

PROJECT OPPORTUNITY



Project Opportunity 2021 Business Pitch Competition

Sponsored by Philip E and Carol R Ratcliffe Foundation

January 21, 2021

Meet Our Project Opportunity Team



Joe Girordano



Tiffany Davis



Brenda Dilts



Gary Slyman

Meet Our Business Pitch Coach and Subject Matter Expert

Patricia Newby, MBA
President, Strategic Business Partnerships

Strategic Business Partnerships is a business consulting and coaching company founded in 2012 by Patricia. Strategic Business Partnerships has worked with business owners to build infrastructure, develop leadership skills, improve profitability, secure funding, develop strategies and execute action plans to achieve their goals.

Patricia is a long-time supporter of Project Opportunity



Meet Your Judges



Carlene Cassidy

Chief Executive Officer at Philip E. & Carole R. Ratcliffe Foundation

Retired Professor of Business & Entrepreneurship with a demonstrated history of working in the higher education industry. Skilled in Grant Management, Non-profit Leadership, and Entrepreneurship Education, Mentoring, Coaching, Program Development, and New Venture Creation. Strong consulting professional with a MS focused in Information Systems & Telecommunications from The Johns Hopkins University.



Candace Pruett, DBA

Business Consultant

Candace Pruett is a business consultant at the Maryland Small Business Development Center, where she works with entrepreneurs who are looking to start or grow their business ventures. In addition, Candace is an adjunct professor at Anne Arundel Community College, where she teaches Introduction to Entrepreneurship. She has been awarded the SBDC State Star Award in 2017 recognized at the National ASBDC conference. She is also certified as a GrowthWheel Certified Business Advisor. Candace is an active participant in the Maryland Economic Development Association and a member of their Young Leaders Group. Candace received her Doctor of Business Administration from the University of Maryland Global Campus in 2020 with her dissertation topic about intergenerational mentoring to increase knowledge transfer through a multigenerational workforce. Candace received her Master of Business Administration from Salisbury University in May 2015. Her undergraduate degree is a Bachelor of Science in Management from Salisbury University.



Wynne Briscoe

Regional Director at Maryland Small Business Development Center, Southern Region

Wynne is a graduate of University of Maryland with a Bachelor's Degree in Criminology and Criminal Justice, Minor in Business and Concentration in Business Law. Wynne has over 30 years of entrepreneurship and business ownership experience to include retail, professional services, technology and manufacturing. Since 2001, Wynne has successfully consulted and advised thousands of entrepreneurs, businesses and non-profit organizations. She is known for her creativity and innovation in the development of new businesses by offering in-depth experience and assisting them from concept to profitability to exit strategy. Wynne has a passion to work with Young Entrepreneurs. She enjoys coaching and mentoring youth towards years of success, while helping them realize business ownership and self-employment as a viable career option. Wynne is establishing a young entrepreneurship mentoring program and summer camp for youth to start and thrive as successful business owners.



Tim Wilson

Manager, Builder Fund / Seed / MVF

Tim Wilson is a manager of TEDCO's Builder Fund, bringing his extensive background in business operations and private investments to the team. Prior to joining TEDCO, he was a valuation associate at RSM, working on an industry agnostic team with a focus on private equity and venture capital investments. Following his time at RSM, Tim worked at publicly traded multimedia company reporting to the CFO. While there, Tim rotated between all teams under the CFO including the company's internal innovation framework, FP&A, investor relations, corporate development (M&A), internal investment and Treasury functions.



Tiffany Davis. P.A., MSM

Washington Accounting Services Inc

Mrs. Davis has a wide range of experience within the accounting industry both within the for-profit and not-for-profit sectors. For over 12 years, Washington Accounting Services has been specializing in assisting business owners and individuals in financial matters ranging from tax preparation and budgeting to payroll and CFO services. This includes training and managing business accounting staff and entrepreneurs on internal controls, accounting software, records management, tax implications and general business planning. Washington Accounting Services Inc. currently serves over 1,684 clients and has a current retention rate of 88%.



Meet Today's Business Pitch Competitors



Vanessa Kadiri, KLEANLiness Services, LLC



Tiffany Daniel, CTLDomGroup, 501c3



Kristen Earp, Kristen Earp Coaching, LLC



Adrienne Somerville, TTSC, CEO & Co-Founder

Meet Project Opportunity Graduates







**PROJECT
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**Business Pitch
&
Graduation Ceremony**

Charlotte Hall Veterans Home
November 21, 2016
6:30-8:30 PM

Sponsored By:

  **RMC**
Rural Maryland Council

























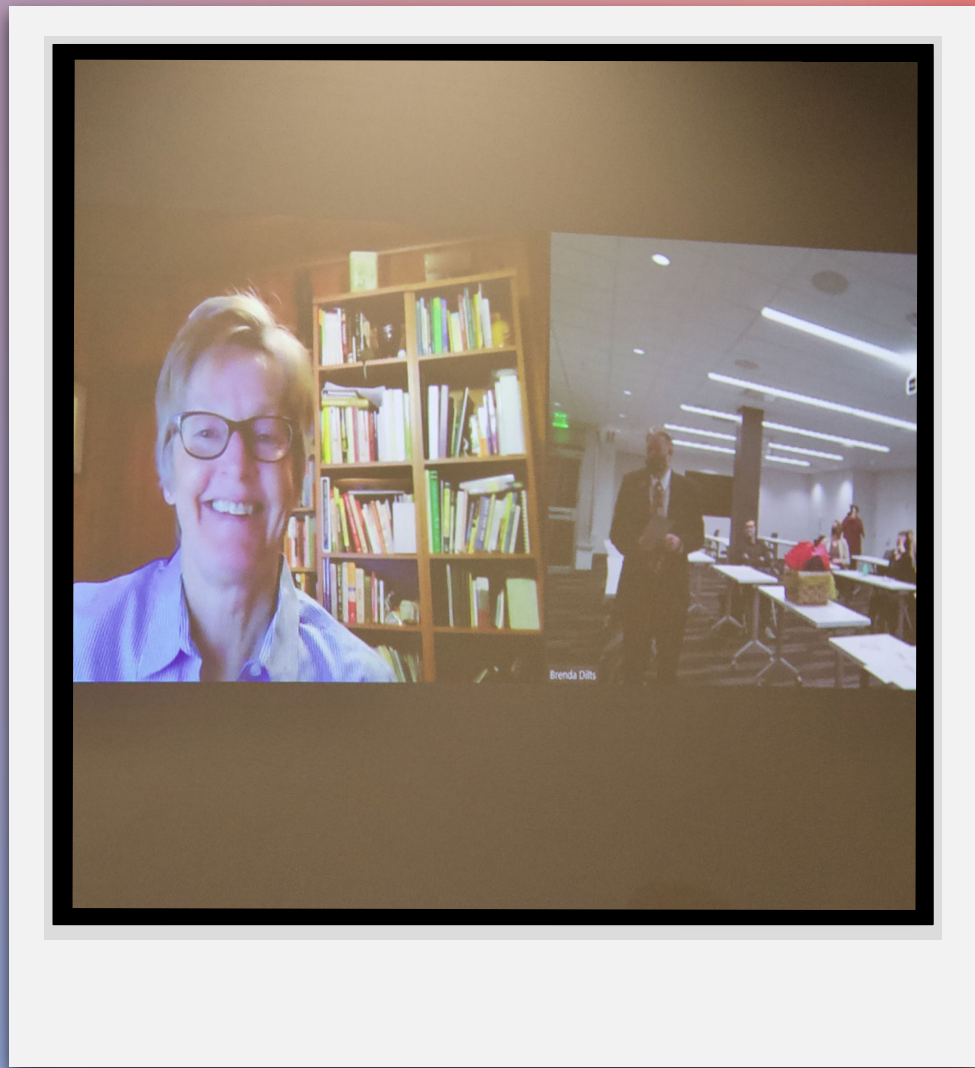
<h2>GRADUATES</h2> <p>Lisa Bailey Caribbean Restaurant</p> <p>Michael Derricote Refrigeration Truck Repair</p> <p>Terry Douglas Attorney- Elder Care Planning</p> <p>Robert Goldinger Vape Tip Design and Manufacturing</p> <p>Kenneth Little Limousine and Group Transportation Service</p> <p>Charles Robinson Youth Outreach Center</p> <p>Kenneth Sloan Home Improvement</p> <p>Jessica G. Tabbert Event and Marketing Management</p> <p>David Tesheira Day Care Center</p> <p>Murradine Williams Catering</p> <p>Robert Worthington Hoops for Kids Basketball Camps and Programs</p>	<h2>PROGRAM</h2> <p>6:30 - 6:35 Opening Remarks by Joe Giordano, Founder of Project Opportunity</p> <p>6:35 - 6:40 Welcome to Anne Arundel Community College Arnold Campus by Karen Cook J.D., Dean for the School of Business and Law</p> <p>6:40 - 6:45 Remarks by Kirkland J. Murray, President & CEO of AAWDC</p> <p>6:45 - 7:00 Keynote Speaker Secretary George W. Owings III, Maryland Secretary of Veterans Affairs</p> <p>7:00 - 7:45 Summarized Business Plan Presentations by Program Participants</p> <p> Issuance of Course Completion Certificates</p> <p>7:50 - 8:00 Closing Remarks - Brenda Dilts, Project Opportunity Instructor</p> <p>8:00 - 9:00 Social Networking and Refreshments</p> <h2>SPECIAL THANKS TO...</h2> <p>Anne Arundel Community College for donating the classroom space and other services needed to host the training.</p> <p>Mission BBQ for sponsoring the graduation ceremony.</p>
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Business Pitch & Graduation Ceremony

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THANK YOU