

**GOODBYE  
INCUBATOR**

**HELLO**

**EXCELA  
BRATOR**

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**THE STORY OF HOW  
FITCI IS  
ACCELERATING  
STARTUPS SPEED TO  
PROFITABILITY**

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**FITCI**

FITCI staff and interns are dedicated to the success of our amazing clients.

Pictured left to right: Ivana Shuck, Jennifer Willie, Kathie Callahan Brady and Cassey Riner. (Not pictured: Kelly Tinlin and Stephanie Enders)



OUR FEARLESS CLIFF JUMPERS  
WHO PROUDLY CALL FITCI HOME



# A Letter from Kathie

Dear Friends of FITCI,

## What's in a name? In our case, everything.

The Frederick Innovative Technology Center, Inc., a.k.a. FITCI, is anchored in the greater Frederick community; focused on sparking the light of innovation; and dedicated to nourishing technologies that drive humankind forward.

We are also fortunate to be at the center of a passionately dedicated group of people who share a vision of what we can accomplish together. Nearly 90 individuals volunteer their time and talents on a regular basis. They come from varied backgrounds in industry, government, academia and the community to serve on FITCI's boards and committees, lead programs, share insights and connect personally as advisors and mentors. You can get to know some of them through our video series, *In the Trenches*, via our reimagined website, [www.fitci.org](http://www.fitci.org). Here you'll also find a blog, helpful links and news about FITCI happenings, awards, and clients. This information supplements our dedicated business resource portal for members, also launched in 2018, with the help of FITCI client, Breezio.



Perhaps our most exciting accomplishment this year was the introduction of our second location, ROOT – a tech-focused business resources center in the heart of downtown Frederick. It is beautifully designed for functionality and flexibility. Fully-furnished offices run 88 to 231sq ft, and it also offers training/conference space and co-work options. Best of all, the building houses our partners from Frederick County

Economic Development, the Chamber of Commerce, Hood College and CREST. We are especially grateful to County Executive, Jan Gardner, for her continued support and fierce devotion to strengthening the community through cooperative creativity.

While preparing for our 10<sup>th</sup> annual Technology Showcase with the Fort Detrick Alliance, it struck me that we've nurtured more than 100 startups since our founding in 2004. Of 80 biotech companies listed on Frederick County's website, 27 are FITCI graduates. In January, client RoosterBio, transitioned from our Metropolitan Court facility to 14,000 sq ft. on nearby Westview Drive. They plan to grow to 50 employees in the next few years. FITCI currently serves 41 emerging companies, a 144% increase in the past 2 years alone. Imagine the potential they represent!

That future comes into focus a little more every day. Whether we are hosting guests, such as our federal representatives, a business delegation from China, or representing FITCI at prestigious events like the RESI conference in Boston, we understand that development of commercially viable businesses in Frederick are strengthened through these interactions.

As we approach FITCI's 15-year anniversary in May, we see the opportunity to attune our efforts even further. We are creating a makerspace/tech shop for social collaboration and establishing a one-of-a-kind 12-week community accelerator program through a grant from the Rural Maryland Council. These initiatives augment a substantial roster of program opportunities – *Funded 'N' Brews*, *Beyond the Pitch*, *Reality Check* and *Startup U*, among others.

FITCI continues to build momentum. We close the year with gratitude for every success and for every person who stepped up to help them happen.

We look forward to next year and remain committed to our entrepreneurial ecosystem.

Sincerely,

**KATHIE CALLAHAN BRADY** PRESIDENT & CEO, FITCI

# Your Champion for Hyper Growth

When innovative companies get stuck, they turn to FITCI to jump-start and accelerate their business trajectory for Hyper Growth.

FITCI is the Baltimore/Washington area's premier Full-Service Incubator and Investor-Ready Accelerator!

FITCI is a vibrant, cross-disciplinary ecosystem for the Frederick entrepreneurial community founded on the premise that **entrepreneurship** holds the promise of a **better future** for everyone. Making good on that promise requires innovative approaches, world-class programs, premier connections, and a high-powered **CEO Advisory Team** dedicated to building Frederick. At FITCI we are a team of growth-focused CEOs ready to serve you!

## WHY FITCI

We know how critical it is to be in a community with other like-minded individuals and supported by other CEOs. We also know how hard it is to be an entrepreneur, which is why we're removing those barriers to entry and creating a community where entrepreneurs can thrive.

FITCI is led by a CEO, and is advised, guided, and governed by CEOs. We, the CEOs of FITCI, will meet you where you are in your business! Our promise is to provide our fellow CEOs with our most supportive yet critical advice and connections; the ones we would want for our own businesses. The Advisory Board is comprised of the best, brightest, and most proven CEOs who are actively engaged to support the local entrepreneurial community and ensure businesses flourish in Frederick.

Over the past 14 years, FITCI has served **over 125 companies**, creating **over 800 jobs** with **\$26.3 million in annual revenue**. Our companies have gone on to thrive and flourish in the local economy and continue to give back to our community.

TOTAL EARNED INCOME IN FY18

\$690K



## WHY FREDERICK

Frederick County and The City of Frederick are iconic, historical, close-knit, family-oriented, safe and charming communities of 252,000 and 73,000 respectively. Our close proximity not only to Fort Detrick in Frederick, but also to both Baltimore (*Medical and Bio-Tech Research hub*) and Washington, DC (*Military, Political, and Policy hub*) gives Frederick the benefits of both worlds (*i.e., intimate, supportive community environment with mover and shaker resources*).

FITCI is Frederick's first business Incubator and only Incubator/Accelerator combination with locations in the city and county. FITCI primarily supported local companies in the IT, Biotech, and Renewable Energy industries; today our scope includes many other industries such as: cryptocurrency, cybersecurity, and distilling to name a few.



### CORPORATE

4539 Metropolitan Court  
Frederick, MD 21704

### DOWNTOWN

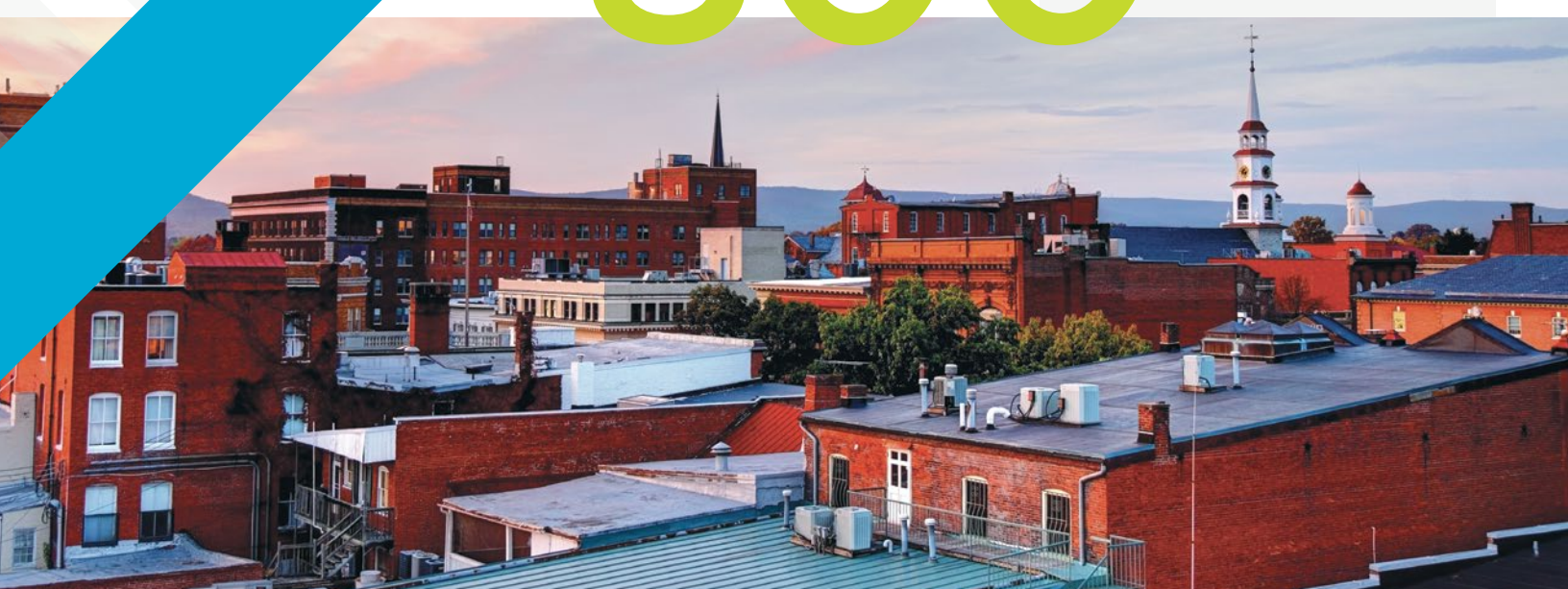
118 N Market Street  
Frederick, MD 21701

JOBS CREATED SINCE 2004

# 8000

## FITCI'S CORE PROGRAMS & OFFERINGS

- + Incubation
- + Acceleration
- + Affiliations
- + Associations
- + Community Advocacy
- + CEO Round Tables
- + Advisory Boards
- + Masterminds
- + Fully-Equipped Wet Labs
- + Furnished Office Space
- + Community/ Collaboration Spaces
- + Virtual Opportunities
- + Business Classes
- + Online Community
- + Drop-In Space
- + Coaching





Follow the path of the unsafe, independent thinker. Expose your ideas to the dangers of controversy. Speak your mind and fear less the label of ‘crackpot’ than the stigma to conformity. And on issues that seem important to you, stand up and be counted at any cost.

THOMAS J.  
WATSON

## THE PEOPLE DRIVING FITCI & WHAT WE BELIEVE

FITCI isn't your touchy feely kind of place where we smile and talk about how we love your project. We're entrepreneurs who hate lip service. We know how hard it is to drive a business across the finish line and pats on the back aren't what we need. We do encourage and support one another, but that's not the goal. **The goal is to finish well, finish fast and have fun along the way.** We believe in the Thomas Watson quote as it reminds us of the tenacity it takes to be a successful CEO. It speaks to the incredibly tough journey of a CEO to break through seemingly

impossible barriers. It lives within us at FITCI and goes into every tough conversation. We encourage each entrepreneur to chart their own path and speak their mind no matter what. That's where real transformation and innovation occurs.

At FITCI, we are fortunate to have over 30 CEOs working together to provide monthly advice and meet the needs of the FITCI Business Owners. Different task forces are in place and change as the needs of our clients change. We are not a one-size-fits-all business accelerator.

**41**  
CURRENT CLIENTS

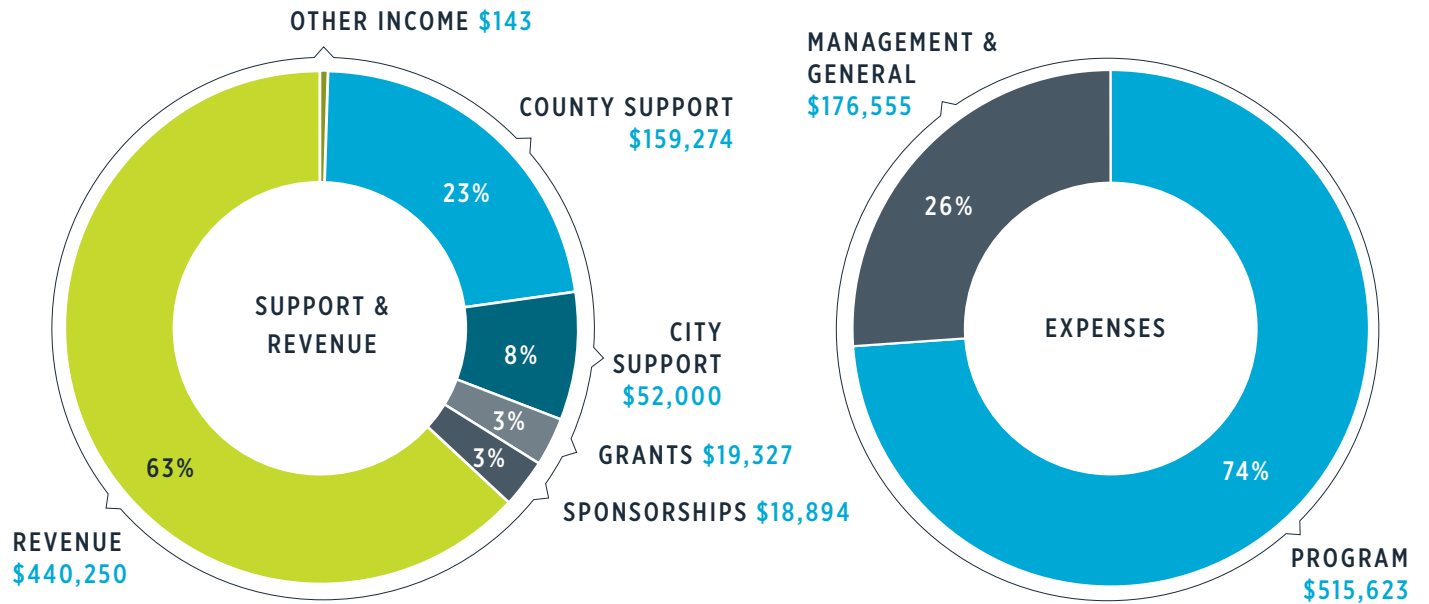
**1,343**  
VISITORS

**10**  
PRESS RELEASES

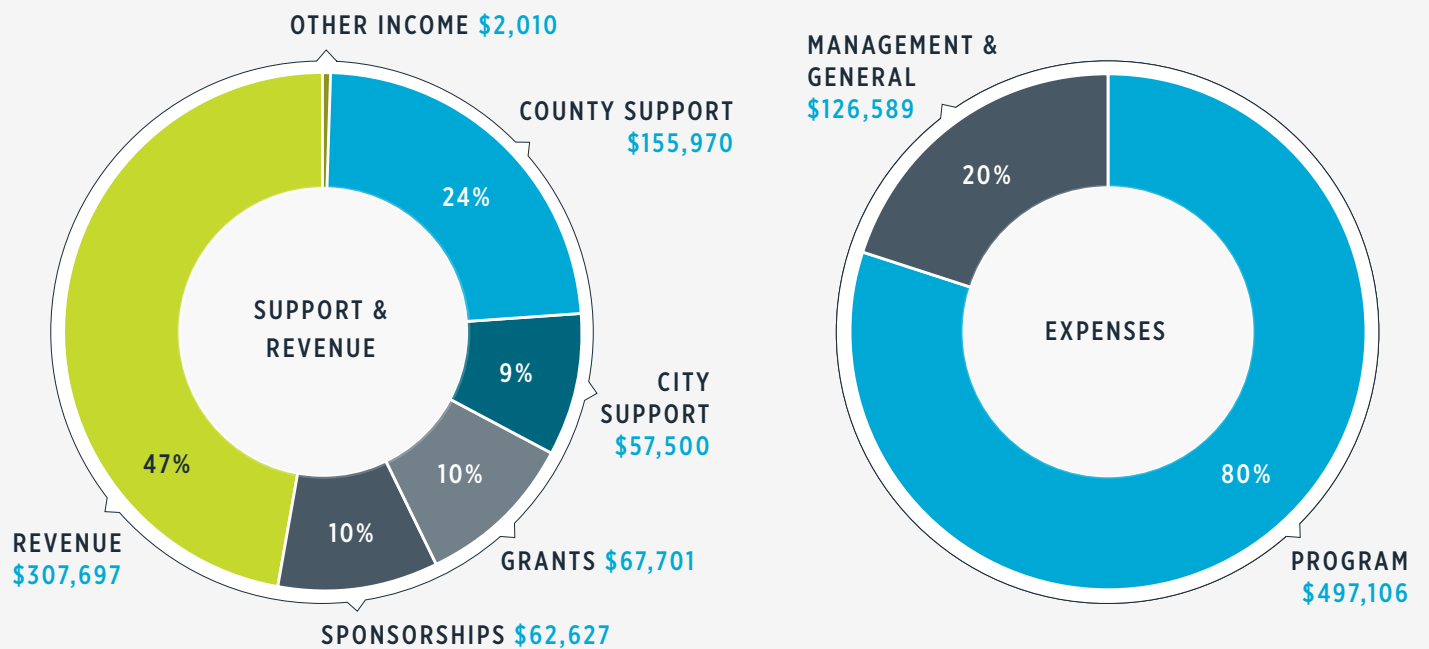
**12**  
CLASSES

# FITCI client-generated revenue increased by 30% in FY18.

F Y 1 8



F Y 1 7



## CURRENT STATE

FITCI business incubation programs have created great economic growth in the past, and continue to assist many great companies.

### In 2018, we radically changed our business model.

We added **new acceleration programs** to the mix; 30+ new CEOs are advising our companies; and a new, revitalized and energized board of directors are in place as we expand the ecosystem.

We opened **FITCI @ ROOT** in downtown Frederick for our Tech community.

We rolled out a **business resource portal** to keep our ecosystem of over 125+ companies connected.

We expanded the current center to include **additional labs**.

### By 2020, our goal is to be a mostly self-sustaining organization.

However, business acceleration will always require a true public/private partnership and community support to maximize the benefits of FITCI's current operations and capitalize on the dynamic opportunity.

## CONTINUED GROWTH

- + 3,000 additional square feet being utilized at current facility
- + Grand opening of second location, FITCI @ ROOT, in downtown Frederick on March 16
- + 13 new programs/committees available to clients

Watch us grow in FY19 with grants totaling \$450,000 awarded by Rural Maryland Council



## WHAT MAKES US DIFFERENT?

### Our Strategic Growth & Advisory Boards!

This group of entrepreneurs are comprised of influential business owners in Frederick who have demonstrated proficiency in leading organizations experiencing rapid growth.

The board directly supports FITCI's mission, which is to **encourage technological innovation and accelerate the development of commercially viable businesses**. Our goal is to provide ongoing advice to new businesses and current FITCI clients alike. The board acts as each startups' personal arsenal of trusted advisors by facilitating introductions, sharing innovative ideas, lessons learned, and providing a forum for accountability.

These advisors are local CEOs who have a passion for Frederick and a deep-seated desire to see its economy flourish for years to come. Couple this passion with an in-depth understanding of the unique struggles startups face, **this board of seasoned experts leads the way for those on the entrepreneurial path**.



# THANK YOU, ADVISORS



**PJ BELLOMO**  
CEO,  
*Rocketdocs*  
Chairman,  
*Blue Sources*  
Chairman  
SGAB E



**JON ROWLEY**  
Founder,  
*RoosterBio*  
Chairman  
SGAB B



**SCOTT RYSER**  
CEO, *Yakabod*  
Chairman  
SGAB T



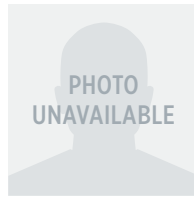
**BOB STONEKING**  
COO,  
*Rocketdocs*  
Chairman  
SGAB A



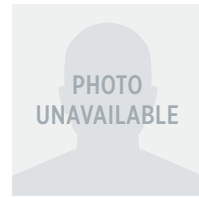
**DOUG ALLEN**  
Director of  
Business  
Development,  
*APIC Consulting  
Services, Inc.*



**BRIAN BLOOD**  
CEO,  
*Graceblood*



**DAN BROWER**  
President  
& CEO,  
*LEI Sales, LLC*



**ROBERT BUCKHEIT**  
CEO,  
*Imquest  
Biosciences*



**ANGIE COLLIER**  
Director of  
Business  
Development,  
*Aronson, LLC*



**SHELDON DAVIS**  
CEO,  
*Flux Fund*



**ALLISON DEMAREST**  
Co-Founder,  
*Meridian  
BioGroup*



**BRAD FACKLER**  
Sr VP,  
Operations  
& Business  
Development,  
*Innovative  
Cellular  
Therapeutics*



**DAN GINCEL**  
Executive  
Director,  
*MD Stem Cell  
Research  
Fund, TEDCO*



**CARL GRANT III**  
Chairman  
Investment,  
SVP Business  
Development,  
*Cooley*



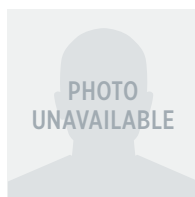
**WHITNEY HAHN**  
CEO,  
*Digital Bard*



**MICHELE HOFFMAN**  
Principal,  
*Clifton Larson  
Allen (CLA)*



**CHRIS KEMP**  
CEO,  
*Kempbio*



**MATT KLINGER**  
SVP,  
*Bridge Bank*



**LARRY MARSH**  
CEO,  
*Marsh*



**CHRIS MCLEAN**  
President  
& GM,  
*Amphenol  
Piezo  
Technology  
Products*



**TIM MCSHEA**  
Principal,  
*McShea  
Properties*



**JEFF PONTIUS**  
COO,  
*BluePillar*



**WILLIAM RANDALL**  
President,  
*Randall CAP*



**DARRYL SAMPEY**  
President  
& CEO,  
*BioFactoria*



**ADAM SCHUEFTAN**  
President,  
*Dan Ryan  
Builders*



**JOHN SCHWEIBIN**  
Entrepreneur  
& Angel  
Investor,  
*Baltimore  
Angles*



**JOE STATTER**  
Managing  
Director,  
*Evergreen  
Advisors*



**ADAM SUTHERLAND**  
CEO,  
*AppTex*  
Venture Partner,  
*Nexgen  
Ventures*



**VAUGHN THURMAN**  
CEO,  
*HighGear*



**PATRICK WHEELER**  
CEO,  
*Mid-Atlantic  
Advisory*



**TOM WILLIE**  
CEO,  
*BluePillar*

# A Year in Review

## SECOND LOCATION GRAND OPENING

On February 1, 2018, FITCI opened its second Frederick location downtown in the ROOT building. Housed here are all of your business resources under one roof: FITCI, Office of Economic Development, Frederick Chamber of Commerce, CREST, and Hood College.

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## STARTUP U LAUNCH

StartUp U is a training sequence to ensure the entrepreneurs' business is solid. The training is taught by very successful CEOs and the focus is creating a solid business model, value proposition, and perfect pitch while validating all with customer discovery and pitching to real investors.

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## IN THE TRENCHES

On August 30, 2018, FITCI unveiled our *In The Trenches* video interview series which features FITCI CEO, Kathie Callahan Brady, talking with our esteemed advisors about the interesting aspects of their business, as well as some of the struggles they encountered as they developed and grew.

## FUNDRAISING BOOTCAMP

Dennis Ford, Founder and CEO of Life Science Nation, creator of the RESI Conference Series, and author of *The Life Science Executive's Fundraising Manifesto* presented a fundraising boot camp to our clients at our Metropolitan Court location in August. He spoke about raising capital, the changing investor landscape, debunking the top 10 old myths in fundraising, among other helpful topics.

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## SLICING THE PIE

August was a busy time for FITCI. Author of the books *Slicing the Pie* and *Perfect Equity Splits for Bootstrapped Startups*, Mike Moyer, came to our ROOT location to speak to our clients about the fair way to share equity in startups.

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## MEETUPS & PODCASTS

ROOT has become the go-to location for many meetups in Frederick. We are currently home to Meetup Workshop, Frederick Web Tech, Startup Grind, Frederick.net, the Minority Business Vision Networking Events, as well as FrederickTechByte who launches their **podcasts** from one of the offices on our floor!

## P3 EVENT

September found FITCI hosting a Private Preview Party (P3) where we celebrated the most innovative companies launching in Frederick today. This was our inaugural P3 event and featured three of our clients: American Shochu Company, Ductoad, and Goefer.

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## FITCI.ORG

We launched our new website including a blog and online portal in conjunction with announcing our new Community Manager, Ivana Shuck.

## IN THE NEWS

**NanoBioFab** won first place in the US Eastern Entrepreneurship Contest, hosted by the center for US-China Technology, Innovation, and Development.

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**GOEFER** presented at *The Big Idea CONNECTpreneur Expo* in Washington, DC.

They were 1 of only 9 startup companies invited.

**Veralox won a \$319,133 SBIR grant.**

**The President of Integrated Pharma Services was named “Business Leader of the Year” by Frederick Community College and “Innovator of the Year” by Maryland Women’s Business Council.**

**Daxia received a grant for research and development.**

Only 11 companies worldwide won this inaugural grant.

Daxia (who at that time was *Decentralized Derivatives Association*) was invited to apply only 2 months after they had established the company.

**Theradaptive received a Stem Cell Research grant from TEDCO.**

They were chosen by an independent scientific peer review committee from a field of 20 other emerging companies.

**GOEFER launches energy saving pilot program at ROOT.**

**Kathie Callahan Brady was named one of “2018 Frederick People to Watch.”**

**FREDERICK MAGAZINE**

Kathie joined FITCI as President & CEO in May 2016.

Under her leadership, FITCI has been awarded the largest incubator award, opened a second location downtown, and shifted to a community supported and collaborative environment.



## CLIENT SUCCESS

### RoosterBio, Inc.

RoosterBio, Inc. (“RBI”) is a Maryland-based, Regenerative Medicine (“RM”) company focused on manufacturing and supplying stem cell systems in product configurations that enable 3D bioprinting, manufacturing scale-up, and clinical translation. RBI is taking a unique business approach towards RM that will radically simplify how therapies and devices that require living cells are developed and commercialized. RBI’s products are designed to address a

significant bottleneck in RM product development, and will remove several years and millions of dollars from the product development and clinical testing cycle.

- + They came to FITCI in Oct 2013 and left the “roost” (FITCI) completely in Dec 2018. Their official grand opening at their new location was in Feb 2018.
- + RoosterBio relocated to 5295 Westview Dr #275 Frederick, MD 21703

## NEW COMMITTEES

### LAUNCH COMMITTEE

The Launch Committee's purpose is to make the transition from FITCI into a more permanent location upon graduation. The Committee is made up of the best connectors: economic development from the State, County and City plus our trusted partners who invest in FITCI (*i.e., Office Supplies, Networking, IT, Brokers, Designers, etc.*). This Committee creates vendor fairs and Private Preview Parties for clients who are close to graduation (*within 1 - 2 years*). Once they move into their new location this Committee helps to create their ribbon cutting, press release, and invitations to celebrate this new business into the community.

- + The Launch Committee was put in motion in FY18 and we hosted our first Private Preview Party this past Sept (FY19). The event was very successful featuring three of our quickly upcoming companies: American Shochu Company, Ductoad, and Goefer.

### INVESTMENT COMMITTEE

One of our most popular events sprouted from the investment committee! *Funded & Brews* are networking events for the local technology community, and facilitated talks by CEOs who have raised capital and share their experiences. It is a great learning opportunity, for those looking to get funded, to learn more about how to be successful and what to avoid in the process.

- + *Funded & Brews* is held quarterly, and so far we have had the pleasure of being hosted by REINA, Flying Dog Brewery, and Brewer's Alley.

## FUNDED & BREWS



### OUTSTANDING SPEAKERS

**OCT 19, 2017**  
**REINA**

**MARGOT CONNOR**, ROOSTERBIO  
**TODD BRAMBLETT**, NEHEMIAH SECURITY  
**JEFF GRASS**, HUNGRY  
**CHERIAN THOMAS**, SPOTLUCK

**MAR 14, 2018**  
**FLYING DOG BREWERY**

**JOHN WISE**, LOCI INC  
**CHRISTOPHER FOUNTAIN**, FRANCONNECT  
**MEHDI TEHRANCHI**, IYOTEE INC  
**ANDRE YEE**, TRIBLIO

**SEPT 25, 2018**  
**BREWERS ALLEY**

**MARCUS BULLOCK**, FLIKSHOP  
**JOSHA STELLA**, FUGUE  
**AMIT GANJOO**, ANRA TECHNOLOGIES  
**ELIZA WENSKY**, DATABOOK  
**TOM WILLIE**, BLUE PILLAR

## PROMOTIONS COMMITTEE

This committee is responsible for developing attractive events and platforms that clients and the community can rally behind. This includes: client-focused events, social media, fundraising, client promotion to appropriate audiences, and identifying and creating new entrepreneurial opportunities. This committee is pulling together the **entrepreneurial ecosystem of FITCI's 15 years in business**. It's also rolling out a new "Community Growth Accelerator" and a Tech Shop/Makerspace.

# SAVE THE DATES

### JAN 30, 2019 | HOOD COLLEGE

We're kicking off our 15-year anniversary at Hood College with the theme **Making Dreams Come True. Are you adventure-ready?** Lend an ear as Nick Irons, our keynote speaker, tells his story of the lessons he learned starting his businesses – it's almost as difficult as swimming the Mississippi River, which he also did!

### FEB 2, 2019 | ROOT

Our downtown location will be a warming station for the **Fire in Ice** event. Stop by for a chat, and to check out our cool ice sculpture (*pun intended*).

### MAR 9, 2019 | ROOT

FITCI will be having a **Startup Saturday**. During this exciting event we will host structured sessions on building viable ideas, as well as, hear some innovative pitches.

### MAR 14, 2019 | ROOT

We will be hosting our 4<sup>th</sup> **Funded and Brews** event. FITCI interviews CEOs who have raised significant capital to impart their wisdom to budding entrepreneurs through structured Q & A sessions. Plus, enjoy some networking and adult beverages at the same time! This event is not to be missed as we're adding a little twist in 2019!

### MAY 15, 2019 | ROOT

You will not want to miss **Best of FITCI: FITCI's 15 Year Reunion**. Come celebrate FITCI's past, present, and future as we honor many who have been involved in our success.



## SUCCESS STORIES

### RURAL MARYLAND GRANTS

FITCI is the recipient of two grants, totaling \$450,000, from the Rural Maryland Prosperity Investment Fund of the Rural Maryland Council (RMC) for fiscal year 2019.

This Fund provides targeted investment to promote economic prosperity in Maryland's rural communities. The first grant, for \$200,000, will be used toward the development of a Community Growth Accelerator Technology Development Program

called *The Edge @ Root* which will complement the services provided in FITCI's two incubator locations. The RMC awarded FITCI \$250,000 for the construction and operation of a premier Tech Shop, a new shared tech makerspace.

### MOU SIGNING

A new program launched by FITCI in collaboration with the Frederick National Laboratory for Cancer Research and numerous community partners.

The new Community Growth Accelerator Technology Development Program is aimed at driving startup formation, development, and expansion in Frederick County. Entrepreneurs involved in the program will get access to weekly in-person classes, mentorship from business leaders throughout the community, focus groups, and an online portal housing additional educational resources. In addition to the Frederick National Laboratory for Cancer Research and FITCI, Frederick Chamber

of Commerce: Hood College, the Frederick County Office of Economic Development, and the City of Frederick Department of Economic Development, are also signatories on the memorandum of understanding (MOU) as the founding partners forming the Community Growth Accelerator—along with many more community partners. In addition, a grant from the Rural Maryland Council provided funding for the Accelerator.

### NEW CLIENTS IN 2018

- + Akonni Biosystems, Inc.
- + Covailnt
- + CVCTW, LLC
- + Daxia
- + Deaf Youth Coding Academy
- + Dri Seats, LLC
- + DSP Logic
- + Ductoad
- + Integrated MicroSciences
- + Integrated Pharma Services
- + Key City Compost
- + PMTR Industries, LLC
- + Rebulmmunity, LLC
- + Simmbion
- + Theradaptive
- + Veralox Therapeutics

### RISING STARS

- + Akonni Biosystems, Inc.
- + American Shochu Company
- + Blue Sources
- + Breezio
- + Daxia
- + DSPLogic
- + GOEFER
- + NanoBioFAB
- + Phycin
- + Theradaptive
- + Veralox Therapeutics

## 2016 - 2018: NOTHING BUT PROGRESS

+ Increased the number of clients by 144%

+ Increased FITCI client-generated revenue by 30%

Expenses have grown in proportion to increased FITCI client-generated revenue

+ Increased staff to cover and maintain revitalization

+ Established a Community Manager staff position to enhance community interactions and resource sharing

+ Created accelerator-type classes

+ Changed our offering:

Involved the community of CEOs as advisories

Provided our clients with what most startups never have access to: a group of high-level board of advisors meeting quarterly

Our programs match the life cycle of a business

Our events are created based on need from our advisory board meetings

We record lessons learned from our advisory boards, pitch sessions and all classes - capturing the history of FITCI

We have a portal to engage the entire FITCI community online

## THE NEXT FIVE YEARS

Increase revenue to over \$1.5m

Have **membership fees** that match the lifecycle of a business providing greater chance of success

**Provide capital** to selected companies to increase chances of success. *In exchange FITCI will take small equity into companies*

Run **community supported accelerator programs** annually, supporting 30 new companies each year

Acquire a steep **increase in clients** with the online community support

Have the entire organization **level up in skills and talent** including: our Board of Directors, Advisors, FITCI Management and clients producing better quality and quantity of jobs in Frederick

## VIPs OF FITCI

### BOARD OF DIRECTORS

**KATHIE CALLAHAN BRADY**  
President & CEO, FITCI

**CARL GRANT**  
Chairman, FITCI Board  
Chair, Investment Committee  
Sr. Business Development,  
Cooley

**SCOTT RYSER**  
Vice Chair, FITCI Board  
Co-Chair, Growth Advisory  
Committee  
CEO, Yakabod

**TED GREGORY**  
Treasurer &  
Secretary, FITCI  
Linton Shafer Warfield  
& Garrett

**DON SCHILLING**  
Past Chairman,  
Frederick Memorial Hospital

**RICHARD GRIFFIN**  
Co-Chair,  
Launch & Connections Team  
The City of Frederick DED

**HELEN PROPHETER**  
Co-Chair, Launch &  
Connections Team  
Frederick County OED

**JON ROWLEY**  
Co-Chair,  
Growth Advisory Committee  
Founder, RoosterBio

**DAVID GURZICK**  
Chair, Promotion Committee  
Associate Professor,  
Management Science  
Chair, George B. Delaplaine Jr.  
School of Business  
Hood College

**BRETT KRAIMER**  
Chair, Education Committee  
CEO, CycleFit

**ANGIE COLLIER**  
Investment Committee  
Director of  
Business Development,  
Aronson, LLC

**KELLY ENNIS**  
Chair, Development  
CEO, Verve Partnership

**GEORGE DAVIS**  
CEO, TEDCO

**TAMAR OSTERMAN**  
Senior Business Development  
Representative, Carroll and  
Frederick Counties  
MD Department of Commerce

**NICK DAMOULAKIS**  
CEO, Orases

**WILLIAM RANDALL**  
President  
Randall CAP

### STRATEGIC GROWTH & ADVISORY BOARD

**JON ROWLEY**  
Founder, RoosterBio  
Chairman SGAB B

**PJ BELLOMO**  
CEO, Rocketdocs  
Chairman, Blue Sources  
Chairman SGAB E

**SCOTT RYSER**  
CEO, Yakabod  
Chairman SGAB T

**BOB STONEKING**  
COO, Rocketdocs  
Chairman SGAB A

**DOUG ALLEN**  
Director of Business  
Development,  
APIC Consulting Services, Inc.

**BRIAN BLOOD**  
CEO, Graceblood

**DAN BROWER**  
President & CEO,  
LEI Sales, LLC.

**ANGIE COLLIER**  
Director of Business  
Development,  
Aronson, LLC

**SHELDON DAVIS**  
CEO, Flux Fund

**ALLISON DEMAREST**  
Co-Founder,  
Meridian BioGroup

**CONCETTA DUDLEY**  
Interim General Counsel,  
Inspirion Biosciences

**KELLY ENNIS**  
Chair, Development  
CEO, Verve Partnership

**BRAD FACKLER**  
Sr VP, Operations & Business  
Development,  
Innovative Cellular Therapeutics

**DAN GINCEL**  
Executive Director,  
MD Stem Cell Research Fund,  
TEDCO

**CARL GRANT**  
Chairman, FITCI Board  
Chair, Investment Committee  
Sr. Business Development,  
Cooley

**KEN GOLUB**  
CEO, Stellar Scientific

**WHITNEY HAHN**  
CEO, Digital Bard

**MICHELE HOFFMAN**  
Principal,  
Clifton Larson Allen (CLA)

**CHRIS KEMP**  
CEO, Kempbio

**BRETT KRAIMER**  
Chair,  
Education Committee  
CEO, CycleFit

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# THANK YOU, SUPPORTERS

We at FITCI are truly humbled to be supported by so many.

We would not have been able to receive the very generous grants from Rural Maryland Council Funds without the letters of support from all of you. It is because of this support that Frederick will have its first Community Growth Accelerator along with a Tech Shop/Makerspace right in the heart of downtown. From the Board of Directors and everyone involved with FITCI, please accept our sincere thanks and appreciation.

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We are truly blessed to have so many who give so much to this organization. Thank you for believing in our mission.

Together we help our entrepreneurs flourish.



FITCI's Reality Check was one of the most efficient interactions I have had with potential investors, and mentors. A three-minute pitch led to over a dozen introductions and opened the door to new funding we were not aware of. I recommend it to any startup that wants to jumpstart their connections in Frederick and the State of Maryland.

**LUIS ALVAREZ** CEO, THERADAPTIVE



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