBE

37

## EcoMap Technologies

[ecomap.tech](http://ecomap.tech)  
Baltimore, MD

EcoMap is an AI-powered platform that maps and manages entrepreneurial ecosystems. We centralize resources, automate data updates, and provide valuable insights. Our intuitive platform helps connect stakeholders, track progress, and drive innovation.

56

50

## Dynamic Dimension Technologies

Karl Leodler, CEO  
[kleodler@dynamicdimensiontechnologies.com](mailto:kleodler@dynamicdimensiontechnologies.com)  
[www.dynamicdimensiontechnologies.com](http://www.dynamicdimensiontechnologies.com)  
Westminster, MD  
(703) 963-2204

DDT is an engineering and applied technology company, committed to providing high-fidelity simulation software, robotics, and data science solutions that effectively meet our clients' objectives. Our software product, VxSIM, is the next generation for industry automation, blending digital twin, simulation and real world for enhanced floor safety and operational efficiency.

28

## Energetics Technology Center

[contactus@etcmd.com](mailto:contactus@etcmd.com)  
[www.etcmd.com](http://www.etcmd.com)  
Indian Head, MD  
301.645.6637

The Energetics Technology Center supports U.S. national security through creative problem solving and actionable thought leadership. Our capabilities support the entire research and development lifecycle. As a 501(c)(3) nonprofit, ETC provides trusted and objective counsel to Department of Defense, state, and local government agencies.

59

## Entrepreneurship Innovation Center Bowie State University

**Jhonna Hardy, Executive Director**  
[eic@bowiestate.edu](mailto:eic@bowiestate.edu)  
[www.bowiestate.edu/academics/special-programs/entrepreneurship-innovation-center/](http://www.bowiestate.edu/academics/special-programs/entrepreneurship-innovation-center/)  
 Bowie, MD  
 301.870.3089

At Bowie State University, entrepreneurial education is a priority across the entire campus. Our goal is to produce graduates who are ready to be creative problem-solvers within a workplace and those who are ready to chart their own course by launching business ventures.

4

## Envision Creative A.R.T

**Ayisha Thompson, Creative Director**  
[info@envisioncreativeart.com](mailto:info@envisioncreativeart.com)  
[www.envisioncreativeart.com](http://www.envisioncreativeart.com)  
 Baltimore, MD

Envision Creative A.R.T. is a certified women-owned SBE, DBE, and MBE design agency specializing in digital marketing, event production, graphic design, website development, brand consulting, and social media management. The firm supports small businesses, nonprofits, and government agencies by elevating brand identities and delivering tailored marketing solutions.

40

## ETC Baltimore

**Dr. Arti Santhanam, Executive Director**  
[asanthanam@etcbaltimore.com](mailto:asanthanam@etcbaltimore.com)  
[www.etcbaltimore.com](http://www.etcbaltimore.com)  
 Baltimore, MD  
 (410) 779-3887

Since 1999, Emerging Technology Centers (ETC) has supported over 700 startups, helping establish Baltimore as a tech hub. With its relaunch, ETC focuses on empowering underrepresented founders through catalytic funding and fostering entrepreneurship while strengthening its role as a key community connector.



36

## Fearless Institute

[thefearlessinstitute.org](http://thefearlessinstitute.org)  
 Baltimore, MD  
**LaToya Staten**  
 Executive Director  
[lstaten@tgibaltimore.org](mailto:lstaten@tgibaltimore.org)

Fearless Institute exists to uplift and transform communities by creating dynamic ecosystems that bridge the gap for underrepresented talent and entrepreneurs in technology. We empower the next generation of diverse innovators by providing the resources, mentorship, and opportunities they need to solve society's most critical challenges.

57

# EXHIBITORS A-Z

9

## Federal Laboratory Consortium

**Federal Laboratory Consortium**  
[info@federallabs.org](mailto:info@federallabs.org)  
[www.federallabs.org](http://www.federallabs.org)  
202-960-1780

The FLC, a nationwide network of more than 300 federal laboratories, provides strategies and opportunities for accelerating the development of federal technologies into the marketplace through a collaborative process called technology transfer. Public-private partnerships play an essential role in the FLC's mission to increase the impact of federal Technology Transfer.



52

## Forager Station

**Patrick Ho, Founder**  
[patrick@foragerstation.com](mailto:patrick@foragerstation.com)  
[www.foragerstation.com](http://www.foragerstation.com)  
Frederick, MD

For companies that own lithium resources but lack the technology to refine and produce battery grade lithium, Forager Station makes energy and water efficient lithium filtering devices to harvest lithium in an environmentally friendly way. Our mission is to increase the amount of lithium available at substantial scale.

19

## Foresight Science & Technology

**Alyssa Belleville, Director, Business Development**  
[sales@foresightst.com](mailto:sales@foresightst.com)  
**ForesightST.com**  
Hopkinton, MA  
401-273-4844

Foresight Science & Technology is a world-leading full-service consultancy Guiding Innovations to Market since 1980. Our staff of over 60 Consultants with expertise across all industries, provides unique capabilities to look across many sectors and business models to evaluate commercial potential and formulate strategies for market success.

75

## Franklin Advisory

**David Wilson, Founder & Principal**  
[david@franklinadvisory.com](mailto:david@franklinadvisory.com)  
[www.franklinadvisory.com](http://www.franklinadvisory.com)  
Washington, DC  
(205) 331-3912

Franklin Advisory partners with public and private-sector leaders in growing their initiatives related to economic development, venture capital, entrepreneurship, and innovation.

61

## Frederick County Office of Economic Development

**Lara Fritts, Director**  
**lfritts@frederickcountymd.gov**  
**www.discoverfrederickmd.com**  
**Frederick, MD**  
**301-600-1058**

Frederick County's economy is robust and poised for continued growth, making it the premier location for businesses and job seekers alike. The Office of Economic Development is the primary contact for businesses to start, locate and expand. We assist in site selection, workforce recruitment and training, incentives, marketing and more.

64

## Maryland's EDGE - FITCI

**www.fitci.org**  
**Frederick, MD**

Maryland's EDGE, Frederick's Entrepreneurial Playground! Where innovation meets opportunity—a dynamic hub designed to empower founders with everything they need to grow & scale their businesses. State-of-the-art facilities, collaborative spaces, expert mentorship and unparalleled resources. Maryland's EDGE is where ideas take flight. Welcome to the edge of possibility!

22

## Frederick National Laboratory for Cancer Research

**Maggie Scully, Director, Partnership Development Office**  
**maggie.scully@nih.gov**  
**www.frederick.cancer.gov**  
**Frederick, MD**  
**301-846-1771**

The Frederick National Laboratory is the only U.S. national laboratory exclusively dedicated to biomedical research. Our research focuses on cancer, HIV/AIDS, and emerging infectious diseases. We operate in the public interest as a shared national resource and collaborate with public and private partners to improve human health.

26

## FSC First

**Yakita Wilkinson, Level Up Manager**  
**YWilkinson@fscfirst.com**  
**www.fscfirst.com**  
**Largo, MD**  
**404-849-5991**

FSC First is Maryland's premier provider of financing solutions, supporting the growth of small and minority-owned businesses. Through programs like Level Up, we offer access to capital, training, and networking. Committed to economic mobility, we drive local development and help entrepreneurs thrive across the state.



59

# EXHIBITORS A-Z

80

## Givhero

**Vishal Chintawar, CEO**  
vishal@givhero.com  
www.givhero.com  
Gaithersburg, MD  
240-308-1228

Givhero's mobile-first solution lets HR teams manage customized well-being programs that have a social impact. The Givhero app makes it easy to increase employee engagement in wellness programs while advancing Corporate Social Responsibility (CSR), Environmental, Social and Governance (ESG), and Diversity, Equity, Inclusion and Belonging (DEIB) objectives.

## Gordon Feinblatt

**Kelcie Longaker, Member**  
klongaker@gfrlaw.com  
www.gfrlaw.com  
Baltimore, MD  
410-576-4264

The Gordon Feinblatt EMERGE Team is a group of lawyers offering a wide range of services to startups and small businesses in maximizing their growth potential. Our trusted advisors work with entrepreneurs through their business lifecycle on the myriad of legal challenges they face.



15

## Harbor Designs & Manufacturing

**Josh Barnes, Co-Founder & COO**  
josh.barnes@harbordesigns.net  
www.harbordesigns.net  
Baltimore, MD  
(410) 605-9399

Harbor Designs & Manufacturing helps large companies, startups, and Institutions of Innovation bring manufactured products to life. Harbor is an ISO 9001/13485 certified product design, prototyping, and contract manufacturing organization offering turnkey product development and scalable manufacturing solutions for biomedical and medical devices, consumer products, and diverse industrial solutions.

43

## Hememics Biotechnologies Inc.

**John Warden, CEO**  
jwarden@hememics.com  
www.hememics.com  
Gaithersburg, MD  
240-800-1113

Using graphene-based sensors and our patented bio preservation, Hememics has developed a low-cost, multiplexed biosensor platform for detecting small molecule, molecular & protein targets simultaneously.

88

**Howard County Chamber of Commerce**

**Lori Kleppin, Director of Membership & External Affairs**  
**lkleppin@howardchamber.com**  
**HowardChamber.com**  
**Columbia, MD**  
**410-730-4111**

Comprised of small businesses, regional firms, multinational corporations, non-profits, higher education, and government, the Howard County Chamber is an employer's most trusted ally. For over 50 years, the Chamber has been the go-to entity for business support, employee development, and access to local policymakers.

65

**Howard County Economic Development Authority**

**support@hceda.org**  
**howardcountyeda.org**  
**Columbia, MD**  
**410-313-6500**

Howard County Economic Development Authority aims to promote economic growth and stability in Howard County by supporting new and existing businesses. HCEDA provides business support, access to funding, entrepreneur education and has connections with a wealth of resources that provide support to small businesses and entrepreneurs.

86

**I95 BUSINESS**

**Vicki Franz, Publisher**  
**vicki@i95business.com**  
**I95 BUSINESS**  
**Cockeysville, MD**  
**410-584-9960**

I95 BUSINESS is the only regional business magazine featuring successful companies and the people who run them. We are committed to connecting the community through our stories, news and events, contributed expertise and curated events. We have built 55,000 readers through multi-channel distribution, now in 14th year.



61

**Johns Hopkins Technology Ventures**

**Jane Kagen, Director, Startup Strategy and Operations**  
**jkagen@jhu.edu**  
**ventures.jhu.edu**  
**Baltimore, MD**

Johns Hopkins Technology Ventures (JHTV) is the commercialization and entrepreneurship hub of the university, responsible for fostering a rich innovation ecosystem and bringing Johns Hopkins discoveries to market. We help innovators and entrepreneurs safeguard and commercialize intellectual property, develop startups into sustainable ventures and forge strategic collaborations with industry.

# EXHIBITORS A-Z

25

## Johnson & Johnson Innovation – JLABS

Scott Shepherd, Innovation Activation Manager  
sshephe4@its.jnj.com  
www.jnjinnovation.com/jlabs  
Washington, DC

Johnson & Johnson Innovation – JLABS is a global life science network for innovation, providing startups with access to capital-efficient lab space and resources, including expertise, community, industry connections and entrepreneurial programs.

## Johnson & Johnson

55

## Longeviti Neuro Solutions

longeviti.com  
Baltimore, MD

Longeviti Neuro Solutions creates innovative platforms for complex neurological disorders. Its ClearFit® platform can replace any part of a skull that's been removed during surgery, and allows healthcare providers to utilize ultrasound imaging post-surgery, providing real time information, and potentially reducing patients' exposure to radiation from other diagnostic imaging devices.

62

44

## Kubanda Cryotherapy

Bailey Surtees, CEO  
bailey@kubandacryo.com  
www.kubandacryotherapy.com  
Baltimore, MD

Kubanda Cryotherapy provides powerful, minimally invasive tumor treatment with our next-generation carbon-dioxide-based cryotherapy. Our device is bringing the first point-of-care subcutaneous cryotherapy to the veterinary market with a simple, quick, and low-cost procedure, saving time, increasing clinic ROI, and halving costs for pet parents.

51

## Lumo Imaging

www.lumoscan.com

Lumo is an R&D Stage company engaged in the development of full body skin cancer screening systems. Similarly to how women in risk of breast cancer receive annual mammograms, people at risk of skin cancer can receive their annual Lumograms (well over 60M annual scans in US).



16

**LYON RUM // Windon Distilling Company**

**Jaime Windon, Jaime Windon**  
**hello@lyonrum.com**  
**www.lyonrum.com**  
**Saint Michaels, MD**  
**443.333.9181**

LYON RUM is the flagship spirit of Windon Distilling Company, located in Saint Michaels, MD. Since 2013, the distillery has produced an award-winning line of cane-to-glass rums, paying tribute to the rich, spirited traditions of the Eastern Shore while also contributing to the craft spirits renaissance and redefining American Rum.

76

**Malloy Industries**

**Mike Malloy, Founder, CEO, & Trusted Advisor**  
**mike@malloyindustries.com**  
**www.malloyindustries.com**  
**Millersville, MD**  
**443-694-1545**

Malloy Industries helps overworked CEOs who are frustrated wearing too many hats, juggling 17 priorities, and trying to solve problems outside their areas of expertise. CEOs can free up their time, make more money, and scale their sales engine by confidently delegating unwanted hats to a trustworthy fractional executive.



# Build equity in your community.

[uwcm.org/100](http://uwcm.org/100)



**CORNERSTONE**  
 AN EMPLOYEE-OWNED COMPANY

*A full-service, bipartisan public affairs firm specializing in government relations and lobbying*



ELLEN VALENTINO - BERNIE MARCZYK - SHANETTA PASKEL - DELORA SANCHEZ IFEKAUCHE - PATRICK HOGAN  
 MAGGIE MCINTOSH - TIFFANY HARVEY - JENNA SUBLETT - JOHN BOHANAN - CHRIS DEWS

*Maryland, Delaware, and Washington, D.C. expertise with national reach*

2 FRANCIS STREET, ANNAPOLIS, MARYLAND 21401

# EXHIBITORS A-Z

56

## Maryland Department of Commerce

Kevin Anderson, Secretary  
[info.commerce@maryland.gov](mailto:info.commerce@maryland.gov)  
[Business.Maryland.gov](http://Business.Maryland.gov)  
Baltimore, MD  
410-767-6300

Maryland Department of Commerce is the state's primary economic development agency, dedicated to creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies; in addition to promoting the state's many economic advantages to spur economic development, international investment, trade and tourism.



41

## Maryland Department of Housing and Community Development

Frank Dickson, Director, Strategic Business Initiatives  
[frank.dickson1@maryland.gov](mailto:frank.dickson1@maryland.gov)  
[www.dhcd.maryland.gov](http://www.dhcd.maryland.gov)  
Lanham, MD  
301-789-4002

The Maryland Department of Housing and Community Development is committed to advancing housing policies that promote and sustain homeownership, preserve affordable housing, and foster thriving cities and towns, through a variety of homeownership, rental, and community development and revitalization programs and initiatives.



71

## Maryland Economic Development Corporation (MEDCO)

[www.medco-corp.com](http://www.medco-corp.com)  
Baltimore, MD  
[info@medco-corp.com](mailto:info@medco-corp.com)  
410-625-0051

MEDCO fosters business growth, attracts new enterprises, creates jobs and supports Maryland's economy through innovative bond financing, real estate development and workforce programs. Guided by equity, integrity, community and excellence, MEDCO partners with public and private entities to deliver strategic solutions that drive economic success across the state.



34

**Maryland Energy Innovation Accelerator****[www.mdeia.org](http://www.mdeia.org)**

MEIA is designed to help commercialize innovative clean energy and climate-benefitting technology products to market. MEIA surrounds inventors, scientists, and founders with experienced executives from relevant industries of the startups. MEIA enables inventors to decide how involved they want to be and what role they want to take. MEIA supports startups from the idea, commercialization, market-entry, and growth stages.

33

**Maryland Health Connection**

**Theresa Battaglia, Small Business  
Outreach Manager**  
**[theresa.battaglia@maryland.gov](mailto:theresa.battaglia@maryland.gov)**  
**[MarylandHealthConnection.gov](http://MarylandHealthConnection.gov)**  
**Baltimore, MD**  
**410-382-2576**

Maryland Health Connection (MHC) is the state's official health insurance marketplace. It's the only place to get financial help to pay for your plan. MHC for Small Business helps small businesses provide health, dental and vision insurance for their employees. Businesses can sign up any time of the year.

58

**Maryland Industrial Partnerships (MIPS)**

**Ronnie Gist, Associate Director**  
**[rgist@umd.edu](mailto:rgist@umd.edu)**  
**[www.mips.umd.edu](http://www.mips.umd.edu)**  
**College Park, MD**  
**301-405-3890**

The Maryland Industrial Partnerships (MIPS) program offers matching funding for technology product development projects that team Maryland companies with University System of Maryland faculty. MIPS is an initiative of the Maryland Technology Enterprise Institute (Mtech) in the A. James Clark School of Engineering at the University of Maryland.

70

**Maryland Tech Council**

**Pam Lubel, Vice President, Membership**  
**[pam@mdtechcouncil.com](mailto:pam@mdtechcouncil.com)**  
**[www.mdtechcouncil.com](http://www.mdtechcouncil.com)**  
**Frederick, MD**

The Maryland Tech Council is a collaborative community that is actively engaged in building strong technology and life science industries. We empower our members to achieve their goals by providing a platform for learning, sharing, and connecting, with a focus on advocacy, networking, cost savings and education.

65

# EXHIBITORS A-Z

69

## Maryland Technology Internship Program (MTIP)

[mtip@umbc.edu](mailto:mtip@umbc.edu)  
[www.mtip.umbc.edu](http://www.mtip.umbc.edu)  
Baltimore, MD  
443-694-1545

The Maryland Technology Internship Program (MTIP) helps Maryland retain top tech talent by increasing the number of paid technical internships offered in the state. Administered by UMBC and funded by the State of Maryland, the program offers financial assistance primarily to small businesses to hire technical interns.

32

## MDC Studio

**Nao Gamo, PhD, Vice President of Business Development**  
[info@mdcstudio.com](mailto:info@mdcstudio.com)  
[www.mdcstudio.com](http://www.mdcstudio.com)  
Baltimore, MD

MDC Studio is a startup studio launching early-stage MedTech companies. We partner with companies by providing hands-on engineering, product design, prototype development, business strategy, fundraising, and administrative support – enabling entrepreneurs to focus on building companies. Our affiliated MDC-Verte Fund supports healthcare innovators, delivering financial returns for founders and investors.

66

81

## Maryland Women's Business Center

[marylandwbc.org](http://marylandwbc.org)  
Rockville, MD  
301-315-8091

The Maryland Women's Business Center (MWBC), a signature program of Rockville Economic Development, Inc., is dedicated to empowering small businesses and women entrepreneurs in Maryland's Capital Region. By providing tailored resources, expert guidance, and networking opportunities, MWBC supports entrepreneurs in launching and expanding their ventures, fostering sustainable growth and innovation.

74

## Melan Property Management

**Byrdy Kelley, CEO**  
[Executive@melanpm.com](mailto:Executive@melanpm.com)  
[www.melanpm.com](http://www.melanpm.com)  
North Bethesda, MD  
301-569-1497

Melan provides proactive property management solutions for building owners, specializing in commercial office buildings of 30,000 square feet and above, as well as multifamily properties with 75 or more units.

31

**Meridian Management Group, Inc.**[www.mmcapitalgroup.com](http://www.mmcapitalgroup.com)

60

**Morgan State University**

**Ray Dizon, Associate Director, Office of  
Technology Transfer**  
**Raymar.dizon@morgan.edu**  
**www.morgan.edu**  
**Baltimore, MD**  
**410-885-2341**

Morgan State University, founded in 1867, is a Carnegie-classified high research (R2) institution providing instruction to a multiethnic, multiracial, multinational student body and offering more than 140 academic programs leading to degrees from the baccalaureate to the doctorate.

66

**Montgomery County Economic  
Development Corporation**

**Lynne Stein Benzion, Director, Economic  
Development**  
**lynne@thinkmoco.com**  
**thinkmoco.com**  
**Rockville, MD**  
**(240) 641-6700**

The Montgomery County Economic Development Corporation serves as the official economic development entity for Montgomery County, Maryland to accelerate business development, attraction, retention and expansion in key industry sectors while advancing equitable and inclusive economic growth. MCEDC operates as a 501(c)(3) nonprofit public-private partnership and is funded by Montgomery County.

42

**NasaClip**

**Dr. Elizabeth Clayborne, Founder and CEO**  
**customercare@nasaclip.com**  
**NasaClip.com**  
**Baltimore, MD**  
**443-249-2931**

NasaClip is the revolutionary hands-free and mess-free device for quick and effective nosebleed treatment at home, in clinics, and on sports fields. It is the first and only adjustable nosebleed rescue aid that provides constant, comfortable, hands-free compression to stop a nosebleed fast.

67

# EXHIBITORS A-Z

53

## Nataur LLC

Daphne Preuss, CEO  
dpreuss@nataur.com  
www.nataur.com  
Baltimore, MD  
443-543-5582

Natáur was founded to produce and commercialize sustainable sulfur compounds for health, aiming to replace petroleum-based products with healthier, eco-friendly alternatives. Natáur's first product is taurine, which is found in thousands of everyday products and is currently synthesized from petrochemicals. Natáur's bio-based taurine addresses manufacturers' need to meet consumer demand.

24

## NEXT powered by Shulman Rogers/My NEXT Raise

Lisa Friedlander, CRO  
info@next.law  
www.next.law - www.mynextraise.com  
Baltimore, MD

At NEXT and My NEXT Raise, we help startups launch, grow, raise capital and scale via our award winning legal services (2024 Best US Law Firm for Startup Success) and our new investor readiness platform.



68

20

## National Science Foundation SBIR/STTR Program

[www.seedfund.nsf.gov/our-program/](http://www.seedfund.nsf.gov/our-program/)

We focus on transforming scientific and engineering discoveries into products and services with commercial and societal impact. The deep technologies we fund show promise but their success hasn't yet been validated. And, each year, we award \$200+M in research and development funding to about 400 startups across the United States.

46

## NextStep Robotics

Brad Hennesie, CEO  
brad.hennesie@nextsteprobo.com  
www.nextsteprobo.com  
Baltimore, MD  
443-869-3518

NextStep Robotics is dedicated to bringing innovations to market to advance the field of neurorehabilitation. Our first product, AMBLE, is designed to help alleviate foot drop and improve overall gait function in stroke patients it has recently overcame its first FDA regulatory hurdle and is launching into the market now.

21

## NIH Technology Transfer

**Steven Ferguson, NIH Office of Technology Transfer**  
**sf8h@nih.gov**  
**techtransfer.nih.gov**  
**Bethesda, MD**  
**301-435-5561**

The NIH technology transfer program works in collaboration with private partners to move medical innovations from its intramural research program from the benchtop through additional research and development, testing, regulatory approval, manufacturing, and finally to distribution as medical products which will improve the health of everyone.

10

## Northeast Regional Outreach Office of the U.S. Patent and Trademark Office

**northeast@uspto.gov**  
**www.uspto.gov/about-us/uspto-locations/northeast**  
**Alexandria, VA**  
**571-270-7100**

The Northeast Regional Outreach Office engage the public in the eastern United States by bringing USPTO services and resources to the region. Our goal is to promote innovation by connecting entrepreneurs to government resources, supporting students & teachers through our STEM education programs, educating the public about intellectual property and more.

12

## NOAA Technology Partnerships Office

**Michael Kruk, Director, TPO Director**  
**Michael.Kruk@noaa.gov**  
**www.techpartnerships.noaa.gov**  
**Silver Spring, MD**

The Technology Partnerships Office of the National Oceanic and Atmospheric Administration (NOAA) serves NOAA staff and the U.S. economy by transferring NOAA's scientific and technological innovations to commercial applications, facilitating strategic public-private partnerships, and investing in small business research and development related to NOAA's mission areas.

11

## NSA Office of Research & Technology Applications

**Lydia Hierl, Director, Marketing & Business Development**  
**mhierl@nsa.gov**  
**www.nsa.gov/techtransfer**  
**Fort Meade, MD**  
**443-634-3516**

NSA's portfolio of patented technologies can be leveraged by companies to build or enhance their businesses. The NSA Office of Research and Technology Applications (ORTA) establishes partnerships that help accelerate mission goals, advance science, foster innovation, and promote the growth and commercialization of technology originally created for Agency mission.

69

# EXHIBITORS A-Z

23

## OST Global Solutions

**Bill Schalik, Chief Operating Officer**  
[bschalik@ostglobalsolutions.com](mailto:bschalik@ostglobalsolutions.com)  
[www.ostglobalsolutions.com](http://www.ostglobalsolutions.com)  
Rockville, MD  
(301) 384-3350

OST Global Solutions helps federal contractors win government contracts and grants through business development, capture, and proposal consulting and training, with over \$26B in client wins. OST has been the instructor for TEDCO's SBIR/STTR Proposal Lab since 2018, contributing to a win rate 2.5 times the national average. Contact us!



OST GLOBAL SOLUTIONS

18

## PATENT VITAL, LLC

**Wenzhi Lin, Founder & Patent Agent**  
[wenzhi.lin@patentvital.com](mailto:wenzhi.lin@patentvital.com)  
[www.patentvital.com](http://www.patentvital.com)  
Fairfax, VA  
(571) 353-1063

PATENT VITAL, LLC helps innovative businesses and inventors in the journey from inventions toward patents. It was founded by a registered patent agent with a Ph.D. in Physics, who is licensed to represent others in U.S. patent application matters. The firm appreciates new technologies and innovations.

2

## Peak Partners

**Eric Rebbert, Senior Vice President, Growth & Strategy**  
[erebbert@peakpartnersusa.com](mailto:erebbert@peakpartnersusa.com)  
[www.peakpartnersusa.com](http://www.peakpartnersusa.com)  
Baltimore, MD  
443.838.1938

Peak Partners is focused on helping companies become more successful through staffing, recruiting, mergers, and acquisitions. Our decades of experience is leveraged to provide sound decisions, skilled employees and increased value for your business.

52

## PerVista AI

**Vennard Wright, Founder & CEO**  
[vwright@pervista.com](mailto:vwright@pervista.com)  
[www.pervista.ai](http://www.pervista.ai)  
Oxon Hill, MD  
301-747-3311

PerVista AI is a SaaS platform that leverages computer vision to analyze video streams from internet connected surveillance cameras and drones in real-time to detect firearms and proactively public safety authorities, with the goal of reducing the number of active shooter events in schools, hospitals, and other public places.



13

### Pike District Partnership

**Matthew Herrmann, Chairman**  
**Chairman@pikedistrict.org**  
**www.pikedistrict.org**  
**North Bethesda, MD**  
**703-346-5477**

The Pike District Partnership is the advocacy and marketing engine that fosters connections and amplifies community voices to promote economic opportunities with a central purpose to position the Pike District's success as North Bethesda's Urban Core. The PDP is fostering economic development opportunities and partnerships for the area.

6

### PostCare.AI

**Gordon Mckenzie, Co-Founder, CEO**  
**gordon@postcare.ai**  
**PostCare.AI**  
**Baltimore, MD**  
**410-908-2154**

Transforming clinical documentation with augmented intelligence to enhance patient-provider engagement and care quality.

47

### Pinion Immunotherapeutics

**Katherine Langston**  
**klangston@arv-tech.com**  
**North Bethesda, MD**  
**336-553-8885**

Pinion Immunotherapeutics is a biotechnology company dedicated to the research and development of advanced immunotherapies. Our science is centered around innovating mRNA-based therapies by enhancing lipid nanoparticle (LNP) delivery systems and leveraging AI-driven antigen design, positioning us at the cutting edge of the biotech industry.

72

### Prince George's County Economic Development Corporation

**David Iannucci, President & CEO**  
**lcvalentine@co.pg.md.us**  
**Largo, MD**  
**301-583-4650**

PGCEDC's mission is to cultivate and promote a strong local economy that supports the growth and prosperity of entrepreneurs and businesses, dedicated to strengthening communities through business development, innovation and job creation.



71

# EXHIBITORS A-Z

54

## Revelo Software

**Tracye Turner, President & CEO**  
[info@ReveloSoftware.com](mailto:info@ReveloSoftware.com)  
[www.ReveloSoftware.com](http://www.ReveloSoftware.com)  
College Park, MD  
833-473-8356

Revelo Software is a cloud-based end-to-end platform that automates data collection, analysis and customized reporting. Revelo enables you to quickly build new applications and connect to your existing COTS and APIs. Customizable workflows, granular permissions, built-in security and accessibility functionalities. Start your digital transformation in less time at lower costs!

35

## RPM Tech

**Cyrus Etemad-Moghadam, President & Founder**  
[cyrus@rpm-tech.com](mailto:cyrus@rpm-tech.com)  
[www.rpm-tech.com](http://www.rpm-tech.com)  
Forest Hill, MD  
410-877-6168

RPM Tech is a turnkey product development, engineering and prototyping company with all technical expertise in-house. We take concepts to production, providing our customers with a complete technical data package and verified production sourcing. Our team includes systems, electrical, mechanical and firmware engineers, industrial designers, machinists and technicians.

72

79

## RosettaHealth

[www.rosettahealth.com](http://www.rosettahealth.com)  
Upper Marlboro, MD

RosettaHealth's GetPatientRecords enables organizations to acquire patient health records in real-time, streamlining operations by providing access to critical data. RosettaHealth facilitates seamless, scalable health data exchange, driving interoperability across healthcare systems.

7

## SHOWCYCLE

**Pat Pathade, President**  
[pat@showcycle.com](mailto:pat@showcycle.com)  
[www.showcycle.com](http://www.showcycle.com)  
Fulton, MD  
443-690-8488

ShowCycle is an event management software on Salesforce, offering CRM, floor plan, financial management, and analytics in a secure, multilingual platform. With AI-enhanced features for automation and insights, it streamlines planning for any event size, filling a critical market gap as an all-in-one, customizable solution.

73

**Skylife Financial**

**Yosef Jackson, V.P. Marketing**  
**yjackson@skylifefinancial.com**  
**skylifefinancial.com**  
**Reisterstown, MD**  
**410-624-9350**

Skylife Financial specialize in obtaining local, state, and federal Tax Credits for businesses. Below are a few examples:

- Research & Development Tax Credits
- Work Opportunity Tax Credits
- Employee Retention Tax Credit
- Cost Segregation Tax Incentive

*For more information contact:*  
*Bob 410-615-9104*  
*bjackson@skylifefinancial.com*  
*Yosef 410-624-9350*  
*yjackson@skylifefinancial.com*

30

**Spark Baltimore**

**Maggie Terhune, Senior Community Manager**  
**info@spark-bmore.com**  
**www.spark-bmore.com**  
**Baltimore, MD**  
**410.240.2107**

Spark Baltimore is a collaborative workspace for growing startups and entrepreneurs, located within the downtown Baltimore HUBZone. Spark serves as a catalyst for advancing entrepreneurship in Maryland and is designed to provide growth-focused ventures with community, network, and creative space.

48

**Storytime AI**

**info@storytimeaiapp.com**  
**www.storytimeaiapp.com**  
**Baltimore, MD**

Storytime AI empowers parents, educators, and children to create immersive read-along stories that foster literacy, education, emotional and social development, and a love of reading. With a public library and custom story creation available in over 70 languages, Storytime AI makes reading accessible, engaging, and impactful for a global audience.

50

**Sybal**

**Ikhelowa Sanni, Chief Strategy Officer**  
**ike.sanni@sybal.io**  
**www.sybal.io**  
**North Bethesda, MD**

Founded in 2020, Sybal serves as a governance innovation firm working to help the defense community improve situational awareness & gain decision advantage with its patented computational governance system, Proof of Governance®. Sybal is a DefTech TEDCO Portfolio Company & has achieved Awardable status to the DOD via CDAO Tradewinds Solitons Marketplace.

73

# EXHIBITORS A-Z

87

## TEDCO

[www.tedcomd.com](http://www.tedcomd.com)  
410-740-9442

TEDCO identifies, invests in, and helps grow technology and life science-based companies in Maryland. Through intentionally created programs, resources, and funding opportunities, we are leading innovation to market by fostering an inclusive entrepreneurial innovation ecosystem, enhancing economic development, and promoting a collaborative community of innovators. Learn more at [tedcomd.com](http://tedcomd.com).



1

## Tomu

[www.tomuhaus.com](http://www.tomuhaus.com)

Tomu is transforming hospitality and residential development with our prefab modular building system designed for speed, cost-efficiency, and sustainability. With our Hagerstown, Maryland-based manufacturing, Tomu addresses the growing demand for lodging supply in under-served markets while creating long-term economic value through manufacturing job creation, construction innovation, and tourism-driven growth.

68

## Towson University StarTUP

**Patrick McQuown, Executive Director**  
[Startup@towson.edu](mailto:Startup@towson.edu)  
[www.towson.edu/startup/](http://www.towson.edu/startup/)

The StarTUP Accelerator is an eight-week, cohort-based fellowship where founders gain mentorship, founder-focused programming, and access to guest speakers and successful entrepreneurs, all while collaborating to accelerate their ventures. Ventures receive a \$10,000 equity-free stipend. Ventures have access to workspace and resources at the StarTUP at the Armory.

14

## The Henry M. Jackson Foundation for the Advancement of Military Medicine

**Katie McGill, Technology Transfer Specialist**  
[kamcgill@hjf.org](mailto:kamcgill@hjf.org)  
[www.hjf.org](http://www.hjf.org)  
Bethesda, MD  
301-295-3182

HJF is a 501(c)(3) nonprofit organization dedicated to advancing military medicine by administering, managing and supporting scientific programs benefiting the armed forces and civilians. HJF's award-winning technology transfer team is the trusted partner of choice for commercialization of new innovative medical technologies through licensing or start-ups.

39

## United Way of Central Maryland

**uwcm.org**  
College Park, MD

United Way of Central Maryland improves lives for residents of Greater Baltimore and the surrounding counties by promoting equity and increasing access to education, health, economic advancement, and housing.



United Way  
of Central Maryland

57

## University of Maryland Small Business Programs

**www.marylandsbdc.org**  
College Park, MD

The University of Maryland Small Business programs support Maryland businesses through several initiatives: the Small Business Development Center offers consulting and funding support; the Veterans Business Opportunity Center serves military families; the Maryland Business Opportunity Center assists minority and women entrepreneurs; and the APEX Accelerator provides federal contracting assistance.

67

## University of Maryland, Baltimore

**Claire Murphy, Director of Marketing, UM Ventures, Baltimore and UM BioPark**  
**cmurphy1@umaryland.edu**  
**www.umaryland.edu**  
Baltimore, MD

University of Maryland, Baltimore is a top-tier biomedical research enterprise with six professional schools – medicine, pharmacy, dentistry, nursing, law, social work – and an interdisciplinary graduate school. Our \$1.4 billion joint research enterprise provides a strong foundation for powerful research and collaboration. The BioPark encourages collaboration and advances discoveries.

49

## Wave Engine Corp.

**Andrew Geltman**  
**andrew@wave-engine.com**  
**www.wave-engine.com**  
Baltimore, MD  
202-258-2736

Wave Engine Corp. technology is poised to create a new economic reality, enabling jet speeds at dramatically lower cost and scale. We're ushering in an era where UAVs and personal aircraft offer the same performance as regional airliners with unprecedented simplicity to create a more connected and sustainable world.

82

## Women in Bio Capital Region Chapter

**www.womeninbio.org**

Women In Bio is an organization of professionals committed to promoting careers, leadership, and entrepreneurship of all women in the life sciences.

75

# MEET OUR TEAM

**Troy A. LeMaile-Stovall**  
CEO

**Abi Kulshreshtha**  
Executive Director,  
Maryland Innovation  
Initiative (MII)

**Ann Liebschutz**  
Director, Federal  
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& Compliance

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Research Fund (MSCRF)

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Marketing  
Communications Specialist

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Development & Marketing

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Rural Business Innovation  
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Western Region

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& Project Coordinator

**Dejonna Farrar**  
Digital Marketing Coordinator

**Diana Smith**  
Administrative Services Manager

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**Gary Evans**  
DefTech Advisor

**Geysel Gonzalez**  
Controller

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Vice President,  
Venture Development

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Maryland Innovation Initiative

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Intern, Maryland Stem Cell  
Research Fund (MSCRF)

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**Karen Zuccardi**  
Ecosystem Director,  
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**Kim Mozingo**  
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**Lauren Knights**  
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Specialist

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Administrative Coordinator,  
Board Governance

**Linda Singh**  
Executive Director, Women  
Entrepreneur Leadership

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Venture Growth Advisor,  
Prince George's County

**Mindy Lehman**  
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Portfolio Manager

**Stephen Auvil**  
Chief Federal  
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**Tami Yoloye**  
Investment Analyst

**Tammi Thomas**  
Chief Development &  
Marketing Officer

**Tammira Lucas**  
Venture Growth Advisor,  
Baltimore City

**Teddy Gresser**  
Director, Seed Funds

**Terri Collins**  
Senior Human  
Resources Specialist

**Terry Rauh**  
Chief Finance &  
Operations Officer

**Valery Gutierrez**  
Administrative Coordinator,  
Maryland Innovation Initiative

**William L. Bernard**  
Rural Business Innovation  
Initiative Mentor,  
Lower Shore Region

# TEDCO'S LEGAL COUNSEL

**Ira Schwartz**  
General Counsel

**Jigita Patel**  
Senior Assistant  
Attorney General

**Jim Galante**  
Assistant Attorney General

**Fey Okupe**  
Assistant Attorney General

**Stephanie M. Meighan**  
Assistant Attorney General

---

## MEET OUR BOARD

**Amita Shukla**  
Vitamita

**John Bohanan**  
Cornerstone  
Government Affairs

**Omar Muhammad**  
Immediate Past Chair,  
Morgan State University

**Andrew Serafini**  
Wealth Enhancement  
Group

**Jeffrey A. Rhoda**  
Treasurer

**Phillip Singerman**  
Montgomery County  
Economic Development  
Corporation

**Chung Hei Sing**  
Applied Derivative  
Research

**Kathie Callahan Brady**  
Vice Chair, Frederick  
Innovative Technology  
Center, Inc. (FITCI)

**Robert Wells**  
Baker Donelson

**Cliff Coppersmith**  
Chesapeake College

**Kevin Anderson**  
Maryland Department  
of Commerce

**Rondall Allen**  
University of Maryland  
Eastern Shore

**David Tohn**  
BTS Software Solutions

**Linda Cureton**  
Muse Technologies, Inc.

**Thomas Bundy III**  
Secretary, Lawrence &  
Bundy

**Eben G. Smith**  
Assistant Treasurer,  
Three|E Consulting Group

**Nona Minnifield  
Cheeks**  
Innovatyr, LLC

**William Roberts**  
Significance, Inc.



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[WWW.TEDCOMD.COM](http://WWW.TEDCOMD.COM)