



**TEDCO'S  
ENTREPRENEUR EXPO**

— 2024 —

CELEBRATING OUR 10TH YEAR!

# **SPONSORSHIP & EXHIBITING PROSPECTUS**

DECEMBER 4, 2024

**RENAISSANCE BALTIMORE  
HARBORPLACE HOTEL**

PRESENTED BY:

**TEDCO**  
LEADING INNOVATION TO MARKET

[TEDCOMD.COM](http://TEDCOMD.COM)

# ABOUT THE EXPO

## TEDCO'S ENTREPRENEUR EXPO

**TEDCO's Entrepreneur Expo** brings together all of Maryland's various entrepreneurial resources under one roof for a day of celebration. The Expo draws **1000+** of the region's top entrepreneurs, business owners, angel and venture capital investors, legislators, and other influencers.

From healthcare to cyber, TEDCO's Entrepreneur Expo is the place to see all that Maryland has to offer. The day is jam-packed full of workshops, roundtable discussions, exhibiting companies and pitches, opening up great opportunities for entrepreneurs to network, learn, and be inspired.



**1,100**  
ATTENDEES



**95**  
SPEAKERS



**23**  
SESSIONS



**84**  
EXHIBITORS



**34**  
STARTUP  
EXHIBITORS

### 2019 ENTREPRENEUR EXPO KEY METRICS

**96%**  
WILL ATTEND AGAIN

**96%**  
SAID THEIR PURPOSE  
WAS ACCOMPLISHED

**90%**  
RATED THE EVENT VERY  
GOOD/EXCELLENT

**83%**  
OF THE ATTENDEES  
WERE ENTREPRENEURS

# PAST EXPO SUCCESS



- 65%** ENTREPRENEURS
- 18%** GENERAL
- 11%** ECONOMIC DEVELOPMENT
- 6%** SPEAKERS & THOUGHT LEADERS

“

Great event today at #TEDCOExpo —proud to be part of a thriving innovation ecosystem with @MDTEDCO

@VENSANACAPITAL

“

Hats off to @MDTEDCO team, the speakers, sponsors, and everyone else who made @TheEntrepExpo 2019 a smashing success! There was an incredible amount of positive energy buzzing around, and it is evident that the entrepreneurial community in Maryland is gaining momentum! #TEDCOExpo

@UMDRESEARCHPARK

“

The keynote speaker discussion on investing gave a good perspective on our region. It was also helpful to interact with federal agencies' tech transfer groups.

EXHIBITOR

“

Many insightful discussions this afternoon at @MDTEDCO's @TheEntrepExpo—underscores the strength of the innovation ecosystem in #Maryland #TEDCOexpo #MDeconomy

@COLINCRICHARD

“

The presentation topics were excellent as were the presentations themselves. learned a lot about Baltimore and what it offers small businesses. I reconnected with some old contacts and made some new ones.

ENTREPRENEUR



# 2019 EXHIBITORS

COMPANY NAME	BOOTH	COMPANY NAME	BOOTH	COMPANY NAME	BOOTH
AARP Innovation Labs	45	Launch Workplaces	63	Optimal Solutions Group (ReVelo/ iAccessible)	22
Ardent Security LLC	21	LaunchTech Communications	74	(eGovMarket)	23
Aronson LLC	41	Mblue Labs	49	PathOtrak, LLC	28
Awarables	48	Maryland Defense Technology Commercialization Center (DefTech)	14	Prince George's County Economic Development Corporation	71
Ballard Spahr	37	Maryland Department of Commerce	32	RenAlert, LLC	30
Bethesda Green	82	Maryland Department of Transportation (MDOT)	4	RoboVet Systems	9
BioHealth Innovation	36	Maryland Saves	46	Rockville Economic Development	83
BurnAlong	11	Maryland Tech Council	73	RPM Tech	47
Byte.lion	59	Venture Mentoring Service		SBDC - Maryland	68
Celeflux, LLC	29	Maryland Technology Internship Program	53	SCL Consulting	26
CLA (CliftonLarsonAllen)	38	Maryland Business Innovation Association	69	Shock Therapeutics Biotech	6
Craft Music LLC	56	McLean Law	24	Spine Align LLC	25
F3 Tech Accelerator	72	MD-PACE Program	7	St. Marys County Department of Economic Development	62
FITCI (Frederick Innovative Technology Center)	64	MAGIC (Mid-Atlantic Gigabit Innovation Collaboratory, Inc.)	27	Startup Grind Maryland	75
Federal Laboratory Consortium MidAtlantic Region	15	MindStand Technologies Inc.	54	Strategic Operations Solutions LLC (SOS)	35
Foresight Science & Technology	40	Mind-X	18	Supply Chain OpEx Consulting	43
Frederick City Dept. of Economic Development	65	MIPS / University of MD / Mtech	67	SwayTalk	50
Frederick County, MD Office of Economic Development	66	Montgomery County Economic Development	70	TechPort UAS Business Incubator	61
Frederick National Laboratory for Cancer Research	2	Morgan State University, Office of Technology Transfer	57	University of Maryland Ventures	60
Gardner Industries	19	NASA Goddard Space Flight Center	1	University of Maryland Graduate School	34
Harbor Designs & Manufacturing	44	National Institute of Standards and Technology	17	Untethered Labs, Inc. (dba Gatekeeper)	55
Howard County Chamber	79	National Security Agency Technology Transfer Program	3	Uvsty Corporation	51
HR Geckos	8	NEXT Powered by Shulman Rogers	42	Workforce Genetics	10
1-95 Business	13	NextStep Robotics Inc	20	SmartVentures Pitch Competition Winner	81
Integrated Pharma Services (IPS)	12			National Institute of Health Technology Transfer Center	
IRAZÚ Bio-Holdings, LLC	5				
Kapowza	58				
NOAA	16				
Noble Life Sciences, Inc.	52				

# 2019 SPONSORS

## VISIONARY



UNIVERSITY OF MARYLAND  
**UM VENTURES**  
MPOWERING THE STATE



**Innovation Labs**<sup>TM</sup>

## THINKER



## INNOVATOR



## SPECIAL THANKS



# THE VENUE

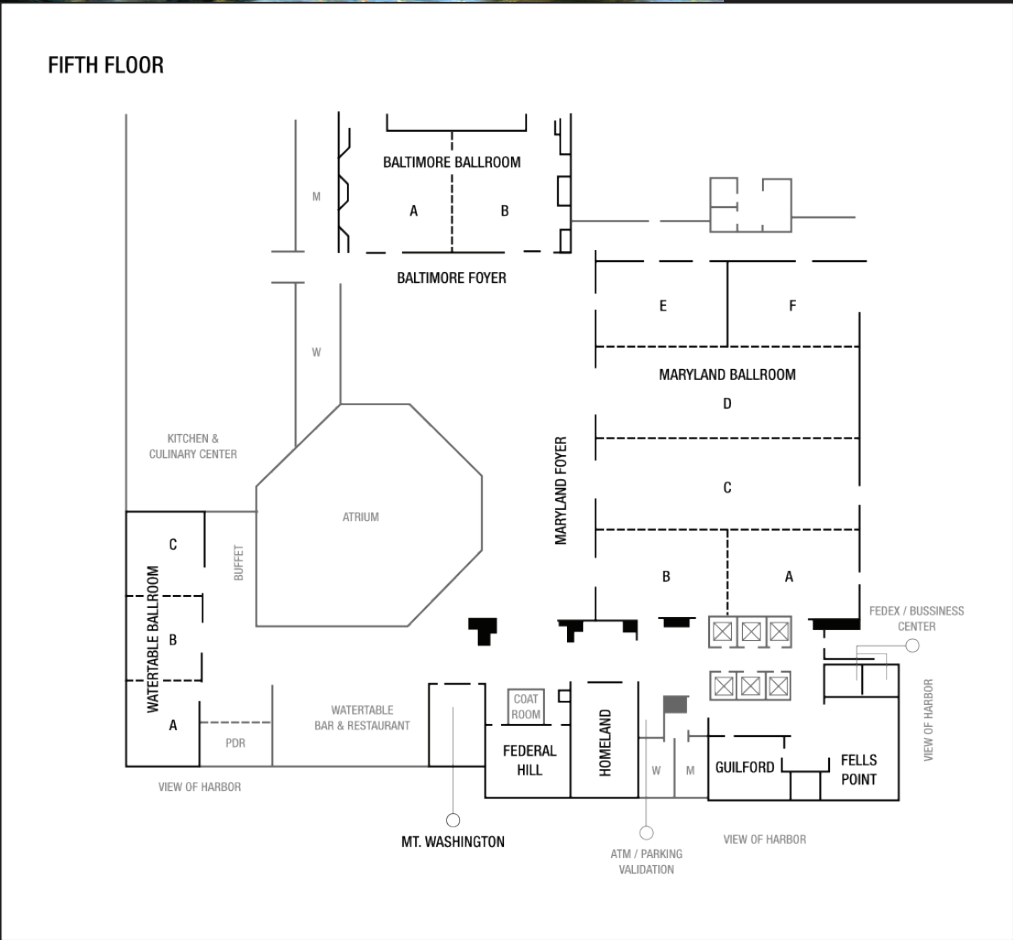
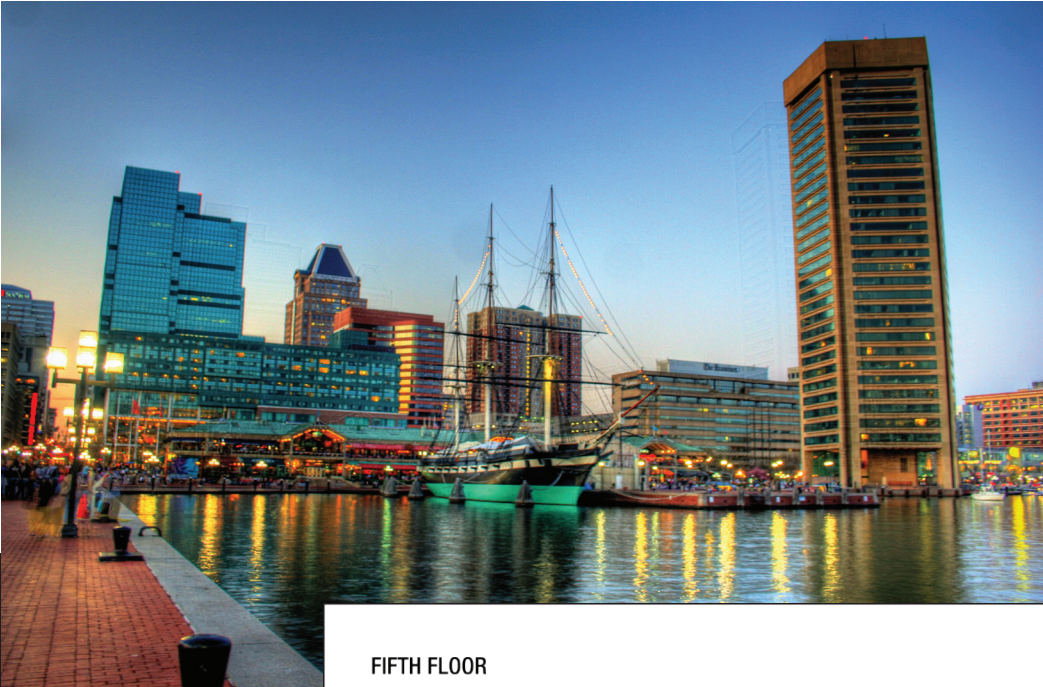
The event will be hosted at the Renaissance Baltimore Harborplace. Located in the heart of Downtown Baltimore, centrally located for bringing together entrepreneurs from across the region to our event.

R  
RENAISSANCE®  
HOTELS



202 E Pratt Street  
Baltimore, MD 21202





# SPONSORSHIP LEVELS

## PRESENTING

**\$150,000 (1 AVAILABLE)**



### ATTENDEE PASSES

- a. **Dedicated signage** throughout the event as **"level" sponsor**
- b. **Sponsor Wi-Fi**; including having password in company name
- c. **Sponsor a track of sessions**



### CHOICE OF 2 EVENTS:

- |   |   |
|---|---|
| 1. 2-minute greeting at Breakfast or Lunch Keynote; signage to recognize as keynote sponsor | 5. 60-second commercial played in exhibit hall during the event         |
| 2. Reception Sponsor  | 6. 60-second commercial played at the reception                         |
| 3. Introduce Session  | 7. 2-minute introduction of company before the morning or lunch keynote |
| 4. Introduce Fireside Chat  |   |

- d. **First choice** of exhibit space location (+2 attendee passes if exhibiting)
- e. **Lowest fee** for additional registrations (\$99 per extra pass)
- f. **Badge ribbons** recognizing sponsor level
- g. **Company logo** on photo booth backdrop



### PROMOTIONAL:

1. Two full-page, full-color ads in the program guide
2. Opportunity to display company logo on wrapped columns in the main event space
3. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
4. Individual social media spotlights recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in promotional emails
7. Recognition as sponsor in program guide
8. Obtain Pre- and post-event registration list (excluding emails)



# INFLUENTIAL

**\$100,000 (1 AVAILABLE)**



## ATTENDEE PASSES

**a. Dedicated signage** throughout the event as **"level" sponsor**



### CHOICE OF 1 EVENT:

- |   |   |
|---|---|
| 1. 2-minute greeting at Breakfast or Lunch Keynote; signage to recognize as keynote sponsor | 3. Introduce Fireside Chat                      |
| 2. Introduce Session  | 4. 30-second commercial played at the reception |
|   | 5. Sponsor a session and speak prior to session |

**b. Priority selection** of exhibit space location (+2 attendee passes if exhibiting)

**c. Lowest fee** for additional registrations (\$99 per extra pass)

**d. Badge ribbons** recognizing sponsor level

**e. Company logo** on photo booth backdrop



### PROMOTIONAL:

- Two full-page, full-color ads in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Opportunity to display company signage on wrapped columns in the main event space
- Individual social media spotlights recognizing sponsorship
- Dedicated spotlight on Expo website
- Recognition as sponsor in promotional emails with company logo
- Recognition as sponsor in program guide
- Obtain Pre- and post-event registration list (excluding emails)

# LEGACY

**\$50,000 (3 AVAILABLE)**



## ATTENDEE PASSES

**a. Dedicated signage** throughout the event as **"level" sponsor**



## SELECT ONE:

1. Introduce Session
2. Introduce Fireside Chat
3. Sponsor a session and speak prior to session

- b. Priority selection** of exhibit space location (+2 attendee passes if exhibiting)
- c. Lowest fee** for additional registrations (\$99 per extra pass)
- d. Badge ribbons** recognizing sponsor level
- e. Company logo** on photo booth backdrop



## PROMOTIONAL:

1. Full-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Opportunity to display company pop-up banner in main areas
4. Individual social media spotlights recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in promotional emails with company logo
7. Recognition as sponsor in program guide

# VISIONARY

## \$25,000 (4 AVAILABLE)



### ATTENDEE PASSES



### SELECT ONE:

1. Introduce Session
2. Introduce Fireside Chat

- a. **Priority choice** of exhibit space location (+2 attendee passes if exhibiting)
- b. **Lowest fee** for additional registrations (\$99 per extra pass)
- c. **Badge ribbons** recognizing sponsor level
- d. **Company logo** on photo booth backdrop



### PROMOTIONAL:

1. Full-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Opportunity to display company signage in main areas
4. Social media "shout out" recognizing sponsorship
5. Dedicated spotlight on Expo website
6. Recognition as sponsor in program guide and in promotional emails with company logo

# FOUNDER

\$15,000



## ATTENDEE PASSES



## SPEAKING OPPORTUNITIES:

1. Introducing a Session
2. Introducing a Fireside Chat

- a. **Priority selection** of exhibit space location (+2 attendee passes if exhibiting)
- b. **Lowest fee** for additional registrations (\$99 per extra pass)
- c. **Badge ribbons** recognizing sponsor level
- d. **Company logo** on photo booth backdrop



## PROMOTIONAL:

1. Full-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Social media "shout out" recognizing sponsorship
4. Dedicated spotlight on Expo website
5. Recognition as sponsor in program guide and in promotional emails with company logo

# LEADER

# \$10,000



## ATTENDEE PASSES

- a. Opportunity to **introduce a session**
- b. **Prime exhibit space** (+2 Attendee passes if exhibiting)
- c. **Lowest fee** for additional registrations (\$99 per extra pass)
- d. **Badge ribbons** recognizing sponsor level
- e. **Company logo** on photobooth backdrop



## PROMOTIONAL:

1. (1/2) Half-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Social media "shout out" recognizing sponsorship
4. Recognition as sponsor in program guide and in promotional emails with company logo

# INNOVATOR

**\$7,000**



## ATTENDEE PASSES

- 
- a. **Prime exhibit space** (+2 Attendee passes if exhibiting)
  - b. **Lowest fee** for additional registrations (\$99 per extra pass)
  - c. **Badge ribbons** recognizing sponsor level
  - d. **Company logo** on photo booth backdrop
- 



## PROMOTIONAL:

1. (1/2) Half-page, full-color Ad in the program guide
2. Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
3. Social media "shout out" recognizing sponsorship
4. Recognition as sponsor in program guide and in promotional emails with company logo

# THINKER

## \$3,000

### ATTENDEE PASSES

- a. **Prime exhibit space** (+2 Attendee passes if exhibiting)
- b. **Lowest fee** for additional registrations (\$99 per extra pass)
- c. **Badge ribbons** recognizing sponsor level



#### PROMOTIONAL:

1. (1/4) Quarter-page, full-color Ad in the program guide
2. Recognition as sponsor in program guide and in promotional emails with company logo

# EXHIBITING INFORMATION

## WHAT YOU RECEIVE



2

COMPLIMENTARY  
ATTENDEE PASSES



6ft

TABLE + TABLECLOTH  
AND IDENTIFICATION SIGN



1

STANDARD  
DIRECTORY LISTING



2

CHAIRS

## PRICING

SPONSOR

FREE WITH PACKAGE

STARTUP\*

\$300

STARTUP - LATE REGISTRATION

\$350

FEDERAL & ACADEMIC

\$500

ECONOMIC DEVELOPMENT

\$500

CORPORATE

\$1,000

\*Start-up Company Criteria: (20) Twenty or less employees



# A LA CARTE OPTIONS

Ask about in-kind sponsorships



BAG LEAVE-IN



CHARGING STATION



PARKING



SNACKS AND COFFEE BREAK



HEADSHOT LOUNGE



AI PHOTO BOOTH



**THANK YOU**  
WE HOPE TO SEE YOU  
**DECEMBER 4TH**

**CONTACT:**

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