



Tampa Bay

# 2022 Annual Report

TIE Tampa Bay

Established 2012

# Welcome to our Annual Report



Fellow Charter Members, Friends & Supporters,

We hope you enjoy our First Annual Report!

This was a transformational 10 Year Anniversary for TIE Tampa Bay, one that couldn't have happened without the foundation of Charter Members and supporters who worked tirelessly our first 10 years. Charter Members are the Heart & Soul of the organization who are passionate about being a champion for the next generation of entrepreneurs.

Special thanks to our incredible sponsors who provide the fuel to our programs and events and to our community partners who together are lifting up our ecosystem to national recognition.

We believe the seeds planted this year will help propel us for another 10 years of supporting the next generation of entrepreneurs.

In TIE Pride,  
Mona & Rich



Mona Patel  
Executive Director



Richard Heruska  
President

# TIE Tampa Bay 2022 Sponsors



# TIE Tampa Bay 2022 Charter Members



ANDREW ADAMS  
VIMAL AGARWAL  
JAIMIN AMIN  
SUHAS APTE  
SAXON BAUM  
SARAVANA PAT BHAVA  
TONY BROWN  
SURESH CHAPPIDI  
KATHY CHIU  
MICHAEL CROSS  
MATT DIETER  
SHIVAN DURBAL  
PHILLIP FAYNE  
SHEAN FERRELL  
GARY FLOWERS  
ALLY GANNON  
JOE HAMILTON  
SARA HAND  
SAYA HEATHCO  
RICH HERUSKA  
KUNAL JAIN  
SEEMA JAIN  
TRAVIS JENNINGS

KEITH JOHNSON  
CHRIS KAMBHAMPATI  
ASHOK KARTHAM  
ADITYA KULKARNI  
IMANI LEE  
KAREN MATHURA  
VALERIE MCDEVITT  
GOVA MURALIDHAR  
SHANE NEEDHAM  
DIPAK PAREKH  
AAKASH PATEL  
ANAND PATEL  
HARESH PATEL  
HARESH PATEL  
JITEN PATEL  
DR. KIRAN PATEL  
MINESH PATEL  
MONA PATEL  
SANDIP PATEL  
SHILEN PATEL  
VATSAL PATEL  
RONALD POLLACK  
KEN POMELLA

DONOVAN PYLE  
PRASHANTH RAJENDRAN  
RAMESH SALIGAME  
AJIT SAPRE  
RAVI SEEPERSAD  
SARU SESHADRI  
SATYA SHAW  
SUNIL SINGHAL  
VIBHA SHEVADE  
RAHUL SHUKLA  
KANNAN SREEDHAR  
HARI THOTA  
KARTHIK VISWANATHAN  
JENNIFER WHELIHAN  
SCOTT WINSTON  
PARTHIVE ZAVERI

**When you join TIE Tampa Bay, you're  
part of a global network and mission to  
foster entrepreneurship »**



# 2022 Staff & Board Members



## Team



Mona Patel  
Executive Director



Malia Serrette  
Marketing &  
Operations



Zoe Schonmann  
TIE Youth  
Coordinator

## Board of Directors



Dr. Kiran Patel  
Chairman Emeritus



Rich Heruska  
President



Karthik Viswanathan  
Immediate Past  
President



Suhas Apte  
Past President



Seema Jain  
Treasurer



Sara Hand  
TIECON Chair



Travis Jennings  
President-Elect



Kannan Sreedhar  
TIEFAN Co-Chair



Valerie McDevitt  
Board Member



Sunil Singhal  
TIE U Co-Chair

# About TIE Tampa Bay

TIE Global is the world's largest nonprofit organization for entrepreneurs, with 57 chapters across 14 countries and 15,000+ members. TIE's global mission is to foster entrepreneurship through mentoring, networking, education, funding and incubation. Tampa Bay has one of the fastest growing chapters of TIE Global, working with our ecosystem partners and global network to advance the practice of entrepreneurship in Tampa Bay and around the world.

## Our Chapter

We champion and invest in **the next generation** of entrepreneurship.

Inspired by the grit and long-term vision of our founders, we are a service organization dedicated to the next generation of entrepreneurship—one that is more multicultural, more female, and more global. It understands that technology is at the center of innovation and evolution. And it means investing in young people and young ideas. Our members strive to educate, develop and inspire the community and each other, and to advance the practice of entrepreneurship in Tampa Bay and around the world.

## Our Focus



### Access

Every entrepreneur should have the same opportunities, regardless of age, race, gender or background. So we elevate underrepresented entrepreneurs with the education and access to succeed.



### Investment

Investing in early stage companies is essential to the health and wealth of the community. So we connect rising entrepreneurs and accredited investors through funding and mentorship programs.



### Engagement

An entrepreneur's journey never ends, and their success is limitless. So we provide continued engagement and global connections to celebrate and advance their success.

## Our Roots

TIE was founded in 1992 by Silicon Valley entrepreneurs who immigrated from the Indus region of South Asia. TIE's origins as "The Indus Entrepreneur" formed the foundation of a community built on the vision and values of its Indian-American pioneers. Since its founding, TIE has evolved to include people of all backgrounds as a truly diverse, global network and advocate for inclusion.

## Our Values



### Collectivism

Sharing resources and working for the collective good of the community.



### Hospitality

Approaching relationships with a service mindset and committing to helping others.



### Education

Continually investing in mentorship and scholarship and celebrating achievement.

**World's Largest Non Profit  
For Entrepreneurs**



**14**

**COUNTRIES**

**57**

**CHAPTERS**

**3,000+**

**CHARTER MEMBERS**

**15,000+**

**MEMBERS**

# 2022 Year In Review



## A Year of Transformation

**First Full Time Executive Director**.....Mona Patel

**New Home**.....Embarc Collective

**Refreshed Brand & Message**...Thanks to Coconspirator

**New Website**....Tietampabay.com

**A New Venue for TIECON**... Downtown Tampa Bay

**A New Board Elections Process**...Congrats to New Board



## A Year of Growth

**250% Growth** in New Sponsors with 15

**85% Growth** in Charter Membership with 60+

**60% Growth** in LinkedIn Followers with over 800+

**238% Growth** in TIECON VIP Attendance with 155

**72% Growth** in TIECON Attendance with 320

**42% Increase** in TIECON Net Promoter score with 87

## A Year of Partnership

Became a Member of **Embarc Collective**

New Media Partnership with **Tampa Bay Business & Wealth**

Sponsor of **Junior Achievement's** New Entrepreneurship Hub

Partnered with **Florida Funders** on an Event

New Seat on **Synapse** Impact Board

Merged High School Program with **Next Gen Tech 360**

New Partnership with **C.E.O.**

**University of Florida** Joined our TIE U Program





# New Member of Embarc Collective, Tampa Bay's Innovation Hub (where we also call Home)

We became members of Embarc Collective in August of 2021 which perfectly coincided with Mona Patel's start as Executive Director.

Embarc Collective has been a tremendous supporter and partner. From executive advisor support to amazing events, we love being a part of a community that has 125+ members.

Special thanks to Lakshmi Shenoy, Allie Felix, Dan Holihan, Evan Erickson, and Michael Sachs for all they have done for us.



# Hosted Chief Financial Regulator Of Florida

We hosted a conversation on Funding Florida's Growth that featured Russell C. Weigel, III, the Chief Financial Regulator of the State of Florida. Moderated by our very own Charter Member Joe Hamilton, the conversation included two other charter members, Kathy Chiu and Shilen Patel, and also a Community Friend and Supporter in Allie Felix from Embarc Collective.

This was our first event at Embarc Collective and our first in person event since the start of Covid. Special thanks to Sara Hand for bringing this opportunity to TIE and for her efforts in helping organize the event.

See [highlight reel of the event here](#) and [full length video here](#). Special thanks to Charter Member and Sponsor, Imani Lee, for capturing this incredible event on video. [Read media coverage by St. Pete Catalyst here](#).

## FUNDING FLORIDA'S GROWTH

An animated discussion on opportunities to increase access to capital for growing Florida businesses and the potential of new legislation

August 12, 2021 • 5:30 PM  
At Embarc Collective



Featuring



Russell C. Weigel, III  
Chief Financial Regulator  
State of Florida

Moderated by



Joe Hamilton  
Head of Network  
Catalyst Metacities



Kathy Chiu  
Managing Partner  
Deepwork Capital



Shilen Patel  
Founder & CEO  
HealthAxis



Allie Felix  
VP of Platform  
Embarc Collective



# TBBW + Synapse Event During Tampa Bay Innovation Week

TIE Tampa Bay was a proud presenting sponsor of Tampa Bay Business and Wealth's CEO Connect featuring Shilen Patel at the J.C. Newman Cigar Co., in Tampa. The sold-out event was held as a part of Synapse's Tampa Bay Innovation Week and featured a live interview with Shilen.

Shilen was the cover story of the February Magazine and the [full article can be found here](#).



# Proud Sponsor of Junior Achievement's New Entrepreneurship Hub

TIE Tampa Bay is honored to be one of two Entrepreneur Support Organizations sponsoring the new Junior Achievement of Tampa Bay Entrepreneurship Hub. We are grateful to be a part of this with our friends at the Tampa Bay Wave. We were included in the Ribbon Cutting on January 25th with community leaders.

Special thanks to Travis Jennings for making this happen and who is also one of the Tampa Bay Entrepreneurs featured on the Wall.



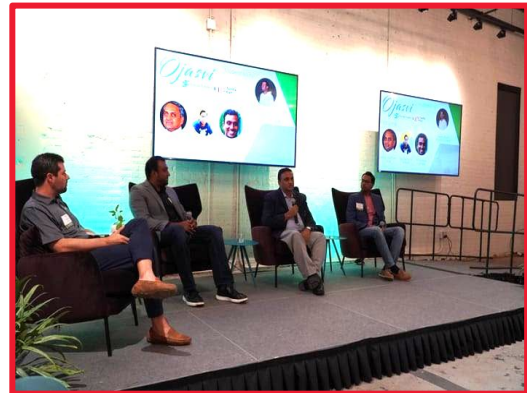


# Co-Hosted Event with Florida's Most Active VC Firm

We deepened our relationship and partnership with Florida Funders and co-hosted, Ojasvi, an event at Embarc Collective. In Hindi, "ojasvi" means "brave." We are inspired every day by the brave entrepreneurs starting and building the next generation of great tech companies like those featured at the event. Special thanks to Charter Member, Saxon Baum, and the Florida Funder's team for helping put on an inspiring event.

The Event featured remarks from Florida Funder's Managing Partner, Tom Wallace, and Charter Member, Shilen Patel.

Saxon moderated a panel of successful Indus entrepreneurs from early stage to serial exits. The panel featured Charter Member & Sponsor, Ashok Kartham, Associate Member Sat Ramphal with Maya AI, and Miraj Patel with Harness.



# TIECON VIP Event Ten Year Anniversary



Over 160 Charter Members, Global Leaders, and Community Partners celebrated a special 10 Year Anniversary TIECON VIP Event.

Special thanks to Saru Seshadri with Constellation4 for sponsoring the event and to Aakash Patel with Elevate helping us secure the perfect event venue in the Tampa Club.

We were honored to have in attendance the Global Executive Director, Vijay Menon, joined by Global Trustees Dharti Desai, Sundi Natarajan, Shankar Ram, and 2021 Global Chairman, Praveen Tailam. Charter Members from Atlanta, Boston, DC, New York, and SoCal also celebrated with us.







## TIECON VIP Dinner 2022





## Theme | LEGACY: The Next Generation is Now

This year's TIECON marked our 10th Anniversary, a chance to celebrate all we've built, and lay the groundwork for our future. TIE has always been committed to the cycle of today's entrepreneurs shaping tomorrow's innovation. And this year's TIECON honored that legacy, and highlighted the power and diversity of the next generation. Thank you to TIECON Chair, Sara Hand, for her leadership and vision. [Click here for a TIECON Highlight Video](#) produced by Charter Member, Imani Lee.

## TIETAN Award Winners



Angel Investor of the Year: **Mitchel Laskey**

Community Champion of the Year: **Ashok and Kavita Bagdy**

Social Entrepreneur of the Year: **Faye Steinhauser**

Startup of the Year: **Peerfit/Ed Buckley, PhD**

Super Entrepreneur of the Year: **Arnie Bellini**

## Keynote Address

Our Keynote featured the first of its kind conversation by one of the world's most successful and philanthropic families. Charter Members Dr. Kiran Patel and Shilen Patel were joined by Dr. Sheetal Patel for an inspiring conversation moderated by Charter Member Joe Hamilton. Charter Member and Sponsor, Rahul Shukla, gave a heartfelt introduction of the Patels. A highlight of the conversation was Dr. K being brought to tears when he spoke about their philanthropic work including the gift of helping people see for the first time as shown in [this short video](#). [Read article from St Pete Catalyst covering keynote here.](#)

## TIECON is an International TIE Tradition

Over 100,000 people a year attend TIECON's hosted by chapters across the world. By connecting each community to leading entrepreneurs, thought leaders and investors, TIECON is an annual celebration and showcase of TIE's mission and vision.

# TIECON 2022 AGENDA



## LEGACY: The Next Generation is Now

### TIECON 2022 AGENDA

September 8, 2022  
Tampa River Center

**8:00 AM:** Arrival and Registration

**9:00 AM:** Opening Remarks with Mona Patel and National Anthems with Sahana Saravan



**9:30 AM:** A New Charter for Disrupting Education—How the Next Generation Will Learn with Ashok Bagdy & Kavita Jain, moderated by Jennifer Whelihan



**10:00 AM:** KEYNOTE: The Next Gen and The Next Ten with Dr. Kiran Patel, Dr. Sheetal Patel, and Shilen Patel, moderated by Joe Hamilton

**11:15 AM:** BREAK



**11:30 AM:** How to Raise Capital in a Tight Market with Ed Buckley, Mitchel Laskey, and TIE Global Trustee Shankar Ram, moderated by Kathy Chiu

**12:30 PM:** LUNCH



**1:30 PM:** The Brand is You with TIE Global Trustee Dharti Desai



**2:15 PM:** Project Prosper—Financial Literacy is Far More than Balancing a Checkbook with Faye Steinhauser, moderated by Sara Hand

**2:45 PM:** BREAK



**3:15 PM:** The Power of a Global Network in a Global Ecosystem with 2021 TIE Global Trustee Chair Praveen Tailam and Kimba Williams, moderated by Lauren Prager

**4:00 PM:** COCKTAIL RECEPTION sponsored by TIE Tampa Bay Angel Fund



# TIECON 10



## The future of entrepreneurship is in Tampa Bay

Thank you for joining us.

This year marks our **10th Anniversary**, a chance to celebrate all we've built and lay the groundwork for our future. TIE has always been committed to the cycle of today's entrepreneurs shaping tomorrow's innovation. And this year's **TIECON** will honor that legacy and highlight the power and diversity of the next generation.

TIE Global is the world's largest nonprofit organization for entrepreneurs, with **61 chapters across 14 countries and 15,000+ members**. Over 100,000 people a year attend TIECON's hosted by chapters worldwide.







# TIECON 2022

[Click here for full gallery](#)





## About TIE University

Each year, idea stage and early stage collegiate start-ups are invited to participate in our TIE University competition. Mentors and workshops prepare each team to pitch to a jury of investors and entrepreneurs, who select one team to represent Tampa Bay at the Global finals.

## Tampa Bay 2022 Finalists



1st Place: **Abilitare–University of Florida**

2nd Place: **Aiden's Friends–University of South Florida**

3rd Place: **BAINTEC–University of South Florida**

After years of hosting virtually, we were able to host the local Finalist competition at Embarc Collective. Special thank you to judges Lakshmi Shenoy, Kathy Chiu, and Adam Baals and to Emcee Sat Ramphal.

No Flood Florida, Our Winning Local Team from USF in 2021 was a top 25 Global Semi-Finalist out of 500 Companies.

## Global Impact

In total, 1,380 Teams and 3,471 students competed Globally for a \$50k cash prize and over \$1.5M of in-kind awards and global visibility. For more information on the Global TIE University program, [click here](#).



## Honored as Best TIEU Chapter at the TiE Global Summit

This was the first ever Global Award won by our chapter and special thanks to Co-Chairs, Suhas Apte, Sunil Singhal, and Mark Lloyd for their leadership.

Thank you to founding President, Kunal Jain, who attended the TiE Global Summit in Dubai and accepted the award on the chapter's behalf.



AWARD FOR



*Presented to*

**TiE Tampa**

in recognition of  
its exemplary  
contribution to  
fostering college  
entrepreneurship  
as part of the  
TiE University  
ecosystem

December 2021



## TIE Tampa Bay & TIE Oregon Team Up

TIE Tampa Bay partnered with the TIE Oregon chapter for the 2021-2022 season to collaborate virtual instruction and for students to get a little taste of the global collaboration TIE offers. Students from the Tampa Bay area teamed up with students from Oregon to develop a business plan and compete for the 2022 TIE Young Entrepreneur's program finals.

## About TIEYouth

Our high school youth program provides hands-on education, mentorship and networking that turn campus ideas into viable businesses. By connecting student-run startups to TIE members and ecosystem partners through hackathons, bootcamps and workshops, we help accelerate success. October to November, instructors lead students through creative business development workshops, using design thinking, rapid prototyping, lean canvas and more. January to March, participants work in teams to apply classroom skills to business ventures and compete in a local pitch competition. At the end of the program, the winning team moves on to a Global competition with direct mentorship and training from seasoned entrepreneurs.

## Global Impact

Over 15,000 students in 25+ Chapters across the world have graduated TIE High School programs. When we give young minds a long runway and safe space to take risks, we make our community and future stronger. TIE's youth programs help foster innovation and invention at the middle and high school levels, exposing students to the rewards and challenges of entrepreneurship.

## Tampa Bay 2022 Finalists

Finalists from The Dr. Kiran C. Patel High School in Hillsborough County presented virtually for the 2021-2022 TIEYouth High School Program 2-day final pitch competition with High School chapters finalists from all over the world.

## TIE Tampa Bay & NGT 360 Join Forces

TIE Tampa Bay joins forces with Next Gen Tech 360 for the 2022-2023 season to collaborate mentors, instruction, and opportunity for students in Pinellas and Hillsborough County. Finalists from the program are sponsored by the chapter and sent to San Diego in June of 2023 to compete with chapters from around the globe.

***"Through this program I have enjoyed learning about how to make a business plan and idea into a reality"***

-Radhika Rangwala TIEYouth 2022 Finalist



# CM's Invested \$100k in Women & Minority Owned Companies

## Companies Receiving Investment



KUSHAE



TIE Access, a program hosted annually by TIE Atlanta, partnered with TIE Tampa Bay and TIE Carolinas to invest over \$400,000 in Women & Minority Startups in 2021 & 2022. \$100,000+ was invested directly by Tampa Bay Charter Members. Kushae represented TIE Tampa Bay and TIE Atlanta in Dubai at the Women's Final Competition and went on to raise over \$1M. [Read media coverage from St. Pete Catalyst here.](#)

## Charter Members Who Invested

Suhas Apte, Pat Bhava, Gary Flowers, Ashok Kartham, Anand Patel, Haresh Patel, Shilen Patel, Vatsal Patel, Saru Seshadri, Karthik Viswanathan



Kimba Williams, Founder of Kushae, with Suhas Apte, Past President and Charter Member

## GLOBAL PITCH COMPETITION 2022

### TiE Tampa

#### WINNER

\*\*\*\*\*



**ARINA ANAPOLSKAYA**

*Co-Founder & COO  
Radious*

#### RUNNERS UP

\*\*\*\*\*



**EMILIA HERMAN**

**CEO**  
*SEED Classroom*



**STEPH TULLEY**

**CEO**  
*Actuology*



**tiewomen.org**



**DEC. 12 – 13,  
2022**



**HICC Novotel,  
Hyderabad**



# History of TIE Tampa Bay



Founding President  
Kunal Jain recognized  
at 10 Year Anniversary TIECON



Past President  
Karthik Viswanathan recognized at  
10 Year Anniversary TIECON



Past President  
Suhas Apte recognized  
at 10 Year Anniversary TIECON

## Past Presidents

**Karthik Viswanathan**

**Suhas Apte**

**Ramesh Sambasivan**

**Ashok Kartham**

**Kunal Jain (Founding President)**

## Founding Charter Members

**Seema Jain**

**Kunal Jain**

**Ashok Kartham**

**Dilip Kanji**

**Iqbal Mamdani**

**Dr. Kiran Patel**

**Shilen Patel**

**Minesh Patel**

**Prashanth Rajendran**

**Satya Shaw**

# Dr. Kiran Patel, TIE Global Summit 2022 Keynote Speaker

## Keynote Speech

Our very own Founding Charter Member, and Chairman Emeritus, Dr. Kiran Patel was asked to be a keynote speaker at the 2022 TIE Global Summit in Hyderabad. A special thank you to 2021 Global Chairman, Praveen Tailam, for being a champion of our chapter and attending our 10 Year TIECON events. He built a relationship with Dr. K while visiting Tampa and lead the efforts for him to speak at the Global Summit.

To see his keynote speech, [click here for the video.](#)

## Fireside Conversation

Dr. K also had a chance to have a fireside conversation with Praveen Tailam, Global 2021 Chairman, during the summit.

To see the conversation with Praveen, [click here for the video.](#)



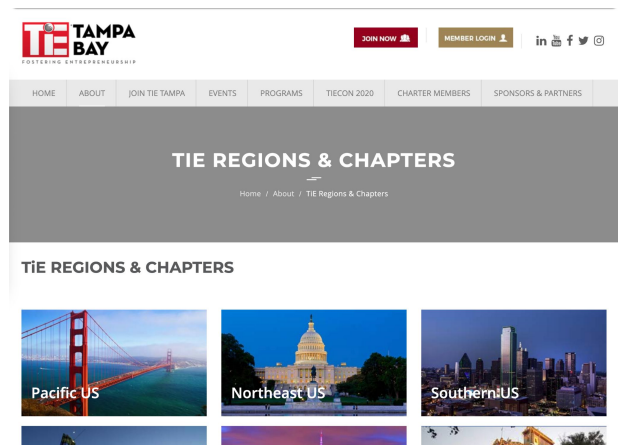


# Reimagining Our Story & Identity for Our Next Chapter

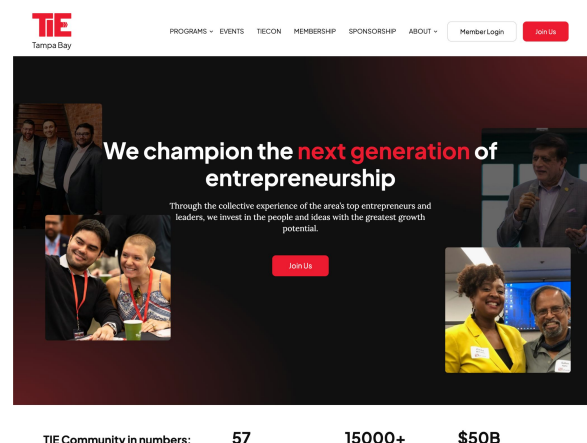
## Brand Refresh

Coinciding with the chapter's 10th Anniversary, we invested in a brand refresh and evolution to support our vision and goals for growth. Working with an external brand strategy consultant, we developed a clearly defined brand story, identity, and activation plan that was authentic to our legacy, but more reflective of our future. The work culminated in a streamlined logo, new website and consistent messaging, elevating the brand to match the incredible people and impact of TIE Tampa Bay.

## How It Started



## Where We're Going





# Welcome 2023 Board

## Team



**Mona Patel**  
Executive Director



**Malia Serrette**  
Marketing &  
Operations Coordinator



**Zoe Schonmann**  
TIE Youth  
Coordinator



**Nam Nguyen**  
TIE Angels Co-Chair



**Tampa Bay**

The next generation of entrepreneurship

## Leadership



**Dr. Kiran Patel**  
Chairman Emeritus



**Travis Jennings**  
Board President  
Founder  
Twenty-Five

## Board of Directors



**Kathy Chiu**  
Managing Partner  
DeepWork Capital



**Michael Cross**  
Founder  
Nascence



**Ally Gannon**  
Partner  
Coconspirator



**Sara Hand**  
CEO  
Spark Growth



**Rich Heruska**  
Vice President  
Constellation4



**Vatsal Patel**  
Co-Founder  
Healthyfina



**Donovan Pyle**  
CEO  
Health Compass



**Ramesh Saligame'**  
Owner  
Venala



**Saru Seshadri**  
Founder & CEO  
Constellation4



**Scott Winston**  
Managing Director  
Winston Consulting

# TIE Tampa Bay Ecosystem & Media Partners







Tampa Bay

The next generation of entrepreneurship

## THANK YOU

To Shane Needham, Ally Gannon and Saya Heathco, our partners and friends at Coconspirator, who went above and beyond in helping bring this Annual Report to life.