



Wednesday, January 27th, 2021

6:30-7:30 Keynote and Q&A with Andrew Suggs, Live Chair Health

7:30-8:30 Baltipreneurs meet with Ecosystem partners

Meet the Baltipreneurs! Please review the following materials, as well as the [2-minute videos linked here](#) on the Center for Innovation & Entrepreneurship website, to get to know the thirteen participants in the 20-21 Baltipreneurs Accelerator.

Thank you to MBIA and TEDCO for your support of an assistive grant to the Baltipreneurs.

We look forward to connecting with you!

COMPANY PROFILE

Venture Name	AfterHome Inc
Industry	Real Estate Technology
Year Founded	2020
Company Mission	AfterHome seeks to make the process of booking and receiving home inspections easy for homeowners, anywhere
Company Logo	

COMPANY FOUNDER(S)

Michael Floyd	With over 10 years in the inspection industry, Michael has over 13 inspection certifications.
Lenora T. Felder	With a doctorate in Urban & Social Policy, Lenora has over 7 yrs experience in strategic operations of communities.



COMPANY PERFORMANCE

Annual Revenue	10
Significant Milestones	MVP Built

COMPANY NEEDS

Seed Round Capital	In order to build in our artificial intelligence and launch in multiple states, we are in need of 250K. This will allow us to market, hire employees and build all of the features on the platform that will allow our users to safely book remote live stream inspections and connect to contractors from the site.
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COMPANY PROFILE

Venture Name	AlgenAir
Industry	E-commerce, Natural air purifiers
Year Founded	2018
Company Mission	AlgenAir develops functional algal installations to improve the public's health
Company Logo	 

COMPANY FOUNDER(S)

Kelsey Abernathy, Co-founder	Kelsey is finishing her PhD in Environmental Molecular Biotechnology this semester at University of Maryland Baltimore. She is a Ratcliffe Environmental Entrepreneurial Fellow and has experience working with several aquaculture startups before co-founding AlgenAir. Kelsey is in charge of business development, finances and shipping logistics.
Dan Fucich PhD, Co-founder	Dan earned his PhD in Environmental Molecular Biotechnology focused on the stringent response in Chesapeake Bay algae at the University of Maryland. Dan is a Ratcliffe Environmental Entrepreneurial Fellow and has experience consulting for several local startups before co-founding AlgenAir. Dan leads product development, algae cultivation, graphic design, and manufacturing coordination.

COMPANY PERFORMANCE

Annual Revenue	2019: \$36,715.52 2020: \$86,815.00
Significant Milestones	<p>August 2018- AlgenAir incorporated as Maryland LLC</p> <p>April 2019- Manufacture ready prototype developed</p> <p>September 2019- The aerium launches for pre-sales from algenair.com</p> <p>November 2019- AlgenAir begins shipping the aerium, working with American Bully Manufacturing to produce the product here in Maryland.</p> <p>April 2020- AlgenAir filed a non-provisional patent on the aerium</p> <p>May 2020- Algae refill subscription launches</p> <p>November 2020- AlgenAir partners with Environmental Health Consultants here in Baltimore to do 3rd party long term study on the aeriums impact on bedroom air quality.</p> <p>December 2020- AlgenAir partners with Spanner Design to begin scaling manufacturing of the aerium</p>

COMPANY NEEDS

Accounting	AlgenAir has done all accounting in house since its founding in 2018. As the company begins to scale we find there is a need to increase accounting knowledge and potentially outsource to ensure well organized files. This will be essential as the company looks to raise a seed round and make their first hire in 2021.
Funding	To date, AlgenAir has raised all of its funds through non-equity, non-dilutive funding sources. These grants and sales have allowed the team to bootstrap from an idea on a napkin to shipping the aerium to over 25 states. Current demand for the aerium is above the current manufacturing capacity. To continue to scale sustainably we are looking to raise our first round of seed funding. Funds from this will be used for the production of injection molded parts, marketing, and hiring in late 2021.

COMPANY PROFILE

Venture Name	ATP-MD, LLC
Industry	Clean Tech
Year Founded	2015
Company Mission	Our mission is to do good things for people, the planet and communities, less expensively.
Company Logo	

COMPANY FOUNDER(S)

Joe James, Founder & President	A former economic development professional whose career included a 6-year term as the President of the Prince George's County Economic Development Corporation, Joe is a biomass leader, a six-year member of the federal Biomass R&D Technical Advisory Committee, and a 2008 Purpose Prize winner. As a social entrepreneur, Joe James wants his triple-bottom-line technologies to benefit people, the planet, and those who invest in ATP-MD.
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COMPANY PERFORMANCE

Annual Revenue	Pre-Revenue
Significant Milestones	ATP-MD, LLC was among the first group of companies selected and invested in by the Exelon Foundation's Climate Change Investment Initiative, in July 2020, to demonstrate and commercialize its patented CRBBP Process, in Baltimore, where it will capture CO ₂ , screen out airborne particulate matter and remediate brownfields, then create new manufacturing jobs in Baltimore, converting the resulting plant material into a variety of cost-advantaged, circular economy bio-products.

COMPANY NEEDS

Collaboration & Partnership	ATP-MD, LLC needs strong collaboration from and strategic partnerships with Baltimore's public and private sectors, state and federal government, and with local communities, to achieve our goals and to reach our full potential. With that support, we can help make the City and country safer, healthier and more economically viable.
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COMPANY PROFILE

Venture Name	Blue Bone Jewelry
Industry	Jewelry
Year Founded	2016
Company Mission	To inspire confidence in young women and help people to feel good & look good
Company Logo	

COMPANY FOUNDER(S)

Maria Jaeckel	<p>Junior Student at Loyola University Maryland studying Business Management and Digital Media Division I Athlete on Track & Field Team Member of Business Fraternity, Alpha Kappa Psi</p> <ul style="list-style-type: none">• Founded Blue Bone Jewelry in 2016 at 16 years old• Proposed 2-page business plan to parents requesting \$200 to get started• Began with local pop up shops – now selling nationally online and wholesale to boutiques
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COMPANY PERFORMANCE

Annual Revenue	12k; Projected revenue for 2021: 20k
Significant Milestones	<p>July 2019 – earned \$1.5k in one day December 2019 – got into first store October 2020 – getting into this program – has given me incredible mentors and access to valuable knowledge April 2020 – launched national online store November 2020 – Got my LLC & applied for trademark December 2020 – launched video campaigns</p>

COMPANY NEEDS

New Channels for Exposure	<ul style="list-style-type: none">• Need improvement with digital campaigns• Funding to expand my outreach to a new audience via social media platforms – paid advertisements• Influencer marketing – trying to establish brand deals with influencers to increase sales and directly result in a wider customer base• Funding for wholesale – Meeting the demand for wholesaling items to stores/boutiques requires increased production levels• Finding additional boutiques to partner with for sell in models• Improved photography – need updated studio set up and supplies to properly photograph items and shoot other campaign materials
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COMPANY PROFILE

Venture Name	Ekiben
Industry	Smile Factory
Year Founded	2014
Company Mission	To enrich the lives of our community one chicken sandwich at a time.
Company Logo	

COMPANY FOUNDER(S)

Steve Chu	CEO
Ephrem Abebe	COO


COMPANY PERFORMANCE

Annual Revenue	3 Million
Significant Milestones	Ekiben 2 opening (2020) Best of Baltimore (2015-2020) Best Sandwich in Maryland (Travel and Leisure Magazine 2018) Fortune Magazine Top 100 Fastest Growing Inner-City Businesses (2020) Eater Young Guns (2018) Yelp's top 100 (2018) Insider's Best fried chicken in every state (2019)}

COMPANY NEEDS

Helping our team succeed not just at work, but in life	For continued team enrichment and learning. Providing financial literacy courses, English classes, nutritionists, occupational therapists, one on one coaching for fitness and life goals
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COMPANY PROFILE

Venture Name	Equalyze
Industry	Small Business Consulting
Year Founded	March 2020
Company Mission	Provide Baltimore small businesses with short-term project support by connecting them with cost-effective undergraduate students.
Company Logo	

COMPANY FOUNDER(S)

Katherine Sanders Franklin Parks Spencer Blair Brendan O'Connell	The Equalyze team is made up of four Loyola University Maryland seniors whose academic focus is centered around Marketing, Information Systems, Accounting, and Finance.
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COMPANY PERFORMANCE

Annual Revenue	~\$200 (pre-revenue until December 2019)
Significant Milestones	<ul style="list-style-type: none">- 1st place finish at the Addventure Pre-Accelerator Program- First match made between a Loyola student and La Loupe Design, a Baltimore lighting fixture company.- Partnered with Emergence Baltimore, a local Baltimore non-profit, to power a small business initiative called A Force for Local. So far, we have connected about 50 businesses with short-term project support for the holidays.

COMPANY NEEDS

Software & System Development	Allocating capital to automate the manual processes that we currently operate with in order to connect students with businesses.
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COMPANY PROFILE

Venture Name	Hiatus Cheesecake
Industry	Bakery
Year Founded	2016
Company Mission	We provide high quality desserts with natural ingredients to restaurants, schools, and grocery stores.
Company Logo	

COMPANY FOUNDER(S)

Matthew Featherstone Christopher Featherstone Justin Featherstone	The head of Hiatus, Matthew Featherstone began to develop his baking skills at an early age while baking bread with his mother. In 2005 he began working in the restaurant industry as a bar-back, prep cook, cook, bartender, bar manager, and manager with experience in casual dining, fine dining, and catering. Hiatus came about when he baked one of his old childhood cheesecake recipes and saved a slice for the executive chef at work. That restaurant became his first wholesale customer. Matthew and his brothers are also award winning music producers with credits that include the Fast And The Furious franchise. Their plan is to scale Hiatus to become a dominant grocery store brand.
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COMPANY PERFORMANCE

Annual Revenue	
Significant Milestones	Vendor of two Whole Foods Market stores in Baltimore and DC

COMPANY NEEDS

Increase channels/sales	<p>Boost short-term sales through fundraising and grocery chain wholesale to increase cash flow.</p> <p>Strengthen the brand of Hiatus Cheesecake by telling an authentic story with strategic marketing</p> <p>Explore direct to consumer channels for the long-term to sell at a higher profit margin.</p>
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COMPANY PROFILE

Venture Name	Infinite Focus Schools
Industry	EdTech
Year Founded	2018
Company Mission	To reduce the impact of mental, emotional and behavioral disorders in youth
Company Logo	

COMPANY FOUNDER

Ashley L Williams
Founder & CEO



Ashley is an educator and former Director of Climate & Culture with ten years of experience in education. She has written and implemented mindfulness and socio-emotional learning curricula for schools, non-profits, students, and teachers. She is a dedicated mindfulness practitioner.

COMPANY PERFORMANCE

Annual Revenue	\$253.00 in 2020
Significant Milestones	02/2018 Incorporated as C-corp 03/2018 \$24,000.00 raised from family & friends 04/2018 MVP built 05/2018 Beta Test 08/2018 \$20,000.00 grant to build software 11/2020 \$75,000.00 seed raised 12/2020 Market test

COMPANY NEEDS

Capital to complete market testing and rollout

Our biggest need right now is more capital. Our runway ends in March 2021, and we've just started market testing.

COMPANY PROFILE

Venture Name	Mentoring Mentors Inc
Industry	Youth Development
Year Founded	2014
Company Mission	Enhance academic achievement, inspire confidence, and expose youth to positive mentoring experiences that transform the trajectory of their future.
Company Logo	

COMPANY FOUNDER(S)

Alphonso Mayo	Alphonso Mayo is a motivational speaker, author, coach, and youth activist. He was born to a drug-addicted mother and a father who consistently was incarcerated. He was able to overcome his circumstances and graduated from Stevenson University with a degree in Human Services. Shortly afterwards, he founded Mentoring Mentors with the goal to guide youth to become mentors in their communities.
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COMPANY PERFORMANCE

Annual Revenue	\$159,000
Significant Milestones	5 year bench mark Mission driving work 100% High school graduation rate No students have had any negative encounters with law enforcement

COMPANY NEEDS

Support for growth	A bigger platform to share our work/mission Web development support Admin support Development of systems
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COMPANY PROFILE

Venture Name	Project Own
Industry	Homeownership
Year Founded	2019
Company Mission	To equalize access to homeownership for Black Americans.
Company Logo	

COMPANY FOUNDER(S)

Tyrell Dixon	Co-founder and CEO
AJ Protin	Co-founder and COO

COMPANY PERFORMANCE

Annual Revenue	\$215,000 (projected earned revenue + philanthropy)
Significant Milestones	In September 2020 launched a pilot of our model with Neighborhood Housing Services of Baltimore, the city's largest homeownership counseling organization.

COMPANY NEEDS

Non-profit fundraising	Guidance in leveraging philanthropic resources to support our mission
Executive Coaching	Improving leadership skills as the organization's scale and scope expand

COMPANY PROFILE

Venture Name	Silent Venus
Industry	Home Improvement
Year Founded	2017
Company Mission	To transform the bathroom experience for our customers through innovative products making it more enjoyable.
Company Logo	

COMPANY FOUNDER(S)

Emmaus Ferdinand	<p>Emmaus Ferdinand was renovating his basement, to include a bathroom oasis for his man-cave. The contractor suggested he dig up the new self-laid floors to install a sewage-ejector system, and Emmaus' dream was shattered by the expensive price, as well as the complete destruction of his new flooring and walls.</p> <p>With his laser-focused determination, Emmaus uncovered a macerator technology for a silent pump system practically anywhere that had a power outlet and a water line—no wall or floor destruction, no manual waste removal, no residual smells, all at a super low cost!!!</p> <p>Emmaus completed the installation himself and decided that no other homeowner should have to go through this experience; this was the birth of Silent Venus!</p>
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COMPANY PERFORMANCE

Annual Revenue	\$503,273 (2020)
Significant Milestones	Hired COO in 2020

COMPANY NEEDS

Seed Round Capital	We want to manufacture new products and launch a subscription model. In order to manufacture the new products and build our subscription model, we are in need of \$250K. This will allow us to capture more of the USA market base and grow internationally as well.
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COMPANY PROFILE

Venture Name	Sporty Dog Creations
Industry	Food and Drink
Year Founded	2017
Company Mission	We are a gourmet hot dog supplier with a mission to change the eating culture in urban communities with healthier, bold and creative foods
Company Logo	

COMPANY FOUNDER(S)

Lashauna Jones & Daejonne Bennett	<p>Lashauna Jones is the founder, owner and operator of Sporty Dog Creations. Prior to Sporty Dog, she started an online magazine On the Ball Sports. As a former student athlete and coach, she enjoyed and appreciated the values that sports provided in her development as a young adult. Lashauna is passionate about urban community relations and has also served on several non profit boards to increase the quality of life of underserved families and communities.</p> <p>She is a graduate of Morgan State University and currently serves as President of the Morgan State Entrepreneur Alumni Chapter.</p> <p>Daejonne Bennett is the cofounder of Sporty Dog Creations. She has previously served as a prep cook for several local restaurants and has a passion for foods and sports.</p>
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COMPANY PERFORMANCE

Annual Revenue	\$16,093
Significant Milestones	<p>Started in 2017 in 1 farmers market</p> <p>Expanded in 2018 to 5 markets, events and hired 2 summer/parttime employees.</p> <p>In 2019, began offering catering and vending services. Secured our first round of crowd funding. Expanded our menu to include drinks and several vegan options.</p> <p>In 2020 pivoted to new lines of business and opened for collaboration and partnerships.</p>

COMPANY NEEDS

Capital to remodel, industry expertise	We are currently in the need of capital to assist in funding our covid-necessitated restaurant remodel. We are also in need of technical assistance with recipe testing, industry requirements and structuring of a franchising model.
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Go SUPIR INC

Venture Name	Go Supir
Industry	Logistics
Year Founded	2020
Company Mission	To expand the gig economy into commercial driving
Company Logo	

COMPANY FOUNDER(S)

Patrick Parents	Former Transit Operator for MDOT MTA
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COMPANY PERFORMANCE

Annual Revenue	
Significant Milestones	Tech and Software Complete, 6K in Revenue, 40 Drivers 120+ offerings

COMPANY NEEDS

Seed Round Capital	Supir has a current burn rate of \$4,000 a month. With run room to last until later this year. All funds go towards maintaining our current budget, and expanding. Expansion includes additional marketing and hiring sales agents.
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