

From: Angel Venture Fair angelventurefair@yahoo.com@ccsend.net
Subject: 34 Of America's Best Companies
Date: April 12, 2016 at 9:07 AM
To: brian@firstwavetechnologies.com

AV

APRIL 2016



MEET 34 OF AMERICA'S TOP STARTUPS

The Angel Venture Fair takes place Tuesday, April 26th, 2016 at the Union League in Philadelphia from 7:30 a.m. to 4 p.m. Attendees will meet 34 exciting companies, listen to author/venture investor Harry Edelson, along with receiving a continental breakfast and buffet lunch.

Click here to purchase a ticket:

ANGEL VENTURE FAIR TICKETS

- **Airnest:** Airnest is a platform that enables businesses to design and deploy drone-ready applications instantly.
- **ArgentumCidalElectrics:** Hospitals want our products because we can continuously kill microbes on treated surfaces, thereby reducing their costs to treat healthcare associated infections, or HAIs.
- **Atrin Pharmaceuticals:** Targeted small molecule therapeutics for treating cancer.
- **BACelet LLC:** BACelet has developed a wearable bracelet that will reduce the amount of alcohol related accidents on college campuses by enhancing awareness and social connectivity around binge drinking.
- **BiologicsMD, Inc.** BiologicsMD has developed 'first-in-class' novel therapeutic hair cycle stimulators (HCS) that can restore hair growth and prevent hair loss in conditions of alopecia, and with very infrequent administration.
- **Care Technology Solutions, LLC:** CTS provides cloud based patented software services & field service automation tools to the management of the chronically ill & the care givers who serve them.
- **Century Club:** Century Club is a membership program that connects bars to repeat patrons and collects customer segmentation data for alcohol brands.
- **CHIA STAR:** We make beverages with super powers.
- **Clear Admit:** Clear Admit is a digital media and data analytics company that provides resources and tools which help MBA applicants find the right business school and MBA programs find and attract the right candidates.
- **Enzium, Inc.:** Enzium unleashes the power of proteases as biomarker signatures to rapidly stage and differentiate even closely related conditions.
- **Faber Distilling Co.:** Profitable in its first full year of sales in 2015 with net income of \$250,000 on \$1.6 million in sales, the Faber line of craft spirits is an emerging brand in the beverage industry.
- **FinPay, LLC:** A perfect storm has created a unique business opportunity to fill a significant market void to bridge the growing gap between the health care patients need and the financial obligation to their healthcare providers in a legally compliant manner.
- **Geneoscopy:** Geneoscopy is developing a screening methodology to noninvasively diagnose colorectal cancer (CRC) using biomarkers in stool samples.
- **Herb 'n Zest:** Herb 'n Zest is the go to place for cooking shortcuts: We empower home cooks by making it simpler, faster and cheaper to cook while offering creative control and choice.
- **InnaMed:** We're creating the gateway to personalized healthcare with our home blood testing device that can track, store, and analyze the same important health data for the elderly that doctors analyze themselves.
- **Involvio:** Involvio helps colleges and universities recapture revenue lost due to declining retention rates by increasing student engagement and driving school-affinity.
- **MainTool:** Our vision at MainTool is to make all regular watches "smart."
- **Medical Conservation Devices, LLC:** MCD is targeting a \$2.4 billion market with a next-gen anesthesia system at 1/5th the cost of traditional machines and scalable up to 8 patients.
- **Moberg Research Inc.:** Our products are transforming neurocritical care by integrating physiological and medical information to support a more precise management of head injured patients.
- **Nolinio, LLC:** Our mobile technology revolutionizes face-to-face sales interactions with actual sales intelligence while allowing marketing to finally quantify the unquantifiable and directly impact companies' bottom line.
- **oLIVE Devices LLC:** oLIVE is an assistive device company creating superpowers for disabilities; providing deaf and hard of hearing the powers of communication and knowledge.
- **Oratio:** We help people speak better and overcome their fear of public speaking. Our platform brings real-time speech analysis for the first time on a mobile app.
- **PainQx Inc.:** Objective Measurement of Pain through Advanced Neuro-metric Technology
- **SafeStamp:** A nanotechnology-based authenticity device that prevents pharmaceutical counterfeiting.
- **Saturn Care Inc.:** Helping health systems capture a larger piece of the \$1 trillion coming up for grabs under value-based contracts, fueled by a massive disruption to how health care gets paid for under the Affordable Care Act.
- **SelfCerve:** SelfCerve empowers women of the developing world with assurance of cervical health through our inexpensive, self-administered cervical cancer screening device.
- **SnipMe, Inc.:** SnipMe produces original, short-form television shows centered on amateur participation, leveraging low-cost content while attracting high-quality advertisers.
- **Think Like a Girl:** Think Like a Girl: Engineering Kits encourages young girls, ages 6-12+, to learn about engineering fundamentals in ways girls enjoy.
- **Triea Technologies, LLC:** Turning the farmers' greatest liability - animal manure - into a money-saving, revenue-generating asset.
- **Twine:** Engineering serendipitous connections.
- **Verb8tm, Inc.:** Verb8tm revolutionizes the \$16b Speech-to-Text industry by reducing costs by 40-60% (\$2.5b) to produce highly accurate captions and transcripts.
- **VIRAZE:** VIRAZE discovers and develops first-in-class small molecules to treat viral diseases.

Aberdeen

Morgan Lewis

RSM

MAJOR SPONSORS

[Aberdeen Asset Management, PLC](#)
[BakerHostetler](#)
[Baker Tilly](#)
[Bartlett Group](#)
[Blackstone Launch Pad Philadelphia](#)
[Blank Rome](#)
[Brinker Simpson](#)
[BNY Mellon Wealth Management](#)
[CBIZ](#)
[Customers Bank](#)
[Drexel University Close School of Entrepreneurship](#)
[EisnerAmper,LLP](#)
[Erivan K. Haub School of Business - Saint Joseph's University](#)
[Fox Rothschild, LLP](#)
[Greenberg Traurig](#)
[Janney Montgomery Scott](#)
[Keiretsu Forum-MidAtlantic](#)
[KPMG](#)
[Lehigh University's Baker Institute for Entrepreneurship, Creativity and Innovation](#)
[Littler Mendelson](#)
[Meridian Bank](#)
[Morgan Stanley & Smith Barney](#)
[New Jersey Business Incubation Network Group](#)
[Pepper Hamilton, LLP](#)
[Rohrer College of Business Center for Innovation and Entrepreneurship](#)
[Robin Hood Ventures](#)
[Royer Cooper Cohen Braunfeld](#)
[Saul Ewing, LLP](#)
[Temple's Fox School of Business Innovation and Entrepreneurship Institute](#)
[Trion Group, a Marsh & McLennan Agency LLC](#)
[Safeguard Scientifics](#)
[Science Center](#)
[St. Clair CPA Solutions](#)
[University City Keystone Innovation Zone](#)
[Weiser Mazars](#)
[Wharton Entrepreneurship](#)
[WithumSmith+Brown](#)

ORGANIZATIONAL SPONSORS

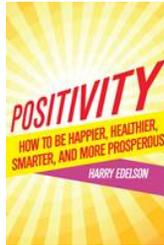
[Angel Capital Association](#)
[Association for Women Entrepreneurs](#)
[Ben Franklin Technology Partners](#)
[BioStrategy Partners, Inc.](#)
[Chester County Economic Development Consortium for Entrepreneurial Education](#)
[Entrepreneurs University](#)

- **WeTrain:** WeTrain is the "Uber Meets Costco" of fitness with members paying a monthly fee to access training sessions starting at under \$30.
- **Windigo Turbines LLC:** Windigo Turbines is developing the world's first modular and scalable wind turbine system for on-site renewable energy generation for businesses of any size.

Ticket Prices

- \$249 April 1 to April 24
- \$350 Day of the event

FIRST 200 ATTENDEES RECEIVE A COPY OF HARRY EDELSON'S NEW BOOK "POSITIVITY"



ANGEL VENTURE FAIR DAY ACTIVITIES

- 6:30 a.m. to 7:30 a.m. Setting up booth's in the Union League Ballroom
- 7:30 a.m. to 8:00 a.m. Attendees check-in
- 8:00 a.m. to 8:10 a.m. Welcoming attendees
- 8:10 a.m. to 9:00 a.m. All 34 companies make a one-minute presentation
- 9:30 a.m. to 12:30 p.m. Presentations by Non-University Companies
- 12:30 p.m. to 1:30 p.m. Lunch and David Freschman Award
- 1:30 p.m. to 2:15 p.m. Keynote Speaker
- 2:15 pm. to 3:00 p.m. All 34 companies make a one-minute presentation
- 3:00 p.m. to 4 p.m. Networking

INVESTOR BETWARE! HOW TO MAKE SURE YOU BET ON REAL WINNERS

Dr Louise Yochee Klein PsyD - Keiretsu Forum-Mid Atlantic Mentor
 Dr Merom Klein PhD - Keiretsu Forum-Mid Atlantic Due Diligence Head & Principals, PowerUP Growth Partners

"People, plan, product - in that order of importance." That's what Keiretsu Forum Mid Atlantic (K4-MA) CEO Dr Howard Lubert says investors should assess, to predict wealth-creation. Dr Lubert should know. He's not just one of the region's most successful innovation scouts. He began his career as a School Psychologist, predicting which students would profit most from special attention and programs.

Assessing "people" is harder than assessing products or plans. Research shows most of us make extraordinarily poor predictions about "people," even when we believe our gut feelings are right. Here are 6 things you can do to make better assessments, even if you don't ask business psychologists for a formal assessment.

1. Look beyond your halo bias. At AVF and K4, we pitch-scrub so entrepreneurs put their best foot forward. Just because they can WOW you in 12-18 minutes, that doesn't mean they can engineer, grow a business, or land a big customer. Despite our bias toward extroverts, research shows that introverts are actually far better performers as CEOs. Which requires us to look below the surface.

2. See if they make promises they can keep. Integrity. Accountability. Execution. These create more wealth than aspirational projections, aggressive timelines or hyper-optimistic regulatory pathways. Just last week, a DD team was wow'd by a CEO's rosy big projections and drive-hard personality. Some DD team members excused her oversights, every time a timeline was found to be 6 months too short or a profit projection was 2X too large. The entrepreneur said, "I'm transparent," but sounded exasperated and scaled back exaggerations only after the DD team asked the right questions. If you listen beyond the halo, this execution risk is higher than someone who under-promises and over-delivers.

3. Focus on track record and skill - not just credentials. The best predictor of future performance is past performance. It's great that an entrepreneur was VP Sales. But does that mean he knows how to get traction putting together a complex enterprise

- [Mid-Atlantic - Eurasia Business Council Funding Post](#)
- [Greater Philadelphia Senior Executive Group Investor Circle](#)
- [J.D. Brown Center for Entrepreneurship JumpStart New Jersey](#)
- [Montgomery County Economic Development Corporation](#)
- [National Association of Seed Venture Funds](#)
- [National University of Singapore](#)
- [New Jersey Business Incubation Network](#)
- [NextPlex PHL](#)
- [Open Access Philly](#)
- [Pennsylvania Angel Network](#)
- [Pennsylvania Biotech Association](#)
- [Philadelphia Startup Digest](#)
- [Philadelphia Israeli Chamber of Commerce](#)
- [Pennsylvania Small Business Development Centers](#)
- [Slice Communications](#)
- [Society of Physician Entrepreneurs](#)
- [Technology Forum of Delaware](#)
- [Temple's Fox School of Business Innovation and Entrepreneurship Institute](#)
- [The Society of Physician Entrepreneurs](#)
- [The Entrepreneurs Network](#)
- [The Center for Innovation, Creativity, and Entrepreneurship at Villanova University](#)
- [University City Science Center](#)
- [Venture F0rth](#)



[Join Our Mailing List!](#)

ANGEL VENTURE FAIR APPLICANTS WHO HAVE RAISED CAPITAL

- 4Virtu
- 20/20 Gene Systems
- 3000 BC Home
- About One
- Access American Education
- Agile Switch
- Applied Computational Technologies
- Axxun
- Complexa
- CreativeWorx
- Healthy Humans
- Health Q Associates
- Hydros
- Immunome
- Immunomix
- Indigobiosciences
- Medical Digital Developers
- MyMikeCrate
- MyChinoki
- nth Solutions
- Onevest
- Pango Shyyiny USA Personally Cool
- PiperWai
- Plurogen
- Powerlytics
- Qmagic
- ReThink Autism
- Seed Invest
- Streamlink Software
- Tera Discoveries
- UseIT
- Vascular Magnetics
- VitFit
- Workxpress
- Zagster
- Zipstitch

ACA Summit Brings 700 Angels to Philadelphia Join in the Fun at a Discount

Join the world's top angels at the 2016 ACA Summit in at the Pennsylvania Convention Center on May 9-11. The annual Angel Capital Association Summit on angel investing is the world's premier professional development event for angel investors.

The Summit brings together 700 plus investors to share best practices in angel investing - deal sourcing, terms,

Does that mean he knows how to get traction putting together a complex enterprise sale with an unproven disruptive technology and politically charged risk-averse customers? Or that he's been a farmer, administrator and order-taker? You don't know from the title alone. Want to see grit, resilience, agility, learning? These too are skills - if you ask for the evidence. Just because someone has skin in the game, that doesn't mean he can make the right plays.

4. Ask if they are really in it for the money. Research at MIT shows most entrepreneurs talk about money, but opt for power - control - autonomy - "being their own boss" rather than for partnerships and alliances that drive wealth-creation. Does the biz plan show this founder retaining the CEO role, when she is better suited to be CSO or a star account manager? Is dilution more important than wealth-creation? Do they put their security ahead of your shared risk?

5. See if they have the emotional intelligence and agility to create their own luck. In our first research on PowerUP psychology, we asked why some sales managers post good results in tough economies, while others ride the downturn until conditions get better. Our research corroborated what a UK professor found when he studied luck. Yes, there is a lucky personality. Yes, lucky personalities look at adversity and volatility differently from average Joes. They find a way to focus, pivot, mobilize and make things happen - that looks magical but is methodical, not magic.

6. Don't swim alone. None of us - even business psychologists who write about it - are immune from bias. That's why corporations ask selection committees to interview key hires. And it's why savvy angel investors join groups like Keiretsu Forum Mid Atlantic - because they know that you'll see what someone has missed, and they'll cover your blind spots on something else. Which allows you to make a better informed assessment of people and plan, not just the product. If you pay attention to the data.

ved those who were fortunate to make a lot of money had an obligation to use that money to improve the lives of those who weren't as smart or as lucky. Brenda loved being a venture capitalist, because it meant she could bring big ideas to market that positively affected society.

As she was winding down her career in venture capitalism, Brenda wanted to run a nonprofit. Unfortunately, she had a massive cerebral hemorrhage, and I have to believe it was because she was reading something that struck her as incredibly unfair to society.

Marc Kramer, a serial entrepreneur and president of Kramer Communications, is the author of five books. Contact him at marc@kramercommunications.com.

supporting portfolio companies, syndication, and top exits - and discuss the latest data and trends in startup investing and different industry sectors. The program brings content for any type of investor, from new angels to very experienced ones, and also includes 48 innovative companies to meet through a special Innovation Showcase.

Connect with a global network - top angels, accredited platforms, angel groups, and startup support leaders. Hear insights from keynote speaker Fabrice Grinda, Kay Koplovitz, Howard Morgan, and Mark Walsh.

ACA offers investors from the Philadelphia region a 25% discount off of the member and non-member registration rates as thanks for hosting the event. To take advantage of the discount, please use the code MNMPA while registering. All of the details are at www.2016acasummit.com.

THE ENTREPRENEURS NETWORK MEETING

Registration is open for the April 13 meeting of The Entrepreneurs Network at Overbrook Golf Club from 8 AM to 11 AM. Register today and put TEN in your April calendar so you don't miss out on one of the most acclaimed networking meetings in the region - of, by and for entrepreneurs and those who support entrepreneurship in the Delaware Valley and beyond.

One of the four 10-minute presentation slots is still open. Interested parties should send an executive summary to r.anthonys1@verizon.net.

To register, simply write "I will attend" in the subject line and email me at r.anthonys1@verizon.net. Your name will be entered on the registration list for the April 13 TEN meeting. Then send a check for \$35 to The Anthony Group, Inc., PO Box 378, Newtown Square, PA 19073.

As always, special thanks to our co-sponsors for their continued support. Please think of them when you need their expertise to solve a problem or leverage an opportunity.

Hope to see you April 13 at Overbrook.

PERMANENT FULL EXCLUSION OF GAINS FROM QUALIFIED SMALL BUSINESS STOCK

by WithumSmith+Brown, CPAs

The 2015 PATH Act included a number of beneficial tax provisions, including a permanent extension to exclude 100% of gains from the sale of certain qualified small business stock ("QSBS") acquired after September 27, 2010.

The new legislation also made permanent the exception from the alternative minimum tax ("AMT") for QSBS gains. Previously, taxpayers were required to include 7% of the excluded gain for AMT purposes.

WHAT IS QSBS / WHO QUALIFIES?

The exclusion applies to taxpayers other than corporations that are shareholders of qualified small businesses, and who have held such stock for more than 5 years. "Qualified small business stock" means stock in a domestic C Corporation originally issued after August 10, 1993, for which all of the following is satisfied:

1. The taxpayer must have acquired the stock at its original issue (i.e. not via secondary market).
2. The stock is acquired in exchange for money or "other property" (excluding stock), or as pay for services.
3. The aggregate assets of the corporation are \$50 million or less: at all times after 08/10/93; before the stock was issued; and immediately after the stock was issued.
4. During substantially the entire time the taxpayer held the stock, the corporation was a C corporation, and at least 80% of the value of its assets was used in the active conduct of a "qualified business."

Phorum 2016: The Essential Enterprise Technology Conference Does Your Company Have What it Takes?

Thursday, April 14, 2016 The Philadelphia Alliance for Capital and Technologies (PACT) is now accepting applications for the Phorum 2016 Demo Pit. This popular competition allows conference attendees to experience first-hand some of the most innovative technologies under development in the Greater Philadelphia region and watch them vie for "Phorum Best in Show," won last year by Tesorio.

If you are a startup in the Greater Philadelphia area whose product or solution is enabling companies to do more with their data, please click the "apply now" link below and complete the application process. Startups with established products and/or services in the following areas are encouraged to apply:

- Analytics (machine learning, natural language processing and predictive analytics)
- Information management
- Cloud technologies

Deadline to apply: March 1, 2016.

APPLY NOW

Businesses that are not "qualified" include, but not limited to: service businesses in the areas of health, finance, athletics; professional services such as law or accounting; banking, investing, and insurance companies; hospitality and travel businesses like hotels and restaurants; farming businesses; and businesses claiming depletion on the use of natural resources.

HOW IS THE EXCLUSION CLAIMED?

The exclusion is claimed in the year in which the QSBS is sold. Gains recognized by "flow-thru entities" may be excluded by the entity's partners, members, or shareholders.

In the year of the sale, the exclusion may not exceed the greater of \$10 million, or 10 times the original basis of the stock. The \$10 million must be reduced by QSBS gains from sales of the same corporation's stock in prior years.

Documentation may be required to evidence QSBS status. Moreover, there are exceptions, limitations, and exclusions to these rules to be aware of. Contact a member of the technology team if you feel you may be eligible for this terrific tax savings opportunity.

WithumSmith+Brown, CPAs

Withum has a long-standing reputation as a leading service provider to the Life Sciences industry. Our Firm works with many pharmaceutical, biotech and medical device companies, helping them navigate the business issues unique to their industry. Withum can offer a wealth of resources calibrated to your industry, offering the skilled assistance necessary to meet your business challenges head-on. Our integrated team of professionals is comprised of seasoned, well-known CPAs who are at the baseline of the pharma/biotech industry. Our Life Sciences Group members bring their collective knowledge and experience together to help you solve today's most pressing and complex issues, so that you can focus on the daily commitments of your business.

Taryn Bostjancic, CPA, CGMA, Partner
Life Science Practice Leader
Phone: 732-828-1614

THE BUSINESS OF DOING GOOD

The Business of Doing Good (TBDG) - is a non-profit program for middle school kids with the goal of instilling the courage and inspiration to make the world a better place. They are running summer programs in Boston, London, Philadelphia and Palo Alto (Stanford University) this year.

Each day of the program, the kids meet an inspiring entrepreneur who is working to make the world a better place and are taught business skills to create a business or project of their own.

Entrepreneurs are chosen based on the students interests and have included those who are working in health clinics in Sierra Leone, building houses to create a middle class in West Africa, starting a fashion line supported by an incubator lab in Boston, launching a national food truck line heavily promoted on social media, market research for a ground breaking new educational product, and a National Geographic photographer's studio.

Kids are working on creating a number of projects including an accessory line with proceeds to African Health Care, care baskets for sick kids, dance programs for the elderly, social media campaigns for happiness, apps for adopting pets and basketball/peer tutoring after school projects.

Kids learn leadership, entrepreneurial and innovation skills that will better prepare them to thrive in the global economy of their future. Throughout the year, TBDG kids are invited to workshops on advance business skills training, mentoring and learning from those who are changing the world as they work on their projects and are part of a community of support.

Registration and information at:

<http://www.thebusinessofdoinggood.com/>

Visit Fox Rothschild's Emerging Companies Insider blog for the latest on laws affecting startup and emerging growth companies and their investors.

AVF ALUMNI NEWS

Forbes 30 Under 30 Best Entrepreneurs featured three of our past university applicants-Danny Cabrera and Ricardo Solozarno from BioBots, and Dan Fine from Glass U.

Aradhya Malhotra of Skylless Games received the "genius" visa.

Two local women showed their scrappy side during the latest episode of ABC's Shark Tank. The founders of Philadelphia-based PiperWai pitted two Sharks against each other before securing a \$50,000 investment from Barbara Corcoran.

"We knew a number we didn't want to go above," said 27-year-old Jess Edelman, who created the all-natural creme deodorant company with partner Sarah Ribner, 26. "We weren't going to give up anymore than 25 percent."

Cynwyd, PA 19004

[SafeUnsubscribe™ brian@firstwavetechnologies.com](#)

[Forward email](#) | [Update Profile](#) | [About our service provider](#)

Sent by [angelventurefair@yahoo.com](#) in collaboration with



Try it free today