

PROGRAM BOOK

A circular logo composed of many small, multi-colored segments. A blue banner is superimposed across the center of the circle.

TEDCO'S
ENTREPRENEUR EXPO

—2026—

OCTOBER 27, 2026

HILTON BALTIMORE INNER HARBOR

PRESENTED BY:

TEDCO
LEADING INNOVATION TO MARKET

TEDCOMD.COM



CONTENTS

02 **A Letter From Our CEO**

10 **Agenda**

46 **Sponsors**

48 **Event Floorplan**

56 **Exhibitors A-Z**

88 **Meet Our Team**



A LETTER FROM **OUR CEO**

Dear Expo Attendees,

A funny thing happened on the way to the finale. Last year's welcome letter billed the Expo as our last, complete with a gracious bow and a heartfelt "thanks for the memories." Turns out Maryland's innovation ecosystem had other plans, and honestly, so did we. Consider that finale officially revoked, and welcome to TEDCO's 12th Entrepreneur Expo!

This year we've brought Expo to the Hilton Baltimore Inner Harbor for a full day built around a simple charge: innovate with purpose. More than a thousand of the region's entrepreneurs, investors, and ecosystem leaders will come together for workshops, roundtables, live pitches, and an exhibitor showcase — all in service of the connections, knowledge, and inspiration that make Maryland's innovation economy work. Whether you're here to learn, to network, or to show off what you've built, we hope you leave with fresh ideas and real momentum for what's next.

Like last year, the 2026 Expo has a distinct global focus. We're expecting delegations from South Korea, Taiwan, Jordan, the UAE, Qatar, and Ireland, all here to see firsthand what Maryland's innovation ecosystem has to offer. Our goal is simple: turn these relationships into real accelerants for our companies' international market opportunities, whether that

**WELCOME to TEDCO's
2026 Entrepreneur Expo!**

means capital, customers, or new partners abroad. If you've followed our international work this year, you know we mean it when we say the world is watching Maryland.

We'll open the day with Jay Perman, Chancellor of the University System of Maryland, and David Tohn, CEO of BTS Software Solutions and Chair of the TEDCO Board of Directors. Their welcome remarks will set the stage for a conversation featuring Maryland Secretary of Commerce Harry Coker Jr., Maryland Secretary of State Susan Lee, and me. Together, we'll explore how international partnerships are opening new opportunities for Maryland companies and strengthening the state's position in the global innovation economy.

From there, we're honored to welcome Senate President Bill Ferguson, who will share his perspective on the role Maryland's businesses play in driving economic growth, creating opportunity, and strengthening communities across our state. As we look toward the future of Maryland's innovation economy, this conversation will offer an important look at the environment our entrepreneurs and businesses need to thrive.

At lunch, we'll turn our attention to two critical pieces of the growth equation: infrastructure and capital. Tamla Olivier, President & CEO of Baltimore Gas & Electric (BGE), will join me for a conversation about Maryland's energy landscape and how BGE is partnering with entrepreneurs and small businesses to power growth across the state. We'll close out the lunch program with Tami Howie, Acting Deputy Associate Administrator for Innovation in the U.S. Small Business Administration's Office of Investment and Innovation. She'll offer a practical look at how federal and state initiatives are expanding access to capital, where early-stage and growth investment is headed, and what founders and investors need to know to navigate the opportunities ahead.

In the spirit of innovation, we're also using this year's Expo to launch two tools that make Maryland's innovation ecosystem easier to navigate. The first is MyTEDCO, a centralized portal where founders can apply for funding and manage their engagement with TEDCO in one place, taking the guesswork out of the application process. The second is our redesigned website, built with entrepreneurs in mind to support every stage of the entrepreneurial journey.

TEDCO remains committed to building an inclusive, supportive environment for Maryland's entrepreneurs, and the Entrepreneur Expo is a testament to that mission. It is a place where seasoned founders and first-time entrepreneurs alike come together, share insights, and help each other grow. Thank you to our speakers, sponsors, TEDCO staff, and most of all, to you, 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 12th Entrepreneur Expo — here's to many more years of success, collaboration, and leading innovation to market.

Stay safe, sane, healthy, and blessed,



Troy LeMaile-Stovall

CEO

TEDCO



PRESENTED BY
TEDCO
LEADING INNOVATION TO MARKET

PITCH. NETWORK. LEARN. BE INSPIRED.

MIX & MINGLE

TEDCO'S ENTREPRENEUR EXPO
RECEPTION

SIGNATURE DRINK:

"INNOVATION ON THE ROCKS"

4



THERE'S NO
PARTY LIKE A
TEDCO PARTY!



EXHIBIT HALL | 5:00 - 7:00 PM



BIO **President** **Bill Ferguson**

The Senate
of Maryland

Senator Ferguson was born in Silver Spring, Maryland. He is a graduate of Davidson College (B.A. 2005); The Johns Hopkins University School of Education (M.A.T. 2007); University of Maryland School of Law (magna cum laude - J.D. 2010); and Teach for America, Baltimore City Schools (2005 – 2007).

Senator Ferguson was elected to the Maryland State Senate in 2010, becoming the youngest ever-elected State Senator in Maryland's history. He serves as the State Senator for Maryland's 46th Legislative District, located entirely in Baltimore City, including neighborhoods in south Baltimore, downtown near and around the Inner Harbor, and southeast Baltimore.

Senator Bill Ferguson has served as President of the Maryland Senate for the Maryland General Assembly since 2020. He previously served as Vice Chair of the Budget and Taxation Committee and Chair of the Education, Business, and Administration Subcommittee.

A lifelong Maryland resident, Senator Ferguson made Baltimore City his home when he joined Teach for America where he taught U.S. History and U.S. Government to ninth and tenth graders at Vivian T. Thomas Medical Arts Academy at Southwestern High School. Senator Ferguson is very active in the civic arena within Baltimore City and throughout the State of Maryland.

Senator Ferguson resides in Baltimore City with his wife and two children where the Fergusons attend St. Casimir Catholic Church.



BIO **Speaker Joseline** **A. Peña-Melnyk**

Maryland House
of Delegates

Joseline Peña-Melnyk has dedicated her career to advancing equity, justice, and accessible healthcare for all Marylanders. She has served as a Member of the House of Delegates since 2006 and in December of 2025, her colleagues unanimously elected her as the 109th Speaker of the House. She is the first Afro-Latina in the nation to serve as a presiding legislative officer.

Born in the Dominican Republic, Speaker Peña-Melnyk immigrated to the United States as a child with her single mother and sister. She became the first in her family to graduate from college and went on to earn her J.D. Driven by a lifelong commitment to justice, she began her legal career advocating for death row inmates in Alabama and migrant farm workers in Ohio. She later served as a public defender in Philadelphia and then as a prosecutor in the U.S. Attorney's Office.

She was first elected to office as a member of the College Park City Council before she successfully ran a grassroots campaign for the Maryland House of Delegates. Speaker Peña-Melnyk passionately represents Legislative District 21, which encompasses parts of both Prince George's and Anne Arundel Counties. She was Chair of the Health and Government Operations Committee before her elevation to Speaker.

Over the twenty years that she served on the Health Committee, Speaker Peña-Melnyk sponsored and passed more than 100 bills into law—leading landmark efforts to establish the Prescription Drug Affordability Board, the Maryland Easy Enrollment Health Insurance Program, the State Reinsurance Program, and the Maryland Lying Truth and Reconciliation Commission. Each of these precedent-setting initiatives earned national recognition. A tireless champion for healthcare access, public safety, and economic fairness, Speaker Peña-Melnyk continues to shape bold, transformative policies that uplift Maryland's most vulnerable communities and build a stronger, more just state for all.

CREATING ONE MARYLAND

THE STORY BEHIND THE EXPO

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 connect them. As a result, the state's entrepreneurial landscape was fragmented, with innovation scattered across regions and often disconnected.

A Spark of Inspiration

John Wasilisin, who was then TEDCO's Vice President, recognized this disconnect and watched how technology and entrepreneurship were developing in other states. During a visit to Austin, Texas, inspiration struck.

6

Wasilisin recalled that Maryland seemed to be "missing something." He said, "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.'"

That observation led him to take stock of everything Maryland had to offer, from federal laboratories to research universities to venture capital investors. He began asking how he could help build a collaborative environment that would spur innovation and growth, and his brainstorming pointed to a solution that required TEDCO to be the host.

The First Connection

When he returned, he brought the idea to his staff. Their positive feedback helped shape the first Entrepreneur Expo.

Wasilisin's vision was simple: "I want a gathering of everyone who's got some skin in the Maryland innovation ecosystem. Each person on the team had a role, and we 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." In 2011, a unified platform for Maryland's entrepreneurial community took shape as a modest gathering around the theme of "Harnessing the Power of Innovation in Maryland." The inaugural event became a significant step toward bridging the gaps between sectors and regions. It was later renamed the Entrepreneur 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."

Progressing Towards Community

The Expo has grown with each edition, drawing hundreds of attendees from across the state and beyond. Through teamwork, it has become a cornerstone of Maryland's innovation ecosystem, fostering connections, inspiring entrepreneurs, and driving economic growth.

With each successful year, TEDCO's ambitions rose, seeking to create the best event to gather resources, people, and opportunities under one roof. In response, the organization gathered attendee feedback after each event and used it to shape the next one.

"Every year, the program got bigger; more and more speakers were coming to us instead of us having to chase them," Wasilisin proudly noted. "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 the successful entrepreneurs and would think, 'I'm going through that same thing, but I shouldn't give up.'"

One Maryland, One Love

Now, powered by TEDCO's CEO, Troy LeMaile-Stovall, and President, Tammi Thomas, the event continues to play a central role in strengthening Maryland's technology and life sciences ecosystem.

"There is something beautiful about Maryland, something that no other place seems to have," said Thomas. "The community, support, and resources offered across the State empower business owners, allow for continued growth, and create an environment where innovation can flourish. The Expo is here to enable these traits, providing a place where the technology and life sciences ecosystems can convene to learn, grow, and be inspired."



Understanding that the commute is much longer for some regions, the organization does what it can to prioritize access for all. This has included funding bus services across the state to bring attendees to and from the event.

"Technology knows no boundaries," said Wasilisin. "We'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."

Statewide representation allows the Expo to bridge the gap between academia and industry, bringing together researchers, students, and faculty with entrepreneurs and investors; this diversity allows attendees to foster relationships that can lead to the commercialization of new technologies, a collaboration that Wasilisin described as something he "never thought [he'd] see."

Of course, the Entrepreneur Expo is more than just a great event – it is known for its ability to empower and drive economic development across the state. Recognized by the Maryland Economic Development Association (MEDA) in 2020, the event received the Economic Development Marketing Award, which acknowledges truly excellent projects, programs, and people in the Maryland economic development community.

"The Entrepreneur Expo was created to enable a community of collaboration across the state that matched John's vision; we've surpassed that," said TEDCO CEO Troy LeMaile-Stovall. "We now have an entrepreneurial ecosystem that other states strive for."

The Road Ahead

Twelve Expos after that first gathering, the event's purpose remains the same. It continues to serve as a space where Maryland's innovators, investors, researchers, and builders will come together, and where the next generation of founders learns from those who came before them. The 2026 Entrepreneur Expo remains poised to carry on this legacy, bringing new faces, technologies, and connections to continue strengthening One Maryland.



TEDCO's 2026 Entrepreneur Expo made possible thanks to **TEDCO's Secret Sauce**



Tammi Thomas
President



Cassy Haber
Director, Development & Marketing



DeJonna Farrar
*Assistant Director, Digital
Marketing & Communications*



Rachael Kalinyak
*Associate Director,
Marketing & Communications*



Rajaniece Thompson
Assistant Director & Grant Manager



Brittney Rodriguez-Luna
Communications Specialist

Let's Get Social!

Subscribe to TEDCO's Monthly Newsletter

Posting to social media during the event?!
Use the hashtag below
#TEDCOExpo



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	Morning Keynote Fireside Chat Maryland's Global Edge: Foreign Direct Investment and the Future of Innovation <i>Key Ballroom 1 - 6</i> Speakers Secretary Harry Coker Jr. Maryland Department of Commerce Secretary Susan Lee Maryland Office of the Secretary of State Facilitator Troy LeMaile-Stovall TEDCO Remarks Chancellor Jay Perman University System of Maryland David Tohn BTS Software Solutions & TEDCO Board Chair		Morning Keynote Fireside Chat Growing Maryland's Economy Through Innovation and Investment <i>Key Ballroom 1 - 6</i> Speaker Senate President Bill Ferguson Maryland State Senate Facilitator Troy LeMaile-Stovall TEDCO		
TRACK	 Leading Innovation to Market	 Pitching the Future	 Tech Shaping Maryland's Future	 Bridging Research & Industry	 Built to Scale
ROOM	Holiday Ballrooms 4 & 5	Holiday Ballroom 6	Holiday Ballroom 3	Holiday Ballroom 2	Holiday Ballroom 1
9:45 AM - 10:45 AM	From Lab to Liquidity: What It Really Takes to Fund and Scale Deep Tech in 2026	Future Founders: Maryland Student Venture Showcase and University Pitch Competition	Human In The Loop: How to Thrive in the AI Economy	Industry Perspective on an Innovation Ecosystem	What Investors Aren't Telling You
10:45 AM - 11:00 AM	NETWORKING BREAK / EXHIBIT HALL (<i>Key Ballroom 7 - 12</i>)				

11:00 AM - 12:00 PM	From Discovery to Healthcare Delivery: How Maryland Powers the Computational Health Lifecycle	<i>continued</i>	Triple Threat: Quantum, AI & Blockchain	Investor Ready Financials Across the Startup Lifecycle: What Founders Need at Every Stage	The Virtual Patient: Coding Cellular Twins to De-risk the Bench and Accelerate Cures
12:00 PM - 1:30 PM	LUNCH — GRAB A BOX! EXPAND YOUR CIRCLE (<i>Key Ballroom 1 - 6</i>)				
	Lunch Keynote Fireside Chat Powering Maryland's Innovation Economy <i>Key Ballroom 1 - 6</i> Speaker Tamla Olivier Baltimore Gas and Electric Facilitator Troy LeMaile-Stovall TEDCO Remarks Nona Minnifield Cheeks Innovatyr, LLC & TEDCO Board Vice Chair		Lunch Keynote Fireside Chat From Federal Resources to Maryland's Innovation Economy <i>Key Ballroom 1 - 6</i> Speaker Tami Howie Small Business Administration Facilitator Troy LeMaile-Stovall TEDCO		
1:30 PM - 2:30 PM	Fireside Chat: The Resilient Founder	Concept Capital Pitch Competition	Where Maryland's Lighthouse Industries Converge: The Next Wave of Innovation	Dual-use Innovation and Its Role in National Competitiveness	Unlocking Non-Dilutive Capital: Grants & Funding Strategies for Business Growth
2:30 PM - 2:45 PM	NETWORKING BREAK / EXHIBIT HALL (<i>Key Ballroom 7 - 12</i>)				
2:45 PM - 3:45 PM	What do Investors look for to see if you're Agentic AI ready?	<i>continued</i>	Future of Advanced Manufacturing	Advancing America's Innovation Ecosystem	Cyber in the AI Era: What's Next for Maryland?
3:45 PM - 4:00 PM	NETWORKING BREAK / EXHIBIT HALL (<i>Key Ballroom 7 - 12</i>)				
4:00 PM - 5:00 PM	Built in Maryland: What is Really Takes to Build Here		Fireside Chat: Growing Maryland's Economy Through Innovation	Inside the Family Office	Fireside Chat: From Qubits to Cures: Maryland's Opportunity to Lead in Quantum-Enabled Regenerative Medicine
5:00 PM - 7:00 PM	CLOSING RECEPTION (<i>Exhibit Hall / Main Foyer</i>)				
	Concept Capital Pitch Competition Winner Announcement Featured Guest Speaker Joseline Peña-Melnyk Maryland House of Delegates				

FULL AGENDA



8:30 AM - 9:30 AM

MORNING KEYNOTE | FIRESIDE CHAT **Maryland's Global Edge: Foreign Direct Investment and the Future of Innovation**

📍 *Key Ballroom 1 - 6*

SPEAKER



Secretary Harry Coker Jr.

Maryland Department of
Commerce

SPEAKER



Secretary Susan Lee

Maryland Office of the
Secretary of State

FACILITATOR



Troy LeMaile-Stovall

TEDCO

REMARKS



Chancellor Jay Perman

University System of
Maryland

REMARKS



David Tohn

BTS Software Solutions &
TEDCO Board Chair

OVERVIEW

Maryland is competing on a global stage for capital, companies, and talent. In this morning keynote, TEDCO CEO Troy LeMaile-Stovall sits down with Maryland Secretary of Commerce Harry Coker Jr. and Maryland Secretary of State Susan C. Lee to explore how international partnerships are fueling the state's innovation economy.

The conversation will cover how Maryland attracts foreign direct investment, how the state's international relationships open doors for Maryland startups to scale abroad, and how global companies can find a home in Maryland. Speakers will also discuss TEDCO's growing role in cross-border investment, including its partnership with the Korea Venture Investment Corporation (KVIC), and what these efforts mean for founders, investors, and the broader ecosystem.



8:30 AM - 9:30 AM

MORNING KEYNOTE | FIRESIDE CHAT **Growing Maryland's Economy Through Innovation and Investment**

📍 *Key Ballroom 1 - 6*

SPEAKER



Senate President Bill Ferguson
Maryland State Senate

FACILITATOR



Troy LeMaile-Stovall
TEDCO

13

OVERVIEW

Maryland has many of the ingredients of a leading innovation economy: world-class research institutions, federal labs, a highly skilled workforce, and a growing base of founders. The challenge now is turning those assets into companies, jobs, and shared prosperity across every region of the state.

In this conversation, Senate President Bill Ferguson and TEDCO CEO Troy LeMaile-Stovall will discuss how public policy and strategic investment can work together to speed up that growth. They'll cover how the state can move research from the lab to the market faster, how to widen access to capital for entrepreneurs from all backgrounds and communities, and how to build the partnerships that keep talent and companies growing in Maryland. Attendees will hear how legislative priorities and TEDCO's investment strategy fit together, and what it will take to make Maryland a top competitive place in the country to start and scale a company.

AI PHOTO BOOTH

STEP INTO THE FUTURE OF PHOTO BOOTH FUN!
Visit the AI Photo Booth, choose your prompt, and watch your photo transform into something completely new!

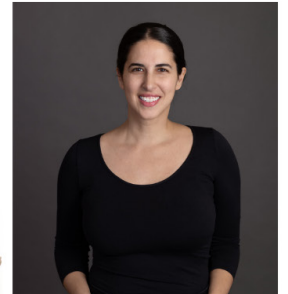


14



HEADSHOT BOOTH

- HAVE YOUR FREE HEADSHOT TAKEN AT *THIS HEADSHOT BOOTH!*
- FIND YOUR HEADSHOT AFTER 10/27/26 BY CLICKING THIS QR CODE
- CLICK THE DOWN-ARROW BENEATH YOUR PHOTO TO DOWNLOAD





9:45 AM - 10:45 AM

FROM LAB TO LIQUIDITY: What It Really Takes to Fund and Scale Deep Tech in 2026

📍 *Holiday Ballrooms 4 & 5*

SPEAKER



Shalanda Armstrong
100KM Ventures

SPEAKER



Emily McMahan
AIN Ventures

SPEAKER



Jorge Diaz Schneider
ION Storage Solutions

MODERATOR



Avanti Shetye
TEDCO

15

OVERVIEW

Turning breakthrough science into a commercially viable company is one of the hardest—and most capital-intensive—journeys in entrepreneurship. The path from lab to market requires more than technical innovation; it requires the right investors, the right milestones, and a strategy for navigating capital, partnerships, manufacturing, and market adoption.

In this candid conversation, Jorge Schneider, founder of Ion Storage Systems, joins investors Shalanda Armstrong of 100KM and Emily McMahan of AIN Ventures to explore deep tech from both sides of the table: what investors need to see before they place a bet, and what it actually takes for founders to turn that investment into a scalable company.

The panel will unpack how investors evaluate technical and market risk, what milestones unlock the next round of capital, where venture capital fits alongside government and strategic funding, and how founders can navigate the challenging “middle mile” between a working technology and commercial scale.

Expect an honest discussion about the realities of funding and building deep-tech companies—from the lab to manufacturing, from first investment to follow-on capital, and ultimately toward liquidity. What makes a breakthrough technology investable? What does it take to earn the next check? And where do investors and founders see the journey differently?



9:45 AM - 12:00 PM

FUTURE FOUNDERS: Maryland Student Venture Showcase and University Pitch Competition

📍 *Holiday Ballroom 6*

JUDGE



Sephora Saint-Armand
TEDCO

JUDGE



Ann-Marie Waterman
Coppin State University

JUDGE



Erica Anthony
Morgan State University

JUDGE



Kory Bailey
Independent

JUDGE



Rondall Allen
University of Maryland Eastern Shore

FACILITATOR



Shannon Collins
Lightwork Enterprise

FACILITATOR



Priscilla Christie
Priscilla Christie LLC

SPECIAL GUESTS

Caroline LaPere

Mary Morris
University of Maryland, Baltimore

Brad Fallon
Maryland Department of Housing & Community Development

OVERVIEW

Future Founders: Maryland Student Venture Showcase and University Pitch Competition brings Maryland’s emerging student entrepreneurs together to showcase innovative ventures and compete on the TEDCO Expo stage. The session features student-led ventures from colleges and universities across the state through the Maryland Student Venture Showcase, highlighting the creativity, ambition, and groundbreaking ideas emerging from Maryland’s academic institutions.

The session culminates in a live university pitch competition, giving student founders the opportunity to pitch their ventures to a panel of judges and receive valuable feedback and visibility. Together, the showcase and competition connect emerging entrepreneurs with mentors, investors, and supporters who can help advance their ideas while strengthening Maryland’s innovation ecosystem and empowering the next generation of founders.



9:45 AM - 10:45 AM

HUMAN IN THE LOOP: How to Thrive in the AI Economy

📍 *Holiday Ballroom 3*

SPEAKER



Jason Michael Perry
PerryLabs

SPEAKER



Kate Vahdani
Kelly Benefits

SPEAKER



Angie Lienert
IntelliGenesis LLC

SPEAKER



Rachel Grace
RAISE US

MODERATOR



Francesca Ioffreda
Executive Office of
Governor Wes Moore

17

OVERVIEW

Every sector is being told to adopt agentic AI. Far fewer are told what to do with the experience already on their teams, or how to prepare their workforce for what comes next. This conversation takes on the harder question: how to develop people alongside these systems and build organizations where both are stronger. Panelists bring perspectives from across Maryland's ecosystem, including AI practice, enterprise technology leadership, and workforce development. Together they will explore what agentic tools handle reliably today, where experienced human judgment remains crucial, and why deep domain expertise becomes more valuable as routine work is automated. The discussion will also examine how employers can reskill and upskill their teams, create new pathways into AI-enabled roles, and invest in talent as a competitive advantage.



9:45 AM - 10:45 AM

INDUSTRY PERSPECTIVE ON AN INNOVATION ECOSYSTEM

📍 Holiday Ballroom 2

SPEAKER



Percy Dangerfield
Maryland Department of Transportation

SPEAKER



Jonathan Hess
The Whiting-Turner Contracting Company

SPEAKER



Paul Sharkey
UnitedHealth Group

SPEAKER



Ellen Fish
Atlantic Union Bank

MODERATOR



Mary Kane
Maryland Chamber of Commerce

OVERVIEW

TEDCO is Maryland's technology-based economic development organization focused on identifying, investing in, and helping to grow early-stage technology-based companies in Maryland to scale the state's technology-based innovation economy. Working with early-stage companies, TEDCO knows what small business need – available capital, resources and expertise to support sustainability and scaling, access to customers, and an environment that supports business growth.

The goal of this panel is to present a different perspective on Maryland's innovation ecosystem – that of larger, established businesses. What does big industry need from an innovation ecosystem? What are their perspectives on Maryland's ecosystem? What would enable more engagement of industry with the ecosystem? What role can technology/ innovation play in growing jobs in Maryland? With all the research and innovation going on in the state (universities, federal labs, start-up companies, etc.), what value would industry like to be able to access from the ecosystem?

The "innovation ecosystem" for the purposes of this session is the network of entrepreneurs, businesses, universities, investors, government agencies, and support organizations that transforms new ideas and technologies into products, companies, jobs, and economic growth in Maryland.



9:45 AM - 10:45 AM

WHAT INVESTORS AREN'T TELLING YOU

📍 *Holiday Ballroom 1*

SPEAKER



Andrew Peng
Collide Capital

SPEAKER



Casey Williams
Fenway Summer

SPEAKER



Mac Conwell
RareBreed Ventures

MODERATOR



Tami Yoloye
TEDCO

19

OVERVIEW

Raising venture capital is challenging, and while many founders are familiar with the common advice, the nuances that often determine whether an investor says “yes” or “not yet” are rarely discussed openly. Join us for a candid conversation about what investors aren’t always telling you, from the subtle signals that build confidence to the overlooked missteps that can quietly derail a fundraising process.

We’ll explore what gets you to the next term sheet, what sets founders back, and what truly stands out during diligence and investor meetings. Through real-world examples and practical insights, this session will provide an honest look at how investors evaluate opportunities beyond the pitch deck, helping founders better position themselves for successful fundraising.



11:00 AM - 12:00 PM

**FROM DISCOVERY TO HEALTHCARE DELIVERY:
How Maryland Powers the Computational Health Lifecycle**

📍 *Holiday Ballrooms 4 & 5*

SPEAKER



Marina Dorotheo
WellDoc

SPEAKER



Naresh Patel
Optimoz

SPEAKER



Rose Wang
1104Health

MODERATOR



Ricardo Benn
Maryland Department
of Commerce

OVERVIEW

This panel brings together prominent Maryland-headquartered companies, each representing a distinct stage of the computational health pipeline, to demonstrate how Maryland's ecosystem supports innovation at every step. From cloud engineering in Rockville to oncology workflows in Baltimore to value-based primary care in Bethesda, attendees will gain a practical roadmap for taking health algorithms from concept to nationwide impact.

THANKS TO OUR SPONSOR





11:00 AM - 12:00 PM

TRIPLE THREAT: Quantum, AI & Blockchain

📍 *Holiday Ballroom 3*

SPEAKER



Ken Lawrence
Mind Over Machines

SPEAKER



Amanda Stein
Quantum Catalyzer

SPEAKER



Jacqueline Cooper
Maryland Blockchain
Association

MODERATOR



Jesse Alton
Virgent AI

21

OVERVIEW

Quantum computing, artificial intelligence, and blockchain are each reshaping industries on their own. But what happens when these technologies converge? This panel brings together leaders from the quantum, AI, and blockchain ecosystems to explore where these innovations intersect, the new capabilities they can unlock, and the challenges that must be solved to realize their full potential. From next-generation intelligence and secure decentralized systems to breakthrough scientific and commercial applications, attendees will gain insight into how these three transformative technologies may work together to shape the future of innovation.

Topics include:

- Where quantum, AI, and blockchain intersect today.
- Emerging opportunities created by their convergence.
- Commercialization challenges and adoption barriers.
- What founders, investors, and innovators should be doing now to prepare for the future?



11:00 AM - 12:00 PM

**INVESTOR READY FINANCIALS
ACROSS THE STARTUP LIFECYCLE**
What Founders Need at Every Stage

📍 *Holiday Ballroom 2*

SPEAKER



David Narrow
Sonavex

SPEAKER



Geoffrey Lynn
Aletira Therapeutics

SPEAKER



Sandy Hart
SC&H

MODERATOR



Sarah Sedlak
SC&H

OVERVIEW

Financial reporting and compliance changes dramatically as a company grows. This session walks through the financial and reporting lifecycle of a technology or life science startup, from initial grant funding and pre revenue operations through institutional investment and scale. Using real world examples, this discussion focuses on how founders can build a strong accounting and reporting foundation that evolves with their business—supporting investor diligence, grant compliance, payroll growth, and future fundraising. Attendees will learn how financial systems, reporting expectations, and compliance requirements change as new funding sources are introduced, and where common missteps occur when companies try to scale without the right infrastructure in place.

This session is designed for technical founders and early executives who want to understand what “good” looks like at each phase, without turning finance into a full time distraction from building the business.

Key Takeaways:

- How financial and reporting expectations evolve from grants and seed funding to venture investment
- Common compliance and reporting pitfalls that slow down fundraising or trigger issues later
- What financial systems and processes founders should prioritize at each stage of growth
- How payroll, grant tracking, and expense categorization impact investor confidence
- When founders can reasonably manage finance internally—and when outside help becomes critical



11:00 AM - 12:00 PM

**THE VIRTUAL PATIENT:
Coding Cellular Twins to De-risk
the Bench and Accelerate Cures**

📍 *Holiday Ballroom 1*

SPEAKER



Kapil Bharti

National Institutes of Health,
National Eye Institute

SPEAKER



Annie Kathuria

Organotics

SPEAKER



Seth Ament

University of Maryland
School of Medicine

MODERATOR



Ben Antebi

MSCRF, TEDCO

23

OVERVIEW

The path to new cures is slow, costly, and prone to late-stage failure. This session explores the emerging “Virtual Patient” where stem cell biology and artificial intelligence converge to create predictive cellular twins that can de-risk discovery and accelerate translation.

From digital maps to living models to federally validated proof-of-concept, leaders from Johns Hopkins, the University of Maryland, and the NIH will highlight how Maryland’s bio-innovation ecosystem is turning regenerative medicine into a scalable, investable path to accelerating cures.



12:00 PM - 1:30 PM

LUNCH KEYNOTE | FIRESIDE CHAT
Powering Maryland's Innovation Economy

📍 *Key Ballroom 1 - 6*

SPEAKER



Tamla Olivier
Baltimore Gas and Electric

FACILITATOR



Troy LeMaile-Stovall
TEDCO

REMARKS



Nona Minnifield Cheeks
Innovatyr, LLC &
TEDCO Board Vice Chair

24

OVERVIEW

This fireside discussion will explore Maryland's energy sector, the power of industry-entrepreneur collaboration, and opportunities to drive continued innovation and economic growth across the state. Following welcome remarks from TEDCO Board Vice Chair Nona Minnifield Cheeks, BGE CEO Tamla Olivier will join TEDCO CEO Troy LeMaile-Stovall for a conversation highlighting BGE's role in Maryland's innovation and business ecosystem, including its commitment to supporting small businesses and entrepreneurs through initiatives such as the BGE Energizing Small Business Grant. Since its inception in 2021, the program has awarded \$7.98 million in grants to businesses, 75% of which were owned by people of color and 57% of which were owned by women.



12:00 PM - 1:30 PM

LUNCH KEYNOTE | FIRESIDE CHAT **From Federal Resources to** **Maryland's Innovation Economy**

📍 *Key Ballroom 1 - 6*

SPEAKER



Tami Howie

Small Business Administration

FACILITATOR



Troy LeMaile-Stovall

TEDCO

25

OVERVIEW

How do federal and state resources work together to get capital into the hands of Maryland's entrepreneurs? TEDCO CEO Troy LeMaile-Stovall sits down with Tami Howie, Acting Deputy Associate Administrator for the Office of Investment and Innovation at the U.S. Small Business Administration (SBA), to explore that question. Drawing on Howie's work with SBA's investment programs, including the Small Business Investment Company (SBIC) program, and her years working alongside Maryland's technology companies, the conversation will examine how federal capital and state initiatives can complement each other to expand access to funding and help promising companies move from opportunity to growth.

Attendees will leave with a practical look at where early-stage and growth capital is headed and what founders and investors need to know to access it.



1:30 PM - 3:45 PM

CONCEPT CAPITAL PITCH COMPETITION

📍 *Holiday Ballroom 6*

JUDGE



Lisa Friedlander
NEXT/My NEXT Raise

JUDGE



Bill Collier
Noblis Ventures

JUDGE



Arti Santhanam
Institute of Women
Entrepreneur Excellence

FACILITATOR



Justin Ferguson
TEDCO

JUDGE



Allison Alexander
The Marathon Fund

JUDGE



Mike Ravenscroft
Maryland Momentum Fund

JUDGE



Jess Grant
High Street
Equity Partners

OVERVIEW

Get ready for another Concept Capital Pitch Competition, where up to 15 Concept Capital recipients who have already received \$25k each will have the opportunity to secure another \$25k 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. Don't miss this exciting opportunity to see innovation in action and witness the next big idea take flight!

Concept Capital winner will be acknowledged during the Evening Reception in the Exhibit Hall at 5:00 p.m.



1:30 PM - 2:30 PM

FIRESIDE CHAT: The Resilient Founder

📍 *Holiday Ballrooms 4 & 5*

SPEAKER



Jerry Colonna
Reboot.io

MODERATOR



Jack Miner
TEDCO

27

OVERVIEW

Building a company requires more than a great idea—it demands resilience, self-awareness and the ability to navigate uncertainty. Join executive coach, bestselling author and Reboot founder Jerry Colonna for an engaging fireside chat exploring what it truly takes to endure the entrepreneurial journey.

Drawing from decades of coaching founders, CEOs and startup leaders, Jerry will share lessons on overcoming setbacks, preventing burnout, leading with authenticity and building the emotional resilience needed for long-term success. The conversation will also examine the impact of mental well-being on leadership, decision-making and company culture.

Following the discussion, attendees will have the opportunity to participate in an interactive town hall, asking questions and engaging directly with one of the startup ecosystem's most respected leadership coaches. Whether you're a first-time founder, seasoned entrepreneur or startup leader, you'll leave with practical insights to help you lead with greater confidence, clarity and purpose.

MEET THE AUTHOR & BOOK SIGNING

Meet Author, Jerry Colonna, and receive a complimentary copy of the book, **Reboot: Leadership and the Art of Growing Up.**

Book Signing | 11:00 AM - 12:00 PM

Main Foyer, across from event registration

***Books are free and available on a first-come, first-served basis. Stop by to meet the author, get your copy signed, and connect in person.**



1:30 PM - 2:30 PM

**WHERE MARYLAND'S LIGHTHOUSE
INDUSTRIES CONVERGE:
The Next Wave of Innovation**

📍 *Holiday Ballroom 3*

SPEAKER



Gretchen Campbell
University of Maryland

SPEAKER



Zachary Mitchell
Baltimore Gas and Electric

SPEAKER



Michael O'Brien
Síol Venture Capital

MODERATOR



Kavita Verma
Maryland Department
of Commerce

OVERVIEW

Maryland's advantage has never been any single sector. It's the density of them, and how closely they sit together. The most interesting opportunities are showing up where these industries overlap. This panel brings together the university, utility, and investor perspectives founders need if they want to build at those intersections: where the research is heading, what the infrastructure can actually support, and what capital is looking for.



1:30 PM - 2:30 PM

DUAL-USE INNOVATION AND ITS ROLE IN NATIONAL COMPETITIVENESS

📍 *Holiday Ballroom 2*

SPEAKER



Blaise Zandoli
US Army FUZE

SPEAKER



Jennifer Thabet
DARPA

SPEAKER



Leslie Babich
SOFWERX

SPEAKER



Allen Franke
AWERX

MODERATOR



David Tohn
BTS Software Solutions &
TEDCO Board Chair

29

OVERVIEW

The Department of Defense/War and other mission-aligned federal agencies rely on the commercial sector to develop technology to meet mission needs. An increasing number of program offices are specifically focused on bringing new companies into this domain and developing the technologies needed to support mission and military end users. This session brings together panelists from those offices to help technology companies and innovators navigate this domain and access federal agency resources. Panelists will cover each organization's engagement strategy, the entry points available to early-stage companies, and why a dual-use approach strengthens a technology company's position.



1:30 PM - 2:30 PM

**UNLOCKING NON-DILUTIVE CAPITAL:
Grants & Funding Strategies for Business Growth**

📍 *Holiday Ballroom 1*

SPEAKER



Brad Fallon

Maryland Department of
Housing & Community
Development

SPEAKER



Joseph Durham

Fulton Bank

SPEAKER



Maryam Tayeri

Bank of America

SPEAKER



Dawn Medley

FSC First

MODERATOR



Thomas R. Bundy, III

Zealous Advocates

30

OVERVIEW

Access to capital doesn't always mean giving up equity. Join executive leaders from leading funding organizations as they break down how non-dilutive funding can fuel business growth. This panel will explore how entrepreneurs can identify, secure, and strategically leverage grants and alternative funding sources to scale their ventures. Learn what funders are looking for, how to position your business competitively, and how to turn funding into long-term.



2:45 PM - 3:45 PM

WHAT DO INVESTORS LOOK FOR TO SEE IF YOU'RE AGENTIC AI READY?

📍 *Holiday Ballrooms 4 & 5*

SPEAKER



Meredith Amdur
Advanceo Capital

SPEAKER



Caroline Popper
Nemphos Braue LLC

SPEAKER



Vishal Amin
AERTRON, Inc.

MODERATOR



Jean-Luc Park
TEDCO

31

OVERVIEW

Artificial intelligence is moving from a tool that assists people to an agent that can act within complex systems, raising urgent questions about trust, governance, liability, and human oversight. This panel will explore how organizations can capture AI's advantages in speed, cost, and capability while maintaining assurance in high-stakes fields such as aviation, healthcare, and finance. Panelists will examine what companies should be able to demonstrate to investors. The conversation will also consider whether regulation, credentialing, and industry standards can accelerate responsible adoption; who should bear responsibility for autonomous decisions; how automation changes workforce skills and professional judgment; and why application-specific guardrails matter. The goal is to give founders, investors, and operators a practical framework for evaluating when AI creates durable value and when its technical, legal, or social risks outweigh the promised gains.



2:45 PM - 3:45 PM

FUTURE OF ADVANCED MANUFACTURING IN MARYLAND

📍 Holiday Ballroom 3

SPEAKER



Ed Gibson
Pillar Innovations

SPEAKER



Fay Zein
Zelaris Group

SPEAKER



Bob Storey
LaunchPort, LLC

MODERATOR



Ricardo Benn
Maryland Department
of Commerce

32

OVERVIEW

Advanced manufacturing is being transformed by robotics, AI, automation, medical and biomanufacturing. At the same time, reshoring and federal investment are creating a rare opportunity for states that can quickly translate research into production.

Maryland is uniquely positioned—with world-class research institutions, federal laboratories, a growing biomanufacturing ecosystem, and strategic investments through TEDCO and other State programs to become a national leader. This conversation will explore where Maryland has momentum, where challenges remain, and what it will take to accelerate commercialization and manufacturing growth.



2:45 PM - 3:45 PM

ADVANCING AMERICA'S INNOVATION ECOSYSTEM

📍 *Holiday Ballroom 2*

SPEAKER



Erwin Gianchandani

National Science Foundation

MODERATOR



Secretary Harry Coker Jr.

Maryland Department of Commerce

33

OVERVIEW

Join Dr. Erwin Gianchandani, inaugural Assistant Director for Technology, Innovation and Partnerships (TIP) at the National Science Foundation (NSF), for a fireside chat with Maryland Secretary of Commerce, Harry Coker, Jr. as they explore the critical role innovation plays in strengthening America's economic competitiveness and national security. The discussion will examine how Dr. Gianchandani is accelerating technology development, fostering innovation and building strategic partnerships to address the nation's most pressing challenges.

Attendees will gain insights into emerging technology trends, the importance of cross-sector collaboration, and the role Maryland's innovation ecosystem can play in advancing the nation's leadership in science, technology and entrepreneurship. Learn how government, academia and industry can work together to transform groundbreaking research into real-world impact.



2:45 PM - 3:45 PM

CYBER IN THE AI ERA:
What's Next for Maryland?

📍 Holiday Ballroom 1

THANKS TO OUR SPONSOR



SPEAKER



James Saunders
State of Maryland Department
of Information Technology

SPEAKER



April Falcon Doss
Maryland Department of
Commerce

SPEAKER



Jacob Hsu
Just Ventures

SPEAKER



Jack Cable
Corridor

SPEAKER



Toby Musser
MNS Group

MODERATOR



Seeyew Mo
Maryland Department of Labor -
Cyber Maryland

OVERVIEW

Artificial intelligence is changing cybersecurity itself. AI is reshaping how organizations defend their systems, how security teams operate, how new cyber companies are built, and how governments think about risk. The question is what Maryland should do about it.

As home to one of the nation's strongest cybersecurity ecosystems, Maryland is uniquely positioned to lead at the intersection of AI, cybersecurity, and national security. This conversation will explore how AI is changing cyber operations, creating new opportunities for startups and innovation, reshaping the cyber workforce, and influencing the future of national defense and critical infrastructure protection.

Bringing together leaders from government, industry, startups, and the national security community, this panel will discuss the strategic choices Maryland can make today to strengthen its competitive advantage and ensure Maryland remains a national leader in cybersecurity in the age of AI.



4:00 PM - 5:00 PM

BUILT IN MARYLAND: What It Really Takes to Build Here

📍 *Holiday Ballrooms 4 & 5*

SPEAKER



Abhishek Motayed
N5 Sensors Inc.

SPEAKER



Therese Canares
CurieDx

SPEAKER



Greg Baker
Balance Theory

MODERATOR



Teddy Gresser
TEDCO

35

OVERVIEW

Maryland produces world-class science, technology, and entrepreneurs—but building a startup here comes with a unique set of opportunities and challenges.

In this conversation, founders who chose to build their companies in Maryland share candid stories from the front lines: raising capital outside the major venture hubs, turning local research into real companies, hiring talent, landing early customers, and navigating the ecosystem.

This session moves beyond the pitch deck to explore what it actually takes to build and scale a startup in Maryland—and why these founders chose to stay.



Follow the Leaders

Don't just be good at what you do, be great. A subscription to The Daily Record is the essential tool you need to help you rise to the top.

Subscribe today and receive 25% off the annual subscription price.

bit.ly/MDDRLeaders25



MARYLAND
THE DAILY RECORD

Offer good for new subscribers only.



NETWORK:
Hilton Meeting

PASSWORD:
TEDCOExpoAttendee





BE MOVED

// Maryland's ongoing commitment to be at the forefront of innovation and technology gives startups a real chance at success here. //

Jeanette Ortegon
CEO, Waverly Technology, LLC



Grow Here: business.maryland.gov/local

TEDCO to Host Concept Capital Pitch Competition at 2026 Entrepreneur Expo

Up to 10 early-stage companies will compete for an additional \$25,000 investment

TEDCO is pleased to present the third Concept Capital Pitch Competition starting at 1:30 p.m. in Holiday Ballroom 6. This competition fuels the momentum Maryland's innovation ecosystem continues to see as new ventures take root across the state.

"This year's highly competitive applicant pool reflects the continued strength of early-stage innovation across Maryland," said Justin Ferguson, session moderator and TEDCO's Innovation Manager, Venture Development. "By pairing follow-on capital with direct feedback from experienced investors, this competition helps founders refine their ideas, build connections, and contribute to a more diverse and sustainable entrepreneurial ecosystem."

The competition will feature up to 15 past recipients of Concept Capital funds, allowing them to compete for an additional \$25,000 to accelerate their business as they present and field questions from a panel of experts, including:

- **Lisa Friedlander**, NEXT/My NEXT Raise
- **Bill Collier**, Noblis Ventures
- **Arti Santhanam**, Institute of Women Entrepreneur Excellence
- **Allison Alexander**, The Marathon Fund
- **Michael Ravenscroft**, Maryland Momentum Fund
- **Jess Grant**, High Street Equity Partners

Founders will present their ventures and field questions from the panel, which will evaluate each pitch and select the recipient of the additional investment. Beyond funding, participants gain exposure to the investment community and direct feedback to sharpen their pitches going forward.

"Following two years of innovative participants, this year's competition will continue the tradition of embracing ambition and creativity," said Troy LeMaile-Stovall, TEDCO CEO. "These founders are committed to innovation, taking on everyday challenges to create solutions with the potential to transform sectors."

Don't miss this opportunity to see innovation in action and to witness the next big idea take flight.



Lisa Friedlander
NEXT/My NEXT Raise



Bill Collier
Noblis Ventures



Arti Santhanam
Institute of Women
Entrepreneur Excellence



Allison Alexander
The Marathon Fund



Michael Ravenscroft
Maryland Momentum Fund



Jess Grant
High Street Equity Partners



4:00 PM - 5:00 PM

FIRESIDE CHAT: **Growing Maryland's Economy Through Innovation**

📍 *Holiday Ballroom 3*

SPEAKER



Comptroller Brooke Lierman

Office of the Comptroller of Maryland

SPEAKER



Senator Cory McCray

Maryland General Assembly

MODERATOR



Andrew Serafini

Wealth Enhancement Group

39

OVERVIEW

Our panelists will talk through the trade-offs directly: what earns a place in the budget and what doesn't, how ecosystem-building holds up against demands with more immediate constituencies, and where they see genuine common ground on growing Maryland's economy. Entrepreneurs in the room will get a clearer read on what's ahead — and a chance to put their own questions to the people making the calls.



4:00 PM - 5:00 PM

INSIDE THE FAMILY OFFICE

📍 *Holiday Ballroom 2*

SPEAKER



Todd Ruppert
Ruppert International

SPEAKER



Amir Ansari
xFoundry Alliance

SPEAKER



Grace Webster
Total Wine & More

SPEAKER



Anita Gupta
KiwiTech

MODERATOR



Katherine Hill Ritchie
TEDCO

OVERVIEW

Family offices are becoming an increasingly important source of capital for early-stage and growth-stage companies, but many founders still find them difficult to understand. Unlike traditional venture funds, family offices do not have fixed fund lifecycles. They often invest across a wide range of asset classes and may bring valuable operating experience in addition to capital. In this session, family office principals and investors will share how they evaluate opportunities, what makes an outreach stand out, and where Maryland's technology and life science companies fit within their investment strategies. Founders will leave with a clearer understanding of how this capital is deployed and how to position their companies for it.



4:00 PM - 5:00 PM

FIRESIDE CHAT | FROM QUBITS TO CURES **Maryland's Opportunity to Lead in Quantum-Enabled Regenerative Medicine**

📍 *Holiday Ballroom 1*

SPEAKER



Matt Keesan
 IonQ

MODERATOR



Ruchika Nijhara
 MSCRF, TEDCO

41

OVERVIEW

This fireside chat will explore how quantum computing could open new possibilities for regenerative medicine — from accelerating discovery and improving disease modeling to supporting AI-driven insights and more efficient therapeutic development. The conversation will also highlight Maryland's unique strengths in quantum computing, life sciences, and regenerative medicine, and how cross-sector collaboration can position the state as a leader in this emerging frontier.

MARYLAND'S LIGHTHOUSE INDUSTRIES

EMBRACE THE NEW REALITY OF DUAL-USE TECHNOLOGIES



Over the past century, defense technology was developed within a closed system where the government dictated the requirements, a select group of contractors built the platforms, and civilian industries benefited only afterward from technological advances. Today, this dynamic has shifted. Technologies shaping military capabilities—such as artificial intelligence, autonomous systems, sensors, robotics, and biotech—are primarily developed and scaled in the commercial sector. The private sector now invests about four times more in research and development than the federal government and has become a crucial customer for these innovations.

As a result, federal agencies are adopting similar procurement strategies—not just within the Department of Defense but also in agencies like NIH, NIST, FDA, and across the government. The “second customer” isn’t necessarily military; it can be any federal entity seeking advanced tech solutions.

The term “dual use” is often misunderstood as just weaponry; however, it includes GPS radios, AI-enabled cameras, navigation systems, circuit boards, lasers, quantum tech, and genomics. Maryland’s leading industries—life sciences, IT, aerospace, defense, quantum computing, computational biology, and PNT—are dual-use sectors.

The main obstacle isn’t technology but market entry. Many Maryland companies hesitate to pursue secondary markets because the federal sales cycle differs greatly from commercial processes, involving complex compliance, procurement pathways, and long buying cycles that can last years. While businesses can learn them, they remain unfamiliar to many.

Bridging this gap offers two benefits. First, it improves resilience, making federal budget cuts manageable instead of existential threats. Second, it unlocks non-dilutive funding sources—like Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) awards, agency contracts, and pilot programs—that extend financial support without equity dilution. Maryland is strong in early-stage capital but has fewer resources for later funding rounds. Non-dilutive revenue is vital for supporting company growth within the state.

TEDCO has already identified dozens of dual-use companies, mainly in cybersecurity and life sciences. However, supporting these companies through the federal sales cycle remains challenging. Initiatives like the SBIR/STTR Proposal Lab, APEX Accelerator, DefTech, and SSBCI capital allocation to deep technology and dual-use fund managers aim to address this.

Maryland is well-positioned to capitalize on the dual-use sector, attracting more contracts and funding. TEDCO amplifies this advantage by developing programs that foster growth, investing in tech and life sciences startups with applications for both government and commercial markets, and maintaining its leadership in leading innovation to market.



CONTACT US

We Think **Brand**
& We Think **Big**.

Let us reimagine the way you
do marketing and events.

TAKE THE JOURNEY
Experience The Results

EXPANDING YOUR
AUDIENCE WITH
PRECISION



PROTECTING YOUR
BRAND IN CRITICAL
MOMENTS



CRAFTING
NARRATIVES
THAT RESONATE



SHAPING POSITIVE
PERCEPTIONS OF YOUR BRAND



BUILDING LOYALTY & DRIVING
LONG-TERM ENGAGEMENT



ECONOMIC IMPACT

FY 2025 | \$56M STATE APPROPRIATION

**Leading Innovation to Market.
Driving Maryland Forward.**

*From startup to statewide impact, TEDCO helps
turn innovation into economic opportunity.*



\$1B+

STATEWIDE ECONOMIC
OUTPUT

\$17+

ECONOMIC ACTIVITY
PER \$1 OF STATE FUNDING



\$600M+

VALUE ADDED
2.7% OF MARYLAND'S
2025 GDP GROWTH

\$59.7M

STATE & LOCAL TAX REVENUE

\$35.6M STATE | \$24.1M LOCAL



\$1+

PUBLIC REVENUE
MORE THAN \$1 RETURNED
PER \$1 APPROPRIATED

4,027

JOBS SUPPORTED

\$479M IN ANNUAL
LABOR INCOME



www.TEDCOMD.com



The BioPark encourages collaboration between private technology companies and the University of Maryland, Baltimore's leading research institutes, creating productive partnerships that advance discoveries and life science innovation. A cornerstone of the region's welcoming, collaborative, and tight-knit innovation community, our entrepreneurial environment can support your company's growth.

Learn more at www.umbiopark.com



DISCOVER. **INVENT.** **ADVANCE.**

WHAT CAN THE FLC DO FOR YOU?

Impact of federal T2 for the benefit of society, the economy and national security. That is why the FLC increases access to federal lab information, connects labs with prospective business and research partners, and amplifies the resulting T2 success stories.



DISCOVER

Ways to achieve your organization's goals.



CONNECT

With federal labs and their resources.



AMPLIFY

Your T2 partnership's successes.



For more information, scan here, contact us at info@federalallabs.org, or visit federalallabs.org.





The Future Founders Pitch Competition Returns to 2026 Entrepreneur Expo

Entrepreneur Expo to host competition for university innovators across Maryland

The Future Founders: Maryland Student Venture Showcase and University Pitch Competition is back, taking place in Holiday Ballroom 6 starting at 9:45 a.m. Featuring student entrepreneurs from Maryland universities, the session will allow innovators to present ventures that could revolutionize industries and tackle critical issues.

Lightwork Enterprise Co-Founder Shannon Collins emphasized the importance of continuing the collaboration to uplift emerging innovators: "Lightwork Enterprise is proud to collaborate again with TEDCO to celebrate the vision and creativity of university founders. These innovators represent the next generation of trailblazers, and we are committed to helping elevate their ideas and amplify their impact."

The session provides student innovators with valuable feedback, visibility, and opportunities to engage with mentors and supporters who can help accelerate their ideas, strengthening Maryland's growing innovation ecosystem and empowering the next generation of founders.

Judges for the competition include:

- **Sephora Saint-Armand**, TEDCO
- **Ann-Marie Waterman**, Coppin State University
- **Erin Anthony**, Morgan State University
- **Kory Bailey**, Independent
- **Rondall Allen**, University of Maryland Eastern Shore
- **Facilitators: Shannon Collins**, Lightwork Enterprise
Priscilla Christie, Priscilla Christie, LLC

Don't miss out on the chance to recognize and witness the innovation and drive of student founders from across the state's academic institutions.



MEET OUR **SPONSORS**

LEADER



INNOVATOR



DATATRIBE



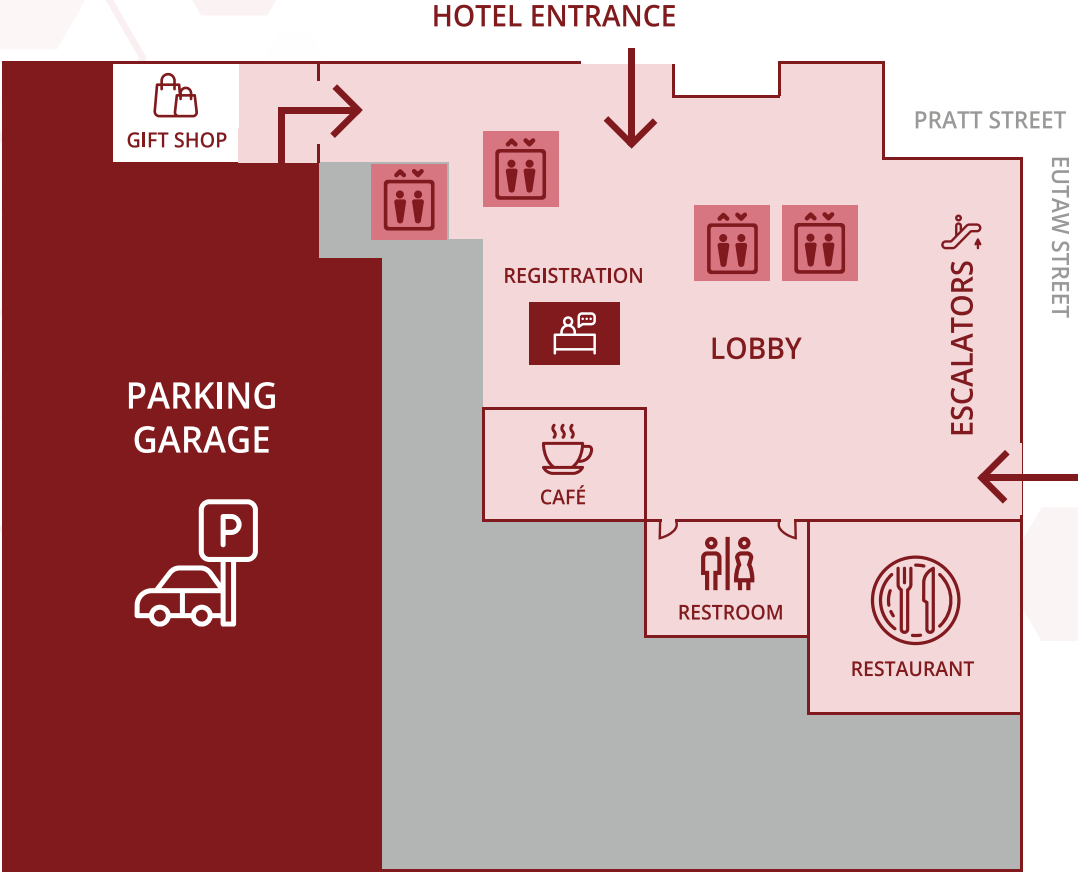
47

THINKER

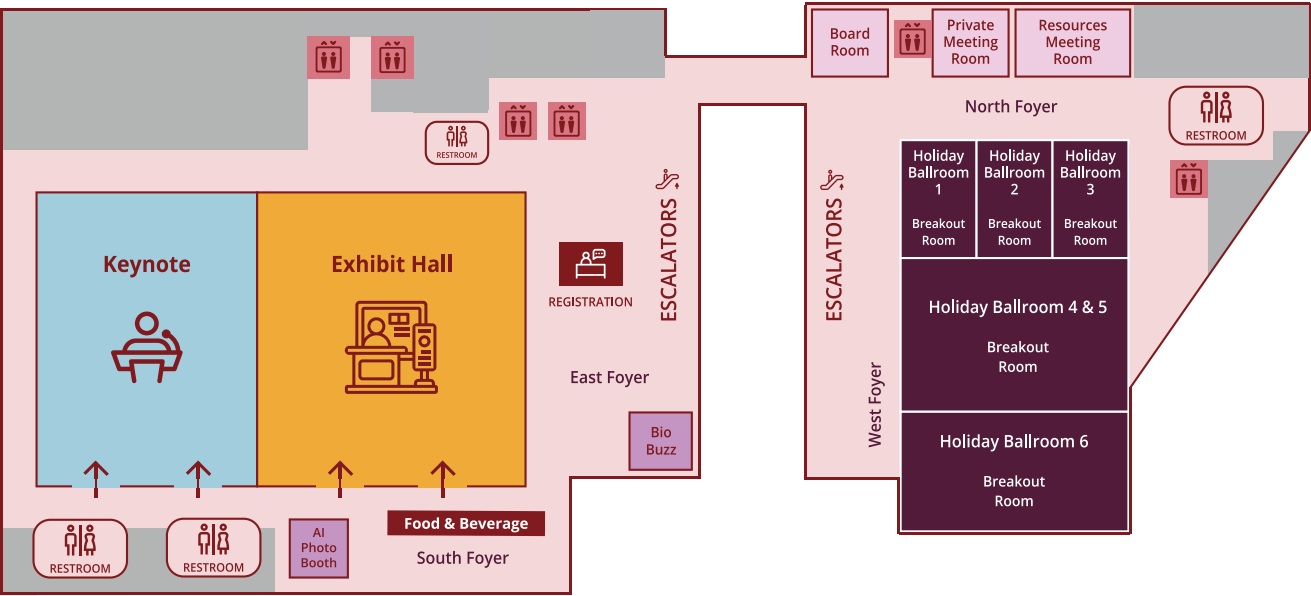


EVENT FLOORPLAN

FIRST FLOOR



EVENT FLOORPLAN

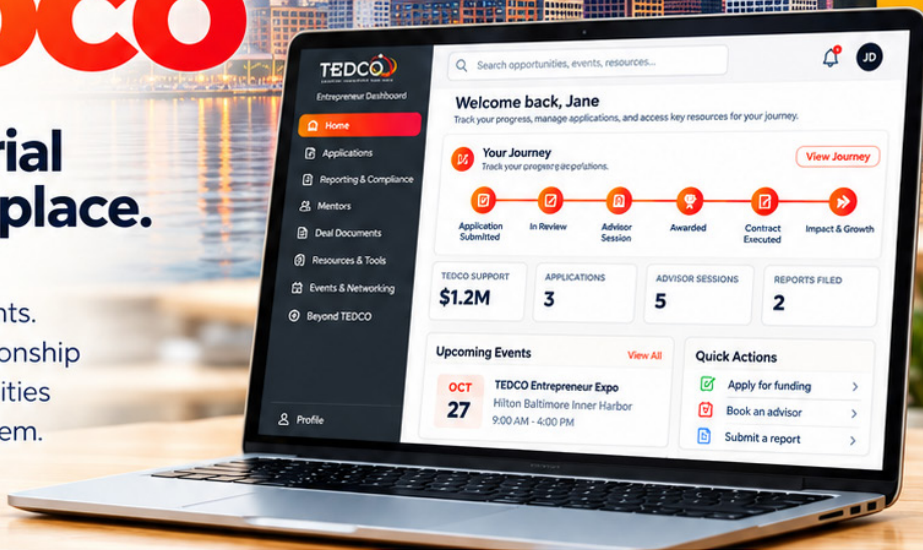


SECOND FLOOR

INTRODUCING **MyTEDCO**

Your entrepreneurial journey, all in one place.

Find funding. Track your progress.
Connect with mentors. Discover events.
Access resources. Manage your relationship
with TEDCO — and explore opportunities
across Maryland's innovation ecosystem.



FIND FUNDING OPPORTUNITIES

See programs
matched to your
company



CONNECT WITH EXPERTS

Access mentors,
advisors, and
networking events



DISCOVER EVENTS

Stay informed and
get involved in Maryland's
innovation ecosystem



ACCESS RESOURCES

Tools, templates and
market insights
to help you grow



TRACK & REPORT

Manage applications,
reporting, and key
milestones



LAUNCHING AT

TEDCO'S 2026 ENTREPRENEUR EXPO



Tuesday, October 27, 2026



Hilton Baltimore Inner Harbor

Workshops | Roundtables | Pitch Showcase | Networking

Scan to explore
MyTEDCO



EXHIBIT HALL

MAIN ENTRANCE

BOOK SIGNING

11 AM - 12 PM

📍 ACROSS FROM REGISTRATION TABLES

*Book Signing
(11AM - 12PM)

REGISTRATION

KEYNOTE

HEADSHOT
LOUNGE

Food & Beverage

Food & Beverage

Food & Beverage



STARTUP ALLEY



STARTUP ALLEY

Bio
Buzz

Food & Beverage

Band

AI
Photo
Booth

115 114 113 112 111 110 109 108 107 106 105 104 103 102 101 100

BOOTH DIRECTORY

COMPANY NAME	BOOTH	COMPANY NAME	BOOTH	COMPANY NAME	BOOTH
Anne Arundel Economic Development Corporation	74	FlixMate®	48	Maryland MEP	41
App Beacon	46	Frederick County Office of Economic Development	72	Maryland Small Business Development Center	17
Athena Enzyme Systems	106	FSC First	40	Maryland Tech Council	60
Avasys Medical Technologies	86	Goldman Sachs 10,000 Small Businesses program	7	Maryland Technology Internship Program (MTIP)	2
Battle Plan Strategic Consulting	103	Government Contract Support, LLC	105	Maryland Women's Business Center	83
BDC-Emerging Technology Centers	77	Harbor Designs & Manufacturing	24	Mid-Atlantic Studios	100
BioEvanesce	110	Heisler Semiconductor	102	Mindgrub	14
Biohealth Innovation	61	Howard County Economic Development Authority	62	MMG Capital Group	79
Bowie State University Entrepreneurship Innovation Center	96	I95 BUSINESS	91	Montgomery County Economic Development Corporation	76
Brande.ai	85	Incubators + Labs at Hagerstown Community College	70	NanoForge Systems	29
bwtech	68	Integrated Pharma Services	34	NasaClip	42
Carroll County Economic Development	73	Iron Thread Collective	13	Nataur Inc.	23
CDF Lending	93	Kimberly Benoit Leadership	12	Neurava	51
City of Frederick Department of Economic Development	71	Legal Resource	99	New York Life	92
CloudOffix	19	Lumo Imaging	25	Novel Microdevices	45
Community Redevelopment Partners	1	Malloy Industries	82	NURSELYNX INC	53
COMPUGENE LLC	11	Maryland Apex Accelerator	114	OfflineIQ	47
CONNECTpreneur	90	Mantaro Networks Inc.	109	OST Global Solutions	15
CRMSDC Capital Readiness Program	37	Maryland Business Innovation Association	66	PerVista AI	54
DARPA SBPO	22	Maryland Chamber of Commerce	75	Phanium LLC	101
Deep Root Biolabs	26	Maryland Department of General Services	94	Prince George's County Economic Development Corporation	63
Direct Dimensions	32	Maryland Department of Labor	58	Revelo Software	43
Droserix LLC	31	Maryland Energy Innovation Accelerator (MEIA)	65	RobotLAB Bethesda	49
Dwellwell Analytics	108	Maryland Health Connection for Small Business	56	RPM Tech	16
Dynamic Dimension Technologies	35	Maryland Industrial Partnerships	3	Salamandra	84
Earthborn Alternatives	52	Maryland Insurance Administration	78	Sarah's Handmade Ice Cream	80
Family and Medical Leave Insurance (FAMLI)	59	Maryland Marketing Partnership	39	Satellite Teams Global LLC	10
Fearless Institute	69			Simple Advocate	104
Federal Laboratory Consortium	20			SmartTIVA	30

BOOTH DIRECTORY

COMPANY NAME	BOOTH
Spark Coworking	67
SR NEXT	57
St Mary's County Government Department of Economic Development	64
STEER Tech	44
taffytape	107
Technical.ly	95
Technovate	81
TEDCO	88
TEDCO's BRIDGE Program	112
The Business Monthly	97
The Center for Entrepreneurship And Career Readiness	6
The Daily Record	21
The George Washington University	5
The Implementation Group	111
The Networking Dr.	8
Towson University, StarTUP	4
TrueNorth Automation Solutions, LLC	87
UMD Robert H. Smith School of Business	18
University of Maryland BioPark	38
USPlasma, Inc.	27
Vascular Rescue Inc.	28
Vero Science Visuals	50
Virgent AI	55
Vortex Space Systems	36
Washington County Department of Business & Economic Development	70
Waverly Technology	9
WINWINI	98
Women In Bio Capital Region	89
Z Advanced Computing (ZAC)	33



53



OUR REDESIGNED WEBSITE IS LIVE!

A new way to explore
TEDCO investment and
entrepreneurial resources!



SCAN THE QR CODE TO
EXPLORE THE NEW WEBSITE



Employers: Are you ready for FAMLI?



To-do list

- ☐ Register with FAMLI **today**
at paidleave.maryland.gov
- ☐ Prepare to withhold starting **January 1, 2027**
- ☐ Sign up for FAMLI's email list
so you have the most up-to-date information



Register today and prepare to start withholding.

Family and Medical Leave Insurance (FAMLI) is almost here. There are a few steps you need to take right away to make sure you're ready. Now's the time to prepare to bring this exciting new program to your workers. **Learn more and get started at paidleave.maryland.gov**



Look for our booth
in the exhibit
hall or get help
registering **TODAY**
in the Resources
Meeting Room!

EXHIBITORS A-Z

74

Anne Arundel Economic Development Corporation

Jill Porter, Business Development Director
jporter@aaedc.org
www.aaedc.org
Annapolis, MD
410-222-7410

Building Businesses Together

AAEDC's mission is to foster diverse economic growth by empowering businesses, expanding job opportunities, and revitalizing communities in Anne Arundel County. As the go-to partner, we connect businesses in Anne Arundel County with the key resources to thrive.

106

Athena Enzyme Systems

Ben Broedel
benjamin@athenaes.com
www.athenaes.com
Baltimore, MD
410-455-6319

Athena Enzyme Systems designs and manufactures proprietary reagents and cell culture media for laboratory research. Athena also offers custom cell culture media, contract manufacturing and private labeling solutions. Located in Baltimore, they have been a long-time partner to local scientists by providing bulk buffers and reagents at wholesales cost.

46

App Beacon

Hector Ocasio, Founder & CEO
hector@appbeacon.com
www.appbeacon.com
Columbia, MD
240-424-8055

App Beacon is a client engagement platform for service based businesses, membership organizations, community organizations, and franchises, helping them connect with prospects, clients, and members through personalized content, automated journeys, direct communication, and fully branded mobile apps.

86

Avasys Medical Technologies

Cameron Jones
cjones@avasysmedical.com
www.avasysmedical.com
Hunt Valley, MD
443-399-3500

Avasys is a medical device consulting and development firm specializing in human factors engineering, usability engineering, and user-centered product development. We support clients from early design through formative and summative studies, while also providing contract engineering and product development expertise for complex medical devices.

103

Battle Plan Strategic Consulting

Laurin Kelly, CEO & Principal
laurin@battleplansc.com
www.battleplansc.com
 Silver Spring, MD

Battle Plan Strategic Consulting is a Black woman-owned boutique consulting firm that partners with nonprofits, foundations, coalitions, social impact organizations, and associations to turn strategy into execution — building the governance, operational, financial, and project management systems that help organizations plan with intention, execute with discipline, and prove their impact.

110

BioEvanesce

Erin Evke, Founder & CEO
erin.evke@bioevanesce.com
www.bioevanesce.com
 Frederick, MD

BioEvanesce is developing PreSurgent, an AI-based multimodal Software as a Medical Device, for surgeons and emergency physicians to help determine if a patient with acute abdominal pain needs immediate surgery, starting with bowel obstructions.

57

77

BDC - Emerging Technology Centers

www.baltimoredevelopment.com/innovation/
 Baltimore City, MD

Emerging Technology Centers (ETC), Baltimore is the innovation hub initiative of the Baltimore Development Corporation (BDC). Established in 1999, ETC supports technology startups and companies at every stage, providing access to entrepreneurial support, capital and resources for entrepreneurs, particularly historically underrepresented founders, build, scale, and succeed in Baltimore City.



61

Biohealth Innovation

Richard Bendis, President and CEO
rbendis@biohealthinnovation.org
www.biohealthinnovation.org
 Rockville, MD
 301-637-7950

BioHealth Innovation connects the region's federal institutions, universities, healthcare systems, and bioscience innovators to accelerate life-saving discoveries. Through coordinated strategies, we move ideas from laboratories to market faster, strengthen participating organizations, drive innovation-led economic growth, and position the regional corridor as a global leader in biohealth development worldwide.

EXHIBITORS A-Z

96

Bowie State University Entrepreneurship Innovation Center

Johnetta Hardy, Executive Director/Founder, The Entrepreneurship Innovation Center
Jhardy@bowiestate.edu
www.bowiestate.edu/academics/special-programs/entrepreneurship-innovation-center/
Bowie, MD
202-359-0334

The Entrepreneurship Innovation Center (EIC) at Bowie State University is a launchpad for innovation and opportunity, connecting students, entrepreneurs, and the broader community to resources, expertise, and networks. EIC helps transform ideas into actionable business plans while creating pathways to meaningful connections, growth, and entrepreneurial success.

85

Brande.ai

Mia Horm, Founder
hi@brande.ai
www.brande.ai
Baltimore, MD

Brande.ai is the governed AI content system of record for multi-brand agencies and teams. Driven by a Brand Messaging Fingerprint, it automates daily multi-channel briefs and content planning while built-in approval workflows keep every asset on-strategy, on-voice, and fully compliant as your brand scales.

68

bwtech

Aaron Miscenich, Executive Director
aaronm@umbc.edu
www.bwtech.umbc.edu
Baltimore, MD
443-543-5047

bwtech@UMBC Research and Technology Park helps entrepreneurs start, grow, and thrive. Home to 112 companies generating \$500M in annual economic impact, bwtech turns UMBC research and Maryland innovation into successful businesses through mentorship, accelerator programs, wet labs, flexible office space, and UMBC talent, supporting founders from ideation to scale.

73

Carroll County Economic Development

Denise Beaver, Director
dbeaver@carrollcountymd.gov
www.carrollbiz.org
Westminster, MD
410-386-2070

Carroll County Economic Development provides support to new ventures or expanding enterprises and welcomes relocations. 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, visit carrollbiz.org, or call 410-386-2070. Grow Better Here!



MAKING SOMETHING IN MARYLAND?

EXPERTISE • TRAINING • RESOURCES • CONNECTIONS



Maryland MEP provides the expertise, training, resources, and connections manufacturers need to tackle challenges, strengthen their operations, and stay competitive.

LEARN MORE AT **MDMEP.ORG**

93

CDF Lending

Carlton Ferguson, Principal
info@cdfergusonlending.com
www.cdflending.com
Bowie, MD
301-723-7176

CDF Lending provides commercial and residential financing solutions for business owners, real estate investors, developers, and homebuyers. We specialize in commercial real estate, investment properties, construction, business-purpose lending, and residential mortgages, while providing real estate sales and advisory services to help clients acquire, finance, and grow their assets.

71

City of Frederick Department of Economic Development

Mary Ford-Naill, Manager of Economic
Development
MNAILL@cityoffrederickmd.gov
www.businessinfrederick.com
Frederick, MD
301-600-6360

The City of Frederick Department of Economic Development supports more than 4,100 businesses across diverse industries. With major transportation corridors, Fort Detrick, Frederick National Laboratories of Cancer Research, Frederick Innovative Technology Center, a skilled workforce and entrepreneurial ecosystem, Frederick offers businesses a strategic location for growth. Learn more at <http://www.businessinfrederick.com>.

BIG BENEFITS for small businesses.

Offer quality coverage options your team can choose from and get federal tax credits that help your business and your bottom line.

maryland  health
connection
for small business



MarylandHealthConnection.gov/smallbusiness

EXHIBITORS A-Z

19

CloudOffix

Gokhan Erdogdu, Founder & CEO
gokhan.erdogdu@cloudoffix.com
www.cloudoffix.com
 Columbia, MD
 302-342-9433

CloudOffix is a Business AI Platform that unifies applications, data, and workflows into one operational system. Built on a single data foundation and low-code architecture, it enables organizations to deploy secure, scalable AI across their entire business.



1

Community Redevelopment Partners

Chris Harrington, CEO
christopher.harrington@communityrpllc.org
www.communityredevelopmentpartners.org
 Fort Washington, MD
 301-399-5267

Community Redevelopment Partners (CRP) helps businesses, nonprofits, and public-sector organizations build stronger financial and operational foundations. We provide financial management, bookkeeping, real estate analysis, budgeting and forecasting, payroll support, internal systems development, and strategic consulting. Our practical, hands-on solutions strengthen organizations and improve operations, creating lasting impact.



11

COMPUGENE LLC

Kshama Aswath, Ph.D., Founder & CEO
biotech@compugenellc.com
www.compugenellc.com
 Leesburg, VA
 301-452-2594

COMPUGENE strengthens scientific operations for life science organizations navigating growth, audits, customer reviews, or transition. Drawing on scientific expertise, laboratory leadership, and experience guiding internal and external audits, we uncover process gaps, improve workflows, and strengthen documentation and traceability-helping teams reduce firefighting, build readiness, and keep science moving.

90

CONNECTpreneur

Tien Wong, CEO
tienwong@opus8.com
www.CONNECTpreneur.org
Chevy Chase, MD

A global community of over 44,000 CEOs, Entrepreneurs, VCs and angels, CXOs and other business leaders, featuring awesome networking, news-making speakers, and showcases of exciting early-stage companies.

37

CRMSDC Capital Readiness Program

Sonya Bigelow-Smith, Director
hellocrp@crmsdc.org
www.crmsdc.org/crp
Largo, MD
301-593-5860 x4

The Capital Readiness Program empowers small businesses through targeted support/resources/training. Our partnerships with higher education institutions, resource organizations and funding partners help us provide access to broader networks, exposure to emerging markets, and access to capital to empower financially savvy, procurement-ready, and competitively viable socially and economically disadvantaged individuals (SEDIs).

**DATATRIBE**

www.datatribe.com
Fulton, MD

Global cyber foundry that invests in and co-builds the next generation of cybersecurity and data science companies

**DATATRIBE**

The CRP aims to foster entrepreneurship, create jobs, and enhance economic resilience in high-growth industries.



CONTACT
hellocrp@crmsdc.org
www.crmsdc.org/crp



CRMSDC Operated by the Capital Region Minority Supplier Development Council



Serving Small Businesses across MD/DC/VA

EXHIBITORS A-Z

22

DARPA SBPO

www.darpa.mil/about/offices/sbpo
Arlington, VA

Our Small Business Programs Office develops relationships with U.S. small businesses to help them take advantage of opportunities with DARPA. We help firms understand our mission, culture, policies, and procedures so they can participate in research programs through Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards.

32

Direct Dimensions

Michael Raphael, Founder & CEO
info@dirdim.com
www.directdimensions.com
Owings Mills, MD
410-998-0880

Direct Dimensions puts the real world into the computer in 3D. For over 30 years, we've used advanced 3D scanning and imaging technologies to create accurate digital models for aerospace, automotive, architecture, manufacturing, defense, medical, museums, movies, and more—helping clients design, build, inspect, preserve, and visualize virtually anything.

26

Deep Root Biolabs

John Sittmann, CEO
john.sittmann@deeprootbio.com
www.deeprootbio.com
Baltimore, MD
973-723-9973

Deep Root Biolabs is a synthetic biology startup engineering plant-associated bacteria to solve environmental and supply chain challenges. Spun out of the Johns Hopkins Applied Physics Laboratory, our platform enables contaminated land remediation, domestic recovery of critical minerals from mine waste, and sustainable biomanufacturing, turning environmental liabilities into productive assets.

31

Droserix LLC

Suker Li
suker.li@earlycharm.com
www.earlycharm.com
Baltimore, MD

Droserix creates a nanoscale sensing probe as a platform technology that enables real-time, high-resolution molecular detection for research, diagnostics, and emerging biomanufacturing applications. Droserix is part of Early Charm, a tech innovation group that provides advanced manufacturing and customized product development solutions.

108

Dwellwell Analytics

Dan Simpkins, CEO & Co-founder
info@dwellwell.ai
www.dwellwell.ai
Bethesda, MD
240-630-5550

Dwellwell's AI-driven diagnostic service transforms residential properties into smart, self-diagnosing systems. Our platform monitors the whole property comprehensively, avoiding disasters and making maintenance simpler and cheaper. By continuously monitoring HVAC, plumbing, electrical, and environmental systems, Dwellwell detects subtle signals of emerging failure, turning reactive maintenance into proactive and predictive care.

52

Earthborn Alternatives

Pat Condon, CEO
pat@earthbornalternatives.com
www.Oleocan.com
Cambridge, MD
410-463-8361

Earthborn Alternatives has developed an economic green process to isolate olive oil polyphenols for formulation in a dietary supplement- OLEOCAN, providing many of the health benefits of the Mediterranean Diet. The bioactive molecules are: oleocanthal, oleacein, oleuropein aglycone and ligustride aglycone- "The Big 4".

63

35

Dynamic Dimension Technologies

Karl Leodler, Founder & CEO
kleodler@dynamicdimensiontechnologies.com
www.vxsim.net
Westminster, MD

Dynamic Dimension Technologies (DDT) is a Maryland technology company developing physics-based simulation, digital twins, autonomous systems, and digital engineering solutions. Its VxSIM framework connects virtual models, physical systems, engineering data, and evidence-centered workflows to accelerate design, testing, training, mission assurance, and technology transition across maritime, defense, industrial, and educational applications.

59

Family and Medical Leave Insurance (FAMLI)

FAMLI Customer Care
paid.leave@maryland.gov
paidleave.maryland.gov
410-525-4010

Family and Medical Leave Insurance (FAMLI) is almost here. All employers with at least one employee localized in Maryland are now required to register. Starting January 1, 2028, eligible employees will access up to 12 weeks of paid, job-protected leave to care for themselves or a loved one.

EXHIBITORS A-Z

69

Fearless Institute

Jamishia Smith, Ecosystem Coordinator
jsmith@fearlessinstitute.org
www.thefearlessinstitute.org
Baltimore, MD
410-394-9600

Fearless Institute, formerly known as The Technology Growth Initiative (TGI), is dedicated to igniting ecosystems & improving lives by creating pathways for socio-economically depressed talent in tech & entrepreneurship. Founded on the vision that innovation thrives with varied perspectives & accessible opportunities, FI builds bridges that enable entrepreneurs to excel in tech.

20

Federal Laboratory Consortium

Adham Alayash, Partnership Manager
aalayash@federallabs.org
www.federallabs.org
Washington, D.C.
202-449-1939

The FLC provides tools, programs, and connections that help federal labs maximize their impact.

Whether you're a lab looking to promote your work and build partnerships, or an industry partner seeking technologies and expertise, we offer a comprehensive suite of resources to move innovation from the lab to real-world impact.



48

FlixMate®

Dr. Donnisha Davis, Co-Founder & CEO
info@flixmate.app
www.flixmate.app
Upper Marlboro, MD

FlixMate® is a social entertainment discovery platform helping audiences discover, save, share and track movies and television. Based in Maryland, the app simplifies what to watch and where to watch while connecting audiences, creators and entertainment partners through personalized discovery, watchlists, social features and measurable engagement experiences.

64

MONTGOMERY COUNTY
MARYLAND

Grow Your
Business
in the
Capital of
Discovery.

THINKMOCO.COM

GROWTH
INNOVATION
TALENT
QUALITY OF LIFE

MONTGOMERY COUNTY
MARYLAND
ECONOMIC DEVELOPMENT
CORPORATION

72

Frederick County Office of Economic Development

**Patrick Hedlund, Marketing & Communications
Team Manager**
FCOED@FrederickCountyMD.gov
www.discoverfrederickmd.com
Frederick, MD
301-600-1058

The Frederick County Office of Economic Development is the first stop for companies looking to start, locate, or expand in Frederick County. We connect businesses with incentives, sites, and expedited permitting, helping entrepreneurs turn research and ideas into market-ready ventures in a \$20.4 billion economy. Contact us to get started.

40

FSC First

www.fscfirst.com
Upper Malboro, MD

FSC First is a U.S. Treasury-certified CDFI, SBA Certified Development Company (CDC), and 501(c)(3) nonprofit providing creative financing, business coaching, and training. FSC First helps small businesses access capital, build capacity, and achieve sustainable growth across Maryland, Washington, D.C. and Northern VA through innovative business support and financing solutions.



7

Goldman Sachs 10,000 Small Businesses Program

Rod Bourn, Director
rbourn@ccbcmd.edu
www.10ksbapply.com
Essex, MD
443-840-4584

Goldman Sachs along with Bloomberg Philanthropies help entrepreneurs grow their business by providing this free, coach-led, practical business training program that focuses on building a Growth or Exit Plan. The cohort format pulls together owners from across the state to work on their individual plans together.

65

105

Government Contract Support, LLC

Tarita Lewis, CEO
tlewis@govconsupport.com
www.govconsupport.com
Washington, D.C.
202-486-8639

Government Contract Support provides federal acquisition and contract management expertise to government contractors. Led by a former federal Contract Specialist with 30+ years of experience, we support GSA Multiple Award Schedule acquisition and maintenance, contract administration, compliance, and training, helping businesses successfully pursue, win, and manage government contracts.

EXHIBITORS A-Z

24

Harbor Designs & Manufacturing

Joshua Barnes, CEO
josh.barnes@harbordesigns.net
www.harbordesigns.net
Baltimore, MD
410-605-9399

Harbor Designs & Manufacturing is a full-service engineering and contract manufacturing partner. ISO 9001/13485 certified - serving startups, federal agencies, universities, hospitals, and large corporations. We design, prototype, and produce medical devices, consumer products, and diverse industrial solutions, offering strategic sourcing, scalable production, on site technical and clean room assembly, and logistics.

62

Howard County Economic Development Authority

Kierra Kimmie, Director, Strategic Outreach
support@hceda.org
www.howardcountyeda.gov
Columbia, MD
410-313-6500

Howard County Economic Development Authority (HCEDA) is a public-private partnership committed to fostering economic growth and innovation. HCEDA supports existing and relocating companies by connecting businesses to local and state resources while serving as an advocate for policies that continue to strengthen Howard County's economy and quality of life.

102

Heisler Semiconductor

Jake Heisler, President
jheisler@heislersemiconductor.com
www.heislersemiconductor.com
Halethorpe, MD
717-855-8698

Heisler Semiconductor does hardware and electronics design, prototyping, and manufacturing — typically advanced electronics. We take a hardware design that does not yet work, determine why, and hand back a build that does. We choose a package and process that can be made, and prove it on real units.

91

I95 BUSINESS

Vicki Franz, Founder/Publisher
vicki@i95business.com
www.i95business.com
Cockeysville, MD
410-584-9960

I95 BUSINESS connects the business community through storytelling and sharing news and information. Let us tell your story. Connect with us.
info@i95business.com

70

Incubators + Labs at Hagerstown Community College

Maureen Kolb, Director
makolb@hagerstowncc.edu
www.incubatorhcc.com
Hagerstown, MD
240-500-2728

The Incubator + Labs at Hagerstown Community College empowers startups, small businesses, and aspiring entrepreneurs with state-of-the-art office space, commercial kitchen space, and research labs starting as low as \$325/month in Washington County, MD — backed by expert mentorship, collaborative networking, and the resources to turn visionary ideas into reality.

13

Iron Thread Collective

Angela Donovan, Executive Director
angela@ironthreadcollective.com
www.ironthreadcollective.com
Owings Mills, MD
410-929-2197

Iron Thread Collective is a fractional HR & learning consultancy helping small businesses build the people systems they need to grow. We create onboarding, SOPs, and HR processes that strengthen teams, improve consistency, and free owners to focus on what they do best, running the business they set out to build.

67

34

Integrated Pharma Services

Mina Izadjoo, PhD, President & Chief Science Officer
mizadjoo@iphaservices.com
www.integratedpharmaservices.com
Rockville, MD
301-204-4201

Integrated Pharma Services (IPS) is a Maryland-based biotechnology company advancing healthcare innovation through bacteriophage research, microbiology, analytical testing, and product development. IPS operates ISO-certified, DEA-registered analytical and GLP-compliant laboratories, supporting government, academic, and industry partners in translating scientific discoveries into practical, scalable, and commercially viable solutions.

12

Kimberly Benoit Leadership

Kimberly J Benoit, CEO, Founder
kb@kimberlyjbenoit.com
www.kimberlyjbenoit.com
Vienna, VA
504-323-6326

Kimberly Benoit Leadership helps business owners and leaders solve the organizational challenges that slow growth down. We work at the intersection of people and systems — where the real problem almost always lives — to find what's actually blocking results and build a plan that fixes it for good.

EXHIBITORS A-Z

99

Legal Resource

Chat with an attorney through our free legal resource for entrepreneurs

Connect with volunteer attorneys for general information and educational resources related to common business needs.¹

¹ Discussions with volunteer attorneys are for general informational and educational purposes only and do not constitute legal advice or create an attorney-client relationship. The chat is not a substitute for a consultation with your own attorney to obtain advice specific to your individual situation. The volunteer attorneys are sharing their opinions, which do not reflect the official policy and/or position of TEDCO.

82

Malloy Industries

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

Malloy Industries is the matchmaker between growth-stage companies and the leaders they need, whether fractional or full-time. CEOs, come find your next CFO, CRO, COO, CHRO, CMO, or CTO. Executives, ask how 750+ vetted peers find engagements through us. Investors and advisors, tell us which portfolio companies need a leader.

25

Lumo Imaging

Davood Tashayyod, CEO
davood@lumoscan.com
www.lumoscan.com
Rockville, MD
202-368-1216

Lumo Imaging, based in Rockville, has built an FDA-registered, AI-powered imaging platform for early skin cancer detection. LumoScanner captures dermoscopic-grade images of the entire body in minutes; our AI flags lesions of concern — making comprehensive, reimbursable skin cancer screening accessible to the two-thirds of U.S. counties lacking a dermatologist.

109

Mantaro Networks Inc.

Declan Murphy, CEO
dmurphy@mantaro.com
www.mantaro.com
Germantown, MD
301-528-2244

Mantaro provides a full range of product development services to our clients including electronic hardware, software, and mechanical design. We also provide product prototyping and small scale production, and design review services including DFM, DFT and EMI/EMC proofing.

114

Maryland APEX Accelerator

66

Maryland Business Innovation Association**Hakim Dyer, Executive Director****Hakim@mdinnovate.org****www.mdinnovate.org****Easton, MD****240-786-8742**

The Maryland Business Innovation Association (MBIA) unites incubators, accelerators, labs, coworking spaces, and innovation centers across Maryland. Our statewide network delivers resources, connections, and programming that help entrepreneurs grow and commercialize ventures -- positioning Maryland's diverse industries at the tipping point of innovation.

75

Maryland Chamber of Commerce**www.mdchamber.org****Annapolis, MD**

The mission of the Maryland Chamber of Commerce is to advance inclusive partnerships for a Maryland where all businesses and their communities thrive.

94

Maryland Department of General Services

www.dgs.maryland.gov/Pages/default.aspx
Baltimore, MD

The Department of General Services is responsible for services and programs administered on behalf of the state, including procurement, facility design and management, leasing, energy conservation, capital grants, inventory control, surplus property, and records management. The Maryland Capitol Police provides safety and security for state-owned and state-leased facilities statewide.

58

Maryland Department of Labor**Seeyew Mo, Senior Advisor, Cyber Maryland****seeyew.mo@maryland.gov****www.labor.maryland.gov/cybermaryland/****Baltimore, MD****443-908-1277**

Building Maryland's Cyber Future

Cyber Maryland brings together government, industry, and education to strengthen Maryland's cybersecurity ecosystem.

Together, we expand high-wage career pathways, protect critical infrastructure, and build cyber literacy.



69

EXHIBITORS A-Z

65

Maryland Energy Innovation Accelerator (MEIA)

www.mdeia.org
College Park, MD

The Maryland Energy Innovation Accelerator (MEIA) supports and funds inventors, scientists, and startup founders who are building climate technologies with the potential to help Maryland meet its climate goals and build upon a new growth industry.

3

Maryland Industrial Partnerships

Ronnie Gist, Associate Director
mips@umd.edu
www.mips.umd.edu
College Park, MD
301-405-3891

MIPS provides funding, matched by participating companies, for university-based research projects that help the companies develop new products. The program is administered at the University of Maryland, College Park. With MIPS matching funds, companies can leverage the expertise and facilities within all of Maryland's public universities to create new products.

70

56

Maryland Health Connection for Small Business

Jose Luis Cabrera, Small Business Outreach Manager
jose.cabrera@maryland.gov
www.marylandhealthconnection.gov/smallbusiness
Maryland
410-952-0546

A one-stop shop where small businesses and nonprofit organizations can get health insurance for their employees. Employers can explore coverage options, make contributions, and empower their employees with choice and flexibility. Employees can select and manage plans that fit their individual needs and budgets.

Call Center - 1-877-637-6249 Mon to Fri



78

Maryland Insurance Administration

Patricia Dorn, Associate Commissioner, Consumer Education and Advocacy Unit
patricia.dorn@maryland.gov
www.insurance.maryland.gov
Baltimore, MD
410-468-2381

The Maryland Insurance Administration (MIA) regulates insurance in Maryland. The primary role of the MIA is to protect consumers from illegal insurance practices by ensuring that insurers that operate in Maryland act in accordance with State insurance laws. We answer questions about different types of insurance, including commercial insurance.

39

Maryland Marketing Partnership

Sherri Diehl, Executive Director
sherri.diehl@maryland.gov
www.Business.Maryland.gov/The-Maryland-Marketing-Partnership/
Baltimore, MD
410-767-6835

The Maryland Marketing Partnership develops branding strategies and markets state assets to recruit new businesses. Fueling Governor Moore's vision, this promotional powerhouse turns Maryland into a magnet for talent and innovation. Powered by the Department of Commerce, its public-private board drives targeted campaigns, showcasing Maryland as the place to thrive.



17

Maryland Small Business Development Center

www.marylandsbdc.org
College Park, MD

Since 1988 the seasoned staff of the Maryland Small Business Development Center (SBDC) Network has provided sound advice consulting and support to entrepreneurs and small businesses across the state. We are part of a national SBDC network—founded in 1979—that helps over 500,000 U.S. businesses annually.

41

Maryland MEP

Michael Kelleher, CEO
mkelleher@mdmep.org
www.mdmep.org
Columbia, MD
561-254-9596



Maryland MEP is a nonprofit organization dedicated to strengthening Maryland's manufacturing industry. The organization supports small and mid-sized manufacturers with workforce development, technology adoption, operational improvement, and business growth. Through consulting, training, industry programs, and connections to trusted resources and partners, MD MEP helps manufacturers compete and thrive.

60

Maryland Tech Council

Pam Lubel, Vice President, Membership
pam@mdtechcouncil.com
www.mdtechcouncil.com
Rockville, MD
240-243-4026

The Maryland Tech Council is a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of our individual members. Members join an unparalleled network of innovative companies and industry thought leaders with access to opportunities for visibility, professional development and growth.

71

EXHIBITORS A-Z

2

Maryland Technology Internship Program (MTIP)

Jen Spencer Heilman, Director, MTIP
mtip@umbc.edu
www.mtip.umbc.edu
Baltimore, MD

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, MTIP offers financial assistance to small businesses, start-ups, non-profits and state/local agencies, to hire more interns.

83

Maryland Women's Business Center

info@marylandwbc.org
www.marylandwbc.org
Rockville, MD
301-315-8091

Maryland Women's Business Center (MWBC), a signature program of Rockville Economic Development, Inc., helps over 1,300 small business owners and aspiring entrepreneurs annually across Maryland's Capital Region to start, sustain, and grow their companies through one-on-one business consulting, trainings, workshops, and cohort-based small business development programs.

72



Building Maryland's Cyber Future

Cyber Maryland brings together government, industry, and education to strengthen Maryland's cybersecurity ecosystem.

Together, we expand high-wage career pathways, protect critical infrastructure, and build cyber literacy.

We also prepare Maryland's workforce and employers for the opportunities and challenges of AI.

Connect with Cyber Maryland to get involved.

100

Mid-Atlantic Studios

Steve Saada, Co-Founder
Steve@mid-atlanticstudios.com
www.mid-Atlanticstudios.com
Baltimore, MD
908-601-5805

Maryland startup working to build the first purpose-built film/TV/Commercial sound stage in Maryland, giving physical productions the turn-key infrastructure needed to support the current and future creative economy of Maryland.

14

Mindgrub

Jameson Gibbons, Engagement Director
jgibbons@mindgrub.com
www.mindgrub.com
Baltimore, MD
443-223-2856

Mindgrub is an award-winning technology consultancy that transforms business performance through AI innovation and custom software solutions. Trusted by Fortune 500 companies and trailblazing startups alike, we combine deep technical expertise, design intelligence, and strategic thinking to build intelligent digital solutions that drive efficiency, growth, and ROI.

73

79

MMG Capital Group

Robin Harris, Assistant Vice President
mmgdeal@mmgcapitalgroup.com
www.mmgcapitalgroup.com
Baltimore, MD
410-333-4270

MMG Capital Group is a professional asset manager for economic development and private equity funds. The management team and its affiliates are experienced in financing and fostering small and medium-sized businesses. We developed a unique strategy offering a continuum of affordable financing products for your business throughout its life cycle.

76

Montgomery County Economic Development Corporation

www.thinkmoco.com
Rockville, MD

As the official economic development organization for Montgomery County, MD, we provide confidential, no-cost support to businesses across key industries. Working with government, industry, academia, and community partners, we connect companies with resources, programs, and incentives to help them establish, expand, innovate, and invest while ensuring a seamless, high-quality experience.



EXHIBITORS A-Z

29

NanoForge Systems

Lee Brindel, CEO
lbrindel@nanoforgesystems.com
www.nanoforgesystems.com
Potomac, MD
240-750-7036

NanoForge Systems is a Maryland deep tech company developing electrochemical and nanomaterial-based sensors for real-time water quality monitoring. Our university-licensed nitrate sensing technology gives farmers, utilities, and environmental agencies continuous, in-field data to protect waterways like the Chesapeake Bay, without costly lab testing.

23

Nataur Inc.

Kathleen Turano, President / COO
kturano@nataur.com
www.nataur.com
Baltimore, MD
443-543-5582

Natáur is a biotechnology company using fermentation to make sulfur-based ingredients without relying on petrochemicals. Its first product is taurine, an ingredient in supplements, functional drinks, and pet food. Nearly all taurine is made overseas from petrochemicals. Natáur gives brands a domestic option with a cleaner, traceable supply chain.

42

NasaClip

Elizabeth Clayborne, CEO & Co-Founder
eclayborne@nasaclip.com
www.nasaclip.com
Baltimore, MD
443-305-5580

NasaClip® is the ER Doctor-designed, patented, hands-free, mess-free solution for kids and adults. It combines external compression with intranasal sponges that can be medicated.

51

Neurava

www.neurava.com
Baltimore, MD

Neurava is pioneering a first-of-its-kind AI-powered wearable platform to detect, alert and predict seizures and cardiorespiratory dysfunctions, enabling earlier intervention and risk stratification of those at risk of sudden unexpected death in epilepsy (SUDEP), the leading cause of death in 3.5M Americans with epilepsy.

92

New York Life

www.newyorklife.com
Baltimore, MD

Financial decisions are easier with a partner by your side. New York Life's agents and advisors take the time to understand your goals and dreams so you can build the future you imagine. LIFE INSURANCE • INVESTMENTS • RETIREMENT • ADVISORY. With you for the moments ahead.

45

Novel Microdevices

Andrea Pais, Founder and CEO
andrea@novelmicrodevices.com
www.novelmicrodevices.com
Baltimore, MD
352-642-2391

Novel Microdevices puts a molecular lab on the counter of any doctor's office or urgent care. Our 6x7x7 inch, 5 pound, battery-powered instrument runs a 15-minute, 6-channel PCR panel for STIs, respiratory viruses etc. from single-use cartridges, so clinics test and treat in one visit. Baltimore-based, 20+ granted patents.

53

NURSELYNX INC

Judith Walker, Founder
jwalker@nurselynx.net
www.nurselynx.com
Westminster, MD
443-608-0765

NurseLynx Inc. is Uberizing healthcare staffing and home care services through an innovative technology platform that delivers whole-person care. We connect healthcare organizations, families, caregivers, and providers to reduce hospitalizations, expand workforce access, support rural communities, and help older adults and individuals with disabilities age safely in place.

47

OfflineIQ

Ratna S, CIO
ratna@offlineiq.ai
www.offlineiq.ai
Herndon, VA
571-225-6600

OfflineIQ provides private, zero-egress enterprise AI for organizations handling sensitive data. Deployed on customer-controlled hardware, the platform trains directly on your internal documents to create a highly secure, private AI for your company—delivering cited answers, anomaly detection, and task-specific AI tools without external cloud exposure.

75

EXHIBITORS A-Z

15

OST Global Solutions

Bill Schalik, President
bschalik@ostglobalsolutions.com
www.ostglobalsolutions.com
Rockville, MD
301-384-3350

OST Global Solutions helps companies win government contracts through capture, proposal, pricing, and business development consulting, plus practical training across the full GovCon lifecycle. Our Bid & Proposal Academy and U.S. Department of Labor-registered Government Business Development Apprenticeship help organizations build stronger teams and more competitive federal growth strategies.

101

Phanium LLC

Zack Choi, CEO
zack@phanium.com
www.phanium.com
Ellicott City, MD
202-681-1156

Phanium invented ZEA—a transformative security platform that hides data from attackers while keeping it available to users. We protect computers, phones, tablets, and cloud systems against hackers, ransomware, AI, and quantum threats with one elegant principle. Result: complete protection at half the cost.

54

PerVista AI

Vennard Wright, CEO
vwright@pervista.com
www.pervista.ai
Greenbelt, MD
301-747-3311

PerVista AI is a patented platform that leverages computer vision to analyze streams from surveillance cameras and sensors in real-time to detect threats and notify law enforcement, with the goal of reducing the number of illegal weapon related events in schools, universities, sporting venues, government buildings, and other public places.

63

Prince George's County Economic Development Corporation

Tomeka C. Bumbry, Vice President, Policy and Public Relations
TCBumbry@co.pg.md.us
www.pgcedc.com
Largo, MD
301-583-4611

PGCEDC cultivates and promotes a strong local economy by supporting the growth and prosperity of entrepreneurs and businesses, strengthening communities through business development, and creating jobs. Over the past decade, Prince George's County has experienced significant growth and is a leading center for economic development in the Washington metropolitan area.

43

Revelo Software

Tracye Turner, President & CEO
info@revelosoftware.com
www.ReveloSoftware.com
 College Park, MD
 833-473-8356

Revelo SaaS enables modular rapid-build applications for government and high-compliance industries for complex and timely decision making.

Upfront data preparation, governance, and workflow automation make Revelo ideal for today's orchestrated AI.

Get started on Day 1 with unified turnkey product ecosystem solutions for website accessibility/CX, systematic reviews and digital modernization.

49

RobotLAB Bethesda

Veerendra Kumar, Madala Halagappa
Bethesda.mgmt@robotlab.com
www.RobotLAB.com/Bethesda
 Clarksburg, MD
 240-226-6996

RobotLAB Bethesda helps businesses adopt smart, useful robotics that improve operations, support teams, and enhance customer experiences. We provide in-person consultation, robot demonstrations, leasing options, deployment, training, and ongoing local support for cleaning, delivery, customer service, hospitality, healthcare, education, and facility management automation solutions built for real business impact today.

16

RPM Tech

Roanne Yehia, Business Development & Innovation Strategist
ryehia@rpm-tech.com
www.rpm-tech.com
 Forest Hill, MD
 410-877-6168 x204

RPM Tech is a product development and prototyping company with all technical expertise in-house. Engineers, designers and model makers work together to take concepts to production. Our goal is to give our customers a complete technical data package and verified production sourcing. Expertise: systems, electrical, mechanical, firmware, industrial designer.

84

Salamandra

www.salamandra.net
 Bethesda, MD

Salamandra provides tailored strategic, technical, and regulatory consulting services to the pharmaceutical, biotechnology, and medical device industries. For 30 years, we have partnered with innovators to navigate complex regulatory requirements by providing customized regulatory strategies, scientific expertise, and expertly crafted submission documentation, enabling efficient product development and successful regulatory approvals.

77

EXHIBITORS A-Z

80

Sarah's Handmade Ice Cream

Justin Volman, HR & Organizational Development Manager
hr@sarahshandmadeicecream.com
www.sarahshandmadeicecream.com
Bethesda, MD
203-258-7878

Sarah's Handmade Ice Cream was created by a DMV local mother-daughter duo.

The 4 Maryland shops feature 40 site-made flavors that Sarah is proud to serve her family.

Sarah's won numerous awards and has been featured by CNBC, NBC, FOX, ABC, The Washington Post, Eater DC, Harvard Magazine, and more.

104

Simple Advocate

Heather Hylton, Founder & CEO
heather@mysimpleadvocate.com
www.simpleadvocate.com
Washington, D.C.

Simple Advocate is an AI-powered advocacy platform that helps families of children with disabilities organize information, understand complex documents, prepare for meetings and appointments, and connect information across education and healthcare. Our technology reduces administrative burden and turns fragmented information into clear, actionable next steps for families.

10

Satellite Teams Global LLC

Sheri Gimigliano, Owner
s.gimigliano@satelliteteams.com
www.Satelliteteams.com
Baltimore, MD
412-537-8677

Satellite Teams Global LLC provides fully managed offshore staffing solutions that help businesses scale faster and operate more efficiently. We recruit, train, and support dedicated remote teams tailored to each client's needs, delivering high-quality talent, seamless integration, and cost-effective growth.

30

SmartTIVA

Juan Fernandez, Founder
jfernandez@smarttiva.com
www.smarttiva.com
Rockville, MD
410-739-3223

SmartTIVA develops anesthesia technologies that combine automated drug delivery, real-time patient data, and advanced simulation. Its patented portfolio includes closed-loop TIVA systems and brain, EEG, and NIRS simulators for marketing, clinician education, and training.

78

67

Spark Coworking

Deanna Susser, Community Manager
info@spark-bmore.com
www.spark-bmore.com
 Baltimore, MD
 410-844-2965

Spark Baltimore is a collaborative coworking community in the heart of downtown, designed for entrepreneurs, creators, and innovators. With flexible shared workspaces, private offices, and opportunities to connect, Spark brings together the space, community, and resources people need to work, grow, and turn ideas into meaningful businesses and experiences.

57

SR NEXT

The SR NEXT Team
Info@NEXT.law
www.next.law
 Potomac, MD
 301-230-6398

SR NEXT is a nationally recognized startup law team built for founders. Combining experienced startup attorneys with serial entrepreneur insight, we provide practical legal guidance, transparent pricing and fixed-fee solutions that help founders move faster, avoid costly mistakes and build fundable companies, from launch through exit.

SR NEXT
 LEGAL FROM LAUNCH TO EXIT

64

**St Mary's County Government
Department of Economic Development**

**Emily Lacey, Economic Development Specialist-
Agriculture, Seafood, and Small Business**
emily.lacey@stmaryscountymd.gov
www.yesstmarysmd.com
 Leonardtown, MD
 301-475-4200 (ext 71400)

St Mary's County Economic Development is here to help!

- Business Start-up & Development
- Site Selection
- Navigating local permit and licensing process
- Identify resources
- Workforce Development
- Demographics and Statistics
- Partnerships and Networking

79

44

STEER Tech

Clemie Cahir, Marketing
Clemie.cahir@steer-tech.com
www.steer-tech.com
 Annapolis Junction, MD

STEER Tech delivers autonomous vehicle solutions that automate repetitive and mission-critical operations across commercial and defense environments. Our technology supports baggage movement, airport ground handling, goods movement, last-mile delivery, security patrol, and defense applications, helping organizations move people, equipment, and goods safely and efficiently.

EXHIBITORS A-Z

107

taffytape

www.taffytape.square.site
Baltimore, MD

taffytape seeks to make grips differently and unique to the individual, making activities easier to do and making everyone's daily experience better - customers don't know what they are missing, yet.

95

Technical.ly

Aileen McNulty, Director of Client Services
aileen@technical.ly
Technical.ly

Building something in Maryland? Technical.ly is the country's longest-running news organization covering innovation economies, from startups and funding to the jobs of the future. Get your launches, raises, and milestones in front of the ecosystem. Join our free newsletter at technical.ly/subscribe.

81

Technovate

AJ Mohammadi, Founder & President
ajm@technovate.design
www.technovate.design
Gaithersburg, MD
240-483-6914

Technovate helps homeowners and businesses simplify technology, strengthen security, and keep systems running the way they should. We combine deep IT and cybersecurity experience with hands-on residential AV and automation work, so clients do not have to coordinate multiple vendors or guess who owns what when something needs attention.

88

TEDCO

Tammi Thomas, President
tthomas@tedcomd.com
www.tedcomd.com
Columbia, MD

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.



112

TEDCO's BRIDGE Program

April Davis-Hurtt, Lead BRIDGE Advisor
bridge@tedcomd.com
www.tedcomd.com/resources/BRIDGE
Columbia, MD

TEDCO's BRIDGE Program provides legal, accounting, and financial advisory services to SEDI-owned and very small businesses with fewer than 10 employees. The three-year initiative, led by TEDCO and regional collaborators, helps businesses improve access to capital, including SSBCI and other federal funding opportunities supporting innovation and growth.

SR NEXT

LEGAL FROM LAUNCH TO EXIT

AWARD-WINNING STARTUP LAW TEAM

STARTUP LAW. BUILT FOR FOUNDERS & THEIR BUDGETS.

Dozens of fixed-fee
startup legal packages

Transparent pricing
30–50% below Big Law

Strategic counsel from
formation through exit

SCHEDULE A FREE INTRO CALL



SPECIAL OFFER

Get 10% off any
of our fixed-fee
legal packages

CHECK OUT OUR FREE
PLATFORM FOR FOUNDERS

MYNEXT
RAISE

Fundraising tools,
expert guidance, virtual
+ live events and
opportunities to
connect with
investors.

JOIN NOW



MyNEXTRaise.com

NEXT.law

97

The Business Monthly

Jason Whong, Publisher
jason@whong.media
www.bizmonthly.com
Columbia, MD
410-324-2348

The Business Monthly is an essential source of news and information for Central Maryland. Your ad reaches 55,000 decision makers.

Reporting on the latest business, government, and economic development news as well as the latest innovations in business, banking, finance, real estate development, technology.

Member of the MDDC Press Association.

6

The Center for Entrepreneurship And Career Readiness

Omar Muhammad, Cofounder
omar@jomarenterprises.com
www.readysetceac.org
Baltimore, MD
443-739-8955

CEAC (pronounced “seek”) is where young people discover what’s possible and build what’s next. From launching businesses to earning credentials and exploring careers, CEAC connects youth with real experiences, trusted mentors, and meaningful opportunities to Earn. Learn. Serve.—and create their own future.

EXHIBITORS A-Z

21

The Daily Record

Darice Dixon, Business Development Manager
ddixon@thedailyrecord.com
www.thedailyrecord.com
Baltimore, MD
443-524-8141

For more than 137 years, The Daily Record has been Maryland's daily source for business, legal, and legislative news. We connect executives, attorneys, nonprofit leaders, and government officials through recognition programs, summits, webinars, and video series, while delivering court decisions, legal analysis, and public notices essential to Maryland's business community.



5

The George Washington University

Brian Coblitz, Executive Director
tco@gwu.edu
www.commercialization.gwu.edu
Washington, D.C.
202-994-0718

GW faculty and students are pioneers in their fields who have innovated everything from new medical devices and computing hardware to satellite propulsion systems. GW's Technology Commercialization Office helps companies and entrepreneurs find and access the GW technologies they need to grow their business and be successful.

111

The Implementation Group

Jessica Moon, Vice President
jmoon@tigdc.com
www.tigdc.com
Washington, D.C.
202-713-6982

The Implementation Group (T.I.G.) is a research development consultancy that helps universities, research institutions, small businesses, and for-profit companies win competitive federal and foundation funding. We work with teams on proposal strategy and development, subject matter expert reviews, center-scale and multi-investigator applications, SBIR/STTR submissions, grant training/workshops, and assessment and evaluation.

8

The Networking Dr.

Dr. DeJuan Stroman-Price, Founder / Principal
dprice@thenetworkingdr.com
www.thenetworkingdr.com
Silver Spring, MD
202-618-0178

The Networking Dr.™ is a strategic growth consultancy helping entrepreneurs, executives, and organizations turn relationships into results. Through research-informed networking strategy, business development, marketing communications, and organizational growth solutions, we help clients build confidence, cultivate meaningful connections, strengthen communities, and create sustainable pathways to opportunity and growth.

YOU MUST BE PRESENT TO WIN!

Make sure you attend the **Morning Keynote** for the chance to win unique giveaways.



4

Towson University, StarTUp

www.towson.edu/startup/

87

TrueNorth Automation Solutions, LLC

www.truenorthautomate.com

18

UMD Robert H. Smith School of Business

Paul Schrantz, Account Executive

pschrant@umd.edu

www.careers.rhsmith.umd.edu

College Park, MD

240-447-0605

The Robert H. Smith School of Business Office of Career Services connects innovative startups with talented, driven students and graduates ready to contribute. Meet us at the TEDCO Fall Expo to explore internship and full-time hiring opportunities, build your talent pipeline, and find candidates equipped to help your company grow.

38

University of Maryland BioPark

Claire Murphy, Director of Marketing

cmurphy1@umaryland.edu

www.umbiopark.com

Baltimore, MD

410-706-6293

The BioPark, a cornerstone of Baltimore's innovation community, is home to life science and technology companies of all sizes and stages. Located on the University of Maryland, Baltimore's campus, the BioPark delivers the power of the University of Maryland's research enterprise and clinical care, fostering connections that advance ventures.



83

EXHIBITORS A-Z

27

USPlasma, Inc.

Ahmad Soltani, Hamideh Soltani, CEO & Vice President, Research & Development

hamideh.soltani@usplasma.com

www.usplasma.com

College Park, MD

724-759-0769

USPlasma is advancing extreme-temperature electrified manufacturing through its patented Uniform, Stable Plasma (USP) platform. Operating at atmospheric pressure with tunable temperatures up to 8,000 K and rapid quenching, USP enables advanced materials and processes, including graphite, carbon nanotubes, ultra-high-temperature ceramics, refractory alloys, critical-mineral processing, and environmental applications.



**BUSINESS HAS
ENOUGH DRAMA.
YOUR SOFTWARE SHOULDN'T.**

ONE WORKHUB FOR EVERYONE

Data, applications, workflows
and AI — connected by context.

RUN — **CONNECT**
BUILD — **AUTOMATE**

SCAN TO



SEE IT WORK

cloudoffix.com

Maryland Innovation Center, 6751 Columbia
Gateway Drive Suite 300 Columbia MD 21046

28

Vascular Rescue Inc.

Rajabrata Sarkar MD PhD, Chief Scientific Officer

rajabratasarkar@gmail.com

www.vascularrescue.com

Baltimore, MD

650-307-3601

Portable, self-contained, and self-powered, we deliver expert-level arterial and central venous access regardless of operator experience, patient anatomy, or clinical setting. Existing systems in the market automate needle targeting and insertion, but leave guidewire placement and complete cannulation to the operator — precisely the highest-skill portions of the procedure.

50

Vero Science Visuals

Veronica Falconieri Hays, Owner
veronica@vero-science.com
www.vero-science.com
 Rockville, MD
 240-630-1766

Vero Science Visuals creates scientific illustrations and animations for clients in biotech, pharma, and academia. Since 2018, we have communicated the science of 100+ biotech companies and 40+ research labs through custom visuals, and our work has been featured on the cover of Scientific American.

55

Virgent AI

Jesse Alton, CEO
hello@virgent.ai
www.virgent.ai
 Annapolis, MD
 443-214-3143

Virgent AI is an AI-Native strategy, design, and engineering consultancy helping organizations turn AI into measurable business value. We identify high-impact opportunities, design AI-enabled products and workflows, and build production-ready solutions spanning AI strategy, rapid prototyping, RAG, agentic systems, automation, and organizational enablement for growth-stage, mid-market, and enterprise clients.

36

Vortex Space Systems

Dennis Lee, CEO/Founder
dennislee@vortexspacesystems.com
www.vortexspacesystems.com
 Gaithersburg, MD
 240-476-9544

Vortex Space Systems is a veteran owned company in Montgomery County and is developing Conservation of Angular Momentum (CAM) drive propellantless propulsion system. CAM drive uses solar electrical power and not propulsive fuel to generate orbital thrust. CAM drive will reach commercial maturity by the end of 2027.



SERVING BUSINESSES IN
WASHINGTON, DC, MARYLAND & NORTHERN VIRGINIA

BUSINESS GROWTH

Every day, FSC First works to build financial health and opportunity for businesses across Washington, DC, Maryland and Northern Virginia. Through training, technical assistance programs, and flexible financing options, FSC First connects business owners with the capital and insights to grow and succeed.

Visit our website to learn more
www.fscfirst.com



EXHIBITORS A-Z

70

Washington County Department of Business & Economic Development

www.washco-md.net/business-development/
Hagerstown, MD

Washington County MD's Government Business & Economic Development Department supports local businesses through strategic growth initiatives, partnerships, and resources that strengthen the county's economy. The department fosters innovation, assists entrepreneurs, and promotes sustainable development to enhance community prosperity.

9

Waverly Technology

Jeanette Ortegon, CEO
jeanette@waverlytechnology.com
www.waverlytechnology.com
Pasadena, MD
443-852-2336

Founded by Waverly Technology, RAO Scout is more than a smart shirt; it's an intelligent physiological sensing platform. Combining wearable sensors, edge AI, and multi-sensor fusion, RAO Scout continuously captures cardiac and broader physiological signals, transforming everyday wear into actionable insights for health monitoring, early detection, and future whole-body applications.

86



**PEOPLE.
SOLUTIONS.
STRONGER
COMMUNITIES.**

STRATEGY | OPERATIONS | IMPACT

**Stronger Businesses.
Healthier Communities.**

Community Redevelopment Partners (CRP) provides back-office support and strategic consulting to help businesses, nonprofits, and public-sector partners achieve long-term success.

 Financial Management	 Budgeting & Forecasting	 Bookkeeping & Accounting
 Payroll Services	 Internal Systems Development	 Real Estate Financial Analyses
 Strategic Consulting		

Building Stronger Communities Together.



 CommunityRedevelopmentPartners.org
LEARN MORE

 Christopher.Harrington@communityrpilc.com
GET IN TOUCH

98

WINWINI

Mark Fuqua
mark@winwini.com
www.winwini.com
Parkton, MD
410-881-8444

WINWINI gives small businesses the tools and support of a big company. It brings together software to organize and systemize how your business runs, real people to help when you need them, and deeply integrated AI to automate everyday work—all connected and working together.

89

Women In Bio Capital Region

capitalregion@womeninbio.org
www.womeninbio.org

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

33

Z Advanced Computing (ZAC)

Bijan Tadayon, CEO
BijanTadayon@ZAdvancedComputing.com
www.ZAdvancedComputing.com
Potomac, MD
301-294-0434

AI software (image recognition) startup, with sole-source \$ 25 M contract from US Air Force, with a great team, including 2 Nobel Prize advisors (one in Physics & one in Chemistry), with over 450 inventions, focusing on Situational Awareness for Aerial Images & Self-Driving, with algorithms requiring much less hardware/ energy/ cost.



DREW XERON PHOTOGRAPHY & FILMMAKING

Corporate Photo and Video Production



Your story, expertly told.

HEADSHOTS + TEAM PORTRAITS

CONFERENCES + CORPORATE EVENTS

INTERVIEWS + KEYNOTE VIDEOS

Brand stories, event recaps & content for
your website and social channels.

www.drewxeron.com

WASHINGTON, DC • AVAILABLE ON LOCATION

MEET OUR TEAM

Troy A. LeMaile-Stovall
CEO

Tammi Thomas
President

Abi Kulshreshtha
Executive Director, Maryland
Innovation Initiative (MII)

Ann Liebschutz
Federal Agency
Engagement Contractor

Ann K. Pulley
Controller

Anudeep Koneru
Manager, AI & Data Systems

April Davis-Hurt
Lead BRIDGE Advisor

Avanti Shetye
Senior Director, Investment
Operations & Compliance

Ben Antebi
Associate Director, Maryland Stem
Cell Research Fund (MSCRF)

Benga Erinle
DefTech Advisor

Brittney Rodriguez-Luna
Communications Specialist

Cassy Haber
Director, Development & Marketing

Chris Maynard
Deputy Chief Information Officer

Claudius Taylor
Rural & Urban Business Innovation
Initiative Mentor, Central Maryland

Denise Pina
Finance & Program
Administration Lead

Dejonna Farrar
Assistant Director, Digital
Marketing & Communications

Diana Smith
Senior Administrative Services
Manager & Executive Assistant

Ebahi Abubor
Finance & Operations Intern

Elias Freas
Venture Fund Portfolio
Management Intern

Elizabeth Good Mazhari
Investment & Ecosystem
Engagement Officer

Geysel Gonzalez
Chief Financial & Technology Officer

Graham Dodge
Vice President,
Venture Development

Griffin St Louis
Senior Program Manager,
Maryland Innovation Initiative (MII)

Harshil Shah
Intern

Jack Miner
Chief Investment Officer

Jalaycia Lewis
Program Manager,
Baltimore Innovation Initiative

Jim Andrews
Apex Accelerator
Program Manager

Jason Harris
Senior Investment Analyst

Javier Mulé
BRIDGE Advisor

Jean-Luc Park
Deputy Chief Investment Officer &
Senior Director, Social Impact Fund

Julia Deng
Director, SBIR Programs



Justin Ferguson

Innovation Manager,
Venture Development

Katherine Hill Ritchie

Senior Director, Venture Funds

Katie Hardy

Assistant Director,
Government Relations & Research

Karen Zuccardi

Ecosystem Director,
Venture Development

Kelly Benson

Rural Business Innovation
Initiative Mentor, Upper Shore

Kim Mozingo

Vice President, Federal Programs

Maya Fisher

Marketing & Communications Intern

Mindy Lehman

Chief Government
Relations & Policy Officer

Natalie Wisnoski

Coordinator, Government
Relations & Executive Operations

Omoré Okhomina

BRIDGE Advisor

Rachael Kalinyak

Associate Director,
Marketing & Communications

Rajaniece Thompson

Assistant Director & Grant Manager

Ron Kaese

DefTech Advisor

Ruchika Nijhara

Executive Director, Maryland
Stem Cell Research Fund (MSCRF)

Sabrina Spinner

Assistant Manager, Maryland
Stem Cell Research Fund (MSCRF)

Sephora Saint-Armand

Ecosystem & Equitech Manager

Silvia Goncalves

Assistant Manager, Maryland
Innovation Initiative (MII)

Sofia Vegarra

Senior Investment Team
Portfolio Manager

Stephen Auvil

Chief Federal Engagements Officer

Stephen Harrington

Director of Program Operations

Steven Most

Human Resources Manager

Tami Yolo

Investment Analyst

Teddy Gresser

Senior Director, Seed Funds

Trisha Swing

Digital Marketing Intern

Tynaysha Brown

Board Governance Manager

Valery Gutierrez

Administrative Coordinator,
Maryland Innovation Initiative (MII)

William L. Bernard

Rural Business Innovation Initiative
Mentor, Lower Shore Region

MEET OUR BOARD

Andrew Serafini

Wealth Enhancement Group

Chung Hei Sing

Applied Derivative Research

Cliff Coppersmith

Chesapeake College

**David Tohn,
Chair**

BTS Software Solutions

**Eben Smith,
Assistant Treasurer**

Three|E Consulting Group

Harry Coker Jr.

Maryland Department
of Commerce

Kathie Callahan Brady

Frederick Innovative
Technology Center, Inc.
(FITCI)

Kory Bailey

Angel investor

Linda Cureton

Muse Technologies, Inc.

Natalie Cofield

Association for Enterprise
Opportunity

**Nona Minnifield Cheeks,
Vice Chair**

Innovatyr, LLC

Patrice King Brickman

Inspire Access

Ricardo Alvarado

Firebrand Venture Companies

Rondall Allen

University of Maryland
Eastern Shore

Ryan Frederic

Ten One Aerospace

**Thomas Bundy III,
Secretary**

Lawrence & Bundy

**William Roberts,
Treasurer**

Significance, Inc.

89

TEDCO'S LEGAL COUNSEL

Jigita Patel

Principal Counsel

Fey Okupe

Assistant Attorney General

Jim Galante

Assistant Attorney General

Stephanie M. Meighan

Assistant Attorney General



PITCH. NETWORK. LEARN. BE INSPIRED.



MDTEDCO



MDTEDCO



MDTEDCO



TEDCO

WWW.TEDCOMD.COM