



**INNOVATION
PARK** of Tallahassee

16th Annual TechGrant Pitch Night

*Thursday, October 21, 2021
5:30-7:30 p.m., Zoom Webinar*

Sponsored by:



A MESSAGE FROM OUR EXECUTIVE DIRECTOR

Dear TechGrant Attendees,

Thank you for joining us for our second virtual TechGrant Pitch Night! We are grateful you are here to see our finalists pitch their companies' business commercialization plans and help us decide who will be awarded the grants this year. While the last two years have been challenging for everyone, we appreciate the efforts of all in our community to continue to support our early-stage companies.

We are fortunate to have two great research universities, a growing entrepreneurial ecosystem, and the invaluable resources Innovation Park offers. These assets, combined with our effort to support technology commercialization, leads to economic diversification through the creation of new technology companies and higher-paying jobs. We are already seeing this with previous TechGrant winners, and we look forward to seeing even more progress in the future.

Innovation Park is continuing to grow! We are nearing completion of the design phase for North Florida Innovation Labs – our new \$20-million 40,000-square-foot facility located on 3.5 acres in Innovation Park. It will be focused on helping hard-science, high-tech companies commercialize new technologies and create jobs, putting the Tallahassee region at the forefront of innovation. This new facility is expected to open in late 2023. We are actively recruiting companies for our current facilities while developing programs in collaboration with community partners to help educate and support entrepreneurs. The Park has more than 30 acres and 350,000 square feet of manufacturing, engineering, research, and business incubation space under development and opening in the next two years!

Innovation Park will continue to find ways to help foster economic development and an entrepreneurial spirit in our community through collaboration and strategic investments. Thank you again for being with us tonight and we look forward to seeing you again!

Warmest regards,
Ronald J. Miller, Jr., Executive Director



THE LEON COUNTY RESEARCH AND DEVELOPMENT AUTHORITY

The Leon County Research and Development Authority (LCRDA) oversees Innovation Park and works in highly valued partnerships with Florida State University, Florida A&M University, and Tallahassee Community College, as well as with government and private-sector representatives, to guide the park's growth and development. LCRDA is governed by a Board of Governors that includes appointees from Leon County, the City of Tallahassee, Florida State University, Florida A&M University, and Tallahassee Community College.

CURRENT BOARD OF GOVERNORS

Kevin Graham, Chair, Appointed by Leon County

Tom Allen, Vice Chair, Appointed by Leon County

David Ramsay, Treasurer, Appointed by Leon County

Kimberly Moore, Immediate Past Chair, Appointed by TCC

Keith Bowers, Governor*, Appointed by FAMU

Raymond E. Bye, Jr., PhD, Governor, Appointed by Leon County

Mayor John E. Dailey, Governor, Self-Appointed as Designee
for Mayor's Office

Brian Dasher, Governor, Appointed by Leon County

Kristin Dozier, Governor, Appointed by Leon County

Shawnta Friday-Stroud, PhD, Governor, Appointed by FAMU

Laurel Fulkerson, PhD, Governor*, Appointed by FSU

Eric Holmes, PhD, Governor, Appointed by FSU

Anne Longman, Governor, Appointed by Leon County

**Alternate Designee*

MEET OUR 2021 JUDGES

Josh Davis

Venture Partner, Prescient Consulting Group

Josh Davis began his career in the realm of public-health policy development. After working under key leaders of the State of Florida, Josh led the Process Improvement Unit for the \$27 billion Florida Medicaid division, filling a key role during the redesign and reorganization of the division to a managed-care model.

After returning to school to complete his MBA, Josh began his career in the private-equity space, focusing on evaluating complex businesses primarily in the technology and health-care fields. In his six years at Prescient, Josh has helped them to maintain a high standard of selection, having only taken equity positions in seven companies out of nearly 200 reviewed.

Josh and his wife are long-time residents of Tallahassee, spending as many weekends as they can exploring the outdoors with their two daughters.



Bill Hollimon

Bill Hollimon, PA

Bill Hollimon is a registered patent attorney and circuit civil mediator. His practice focuses on patents, trademarks, and copyrights. Bill also is an experienced litigator, and regularly appears in state and federal courts.

He is involved in administrative litigation at the state and federal levels. He is admitted to practice before all Florida State Courts, all Florida Federal District Courts, the U.S. Court of Claims, the U.S. Patent and Trademark Office, and the 11th Circuit Court of Appeal.

Bill has litigated patent, trademark, and copyright disputes, and has experience in other complex litigation, including class actions and proceedings before the Florida Public Service Commission.

He assists clients in cancellation and opposition proceedings before the Trademark Trial and Appeal Board, and in domain name disputes before ICANN. Bill provides legal advice and strategic-planning services to technology businesses throughout Florida, with a focus on helping entrepreneurs start and grow their businesses.



Bill Lickson

Director, North Florida Innovation Labs

Bill Lickson is Director of North Florida Innovation Labs for LCRDA/ Innovation Park. Bill is a seasoned entrepreneur, advisor, mentor, advertising, and media expert. He has served as mentor and advisor to numerous CEOs and businesses throughout his career. For the last decade, Bill has worked with startups based in Florida and other regions of the country, including Silicon Valley in the South San Francisco Bay Area.

Bill previously served as Executive Director at Domi Station, a nonprofit startup incubator, business accelerator and coworking office space. Bill also served as CEO of the highly successful social entrepreneurship startup, Autism Navigator. Bill served as Director of Interactive Strategy at the Zimmerman Agency, an Omnicom advertising agency and part of the TBWA Worldwide network. As a senior member of the agency strategy team, he also directed digital strategy for the largest, multi-billion-dollar retail agency in the Omnicom network. He worked directly and extensively with major domestic and international brands.

Bill is a past president of the American Advertising Federation and a graduate of Leadership Tallahassee Class X.

North Florida
**Innovation
Labs**



Abby Queale

CEO, MagCorp

Abby Queale is Chief Executive Officer of MagCorp, a technology development partner of the National High Magnetic Field Laboratory. She is a registered patent attorney and is published in both the legal and engineering fields.

Abby pursued her passion for innovation by earning bachelor's and master's degrees in Materials Science & Engineering at the University of Florida, but she found a home at the Florida State University College of Law where she earned her juris doctor degree in 2011.

After graduation, she stayed at FSU working in technology transfer as Associate General Counsel and Senior Licensing Manager where she had the honor of working with FSU's brilliant faculty and staff to bring their inventions and creative works to the marketplace. Bitten by the entrepreneurial bug, Abby left FSU in 2019 to lead MagCorp and established a new model for technology development partnerships between public and private sectors by successfully negotiating a partnership agreement with FSU in 2020.

Abby loves playing and watching sports. As a Disney Parks aficionado, when she's not at EPCOT, she's collecting Disneyana and helping her family and friends plan their Disney trips.

MAGTM
CORP



Melode Floyd Smelko

President & CEO, Altrua Global Solutions

Melode Floyd Smelko started working at Altrua – her parents' (Mike and Donna Kay Floyd), business – in 1990 to “try it out” for six months. Now, more than 30 years later, Melode serves Altrua Global Solutions as President and CEO.

Melode earned her bachelor's degree in marketing from Florida State University and her master's in business administration from the University of North Florida. She served as media and public relations representative for the Florida Seafood Industry and as a guest columnist for the *Florida Times Union* in the years before arriving at Altrua.

She has served on the board of the Ronald McDonald House and is co-founder of Altrua's Hometown Hero program, which honors veterans in the Tallahassee community. She is a current member of the McDonald's Women Operator Network, American Marketing Association and Committee of 99. Melode was named to the inaugural group of Seminole 100 for fastest-growing companies by FSU alumni. Altrua also was recognized in 2017 as one of the Top 5,000 fastest-growing companies in the U.S. by Inc. Magazine.

Melode enjoys spending time with her husband Skip, billfishing, swimming, the beach and her volunteer work. She and Skip have two grown daughters.

ALTRUA
GLOBAL SOLUTIONS



2021 EMCEE & PR COACHES

Emcee Larry Lynch

Thank you to Larry Lynch, our emcee for tonight's event! We couldn't do it without him. He brings warmth and humor to the evening.

PR Coaches

Each year, Innovation Park pairs up TechGrant finalists with some of the top public-relations professionals in our area. We randomly assign them a finalist and they offer PR coaching for our finalists. They help our finalists with their visual presentations as well as their pitches. Our finalists gain invaluable knowledge they can carry into the future, far beyond tonight's competition.

- **Kelly Robertson**, Bowstern Communications;
- **Dave Fiore**, Fiore Communications;
- **Jordan Jacobs**, The Moore Agency;
- **Rick Oppenheim**, RB Oppenheim Associates; and
- **Ron Sachs**, Sachs Media.



RB OPPENHEIM ASSOCIATES
PUBLIC RELATIONS | ADVERTISING | DIGITAL MARKETING



2021 TECHGRANT FINALISTS

BLUE OCEAN DISCOVER

6328 Pickney Hill Road, Tallahassee, FL 32312

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Product Description

Blue Ocean Discover's current project, the MagShark, aspires to revitalize early STEM education by making learning much more interactive, immersive, and collaborative using novel augmented reality (AR) technologies. Often, from an early age, kids are taught to fear challenging subjects such as those associated with STEM. Blue Ocean Discover aims to reverse this trend.

Market

The market we will address with MagShark are educators, schools, and students. Key market attributes of our target schools and teachers are receptivity toward novel learning technologies and collaborative learning, and a desire to see students excited to learn by "stepping into the shoes of" scientists, engineers, and other idea creators. These schools value not only STEM learning, but more prominently, the skills derived from this form of learning. These schools also view the joy of learning as an experience best shared among students. Locally, such schools include the School of Arts and Sciences (SAS), Tallahassee School of Math and Science, The Magnolia School, and Cornerstone Learning Community. For these schools, AR storyboard-driven learning really facilitates an experience attuned to the above-mentioned attributes.

Management Team

Lily Cordova, CEO and Cofounder

Zachary Mercer, CTO and Cofounder

Allison Coniglio, Creative Education Director and Cofounder

Matt Bolles, Lead Developer of MagShark, Consultant/ Cofounder of Blue Ocean Discover

Atila Sulker, CSO and Cofounder

Jeff Whalen, Company Evangelist, Advisor and Cofounder

GENETIC BIOCONTROLS

1515 Oldfield Drive, Tallahassee, FL, 32308

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Product Description

The aquaculture problem that will be addressed concerns suboptimal yields in commercial tilapia production that result from mixed-sex grow-out populations (comprising both male and female tilapia fish). In a mixed-sex tilapia population,

fish reach reproductive maturity before then reach a marketable size and begin to devote their energy to reproduction instead of growth. In contrast, tilapia populations that are all-male grow faster, larger, and result in as much as 50% greater yields. Tilapia are currently exposed to testosterone as a means of achieving all-male populations, which is undesirable with respect to consumers and the environment.

The product is a gene-edited tilapia fish that has been genetically engineered to produce only male fish in response to growth at an elevated water temperature. This All-Male Tilapia (AMT) product will allow high yields of commercial tilapia production without the use of hormone treatment.

Market

Global production of tilapia in 2020 was estimated at 6.4 million metric tons (MMT). Top producers of tilapia are China (1.78 MMT); Indonesia (1.12 MMT); and Egypt (0.88 MMT); with Bangladesh, Vietnam, and the Philippines representing other leading producers. China, the world's largest producer of tilapia, exports about 10% of its total tilapia production and is the principal supplier of tilapia (filets) to the U.S. market. The value of U.S. tilapia production in 2018 was \$39 million, with \$1.5 million coming from Florida. In 2018, the U.S. exported almost \$16 million USD worth of tilapia and other fish to Canada.

Management Team

John L. Teem, PhD, CEO/Founder



MANSER EDBROOKE TECHNOLOGY

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**MANSER
EDBROOKE
TECHNOLOGY**

Product Description

Our business helps bring five-axis CNC rapid prototyping to a wider market, broadening accessibility and finding a strong connection between metal machining and 3D printing systems. The product will allow for rapid metal manufacturing with a high degree of freedom and low tolerances to allow for added versatility of material, increased prototype quality and faster production times at a comparable cost to industry-leading 3D printers.

Market

Because Firebird is in a unique segment of the market, there are many potential applications and markets to consider. Since it is attempting to bridge a gap between 3D printing and CNC milling, both of their respective markets will be used to value Firebird. Both markets are large, multi-billion-dollar markets with great potential for growth and a high potential for disruption. Firebird will take the best that both rapid prototyping techniques have to offer and become a machine that does not currently exist on the market for either method.

Management Team

Patrick Manser, Cofounder

Charlie Edbrooke, Cofounder

MOYE CONSULTANTS

527 E. Park Ave., Tallahassee, FL 32301

850-445-1796

<https://moyeconsultantsrec.wixsite.com/moyeconsultants>

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MOYE CONSULTANTS

Product Description

Many energy-storage technologies balance energy, current (and, therefore, power), voltage, and size by simultaneously using the chemical reactions that characterize batteries and supercapacitors. Until recently, developers excessively prototyped because they did not understand how these new technologies balance electrical current and energy. This added development costs, which was a barrier to market entry.

Market

The worldwide lithium-ion battery market size is expected to grow from an estimated value of \$37.4 billion in 2018 to \$92.2 billion by 2024 . The market for supercapacitors is expected to grow at a compound annual growth rate of roughly 19.6% over the next five years and will reach \$4.9 billion in 2024, from \$1.7 billion in 2019. The use of innovative materials and improved design of Asymmetric Capacitors (AC) has the potential to bridge the gap between existing electrochemical capacitor and battery technologies, broadening the appeal of electrochemical capacitors and ACs in both existing and emerging energy-storage applications such as electric vehicles, tramways, high drain power portable tools, microgrids, and electronics. Every new model must be designed and OPTESTED. Every material improvement to a device also requires an OPTEST in a device. This model reduces OPTEST costs.

Management Team

Davis George Moye, Founder

JOMOWORKS

914 Railroad Ave., Tallahassee, FL 32310

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Product Description

The Fellows Syllabus Project connects research fellowship program participants (fellows) with college and K-12 faculty to provide instructional resources and materials for instructors and students.



Market

Each year, academic fellowship programs in education, public health, and other disciplines invest an estimated \$675 million dollars into research and support for fellowship research and community engagement projects. Little, if any of these resources directly benefit classroom education at University and K-12 levels.

Management Team

Brian Carey Sims, PhD, Project Lead

Camille Lewis, Project Manager

Kathirvel Kumararaja, Technology Developer