AEG

AEG provides elite business advisors and midmarket CEOs unprecedented business development and peer to peer networking opportunities through an ecosystem of city-based communities. Our advisors in each community span 50 complementary disciplines to help owners of midmarket companies grow their business, exit on their terms, and build personal wealth.

www.enterprisegrowth.org

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Updated 9-8-2023

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About AEG

AEG is a national ecosystem of city-based communities of vetted, elite business advisors and successful midmarket CEOs. We provide unprecedented business development and peer-to-peer networking opportunities through a values-based culture and technology-enabled organization. We accelerate the development of trust needed to collaborate, refer business, and broaden our perspectives and capabilities.

Mission: Create personal and business growth through trusted relationships.

Core Values:

Give First • Do Great Work • Live Passionately • Have Fun

Each city-based community (Chapter) consists of 80 elite business advisors in more than 50 complementary disciplines that provide the capabilities needed by owners of midmarket businesses to grow revenue, maximize enterprise value, exit on their terms, and build personal wealth. Our communities of 50 CEOS (Inner Circles) accelerate trust through unique social experiences and intimate discussion groups.

Each chapter fosters deep personal relationships, understanding of each other's professional expertise and the trust needed to refer business or team on complex business opportunities. We host events to drive referral business to our Elite Advisors and collaborate with local or regional business or economic development organizations to help strengthen local economies.

AEG Leadership

Mark Haas

Co-Founder & CEO

Mark is responsible for strategy and execution of AEG's delivery of services to its members, relationships with local business communities, and expansion nationally.

Previously, as President of ROM, he helped executives and boards create powerful strategies, execute with discipline, and make effective decisions. As a management consultant for 40 years, he has brought to leaders from commercial, nonprofit and government organizations, perspectives and practices from high-performing organizations and helped implement mindsets and processes that open new paths to growth.

He leveraged experience across industries to integrate organizational diagnostics, strategy formation, business models and performance management systems. Clients spanned biomedical research, manufacturing, social services, associations, sports, finance, education, energy, defense, professional services, and trade and membership groups. His work ranged from facilitating a STEM forum and helping structure WWIV military strategy, to standing up a management consulting industry in former centrally planned economies and training Tanzanian government executives in leadership and management.

Mark is an award-winning advisor, holds the ISO-accredited Certified Management Consultant designation, has built two companies, is an expert witness, current Ethics Officer and former Chair/CEO of the Institute of Management Consultants USA, and is a quality examiner, facilitator, author, and international trainer with clients in US, Europe, Asia and Africa. He speaks on ethics, decision making, business simulation, and strategy. Mark is a graduate of Colgate and Harvard Universities.

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Tien Wong

Chair

Tien Wong is a tech entrepreneur, CEO, and investor. He is CEO of Opus8, Inc. an investment and strategic advisory firm which helps raise capital for early stage and middle market companies, as well as alternative investment funds (VC, private equity, real estate, etc.).

He is Founder and Host of the Big Idea CONNECTpreneur Forum, a global community of over 20,000 founders, CEOs, angels, VCs, and other business leaders mostly on the East Coast. The community hosts monthly Forums with upwards of 550 attendees, featuring VIP speakers, exciting presenting companies, and the best CXO to CXO networking in the region.

Mr. Wong received the 2001 Ernst & Young Entrepreneur of the Year award and was inducted into the Ernst & Young Entrepreneur of the Year Hall of Fame. He is a 2012 and 2013 Washington Business Journal “Power 100” selection as one of the region’s most influential leaders, and a 2017, 2018 and 2019 Washingtonian Magazine "Tech Titan." He lectures frequently at the University of Maryland and Georgetown University where he has been an Entrepreneur in Residence since 2012.

Mr. Wong's board work includes Maryland Venture Fund Authority; Montgomery County Economic Development Corp., Northern Virginia Chamber of Commerce, The Washington Institute; and the Center for Innovative Technology GAP Fund. In the past, he was Chairman of the Network for Teaching Entrepreneurship’s Executive Leadership Committee; Trustee of the Baltimore Symphony Orchestra, and on the Boards of the Maryland Tech Council, Association for Corporate Growth, and the Potomac Officer's Club. He is a graduate of Dartmouth College.

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Rosemarie Savino

COO

Rosemarie brings a wealth of experience in scaling organizations of all sizes for profitable growth. In her role as COO, Rosemarie is key to expanding the AEG community across the country and enhancing our members' experiences.

In her career, Rosemarie has built several profitable technology and services businesses. Her passion for architecting high performance teams has led her to work with entrepreneurs, midmarket, and large firms to solve complex process issues, and implement strategic growth plans. As a direct result, companies across the country have realized net new revenues in the tens of millions of dollars, and tens of thousands of new business clients. She has worked with some of the most successful professionals across the country to create this type of additive value for their business.

With her own experience in entrepreneurship (Rosemarie was most recently named a DCA Live 2020 Red Hot Entrepreneur), operations, roadmap development, and marketing, she brings a widened perspective to AEG's mission of creating personal and business growth through trusted relationships.

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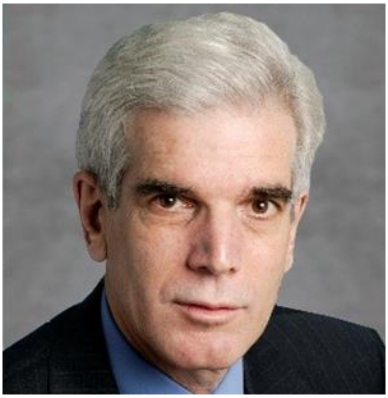

Brian S. Meritt

Baltimore Chapter Co-Director

Managing Director, Global Deployment Partners, LLC

Brian spent forty plus years of his career with the International Public Accounting Firm, RSM US LLP, as a Tax Partner helping domestic, multi-state and global companies to navigate their complex business challenges with a specific focus on taxation solutions. During his tenure at RSM, Brian developed, and continues to expand upon, his vast worldwide network of influential relationships, which are critical in helpful entrepreneurs achieve their varied business goals.

During the past several years, the world has come to a realization that increased resources are needed to support worldwide "sustainability" efforts to ensure mankind will survive to withstand the impact of climate change. Many new companies are being launched with fascinating technologies that, if deployed, have the potential to radically improve life longevity on planet earth.

Brian is excited to co-lead a company committed to improving sustainability around the world, Global Deployment Technologies, LLC. Using a global network of renown and influential sustainability advocates and specialists, and in conjunction with partnering organizations, Global Deployment Technologies, LLC will deploy existing and promising technologies throughout the world to rapidly implement the "best-of-the-best" sustainability solutions.

Given the urgent need to respond and implement, Brian is rapidly increasing the "speed of play" to provide visibility and integrate game-changing technologies onto the worldwide scene with great success. With a viable revenue model and creditable assumptions to support growth, many of these companies find that they are then able to attract funding to further their sustainability missions.

Working with self-funded and private equity backed companies, being a valued business advisor and tax consultant has always been a priority focus of Brian's. He has extensive experience in structuring M&A deals, consulting on complex taxation matters and solving challenging issues that confront businesses and their stakeholders alike.

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Tasha Cornish

Baltimore Chapter Co-Director

Executive Director, Cybersecurity Assn. of Maryland, Inc. (CAMI)

At CAMI, we provide the education, resources and connections to foster a cyber aware and cyber secure Maryland.

The Cybersecurity Association of Maryland, Inc. (CAMI) is a statewide, 501(c)(6) nonprofit organization established in 2015. CAMI is Maryland's only organization dedicated 100% to the growth of Maryland's cybersecurity industry.

Strategy: Connect MD cybersecurity companies with businesses and government entities seeking cybersecurity products and services. Connect cybersecurity job seekers in Maryland and beyond with MD cybersecurity jobs as well as with MD resources for gaining the skills, education and certifications needed for jobs of interest. Create and share resources to entities in need of cybersecurity guidance, expertise or awareness. Provide subject matter experts through our Speaker's Bureau for partners requiring training, panelists, conference facilitators or keynote speakers.

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Mali Phonpadith

DC Chapter Director

CEO, SOAR Community Network

Mali Phonpadith is the CEO of SOAR Community Network, a consulting firm partnering with organizational leaders to help design, build and maintain their C3 cultures.

A C3 culture is one where Compassionate leaders thrive, Cohesive teams drive results, and employees Collaborate and innovate.

Mali is also the CoFounder of SOAR Nebula, a global resource hub for transcendent leaders. She is a TEDx and keynote speaker, twice a #1 international bestselling author and certified Talent Optimization Leader.

Her hard work and dedication in the SMB community has rewarded her with many accolades which include being chosen as a Belief Team Partner through Values Partnership and the Oprah Winfrey Network along with her nomination for the March of Dimes' Heroines of Washington D.C. Award. She was nominated twice for the Women of the Year Award by NEW – Network Executive Women and recognized as the iBoss Capital Navigator for helping small businesses grow and thrive.

Mali is a business coach for CONNECTpreneur, consultant supporting the Latino Economic Development Center, reviewer for the Catalogue for Philanthropy, and Board Member of the Lao Heritage Foundation.

Sample list of clients include HUD, George Washington University, Latino Economic Development Center, Crooked Media, Loudoun County Parks and Recreation, University of Michigan Ross School of Business, Flaherty Family Foundation, Social Impact, Clements Worldwide, Industrious and many others.

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Ann Pereira

Tampa Bay Chapter Director

Ann Pereira has 30+ years of experience in the hospitality industry with 18 years in hotel and restaurant operations and 16 years with private clubs in various roles including membership, marketing, fundraising, acquisition, revenue analytics, regional training and capital improvements in both Canada and the United States. She has her degree in Hospitality from Camosun College in Victoria, British Columbia, Canada. After living in Canada for many years, Ann returned to the US, settling in Northern Virginia for 14 years before heading to the Sunshine State.

Ann is passionate about giving back to her community. She is currently on two boards in the Tampa Bay area; Sunrise of Pasco, a domestic and sexual violence center in Dade City, FL and Leadership Tampa Bay. Her various roles provide her the opportunity to connect to many people, in all walks of life, and her relationships are key to her success.

She is a mother of three amazing boys and wife to a husband who also loves to give back with his own non-profit organization. When she's not in the office, she enjoys golfing, the beach and watching her sons play soccer.

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Jeff Brouse

Membership Sales Director

Jeff has 30+ years of experience growing associations as well as small and large-scale companies. Through his ability to integrate revenue models into various industry supply chains, Jeff has sold $380 million in products, licenses, and services.

He launched his career by successfully advocating for legislation that brought billions of dollars in revenues to large retailers. After developing multi-pronged sales and licensing models for SOS International and Lubricating Motion, Inc, Jeff developed sales teams in the Real Estate industry, generating $55M in presales in one year.

Jeff's mastery in growing sales combined with his customer engagement and business development skills brought $80 million in revenues to the Tower Club and its parent company Club Corp, his work catalyzing 20% yearly growth. And his ability to fuse strategic partnerships and close deals brought unquantifiable revenue streams to thousands of members and their guests throughout his tenure. At Intelligent Office, Jeff focused on strategic growth by building cohesive sales teams in three locations, attracting large clients, and expanding into new locations.

At AEG, Jeff will leverage his sales and strategic growth experience to augment its footprint in the DMV, Baltimore, MD and Tampa, FL areas.

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AEG DC Advisory Board

Lyles Carr

SVP, The McCormick Group

Lyles is Senior Vice President of The McCormick Group (TMG), the largest Independent executive search consulting firm based in the Washington metropolitan area. Lyles represents the company with business and civic organizations in the region and nationally.

Lyles believes strongly in civic engagement, having served on more than a dozen nonprofit boards and advisory councils. Numerous organizations have recognized him for his commitment to the Washington region. Among the honors are Leadership Washington's Volunteer of the Year, the Sister Eymard Gallagher Award for Corporate Social Responsibility, the Golden Links and Leader of the Years Awards from The Greater Washington Board of Trade, and selection as a Washingtonian of the Year by Washingtonian magazine and to the Washington Business Journal "Power 100".

The McCormick Group (TMG) conducts searches and provides related consulting services for clients throughout the United States and internationally. TMG's scale and over four decades of experience provide the ability to respond to client needs for strategic hires from mid-management to the executive suite across all functional disciplines. Consequently, clients rely on TMG as a partner to fill critical needs for talent at all levels.

With headquarters in Arlington, VA, TMG also has developed superior knowledge of the industries, people, and professions that impact the Washington, DC metropolitan region. In addition, TMG's extensive involvement with the business and civic networks of the region provides significant insight into the area economy.

The unique combination of expertise and engagement positions TMG as a top recruiter of talent both locally and across the country.

Deborah Fell

Area Managing Partner & CMO
Chief Outsiders | *Outsourced CMOs*

Deborah is Partner & CMO at Chief Outsiders, the nation’s largest firm providing Chief Marketing Officer level expertise to middle-market companies on a part-time, project, or interim basis.

Deborah has 25+ years of hands-on operational marketing and executive experience. She has insight and expertise growing both business-to-business and business-to-consumer operations across numerous industries through her corporate and consulting background in industries including healthcare, hospitality, restaurants, fitness, entertainment, retail & commercial design, commercial parking, water and hygiene solutions and higher education.

In addition to her personal expertise, Deborah has access to over 70 seasoned marketing executives on the Chief Outsiders roster which she can match with specific client needs to bring instant talent and deep expertise, backed by the knowledge of the entire Chief Outsiders tribe to accelerate market growth. With her network of associates, she can support any industry’s marketing challenge.

Deborah’s past roles have included Senior Vice President of Global Marketing Strategy for Marriott International, Division Manager for AT&T and Senior Product Leader for Ecolab. Deborah holds her undergraduate and MBA degrees from George Washington University, and resides in Bethesda, MD.

Jeff Galvin

CEO, American Gene Technologies

Jeff Galvin is the CEO and Founder of American Gene Technologies™ (AGT). He earned his BA degree in Economics from Harvard in 1981 and has more than 30 years of business and entrepreneurial experience including founder or executive positions at a variety of Silicon Valley startups. Several of his companies were taken public and/or sold to public companies, including one in the medical technology arena that was sold to Varian, the leading maker of linear accelerators used in cancer therapy. Following his startup experience, he retired to become an Angel Investor in real estate and high tech. He came out of retirement to found and fund AGT after meeting Roscoe Brady at NIH.

Fred Gumbinner

AEG Advisor, President, DC Keiretsu Forum

Mr. Gumbinner is a serial investor/executive/advisor/capital raiser. He has been in Micro-Cap Private Equity, Special Situation and Angel Investing for over thirty years and formally for over fifteen years. He has worked in various capacities with hundreds of early stage and development companies. He has extensive experience in finance and capital-raising matters, involving all levels of the capital stack, having participated in over US$35 billion of successful financings and corporate transactions, ranging from 4Fs, Angel and Seed funding, creative bridge rounds to IPOs, dispositions or other exits.

In addition to his numerous private investments and high-yielding funding activities, Mr. Gumbinner has been a consultant and advisor to several early stage technology, alternative energy, renewable energy, life science, SaaS and real estate ventures, and has served in an executive capacity or as a board member or advisor to over 75 companies. He currently is a Managing Director of several Private Equity firms and is the President of the DC Metro Chapter of Keiretsu Forum, the largest and most prevalent Angel Investor Group on the planet. A couple highlights of his achievements are serving as President and CEO of an early-stage magnetics company where he increasing the value of the company by over 1000 fold in four years; structuring investments that have generating triple digit returns, and serving as VP & GC of an electricity generation development company that yielded a $400 million return on $110 million total investment, with an IRR well in excess of 100%.

Mr. Gumbinner received his BA (magna cum laude) from Colgate University and his JD. degree (magna cum laude and Contributing Editor of the Michigan Law Review) from The University of Michigan Law School.

Anita Gupta

Co-Founder & CRO, KiwiTech

In 2009, Anita co-founded KiwiTech, an innovative firm that has created a unique eco-system for entrepreneurs to succeed by supporting their technology development and investment efforts. The company is leveraging technology and a proven entrepreneurial team to develop a range of products and solutions. KiwiTech is also actively making investments in and partnering with technology startups.

Anita is part of a sibling entrepreneurial team, with Rakesh and Neal Gupta. The team founded Aptara in 1989. The company grew to be the largest publishing services company in the world with over 5500 employees and was acquired in 2012.

A passion for the entrepreneurial dream led to speaking opportunities at various conferences and events, including the Society of Physician Entrepreneur's National Capital Meeting, FICCI's Big Data and Analytics Conclave in New Delhi, and KiwiTech's Female Founder Demo Day. Anita has also been featured in the Marietta College's alumni magazine, Trailblazer.

From Marietta, Ohio, Anita has a bachelor's degree in computer science from Marietta College. A deep interest in public and private governance led to a master's degree in Public Policy from Harvard University.

Beth Johnson

CEO, RP3 Agency

Beth Johnson is Founder and CEO of RP3 Agency, an award-winning, 50-person creative communications agency whose client roster includes Fortune 500 brands like Norfolk Southern, Marriott and The Coca-Cola Company, as well as leading regional brands such as Children's National Health System, Giant Food and Long & Foster.

RP3 has assembled a diverse and talented team of strategists, creatives, and technologists from some of the top agencies and brands in the business. With strategy as the GPS, creative as the driver and culture as the fuel, the agency creates culturally relevant, category-defying campaigns, content and experiences that strengthen connections between people and brands.

In 2009, Beth launched RP3 with a new agency model to meet the changing needs of marketers amidst a transformative time in the industry. In addition to leading RP3's dramatic growth, Beth is deeply committed to improving the community. She actively serves on the boards of Junior Achievement of Greater Washington, Leadership Greater Washington and Greater Washington Board of Trade. She's Past Chair of Washington Area Women's Foundation and a founding member of that organization's Together We Lead initiative to increase the representation of women in leadership and improve opportunities for all women and girls. Beth is an active member of the Young Presidents' Organization and the Girl Scouts Women's Advisory Board. She was named one of Washington Business Journal's Women Who Mean Business and is a graduate of Leadership Greater Washington's Class of 2015.

Jiemin Jordan

Managing Partner of Decisive Investment Group

Jiemin is a seasoned entrepreneur and an angel investor. She is a mentor and an investor of Mach37, a cyber security accelerator.

She was the founder and CEO of Endeavor Systems, Inc., a cyber security firm providing products and solutions to US market since 2003. Endeavor Systems was recognized by Entrepreneur Magazine as one of the 100 fast growing companies in America.

Over the past nine years, as the CEO of Endeavor Systems, Jiemin has managed the day-to-day operations and provided the strategic direction for Endeavor's long-term growth, which includes building the Endeavor culture, process and the management team, identifying the technology, product and marketing strategies, and maximizing earning potentials.

Jiemin has more than 20 years of experience in the IT industry. Prior to Endeavor, Jiemin had held increasing management responsibilities in the Internet, satellite and mobile communication industrials. She led the engineering department at Orbcomm, a Low Earth Orbit (LEO) satellite communication company and helped to grow the organization from 40 people to 400 people. She managed the multiple development projects for mobile cellular phone communication at Sprint & Nextel. And, she launched email services offering at VeriSign.

Jiemin received her bachelor's degree in Electronic Engineering from Shanghai Jiaotong University, and completed Master of Computer Science degree at George Mason University. She is a graduated member of MindShare Executive Management Program.

Joe Kessler

Managing Partner, Next-Stage Development Group

Joe co-founded Next-Stage Development Group LLC in 2001 to offer investment capital and hands-on support that brings promising companies to the “next stage.”

Before this, he spent over 20 years in finance with his own company, Executive Auto Leasing, which grew through a strong B2B sales force, service that ensured customer loyalty, and several acquisitions until merging with SunTrust Bank. Through his valuable experience as SunTrust SVP and division CEO, Joe knows business mergers and bank borrowing and lending practices from both sides of the table.

After leaving SunTrust, he started Next-Stage as its managing partner and later co-founded three commercial finance companies including Bethesda Funding LLC and Bluescale Capital LLC (factoring and asset-based lending) to offer creative business capital solutions to companies not positioned for bank or venture financing.

Past and current board roles include Gold Lasso (marketing and software), Global Edge Group (oil and gas industry staffing), Cliqued (social media marketing), Personal Web Assistant Corporation (IT), and MHR Technologies (RFID).

Joe served as a mentor and panelist for the University of Maryland’s Dingman Center for Entrepreneurship, MIT Enterprise Forum, Wharton School Innovation Summit and ASM Resources.

Joe is President of the Montgomery Cty Collab Board and founding member of the Montgomery Cty Students’ Information Technology Foundation (ITF) – which just means he helps local students with career education. Kessler served as Past President and Chairman of Premier Homecare, Inc. Joe is also in the music business as tour manager and co-producer for blues artist Otis Taylor.

Ben Litalien

Franchise Consultant, Speaker & Educator

A recognized expert in franchising, Ben offers strategic consultation on network development and growth, new concept start-up, supply channel partners and turn-around planning. His unique involvement in the social sector coupled with his dissertation research provides him with unparalleled ability to guide nonprofit leadership into the franchise arena. The franchise management program at Georgetown University that Ben created and teaches each semester to nonprofit and franchise professionals from across the country and around the world is the only such program offered at a major university in the U.S.

Specialties: Franchise Development and Strategic Management, Nonprofit Organizational Assessment

Michael Niggel

Co-Founder & CEO, Advanced Concepts and Technologies International, L.L.C. (ACT I)

As CEO of ACT I, Mr. Niggel sets the firm's strategic direction leading enterprise growth initiatives, overseeing successful delivery of ACT I programs, and guiding enterprise value, governance, and employee satisfaction. He also directs the firm's Joint Venture Partnerships to ensure customer satisfaction.

Mr. Niggel's program management experience spans 35 years providing program/financial management and contract negotiations support for complex DoD programs, Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) cases.

Before founding ACT I, Mr. Niggel served as a VP/Operations Manager of SAIC's Technical/Business Solutions Operation providing support to the Secretary of Defense's Office on the National Defense Panel and overseeing 3 acquisition Divisions supporting the Armed Services.

He served as a Presidential Management Intern in the Reagan Administration (1983-86) with the Air Force and OSD.

He is a member of the Ronald Reagan Institute's National Leadership Council, and on the Board of Directors of Professional Service Council (PSC), the National Defense Industrial Association (NDIA) and the Northern Virginia Chamber of Commerce.

He is a Board Advisor to the Association of Enterprise Growth (AEG), the Cyber Bytes Foundation, and is a member of the Small and Emerging Contractor Advisory Forum (SECAF).

Mr. Niggel earned an MPA in Financial and Policy Analysis from Indiana University and holds a BA with Distinction in Political Science and History from Hendrix College. He is a graduate of the Defense Systems Management College Program Manager's Course (DAU PM Level III).

Amit Puri

President & CEO, Kurtek

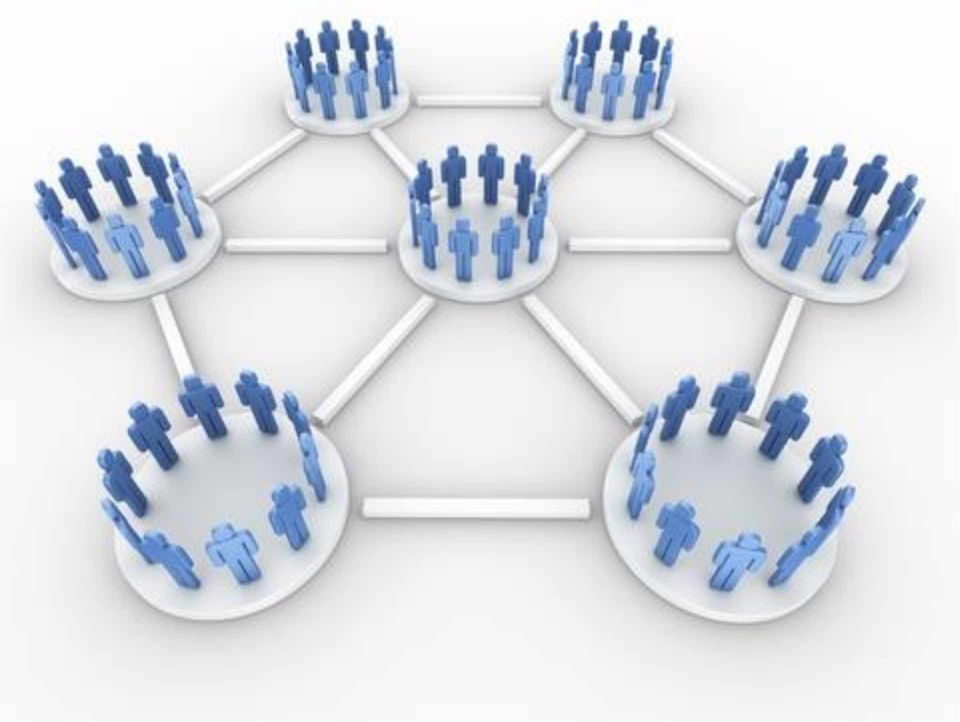
Executive with strong general management experience including engineering, program management, and business development. Proven track record of consistently increasing market share by entering new markets, cultivating customer relationships resulting in superior financial growth, and commercializing technology products. Strategy focused with strong leadership skills and effective in leading change in a competitive market. Maintains the highest level of ethics.

Specialties: Business Development (Gov Contracting - DoD, Civil and IC), Strategy Formulation and Execution, General Management, Product Management, ITAR Specialist, M&A Specialist.

AEG DC Elite Advisors

The AEG
Advisory Ecosystem

AEG is more than just a traditional "network." A network is a collection of elements, while an ecosystem represents purpose-driven relationships between individuals and organizations. This interaction is the source of unique value to our members, businesses, and the communities in which we exist. We make available to business leaders and communities the complementary professional service capabilities needed to grow revenue, profits, and enterprise value. Furthermore, our ecosystem grows stronger through member interaction, partnerships with business and economic development organizations, and our growing presence in other cities.



Gary Altman

Principal, Altman & Associates

Gary Altman, Esq. is the Founder and Principal Attorney of the estate planning law firm, Altman & Associates, where he has been serving the Washington metropolitan area for more than 30 years. His legal practice is dedicated to all aspects of estate law: estate, tax and charitable planning; business succession and exit planning; special needs planning; asset protection strategies; reformation of irrevocable trusts and failed estate plans; trust beneficiary and fiduciary representation; trust and probate administration; and fiduciary litigation.

A nationally recognized estate, legacy and business planning authority, Gary's "outstanding expertise, trustworthiness and commitment to his clients' needs" has earned him repeated recognition by Washingtonian magazine and Northern Virginia magazine as among the DC region's "Best Estate Planners." He has also been honored as a "Top 100 Attorney" by Worth magazine and likewise recognized as a Maryland and Washington, DC "Super Lawyer."

As a trusted legal analyst, Gary has lent his expertise and authored articles for a wide range of media outlets including: The Washington Post, The NY Times, The Journal of Financial Advisors, The Wall Street Journal, Northern Virginia Magazine, and CNN. Gary has taught various estate planning courses to attorneys, accountants and financial planners. He is currently on the board of Hope Connections for Cancer Support. In 2015, he was a member of Leadership Montgomery's Core Program.

Gary graduated from NYU Law School (JD, 1980) and Georgetown University (LLM (Tax), 1990). He writes an estate planning blog at altmanassociates.net. Altman & Associates' main office is in Rockville, MD, with offices in Columbia, Frederick and Annapolis, MD, as well as D.C. and Northern Virginia.

Darrin Auito

Partner, HEA Law, PLLC

Darrin Auito, JD, MSE, MBA, is an intellectual property and business attorney in the Washington DC region. He co-founded HEA Law PLLC, a boutique law firm (Tokyo and DC), and manages the firm's U.S. practice. Darrin's practice is focused on patent and trademark prosecution, IP litigation/dispute resolution, technology licensing, patent monetization. branding, and commercial agreements.

Darrin serves on the Advisory Board of the Small Business & Entrepreneurship Council (SBEC) in Washington DC – an influential voice for entrepreneurship and small business growth in the United States. He is an advisor to several technology companies in fintech, autonomous vehicle, blockchain, entertainment, and eSports markets.

Darrin is an initial director of GetKids2Code, a non-profit organization aiming to grow the next generation of coders through STEM education. He is also a member of the Fight For Children Honors 2023 Host Committee, which has been a pillar in the DC philanthropic community for more than 30 years.

Darrin is active on the domestic and international speaking circuit, presenting on IP and business topics to companies, universities, and business organizations.

Rich DiPippo

Partner, NFP The Meltzer Group

Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action.

While helping thousands of people over the years, Rich developed an integrated approach to financial success--much like the strategy and tactics a champion quarterback utilizes to win the game!

Rich's successful team includes hand-picked attorneys, CPAs, and wealth management advisors.

Rich is from Longmeadow, Massachusetts, and graduated from The George Washington University in 1979. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach.

In 1985, Rich joined New York Life as an agent and became a member of the NYL Chairman's Council, representing the top 1% of all agents. Thirteen years later he formed RCD and Associates, a full-service insurance and planning firm, that he joined with The Meltzer Group in 2008.

Rich resides with his wife Molly in Ashton, Maryland, along with their lovely daughter Carmen. He is still an active supporter of GWU athletics, and enjoys golfing and following football. He is a 30-year member of the Washington Wrestling Officials Association as a Board Member and Official Evaluator. And Rich serves on the George Washington University Business School Board of Advisors. He is also the VP and President Elect of the Lido Civic Club of Washington, D.C., a 90-year-old organization that raises scholarship money for Italian-American students.

Tom Durrer

Sr. VP, Atlantic Union Bank

Tom Durrer is a Senior Vice President who is a commercial loan officer providing financial solutions to businesses in the Washington D.C. area. Tom knows who he wants to serve – mid-sized businesses, real estate developers and investors, as well as

consumers in the mid-Atlantic market. By staying focused on our market, our customers, and our products, Xenith knows we will be better than anyone else at the things that help our customers prosper. There's nothing wishy-washy about our mission and that is what makes us unique.

Aaron Ghais

Shareholder, Shulman Rogers

Business owners, CEOs, and investors turn to Aaron Ghais when they need an attorney who can help them get a deal done, whether it's buying, selling, or financing a business. Aaron specializes in representing mid-market companies that aspire to grow through acquisitions, while also helping business owners maximize value when they sell their companies.

Aaron's clients benefit from his ability to lead them successfully through the M&A process using his creative problem-solving skills, well-honed business sense, and results-oriented style. As a former "big firm" lawyer who now serves as Chair of Shulman Rogers' M&A Practice and Co-Chair of the Firm's Business and Financial Services Department, Aaron leverages the knowledge gained through 25 years of successfully completing complex transactions to accomplish his clients' objectives and overcome their legal and business challenges.

Aaron has a national practice representing corporate, venture capital, and private equity clients in connection with a variety of transactional and securities matters across a wide range of industries. These include mergers, acquisitions, dispositions, exchanges, and joint ventures, as well as venture capital financings, securities offerings, debt financings, recapitalizations and other strategic transactions.

Rob Huey

CPA, President, Huey & Associates, PC

Robert D. Huey, CPA graduated Summa Cum Laude in 1981 from the University of Delaware. Rob began his professional accounting career at Coopers & Lybrand (now Price Waterhouse Coopers) before joining his father and grandfather at Huey & Associates in 1985.

Rob brings a current understanding of sophisticated tax and estate planning as well as a broad knowledge of accounting and tax laws as they apply to businesses, non-profit organizations and individuals.

Huey & Associates, PC, with offices in Bethesda and Herndon, serves over 2,000 clients with varying tax needs. The firm holds itself to the highest professional standards of service and is actively involved in the local community and professional organizations.

For individuals or companies looking for trusted and personalized tax advice and preparation, bookkeeping, audits, financial reviews, compilation services, estate planning, or general business advice, Huey and Associates, P.C. will gladly meet and exceed your needs. For over 95 years our professional staff of 10+ CPAs (and growing) have provided valuable services to help our clients achieve their professional and personal goals. The firm takes great pride in helping and watching our clients grow, prosper, and become successful in their fields. We look forward to talking to you to see how we can be of service.

LaTonya Jackson

Founder & CEO, L. Jackson Associates

LaTonya Jackson is the Founder & CEO of L. Jackson Associates.

A Management Consulting and Government Contracting Firm specializing in helping businesses achieve operational excellence.

LJ is a results-oriented and growth-focused Strategic Operations Executive with nearly 30 years of combined experience in the Hospitality Industry as well as Corporate America with a proven history of expanding revenue, improving operations, leading, and developing large and small teams, and driving core mission and objectives of any organization. LJ loves working in operations which is a great combination of Business, Sales, Technology and Human Resources which allows for many vast experiences and creativity as no team or client is the same.

For 20+ years, LJ has worked in the Global Outsourcing Industry and is an Associate Certified Outsourcing Professional (aCOP). She has provided Strategic Outsourcing Solutions from end-to-end Business Processes to Document Processing Services to various businesses and organizations such as Higher Education, Investment Banks, Hospitals, Non-Profits, Luxury Brands/Designers, Beverage and Cosmetics Companies, Media, Legal and Financial Services Firms. She has demonstrated the ability to drive growth and manage operations across a multitude of service lines such as Business Services, Office Services, Administrative Services, Hospitality, Conference Centers, and Facilities Management.

LJA's vision is to inspire excellence in business that empowers the community and create career and growth opportunities for others

John Nolan

SaaS CFO

John Nolan is an accomplished strategic, finance and operational executive who assists growth-stage companies primarily in the D.C. metro area. He is an expert at creating the financial infrastructure (forecasting, pricing, team building and reporting) for software and other subscription-based service providers. He has been recognized as a CFO of the Year finalist by the Washington Business Journal, and his work and career have been featured by the Washington Post. His insights on costing work have been featured in the Harvard Business Review press book, Competing on Analytics.

John has also offered his expertise to multiple charitable organizations including serving on the advisory boards of So Others Might Eat and Imagination Stage, and as the current board chair of the Center for Inspired Teaching.

John currently serves as the CFO of iControl Data Systems, a leader in SaaS software and payment processing enabling improved execution and profitability for distributors, retailers and restaurants. He formerly served as CFO of Determine, Inc., a NASDAQ Traded enterprise SaaS company. Determine provided contract management, sourcing and procure to pay products and services. There he raised $20m in equity and debt, quadrupled analyst coverage and led the process that resulted in a successful sale of the company.

John also served as President, Chief Operating Officer and CFO for Quadel Consulting Corporation. John also served as VP of Finance for MCI Communications, where he ran the Corporate Finance group and led the process to sell the firm to Verizon.

Craig Oldham

Managing Partner & CEO Marketing Advisor, Mahdlo Executive Advisors

Craig Oldham is a seasoned senior executive renowned for his consistent prowess in driving profitable revenue growth through cutting-edge digital marketing technologies. Currently, he spearheads a dynamic marketing consulting practice, guiding enterprises and CEOs in unlocking incremental value from their marketing endeavors. Recognized as both a transformative catalyst and a digital marketing authority, Craig's extensive background includes key leadership roles in diverse sectors such as consumer, B2B, finance, telecom, insurance, software, advertising, and non-profit. With a strategic focus, he is available for exclusive CMO, private equity, and Board of Director opportunities.

Commencing his career in the telecommunications realm at Ameritech Corporation (now AT&T), his journey led him to Allstate Insurance Company as Marketing Director, where he pioneered a $600 million online revenue stream within just 18 months. He then transitioned to the nonprofit world and joined the prestigious American Red Cross, overseeing their digital marketing and commerce group.

Craig holds an MBA in Marketing from the University of Illinois at Chicago and a Bachelor of Arts in Telecommunications from Indiana University. A distinguished member of The Marketing Leaders of DC, his thought leadership has graced publications like CIO Magazine, Internet Retailer, and the Business Journal. He delivered a keynote address at the National Retail Federation, sharing the stage with Al Gore. Beyond his professional pursuits, Craig finds solace in the Washington DC area with his family, indulging in his passion for golf and technological innovations. Notably, he holds four patents, including three in design and one in business processes, all integral to enhancing the eCommerce experience.

Don Olinger

Partner, Cordia Partners

Don is a Partner in Cordia Partners and Resources, a leading firm providing accounting staffing and operations solutions from offices in Tysons Corner, Rockville and DC (Metro Center). Cordia provides finance, accounting, human resources, and contract administration recruiting and staffing services, technical accounting and systems support and outsourced accounting to a wide range of companies and industries. Don is Co-Managing Partner of the overall recruiting and staffing practice, with direct responsibility for the Maryland and DC offices.

Don has over 30 years of professional experience, including nearly 20 years as a leading hotel and real estate industry financial executive. He served as CFO and Corporate Controller of two of the nation's largest publicly owned hotel Real Estate Investment Trusts (REITs). His experience has included numerous capital market transactions, and several major corporate restructurings in addition to establishing and building several highly successful accounting and finance organizations. He has deep knowledge regarding capital raising (including IPO's), financial reporting, effective organization structures, budgeting and forecasting, strategic planning and governance. He has industry experience with companies in the hospitality, real estate, government contracting, telecommunications, and technology industries, among others.

Gen Oraa

Partner, Transaction Advisory Services, CohnReznick

Gen Oraa is a partner who specializes in providing clients with transaction advisory services. Gen has led and executed due diligence for over 120 merger and acquisition transactions for strategic and private equity buyers and sellers. She has advised middle market clients on M&A transactions with purchase price ranging from $10 million to over $700 million.

She has worked on transactions in various industries, including professional services, industrial/manufacturing, government contractors, aerospace and defense, distribution/logistics, corporate housing, media/online advertising, education, textile, retail, life science and health services, and business/staffing services.
In addition to financial due diligence, she advised clients on transactions involving letter of interest, net working capital peg, purchase agreements, purchase price adjustments, debt and debt-like items, closing statements and other related assistance.

Prior to joining CohnReznick, Gen served in the transaction advisory services teams of BDO, KPMG, and Grant Thornton in the US. Her professional career began at Arthur Andersen, Philippines (now Ernst and Young), as an auditor and later worked on finance, accounting, and internal audit at a small conglomerate.

Keith Perry

President, Xebec Enterprises

Keith B. Perry is the President of Xebec Enterprises, Inc. Mr. Perry has more than 35 years of IT experience in the public sector. Prior to starting Xebec Enterprises, Inc. in 2005, he served in the United States Army and then later the United States Navy Reserves which he retired from in March 2009 with 22 years of service.

Keith's greatest strengths are his drive, determination and leadership. He thrives on challenges, particularly those that expand a client's reach and mission. One of his proudest achievements involved providing IT support and solutions to the National Coalition on Black Civic Participation (NCBCP), a 501©3, non-profit, non-partisan organization dedicated to increasing civic engagement and voter participation in Black and underserved communities.

Xebec Enterprises, Inc. is an Information Technology (IT) solutions provider based in the state of Maryland, providing high-quality IT solutions to the private sector and several state, federal, and local government agencies. His hobbies are golf and watching his favorite football team. Go Steelers!

Pete Ryan

Partner, Ryan & Wetmore, PC

Pete co-founded Ryan & Wetmore, P.C. with Michael Wetmore in 1988, and is a wealth advisor at Alikos Wealth Management, LLC.

Ryan & Wetmore is a full-service assurance and tax practice, providing a wide array of traditional and non-traditional consulting services that help their clients grow and prosper. Over three decades, Ryan & Wetmore has grown to employ over 45 people with three offices across the Greater Washington region. Headquartered in Bethesda, Maryland, Ryan & Wetmore is also located in Vienna, Virginia and Frederick, Maryland.

Extensively experienced in many industries, Pete's accounting and consulting specialties include technology companies, construction, manufacturers, government contractors, healthcare, and entrepreneurial growth companies.

With clients across the US, Ryan & Wetmore has vast experience in financial statement audits, corporate tax return preparation and planning, litigation support services, M& A support, and employee benefit plans.

In 2018 Pete was honored as the Real Estate & Construction CPAs Member of the Year for his industry excellence and commitment. Pete has presented at major conferences on multiple topics throughout the United States.

Pete obtained an M.B.A. in Finance from the University of Baltimore and a B.A. in Accounting from the Catholic University of America. Pete has served on the Board of Directors for a number of successful for-profit and nonprofit organizations. He is currently an active member of the Villanova University Parent’s Program.

Pete is on the leadership board for the local chapter of the Alliance of Mergers and Acquisition Advisors and an active member of the AICPA-Tax Practice Section, Maryland Association of CPA’s, Virginia Society of CPA’s, Greater Washington Society of CPA’s among many other professional organizations.

Ola Sage

CEO, CyberRx

Ola Sage is the founder and CEO of CyberRx, a cybersecurity risk and compliance assessment company, that works with growth- minded companies to protect themselves from the costly and sometimes unrecoverable impact of cyber theft, disruption, and damage. CyberRx equips companies with software tools and services to assess, mitigate, and continuously monitor cybersecurity risks. Clients can also subscribe to CyberRx's distinctive concierge service that educates them about the options they have, provides technical cybersecurity resources on an as needed basis, and connects them with qualified and vetted suppliers of a range of cybersecurity hardware and software products at discounted rates.

Prior to founding CyberRx, Ola spent over 18 years leading an IT professional services company that she founded and grew until a successful exit in 2018. She advised government CIOs on cybersecurity, spearheading over $150 million in funded contract wins with large agencies, ranking four times on the Washington Technology Fast 50 and Inc. top companies lists. Her company helped in the arrest of a cyber-criminal responsible for a large government agency breach.

A certified Project Management Professional (PMP), Ola holds the Federal Chief Information Officers (CIO) certificate and earned the Certified in Risk and Information Systems Control (CRISC) certification. She has a master's degree in Technology Management from George Mason University.

Shevy Shafie

CEO & Chief Marketing Officer, Marstudio

Are you struggling to find the right strategy for marketing your company? Perhaps you've tried serval companies and been less than impressed.

I am the CEO & Chief Marketing Officer of Marstudio, Inc. an award-winning Strategic Branding & Creative Marketing Firm specializing in Branding, Print, Web, Multimedia, Film & Photo. We provide diverse augmented marketing department capabilities by formulating strategies that are scalable across any industry.

I've joined LinkedIn to assist the professional community with my knowledge and advice in multiple fields and industries. My background involves leading entrepreneurial initiatives, including start-ups, as well as repositioning established company's brand and marketing message to improve lead generation and conversion, which can lead to increased ROI.

At Marstudio, we're happy to share our multidimensional strategic branding and marketing experiences and network with interested individuals. We've completely reshaped companies marketing campaigns in order to achieve maximum returns and formulated brand strategies to ensure the desired results. Our creative initiatives and customer engagement techniques have optimized market awareness, competitive position and the financial performance of the organizations we have served. Creating positive change and sustainable profitability, are important to us.

Topics of interest to me include business development while branding and marketing in the 21st century. I am also an avid news and documentary follower with a special interest in business planning and the entrepreneurial activities of companies. If you're looking for a professional community with knowledge and advice in multiple fields and industries, please take a look at my LinkedIn group listed below.

Todd Sherbacow

Partner, Clarefield Partners

Todd Sherbacow is a Partner at Clarefield Partners and Co-Founder and President of Suite Matters. His focus is tenant representation, never landlord representation. It's the most transparent and effective model to build trust and lower his clients' leasing costs.

With 22 years of experience, Todd's unwavering dedication to aggressively advocate for his clients begins with a deep dive to understand their needs. Todd, then, educates clients about the market and provides a strategic approach to negotiations--from identifying the ideal space to negotiating the most favorable lease terms and navigating complex transactions. His sole objective is to secure the optimal outcome with the lowest cost.

Todd empowers tenants to make informed decisions and maximize their advantage in every transaction. Todd's services do not end when a lease is signed, in tandem with helping clients find a great location he assists with the smooth transition into the new space, as well as provides long-term office management needs to fully utilize the resources dedicated to the workplace.

His unique practice enables tenants to use their lease review period to take into account all aspects of their physical workspace for cost savings and overall effectiveness. An aspect of consideration: What is the client's total cost of occupancy and how can it be reduced?

Education & Licenses:
George Washington University, B.A., International Affairs
Real Estate Broker's Licenses- Washington DC, Maryland, and Virginia

Dustin Siggins

Founder, Proven Media Solutions

Dustin is the founder of Proven Media Solutions. A journalist by background, Dustin began helping clients accomplish their media placement goals in 2011. His clients and employers have been placed in The Washington Post, The New York Times, The Associated Press, and hundreds of other outlets. One company saw a 600 percent increase in media placements within one year – including national, state, and industry outlets, from regional network television to statewide NPR.

Dustin's expertise includes creating excellent content on tight timelines, helping clients gain desired media exposure, and creating communications strategies for client success.

Barry Weinbaum

Licensed Agent, New York Life Insurance Company

Barry is an Agent licensed to sell insurance through New York Life Insurance Company. Additionally, he is a Registered Representative offering securities products and services through NYLIFE Securities LLC (Member FINRA/SIPC), A Licensed Insurance Agency and a New York Life Company.

Barry offers a variety of strategies that can help you meet a number of insurance and financial needs including, but not limited to, college funding, retirement, managing the cost of extended periods of care and lifetime income strategies. Please contact him to help you fully analyze your needs and recommend appropriate solutions.

Michael Wolk

Principal Consultant, Expense Reduction Analysts

Mike is a Principal with Expense Reduction Analysts and has 30 years of experience in serving clients globally and across a range of industries. Leveraging his years of experience in Information Technology and Financial Operations, Mike works with ERA's team of category specialists to identify and implement qualitative and cost improvement opportunities in a wide range of areas.

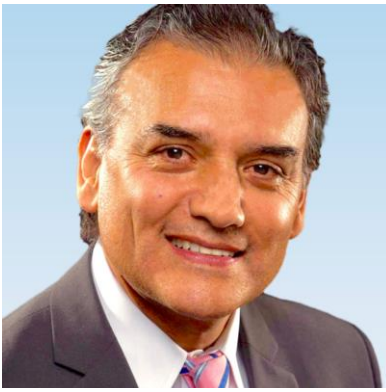
Prior to joining ERA, Mike was a Partner with Accenture and SunGard Consulting, and was a Managing Director of services with Allegro Development.

Mike's career with Accenture spanned 15 years, during which he served as Engagement Partner responsible for several enterprise IT implementations, and as part of the business strategy practice analysed synergy savings for client mergers and acquisitions. With SunGard (now Fidelity National Information Systems) Mike implemented strategic IT projects with his clients in the Northeast US. Mike's experience also includes managing consulting services teams for Allegro Development, a leading global Commodities Trading and Risk Management (CTRM) software vendor.

Mike has led programs that helped clients with customer billing and call centres, commodity trading and reporting, fuel procurement, logistics and shipment of bulk cargo, fleet route optimization, and migration to cloud IT architectures. Mike has worked with start-ups to Fortune 500 clients in the energy and utilities, financial services, airline, healthcare and agriculture industry sectors. Mike also has global client experience having worked with clients in the UK and Ireland, and with operations in India and the Philippines.

Mike has an MBA from Wake Forest University (Winston-Salem, NC), and a BA in Economics from the University of Virginia (Charlottesville, VA). Mike has also served on a local Little League board of directors.

AEG Baltimore Advisory Board



Marco Ávila

Director, WSP USA

Marco Avila is experienced in providing engineering and program management services for major infrastructure projects in the public and private sector, including transit, highways, bridges, Public-Private Partnership and telecommunications. He has served as program manager for mega projects overseeing quality assurance, quality control for the development of procurement processes, procedures and overall program/project coordination. He has served as third party program manager coordinator on a mega P3 project. As a program manager, Marco has developed new procurement processes and procedures as well as new templates/checklists and worked directly with the client to make sure the QA/QC process is implemented. These templates include Invitation for Bids (IFB) and Request for Proposals (RFP) for construction, maintenance and service contracts, and Request for Qualification (RFQ). By standardizing these templates, the client was able to reduce the procurement process drastically. He has a consistent track record of cost-effective project delivery under demanding circumstances. He has served as Project Engineer for the design of a variety of highway improvements where his responsibilities included the development of plans for utility agreements, right-of-way (ROW), geometrics, and maintenance of traffic. He has experience in bridge inspection services for a variety of structure types. He has managed fast-track telecommunications construction projects, where his responsibilities included coordination of ROW activities, performance of feasibility studies, development of route alternates, and production of construction documents. Marco has extensive experience using a web base secure Internet-based collaboration tool that allows project teams of all sizes to communicate easily regardless of their location.

Marco has strong interpersonal and project management skills, strong computer skills, fluent in Spanish and speaks Portuguese.

George Davis

Executive VP Strategic Advisory, Evergreen Advisors

George is an Executive Vice President, in Evergreen Advisors' Strategic Advisory practice. He is well-known for his successes in investing, building and managing biotech, IT, and software companies, often from the start-up stage. Prior to Evergreen he completed a 2-year tenure as Executive Director and CEO of Maryland's Technology Development Corporation (TEDCO), the State's Technology Transfer, Innovation Development and Venture Investing Platform. Prior to that role, George was a Partner in Gamma3 LLC, a Maryland based investment platform which provides early-stage financing to locally based startups. Under his guidance, Gamma3 has invested in several Maryland based portfolio companies that cover a broad spectrum of life science and cybersecurity early-stage opportunities. He also served as the CEO of one of Gamma3's portfolio companies, Gemstone Biotherapeutics LLC, a Baltimore-based research and development company founded in conjunction with Johns Hopkins University to develop innovative, high-efficiency, evidenced-based wound care solutions.

With over 30 years of management experience, having served in various C-level positions, including President and CEO of publicly traded companies, George offers a broad range of experience and business acumen. Over the course of his career, he has helped secure over $1.5B in capital for several technology sector companies including leading several public offerings. He is also recognized for his executive leadership abilities. From 1996 to 2003, he served as the President and Vice Chairman and led the public offering of Aether Systems, an early pioneer of mobile and wireless data computing. In 2006, he became the CEO of Avatech Solutions, a publicly traded company specializing in Computer-Aided Design Software sales and support and he led the merger of the company with Rand Worldwide in 2010, doubling the size of the business. Prior to his roles at Aether and Avatech, George was a director of enterprise management systems at Northrop Grumman Corporation and managed advanced military electronic development and production projects at Westinghouse Electric Corporation. He has also served on various advisory boards for locally based early-stage technology companies.

Mike DiGiacomo

Executive Director, Governor's Workforce Investment Board

For more than 20 years, Mike worked as a business development and sales executive in the IT market. Focusing on business expansion, he specialized in building sales teams, channel programs, and implementation teams. Transitioning into the commodities market, Mike continued to build, manage, and mentor his sales team while finding meaningful solutions for his clients.

Throughout his work, Mike developed the skills necessary to successfully and sustainably grow a business. As a result, he has a vast understanding of both the sales and implementation aspects of business within the markets of both goods and services, as well as strong business relationships across the country.

The Governor's Workforce Investment Board (GWIB) is the Governor's chief policy-making body for workforce development. The GWIB is a business-led board of 53 members, which includes the Governor, Lieutenant Governor, cabinet secretaries, college presidents, the State Superintendent of Schools, elected officials, the business community, labor, and representatives of non-profit organizations. The GWIB is responsible for developing policies and strategies to form a coordinated workforce system from a variety of education, employment and training programs to provide opportunities for all Marylanders to succeed in the 21st century workforce.

Mike Gill

Chairman, Evergreen Advisors

Mike Gill serves as Chairman of Evergreen Advisors, LLC. Mike is a business leader with four decades of experience as an entrepreneur, a veteran of large technology firms, and a public servant.

He was tapped by Governor Larry Hogan to lead the Maryland Department of Commerce in January 2015 and the led the department until 2019. Previously, Mike founded Hoyt Capital, an investment and advisory firm serving startups and growth companies. He also founded First Page, which was acquired by Metrocall; served as chairman of Curtis Engine, a Baltimore power generator company; and was chairman of Bluefire Security Technologies, a mobile cybersecurity developer, from 2006 to 2008. In 1981, Mike founded AMERICOM, a Baltimore-based provider of cellular products and services to businesses in the area. Under his leadership, AMERICOM expanded nationwide with more than 1,200 employees and annual revenue topping $70 million in 2000, when it was acquired by Solectron. Mike remained with the electronics manufacturer as a business development executive until 2003. Earlier in his career, he spent time in sales and marketing at IBM, as Director of Data Systems in the mid-Atlantic region for Ernst & Young, and with American Teleservices, the majority shareholder of Cellular One.

Mike served on the University System of Maryland Board of Regents from 2004 to 2009, heading the audit committee and technology transfer and commercialization workgroup. His past and present board memberships also include the Calvert Hall Board of Trustees, Baltimore County Economic Development Commission, St. Joseph's Medical Center, Bay National Bank, and Towson University of Board of Visitors. He is also a member of the President's Advisory Board at Clemson University.

Ed Mullin

Business Development Manager, DP Solutions

Ed has a passion for solving problems using technology. In helping businesses to solve their problems, he also helps to grow their organizations by providing pathways to greater sales, lower defects, more streamlined processes and more secure systems. As a CIO, CTO, Project Manager, Solution Architect and Business Development leader, Ed is responsible for matching business needs with technical architecture. This is how a Loyola Computer Science major (like himself) ended up in the unlikely spot of not only leading software development teams for Fortune 1000 clients such as Becton Dickinson, Under Armour, PHH/Element, Geico and UPS, but also building and executing internal business development strategies for sales teams.

Today, his skills are focused on helping businesses to “move the needle” using technology. Ed is focused on applying his unique blend of practical application, executive leadership and business savvy to help corporate leaders determine how to best invest in technology so that every dollar spent contributes to the bottom line.

Laura Neuman

Venture Partner, NextGen Venture Partners

Laura is an innovator in strategy development and implementation with over 20 years of success that includes financing and building/motivating great teams, combining an entrepreneurial focus with experience in corporate development, change management, operations and government.

She has held public office and was CEO and company-builder in the private sector, ranging from venture-backed start-up to established national organizations. Laura has mentored, consulted, evaluated or invested in hundreds of early stage or start-up companies.

Most notable achievement in business was to build technology startup Matrics out of insolvency, raising $17 million in venture capital; sold for $230 million. Matrics was voted Venture Deal of the Year and was presented as a case study on successful entrepreneurship at Princeton University.

Without finishing high school or college, Laura was accepted into and completed the MBA from Loyola University in Maryland and was then invited to the Executive Program at Stanford Business School.

Laura speaks on topics that are near and dear to her: leadership, entrepreneurship, government, and women's rights. Numerous publications/news programs have covered her work and accomplishments including The Washington Post, People magazine, 48 Hours, The Baltimore Sun and Lifetime.

Currently, Laura is writing a book on how to achieve (and exceed) goals for your company and yourself, based on a proven record of delivering results in the public and private sectors.

AEG Baltimore Elite Advisors

Matt Bjonerud

Founder & CEO, Cerebro Capital

Mr. Bjonerud has broad experience across several areas of corporate finance especially across debt and equity transactions. Prior to founding Cerebro Capital, Mr. Bjonerud worked for Laureate Education, a billion-dollar multinational company, where he was part of the corporate finance team that ushered the company through $3.5 billion of financing transactions including Laureate's IPO. Prior to Laureate, Mr. Bjonerud was a Vice President within the PNC Corporate Banking Group where he was responsible for growth and management of large-scale corporate and public finance portfolios.

Mr. Bjonerud also serves as the chairman of his Catholic parish and on the board of At Jacobs Well (AJW), a nonprofit that is the only exclusive provider of housing to the mentally ill homeless in Baltimore City. He is a graduate of Georgetown University McDonough School of Business.

Jack Cavanaugh

Partner, Brown Advisory

Jack is a partner, client advisor, and member of the Baltimore Private Client Leadership Team. Since 2010, he has served as Head of the Private Client Business, Private Client Chief Operating Officer, and Head of Baltimore Private Client. Prior to joining the firm, Jack served as Chief Executive Officer of Cavanaugh Capital Management (CCM), a fixed income investment management firm. Prior to CCM, Jack spent 11 years in marketing and sales roles for Morgan Stanley Investment Management, AOL Time Warner, The New York Times Co., and Young & Rubicam, all in New York.

Education

- Columbia University, MBA
- Duke University, BA

Community Involvement

- Board of Visitors: Duke University Nicholas School of the Environment
- Board of Trustees: Mercy Health Services, St. Mary's Seminary & University, First Fruits Farm, Gilman School
- Audit Committee, Associated Catholic Charities of Baltimore
- Former Advisory Board Chair, Stella Maris
- Former Executive Committee, American Heart Association Heart Ball

Brendan Lough

Senior Vice President, JLL

Brendan Lough is a Senior Vice President who joined JLL in 2016. He has been involved in exclusively representing tenants in commercial real estate since 2007. Over the course of his career, he has been involved in more than five million square feet of transactions with an aggregate value of just under $1 billion.

Brendan is responsible for delivering strategic planning, portfolio and lease administration, facility acquisition and disposition and relocation services to his clients.

Representative clients:

- Sprint/Nextel
- Motorola Solutions, Inc.
- Siemens
- Stanley Black & Decker
- Whiteford Taylor Preston
- Peter T. Nicholl
- AREVA
- KePRO

Education:

- Bachelor of Arts in Economics from the University of Maryland

Affiliations:

- Board Member – NAMI (Baltimore Chapter)
- Board Member – Sharp Dressed Man
- Navigator/Fundraiser – Living Classrooms Foundation

Todd Marks

Founder, CEO & President, Mindgrub Technologies

Todd Marks, two-time EY Entrepreneur of the Year nominee, member of Baltimore magazine's 40 under 40, and one of The Daily Record's Most Admired CEOs of 2019, is the founder and CEO of Mindgrub Technologies. Mindgrub, a member of the Inc. 5000 for eight years running, is a technical agency and creative consultancy that specializes in award-winning mobile, web, and marketing solutions. Marks founded Mindgrub in 2002 and has since overseen projects for clients such as Exelon, Wendy's, DELL, Under Armour, Yamaha, Crayola, Geico, The Economist, University of Maryland, and NASA.

Todd Marks was born in Syracuse, New York and spent his first few years living in upstate New York. Todd began his professional career teaching Math and Computer Science in Maryland. With the dot-com bubble at a high in 2000, Todd took the leap and started a digital agency focused on websites and eLearning. Mindgrub's growth skyrocketed after Apple's introduction of the iPhone in 2007, and under his leadership, the company became one of the first mobile development agencies in the mid-Atlantic. Eventually, his hard work and vision paid off, as Mindgrub has grown to over 175 employees and has become a leader in its industry.

Marks, an experienced speaker and futurist, has shared his vision for innovation in technology and business at conferences such as SXSW, Adobe Max, and Mobile World Congress, and has been profiled in The Huffington Post, CNN, and Newsweek. He is chair of the Maryland Tech Council and has provided strategic direction for many public/private initiatives, including the Maryland Business Relief Wizard, an online tool released in early 2020 to help businesses better understand how to navigate federal, state, and local aid programming. He also serves as a member of the Northeastern Maryland Technology Council Board of Directors, the Economic Alliance of Greater Baltimore, the Northern Virginia Chamber of Commerce, the Connected DMV Regional Economic Development Strategy (REDS) Steering Committee, the Young Presidents' Organization, and the Loyola University MBA Program advisory board.

Len Miller

President & Founder, Leonard J. Miller & Associates, Chartered

Len Miller is president of Leonard J. Miller & Associates, Chartered in Baltimore, Maryland. The firm's singular office serves clients headquartered in the Mid-Atlantic region who operate across the country. The firm specializes in sophisticated auditing, accounting, business consulting, estate and trust planning and tax services. We pride ourselves in our creativity and ability to provide proactive advice. Our goal is to identify our client's needs before they do. Our company statement is "All accounting firms can give you answers. We give you ideas.®"

Len graduated from University of Baltimore with a BS in Accounting, magna cum laude, and received his MBA from Loyola College in Maryland.

Len assists clients with cost accounting issues, business consulting, tax planning projects, buy/sell agreements and mergers and acquisition planning. Len is a licensed CPA, a member of AICPA, MACPA and NACVA. He is a Personal Financial Specialist (PFS) and a Certified Valuation Analyst (CVA) and a Certified Business Exit Consultant (CBEC). Len has spoken on behalf of the AICPA nationally on technical topics and consults on a broad range of cost accounting issues. Len has taught Cost Accounting and Advanced Auditing for the University of Baltimore. He has guided many clients through transitioning and exiting their business. Len also serves as an advisor to the board of directors of many businesses.

Smart CEO magazine named Len one of Baltimore's Top 50 Smart CPAs in 2006, one of Baltimore's Top 40 CPAs in 2008, and SmartCPA in 2012. Len was recognized as a FIVE STAR wealth manager by Baltimore Magazine in 2011 and 2012.

Len received the SmartCEO Centers of Influence Award for 2016. The Centers of Influence Award program honors the leadership, innovation, impact and success of the region's most enterprising accountants, attorneys, and bankers. These professionals represent the best and brightest in the region and have demonstrated an unrivaled commitment to their clients.

Justin Molignoni

Managing Member, Real Science Holding Company

Justin is a serial entrepreneur having started several different business entities over his career as well as has served as CEO for a state-wide medical practice as well as SVP for a national medical practice. He has practiced in Intensive Care, Emergency Medicine and Nephrology. Recognized as one of the top 100 healthcare leaders in the United States by the International Forum on Advancements in Healthcare. He is also heavily involved in multiple high-level ventures in the medical cannabis industry including cutting edge research. Currently, he is launching a novel nebulized pharmaceutical seeking FDA approval to treat lung inflammation.

Keith Moulsdale

Partner, Whiteford, Taylor & Preston

Mr. Moulsdale co-chairs the Cyber Security, Information Management & Privacy practice at Whiteford Taylor & Preston. His practice focuses on licensing, IP, data security, privacy and other e-commerce and technology-related legal issues that organizations face, both in the U.S. and internationally.

He regularly counsels a wide range of organizations – including financial institutions, software vendors, and trade associations – in connection with their most significant data security concerns, including: data security breach attempts; cross-functional assessment, containment and response efforts; mitigation strategies; information security policies; and compliance with statutory notification requirements.

In addition, Mr. Moulsdale regularly represents software and technology companies that develop and distribute products and services that mitigate data security risks, as well as cybersecurity forensic companies.

Scott Szeliga

Office Managing Partner, Baltimore
CohnReznick LLP

With more than 24 years of experience, Scott Szeliga serves as the managing partner for CohnReznick's Baltimore office. In addition to his local duties, he provides audit, accounting, and consulting services to renewable energy companies, real estate owners and developers, tax credit syndicators and governmental entities. Scott works extensively with many of the firm's New Markets Tax Credit (NMTC) clients, Community Development Entities (CDE's), developers, financial institutions, and investors in complex tax credit transactions.

As a member of the firm's Tax Credit Advisory team, Scott specializes in client engagements involving the New Markets Tax Credit (NMTC) Program and co-leads the NMTC practice group. He works closely with Community Development Entities (CDEs), developers, financial institutions, and investors in complex tax credit transactions. His NMTC experience consists of consulting and providing audit, compliance, and other assurance services to CDEs, investors, and qualified active low-income community businesses. He is recognized throughout the industry and is a frequent speaker at NMTC conferences. He has also published articles relating to various NMTC topics.

Scott has also been involved with CohnReznick's Renewable Energy Industry practice since 2012 and works closely with clients that own and operate solar, wind, and fuel cell projects using partnership flip and leaseback structures. He has worked with engineering procurement and construction (EPC) and tax equity clients.

Throughout his career, Scott has worked with clients in various sectors of the real estate industry including multifamily and commercial development. His prior experience also includes work with clients that qualify for the IRC Section 42 low-income housing tax credit (LIHTC). In addition, he is responsible for planning, supervising, and reviewing the fieldwork on his client engagements.

Steve Taormino

President & CEO, CC&A Strategic Media

Stephen J. Taormino is a Keynote Speaker, Expert Witness, and the President & CEO of CC&A Strategic Media, a marketing and communications firm. Starting as a website design firm, Steve quickly realized the potential of digital communications and transitioned the company into a full-service agency. He strategically positioned the company as the leading agency in marketing psychology and human behaviors as they pertain to digital communications and business development. CC&A has worked with organizations across the world for the singular purpose of building organizational prosperity. Steve is widely considered an expert in coordination, budgeting, schedule, and project management of website application development, marketing/advertising strategy and techniques, reputation management, and technological integrations.

He is also multifaceted operations specialist with 21+ years distinguished experience in all aspects of search engine optimization (SEO), search engine marketing (SEM), social media management, digital reputation management, and operational and executive management. Highly skilled in team development, strategic planning, budgeting, recruitment, and mentoring. Seasoned in P&L functions including bid development/analysis, final budgeting, and negotiations.

AEG Tampa Elite Advisors

Christie Sullivan

Attorney, McFarland, Gould, Lyons, Sullivan & Hogan, P.A.

Christie L. Sullivan is an associate attorney practicing Personal Injury and Civil Litigation. Christie earned her Juris Doctorate from the University of Minnesota Law School. While attending law school, Christie gained valuable experience as the Student Director of the University of Minnesota Law School Insurance Law Clinic representing clients in auto insurance, commercial liability insurance, homeowner's insurance, health insurance, disability insurance, and life insurance cases. Additionally, Christie represented clients in Minnesota District Court as a Certified Student Attorney with the Public Defender's Office. She also worked for the United States Attorney's Office in Tampa, Florida and the in-house legal department for a Fortune 100 company.

As team captain of the University of Minnesota Law School Negotiation Team, Christie competed in the American Bar Association National Negotiation Competition, where she placed third among 227 teams representing law schools across the United States. Christie was also a Student Instructor of the University of Minnesota Law School Civil Rights Moot Court.

After graduation, Christie was hired as an associate attorney in a Minneapolis law firm practicing Personal Injury and Commercial Litigation. Since moving back to her hometown of Clearwater, Florida, Christie has become active in the Clearwater Bar Association. She is also a member of the Florida Bar, Minnesota State Bar Association, and the American Bar Association.

Christopher Weaver

Director, CLA Tampa

Christopher is a member of CLA's Transactions Advisory group and specializes in the Agribusiness and the Transportation & Logistics industries, and transactions related to both. Christopher spent six years as a financial analyst and accounting manager in property & casualty insurance and local government before joining CLA. Since joining CLA in 2019, Christopher has conducted buy- and sell-side analyses for a wide variety of transactions involving companies in diverse industries such as Agribusiness, Construction, Manufacturing & Distribution, Real Estate, Technology, and Transportation & Logistics, to include businesses with both domestic and international operations.

Education

- Master of Accounting, Saint Leo University, 2015
- Bachelor of Arts, Accounting, Saint Leo University, 2013

In the community

- Adjunct Instructor, International Accounting, Saint Leo University
- Association For Enterprise Growth (Elite Advisors) Tampa Bay Chapter
- Alliance of Mergers & Acquisitions Advisors (AM&AA) Tampa Bay Chapter
- Association for Corporate Growth (ACG) Tampa Bay Chapter
- Florida Trucking Association
- Florida Institute of Certified Public Accountants (FICPA)
- American Institute of Certified Public Accountants (AICPA)

John White

Vice President, Marsh McLennan Agency

John White has over 16 years of middle-market insurance consulting experience as Vice President at Marsh McLennan Agency. With the ever-changing landscape of healthcare, he takes pride in offering unique and tailored programs for his clients to meet their financial and cultural needs. Midsize public and private organizations rely on trusted advisors to help them prepare for long-term goals. Through Marsh McLennan Agency (MMA), we deliver the resources of a large firm with the local agency attention, advice, solutions, and programs that these organizations expect. He specializes in Employee Health & Benefits consulting through the strength of MMA's local teams, geographic reach, and world-class services. MMA provides business insurance, employee health and benefits, retirement, and private client insurance solutions to help you attain your goals. MMA is currently the ninth-largest insurance broker in the US with annualized revenues of approximately $2 billion.

John serves as a mentor to the newer professionals within MMA offering guidance and best practices. He lives and works by the Golden Rule of “Do unto others…”

He is an accomplished amateur golfer and enjoys playing in tournaments, with friends, and his two teenage sons. Golf is a great avenue to meet people from all over the world.

He graduated with a BS from the University of South Florida and currently holds the 215 Life, Health, & Annuity and 220 Property & Casualty licenses.

John Yacalis

M&A Advisor, Aberdeen Advisors

John brings his extensive negotiating and business experience to Aberdeen Advisors, Inc., where he serves as a mergers and acquisitions advisor for business owners who want to exit their businesses. He has negotiated and brokered deals between US and Japanese businesses, US and Russian businesses, and Japanese and Russian businesses, but now works mostly for successful business owners here at home in the US.

He offers advice, strategy, and planning for those who are considering selling, helping them to understand the complexities of the market and what buyers are looking for, and the value of their business in the market. When the business owners are ready financially, mentally, and emotionally to make the move, John markets and sells their businesses to qualified buyers, being involved throughout the process to ensure both seller and buyer are comfortable every step of the way. Aberdeen Advisors, Inc. typically sells businesses in the lower middle market, with revenues from $5mm up to $200mm. Aberdeen Advisors, Inc. is consistently ranked at the top of Tampa Bay and Florida, and at the top 2% in the USA, according to Axial.