

**TEDCO'S
ENTREPRENEUR EXPO**

—2019—

SPONSOR FULFILLMENT REPORT

OCTOBER 29, 2019

THE HOTEL AT UNIVERSITY OF MARYLAND



THANK YOU!

In its 9th year, **TEDCO's Entrepreneur Expo** broke its record on bringing together the largest group of entrepreneurs and like-minded individuals across the state, delivering the broadest content with 5 different tracks focusing on industry verticals. This was our biggest Entrepreneur Expo yet, and your generous support helped us make the event a success for everyone.

Thank you!

Recognized as the premier entrepreneurial event in Maryland, the Expo drew over **1,000** of the region's top entrepreneurs, life science experts, federal and state economic development officials, and angel and venture capital investors. The all-day event featured a wide variety of topics, keeping the attendees energized and connected to the resources available in Maryland's entrepreneurial ecosystem.

This year's keynote speakers were also hard-hitters. Expo participants heard from a variety of industry experts, including keynote speakers Justin Klein, Founder and Managing Director of Vensana Capital, Bob Ackerman, Founder and Managing Partner of AllegisCyber Capital, and Marco Chacón, Founder of Paragon Bioservices.

The feedback from our speakers, attendees and exhibitors was unanimous; the whole day was filled with energy and excitement! They all agreed it was a huge success. So, thank you for your support, to help us make TEDCO's Entrepreneur Expo bigger and better than ever before.



2019 HIGHLIGHTS

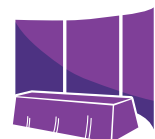
1,000
ATTENDEES



95
SPEAKERS



84
EXHIBITORS



23
SESSIONS



34
STARTUP EXHIBITORS



2019 ENTREPRENEUR EXPO KEY METRICS

96%
WILL ATTEND NEXT YEAR

96%
SAID THEIR PURPOSE
WAS ACCOMPLISHED

90%
RATED THE EVENT VERY
GOOD/EXCELLENT

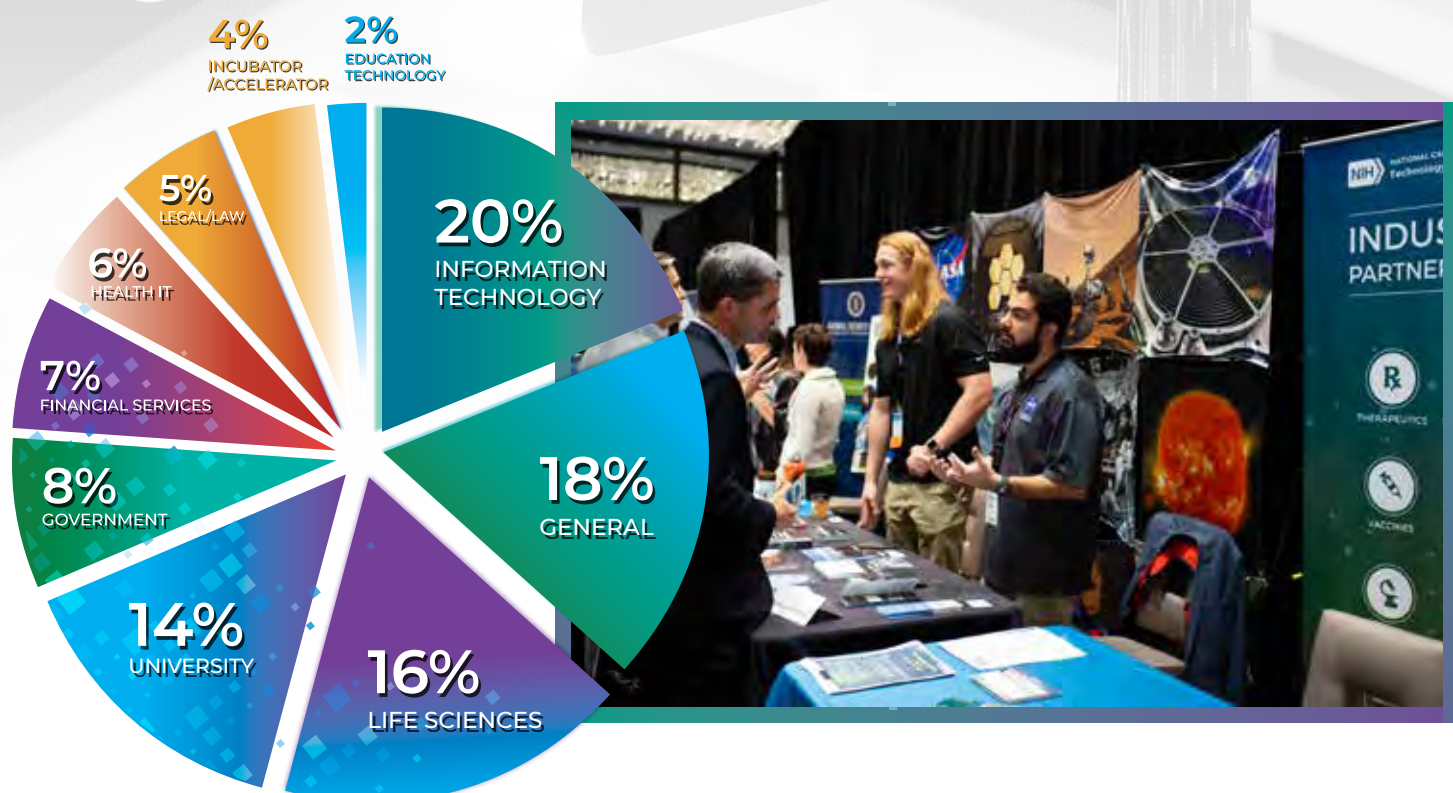
83%
OF THE ATTENDEES
WERE ENTREPRENEURS

77%
HAD A LOT/GREAT DEAL
OF VALUE FROM EXPO

ATTENDEES AT A GLANCE



INDUSTRY BREAKDOWN



EXPO BUZZ

TEDCO'S ENTREPRENEUR EXPO

—2019—



“

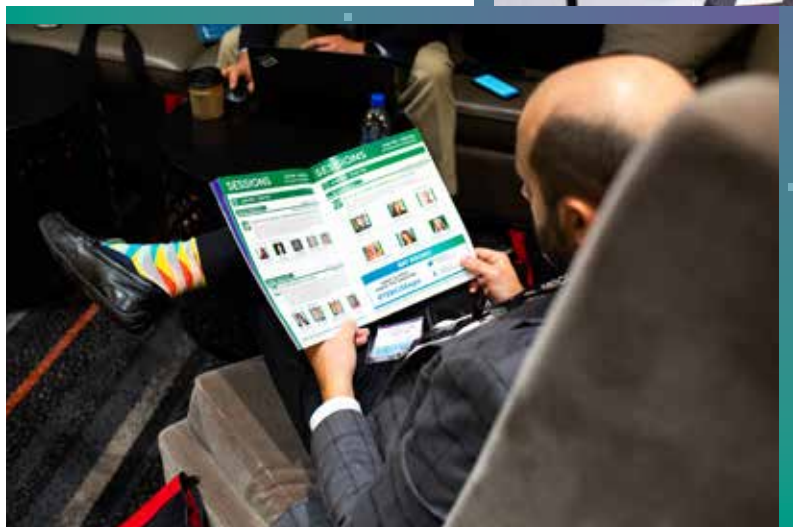
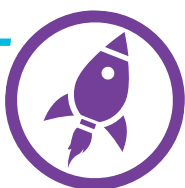
Awesome venue with great conversations and connections. We got a lot of exposure!

- Exhibitor

”

Many insightful discussions this afternoon at [@MDTEDCO's](#) [@TheEntrepExpo](#) - underscores the strength of the innovation ecosystem in [#Maryland](#). [#TEDCOexpo](#) [#MDeconomy](#)

[@ColinCRichard](#)



TEDCO'S ENTREPRENEUR EXPO 2019

“

Everything looked amazing and the crowd was of the quality you would want for this type of event. Thanks for the wonderful expo!

”
- Entrepreneur



Hats off to **@MDTEDCO** team, the speakers, sponsors, and everyone else who made **@TheEntrepExpo** 2019 a smashing success! There was an incredible amount of positive energy buzzing around, and it is evident that the entrepreneurial community in Maryland is gaining momentum! **#TEDCOExpo**

@UMDResearchPark



Great event today at **#TEDCOExpo** —proud to be part of a **thriving innovation ecosystem** with **@MDTEDCO**

@VensanaCapital



Thanks to **@MDTEDCO**'s **@TheEntrepExpo** for a great event as well as this brand new mousepad. I will cherish it always. **#TEDCOExpo**

@SeanJSutherland

EXPO BUZZ

TEDCO'S ENTREPRENEUR EXPO

—2019—



Great event today at [#TEDCOExpo](#)
—proud to be part of a **thriving
innovation ecosystem** with
[@MDTEDCO](#)

[@VensanaCapital](#)



“

The keynote speaker discussion on investing gave a good perspective on our region. It was also helpful to interact with federal agencies' tech transfer groups.

”

- Exhibitor



TEDCO'S ENTREPRENEUR EXPO 2019



“ The presentation topics were excellent as were the presentations themselves. I learned a lot about Baltimore and what it offers small businesses. I reconnected with some old contacts and made some new ones. ”

- Entrepreneur

“ The atmosphere of the event allowed for great conversation and learning from entrepreneurs across industries. ”

- Student



We had a great time networking and sharing our company's story and mission at the [#TEDCOExpo!](#)

[@ShockBiotech](#)



EXPO: IN THE NEWS



TEDCO'S ENTREPRENEUR EXPO ENERGIZES MARYLAND'S STARTUP ECOSYSTEM WITH RECORD ATTENDANCE

Bio Buzz
be more connected



“The first Expo attracted approximately 300 attendees. Three times that number descended on The Hotel at the University of Maryland for its 9th annual Entrepreneur Expo on October 29th.”

MD. STARTUPS SEEK TO BUILD THEIR ECOSYSTEMS AT TEDCO EXPO

THE **DAILY RECORD**



“You have a state full of advisers and incubators and funders and advocates who have your back,” Myra Norton, chair of TEDCO’s board of directors, told entrepreneurs. “We are in this together.”

TEDCO'S ENTREPRENEUR EXPO 2019

10 BIZ-BUILDING QUOTES THAT STOOD OUT FROM TEDCO'S 2019 ENTREPRENEUR EXPO

Technically | Baltimore



“It’s not just about the money. ... It’s about creating an ecosystem and pulling it together so that the talent can establish itself and the capital will follow.” - Bob Ackerman, managing director of AllegisCyber Capital

SUCCESS BREEDS SUCCESS: HOW A \$250M ACQUISITION CATALYZED BALTIMORE'S MEDTECH ECOSYSTEM

Bio Buzz
be more connected

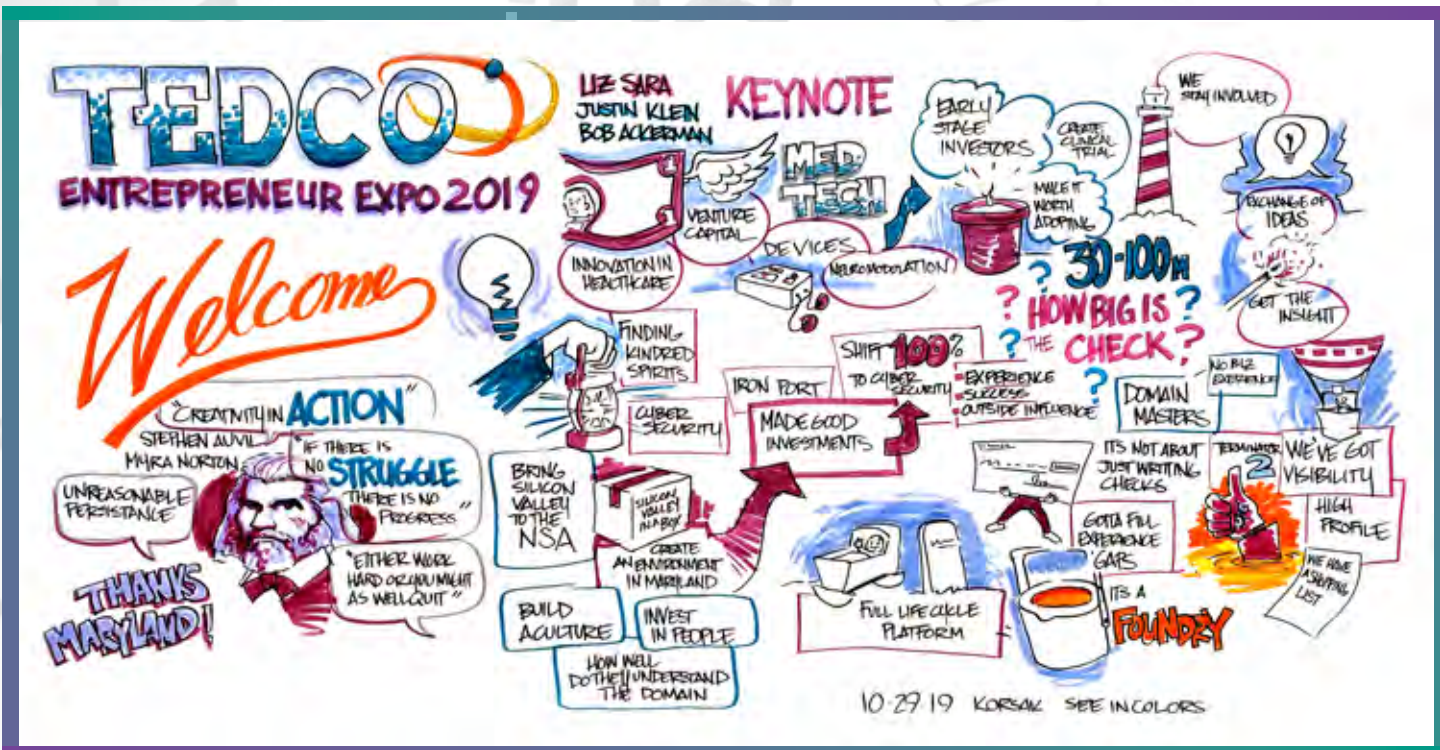


“One company gets absorbed into a larger brand and a host of companies flower as a result. The Biohealth Capital Region’s (BHCR) cycle of creative destruction has continued with Harpoon Medical. This was the story shared at the TEDCO Entrepreneur Expo’s session titled, “Success Breeds Success.”

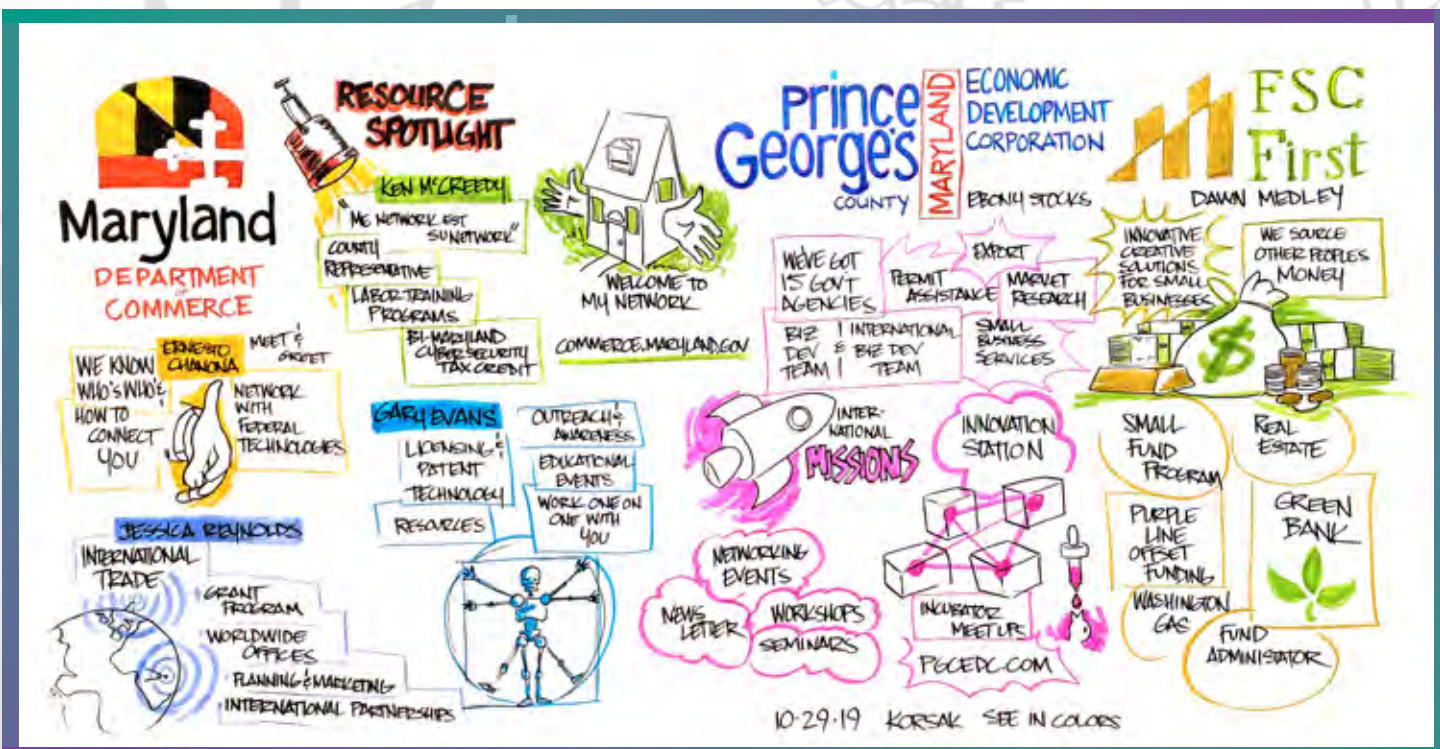
EXPO: SEE IN COLORS



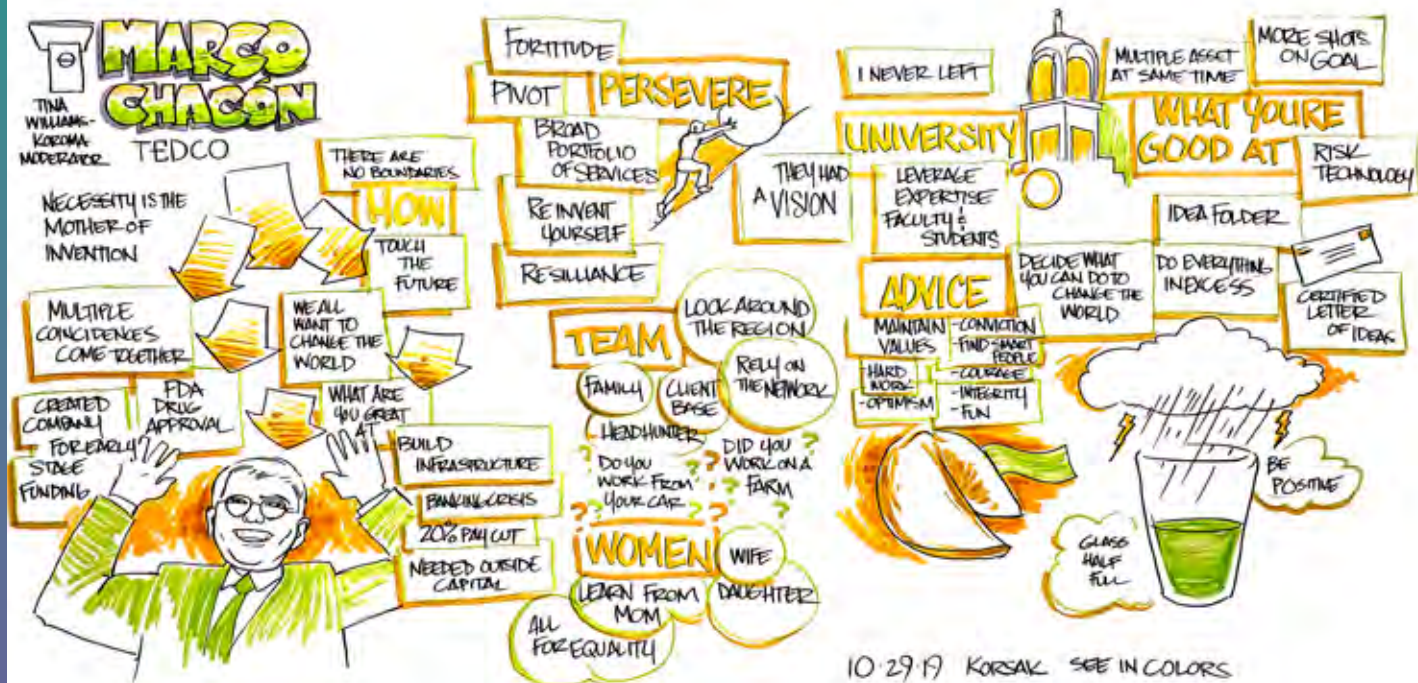
WELCOME KEYNOTE



ENTREPRENEUR HUB: MORNING



TEDCO'S ENTREPRENEUR EXPO 2019



ENTREPRENEUR HUB: AFTERNOON



THANK YOU TO OUR GUESTS

MARYLAND LEGISLATORS & OFFICIALS



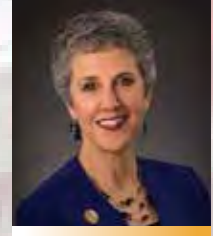
Secretary Kelly M. Schulz

Maryland Department of
Commerce



Senator Malcolm Augustine

Chair Joint Committee on
the Management of
Public Funds



Senator Cheryl Kagan

Joint Committee on
Administrative, Executive,
and Legislative Review



Delegate Jazz Lewis

Chair Family Law
Subcommittee of House
Judiciary Committee



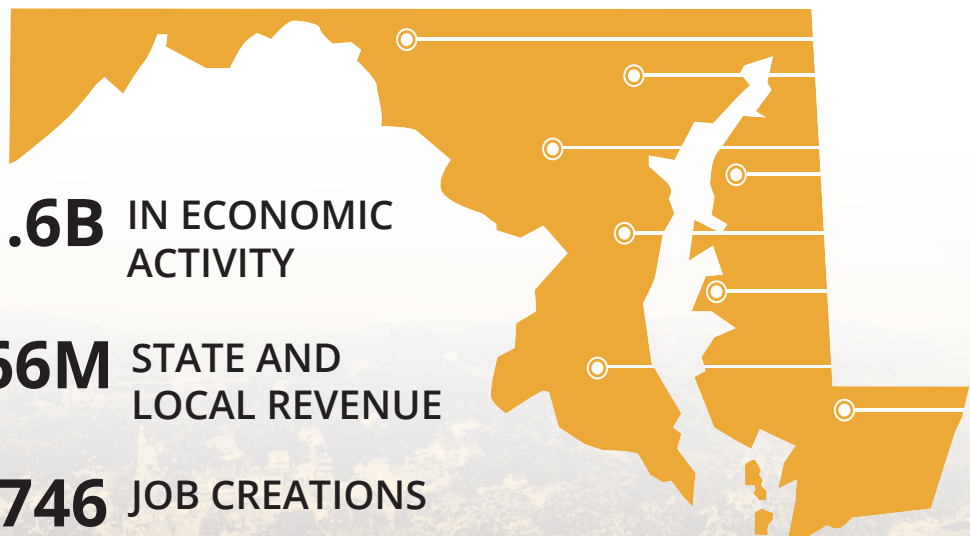
Delegate Derek Davis

Chair of the House
Economic Matters
Committee



ECONOMIC IMPACT 2018

- **\$1.6B** IN ECONOMIC ACTIVITY
- **\$66M** STATE AND LOCAL REVENUE
- **7,746** JOB CREATIONS





EXHIBITORS 2019



COMPANY NAME BOOTH

AARP Innovation Labs	45
Ardent Security LLC	21
Aronson LLC	41
Awarables	48
Ballard Spahr	37
Bethesda Green	82
BioHealth Innovation	36
BurnAlong	11
Byte.lion	59
Celeflux, LLC	29
CLA (CliftonLarsonAllen)	38
Craft Music LLC	56
F ³ Tech Accelerator	72
FITCI (Frederick Innovative Technology Center)	64
Federal Laboratory Consortium MidAtlantic Region	15
Foresight Science & Technology	40
Frederick City Dept. of Economic Development	65
Frederick County, MD Office of Economic Development	66
Frederick National Laboratory for Cancer Research	2
Gardner Industries	19
Harbor Designs & Manufacturing	44
Howard County Chamber	79
HR Geckos	8
I-95 Business	13
Integrated Pharma Services (IPS)	12
IRAZÚ Bio-Holdings, LLC	5
Kapowza	58
KPMG Spark	33

COMPANY NAME BOOTH

Launch Workplaces	63
LaunchTech Communications	74
Mblue Labs	49
Maryland Defense Technology Commercialization Center (DefTech)	14
Maryland Department of Commerce	32
Maryland Department of Transportation (MDOT)	4
Maryland Saves	46
Maryland Tech Council Venture Mentoring Service	73
Maryland Technology Internship Program	53
Maryland Business Innovation Association	69
McLean Law	24
MD-PACE Program	7
MAGIC (Mid-Atlantic Gigabit Innovation Collaboratory, Inc.)	27
MindStand Technologies Inc.	54
Mind-X	18
MIPS / University of MD / Mtech	67
Montgomery County Economic Development	70
Morgan State University, Office of Technology Transfer	57
NASA Goddard Space Flight Center	1
National Institute of Standards and Technology	17
National Security Agency Technology Transfer Program	3
NEXT Powered by Shulman Rogers	42
NextStep Robotics Inc	20
NOAA	16
Noble Life Sciences, Inc.	52
Offit Advisors	39

COMPANY NAME BOOTH

Optimal Solutions Group (ReVelo/iAccessible)	22
(eGovMarket)	23
PathOtrak, LLC	28
Prince George's County Economic Development Corporation	71
RenAlert, LLC	30
RoboVet Systems	9
Rockville Economic Development	83
RPM Tech	47
SBDC - Maryland	68
SCL Consulting	26
Shock Therapeutics Biotech	6
Spine Align LLC	25
St. Marys County Department of Economic Development	62
Startup Grind Maryland	75
Strategic Operations Solutions LLC (SOS)	35
Supply Chain OpEx Consulting	43
SwayTalk	50
TechPort UAS Business Incubator	61
University of Maryland Ventures	60
University of Maryland Graduate School	34
Untethered Labs, Inc. (dba Gatekeeper)	55
Uvivity Corporation	51
Workforce Genetics	10
SmartVentures Pitch Competition Winner	81
National Institute of Health Technology Transfer Center	
TEDCO	80
Girl Scouts	

THANK YOU TO OUR SPONSORS

VISIONARY



THINKER



INNOVATOR



SPECIAL THANKS



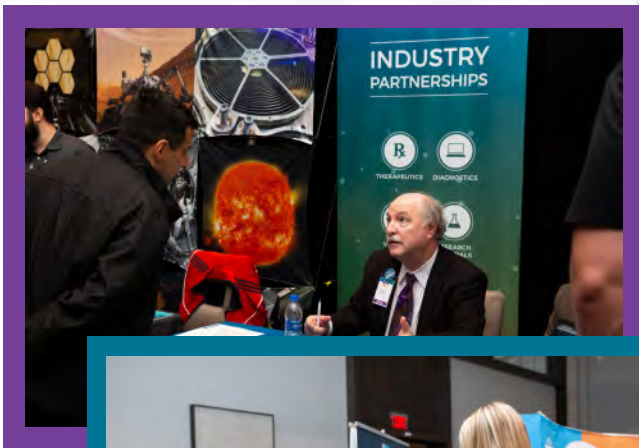
PITCH. NETWORK. LEARN.
BE INSPIRED

BE A PART OF EXPO
2020

**TEDCO'S
ENTREPRENEUR EXPO**



JOIN US NEXT YEAR!
RESERVE YOUR SPACE NOW



1,000+
attendees to network
with. Join Venture
Capitalists and fellow
Entrepreneurs



Informative sessions
with a wide variety of
topics to help with any
stage of your company



EMAIL: tthomas@tedco.md

TAMMI THOMAS, VP OF MARKETING

SPONSORSHIP 2020

PREVIEW

TEDCO'S
ENTREPRENEUR EXPO

—2019—



VISIONARY

\$25,000



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



FOUNDER - \$15,000



LEADER - \$10,000



THINKER - \$7,000



INNOVATOR- \$3,000

WHO WE ARE

BOARD

Myra Norton, Chair

Arena

Tina Williams-Koroma, Vice Chair

TCecure

Robert Lord, Treasurer

Protenus

Dr. Jennifer Elisseeff, Secretary

Johns Hopkins University School of Medicine

Paul Ausley

Luke Cooper

Fixt

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Wor-Wic Community College

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MD Department of Commerce

John Shetrone

Vision Technologies

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Vitamita

Francis Smyth

Century Engineering

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Operations & Programs

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Initiative Mentor
Lower Shore

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Business Development
Associate,
TEDCO Seed Fund &
Maryland Venture Fund

Mckeever Conwell, II

Manager, Seed Portfolio
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Sr. Director, Entrepreneurial
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Tiffany W. Davis

Rural Business Innovation
Initiative Mentor
Southern Maryland

Brittany Eleazer

Gateway Services
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Initiative Mentor
Western Region

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Vice President University
Partnerships

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Seed Investment Fund
Director, MVF

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Maryland Innovation
Initiative

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Assistant Director,
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Ann Pulley

Director,
Finance

Arti Santhanam

Executive Director,
Maryland Innovation
Initiative

Jack Schammel

Rural Business Innovation
Initiative Mentor
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Builder Fund

Diana Smith

Senior Executive Assistant
& Office Coordinator

Sabrina Spinner

Program Coordinator,
MSCRF

Jody Sprinkle

Director,
Government Relations

Tammi Thomas

Vice President,
Marketing



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**TEDCO'S
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—2019—

THANK YOU SEE YOU NEXT YEAR

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tthomas@tedco.md



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@THEENTREPEXPO



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