



## Funding from Angels, the Feds & More

### *A Business Assistance Forum*

Learn more about how to support & fund your small business through panel discussions & networking. Hear from federal labs, state and regional funding authorities, and angel investors active in the tech industry.

#### **8:30 - 9am - Registration/Breakfast/Networking**

#### **9 - 9:15am - So, you need money? What's next?**

*Herbert Jordan, Deputy Secretary, Governor's Office of Small Business Affairs*

#### **9:15 - 10am - PANEL #1: Making the grade (Elements of a successful funding application)**

*Hannah Vargason, Business Development & Energy Project Manager, Natural Capital Investment Fund*

*Mark Greathouse, Managing Partner, Mid Atlantic Capital*

*Stephen Auwil, Senior Vice President, Technology Transfer & Commercialization, TEDCO*

*Ronnie Gist, Associate Director, Maryland Industrial Partnerships Program*

#### **10 - 11am - PANEL #2: Maximizing Federal Lab Opportunities**

*Steve Marquis, Naval Research Lab*

*Ted Mecum, Senior Technology Manager, NASA Goddard Space Flight Center*

*Dr. Laura Prestia, Invention Development & Marketing Specialist, National Cancer Institute/National Institute of Health*

*Paul Zielinski, Director, Technology Partnerships Office, National Institute of Standards and Technology*

*Robert Griesbach, Office of Technology Transfer, US Department of Agriculture;*

*Vladimir Popov, PhD, Business Development Manager, Partnership Development Office, Frederick National Laboratory for Cancer Research*

*Santiago Navarro, Technology Transfer Program Manager, Office of the Assistant Secretary for Research & Technology, US Department of Transportation*

#### **11- 11:30am - NETWORKING BREAK**

#### **11:30 - 12:15 - PANEL #3: Meeting with funding sources (Secrets to successful communication)**

*Cheivelle Hill, Senior Loan Underwriter, Maryland Department of Housing & Community Development*

*Les Hall, Program Manager, Office of Finance Programs, Maryland Department of Commerce*

*Randy Croxton, Senior VP, Meridian Management Group*

*Sheldon Davis, Angel Investor/Strategic Advisor*

*Ryan Davis, Tri County Council of Western Maryland*

#### **12:15 - 1:00pm- Lunch**

#### **1:00 - 1:45pm - PANEL #4: Managing your Burn (Budgeting & spending your money wisely)**

*Anne Balduzzi, RBII Program Manager/Accelerate Partners LLC*

*Sheldon Davis, Angel Investor/Strategic Advisor*

*Dwighd Delgado, Owner, Strategic Operations Solutions*

*Mark Garfinkel, Esq., Garfinkel Law LLC*

#### **1:45- 3:00pm- table networking**