



**EY Entrepreneur  
Of The Year®**

## Honoring the entrepreneurs who break the mold.

Congratulations to the  
Entrepreneur Of The Year®  
2018 Greater Philadelphia  
Award winners.

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## ***EY honors the entrepreneurs who break the mold.***

When we first honored four forward thinking entrepreneurs in Milwaukee, Wisconsin, in 1986, we had only just begun to recognize the forward thinking that is the hallmark of American business. Now, Entrepreneur Of The Year® reaches across the country to encompass more than 10,000 distinguished US alumni celebrated in 21 US regional programs. We also extend to 145 cities and 60 countries worldwide.

EY is proud to recognize the dynamic mold-breakers who are propelling forward to a brighter future for us all. You are visionaries who launch and re-imagine businesses, employ millions and endow your communities, leaving legacies of accomplishment and enrichment while setting the pace for generations of entrepreneurs to come.

We salute the finalists and congratulate the award winners!

*Mike Nichols*  
**Mike Nichols**

**Partner**  
**Ernst & Young LLP**

*Corinne Good*  
**Corinne Good**

**Partner**  
**Ernst & Young LLP**

**BMT**  
BRYN MAWR TRUST

Congratulations

**Frank Leto**

*President & CEO*

on being named a finalist for the  
**EY Entrepreneur Of The Year® 2018**  
**Award in Greater Philadelphia**

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WILMINGTON

# Bravo!

We congratulate **Cosmo DeNicola**  
of Cosmo DeNicola Companies,  
**Frank Leto** of Bryn Mawr Bank  
Corporation and all of the finalists for  
**2018 EY Entrepreneur of the Year.**  
Here's to your amazing accomplishments  
and your continued success!

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# Entrepreneur Of The Year®

## E-commerce



**Sam Wolf**  
**LuckyVitamin**

Sam Wolf is the Founder & Chief Wellness Spreader of LuckyVitamin. Sam started the business in 2005 as an e-commerce spin-off of his family’s third-generation wellness retail business that started as a community pharmacy, then evolved into a local health foods store and now is a leading online wellness products retailer. LuckyVitamin offers over 40,000 affordable natural and organic products on their e-commerce

website LuckyVitamin.com. LuckyVitamin offers innovative products developed in-house under its own branded labels as well as a curated assortment of the best healthy living products from the leading national third party nutritional supplement, natural food, beauty, pet and household brands. Headquartered in suburban Philadelphia and operating as a family-owned branded global e-commerce destination for health

and wellness shoppers, LuckyVitamin now serves millions of customers in over 40 countries worldwide. LuckyVitamin is on a mission to make healthy living easy and affordable on a global scale. Committed to supporting healthy shoppers on their wellness journeys, LuckyVitamin is an inspirational and supportive source for both healthy products and knowledge.

## E-commerce: finalists .....



**Yakir Gola and Rafael Ilishayev**  
**goPuff**

In 2013, Rafael Ilishayev and Yakir Gola founded goPuff when they met at Drexel University and have been best friends ever since. The company aimed to revamp the delivery space and define what it means to be a millennial company pushing the boundaries. goPuff started when Rafael and Yakir were

struggling to find time to run errands on a busy college-student schedule. They found no company had same day delivery for all of those items that you need right now. This need was therefore filled by goPuff. They quickly introduced alcohol, a witty branding strategy and new markets,

which rapidly gained traction amongst college students. goPuff now serves over 30 markets, provides over 3,000 items and is pushing the boundaries stronger than ever.



**Andre Golsorkhi**  
**Sidecar**

Andre Golsorkhi founded Sidecar in 2012. Sidecar is a technology company that uses data, machine learning and a team of e-commerce and data science pros to power efficient and intelligent online shopping campaigns. Sidecar builds the

advanced technology retailers need to optimize cross-channel online shopping campaigns. With a team of data science and e-commerce experts, a machine learning engine and a massive volume of data, Sidecar is the magic behind retail’s most

efficient and powerful online shopping campaigns.

# Entrepreneur Of The Year®

## Distribution & Manufacturing



**Mark Vergnano**  
**The Chemours Company**

For 34 years, Mark Vergnano worked for the DuPont Company in roles that included research and development sales, and marketing. In 2015, he became the first CEO and president of The Chemours Company, a spin-off of DuPont's performance chemicals business. Some analysts predicted the new company would fail. While Chemours inherited some popular brands from its parent company, it also inherited significant debt,

along with business processes that were not a good fit for the new company's size. Mark and others would learn that entrepreneurial skills and vision might well be in greater demand for rebuilding than for building. Through a carefully crafted transformation plan and an unwavering commitment to five core values, Mark oversaw change that led the publication Chemical & Engineering News to name Chemours as its 2017

Company of the Year, citing "the most dramatic chemical industry turnaround in recent memory." And in 2017, Chemours made its debut on the Fortune 500 list. One major key to the company's success has been Mark's standing invitation for all employees to come forward with ideas for improving the company and his willingness to listen to these ideas and put them in play.

## Distribution & Manufacturing: finalists .....



**Joanne Santomauro**  
**Ancillare, LP**

Joanne Santomauro, Chief Executive Officer and Founder of Ancillare, LP, created the clinical and ancillary supply chain management industry in 2006. Prior to the company launch, pharmaceutical, biotechnology, contract and medical research organizations had little transparency to the overall supply chain and a

limited grasp of the associated costs, processes, and regulatory and compliance requirements of this diverse global supply chain. Joanne's 35 years of supply chain expertise led the company to launch its market-leading model. Joanne is the recipient of the 2011 Enterprising Women of the Year award. Ancillare was listed

in 2012 and 2014 as one of the fastest growing companies in the region, and was awarded the 2011 U.S. Department of Commerce Export Achievement Award and the 2014 U.S. Secretary of Commerce Star Award for Excellence in Exports.



**CJ Joyner and Ira Tauber**  
**TRIOSE, Inc.**



Since 1999, TRIOSE, Inc. has been working hand in hand with hospitals and health care systems nationwide, to respond the increased pressure to reduce costs without compromising patient care. TRIOSE is a full-service solutions company focusing solely on health care providers. Through its extensive suite of services, TRIOSE has helped thousands of hospitals and surgery centers improve the efficiency of their networks and supply chains. TRIOSE has established relationships with hundreds of carriers, but is most proud to have developed a strategic corporate alliance with

UPS. Their solutions, which include overseeing the movement of anything that moves into, out of or across a hospital system, allow TRIOSE to have an enterprise-wide view of a health system's logistics process. This visibility allows TRIOSE to customize service packages that can move the logistics process between the various services for maximum financial and operational impact. This has earned TRIOSE the trust of the over 2,000 facilities they serve on a national basis. TRIOSE is also deeply committed to corporate social responsibility and giving back to the

communities they serve. TRIOSE's Give Five program encompasses five pillars and represents how they are making a positive impact on the world around them. These pillars include a national charity partnership with Alex's Lemonade Stand, local volunteerism, veteran support, environmental sustainability and ethical conduct. TRIOSE believes that every organization's success depends on the personal achievements of all those involved. TRIOSE has a "pay it forward" mentality, and is dedicated to supporting both their employees and community.



# Entrepreneur Of The Year® Emerging



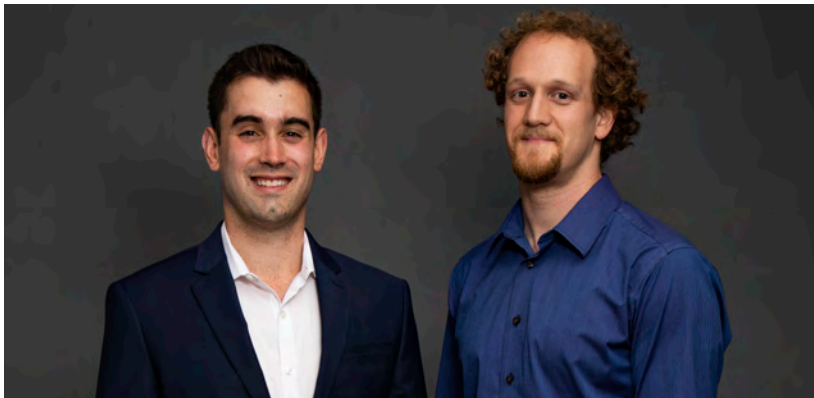
**Bethany Edwards**  
**Lia Diagnostics, Inc.**

In 2015, Bethany cofounded Lia Diagnostics to expand upon her research and commercialize Lia. The company specializes in developing, commercializing and marketing water-dispersible and biodegradable assays and diagnostic kits/products. The company's

novel approach to diagnostics eliminates the need for nitrocellulose, glass fibers and plastic. LIA Diagnostics' first product, Lia, is the first, FDA-cleared, flushable and biodegradable pregnancy test. The at-home pregnancy test has been the same stiff, plastic stick for over 30 years.

Unlike existing tests, Lia is made from natural materials enabling it to disperse in water and be completely biodegradable. Lia was created to provide women with a private and sustainable alternative to existing home pregnancy tests.

## Emerging: Finalists .....



**David Lindsay and Chris Berling**  
**Oncora Medical, Inc.**

Oncora Medical develops software that is revolutionizing the way doctors treat cancer with radiation. Oncora's vision is to enable data-driven, personalized radiation therapy by providing radiation oncologists with a web-based software platform that allows them to dramatically improve their patients' care using historical data. Oncora integrates data from a variety of hospital

information systems and trains predictive models of patient outcomes. These models are presented to physicians in the form of intuitive visualizations tailored to fit with their existing clinical workflow. By personalizing each patient's treatment with past data, physicians can make smarter, more confident decisions in less time.



**Marty Lehr**  
**Context Therapeutics**

Context Therapeutics was founded in 2015 by Professor Felix Kim and Martin Lehr. Context is a clinical-stage biopharmaceutical company that develops drugs for patients with hormone-driven cancers, including prostate, breast and ovarian cancers. Hormone-driven cancers result in more than 100,000 deaths per year

in the United States. This is driven in part by a lack of novel drugs that deprive the cancer cells from hormone signals that drive cancer growth. Context's drug pipeline blocks hormone-driven cancer signaling, which hopefully will alter the course of disease in patients. The company's most advanced drug,

Apristor, is an oral progesterone receptor antagonist that is in Phase 2 development for metastatic breast cancer.



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Congratulations to DSA Chairman and CEO Frances Pierce, a finalist for the 2018 EY Entrepreneur of the Year.



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# Congratulations

Chuck Widger, Founder & Executive Chairman  
Noreen D. Beaman, CPA, Chief Executive Officer

We honor you and all of the Entrepreneur of the Year 2018 Greater Philadelphia Award finalists for your leadership and contributions to the region.

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# BMT

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# Entrepreneur Of The Year® Family Business



**Cosmo DeNicola**  
**Cosmo DeNicola Companies**

Cosmo DeNicola started his first business within 12 months of his fellow technology industry leaders Bill Gates and Steve Jobs. From a humble beginning, his businesses now span technology, health care, publishing, professional football and Hollywood talent management. In addition to developing his portfolio of companies and achieving economic success, Cosmo’s main focus was on building a family legacy and engaging his family members to work together to make the world a better place, while creating opportunities for other families through business, personal and professional development. His global humanitarian activities and passions include world health, humanitarian recognition and cultural diplomacy. These activities led to projects in Africa, China and the United Nations.

## Family Business: finalists .....



**John Morgan**  
**Chemical Equipment Labs, Inc.**

Like downhill skiers and elementary-school children, John Morgan roots for snow. As the CEO of Chemical Equipment Labs, he has worked to transform his father’s ice-melting company into a regional force, distributing 700,000 tons of rock salt annually. Today, Chemical Equipment Labs has attained \$45 million in sales, as John works to develop fresh products, open up new markets and reach categories of customers that were beyond his father’s imagination. John has strengthened Chemical Equipment Labs to thrive in snowy winters and survive dry ones through technological innovations, well-timed investments and a geographically savvy strategy for growth while keeping the personal touch of a family business.



**John Givnish**  
**Givnish Family Funeral Homes**

At 16, John Givnish ushered grieving families knowing that one day, he would be responsible for ushering them through the healing process. As a third-generation funeral director, John understands the burden that death imposes on the living and made a commitment to alleviate that burden by transforming his funerals from mournful events to celebrations of life. Today, Life Celebration by Givnish operates throughout the Delaware Valley and welcomes tens of thousands of visitors to witness a different experience. John operates knowing that a funeral is the first step in the healing process and makes a difference by helping one family at a time. John also created Asset Protection IQ, a free, one-on-one consultation service to help seniors protect family assets and plan for their care.

When it comes to growing a global EPCMV company **from a few... to over a thousand,** it takes **more** than just the right strategy. It takes an **entrepreneurial spirit,** with **knowledge, skill & passion.**

**Congratulations for Being Named An EY Entrepreneur Of The Year® 2018 Finalist In Greater Philadelphia**



**Dave Goswami**  
CEO



**EY Entrepreneur Of The Year®**  
2018 Finalist

*Committed to the life sciences industry by developing innovative business solutions that allow clients to create and manufacture life-impacting products around the world.*

**IPS-Integrated Project Services, LLC**

Consulting • Architecture • Engineering  
Project Controls • Construction Management  
Qualification • Commissioning • Validation



# Family Business: finalists



**Brian Nielsen**  
**Kristen Nielsen-Donnelly**  
**Roger Nielsen**  
**Abbey Color Incorporated**

Roger Nielsen started Abbey Color in 1991. The torch has been passed to Brian Nielsen and Kristen Nielsen Donnelly, who are eager to expand the mission of promoting excellence and creating capacity for customers and team members. Abbey Color is a premier dye manufacturer and supplier of industrial dyes, dye precursors and colorants. Abbey Color serves a variety of constituents, both domestic and international, in

a variety of capacities. Combining materials and technology, Abbey Color’s dedicated chemists manufacture a wide spectrum of highly specialized dyes that meet exacting customer requirements. Abbey Color’s materials serve applications ranging from healing practices to industrial uses, as well as routinely supplying dyes for cGMP or military requirements.

## Entrepreneur Of The Year® Visionary



**Dr. Steve Klasko**  
**Thomas Jefferson University & Thomas Jefferson Health**

Steve Klasko is an advocate for radical change in health care delivery - and has taken his belief in a new future through his career as an obstetrician, dean of two medical schools, a leader of four academic physician organizations, and now as president and CEO of 14 hospitals and a pre-eminent professional university. His new book is *Bless This Mess: A Picture Story of Healthcare in America*. In 2013, Dr. Klasko was picked to lead

the future in Philadelphia for Thomas Jefferson University & Jefferson Health, where he has built one of the fastest-growing academic health institutions in the nation. In five years, Jefferson has grown from 3 hospitals to 14, and merged with Philadelphia University to embrace architecture, design, fashion and business with its traditional strengths in health care.

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WHEN YOU'RE A BIG DEAL,  
BIG CONGRATULATIONS  
ARE IN ORDER...

HERE'S TO FOUNDER AND CEO  
OF MEDICAL GUARDIAN,  
**GEOFF GROSS**  
ON BEING AN EY ENTREPRENEUR  
OF THE YEAR® FINALIST!

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Congratulations to Carl “CJ” Joyner and Ira Tauber  
for EY Entrepreneur of the Year award nominations.

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Entrepreneur Of The Year®

Financial Services



Chuck Widger and Noreen Beaman  
Brinker Capital

Chuck Widger and Noreen Beaman, CPA, CEO, are founding partners of Brinker Capital, a privately held investment management company that focuses on delivering an institutional multi-asset investment experience to individual clients. Chuck has over 40 years of experience working with investors in strategic

investment planning and manager search and monitoring. Noreen has been dedicated to helping financial advisors and their clients build better outcomes for the past 29 years. Noreen has received numerous accolades for her impact on the financial advice industry, including the Philadelphia Business Journal's

Most Admired CEO Awards, Investment News 2017 Women to Watch and Women Worth Watching by Profiles in Diversity Journal. Chuck is co-author of The New York Times bestselling book Personal Benchmark: Integrating Behavioral Finance and Investment Management.

Financial Services: finalists



Lori Maley  
Bank of Bird-in-Hand

Lori Maley is the President and CEO of The Bank of Bird-in-Hand. The Bank of Bird-in-Hand was the first bank that opened in the United States since the Great Recession of 2008. It has grown to \$255 million in assets as of December 31, 2017. As a result of tremendous support from the local community, the bank has

substantially exceeded its profit projections and balance sheet growth when compared to its original business plan.



Frank Leto  
Bryn Mawr Bank Corporation

Named President in May 2014 and Chief Executive Officer in January 2015, Frank Leto has led Bryn Mawr Bank Corporation, parent of Bryn Mawr Trust (BMT), to record profitability and into a transformative period of growth and expansion into new markets. BMT is a premier financial services provider of banking, wealth management and

insurance services. Under Frank's vision, the company has upgraded core banking systems; executed five key acquisitions; launched a proprietary mutual fund; expanded mortgage and consumer lending; established capital markets services; and initiated a One BMT specialty office concept, a single access point to

BMT experts and financial solutions. In addition to his responsibilities at BMT, Frank continues to prioritize the community by sitting on the boards of several local foundations and nonprofits.



Courtnie Nein  
The Good Life Companies

Courtnie Nein is Co-Founder and President of The Good Life Companies which includes Good Life Financial Advisors providing financial planning for families and individuals nationwide; Good Life Advisors a registered Investment advisor; Good Life Advisor Systems, a service organization catered toward transitioning and supporting

independent financial advisors; Good Life Insurance Associates, a fixed insurance agency; and Good Life Fitness Institute taking an educational approach to fitness, nutrition and overall health and wellness. Courtnie's passion, dedication and innovative thinking helped create the firm that manages well over \$2 billion in client assets. Courtnie takes a hands-on

approach in all companies creating forward-thinking processes and procedures. Her progressive work mindset has earned her numerous awards like 2017 Forbes™ Top Next Generation Wealth Advisors and Top Millennial Advisors.



# Entrepreneur Of The Year®

## Life Sciences



**Peter Miller and Dr. Ramy Mahmoud**  
**Optinose, Inc.**

CEO Peter Miller and President Dr. Ramy Mahmoud co-lead Optinose, a rapidly growing global specialty pharmaceutical company. The company they built focuses on creating products to improve life for millions of people and on being the best place to work for

every employee. From the beginning, Peter recognized Optinose’s potential to create important therapies to substantially improve the health of millions of patients and to create new standards of care. Development of products in an incredibly and highly regulated industry is

difficult, and successfully doing it twice with so few people is rare and special. Optinose achieved first-pass FDA approval of an innovative product; raised \$250 million in capital, was named one of the best biotech IPOs of 2017; and is now successfully launching XHANCE.

## Life Sciences: Finalists .....



**Shankar Musunuri**  
**Ocugen, Inc.**

Dr. Musunuri is a seasoned biotech veteran with more than 25 years of results-driven experience that includes advancing and commercializing a diverse portfolio of products for numerous companies ranging from Big Pharma to novel startup biotechs. Ocugen is a rapidly growing ophthalmology company developing a rich clinical pipeline of innovative therapies that address rare and underserved ocular disorders. The company targets diseases with no approved therapy and/or significant markets with unmet

medical need. Ocugen’s two lead drug candidates are in late-stage clinical development, providing near-term clinical, regulatory and commercial milestones, while its preclinical-stage biologics and gene therapy platform add longer-term value potential. The first lead drug candidate, OCU300, is a novel treatment for ocular graft versus host disease, a chronic, debilitating condition that develops in 40% to 60% of patients who undergo allogeneic bone marrow transplant. The second lead candidate, OCU310, is a unique combination product

that is designed to provide superior efficacy compared to currently marketed products for chronic dry eye disease. Both lead drug candidates are expected to enter Phase 3 clinical trials in 2018 and may be approved in the US and EU in 2020. Ocugen is led by an experienced team with diverse backgrounds that combine the broad scientific and technical drug development expertise of large pharma with the innovation, passion and agility of emerging pharma.



**Chris Burns, Luigi Xerri and Dan Pevear**  
**VenatoRx Pharmaceuticals, Inc.**

Led by Chris Burns, Luigi Xerri and Dan Pevear, VenatoRx is a private pharmaceutical company that is developing a new wave of antibiotic products to combat the increasing threat of carbapenem antibiotic resistance. Led by a world-class team of pharmaceutical veterans, VenatoRx is deeply committed to solving global health problems. More specifically, the company’s development programs are focused on serious hospital and health-

care-associated multi-drug-resistant bacterial infections, as well as hard-to-treat viral infections. VenatoRx’s lead product, VNRX-5133, is an injectable broad-spectrum beta-lactamase inhibitor that directly inhibits all four major classes of beta-lactamases.





**Congratulations to all of Greater Philadelphia’s Finalists for Entrepreneur of the Year!**

*Stephen Klasko, MD, MBA, is redefining what’s humanly possible. He set Thomas Jefferson University and Jefferson Health on a course to re-imagine health, education and discovery by improving lives.*

*He’s breaking barriers in both health care and higher education, evidenced by the successful merger of Thomas Jefferson University and Philadelphia University and by re-creating Jefferson Health around care and caring—where you are and when you need it.*

*Congratulations to all of Greater Philadelphia’s finalists for Entrepreneur of the Year. Together we’re transforming Philadelphia into the world’s solution center.*

**Colleges and Schools**

- Jefferson College of Architecture and the Built Environment
- Jefferson College of Biomedical Sciences
- Jefferson College of Health Professions
- Jefferson College of Nursing
- Jefferson College of Pharmacy
- Jefferson College of Population Health
- Jefferson College of Science, Health and the Liberal Arts
- Kanbar College of Design Engineering and Commerce
  - ~School of Business Administration
  - ~School of Design and Engineering
- Sidney Kimmel Medical College
- School of Continuing and Professional Studies
- Institute of Emerging Health Professions

**Hospitals**

- Abington Hospital
- Abington–Lansdale Hospital
- Jefferson Bucks Hospital
- Jefferson Cherry Hill Hospital
- Jefferson Frankford Hospital
- Jefferson Hospital for Neuroscience
- Jefferson Stratford Hospital
- Jefferson Torresdale Hospital
- Jefferson Washington Township Hospital
- Magee Rehabilitation Hospital
- Methodist Hospital
- Physicians Care Surgical Hospital
- Rothman Orthopaedic Specialty Hospital
- Thomas Jefferson University Hospital



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# Entrepreneur Of The Year®

## Healthcare Services



**Dr. Song Li**  
**Frontage Laboratories, Inc.**

Dr. Song Li founded Frontage Laboratories in 2001 with the ambition of building a client-focused organization to help solve the most complex drug development challenges. Frontage is a full-service CRO that closely collaborates with pharmaceutical and biotech companies to help them bring promising drug candidates to market. With 14 locations in the USA and China, Frontage has been assisting clients in their drug development efforts since 2001. Frontage’s wide breadth of laboratory and clinical services offer clients solutions over the entire spectrum of the product development pipeline. Frontage is committed to providing rigorous scientific expertise to ensure the highest quality and compliance. They successfully assist clients to advance hundreds of molecules through development to commercial launch in global markets. Their services span from preclinical through late-stage development.

## Healthcare Services: finalists .....



**Michael Koffler**  
**Genomind, Inc.**

As President and Chief Executive Officer, Michael oversees all aspects of Genomind’s operations. Michael joined Genomind in 2011 as the Chief Financial Officer, and was responsible for overall financial management of the company, including financial reporting, financial planning and analysis, and corporate and strategic development. He helped lead Genomind from its commercialization through its recent capital raising and expansion. Genomind’s Genecept Assay test is a buccal swab that identifies single nucleotide polymorphism mutations that predict medication response, which is a novel idea in the field of psychiatry.



**Geoff Gross**  
**Medical Guardian**

Since the inception of Medical Guardian, Geoff has approached each day with a positive attitude and sense of urgency to “do more” within his business. Founded in 2005, Medical Guardian is a leading provider of innovative medical alert systems that empower people to live a life without limits. A member of the National Aging in Place Council, Medical Guardian is headquartered in Philadelphia and provides support to tens of thousands of people across the country who are ready to take on the next chapter of life while remaining safe living in their own home. Whether it’s an in-home system or a mobile device with GPS capabilities, Medical Guardian has the personal medical alert device to meet an array of needs and lifestyles.



**Jordan Klear**  
**Medsurant Health, LLC**

Jordan Klear has been the Chief Executive Officer of Medsurant Health, LLC since 2013. Medsurant Health is a leading provider of outsourced intraoperative neurophysiologic monitoring services to protect neural structures during brain, spine and peripheral nerve surgery. It comprises eight wholly owned subsidiary practices operating in 20 US markets through contracts with 400 hospitals and close to 900 surgeons.

Entrepreneur Of The Year®

# Real Estate, Hospitality & Construction



**Dave Goswami**  
**IPS - Integrated Project Services, LLC**

Dave Goswami has been the catalyst for growth and success since he took on the role of Chief Executive Officer for IPS - Integrated Project Services. IPS is a full-service engineering firm dedicated to helping clients succeed with capital projects and improve operations. They specialize in complex

facilities in hi-tech and highly regulated industries providing knowledge, skill and passion in the areas of technical consulting, engineering, construction, commissioning and qualification.

## Real Estate, Hospitality & Construction: finalists .....



**Manik Arora**  
**Arora Engineers**

Manik Arora, PE is the chief visionary and leader at Arora. For over 30 years, Arora Engineers has specialized in providing engineering services tailored for clients in aviation, transportation, education and the commercial sectors. Arora has revamped the role played by a traditional MEP

engineering provider; their approach has evolved to emphasize the technology that connects systems infrastructure, improves operations and longevity, and makes life safer and easier for those who use it. Arora's comprehensive engineering practice includes oversight, project management, and design of new

and existing mechanical, electrical, plumbing, electrical aeronautical, fire protection, and IT building and airfield systems as well as GIS. Arora also provides construction management and facilities maintenance management.



**Alex Zozaya**  
**Apple Leisure Group**

With more than 30 years of hospitality industry experience, Alex is highly regarded for his involvement in the international tourism industry. He founded AMResorts in 2001, and in 2013 assumed the role of CEO of Apple Leisure Group, a vertically integrated

travel and hospitality company comprising of six subsidiaries: Apple Vacations, Travel Impressions, CheapCaribbean.com, AMResorts, Amstar DMC and Unlimited Vacation Club. Today, the company is the nation's top seller of all-inclusive

vacation packages and No.1 in leisure travel to Mexico and the Caribbean worldwide. Growth momentum continues with the recent merger of Mark Travel Corp. and Trisept Solutions.



Entrepreneur Of The Year®

Retail and Consumer Products



Dawn Zier  
Nutrisystem, Inc.

Dawn Zier became the President & CEO of Nutrisystem, Inc. in late 2012. Nutrisystem, Inc. is a leading provider of weight-management products, including Nutrisystem and South Beach Diet® brands, and has helped millions of people lose weight over the course of more than 45 years. The company’s multi-brand approach to weight loss includes multiple plans for 2018.

Retail and Consumer Products: finalists .....



Sterling Wilson  
Pop! Promos

In the fall of 2011, at the USC season-opening football game, Sterling Wilson made an observation. The crowd of 100,000 adoring USC Trojan fans was decked out in team hoodies, hats and coozies, but no sunglasses. Where were the sunglasses? With this observation, an upcoming rent bill and a heavy dose of entrepreneurial spirit, Sterling found a factory in China to manufacture 2,000 pairs of sunglasses in his college’s Pantone colors and sold through them in three days at USC football tailgates. After graduating from college in 2012, partners Sterling and Erin decided to set up shop in Philadelphia, transforming the living room of their South Philly rowhome into an office. Six years after that fateful USC football game, Pop! Promos employs over 70 people worldwide and has been named the No.1 fastest-growing company on the Philly 100 and No.135 on the Inc. 500.



Daniel Fine  
Glass U LLC

Daniel Fine is the founder and CEO of GlassU. Daniel launched the company out of a UPenn dorm room in late 2012. It had the purpose of producing custom, fully-folding sunglasses. Since then, we’ve grown substantially, spanning the worlds of fashion, retail, sports, entertainment, universities and beyond: from Uber to Forbes, Microsoft to SXSW, Greek organizations to the FIFA World Cup, Comcast to the Rose Bowl to eLeague. With a national retail footprint and direct-consumer presence, online and through pop-ups, fans across the country love our brands and products.




CONGRATULATIONS

SHANKAR MUSUNURI

on being named a

Entrepreneur Of The Year®

Finalist



2018



**CONGRATULATIONS**  
**DAWN ZIER**  
CEO of NUTRISYSTEM

2018 ENTREPRENEUR  
*of the* YEAR® FINALIST

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Entrepreneur Of The Year®

# Technology



**Jonathan Brassington**  
**LiquidHub**

Jonathan A. Brassington is the CEO and cofounder of LiquidHub, a digital transformation company focused on reimagining engagement. With operations in North America, Asia and Europe, LiquidHub helps its clients solve their most complex challenges through business acumen, design expertise and technology innovation. Founded in 2001, LiquidHub’s customer successes are the result of a culture rooted

in thought leadership and delivery excellence. Bringing more than 20 years of technology and innovation experience to his role, Jonathan has led LiquidHub to be consistently recognized as one of the fastest-growing companies in the region. As a result of his leadership, LiquidHub has been named Eastern Technology Council Technology Startup Company of the Year, Emerging Technology

Company of the Year, earned the SmartCEO Executive Management Award, and was recognized by Inc. 500 and credited by Forbes as one of America’s Most Promising Companies.

## Technology: finalists .....



**Joel Davne**  
**Cloudnexus**

Joel Davne is a leading cloud computing executive who has successfully launched two businesses in this space in the past six years. Cloudnexus gets your business to the cloud AWS with a results-oriented process. From architecture to building, migrating and operations, Cloudnexus’s services teams provide solutions from simple web apps

to complex compliance needs and enterprise applications. Cloudnexus provides best practice solutions to ensure your success on AWS.



**Gene Schriver**  
**GLOBO**

GLOBO is a B2B provider of translation technology, services, data and insights. Through GLOBO’s revolutionary cloud-based platform, GLOBO HQ, organizations have the ability to access a comprehensive suite of translation and interpreting solutions in order to interact

with consumers across 250 languages. GLOBO’s community of thousands of vetted, professional linguists are available 24/7 — by phone, text or video — at the touch of a button.

## Entrepreneur Of The Year® Lifetime Achievement



**Bill Graham**  
**The Graham**  
**Companies**

After graduating from Bucknell University in 1962 and working for his father for eight years, Philadelphia native William A. "Bill" Graham IV became the sole owner of Graham Company in 1968. Since that time, Bill has grown the business from five employees to a team of over 180 with offices in Philadelphia, New York and Washington, D.C. Under Bill's leadership, Graham Company has redefined what it

means to be an insurance broker. Through deep policy analysis and a keen attention to detail, Graham employees uncover protections that no other broker would think of, consistently identifying efficiencies driving value, and, ultimately, saving clients money.

## CONGRATULATIONS

*for being nominated as an  
EY Entrepreneur of the Year  
2018 Award Finalist*

# JOHN MORGAN

*CEO, Chemical Equipment Labs, Inc.*



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## CONGRATULATIONS TO BILL GRAHAM

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# Entrepreneur Of The Year®

## Services



**Fran Pierce**  
**Data Systems Analysts, Inc.**

DSA is an IT solutions firm serving federal and state government and commercial enterprises. The company has successfully navigated several transitions: inception as a private company, later going public, and finally becoming 100% employee owned. Fran joined DSA as a systems engineer and advanced steadily through various leadership positions by demonstrating willingness to go above and beyond. When she took the role of President and CEO, the company was struggling in the midst of an industry-wide downturn. Under her leadership, the company achieved a remarkable turnaround. Fran restructured DSA by broadening the company’s service offerings, expanding the company’s presence in key markets and extending its operations. Under her leadership DSA opened eight regional offices and hired over 400 employees in 23 states, turning a declining organization into a thriving business. DSA proudly supports the missions of its customers: securing the national defense, supporting our soldiers and serving our citizens.

## Services: finalists .....



**Todd Leggett**  
**3SI Security Systems, Inc.**

In 2015, Todd Leggett joined 3SI Security Systems as CEO, bringing with him expertise gained from 23 years in the security industry. 3SI specializes in GPS tracking solutions to protect cash, electronics, pharmaceuticals, jewelry and other assets. Two key factors attracted Todd to 3SI: an industry-leading solution success rate of 85%+, and the company’s strong relationships with over 7,000 law enforcement agencies, built on a shared mission of creating a safer world by protecting and recovering valuable assets and apprehending criminals.



**Mike Maher**  
**Houwzer**

In 2015, Mike cofounded Houwzer with an audacious vision to create the best real estate company in and for the world. Houwzer is a modern real estate brokerage built around the customer. The company leverages a technology platform to empower full-service, salaried realtors to help homeowners save when they sell and trust when they buy. Houwzer was born out of frustration for the incumbent, traditional real estate model, and the founders were perplexed by the legacy commission pricing and antiquated service standards. After a year of testing and business model iterations, Houwzer launched in Philadelphia with a small team on a mission to change the brokerage industry for good. In less than three years, the company has quickly grown its market share in Philadelphia and recently expanded to Washington D.C.





Supporting tomorrow's  
leaders is important.

At M&T Bank, we understand the importance of building leaders who shape today's ideas into tomorrow's exceptional companies. Congratulations to all 2018 finalists in EY's Entrepreneur of the Year from your friends at M&T.

Ira Brown  
610-520-1437  
[ibrown@mtb.com](mailto:ibrown@mtb.com)

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