



WHAT'S SUEP?

Strategic Partnership

- **Virginia Military Academy
Innovation Programing**
- **The Advancement Foundation**
- **Private, State and Local Resources
& Businesses**



THE ADVANCEMENT FOUNDATION

Engineering Opportunity

The Advancement Foundation (TAF), a nonprofit founded in 2007 works in concert with economic and community development organizations to:

- Execute key strategies that provide infrastructure, support, and resources
- Unify activities for small business development, increase support, and leverage resources to provide measurable impact on small business development and innovation
- Provide both locality specific and cross-regional initiatives as a trusted community partner with economic development offices, chambers, Main Street organizations, Virginia Tourism, DHCD, Small Business Development Centers, SBA, USDA, and Universities.
- Impact measurable growth through a combination of support services focused on coordinating financial resources, training, community engagement, mentoring, and cluster based initiatives

5 WEEKS, 10 TOPICS

01 Orientation

Value Proposition **06**

02 Business Plan Development

Operations **07**

03 Structure and Compliance

Branding & Marketing **08**

04 Customer Discovery

Advertising & Retention **09**

05 Financial Planning

The Art of the Pitch **10**

Contributing Partners



Featured Speakers



Mentors

Cameron Nelson, Tenzing StartUp

Matthew McKeown, SCORE

Rob Spicer, 21 Software & TriSept Corp.

Charles Whiting, SCORE

Doug Farrington, ADAR Technologies

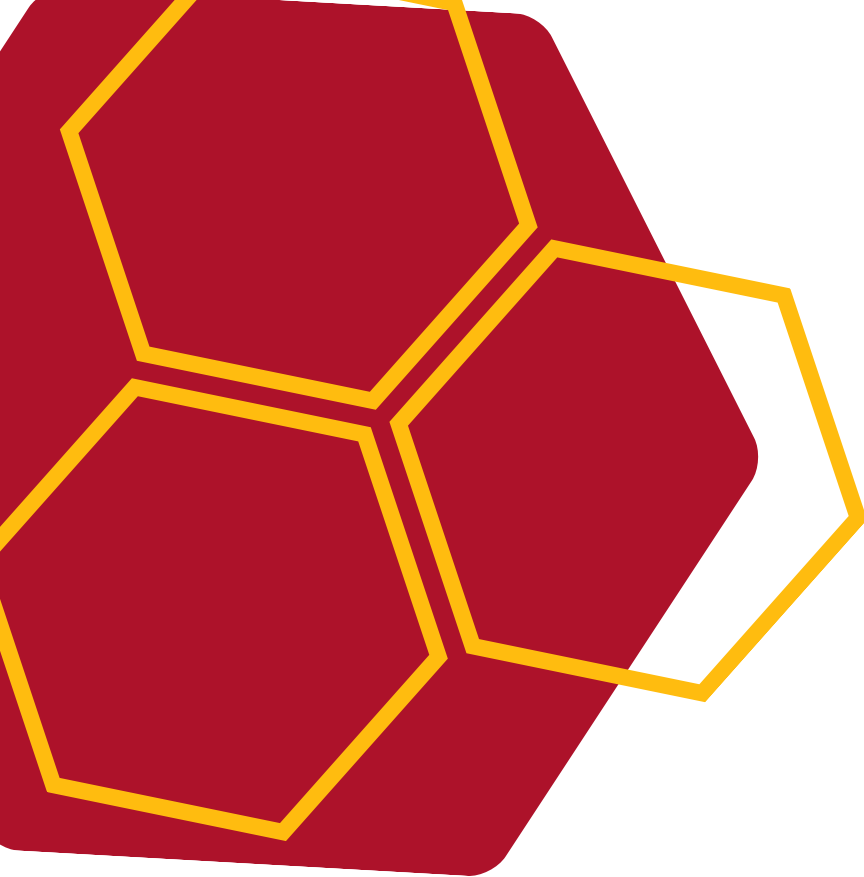
Jim Martin, SCORE

David Wall, Wall Construction

Kimberly Eakin, Cortex Leadership Consulting

Steve Wachnowsky, SCORE

Mike Lennon, Purple Heart Homes & Hibernico



Bronze Awards

In Alphabetical Order
Award Packages

Valued at \$150

**One Year Student Membership to the Virginia Innovation
Accelerator**

GAUNTLET Plaque & Mug

**Copy of *Start with Why: How Great Leaders Inspire Everyone to
Take Action***



Listed in alphabetical order:

Iuri Amaral: Bricks 4 You

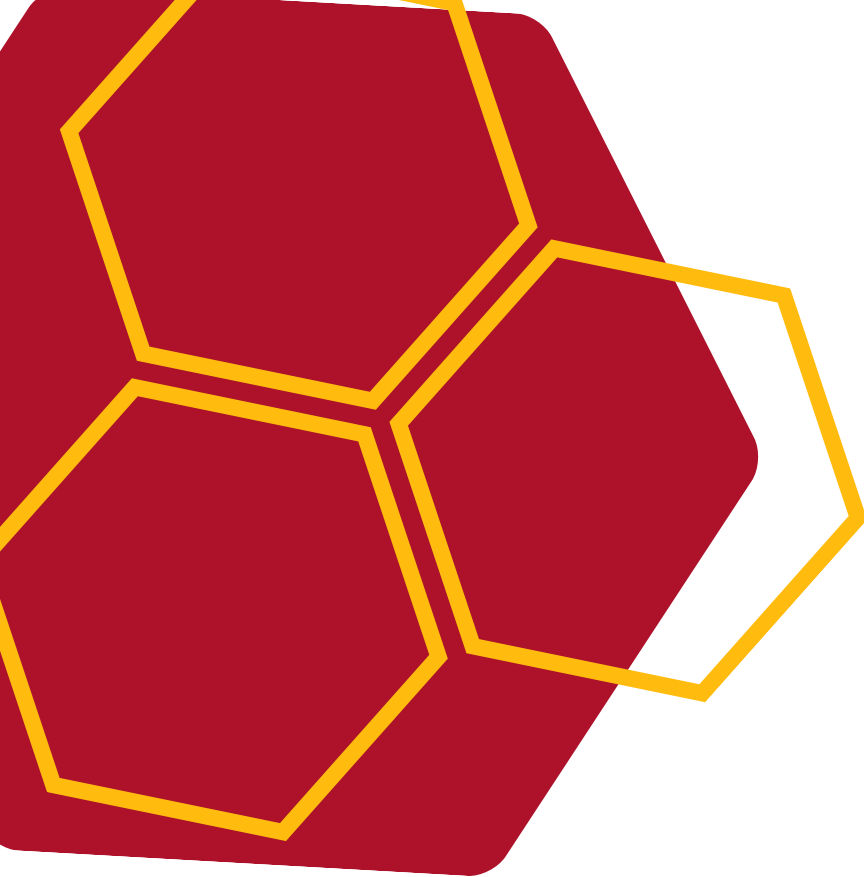
To provide a personalized customization service of Lego bricks, differentiating ourselves from other companies by working with each one of our customers on the individual level.

Ahmad Hasanka: GearUP Garage

Our goal at GearUP Garage is to provide honest, high-quality auto service while building strong, lasting relationships within our community.

Thomas Petzold: Vanguard Comics

Vanguard Comics will be a place for those with interest in comics can meet together and find others with shared interest, thereby giving them a place to form a community.



Silver Awards

In Alphabetical Order

Award Packages

Valued at \$250

**Each will receive One Hour of Consulting based on current
business development need**

**One Year Student Membership to the Virginia Innovation
Accelerator**

GAUNTLET Plaque & Mug

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Listed in alphabetical order:

Colby Evans: Safe Step Systems

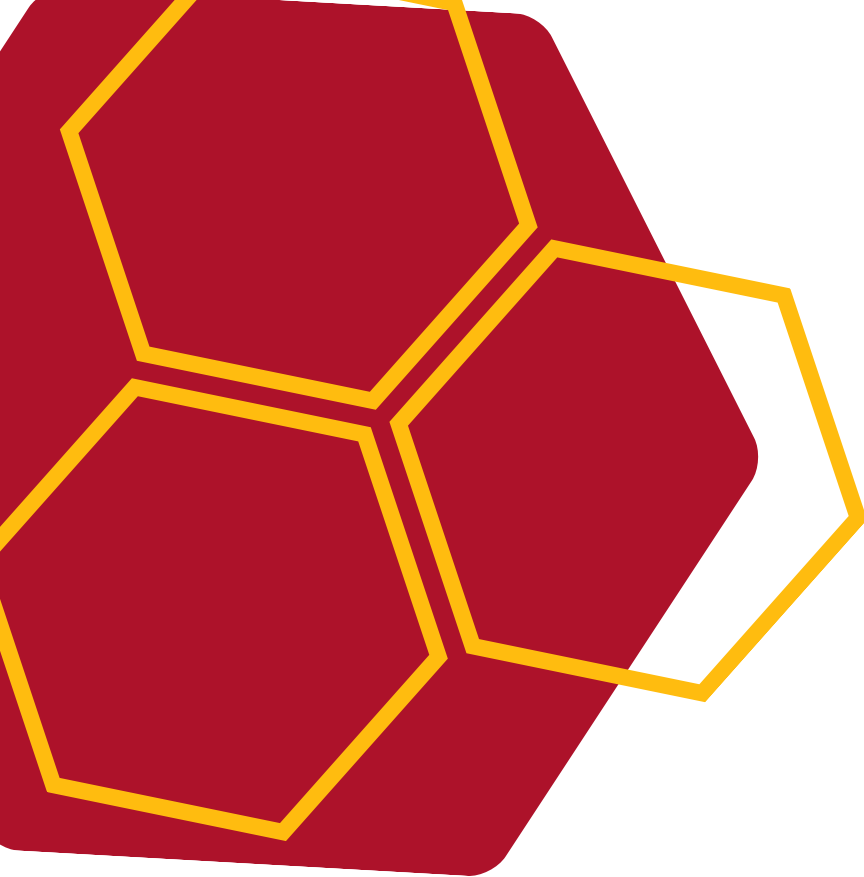
Our company is dedicated to enhancing pedestrian safety by designing and providing affordable crosswalk aiding devices that help reduce accidents and save lives.

Isaiah Glover: MGCH Holdings

We acquire and modernize franchises in finance, IT, CRM, and B2B marketing—built on centralized systems, predictive tech, and a commitment to helping independent business owners exit their life's work with dignity.

Connor Roche: RPL

We help life sciences companies and medical institutions transport and store critical materials with speed, care, and flexibility—delivering reliable, customized logistics solutions that adapt to their changing needs.



Gold Awards

In Winning Order

Award Packages

Each will receive a Cash Award

**Each will receive One Hour of Consulting based on current
business development need**

**One Year Student Membership to the Virginia Innovation
Accelerator**

GAUNTLET Plaque & Mug

**Copy of *Start with Why: How Great Leaders Inspire Everyone to
Take Action***



Third Place

Michael Henriksen: Heartland Habitat Solutions

We turn people's land into their dream properties by working with landowners to deliver personalized, conservation-focused, and value-enhancing land development services.

Valued at \$375

Second Place

Bryce Burnette: Exponential Solutions

Exponential Solutions exists to support dreamers; people who have taken the bold step of starting something they believe in. My mission is to give them the knowledge, systems, and support to make the impact they envisioned when they first opened their doors.

Valued at \$400

Rye Jackson: Valencia Cafe & Ice Cream



Valued at \$500

Valencia Café & Ice Cream was inspired by long, sunny afternoons I spent with my family at the beach, always wishing there were easier ways to cool off without leaving the shoreline. Our mission is simple: serve high-quality refreshments, quickly and beautifully, to families, couples, and tourists soaking up the Florida sun. This business is more than a cart—it's my commitment to service, discipline, and entrepreneurial excellence rooted in community values.



THE
ADVANCEMENT
FOUNDATION

A sincere thank you To VMI, our
Contributing Partners, Featured
Speakers, Mentors and Student
Entrepreneurs!

**PLEASE JOIN US FOR BREAKFAST
ACROSS THE HALL, ROOM 163**

