

**TEDCO'S
ENTREPRENEUR EXPO**

—2019—

SPONSORSHIP & EXHIBITING PROSPECTUS

**OCTOBER 29, 2019
THE HOTEL AT THE UNIVERSITY
OF MARYLAND**

PRESENTED BY:



LEADING INNOVATION TO MARKET

TEDCMD.COM

ABOUT THE EXPO

TEDCO CEO
GEORGE DAVIS



TEDCO'S ENTREPRENEUR EXPO

TEDCO's annual Entrepreneur Expo brings together all of Maryland's various entrepreneurial resources across the State under one roof for a day of celebration. The Expo draws 900+ of the region's top entrepreneurs, business owners, angel and venture capital investors, legislators and other influencers.

From healthcare to cyber and all the way to baseball gloves, the 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.



2018 HIGHLIGHTS

1,000
ATTENDEES 

80
SPEAKERS



84
EXHIBITORS



24
SESSIONS



20
STARTUP EXHIBITORS



2018 ENTREPRENEUR EXPO KEY METRICS

95%

WILL ATTEND NEXT YEAR

95%

SAID THEIR PURPOSE
WAS ACCOMPLISHED

85%

RATED THE EVENT VERY
GOOD/EXCELLENT

70%

OF THE ATTENDEES
WERE ENTREPRENEURS

77%

HAD A LOT/GREAT DEAL
OF VALUE FROM EXPO

LAST YEAR'S SUCCESS

EXPO BUZZ

"I loved the plethora of knowledge and experience to be gained from the event. The candid yet determined atmosphere was great and fit the occasion perfectly."

- Entrepreneur/Student/Researcher

"It's always great to have a gathering of this scale of the entrepreneurial community in Maryland."

- Entrepreneur

"A variety of topics with the business flair. The cozy ambiance of the exhibitions and the proximity of the posters are a very good combination."

- Entrepreneur

"It was a terrific mash up of Statewide and regional Entrepreneurs, Investors, Advocates and subject matter experts!"

- Entrepreneur

"I enjoyed the facilitated meeting of great entrepreneurial minds. I walked away with a wealth of knowledge, new customers, new mentors, and even met some new friends!"

- Entrepreneur

"We received a lot of foot traffic at our booth, which was excellent. The reception was really pretty amazing and the location was perfect."

- Exhibitor

"You could feel the excitement, and professionalism vibrating off of everyone there. The perfect atmosphere for this sort of event."

- Exhibitor

Pam Ruff @PamJRuff

Attendees at the #Tedcoexpo had the good fortune of hearing from @SteveCase today. Time well spent. Thank you for bringing us all together and sharing your valuable insight.



Discover Frederick @FredCoOED

Bringing 800+ entrepreneurs from all around together at one place - team Frederick is loving all of the inspiration at the @MDTEDCO @TheEntrepExpo #TEDCOExpo

BioInformant @StemCellMarket

Excitement and innovation is in the air at the #TEDCOExpo 2018! @MDTEDCO @MD_Stem_Cell #stemcells #technology



Ernesto P. Chanona, Ph.D. @EPChanona

@MDTEDCO CEO George Davis emphasizes that this is likely to be the only place in the world where an entrepreneur and stem cell expo takes place. #TEDCOExpo #mdbio



UMD Tech Transfer @UMDTechTransfer

@ChiefMuse @airgility: 'entrepreneurship means the highest highs and lowest lows' and be persistent! #TEDCOExpo



2018 EXHIBITORS



COMPANY NAME BOOTH

Airgility	57
Bagel Labs	48
Baltimore Development Corporation	FB - 76
Betamore	39
Better Business Bureau of Greater MD	54
BioBuzz	Foyer B - 74
BioHealth Innovation	37
BioTrac	3
Bowie BIC	68
Bowie State University	31
BrainXell	11
Build Your Health	16
BwTech	72
CC Biotech LLC	6
City of Hagerstown	65
Clientmind Recruiting	23
CliftonLarsonAllen	38
Coaptech	57
Corrie Health	58
Cykloburn Technologies	58
Delaware Innovation Space	Foyer B - 73
Elite Gaming Live	52
Elixirgen	4
F3 Tech	69
FiberCell	12
FLC Mid-Atlantic	19
Frederick Economic Development	62
Frederick National Laboratory for Cancer Research	28

COMPANY NAME BOOTH

Freestate Optics	59
Game ChangeHer	45
Girl Scouts	
Harbor Designs	13
Howard County Chamber	41
Hutchison Law	30
I-95 Business	40
Integrated Pharma Services	15
Kweli.TV	51
Launch Workplaces	44
Longeveron	2
Lonza	8
Maryland Department of Commerce	32
Maryland Development Center	60
Maryland Small Business Development Center (SBDC)	33
Maryland Tech Council Venture Mentoring Service	53
MBIA	71
MBLue Labs	59
McLean Law	43
MIPS	63
MOS Creative	Foyer B - 75
Maryland Women's Business Center	70
NASA Goddard Space Flight Center	22
National Security Agency Technology Transfer Program	26
NCI TTC	29
NextStep Robotics	50
NIST	18
NOAA	27

COMPANY NAME BOOTH

Noble Life Sciences	7
OcuFlow	Foyer B - 78
Prince George's County Economic Development Corporation	35
PyroDex	51
RoosterBio	5
RPM Tech	49
RSM	42
RYG Light	47
Save Pharmaceuticals	10
ScholarMe	
SmartLogic	55
SoBran Bioscience	25
SOS Solutions	34
Sovereign Wealth Management	24
StartupGrind	67
Stellar Scientific	14
Stem Cell (MSCRF)	1
Sterilex	56
Technical Innovation Center	64
Technical.ly	Foyer B - 77
Techport	61
TEDCO	Foyer A
Thermo Fisher Scientific	9
UM Ventures	17
USAMRMC	21
USDA Agricultural Research Service (ARS)	20
Venture Access	46
Washington County Department of Business Development	66
WeWork	36

2018 SPONSORS



FOUNDER



UNIVERSITY OF
MARYLAND

W&R

Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

LEADER



ThermoFisher
SCIENTIFIC

THINKER



INNOVATOR



betamore

Technically
Better cities through technology



SPECIAL THANKS



THE VENUE

TEDCO'S
ENTREPRENEUR EXPO

—2019—



THE HOTEL

AT THE UNIVERSITY OF MARYLAND

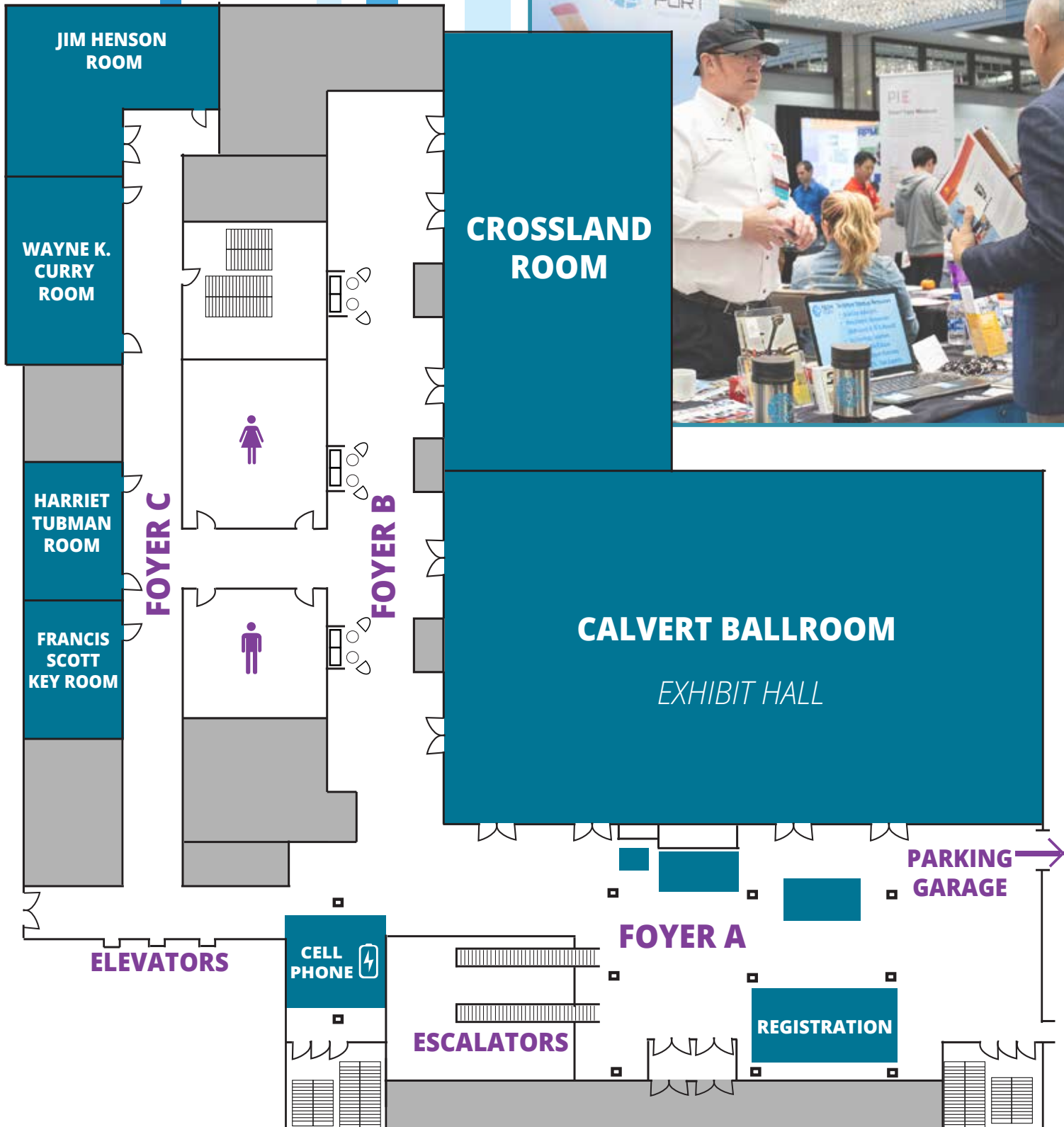
The event is hosted at the University of Maryland's hotel and conference facility. Located across the main entrance of the University campus, this location is ideal for bringing entrepreneurs from across the region to our event.



7777 BALTIMORE AVE.
COLLEGE PARK, MD 20740

THEHOTELUMD.COM

FLOORPLAN



SPONSORSHIPS



VISIONARY
\$25,000

3
Available



First Visionary sponsor will be featured at the Expo charging station



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

CHOICE OF ONE (1) EVENT:

- ★ 2-Minute greeting at Breakfast or Lunch Keynote
- ★ Sponsor the Reception
- ★ Introduce Session
- ★ Introduce Fireside Chat

- **First choice** of exhibit space location (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- Full-page, full-color Ad in the program guide, plus (1/2) half-page Ad option
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Opportunity to display company signage in main areas
- Individual social media spotlights recognizing sponsorship
- Dedicated spotlight on Expo website
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide

SPONSORSHIPS



FOUNDER
\$15,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

CHOICE OF ONE (1) EVENT:

★ Introduce Session

★ Introduce Fireside Chat

- Priority choice of exhibit space location (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- Full-page, full-color Ad in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Social media "shout out" recognizing sponsorship
- Dedicated spotlight on Expo website
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



LEADER
\$10,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

★ Opportunity to introduce a Session

- Prime exhibit space (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- (1/2) Half-page, full-color Ad in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Social media “shout out” recognizing sponsorship
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



THINKER \$7,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

- Prime exhibit space (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- (1/2) Half-page, full-color Ad in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Social media "shout out" recognizing sponsorship
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



INNOVATOR

\$3,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

- Prime exhibit space (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level



PROMOTIONAL

- (1/4) Quarter-page, full-color Ad in the program guide
- Social media "shout out" recognizing sponsorship
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



EXHIBITING INFORMATION



EXHIBITORS

WHAT YOU RECEIVE



COMPLIMENTARY ATTENDEE PASSES

- 6ft. Table + tablecloth + identification sign
- (2) Two chairs
- Standard directory listing

PRICING

BOOTH PRICING

SPONSOR	Free with package
START-UP*	\$300
START-UP (LATE REGISTRATION)	\$350
FEDERAL & ACADEMIC	\$500
STANDARD	\$1,000

*Start-up Company Criteria: (20) Twenty or less employees

A LA CARTE OPTIONS



SNACKS & COFFEE BREAK

\$3,000
1 Available

- ★ Sponsor the snack stations for the event!
Receive (2) two free tickets to attend the Expo.



BAG LEAVE-IN

\$300

- ★ A Bag Leave-In can be any marketing collateral (pens, flyers, etc.) **provided by your company** that will be delivered to us before the event, and placed in registration bags.



ASK ABOUT IN-KIND SPONSORSHIPS

RESERVE YOUR SPACE



For more information, or to reserve your space, contact:



Tammi Thomas
Vice President of Marketing
tthomas@tedco.md

ABOUT TEDCO

TEDCO enhances economic development growth through the fostering of an inclusive entrepreneurial and innovation ecosystem. TEDCO discovers, invests in, and helps build great Maryland-based technology and life science companies.



LEADING INNOVATION TO MARKET

TEDCOMD.COM

WWW.EXPO.TEDCO.MD

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—2019—

**THANK YOU
WE HOPE TO SEE YOU
OCTOBER 29TH**

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/THEENTREPRENEUREXPO



@MDTEDCO
@THEENTREPEXPO



/USER/MDTEDCO



/COMPANY/MARYLAND-TECHNOLOGY-DEVELOPMENT-CORPORATION-TEDCO



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