



CELEBRATING OUR 10TH YEAR!

SPONSORSHIP & EXHIBITING PROSPECTUS

DECEMBER 4, 2024

**RENAISSANCE BALTIMORE
HARBORPLACE HOTEL**

PRESENTED BY:



TEDCOMD.COM

ABOUT THE EXPO

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 **1000+** of the region's top entrepreneurs, business owners, angel and venture capital investors, legislators, and other influencers.

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.



1,100
ATTENDEES



95
SPEAKERS



23
SESSIONS



84
EXHIBITORS



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

PAST EXPO SUCCESS



65% ENTREPRENEURS
18% GENERAL
11% ECONOMIC DEVELOPMENT
6% SPEAKERS & THOUGHT LEADERS

“

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

@VENSANACAPITAL

“

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

“

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

“

Many insightful discussions this afternoon at @
MDTEDCO's @TheEntrepExpo—underscores the
strength of the innovation ecosystem in #Maryland
#TEDCOexpo #MDeconomy

@COLINCRICHARD

“

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

ENTREPRENEUR



2019 EXHIBITORS

COMPANY NAME	BOOTH	COMPANY NAME	BOOTH	COMPANY NAME	BOOTH
AARP Innovation Labs	45	Launch Workplaces	63	Optimal Solutions Group (ReVelo/iAccessible)	22
Ardent Security LLC	21	LaunchTech Communications	74	(eGovMarket)	23
Aronson LLC	41	Mblue Labs	49	PathOtrak, LLC	28
Awarables	48	Maryland Defense Technology Commercialization Center (DefTech)	14	Prince George's County Economic Development Corporation	71
Ballard Spahr	37	Maryland Department of Commerce	32	RenAlert, LLC	30
Bethesda Green	82	Maryland Department of Transportation (MDOT)	4	RoboVet Systems	9
BioHealth Innovation	36	Maryland Saves	46	Rockville Economic Development	83
BurnAlong	11	Maryland Tech Council	73	RPM Tech	47
Byte.lion	59	Venture Mentoring Service		SBDC - Maryland	68
Celeflux, LLC	29	Maryland Technology Internship Program	53	SCL Consulting	26
CLA (CliftonLarsonAllen)	38	Maryland Business Innovation Association	69	Shock Therapeutics Biotech	6
Craft Music LLC	56	McLean Law	24	Spine Align LLC	25
F3 Tech Accelerator	72	MD-PACE Program	7	St. Marys County Department of Economic Development	62
FITCI (Frederick Innovative Technology Center)	64	MAGIC (Mid-Atlantic Gigabit Innovation Collaboratory, Inc.)	27	Startup Grind Maryland	75
Federal Laboratory Consortium MidAtlantic Region	15	MindStand Technologies Inc.	54	Strategic Operations Solutions LLC (SOS)	35
Foresight Science & Technology	40	Mind-X	18	Supply Chain OpEx Consulting	43
Frederick City Dept. of Economic Development	65	MIPS / University of MD / Mtech	67	SwayTalk	50
Frederick County, MD Office of Economic Development	66	Montgomery County Economic Development	70	TechPort UAS Business Incubator	61
Frederick National Laboratory for Cancer Research	2	Morgan State University, Office of Technology Transfer	57	University of Maryland Ventures	60
Gardner Industries	19	NASA Goddard Space Flight Center	1	University of Maryland Graduate School	34
Harbor Designs & Manufacturing	44	National Institute of Standards and Technology	17	Untethered Labs, Inc. (dba Gatekeeper)	55
Howard County Chamber	79	National Security Agency Technology Transfer Program	3	Uvsty Corporation	51
HR Geckos	8	NEXT Powered by Shulman Rogers	42	Workforce Genetics	10
1-95 Business	13	NextStep Robotics Inc	20	SmartVentures Pitch Competition Winner	81
Integrated Pharma Services (IPS)	12			National Institute of Health Technology Transfer Center	
IRAZÚ Bio-Holdings, LLC	5				
Kapowza	58				
NOAA	16				
Noble Life Sciences, Inc.	52				

2019 SPONSORS

VISIONARY



UNIVERSITY OF MARYLAND
UM VENTURES
MPOWERING THE STATE



Innovation Labs™

THINKER



INNOVATOR



SPECIAL THANKS



THE VENUE

The event will be hosted at the Renaissance Baltimore Harborplace. Located in the heart of downtown Baltimore, centrally located for bringing together entrepreneurs from across the region to our event.

R
RENAISSANCE®
HOTELS

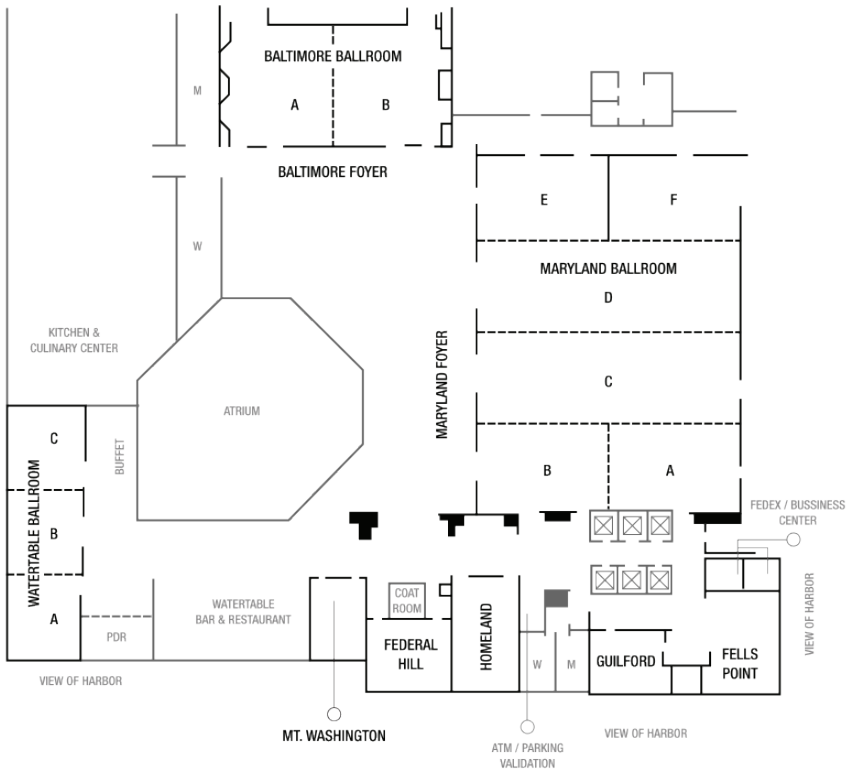


202 E Pratt Street
Baltimore, MD 21202





FIFTH FLOOR



SPONSORSHIP LEVELS

PRESENTING

\$150,000 (1 AVAILABLE)



ATTENDEE PASSES

- a. **Dedicated signage** throughout the event as **“level” sponsor**
- b. **Sponsor Wi-Fi**; including having password in company name
- c. **Sponsor a track of sessions**



CHOICE OF 2 EVENTS:

- | | |
|---|---|
| 1. 2-minute greeting at Breakfast or Lunch Keynote; signage to recognize as keynote sponsor | 5. 60-second commercial played in exhibit hall during the event |
| 2. Reception Sponsor | 6. 60-second commercial played at the reception |
| 3. Introduce Session | 7. 2-minute introduction of company before the morning or lunch keynote |
| 4. Introduce Fireside Chat | |

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



PROMOTIONAL:

1. Two full-page, full-color ads in the program guide
2. Opportunity to display company logo on wrapped columns in the main event space
3. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
4. Individual social media spotlights recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in promotional emails
7. Recognition as sponsor in program guide
8. Obtain Pre- and post-event registration list (excluding emails)

INFLUENTIAL

\$100,000 (1 AVAILABLE)



ATTENDEE PASSES

a. Dedicated signage throughout the event as **"level" sponsor**



CHOICE OF 1 EVENT:

- | | |
|---|---|
| 1. 2-minute greeting at Breakfast or Lunch Keynote; signage to recognize as keynote sponsor | 3. Introduce Fireside Chat |
| 2. Introduce Session | 4. 30-second commercial played at the reception |
| | 5. Sponsor a session and speak prior to session |

b. Priority selection of exhibit space location (+2 attendee passes if exhibiting)

c. Lowest fee for additional registrations (\$99 per extra pass)

d. Badge ribbons recognizing sponsor level

e. Company logo on photo booth backdrop



PROMOTIONAL:

1. Two full-page, full-color ads in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Opportunity to display company signage on wrapped columns in the main event space
4. Individual social media spotlights recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in promotional emails with company logo
7. Recognition as sponsor in program guide
8. Obtain Pre- and post-event registration list (excluding emails)

LEGACY

\$50,000 (3 AVAILABLE)



ATTENDEE PASSES

a. Dedicated signage throughout the event as **"level" sponsor**



SELECT ONE:

1. Introduce Session
2. Introduce Fireside Chat
3. Sponsor a session and speak prior to session

b. Priority selection of exhibit space location (+2 attendee passes if exhibiting)

c. Lowest fee for additional registrations (\$99 per extra pass)

d. Badge ribbons recognizing sponsor level

e. Company logo on photo booth backdrop



PROMOTIONAL:

1. Full-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Opportunity to display company pop-up banner in main areas
4. Individual social media spotlights recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in promotional emails with company logo
7. Recognition as sponsor in program guide

VISIONARY

\$25,000 (4 AVAILABLE)



ATTENDEE PASSES



SELECT ONE:

1. Introduce Session
2. Introduce Fireside Chat

- a. **Priority choice** of exhibit space location (+2 attendee passes if exhibiting)
- b. **Lowest fee** for additional registrations (\$99 per extra pass)
- c. **Badge ribbons** recognizing sponsor level
- d. **Company logo** on photo booth backdrop



PROMOTIONAL:

1. Full-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Opportunity to display company signage in main areas
4. Social media "shout out" recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in program guide and in promotional emails with company logo

FOUNDER

\$15,000



ATTENDEE PASSES



SPEAKING OPPORTUNITIES:

1. Introducing a Session
2. Introducing a Fireside Chat

- a. **Priority selection** of exhibit space location (+2 attendee passes if exhibiting)
- b. **Lowest fee** for additional registrations (\$99 per extra pass)
- c. **Badge ribbons** recognizing sponsor level
- d. **Company logo** on photo booth backdrop



PROMOTIONAL:

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

LEADER**\$10,000****ATTENDEE PASSES**

- a. Opportunity to **introduce a session**
- b. **Prime exhibit space** (+2 Attendee passes if exhibiting)
- c. **Lowest fee** for additional registrations (\$99 per extra pass)
- d. **Badge ribbons** recognizing sponsor level
- e. **Company logo** on photobooth backdrop

**PROMOTIONAL:**

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

INNOVATOR

\$7,000



ATTENDEE PASSES

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



PROMOTIONAL:

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

THINKER

\$3,000



ATTENDEE PASSES

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



PROMOTIONAL:

1. (1/4) Quarter-page, full-color Ad in the program guide
2. Recognition as sponsor in program guide and in promotional emails with company logo

EXHIBITING INFORMATION

WHAT YOU RECEIVE



2

COMPLIMENTARY
ATTENDEE PASSES



6ft

TABLE + TABLECLOTH
AND IDENTIFICATION SIGN



1

STANDARD
DIRECTORY LISTING



2

CHAIRS

PRICING

SPONSOR	FREE WITH PACKAGE
STARTUP*	\$300
STARTUP - LATE REGISTRATION	\$350
FEDERAL & ACADEMIC	\$500
ECONOMIC DEVELOPMENT	\$500
CORPORATE	\$1,000

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

A LA CARTE OPTIONS

Ask about in-kind sponsorships



BAG LEAVE-IN



CHARGING STATION



PARKING



SNACKS AND COFFEE BREAK



HEADSHOT LOUNGE



AI PHOTO BOOTH



THANK YOU

WE HOPE TO SEE YOU

DECEMBER 4TH

CONTACT:

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