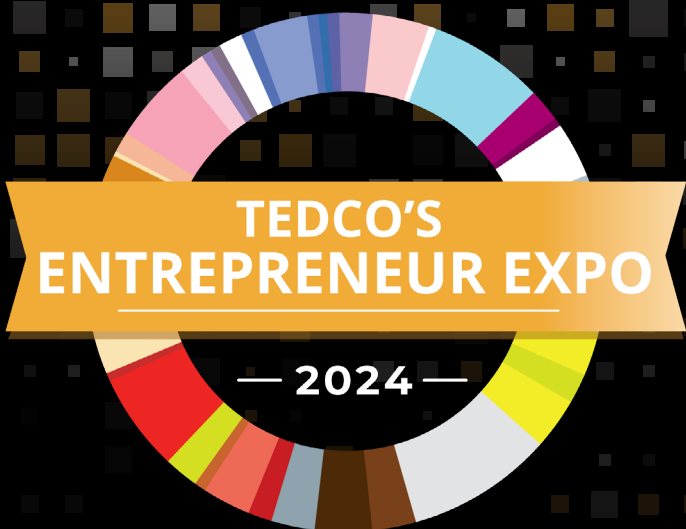




**TEDCO'S
ENTREPRENEUR EXPO**

— 2024 —

CELEBRATING OUR 10TH YEAR!

SPONSOR FULFILLMENT REPORT

DECEMBER 4, 2024

**Renaissance Baltimore
Harborplace Hotel**

PRESENTED BY:



TEDCMD.COM

THANK YOU



“

Super positive energy!

*So many entrepreneurs in one place will definitely
prime more connections and passion for innovation.*

— **ENTREPRENEUR**

”

In its 10th year, TEDCO's Entrepreneur Expo was bigger, bolder, and more exciting than ever before!

This year's event exceeded all expectations, surpassing its goal of gathering one of the largest and most diverse groups of entrepreneurs, industry leaders, and innovators to celebrate entrepreneurship in Maryland. With five dynamic tracks focusing on key industry verticals, the Expo delivered a broad range of content, providing unparalleled value to all who attended.

Thanks to your generous support, we made the 2024 Entrepreneur Expo our biggest and best one yet! Your involvement helped make the event a resounding success for all participants, and we couldn't have done it without you.

As the premier entrepreneurial event in Maryland, the Expo attracted over 1,000 of the region's top entrepreneurs, life sciences experts, economic development officials, and investors. The energy throughout the day was contagious, with attendees staying engaged, inspired, and connected to the vast resources available within Maryland's entrepreneurial ecosystem.

This year's keynote speakers were truly exceptional. We had the privilege of hearing from Andy Bauer from the Federal Reserve Bank of Richmond and Bret Schreiber at The Fulton Financial Corporation. Their insights

sparked thought-provoking conversations and left attendees energized and motivated throughout the day.

We were also deeply honored to welcome Governor Wes Moore during the lunch keynote session, where he described the economic development shifts happening in Maryland and his vision for the state's future.

Later in the day, an esteemed panel featuring Secretary Kevin Anderson of the Maryland Department of Commerce, Shelonda Stokes from the Downtown Partnership of Baltimore, and Tom Sadowski from the Maryland Economic Development Corporation (MEDCO) shared invaluable knowledge and perspectives on Maryland's thriving business landscape.

The feedback we received from speakers, attendees, and exhibitors was overwhelmingly positive – the event was a true success! Everyone agreed that this year's Expo was filled with excitement, collaboration, and endless opportunities.

Once again, thank you for being a part of TEDCO's 2024 Entrepreneur Expo. Your support helped make this event a landmark achievement, and we can't wait to see what's in store for the future of entrepreneurship in Maryland!



2024 HIGHLIGHTS & KEY METRICS



1,048
Attendees



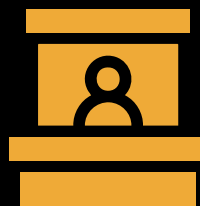
91
Exhibitors



111
Speakers



24
Sessions



26
Startup Exhibitors

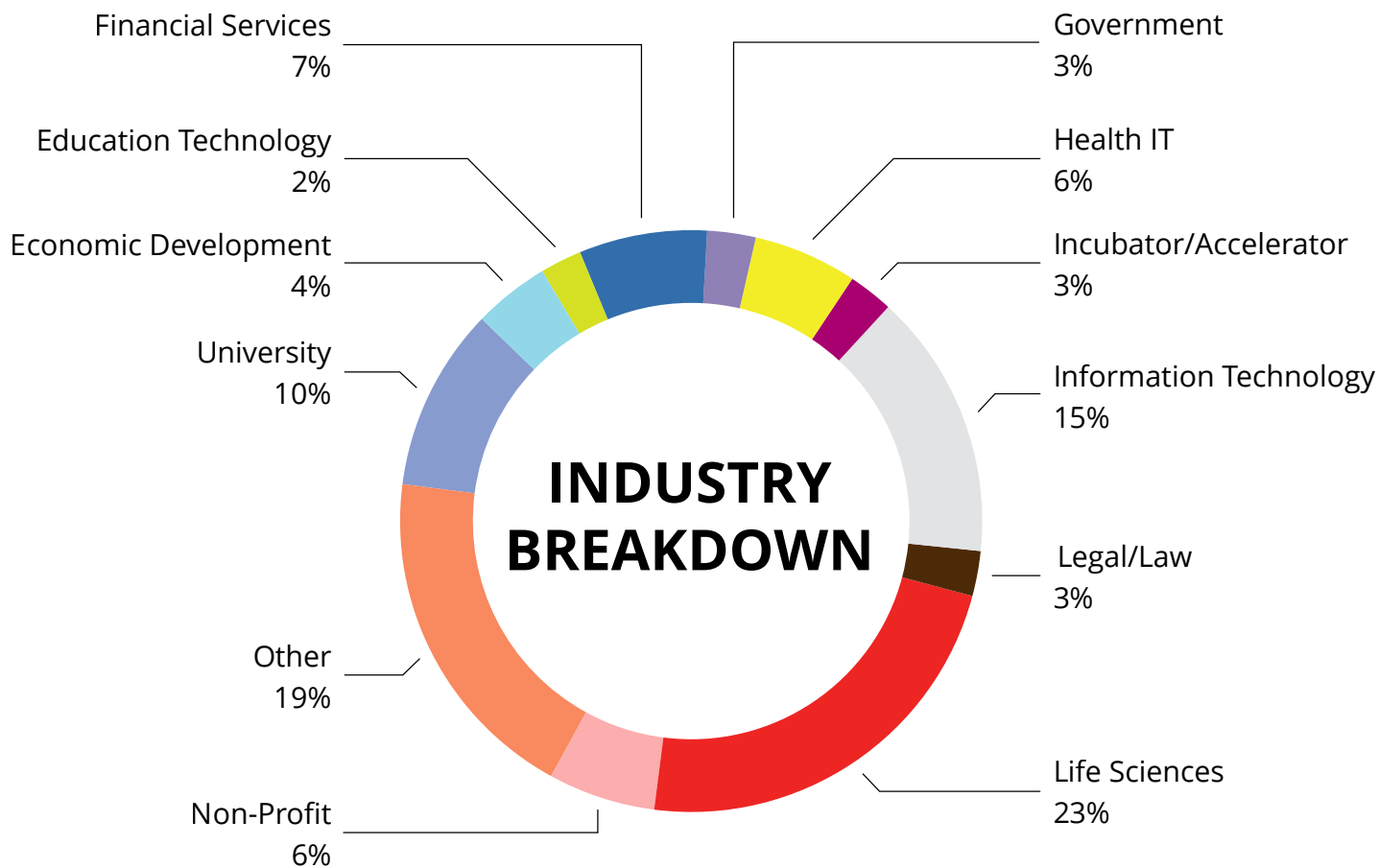
4

97% will attend again

95% said their purpose was accomplished

71% had a lot/great deal of value from Expo

83% rated the event good/excellent





6

“

Everyone and anyone I needed to talk with was in one spot.

Sessions – incredible. Networking – amazing. Plus, due to the event facility, it was easy to have small breakout areas as attendees needed them. This enabled our team to combine event attendance with networking and team meetings.

— ECOSYSTEM COLLABORATOR

”



“

We had a wonderful experience and made a lot of contacts at this year's TEDCO Expo.

— EXHIBITOR

”



“

This event exceeded my expectations!

Kudos to the TEDCO staff, who did an incredible job on all levels. I've attended many conferences and meetings, but the amount of positive energy such a collection of entrepreneurs brings to such an event is second to none. Truly remarkable — thank you!

— **ENTREPRENEUR**

”





“

*The vision for innovation in Maryland that Governor Wes Moore shared with us during the keynote with TEDCO CEO Troy LeMaile-Stovall was **truly inspiring and validates my startup being in the right place.***

— **ENTREPRENEUR**

”

Maryland's innovation challenges, solutions and players take center stage at expo's return

Read Publication [here](#)

"The remarks from one of the innovation economy's highest-profile boosters underscored the optimistic mood at TEDCO's latest Entrepreneur Expo, which returned after a five-year hiatus to bring more than 100 speakers, over 80 exhibitors and attendees from as far as Singapore to the Renaissance Baltimore Harborplace Hotel earlier this month."



10



Moore describes economic development shifts in MD at 2024 Entrepreneur Expo

Read Publication [here](#)

"Throughout the day, the Expo provided networking and pitch opportunities for entrepreneurs, while showcasing resources available to them in the state. And after ten years of success, the event continues to be a rare moment where the people who drive the innovation economy across the state, and others who are evaluating the potential to do business in Maryland, are gathered in one place."



Maryland innovation takes center stage at TEDCO's Entrepreneur Expo

Read Publication [here](#)

"Facilitated by TEDCO CEO [Troy LeMaile-Stovall](#), the [Expo morning keynote] discussion addressed the impact of the Federal Reserve's interest rate changes and economic uncertainty on entrepreneurs and startups.

Despite current uncertainty, speakers expressed optimism that a clearer economic outlook will lead to increased lending and investment activity."



12

MARYLAND
THE DAILY RECORD
YOUR TRUSTED SOURCE OF BUSINESS, LEGAL AND GOVERNMENT NEWS SINCE 1888.

TEDCO's Entrepreneur Expo highlights Maryland innovation opportunities

Read Publication [here](#)

"As in years past, event tracks focused on the nuts and bolts of capital, innovation and technology, growth management, equity, and resources, but also highlighted new programs, incentives and emerging opportunity."

Troy LeMaile-Stovall, TEDCO's CEO, highlighted the Cultivate Maryland initiative's Equitech Growth Fund and Commission that were established during the 2023 legislative session to expand strategies to help grow and develop the state's economy by promoting more diversity and inclusion in Maryland's technology ecosystem."



13

Business
MONTHLY

MD legislators bring innovative thinking to balance budget and create economic opportunity

Read Publication [here](#)

"When headwinds are blowing against entrepreneurs, they must innovate to create success. State legislators encounter similar challenges when working to bolster Maryland's innovation economy. They must weigh initiatives that are designed to spur growth against budget realities, while devising creative solutions in response to the outside forces reshaping conditions on the ground.

This process was presented at the TEDCO [Entrepreneur Expo](#), held on Dec. 4 at the Inner Harbor's Renaissance Baltimore Harborplace Hotel. At the event, Maryland Delegates Vanessa Atterbeary and Stephanie Smith discussed their outlook on helping the state achieve fiscal well-being, economic growth and entrepreneurial success. Moderated by former Delegate and current [TEDCO](#) Board Member [John Bohanan](#), the conversation touched on Maryland's budget realities and the state's competitiveness."

14



MARYLAND
THE DAILY RECORD
YOUR TRUSTED SOURCE OF BUSINESS, LEGAL AND GOVERNMENT NEWS SINCE 1888.

TEDCO Announces First Investments from Concept Capital Program Totaling \$150,000 Across Five Companies

Read Press Release [here](#)

"The entire competition was complete with innovative solutions to real-world problems, and we are excited to see these companies continue their journey forward with this funding. Plainr's win during the pitch competition speaks to Lydia's commitment to her entrepreneurial innovation. We look forward to hearing about her advancements in the future."expand strategies to help grow and develop the state's economy by promoting more diversity and inclusion in Maryland's technology ecosystem."



TEDCO's First Round of Equitech Growth Fund Awardees Unveiled

Read Press Release [here](#)

"The new award opportunity generated interest from 75 driven applicants from across the state, each offering unique approaches to addressing critical needs in sectors such as life sciences, advanced manufacturing, artificial intelligence, cybersecurity, data analytics and quantum computing training," said Troy LeMaile-Stovall, TEDCO CEO. "We want to thank each of the applicants for their dedication to Maryland's growth towards a sustainable and competitive ecosystem."

TEDCO ECONOMIC IMPACT



OVER
\$737M
IN FOLLOW-ON INVESTMENT
BY COMPANIES FUNDED BY
MARYLAND INNOVATION
INITIATIVE FUND



\$2.7B

OF ECONOMIC
IMPACT IN MARYLAND
THROUGH 2023



OVER
\$200M
AND
600
GRANTS HAVE BEEN COMMITTED
THROUGH THE MARYLAND STEM
CELL RESEARCH FUND

16



OVER
12,000
JOBS SUPPORTED
THROUGH TEDCO
FUNDING



OVER
\$80M
CONTRIBUTED BY
VENTURE FUNDS
PORTFOLIO COMPANIES
IN FEDERAL TAX REVENUE



OVER
\$140M
GENERATED IN-STATE
AND LOCAL TAX
REVENUE ANNUALLY

“

Thank you for organizing such a fantastic event!

The TEDCO Entrepreneur Expo was incredibly insightful and an excellent opportunity to connect with innovators, leaders, and friends across various fields. Kudos on a job well done!

— **ENTREPRENEUR**

”

EXHIBITORS LIST

18

COMPANY NAME	BOOTH
Abel Communications	85
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
Givhero	80

COMPANY NAME	BOOTH
Gordon Feinblatt	
Harbor Designs & Manufacturing	15
Hememics Biotechnologies Inc.	43
Howard County Chamber of Commerce	88
Howard County Economic Development Authority	65
I95 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, StarTUP	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



“

This is a must-attend event for businesses looking to accelerate their growth in Maryland.

This was my first TEDCO Expo, and it was so well done. I appreciate all the TEDCO team's work in supporting Maryland entrepreneurs.

— EXHIBITOR

”





20

“

It was an excellent opportunity *to meet entrepreneurs, investors, business folks, and folks from governmental (Federal/state) institutions.*

— **ECOSYSTEM COLLABORATOR**

“

*This event far exceeded my expectations! It provided an incredible opportunity to forge valuable partnerships and connect with prospects for our company. **I highly recommend every startup to participate in this event — it's a treasure trove of resources and insights.** Kudos to the entire TEDCO team. Mission accomplished!*

— **ENTREPRENEUR**

”

THANK YOU TO SPONSORS

PRESENTING



FOUNDER



LEADER



INNOVATOR



Johnson & Johnson

21

THINKER



SPECIAL THANKS



PITCH.
NETWORK.

TEDCO'S
ENTREPRENEUR EXPO

—2025—

LEARN.
BE INSPIRED.

JOIN US IN 2025!
RESERVE YOUR SPACE NOW



Network

1,000+ Entrepreneurs, venture capital investors, legislators, economic development professionals, and more from across the region

22



Discover

80+ Exhibitors from tech to life science startups and countless entrepreneurial resources



Be Inspired

80+ Inspirational speakers and industry thought leaders featured in panels



Tammi Thomas, Chief Development & Marketing Officer,
TEDCO - Marketing@tedcomd.com

2025 Sponsorship Opportunities (Preview)



Presenting
\$150,000
(1 available)

25 COMPLIMENTARY ATTENDEE PASSES

- Sponsor Wi-Fi, including having password in company name
- Sponsor a track of sessions
- First choice of exhibit space location

CHOICE OF 2 EVENTS

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

23

Influential - \$100,000 *(1 available)*

Legacy - \$50,000 *(3 available)*

Visionary - \$25,000 *(4 available)*

Founder - \$15,000

Leader - \$10,000

Innovator - \$7,000

Thinker - \$3,000

WHO WE ARE

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Jigita Patel
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Attorney General

Jim Galante
Assistant Attorney General

Stephanie M. Meighan
Assistant Attorney General

Fey Okupe
Assistant Attorney General

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Vitamita

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University of Maryland
Eastern Shore

Thomas Bundy III
Secretary, Lawrence & Bundy

William Roberts
Significance, Inc.

25



**The women's panel
was outstanding.**

*I liked the resources available for budding
entrepreneurs, with representatives from
many counties and state programs.*

— EXHIBITOR





**THANK YOU
SEE YOU IN 2025**

PITCH. NETWORK. LEARN. BE INSPIRED.



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