

The logo features a green square with a white 'ID' monogram on the left. To its right, the words 'MEMBER' and 'MEETUP' are stacked in a bold, black, sans-serif font. A green arrow originates from the bottom of the 'MEETUP' text and curves upwards and to the right, pointing towards the top right corner of the white rounded rectangle.

ID MEMBER MEETUP

[September 16, 2026](#)

Agenda



1. Bagels & Coffee
2. Intros
3. Keeping up with ID
4. Upcoming Events & Offerings for Members
5. **ID Member Spotlight:** Stephen Woodring from Woodring Strategic Advisors
6. **ID Member Resource:** Jim Interlandi from Virtual General Counsel

Keeping up with ID:



- **Industry Cluster** - Technology, Software, AI & Data Analytics
- **Clean Energy Incubator Program:**
 - Fill out the Connect Form
 - Connect with Ricardo or Hibba
- **Woman + Minority Certification Workshop** coming soon (SBDC)
- **Intern Plus** is open
- **Emerging Entrepreneurs** is starting Sept 30
- **Construction O2CEO** applications are now open

Additional Resources Available PitchBook:

- Investor and venture capital firm databases
- Startup and private company profiles
- Funding round and valuation data
- Industry and market research reports
- M&A and acquisition activity tracking
- Competitor and market landscape analysis
- Fundraising and investor targeting tools
- Contact information for investors, advisors, and industry leaders
 - Connect with Elina Conley



Scan the QR code to keep up with the news:



Upcoming Events – September 22





The 7 Investor Secrets Every Fundable Startup Gets Right



Tuesday, September 22nd, 2026
In-Person: 5:00 – 7:00 PM

- Learn the seven core conditions investors look for—from market clarity to profitability to right-fit capital.
- Build the business and financial acumen every fundable founder needs, especially for capital-intensive and first-of-a-kind technologies.
- Walk away with a practical framework to test your assumptions, gather 'receipts,' and de-risk your path to viability.

Shubha K. Chakravarthy 535 Duane St. Glen Ellyn, IL 60137



Gain valuable insights into the 7 key factors investors use to evaluate startups, and learn how to strengthen your business strategy, revenue model, go-to-market approach, and growth plan to build a more fundable and scalable company.

Join us!





SALES EVENT

Dispelling the Myths & Fears of Selling

REGISTER NOW!



FREE In-Person Workshop

**In-person attendance only — no virtual or hybrid option*

Sept. 24, 2026

9:30am-1:30pm

St. Charles Public Library

1 S 6th Ave, St. Charles, IL 60174

LUNCH is On Us!

Interactive Presentations
to Understand Selling Processes
Followed by Q&A Session with SCORE Presenters and Mentors

BEFORE THE EVENT: :

*Please fill out this Questionnaire for us to
learn about your Business*



Upcoming Events – September 30





Grow & Scale Your Business with AI



Noor Aftab

Wednesday September 30th, 2026
In-Person: 12:30 PM - 1:30 PM

A hands-on session designed to help business owners identify where AI can create the greatest measurable impact across revenue, operations, productivity, and customer growth.

Participants will leave with:

- 3 high-value AI opportunities specific to their business
- 1 priority workflow mapped for AI automation or augmentation
- A 30-day AI action plan with clear next steps
- A personalized AI Opportunity Map showing where to focus first

535 Duane St. Glen Ellyn, IL 60137



Discover the real business value of AI in this hands-on masterclass with Skilium AI, where you'll learn how to leverage AI to reduce costs, uncover growth opportunities, and scale your business through practical strategies and real-world applications that drive measurable results.

Join us!



ID in the Media



YOUR MONEY MATTERS

WITH JON HANSEN

WGN RADIO
720

WEDNESDAY
SEPT. 30, 2026
6:30 P.M.



NCTV

Upcoming Events – October 1



Public

Before the Stories Fade



Thursday, October 1

- Hear real stories and discover helpful resources
- Learn easy ways to preserve photos, videos, voices, and memories
- Leave with practical tools to start right away

Before the Stories Fade



10.1.26



Memory Preservation Event



Naperville 95th Street Library

Join the Alzheimer's Association, The Family Album Company, and Virtual Time Capsule for a meaningful evening of real stories, helpful resources, and simple ways to preserve the voices, memories, and moments your family will want to hold onto for generations.

Join us!



Upcoming Events – October 7



OpenAI Academy |  College of DuPage

AI Literacy Summit

A hands-on summit for applying AI across education, work, and everyday life.

Gain valuable insights into the future of AI through expert-led discussions and practical demonstrations and learn how to leverage emerging technologies to drive innovation, improve productivity, and create new opportunities for growth in your business and career.

Join us!



Resources and Webinars



Additional Resources



Strategic Business Advisor

Mike Varon



Entrepreneur-in-Residence

Elina Conley



Strategic Technology Advisor

Adam Jeffries



Mentor Program Advisor

Heather Sattler



Interim CEI Program Director

Ricardo Magallon



Grant Writer

Jess Wain



CEI Program Associate

Hiba Anjum



Managing Director

Dan Facchini

Additional Resources



InternPlus Interest & Application Employer Form

Students will receive hands-on entrepreneurial education by working up to 20 hours/week at a subsidized rate (approximately 50% of the cost) on the company's immediate needs. Student interns will be required to attend career readiness workshops to better serve and prepare for future employment needs.

Interns may be hired to assist companies in one of the following disciplines:

- Marketing (*Social Media, Market Analysis*)
- Graphic Design
- Multimedia
- Data Analytics
- Business Development
- IT/Software Development

If you have any questions please contact us at internplus@innovationdupage.org

When you submit this form, it will not automatically collect your details like name and email address unless you provide it yourself.

* Required

Employer InternPlus Application

1. Name *

Enter your answer

2. Email *

Enter your answer

3. Business name *

Enter your answer

4. Business physical address *

Enter your answer

5. Please select the discipline you are applying for *

Select your answer

InternPlus

InternPlus connects college students to local start-ups and small businesses at Innovation DuPage for paid professional positions.



Employers: Apply Here



Ongoing



Employers: Apply Here



Access Subsidized Student Talent and Support

InternPlus Program connects ID Members in need of business support with motivated college students seeking meaningful, paid work experience. Through our wage-sharing model, InternPlus helps **subsidize the cost of hiring interns** while providing students with valuable career development opportunities.

Through InternPlus, ID subsidizes 50% of the intern's wages, up to \$15 per hour, for up to 20 hours per week and for up to one year; Members provide the required dollar-for-dollar match. This shared-investment model helps ID Members access talented student workers at a reduced cost while creating meaningful paid work experiences that prepare students for future careers.

Additional Resources



Access

Find A Member

[Learn More](#)

Find an Intern

[Learn More](#)

Find A Mentor

[Learn More](#)

ID Member Requests

[Learn More](#)

Tech Stack

[Learn More](#)

Member Events

[Learn More](#)

ID Member Requests

This form helps the Innovation DuPage team understand and support your member request. We appreciate you taking the time to fill out the form.

When you submit this form, it will not automatically collect your details like name and email address unless you provide it yourself.

* Required

1. Full Name *

2. Company Name *

3. Email Address *

4. Phone Number *

5. Please Provide A Detailed Description Of Your Request: *

Submit

**They are ready to
help you with big and
small needs.**



Click Mentor g Directory in the Member Portal

Then fill out the Mentor Match Request

MEMBER MEETUP



ID Member Spotlight:

Stephen Woodring

Woodring Strategic Advisors

WOODRING STRATEGIC · INNOVATION DUPAGE MEMBER SPOTLIGHT

When Government Affects Business

Turning policy, funding, and regulation into better business decisions.

Stephen Woodring

Principal, Woodring Strategic

September 16, 2026

Bridging Policy and Practice

From Government Affairs to Business Execution

My background sits where three worlds meet, and the value is in connecting them.

- **Government Affairs**

Policy, regulation, and stakeholder engagement: reading what public action means before it lands.

- **Management Consulting**

Strategy, governance, operating models, and implementation.

- **Operations**

Business administration, execution, capital planning, and real-world constraints.

The Gap I Saw

Companies often ask policy questions too late.

By the time the issue surfaces, capital is committed, customers are confused, or leadership is already reacting. The cost of finding out late is far higher than the cost of knowing early.

Woodring Strategic exists to close the gap, reading government early enough to act on it.

Government can affect:

- What a company must do
- How fast it can execute
- What customers need
- Where funding exists
- How investors view risk
- Where growth opportunities emerge

Government Is More Than Regulation

For a business, government plays five roles at once:

- **Regulator**

Rules, compliance, reporting, enforcement

- **Funder**

Grants, incentives, tax credits, public programs

- **Customer**

Procurement, contracts, public-sector buying

- **Gatekeeper**

Permits, utilities, approvals, infrastructure, agencies

- **Market Maker**

New demand, customer urgency, competitive shifts

THE METHOD IN ACTION

A Quick Example

A software company had a strong product for compliance.

The product was useful.

But the product was not the starting point.

The government requirement was.

● The Lens

Government acts because it has a mandate to carry out, a program to administer, a requirement to enforce, or a performance target to meet.

● The Move

Map the relevant laws, program requirements, reporting deadlines, administering offices, and those affected into a practical demand framework.

● The Result

A clearer target list, stronger sales message, and more direct path to the people responsible for compliance and implementation.

Where I Am Now, and Why I'm Here

● Goals

Build Woodring Strategic into the firm middle-market owners, operators, and investors call when government affects business outcomes.

● Challenges

Early-stage firm. No inherited client base. Limited Midwest policy network.

A category many owners do not recognize until the pain is already visible.

A competitive market with established firms and new entrants.

● Next Steps

Publish practical content.

Build referral relationships.

Develop anchor engagements.

Present more often.

Get in front of owners, operators, investors, advisors, and decision makers.

Why Innovation DuPage

I joined Innovation DuPage to connect with DuPage County's community of founders, operators, advisors, and economic-development resources, a practical business ecosystem to grow, contribute, and become useful.

THE ASK AND THE OFFER

How We Can Help Each Other

I can step in early to help frame the issue before it becomes expensive, confusing, or missed.

Think of me when you hear:

- *“Are there grants or incentives for this?”*
- *“What does this new regulation mean for us?”*
- *“Could policy affect our customers or sales?”*
- *“Why is this permit or agency slowing us down?”*
- *“We are expanding, what are we missing?”*
- *“We are preparing for investment, financing, acquisition, or sale.”*

Ideal introductions: manufacturers and industrial businesses, PE-backed companies, economic-development partners, and owners preparing for growth, investment, or a sale.

I can help members think through:

- **Growth opportunities:** Grants, incentives, public programs, procurement
- **Policy-to-business impact:** What a law or agency action means operationally
- **Customer & market shifts:** How policy moves demand, urgency, and objections
- **Execution risk:** Approvals, permits, utilities, stakeholders, compliance
- **Policy-informed market research:** Government priorities, funding signals, procurement activity, regulatory drivers
- **Strategic positioning:** Explaining the story to partners, lenders, investors

Let's find where government is moving your market, and what to do about it.

Stephen Woodring

Principal, Woodring Strategic

(630) 390-6594

stephen@woodringstrategic.com

www.woodringstrategic.com

MEMBER MEETUP



ID Member Resource:

**Jim Interlandi
Virtual General Counsel**



VIRTUALGENERALCOUNSEL

Jim Interlandi

What is Virtual General Counsel?

What is Provisors?

Why Am I at Innovation DuPage?

Glen Ellyn Roots

- Attended Ben Franklin, Hadley, and Glenbard West
- Went to “socials” (i.e. dances) in this building in the 1980s
- Family: wife, two boys - 17 and 20, one at Glenbard West and one at C.O.D., one dog
- Loves: family trips, cooking, music (vinyl collector), tech, and Bears, Cubs, Bulls



Virtual General Counsel

- **Full-Service Business Law Boutique – from Startup to Exit**
- **Serve as Outside General Counsel to 50+ businesses**
- **Big Law Veterans: Sidley Austin, Reed Smith, Welsh & Katz, Freeborn & Peters**
- **Clients in Region, Across the USA, and International**
- **Focus on Startups – Formation, Buy/Sell, Finance & Growth**
- **2026 is our 20th Anniversary**



Provisors

- **National Business Networking Organization for Professionals in their Line of Work for 10+ Years**
- **Lawyers, Accountants, Bankers, Brokers, Real Estate, Insurance, Consulting**
- **Members are Resources for Startup Businesses**
- **Meetings at ID First Thursdays 7:00-9:00 am**



Startup Advisory: Focus Depends on Plans

- **Lifestyle Business vs. Build and Sell**
- **Solopreneurs versus Business Partners**
- **Product vs Service**
- **B2B vs B2C (contracting vs compliance)**
- **Staffing (W2 vs 1099)**
- **Capital Needs and Finance**
- **Exit and Succession**



Startup Legal: Artificial Intelligence

- Everyone should have an AI usage policy – even solo startups (and for contractors)
- Understand what AI tells you or don't use it (client story...)
- Most larger clients require their vendors to follow strict AI policies
- AI output is not “ownable” under US law, but you may infringe someone else
- Prompts to free and standard AI products are not confidential or private
- AI is generally considered to be biased



Startup Legal: Branding and Trademark

- Why TM? offensive vs. defensive usage
- Most critical for B2Cs with exit plans
- Barriers to entry; value of IP portfolio
- Trademarks are national in scope – USA based on first to use, most foreign based on first to register
- Always use counsel for trademarks
- Descriptive trademarks not registrable / considered weak (hard to enforce)



Questions?

- Regular working hours at ID – visit me!
- Please join us for Provisors meetings/events (must register – TBD)
- Let us know what help you're looking for





VIRTUALGENERALCOUNSEL

- www.virtualgc.net
- jim@virtualgc.net
- 773.220.5074



Catch the next Meetup on September 30

Reminder!



TrustBank Office Hours

Connect with their representatives
every other Wednesdays 10:30 – 11:30
after the member meetup!



Industry Cluster

Technology, Software, AI & Data
Analytics cluster, Garage Space
(09/16)



Collaborate • Scale • Succeed



INNOVATION
DUPAGE