

# ALEX. BROWN CENTER FOR ENTREPRENEURSHIP



**J. Gary McDaniel**  
CEO, AirPhoton

## Educational Background

MBA, Management and Operations  
University of Baltimore

BEA, Chemical Engineering & Business Admin  
University of Delaware

## Work Experience

Serial CEO- 6 Start-ups/Early-Stage Companies

Raised over \$50 million in capital from angel investors, venture capitalists, private equity groups, banks, and federal/state governments

3 Successful Exits

## Awards and Memberships

Board of Trustees – Maryland Conservatory of Music

Board of Directors, Former President – Harford County Astronomical Society

Board of Trustees/Former President/Formal Chair - ChemPharma Professional Association

Former Chairman /Vice Chairman – American Institute of Chemical Engineers, MD Chapter

Four US patents and two published technical papers

Presents

## THE RAYMOND V. HAYSBERT, SR. ENTREPRENEURSHIP LECTURE SERIES

### The Five "Cs" of Business Success

Over the course of his career, Gary McDaniel has observed that there are some common themes that lead to success in business. He calls them "The 5 Cs of Success". Most of these are obvious and are things that we all know instinctively. However, in the fast pace of today's world, all too often he finds himself fighting fires and losing sight of these critical elements. Therefore, he has made it a practice to periodically reflect on what he's doing in each of these areas to see if he needs to make changes to put himself, and his business, back on track.

Come listen to this successful serial CEO talk about some essential lessons he has learned over time.

**February 21, 2022**  
**Noon - 1 p.m.**  
**To Be Held Virtually**

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You can master Computer Vision, Deep Learning, and OpenCV

The Raymond V. Haysbert, Sr. Entrepreneurship Lecture Series provides a platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, alumni and the Baltimore business community. The series highlights experiences, lessons learned and unique issues and challenges faced by entrepreneurs in the creation of a new enterprise.

## QUESTIONS?

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