MEMBER MEETUP

October 14, 2026

Agenda

1. Bagels & Coffee
2. Intros
3. Keeping up with ID
4. Upcoming Events & Offerings for Members
5. ID Member Spotlight: Matt Johnson from Miew
6. ID Member Resource: Mark Spehr from TrustBank

Keeping up with ID:

- **Industry Cluster -** EdTech and Education
- **Clean Energy Incubator Program:**
  - Fill out the Connect Form
  - Connect with Ricardo or Hiba
- **Intern Plus** is open
- **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

Follow Us On

Scan the QR code to keep up with the news:

Member Event



Learn how the Illinois Shines Program supports solar energy projects across Illinois, including available incentives, contractor opportunities, and resources for participating businesses. Brian Keller and Kylie Terpening of Energy Solutions will explain how businesses can get involved and take advantage of the program's support and equity-focused opportunities.

Join us!

Upcoming Events



Learn a simple framework for delivering clear, concise updates that keep meetings focused and productive.

Key Takeaways:

- Organize updates using the **60-Second Executive™ Framework**
- Communicate key points clearly and avoid rambling
- End with a clear next step, recommendation, or an ask

Join us!

Upcoming Events



Discover the innovation happening right here in our community at the Innovation DuPage Member Showcase.

Featuring **40 member companies** showcasing their products, services, and ideas. Come meet local founders, expand your network, and explore opportunities to connect, collaborate, and grow with entrepreneurs, partners, customers, and investors.

Join us!

Resources and Webinars

SCORE
FOR THE LIFE OF YOUR BUSINESS

POLSKY Center for Entrepreneurship and Innovation
THE UNIVERSITY OF CHICAGO

College of DuPage
Business Development Center
SBDC ILLINOIS · ILLINOIS APEX ACCELERATOR · SBDC ILLINOIS

Additional Resources



Strategic Business Advisor

Mike Varon



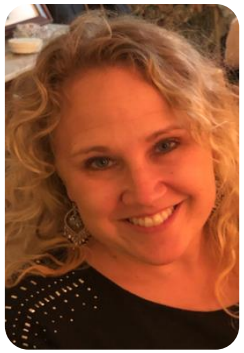
Entrepreneur-in-Residence

Elina Conley



Strategic Technology Advisor

Adam Jeffries



Mentor Program Advisor

Heather Sattler



CEI Program Director

Ricardo Magallon



Grant Writer

Jess Wain



CEI Program Associate

Hiba Anjum



Managing Director

Dan Facchini

ID MEMBER MEETUP

ID Member Spotlight:

Matt Johnson

Miew

INNOVATION DUPAGE MEMBER SPOTLIGHT

Creating digital products that matter.

Matthew Johnson
Managing Director, Miew | Porto and Chicago

MY JOURNEY

My career has always been about making complex systems usable

25 years in the federal government, from the White House to USAID

The White House

Deputy Director of Presidential Writers; Director of Personal Correspondence

State Department

Spokesperson, including during the Arab Spring

USAID

Industry Liaison. Built WorkwithUSAID.gov and an award-winning Business Forecast

Miew

Managing Director, leading the studio's U.S. growth from Chicago

WorkwithUSAID.gov: Fast Company World Changing Idea and Anthem Awards Gold

WHAT I BUILT IN GOVERNMENT

In government, I learned to build things that work at scale

THE FWD CAMPAIGN

200M+

people reached by the campaign I led at USAID for crisis relief in the Horn of Africa

Winner, PR Newswire Grand Prix

$7.7M
saved a year by consolidating 120+ websites into USAID.gov

6
countries where I set up Innovation Labs

1.5M+
people reached daily through a global network I ran

20,000+
organizations in the WorkwithUSAID.gov Partner Directory

High Impact Service Providers
Worked on the White House-led team focused on improving how people experience government services

MIEW TODAY

Miew is an AI and digital product studio in Porto and Chicago

200+

products delivered

UPTEC

our Porto home, where we mentor startups

Where we work

B2B

Hurco, Great White Fleet

B2C

Remax, BMcar

Nonprofit

The Share Trust, American University, Nonprofit Counsel, For Purpose OS

Government

WorkwithUSAID.gov, ProAward

TWO AREAS OF FOCUS

We build for partners, and we build our own products

AI and digital development partner

We design and build for clients, from brand and UX to production code and AI workflows.

BMcar, Hurco, Remax, Great White Fleet

Our own products

We build platforms for problems we know firsthand, in nonprofits and government.

For Purpose OS, ProAward

AI AND DIGITAL DEVELOPMENT PARTNER

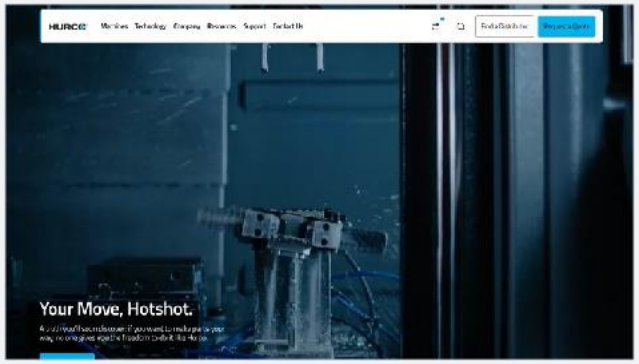
We take products from idea to launch for brands across industries

What we do

- Brand strategy and
- identity UX and UI design
- Full-stack web and app development
- AI agents and workflow
- automation SEO and content strategy



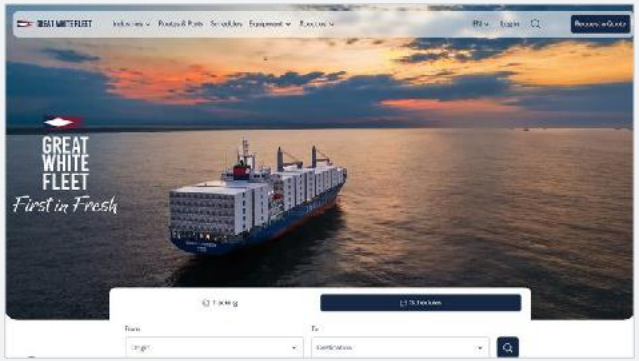
BMcar Online car buying, Portugal



Hurco Industrial machine tools



Remax Portugal Real estate platform



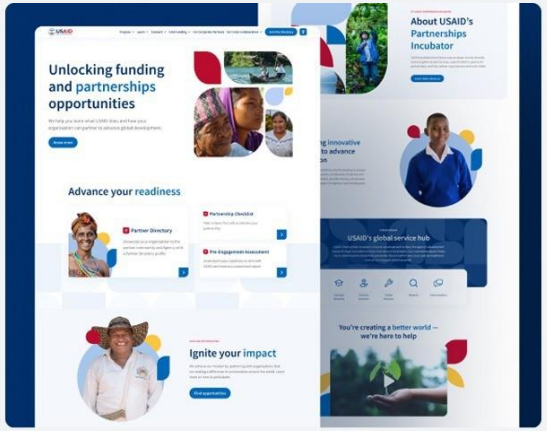
Great White Fleet Shipping, Chiquita

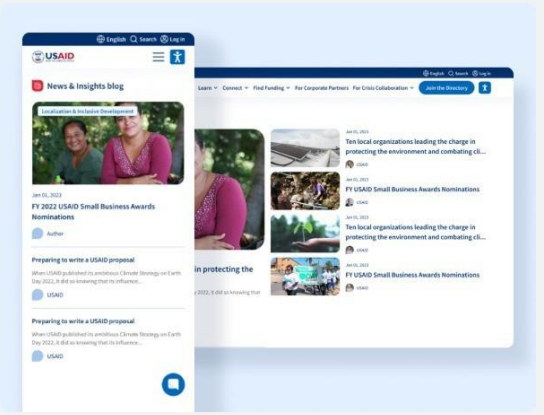
CASE STUDY: WORKWITHUSAID.GOV

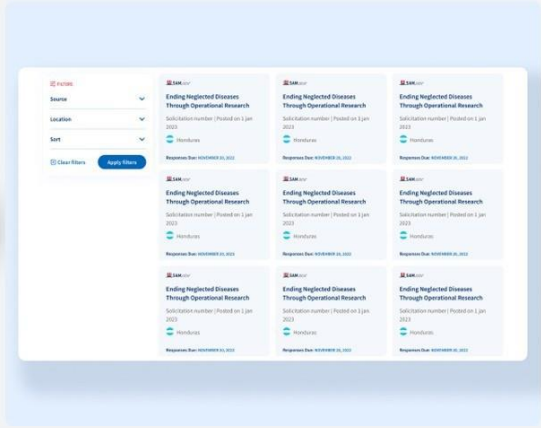
WorkwithUSAID.gov opened a federal agency to thousands of new partners

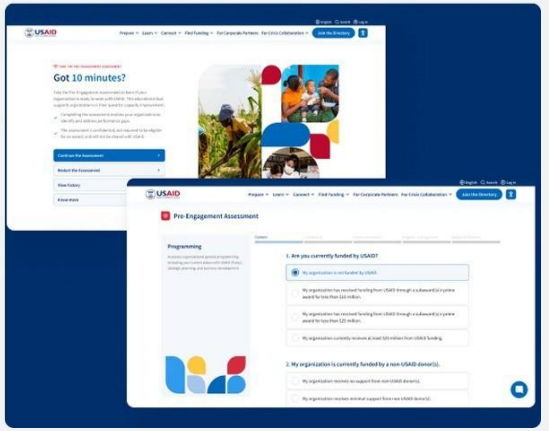
- A first-of-its-kind platform connecting organizations worldwide with USAID
- Partner Directory of 20,000+ organizations
- Gamified readiness assessment for new partners
- Inclusive, multilingual design system

Fast Company World Changing Idea
Anthem Awards Gold Medal









OUR OWN PRODUCTS

We build our own platforms where we know the problem firsthand

For Purpose OS

wepowerpurpose.com

AI-powered legal, governance, and compliance platform for nonprofits, co-founded with For Purpose Law Group

Launching November 5

ProAward

proaward.us

Federal award planning and forecast automation, rebuilt from the system that earned a perfect PSC Forecast Scorecard

In conversations with federal agencies

FOR PURPOSE OS

For Purpose OS gives nonprofit leaders one trusted view of their organization

- Built for Executive Directors of U.S. nonprofits under $10M
- Connects financial data, compliance, and program activity in one place
- AI that earns trust, with guidance grounded in legal and governance expertise

Co-founded with For Purpose Law Group

Launching November 5

Six pillars of nonprofit capacity



Legal



Governance



Finance



Development



People & Culture



Program & Systems

PROAWARD

ProAward fixes federal procurement where it breaks: the planning stage

89%

of live federal procurement forecast listings are out of date

Miew analysis of 7,258 listings across 8 agencies, Aug 2026

Award planning, without the spreadsheets

- Engages acquisition teams during planning, before deadlines are already at risk
- Automates the public Business Forecast so industry sees accurate opportunities
- Builds on an award-winning federal forecast that scored 100/100 on the PSC Scorecard

$14M estimated staff-time savings per year 132,600 staff hours freed

HOW THE ID COMMUNITY CAN HELP

The best help is an introduction to the right person



Founders preparing to launch

Who need brand, website, or MVP work



Agencies and firms

Who need a design and engineering partner



Nonprofit, foundation, and government buyers

Who could give feedback on For Purpose OS or ProAward

HOW I CAN HELP YOU

I can share what I learned inside government and building products



Selling to government

How agencies plan and buy, and what buyers want. I also serve on the SBAIC Board



Startup mentoring

Go-to-market strategy, drawing on how we mentor founders at UPTEC in Porto



Pitch and press coaching

Lessons from years as a government spokesperson

WHAT'S NEXT

Next: grow in the U.S., launch two platforms, then a venture studio

Goals

- Grow U.S. client relationships
- Launch For Purpose OS on November 5
- Bring ProAward to more federal agencies

Challenges

- Building name recognition for a studio rooted in Portugal
- Balancing client work with our own ventures

Next steps

- Bring on an InternPlus intern through ID
- Host office hours for ID founders
- Meet more of you after today

2027 goal: become a venture studio that invests in and builds products jointly with partner organizations

LET'S TALK

Matthew Johnson
matthew.johnson@miew.io 301-788-7185
miew.io



ID Member Resource:

Mark Spehr
TrustBank

The 5 Cs of Credit

Presentation for Innovation DuPage:

How a community bank looks at your loan request

Speaker



- Market President – DuPage TrustBank
- 40 years in banking (with a couple breaks)
- BS, Finance, Northern Illinois University
- MBA, Marketing, Northwestern – Kellogg School of Business
- Live in Winfield with my wife Robbie

TrustBank WHEATON

TrustBank



- Started in 1912 in Olney, IL
- $650 million in assets
- Focus on wealth management and business banking
- Started in Wheaton in 2024
- Custom Solutions / Team Approach

TRUSTBANK™
WHEATON

The 4 Cs of Credit

- Character
- Cash Flow
- Collateral
- Credit History

And sometimes, a fifth

- Conditions

TrustBank WHEATON

Character

- Management experience
- Reputation
- Industry expertise

- Referral from Lawyer, CPA, Other COI

TrustBank
WHEATON

Cash Flow

- Loans are repaid from cash flow
- Historical performance
- Future projections
- Debt service coverage

- Recievables, contracts can be the cash flow

TrustBank WHEATON

Collateral

- Real estate
- Equipment
- Inventory
- Accounts receivable

- For a start up, collateral may be outside assets. Residence. Friends and family

TrustBank WHEATON

Credit History

- Credit score
  (generally, 650 minimum, top 70%)
- Existing obligations
- Business credit profile



TrustBank WHEATON

Conditions

- Economic environment
- Industry trends
- Market competition

TrustBank WHEATON

3 Ways to Improve Approval Odds

- Know your banker, make sure they know you
- Maintain accurate, timely books
- Build relationships before needing capital

TrustBank WHEATON

Q & A

- Thank You

TrustBank WHEATON

Reminder!

TrustBank Office Hours

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

TrustBank WHEATON

Industry Cluster

EdTech and Education (10/14)

BANK OF AMERICA

Catch the next Meetup on October 28

Collaborate • Scale • Succeed

INNOVATION
DUPAGE