



VOLUME 1

PUERTO RICO



InnovationsoftheWorld.com





The “INNOVATE® PUERTO RICO” Team would like to give a special thanks to all the participants and the following companies for their support and assistance in making this project a reality.



Meet the people that are building a better PUERTO RICO for tomorrow





INNOVATE® PUERTO RICO: A MULTIMEDIA EXPERIENCE AND MORE.”

SVEN BOERMEESTER
- FOUNDER/CEO,
INTERNATIONAL GROUP
PUBLISHER

*Sven Boormeester - Founder/CEO,
International Group Publisher with
Callie Van Graan - President,
Global Village Publishing Inc.*



INNOVATE® Puerto Rico showcases the best of Puerto Rico's innovation and entrepreneurial ecosystem. Embedded on some pages you will find augmented reality videos, when used with the free GLOBAL VILLAGE APP, the world of the future will open up before your very eyes.

But "INNOVATE® Puerto Rico" is far more than a tech-enabled publication; it is a multimedia experience centered around the deluxe hardcover coffee-table book you are now holding, which includes AR videos and also an online web platform and multilevel social media networking. Online, the full e-book will be viewed in the millions through the InnovationsoftheWorld.com online library.

This publication aims to celebrate those involved in the Puerto Rican ecosystem, but it is also meant for all business leaders and decision-makers who can effect change in their industries throughout the USA and the world. We publish INNOVATE® Puerto Rico for the open-minded folk who want to know more about the exciting changes that have recently transpired in the Puerto Rican ecosystem, and who play or want to play an active role in its growth and development.

This inaugural edition of INNOVATE® Puerto Rico is part of a global series. We are currently launching volumes in cities throughout the Globalvillagepublishinginc.com publishing partnership network.

By experiencing INNOVATE® Puerto Rico, you are part of our Global Village network, and we are happy to have you. I trust you will join us as we continue the journey of the INNOVATE® series.

Sven Boormeester
Founder/CEO
International Group Publisher



GLOBAL VILLAGE PUBLISHING INC.
CONNECTING MINDS - BUILDING COMMUNITIES



Glen Edwards
Publishing Partner



Sue Rooney
COO



Justin Jones
Chief Digital Officer



Evan Rothman
Editor & Writer



Sue Ritz
Executive Assistant



Ravi Handve
Designer



Anita Govender
Production Manager

CONTENTS

11	25	49	67
CHAPTER ONE	CHAPTER TWO	CHAPTER THREE	CHAPTER FOUR
THOUGHT LEADERS	BIOSCIENCE & HEALTH TECHNOLOGY	EDUCATION & TRAINING	BIG DATA & ANALYTICS
195	203	221	237
CHAPTER TEN	CHAPTER ELEVEN	CHAPTER TWELVE	CHAPTER THIRTEEN
ARCHITECTURE & INTERIOR DESIGN	ACCELERATORS, INCUBATORS & CO-WORKS	INNOVATION ENABLERS	ACCESS TO CAPITAL



GLOBAL VILLAGE PUBLISHING INC.
CONNECTING MINDS - BUILDING COMMUNITIES

Global Village CEO
Sven Boormeester

Global Village President
Callie Van Graan

Global Village COO
Sue Rooney

Publishing Partner
Glen Edwards

Executive Assistant
Sue Ritz

Production Manager
Anita Govender

Art Direction & Design
Ravi Handve

Editor & Writer
Evan Rothman

info@globalvillage.world
InnovationsoftheWorld.com

Globalvillagepublishinginc.com

© GLOBAL VILLAGE PUBLISHING INC.
ISBN: 978-1-949677-34-8

77

CHAPTER FIVE



MARKETING, ADVERTISING
& MEDIA

99

CHAPTER SIX



FOOD, BEVERAGE
& HOSPITALITY

115

CHAPTER SEVEN



ENTERTAINMENT
& LIFESTYLE

133

CHAPTER EIGHT



PROFESSIONAL SERVICES

167

CHAPTER NINE



TECHNOLOGY &
MANUFACTURING

243

CHAPTER FOURTEEN



FUTURE CITIES & COMMUNITY
DEVELOPMENT



IT'S A KIND OF MAGIC...

DOWNLOAD THE GLOBAL VILLAGE AR APP

TO ENJOY THE AUGMENTED REALITY VIDEOS IN THIS BOOK!

To experience the future of print, download the Global Village AR App from the IOS or Android App stores. Open the App and hold it about 30cm above any page that contains an image with the "play" icon.



Make sure your back camera is pointing at the page. Click the Play button that appears onscreen and immerse yourself in the latest updated content with reference to that page.



Disclaimer: Every effort has been made to ensure the accuracy of the information in The "INNOVATE® Puerto Rico" vol 1. Neither "INNOVATE® Puerto Rico" nor Global Village assumes any responsibility for errors or omissions. All rights reserved: No part of this publication shall be reproduced, copied, transmitted, adapted, or modified in any form or by any means.



“ARMED WITH AN AMBITIOUS ECONOMIC DEVELOPMENT STRATEGY, PUERTO RICO IS GIVING GAME-CHANGERS FROM MYRIAD FIELDS THE SUPPORT AND RESOURCES THEY NEED TO MAKE “IT” HAPPEN.

ELLA WOGER-NIEVES – CEO, INVEST PUERTO RICO



The day began like any other: a morning power-walk along the beach under a rising 7:00 a.m. sun, on my way to wind down and get a cup of coffee at the local “panadería” (a traditional bakery-coffee shop common to most neighborhoods across Puerto Rico).

This type of business plays an important role in the community, as it is here where people come to get their morning “café con leche”, grab a bite to eat, catch up on their news, and exchange light banter with friends. The faces in this spot reflect the fabric of this San Juan neighborhood, and for some inexplicable reason, that day I paid close attention to my fellow patrons, even though I’d been going there for years.

There they were, in happy coexistence: Puerto Ricans of all ages, from Boomers to Gen Z-ers; neatly dressed professionals in rush mode; families looking ready for their next stop at the beach; tourists enjoying the authentic local vibe of the place; and a dose of business folks from Puerto Rico and beyond. I discreetly overheard all kinds of conversations: “which beach are we going to visit today?”, “At what time is the Zoom meeting?”, “Check out that new restaurant in the mountains”, “Did you go to the concert last night?”, “Remind so-and-so there’s a networking event tonight”, and so on. Regardless of their background, here they were at this decades-old panadería getting “it” done, “it” being work, play, or both.

Before my eyes was a snapshot of Puerto Rico’s current reality neatly summed up, a new era of socioeconomic transformation powered by people from across the island and the globe, making the most of the island’s assets to get “it” done, to innovate in their respective fields, be it in tech, services, bioscience, creative industries, energy, and many more. Armed with an ambitious economic development strategy, Puerto Rico is giving game-changers from myriad fields the support and resources they need to make “it” happen.

This book is more than an overview of Puerto Rico’s value proposition. It is an invitation to come learn first-hand of the opportunities others have found here, enjoy our rich culture, and unleash your business potential. But first, coffee at your local “panadería”.

Game-changers, Welcome Home.



WHY PUERTO RICO?

AN EMERGING INNOVATION & ENTREPRENEURSHIP PARADISE

Puerto Rico is a budding hotspot for innovation and entrepreneurship. The island's 60 year legacy in manufacturing has evolved into a vibrant ecosystem that supports a wide spectrum of enterprises, from startups to fully-scaled operations in a variety of industries. An established network of entrepreneur-focused nonprofits fuels collaboration – and a close network of business and community leaders means that Puerto Rico is perfect for introducing new businesses and scaling them up for national, regional, or global markets.

Thriving on the Island is a new generation of entrepreneurs that are resilient, tech-savvy, and globally minded. Along with newcomers attracted by incentives and the Island's unique lifestyle, the start-up ecosystem has evolved around co-working spaces, accelerators, and other initiatives that support entrepreneurs. Puerto Rico is a tropical destination with abundant resources to stay ever connected to global business partners. With public Wi-Fi in multiple city centers, 5G rolled out-across the Island, and shared workspaces that encourage productivity, creativity, and growth, Puerto Rico is the perfect place to start a business. In addition, competitive incentives top the offer for a business-friendly landscape with a high quality of place.

Business Climate

Puerto Rico has the largest and most diversified economy in the Caribbean, with a GDP over \$105B and exports to more than 130 countries around the world. A wealth of opportunities lies in a myriad of sectors, from bioscience, technology, financial & professional services, entrepreneurship to energy. The backbone of Puerto Rico's competitive edge is its familiar playing field. As a U.S. jurisdiction, the ground rules for doing business in Puerto Rico allow for the same level of operational security, stability, and protections, so you can invest with confidence. This includes the U.S. dollar (it is the only and official currency); U.S. federal law and all the protections that go with it, including intellectual property and patents; a U.S. banking framework that also features the credibility of the Federal Deposit Insurance Corporation (FDIC); and the trust that comes with stamping a product or service as "Made in the USA".

It is easy to understand why hundreds of the world's leading companies already call Puerto Rico home, and why local startups are working in new ways to diversify the array of entrepreneurship options on the Island.



Organizational Support

Puerto Rico's diverse economy and dynamic business community collaborate in a productive way that fosters growth. Connecting with like-minded businesspeople provides valuable local insights. The island features a community of collaborators that reaches far beyond conventional places, including: a robust network of workspaces, mentors, accelerators, incubators, and venture capital; accessibility to a tight-knit network of professionals and entrepreneurs; support of local organizations and educational and research institutions, especially in industries such as biosciences, manufacturing, aerospace, and information technology.

Puerto Rico offers support services for businesses and individuals looking to invest and grow on the island and Invest Puerto Rico can help connect you with key organizations that can facilitate your journey as you learn more about getting established on the island.

People Power

Puerto Rico boasts a highly talented workforce, with especially strong concentrations in technical, engineering, and science professions. The highly educated and skilled workforce is drawn from an academic ecosystem of more than 80 universities and colleges. Each year, over 50% of university graduates are in STEM fields.



Companies in Puerto Rico not only benefit from the technical prowess of the local talent, but also from the bicultural and bilingual reality of the island. With over 50% of the workforce capable of operating in either English or Spanish, businesses can easily reach customers around the world and even use Puerto Rico as the jumping off point to expand operations into the mainland U.S. or the rest of Latin America.



Location. Location. Location.

Puerto Rico's strategic geographic location is one of its greatest strengths. Located in the heart of the Caribbean, one can travel directly to important destinations throughout the U.S., Latin America, the Caribbean, and Europe. The island also provides access to valuable shipping and air routes to North and South America thanks to three international airports and the highest volume port system in the Caribbean. No wonder Puerto Rico's location between the Americas makes it an ideal entry point to North American and Latin American markets.

Lifestyle

Puerto Rico's tropical islands, rainforests, mountains, canyons, and beaches offer a mix of climates unlike many in the world. The island's thriving cultural scene offers live entertainment year-round and delicious food to satisfy every appetite. It's a quality of life that provides endless opportunities to experience nature and soak up culture.

Puerto Rico's culture is a lively mix of Taíno, African, and Spanish influences. This fusion is felt in almost every aspect of Puerto Rican

Tax Benefits & Policy

Puerto Rico's favorable business environment delivers attractive tax benefits. The Puerto Rico Incentives Code (Act 60) provides incentives that support operating costs, job creation, and growing specialized talent in Puerto Rico. Also, individuals drawing their income from Puerto Rican companies are exempt from federal income taxes.

The following main tax benefits are offered as part of Act 60:

- 4% fixed income tax rate on eligible income
- 100% tax exemption on capital gains
- 75% exemption on property tax
- 50% exemption on municipal license tax
- 15 years standard tax exemption grant period (with potential to renegotiate for an additional 15 years)

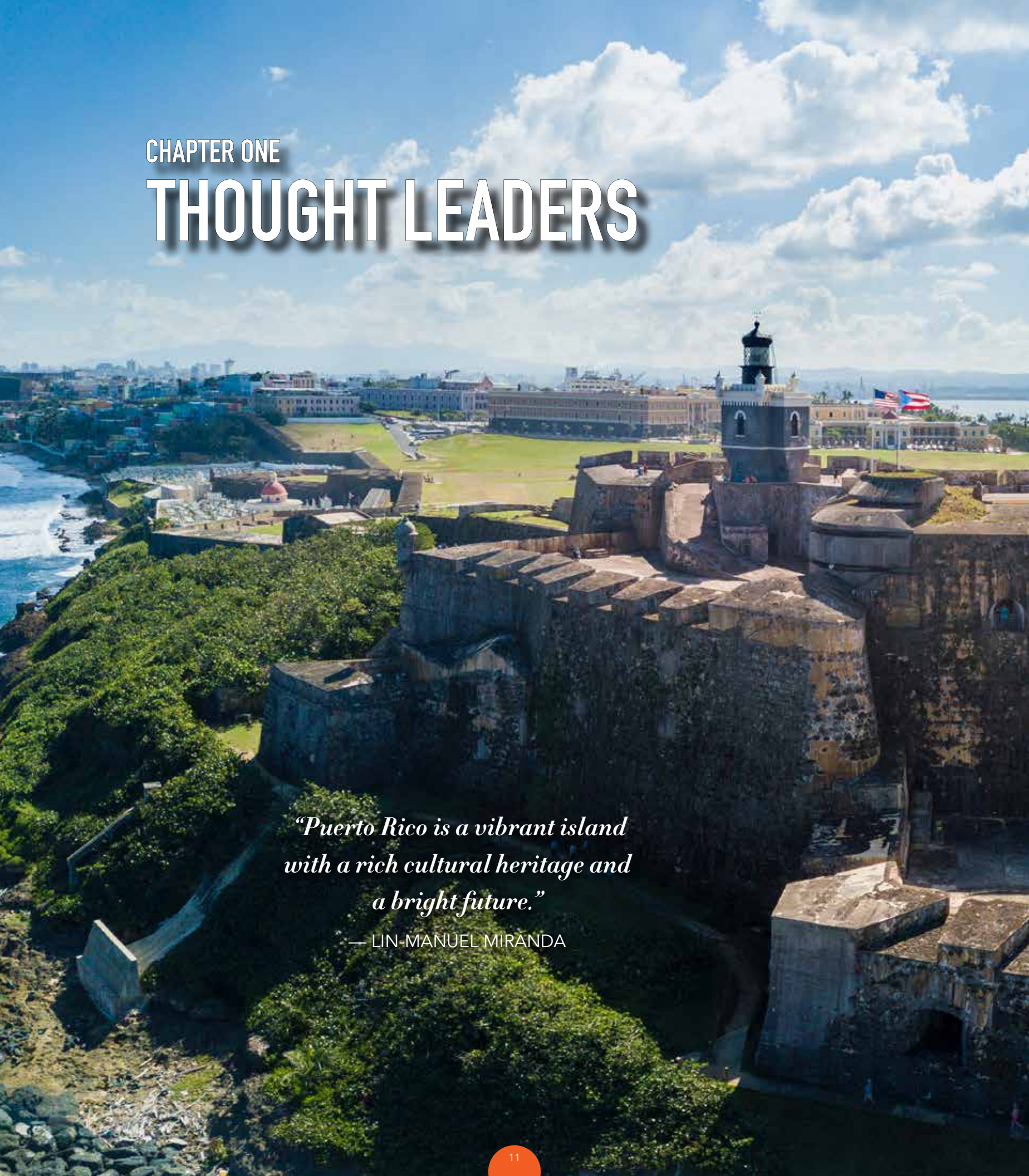
The Puerto Rico Department of Economic Development and Commerce, or DDEC for its Spanish acronym, is the primary government institution that manages the incentives for businesses and individuals. Invest Puerto Rico supports in navigating the application process and liaising with our partners at the DDEC.

life: the cuisine, arts and crafts, music, and traditional festivals. Museums and cultural centers feature European classics and Afro-Caribbean sculpture. The architecture blends traditional colonial styles with a bright palette of colors. And the island's music and dance scene brings together instruments, rhythms, and sounds from eras and places as distant from each other as 18th century West Africa and medieval Spain.

In Puerto Rico, you can't help being influenced by living among the diversity of tastes, sounds, and sights that make up the history and culture of the island.

investpr   
investpuertorico 
InvestPuertoRico 

investpr.org



CHAPTER ONE

THOUGHT LEADERS

*“Puerto Rico is a vibrant island
with a rich cultural heritage and
a bright future.”*

— LIN-MANUEL MIRANDA



“ PUERTO RICO’S FUTURE ECONOMIC PROSPERITY DEPENDS ON A ROBUST ENTREPRENEURSHIP ECOSYSTEM TO FOSTER AND SUPPORT HIGH IMPACT ENTREPRENEURS.

SOFIA STOLBERG, CEO, PILOTO 151



PILOTO 151

THE GENESIS AND EVOLUTION OF PUERTO RICO'S ENTREPRENEURIAL ECOSYSTEM AND WHAT'S NEEDED TO CHARGE AHEAD

Few people know that in 2010 Puerto Rico pioneered the first multi-stakeholder entrepreneurship ecosystem project in the world. Led by the Island's most successful entrepreneurs in partnership with the Department of Economic Development, the Puerto Rico Entrepreneurship Ecosystem Project tapped the world's experts in entrepreneurship to help strengthen its entrepreneurial ecosystem with

the goal of spawning high growth entrepreneurs on a sustainable basis and igniting economic growth in a much shorter time frame than would otherwise occur naturally. Despite significant early wins, the project didn't go on to a second phase; in many ways, our ecosystem at the time was too nascent.

Fast forward 12 years, and today, our entrepreneurship ecosystem looks nothing like it did in 2010. We have more ecosystem support organizations than ever before working together to fill gaps in entrepreneurial programs and services, world-class accelerators and programs attracting talented entrepreneurs from all over the world, and local startups raising millions of dollars in venture capital to fuel their international growth.

However, we still have a lot of work to do to reach that 2010 goal. If we want to become a world-recognized hotbed of entrepreneurship, then we must produce more high potential entrepreneurs, generating larger and more visible exits that can in turn trigger a virtuous cycle of repeat entrepreneurs starting up again and investing in other startups.

Although there is no silver bullet, there are at least three strategies that could help us move the needle:

1. Push our leaders to create a more entrepreneur-friendly business environment with less red tape, faster permitting, simpler tax codes and more stability and support in the existing tax incentive program;
2. Create an ongoing and world-class mentorship program for high potential entrepreneurs; and
3. Work on our tech talent pipeline to fuel fast-growing startups by supporting local coding bootcamps and creating incentives to attract world-class technologists to the Island.

Sofia Stolberg is the CEO of Piloto 151 co-working spaces and PilotoMail. She has worked alongside Babson to strengthen entrepreneurial ecosystems internationally and co-founded Colmena66, a program that connects entrepreneurial support organizations in Puerto Rico with each other and with entrepreneurs at all stages.



Piloto
Piloto151   

piloto151.com



ARTIFICIAL INTELLIGENCE INNOVATION IS NOT CONFINED TO SILICON VALLEY OR ANY ONE LOCATION.

CARLOS MELÉNDEZ COO AND CO-FOUNDER
WOVENWARE



wovenware



Puerto Rico has the three key elements required to succeed as a major hotspot for AI innovation: Diversity, talent and a culture of innovation.

— Carlos Meléndez COO and Co-Founder Wovenware



AI has the power to change people's lives, so it must be trained to be unbiased and ethical. At Wovenware and across the island we have always embraced diversity.

We belong to a country that is a patchwork of different cultures, yet we also hold fast to our Latin American roots. And, as a U.S. territory we have access to the datasets that enable smart and fair algorithms without the restrictions that come from foreign data regulations.

Aside from our diversity, Puerto Rico provides the perfect solution to the global tech talent shortage. More than 200,000 students enroll in the island's 80+ universities each year, and graduates excel in

programming, linear algebra, probability, statistics, big data and algorithms. Wovenware reaps the rewards of having this talent right on our doorstep, and we're committed to nurturing rising data scientists who are creating the next evolution in AI innovation.

And speaking of innovation, it's rampant in manufacturing, biotech, aerospace and other industries here in Puerto Rico, home to 11 of the top 20 global pharma companies. But it's not just major companies that spark innovation, it also comes from local companies, like Wovenware, which have learned resilience through natural disasters and other issues and still succeeded. It's finding new ways to overcome obstacles and meet customers' needs despite adversity. And, it's what is required of effective AI.

"With Wovenware leading the charge, Puerto Rico is fast becoming one of the new destinations for AI innovation. We have the expertise and innovation, the backing of industry powerhouses, along with government support, and most importantly - the resilience and drive to make it happen."

As COO and co-founder of Wovenware, Carlos Meléndez has extensive expertise in software engineering and AI. Prior to Wovenware, Carlos was senior software engineer with several start-ups and was a consultant to Accenture. He holds a B.S. degree in Electrical Engineering and Juris Doctor from the University of Puerto Rico.

cmelendez@wovenware.com
carlosmelendez2 

wovenware.com

WE FOSTER CREATIVE THINKING-FOCUSED PROBLEM-SOLVING APPROACHES, WE STIMULATE RISK-TAKING, AND WE ARE NOT AFRAID TO FAIL, ON THE OTHER HAND, WE MAKE EVERY FAILURE A LEARNING EXPERIENCE.

ENG. LUCY A CRESPO, CEO, P. R. SCIENCE, TECHNOLOGY & RESEARCH TRUST

Innovation is a driver of well-being and economic development.

Innovation and scientific advances are essential to driving economic growth, new business creation, and improving the quality of life.

At the Puerto Rico Science, Technology and Research Trust, we continually strengthen our innovation culture by being optimistic, passionate, and curious.

During the COVID-19 pandemic, we have experienced some of the most impactful innovation deployment in history: the COVID-19 vaccine development and deployment at unprecedented speed, showcasing extraordinary scientific collaboration around the globe. We also saw the faster adoption of technology in the shortest time with remote working and the increased use of technology such as telemedicine and telehealth in the healthcare areas.

We experienced how innovation in new materials and processes results in lower-cost products and services, making technology affordable and accessible for everyone. One of the greater benefits of scientific advancement and medical innovation is the increase in our life expectancy. Innovation in vaccinations, water filtration, and chlorination transformed public health.

One of the key areas that we are very enthusiastic about is the new innovations in healthcare to improve life expectancy and reduce health disparities. For us, in Puerto Rico, this is very critical because as an island in the path of many hurricanes, and other natural disasters, we are increasing our resiliency with the use of new technologies. One of our programs, the Puerto Rico Consortium for Clinical Investigation (PRCCI) is working with several new gene and cell therapy companies to enable the delivery of their solutions to patients from Puerto Rico. The second example is the integration of new and evolving technologies in vector management by our Puerto Rico Vector Management Unit (PRVCU) to pursue the elimination of tropical diseases such as Dengue using sterile



Puerto Rico
Science, Technology
& Research Trust

mosquito techniques with Wolbachia, new larvicide spraying methods, and working with health organizations such as the CDC and Puerto Rico Department of Health (PRDOH) on new vaccine education efforts. We are also training a new generation of Puerto Ricans in the use of 3D printing and virtual & augmented reality, emerging technologies that are changing our life and healthcare delivery as we speak.

We inspire our team with a clear strategic vision, always raising the performance bar, and setting stretch goals. We foster creative thinking-focused problem-solving approaches, we stimulate risk-taking, and we are not afraid to fail, on the other hand, we make every failure a learning experience.

P.R. Science, Technology & Research Trust

P. O. Box 363475, San Juan,
PR, 00936-3475
787-523-1592

info@prsciencetrust.org

Physical Address: Road #21, Bo. Monacillos,
Río Piedras, San Juan, P.R.

PRScienceTrust1    

PRScienceTrust 

FideicomisoTV 

prsciencetrust.org



MAKING AFFORDABLE MEDICINE FOR EVERYONE BECAUSE IT IS THE RIGHT THING TO DO..

ROBERT SALCEDO, FOUNDER AND CEO, OCYONBIO GENE AND CELL THERAPY



\$20M up to \$1.55B. Robert was also a leader in global drug product supplier Amgen's construction and technology transfer during initial establishments in Puerto Rico, drug products to the world. He has also consulted and advised more than 50 companies in the gene and cell therapy and biologics sector.

Currently, Robert is the founder and CEO of OcyonBio, a pharmaceutical development and manufacturing company. OcyonBio has recently established a growing campus consisting of two buildings with over 200,000 and room to grow to over 1M sq ft in Puerto Rico that will position the island to become the next great cell & gene therapy hub. OcyonBio's objective is to create a high technology campus that will enable biologics, vector manufacturing, cell & gene therapy development to support curative therapeutics with unmet medical needs affordable for all.

His work is a testament to his dedication to creating better access to life-saving treatments and therapies.

Robert Salcedo was born in the Dominican Republic on August 26, 1964. When he was ten years old, his family decided to emigrate to the United States in search of better opportunities. At an early age Robert understood the need for access to medicine for everyone regardless of social status or race. His passion for making medicines affordable for everyone came from his aunt, who suffered from cancer and was unable to get the treatment she needed. This passion drove him to devote his life to understanding pharmaceutical development.

Robert has dedicated over 25 years of his life to the biotechnology and solid dose manufacturing industries. His portfolio includes executive team development and strategy for regulatory, CMC, clinical, and manufacturing scale-up and commercial projects ranging in value from

"I believe that Puerto Rico has the potential to become a great cell & gene therapy hub and I will strive to make this happen. Our campus will become the home to emerging, clinical and commercial companies, leveraging Puerto Rico's pharmaceutical history and incentives which reduce R & D expenditure by over 50%, consistent with our mission to make affordable medicines because it's the right thing to do."

ocyonbio.official 
OcyonBio | Aguadilla 
OcyonBio 
ocyonbio.official 

Email: info@ocyonbio.com

ocyonbio.com



PUERTO RICO HOLDS ITS OWN ON A GLOBAL SCALE.

IGNACIO ALVAREZ, PRESIDENT AND CEO OF POPULAR INC.



Technological advances, changing customer expectations and a rapidly evolving competitive landscape have made innovation not a choice, but a requirement to remain competitive at every level. Countries, companies and individuals must constantly question the present and aspire to make the future better. Because innovation is not an end in itself; it is about devising solutions to improve people's lives.

In the last 150 years, Puerto Rico has undergone dramatic events, including a change in sovereignty from Spain to the United States, the evolution from an agrarian to an industrial society and devastating hurricanes, including Hurricane Maria, which left the entire island without power, water or telecommunications for weeks. Throughout all of this, Puerto Ricans have gone beyond resilience. The need to address problems, find alternatives, think ahead, and have a positive attitude have made innovation an intrinsic part of our culture.

Puerto Rico has also developed an infrastructure that is highly conducive to innovation. We are competitive in high-end manufacturing, including pharmaceuticals, medical devices and aerospace. The island also boasts a strong pool of top-notch professionals who have studied in excellent universities in Puerto Rico and on the mainland. Puerto Rico has also proven to be an ideal test market for new technologies and has become a leader in terms of 5G availability. Entrepreneurship, which is closely tied to innovation, has seen a recent surge on the island, with people of all ages and different backgrounds venturing to start their own businesses.

At Popular, we are confident about Puerto Rico's ability to compete and succeed in a world where innovation is key. This conviction leads us to invest in our customers, our people, cutting-edge technology, and state-of-the-art facilities. We have done so for 130 years, and our investment has always paid off.

Inspired by what we are fortunate to see every day—the enthusiasm of young professionals that bet on working here, despite having opportunities to work anywhere in the world, an increasingly strong entrepreneurial ecosystem, the ability to come up with better solutions and the willingness to adopt them, and a general confidence that we can work to make people's lives better—we look to the future of Puerto Rico with great optimism.



POPULAR®

Popular Inc
popular   
popular.pr 

popular.com

TODAY, IT IS OUR PRIVATE SECTOR AND ENTREPRENEURS THAT ARE LARGELY RESPONSIBLE FOR DELIVERING ON THE PROMISE OF A STRONGER ECONOMY FOR FUTURE GENERATIONS.

LAURA CANTERO, EXECUTIVE DIRECTOR, GRUPO GUAYACÁN, INC



GUAYACÁN
EST. 1996



One aspect I can highlight about doing business in Puerto Rico is the vibrant and growing community of entrepreneurs committed to transforming the local economy. This community of entrepreneurs is navigating a complex scenario under the shadow of an economic crisis that forced the local government to overhaul public finances. It is precisely these circumstances that underscore the value of a multi-sector approach to promote economic growth. Gone are the days when Puerto Rico could rely on government incentives and public investment to drive its economy. Today, it is our private sector and entrepreneurs that are largely responsible for delivering on the promise of a stronger economy for future generations. Enabling local private investment is precisely why Grupo Guayacán was created, working with partners to develop a vibrant risk capital ecosystem in Puerto Rico, increasing access to capital for the entrepreneurs that need it, and generating sustainable economic development by strengthening our local entrepreneurial base. I am a firm believer that only by working together, through long-term collaboration, can we successfully build a roadmap for our entrepreneurs to navigate. When provided with access to the right education, resources, and capital, our entrepreneurs can build companies with impact beyond our wildest imagination. These are the building blocks of the entrepreneurial ecosystem; we must come together to achieve long term measurable results, for our entrepreneurs and for Puerto Rico.

Laura Cantero is Executive Director of Grupo Guayacán, Inc., from where she is helping to build a thriving ecosystem for entrepreneurial success in Puerto Rico. She has close to 20 years of experience in the financial services industry, specifically in implementing and delivering organizational effectiveness and corporate change initiatives. Born and raised in Puerto Rico, before joining Guayacán, Laura worked as Manager at the Latin America Financial Services practice for Ernst & Young in Panama. She holds a bachelor's degree in Economics from The Wharton School, University of Pennsylvania, and an MBA from IE Business School in Madrid.

Grupo Guayacán
info@guayacan.org
Social Media [f](#) [i](#) [t](#) [in](#)

guayacan.org

“ NGO’S MUST INTEGRATE THEMSELVES IN ORDER TO SERVE MORE PEOPLE AND BE ABLE TO GET THE RESOURCES NEEDED TO FULFILL THEIR MISSIONS .

NERMA ALBERTORIO BARNÉS, CO-FOUNDER CENTER FOR ENTREPRENEURS



Puerto Rico, the unincorporated US territory, has been the focus of the public eye due to a very controversial bankruptcy, escalating debt, a category 5 hurricane, and one of the lowest economies in the United States. However, Puerto Rico has a lot to offer, and much work needs to be done before we can make crucial decisions about our future.

If we get to discuss the reasons why we are in this situation, we would need a whole dissertation to get to the root of how we got here. For decades, Puerto Rico relied on tax incentives as a strategy for growth within the manufacturing industry. When those companies left, the government tried to attract wealthy people to move to Puerto Rico under another tax incentive law to boost the island's economy. With this, Puerto Rico has become a tax haven for very wealthy US citizens and crypto investors. At the end of the day, we have not been able to maintain a sustainable economic growth strategy through the years. All these changes have provoked a lot of discussions between sectors that support the economic development of the island. On top of that, it is important to address that we are a US Territory, and we are therefore US citizens. A lot of our NGO'S have 501C3 exemption. Nevertheless, when we are looking for funding, there are a lot of US based foundations that don't recognize Puerto Rico as part of the US, and we are unable to diversify our funding strategies. So being an NGO in Puerto Rico is very challenging.

On the sidelines this there is a group of fully committed Puerto Ricans and nonprofit organizations that are doing the grassroots, deep, transformational work that needs to be done to thrive again as a nation. At this point, the third sector must agree on the socioeconomic agenda that we want for Puerto Rico. It must come from the third sector, since the government institutions have proven that even though they have good intentions, it is not enough, and we cannot be changing agendas every four years if we want to see a real shift in poverty levels.

For the past ten years, a lot of organizations have been working together supporting entrepreneurs, and people that want to become entrepreneurs to adapt to new market conditions, find opportunities and to create value. This is possible because they are working in collaboration and that allows



them to escalate efforts. This is how we should be moving forward. The NGO's must integrate themselves in order to serve more people and be able to get the resources needed to fulfill their missions. It is a matter of being able to transform Puerto Rico to an entrepreneurial island so that Puerto Rican citizens can improve their quality of life. This means having access to equitable education, healthcare, and decent work.

What do we need?

Intentional philanthropy that can think of Puerto Rico as a social investment platform and be on the lookout for organizations that are doing the work. US based Foundations need a deeper awareness of the situation of Puerto Rico, the work that has been done, and the work that still needs to happen. There are so many Foundations that support the type of work that we are doing, but when it comes to applying for funding, Puerto Rico is invisible to them.

Puerto Rico is a US Territory with US citizens that has the right to the same support system as the US mainland. It is important to highlight the work of the third sector in adding and creating value with their different programs and services. By funding some of these programs Foundations can be part of the profound transformation that is taking place in Puerto Rico.

***The author is the Co-Manager Director of Project Makers, a social impact program and fund and Founder of Centro para Emprendedores.*

Center for Entrepreneurs
info@centroparaemprendedores.org
(787) 759-7696

centroparaemprendedores.org

“OUR PASSION IS TO HELP COMPANIES GROW. OUR HIGHEST INTENT IS TO FOSTER A STRONG SERVICE PHILOSOPHY THAT ENSURES OUR CLIENTS ACHIEVE THE SUCCESS THEY SEEK AND DESERVE. WE WANT THEM TO DO WELL BECAUSE WE WANT OUR ECONOMY AND SOCIETY TO DO WELL. IT’S A WIN-WIN.”

CARLOS COBIAN, FOUNDER AND CEO, GRAVITAL AGENCY



Carlos Cobián is a purpose-driven, accomplished entrepreneur and philanthropist recognized for creating innovative, successful businesses in Latin America and working tirelessly to make a meaningful, positive impact on Puerto Rico’s entrepreneurship ecosystem and economy.

Carlos became an entrepreneur at a young age by selling candies out of his parents’ garage. In 1995, after noticing that brands were struggling to reach young consumers, he co-founded Empire Entertainment, Puerto Rico’s first youth experiential marketing agency.

Between 1995 and 2006, Carlos consulted for leading global brands such as Toyota, Pepsi, Bacardi and Hilton Hotels. In 2003, he co-founded Wireless Idea, a pioneer in the use of mobile devices as a marketing and content monetization tool for brands, reaching users in 17 Latin American countries.



In 2014, Carlos founded Cobián Media, a progressive media and event company that develops platforms for personal, professional and economic growth. Its events have been featured in The New York Times, Forbes, NBC News, The Guardian, Inc and The Huffington Post. Also in 2014, he launched Gravitational, a performance-driven digital marketing agency and consulting firm focused on helping companies grow in a global marketplace.

Carlos is known for his inventiveness, perseverance and resilience. He has championed entrepreneurship and economic development in Puerto Rico through economic crises and devastating natural disasters as well as a string of personal trials. In 2020, he founded Fields of Joy in memory of his late wife, a fervent child advocate and anti-bullying activist.

Carlos is a dynamic and insightful international keynote speaker in the areas of entrepreneurship, leadership, innovation, marketing, business ecosystem development and corporate culture. He has been featured as the headline speaker at events held by companies such as Walmart, Assurant, Banco Popular, AstraZeneca, The Clorox Company, Abbott Laboratories and Janssen Ortho. He also shares his expertise through social media videos on Carlos Cobián Live.

Carlos is the founder and former president of Entrepreneurs’ Organization of Puerto Rico. He has received numerous awards for his outstanding performance as an entrepreneur and transformational leader, including the Puerto Rico Chamber of Commerce’s Zenith award for “Businessperson of the Year.” Forbes describes him as “a leader in the new Puerto Rican creative economy.”

Gravitational Agency
info@gravitalagency.com
 +1 787 424 4443
[gravitalagency](#) [in](#) [ig](#) [f](#)

gravitalagency.com

“YOU ALREADY KNOW YOUR TEAM IS THE HEART OF YOUR COMPANY – IT’S A MATTER OF LISTENING CAREFULLY AND UNDERSTANDING ITS BEAT.”

MARIA LUISA FERRÉ RANGEL, CEO GRUPO FERRÉ RANGEL (GFR)



It is crucial to stay close to and know your employees. It is even more critical to understand the new generations. In the past few years, the labor landscape and ways of working have dramatically evolved. The new generations work and collaborate differently. They get inspired differently. And, they have different expectations of their leaders and the company. You already know your team is the heart of your company – it’s a matter of listening carefully and understanding its beat.

Lead change doesn’t just manage it: Since our great-grandfather started our family business, we have always been clear that our purpose is to contribute to Puerto Rico’s social and economic development and to enrich the lives of Puerto Ricans everywhere. We believe strongly in being part of the solution, which means we seek to drive change and not wait for it to happen.

We strive to be agile so we can deeply understand the issues and opportunities, connect with leaders inside and outside of Puerto Rico, and adapt our business to be relevant to future generations of our family and future generations of employees.

When you’re part of a family business with over 100 years of history, the questions often asked are: How do you stay relevant? What is the formula to successfully operate a business for that long? For us, the answer has always been about three things: resiliency, people, and leadership.

Be resilient: Something that all businesses have learned, especially post-COVID, is that we need to strengthen our capability to be resilient. Investing in tools, training and communication are all critical to be ready to anticipate, prepare for, respond to, and adapt to changes and disruption while safeguarding our people, assets, relationships, and brand equity.

As CEO, Maria Luisa leads the company’s development and diversification strategies with relentless visionary force, boldly approaching new ventures and challenges, and focused on growth and sustainable entrepreneurship. She oversees a family holding company with operations in media, real estate, and customer engagement in Puerto Rico, the United States and Latin America. She also serves as Publisher of GFR Media, the leading media business in Puerto Rico.

Grupo Ferré Rangel
raquel.rivera@gfrpr.com

grupoferrerangel.com

“THE MODERN AGE HAS OPENED THE DOOR TO THE BENEFITS OF INNOVATION, AND I BELIEVE THAT IS WHERE THE FUTURE LIES.”

ALBERTO LUGO, PRESIDENT, INVID LLC



When I first learned to code, I never imagined its profound impact on my life.

I was 15 years old when I first discovered software development, and I remember the awe of seeing the computer do what I instructed it to do. I still maintain that same fascination that programming awakened many years ago, and that wonder grows as I witness the limitless potential that software provides.

Through the company I founded, INVID, I have discovered the true meaning of innovation. To innovate is to push the boundaries of our technology and create solutions that have a tangible impact on how people work and live. As a B2B company, it might not seem easy to envision our solutions' real-life outcomes. Still, as our work in Puerto Rico's Children's Hospital demonstrates, by enabling organizations to use their time more effectively, they can redirect their efforts and resources to what matters most: their patients. Similarly, other industries have reaped the benefits of our solutions by mainstreaming and automating processes that would otherwise cost a company time and money. I have seen firsthand that software can solve any business problem, from government agencies to healthcare institutions. And that includes challenges beyond our small island.

The modern age has opened the door to the benefits of innovation, and I believe that is where the future lies. Puerto Rico is fertile land for opportunities and development through the many benefits of our hybrid cultural and political situation. With most of the professional population being bilingual, we have been able to connect Latin America with the United States, allowing infinite opportunities for connection and business. Similarly, Puerto Rico has no shortage of capable professionals ready to work, with some of the best institutions for engineering right here on the island. Now more than ever, these are just a few advantages of doing business in Puerto Rico.

It is why we at INVID are betting on innovation and staying on the island with the ongoing goal of producing meaningful software and great jobs. We will continue encouraging employees to have fun at work while building the best software solutions that impact lives.

INVID
sales@invidgroup.com
Phone: 1-833-827-2878
invidgroup   

invidgroup.com

PUERTO RICO IS BLOOMING AS A GLOBAL HUB FOR INNOVATION WITH COMPETITIVE TAX INCENTIVES, AND A HIGHLY SKILLED WORKFORCE... THE OPPORTUNITIES ARE ENDLESS. GIOVANNI MENDEZ, CEO, GEO



There is an increasing number of individuals and businesses from around the world coming to Puerto Rico. Our island is blooming as a global hub for innovation with competitive tax incentives, and a highly skilled workforce. The island's interesting legal and fiscal framework as a U.S. territory, the resiliency of its people, its location, and top-level professionals, make Puerto Rico a competitive jurisdiction to attract new capital investment. Through GEO Tax, we help individuals and businesses to get established on the island. We provide our clients with a unique and transparent entry to the various economic incentive programs, optimize their business structures, and ensure compliance while we bring a personalized approach that provides each client with a wide range of services.

Giovanni Méndez Feliciano has a bachelor's degree in accounting and a Juris Doctor. Upon completion of the law degree, Giovanni took the Puerto Rico bar, and applied for admission to the United States Tax Court, given his interest in Business and Tax Law. As of today, he has extensive experience as a corporate and tax attorney, including, but not limited to, compliance, financial reporting, tax return preparation, and regulatory matters. At the age of 31, he founded his firm, and has mentored over 500 clients at both the state and federal levels. He managed clients from Fortune 500 companies, pharmaceuticals, telecommunications firms, technology, software companies, and Blockchain companies, among others.

Long before he began his law studies, Giovanni was passionate about contributions and had the opportunity to work in the financial sector. He was able to carry out and tie his education and knowledge into his professional career. After spending a few years working for a private company, he ventured to open his own law firm, Global Economic Optimization, also known as GEO Tax.

As native Puerto Ricans, we are committed to helping promote economic growth with programs and tools that drive job creation, capital investment, and continuous innovation. We are convinced that the opportunities are endless, and thus, we won't stop innovating.

Global Economic Optimization
info@geo.tax; ea@geo.tax; gmendez@geo.tax
 787-665-2022
[geotaxpr](#) 
[geo.tax](#) 
 Puerto Rico Tax Incentive 

geo.tax



SHOWCASING & CONNECTING THE TOP INNOVATORS FROM AROUND THE WORLD

SVEN BOERMEESTER, FOUNDER/CEO, INTERNATIONAL GROUP PUBLISHER –
GLOBALVILLAGEPUBLISHINGINC.COM

How is the commercial book publishing world being disrupted?

Some clients joke with us that we are bringing back a dying art form, printing hard cover books for business which are cool again. The business model however has changed completely, gone are the days of pay to play by selling advertorials or advertising. A great book on an ecosystem or industry needs to be authentic and all encompassing of all the major players sharing their story, not just whoever paid to be in there. To finance that we moved to a crowd funded book buying model where the market and the participants buy the books in bulk to use as gifts to clients, visitors, investors and employees. As publishers of the INNOVATE® Series, we are constantly innovating ourselves.

Working on ways to make book publishing future-proof. Some of our more recent innovations in the book publishing space is our Augmented Reality app that allows us to embed videos and 3D objects directly into the pages of our books and our latest innovation - Interactive 3D books that can be published as NFTs. These Interactive NFT books live on the blockchain forever and can act as access passes to special events and communities or other gated content.

How do you set up your business in new cities and countries?

We look for skilled marketing professionals in each city that know their community well and form 50/50 partnerships with them where they collect the stories and we design and print the book. We are a fast growing tribe of fun and energetic publishing entrepreneurs, partners and friends. We all share a passion for innovation, beautiful places and cultures that we want to embrace, share and showcase with the rest of the world. We are always looking for marketing entrepreneurs to join our team, please reach out to me on LinkedIn or info@globalvillagepublishinginc.com.



Sven Boermeester is a global publishing entrepreneur with a career that spans over 20 years with stops in more than 100 countries. He was born in Antwerp, Belgium and grew up in South Africa. After completing his business studies in Cape Town, he opened his first media company and started publishing the trade and industry directories for South Africa followed by the launch of the Best of the World publishing series in Dubai. Fast forward 20 years and 183 'Best of' editions across 60 countries. Sven is a true digital nomad, when he's not traveling the world he can be found in either Tampa, Cape Town or Dubai. He is working on disrupting the publishing business by mapping out the Innovation ecosystems of every major city in the U.S. and around the world, through his latest Innovation books and augmented reality video series.



GLOBAL VILLAGE PUBLISHING INC.
CONNECTING MINDS - BUILDING COMMUNITIES

Email: info@globalvillagepublishinginc.com
[sven-boermeester-8605823](mailto:sven-boermeester-8605823@globalvillagepublishinginc.com) [in](https://www.linkedin.com/company/globalvillagepublishinginc)
[Globalvillagepublishinginc.com](https://www.globalvillagepublishinginc.com)
[InnovationsOfTheWorld.com](https://www.InnovationsOfTheWorld.com)

CHAPTER TWO

BIOSCIENCE & HEALTH TECHNOLOGY



“Puerto Rico has what it takes to support our research and development, including a deep talent pool, supportive business climate, and many other high-value intangibles.”

— WILL ROSELLINI

ABARCA

A DIFFERENT KIND OF PHARMACY BENEFIT MANAGER



Abarca was founded to deliver a better way in healthcare. For more than fifteen years, the pharmacy benefit manager (PBM) and technology company has been delivering on that promise for its health plan clients and their members through:

A smarter platform: Abarca built Darwin™, its healthcare technology platform, in-house from the ground up to be fully-integrated, secure, and user-friendly.

A higher standard: Abarca believes that our clients deserve to know exactly how much they are paying for their pharmacy services, down to the prescription.

A better experience: Whether it be for clients, partners, employees, or, most of all, members, Abarca is always working to deliver a better experience in healthcare.

Jason Borschow founded Abarca in San Juan shortly after graduating from college. But, healthcare is a part of his DNA. He grew up in the industry working at a medical supply company started by his grandfather in 1951.

Even with his experience, starting a PBM was a bold move: 80% of the market is controlled by just three large healthcare conglomerates. But, Abarca was built with an entirely different approach to business and technology, and a powerfully positive corporate culture that is unlike any other in the industry.

To achieve its mission, Abarca leverages Darwin's advanced capabilities to offer modern and intuitive solutions for our partners. To date, Darwin has helped plans improve their CMS star ratings, pharmacies improve medication adherence, members receive real-time support, and more.



Jason Borschow, Founder

The company is united around six distinct core values that guide everything it does, from how employees treat each other and the solutions they create, to the relationships the company builds with its partners.

These values also impact how and where the company finds talent. To assemble its team of more than 600 employees, Abarca looked far beyond healthcare to recruit employees from a diverse cross-section of industries. In particular, it has relied heavily on the tech talent from Puerto Rico, allowing it to capitalize on, and contribute to, the Island's emergence as a hub for technology and innovation.

The company is also deeply committed to giving back to the communities it serves. For example, when Hurricane Maria hit Puerto Rico in 2017, teams of Abarcans were deployed across the island to help ensure people had access to their medications. Influenced by that experience, Abarca created the Island's first home delivery pharmacy program—which became even more critical when social distancing measures were put into place during COVID-19.

And Abarca created the Better Care Community Program (BCCP), a philanthropic initiative that gives the company the opportunity to provide financial, business, and volunteer support to non-profit organizations working to make healthcare better for the people they serve.

Today, Abarca manages \$5.3 billion in drug costs annually for more than 4 million members across the United States.

abarcahealth [in](#) [f](#) [ig](#)

abarcahealth.com



Healthcare Data, Simplified



What we do: Abartys Health focuses on improving healthcare by creating patient centric solutions that streamline data, communication, and services for the healthcare industry.

The healthcare industry confronts several difficulties in developing interoperable solutions that reliably and accurately collect and communicate data in a complex, dispersed, and unconnected healthcare environment.

Founded in 2016, Abartys Health set out on a mission to help solve the global healthcare crisis with smarter and faster care achieved by use of a unique, centralized data hub that allows for increased medical record portability and universal patient identification. Based out of Puerto Rico with the mission to improve health care data interoperability between the healthcare industry and its key stakeholders, Abartys Health has developed innovative healthcare data management solutions via a centralized data hub that allows for increased medical record portability and universal patient identification.

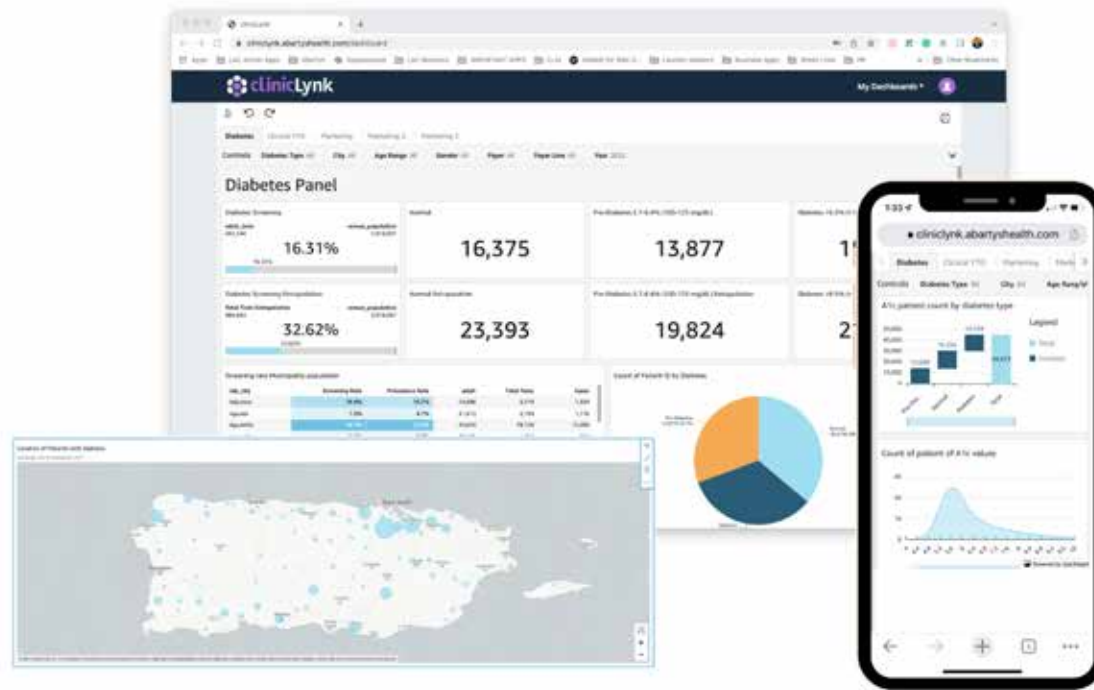
Our healthcare analytics platform ClinicLynk transforms aggregated clinical data into actionable insights, monitors patient journeys in real-time and finds patients at risk to help providers close gaps in care.

MARKETS WE SERVE

- Laboratories / lab Information Systems
- Pharmaceutical and life sciences
- Insurance carriers
- Government and public health entities
- Clinical research and education institutions
- Doctors, hospitals and medical groups

The importance of Healthcare data

Healthcare data is one of the most important and sensitive data sets in the world. It contains information about people's medical history, which makes it a very valuable asset for any organization.



The problem is that healthcare data is not easily accessible due to the slow implementation of interoperability. There are many different healthcare systems, and each system has its own way of storing and sharing information with other systems. By applying world standards and proprietary applications we look to solve this issue and make it possible for healthcare providers to exchange their data with each other in a faster, more efficient way.

Medical data is one of the most important types of data in the healthcare industry. It can be used to improve patient care and safety, as well as to detect and prevent medical errors.

It is an important part of the decision-making process for doctors, nurses, pharmacists, researchers, and many others. It also helps providers understand how well treatments work for patients. The patient journey is a key part of this, as it provides insights into how patients think and feel about their care. Abartys Health data solutions are uniquely positioned to support patients and doctors along the way to improved health results.

SERIOUS DATA, SERIOUS SECURITY

Abartys Health successfully completes ISO 27001 Certification

Abartys Health takes threats to the availability, integrity, and confidentiality of our clients' information seriously. As such, Abartys Health is an ISO/IEC 27001:2013 certified provider whose Information Security Management System (ISMS) has received third-party accreditation from the International Standards Organization.

"Data Security is a fundamental component of Abartys Health's culture and strategy. Everything we do is centered on protecting our customers' data and the integrity of our applications," stated Florian Gaa, General Manager of Abartys Health. "We recognize that information security and risk management is an increasingly critical area in the digital healthcare space."

Below Abartys Health ClinicLynk HealthData Analytics Platform

"Abartys has created a cloud-based healthcare analytics platform that transforms aggregated clinical data into actionable insights, monitors patient journeys in real-time and finds patients at risk to help providers close a care gap."

Abartys Health

Email: info@abartyshealth.com

[abartys-health](https://www.abartys-health.com)

[abartys](https://www.abartys-health.com)

[abartyshealth.com](https://www.abartyshealth.com)



Building the platform that enables next-generation pharmacy-based healthcare services.

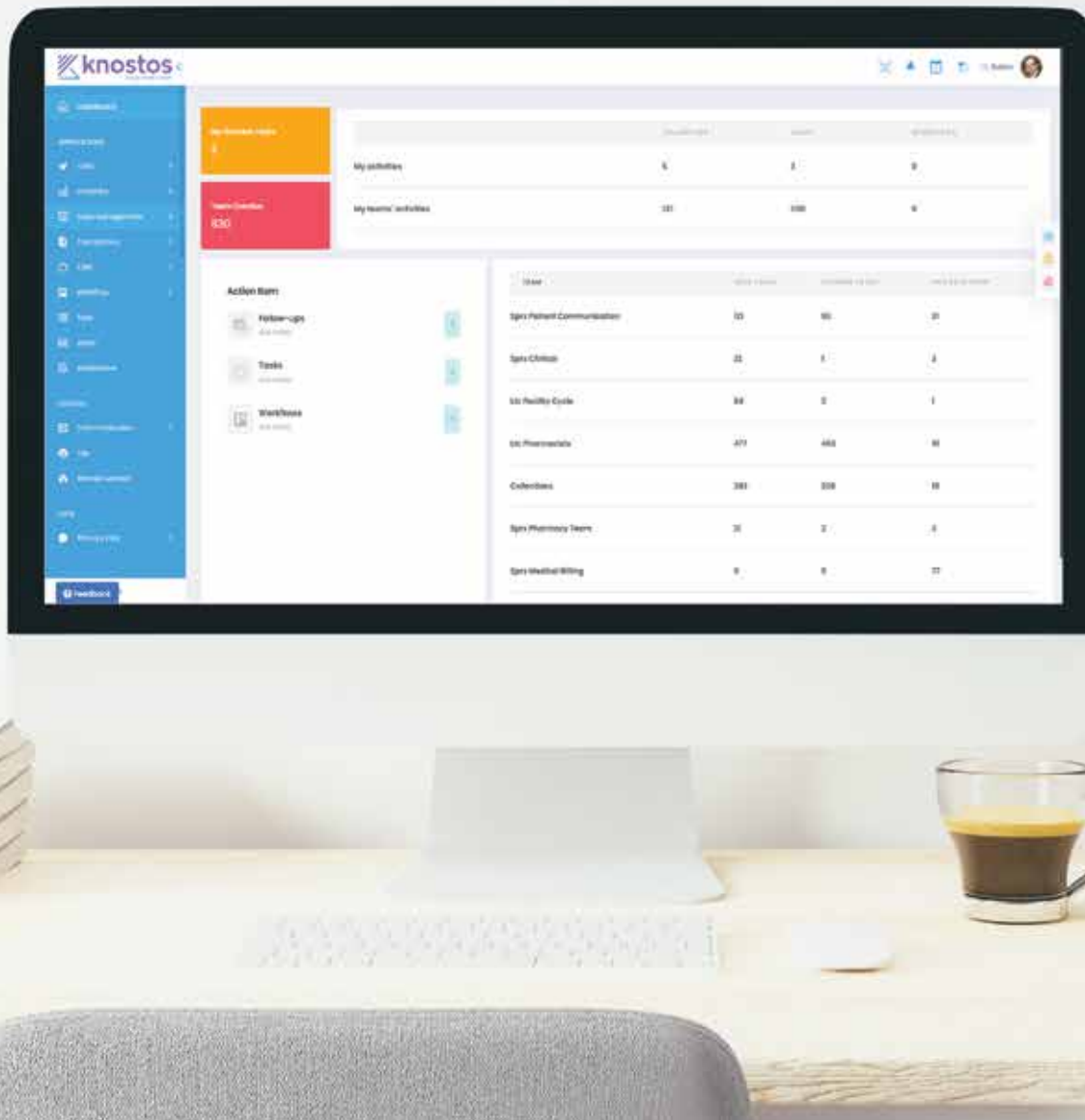


Medido Health is a software development company focused on building tools that enable the transformation of pharmacy-based healthcare services that significantly improve clinical outcomes. Knostos, the company's software-as-a-service platform, is an event-driven platform that enables its users to support diverse and complex programs of care in real time while effectively reducing the administrative overhead that healthcare providers face. Pharmacists and other healthcare professionals finally have a tool that breaks down data silos and enables the coordinated, seamless orchestration of programs that patients expect and deserve that would otherwise be difficult or impossible to scale.

Medido Health was spun out of Medplus Solutions in 2019 and tasked with building a platform that enabled next-generation service delivery, improved patient engagement, easing the administrative burden and overheads that have come to be associated with the delivery of healthcare services. After three years of development and work with multiple providers, Knostos was released for general availability in June 2022.

Medido Health has married the latest in real-time event processing and analytics, machine learning, and a depth of operational experience to create the Knostos platform. Most providers have a significant investment (both financial and operational) in their legacy systems. That's why Knostos was built as a cloud-based solution that sits alongside existing systems. By interfacing with existing platforms, Knostos can greatly reduce some of the associated complexity by always bringing the most relevant information forward to the user and guiding them to what they need to do next. The Knostos platform has five integrated modules that together create a complete toolkit that serves a variety of providers.

The Knostos Automation Engine receives data from diverse systems, including electronic health records, pharmacy management systems, and IoT devices, and continuously interprets this information to produce directed actions. These actions can be system-driven activities or user-executed tasks and workflows. Whereas a traditional environment would require several analysts running reports and then deciding what to do, a Knostos-enabled enterprise has its case managers automatically directed to act based on the data that are already being processed in their legacy systems.



Knostos extends its data interpretation capabilities beyond the provider's four walls. The Engagement Suite centralizes all communications with patients and other healthcare providers – whether by voice, email, or HIPAA-compliant chat. Knostos also enables providers to launch digitally enabled services via its integrated enrollment portal and fully customizable mobile application.

For pharmacists and other providers looking to innovate in the areas of care delivery, the Knostos Care Management Suite enables the simple implementation of medication management, pharmacogenomic services, remote patient monitoring programs, and chronic condition management initiatives. Knostos also provides a FHIR gateway and a collaboration portal to permit its users to collaborate with external care providers.

Breaking down information silos is a basic goal of the Knostos platform. Users can use the embedded analytics capabilities of Knostos to upload their own datasets and then execute mash-up reports. Knostos also comes with over 100 predefined KPIs that will allow enterprises to evaluate their productivity and enhance their operations.

Documenting adherence to compliance measures, be it an accreditation body standard or a contractual obligation, is perhaps the most burdensome task for all healthcare providers. Knostos was built to automatically relate its activity completions to enterprise-defined (eg. Internal process improvement) or industry standards (eg. ACHC or URAC). Define once and sit back and watch as Knostos automatically logs every activity, communication, and event execution back to the relevant compliance measure in real time.

Healthcare providers face increasing pressure to maximize resource productivity and reduce the overall burden of healthcare delivery. With Knostos, providers finally have a solution that helps reduce the overall burden and enables the delivery of personalized healthcare services that patients seek.

Medido Health
medido-health 

medidohealth.com



INNOVATING TO PROVIDE SIMPLER, BETTER CARE THAT IMPROVES THE PATIENT EXPERIENCE.



It's no secret that healthcare has become excessively complex for both providers and patients. Medplus Solutions builds innovative service programs that deliver a simpler, better experience for patients and superior outcomes for facilities, employers, and payors. Medplus Solutions' purpose is to provoke changes in the healthcare system by innovating in the areas of medication adherence, chronic condition management, pharmacogenomic and pharmacokinetics safety, and patient engagement.

Founded in 2011, Medplus Solutions has been focused on introducing service innovations that would transform the practice of pharmacy and help reduce the complexity of caring for patients. Medplus Solutions' initial foray was in the area of medication management – targeting



Puerto Rico's long-term care facilities. Medplus Solutions was one of the first companies in the United States to introduce automated robotic dispensing of multi-dose adherence cards to improve efficiency and reduce medication errors.

Over the years, Medplus has built one of the country's most complete pharmacy services, offering long-term care spaces. Moving beyond basic medication management, Medplus Solutions has developed algorithms and tools to facilitate patient care and reduce the burden on nursing staff at the facilities to which we provide service. One such tool is a falls prevention algorithm that precalculates a resident's propensity to fall based on their medication history and available chart data. In 2017, Medplus Solutions began applying algorithms that utilized pharmacogenomic and pharmacokinetic data to optimize patient safety. The results have been so significant that Medplus has invested in expanding the use of

pharmacogenomic tools to other areas of its business.

In 2019, Medplus Solutions expanded its service offering with the launch of Medplus Specialty Pharmacy. Specialty pharmacy involves patients with complex disease states and the typical one-size-fits-all approach to manage these disease states, which represents a significant opportunity to innovate to improve patient outcomes. Using personalized patient monitoring, patient-driven assessments, and customized clinical assessments, the Medplus Solutions team has been making significant progress in enhancing the overall experience of patients receiving these specialized therapies.

"Provoking change in healthcare is both challenging and time-consuming. We believe we are here to provoke positive change, and we will not be discouraged, no matter how daunting the endeavor may seem," says Sultan Yassin, CEO of Medplus Solutions. "We have had a substantial impact on the system to date, but our most significant contributions will be over the coming years. In fact, Medplus Solutions' programs have been so successful, and due to the interest of other providers in licensing these programs and technology, in 2019, we decided to spin out our research and technology development into a separate company—Medido Health—to assist other providers in their digital transformations."

Most recently, the company has been applying its lessons learned over the past decade to develop a comprehensive care support program for patients living at home. With an expected launch date in the first quarter of 2023, this program will provide patients and their caregivers with access to the most advanced medication safety and management services, along with remote vital sign monitoring and preventive health alerts. Medplus Solutions will be actively working with managed care organizations, employers, and physician groups to build collaborative agreements to assist patients who would most benefit from a more personalized care model.

Medplus Solutions is steadfast in its purpose of provoking positive change in the healthcare system. Looking to the future, Medplus Solutions will continue to innovate wherever it sees an opportunity to enhance the patient experience.

Medplus Solutions
282 Ave. Jesus T. Piñero, Ste 200c
San Juan, PR 00927
+1-787-523-2900

medpluspr 
medplus-solutions 
medpluspr 

medpluspr.com



Pushing the boundaries of healthcare



In 2022, Triple-S launched a long-term initiative to address social isolation and loneliness in Puerto Rico. At its first symposium on the subject, Triple-S convened world-renowned expert Dr. Juliette Holt-Lunstad and leaders from government, NGOs, and the private sector

As a leading healthcare company in Puerto Rico, serving 1 in 3 people, Triple-S seeks to connect people to the health solutions they need, when and where they need them.

Triple-S, a licensee of Blue Cross Blue Shield Association, is the only healthcare company that serves all segments of the healthcare market in Puerto Rico: individual, small, medium, and large businesses, federal employees, Puerto Rico government employees, Medicare Advantage and Medicaid beneficiaries. Established in 1959, the company has evolved with the changing needs of Puerto Rico.

Beyond health insurance products and services, Triple-S offers a wide range of products in the segments of life, property, and contingency, making it the leading insurance company in Puerto Rico

A case in point is the implementation of two critical services that were developed as the pandemic hit, TeleConsulta MD and Triple-S en Casa. The pandemic accelerated their adoption and to this day demand for those services continues to grow.

TeleConsulta MD, is a telehealth service providing access to a local physician network exclusively in contract to service Triple-S member needs, seven days a week from 6 AM to 10 PM. The service, provided in partnership with Amwell, a telehealth company providing comprehensive digital healthcare solutions for health systems, health plans, employers, and physicians, has been so successful that Amwell asked Triple-S to share its story in a nationwide online seminar, as a successful case study



Triple-S is accelerating strategies to drive healthcare affordability, access and equity as well as improve health outcomes," according to Bobby García-Rodríguez, CEO of Triple-S Management.

of rapid adoption in April of 2021. Today utilization continues to grow and return visits are high. Members of working age with families have particularly taken to this platform to address urgent care needs. Noticing that emotional health became a concerning trend during the pandemic, Triple-S added this year the services of psychologists to TeleConsulta MD.

Triple-S en Casa delivers prescription drugs and over-the-counter items to the homes or location of preference of members who have signed up for the program. The number of users continues to grow. The service has proven popular among Triple-S Medicare Advantage members as nearly 20% have signed up for the service. Seniors have found the service convenient as 7 of 10 users of the app service are MA beneficiaries.

Another initiative designed to provide health solutions to members when and where they need them is the new role of the community health worker. This year Triple-S also launched a pilot project of community health workers to address the needs of some of its most vulnerable members. It partnered with Loma Linda University in California to train 17 community health workers in Puerto Rico to serve as liaisons between the health provider, the member, and organizations that may assist in their needs, particularly when it comes to social determinants of health. Members participating in the program come from all segments served by Triple-S. Only a few months into the project, members who are being served by community health workers have expressed an 89% satisfaction rate. Physicians have also welcomed the program since it allows for a broader attention to all the health needs of their patients, including social determinants.



Carlos Rodríguez, Chief Legal Officer of Triple-S Management (TSM); Juan Serrano, President of Triple-S Salud; Bobby García-Rodríguez, CEO of TSM; Víctor Haddock, CFO of TSM; Ivelisse Fernández, Chief Growth & Experience Officer; on sofa, José Del Amo, President of Triple-S Propiedad; Iliá Rodríguez, Chief Talent & Administrative Officer of TSM; Dr. José Novoa, Chief Medical Officer and Arturo Carrión, President of Triple-S Vida.

“Triple-S is accelerating strategies to drive healthcare affordability, access and equity as well as improve health outcomes,”
— Bobby García-Rodríguez, CEO of Triple-S.

Early next year, Triple-S in partnership with Sanitas Medical Centers in Florida will offer its members access to urgent care when visiting the state, which has one of the highest Puerto Rican populations outside of the island.

In February of 2022, GuideWell Mutual Holding Corporation, parent company to Florida Blue, finalized its acquisition of Triple-S Management Corporation. The transaction joined two mission-driven, community-focused companies that will be well equipped to improve health outcomes, affordability, access and equity in both Florida and Puerto Rico.



Triple-S headquarters, the company was founded in 1959.



management.grupotriples.com

Triple-S
Tel. 787-749-4949
GrupoTripleS 
TripleSAdvantage 
grupo-triple-s 
grupotriples 



We give superpowers to healthcare providers with an AI virtual assistant that rescues their missed calls and streamlines their operations.



BrainHi is an artificial intelligence company based in San Juan, Puerto Rico. BrainHi's mission is to accelerate the transition of healthcare organizations to a fully digital patient experience. BrainHi's primary objectives are to help healthcare providers:

- Never miss a patient opportunity due to missed calls
- Digitize paper-based processes
- Increase staff productivity with automation tools
- Help managers and directors monitor the quality of the patient experience

BrainHi was founded in 2017 by Emmanuel and Israel, two engineers from the University of Puerto Rico at Mayagüez. The product was launched days after Hurricane María to help healthcare providers stay in touch with patients.

Unfortunately, Puerto Rico has the worst ratio of healthcare providers to patients when compared to the United States. The lack of providers in the country exerts pressure in the medical class and practice teams

that on average need to handle 3x more volume of calls than a regular practice in the US. This problem got worse due to the massive migration of medical and admin staff days after Hurricane Maria. That's when BrainHi was born.

"Israel (CTO, co-founder) and I realized that the best way to help understaffed practices during those extreme circumstances was to build a virtual staff member. So we built an AI virtual receptionist that picks up office missed calls and schedules appointments," explains Emmanuel Oquendo, (CEO, co-founder)

Today, BrainHi has helped over 1.6M patients schedule their appointments. Our vision is to replace patients' phone calls to medical offices with a new standard for how patients schedule appointments by leveraging artificial intelligence.

The BrainHi platform is the most powerful toolbox for healthcare admin teams to streamline operations and offer an agile patient experience:



- Missed call rescue
- Automated responses
- 2-way texting
- Appointment confirmations
- Online appointment scheduling
- EHR integration
- Waiting list automation
- Easy transfer of files

BrainHi's AI receptionist works for 1000 doctors and we are steadily doubling our customer base every year. Due to our accelerated growth, we became the first Puerto Rican company to join Y Combinator. We work with 12 of the 20 biggest hospitals and medical clinics in the country and have a handful of customers in the US too. Finally, we run a profitable business and have 24 team members across Puerto Rico, US, Argentina, Colombia, Uruguay, and Spain.

BrainHi
saybrainhi @ f
787-520-7864

brainhi.com



YOU GROW IT, WE TEST IT.

Cannalytics Bioscience Labs strives only for excellence, integrity and quality in the Puerto Rico Cannabis and Industrial Hemp industry. Cannalytics Bioscience Labs is a full-service medical cannabis and industrial hemp analytical testing laboratory facility. We provide a full battery of compliance and R&D Cannabis testing including potency, terpenes, pesticide screening, heavy metals, microbial detection, mycotoxin analysis, foreign matter, residual solvents and genetic identification.

Business excellence and quality are the main objectives at Cannalytics, LLC. Our clients are served promptly and efficiently with our courier service always available. Our new state of the art equipment is among the best in the market and is being used by federal military facilities, forensic science, and the Health Department. In addition, Cannalytics has the capacity to turn around results in 24-48 hrs. with our new specialized genetic identification equipment.



Our mission is to actively contribute to the safety of medicinal cannabis and industrial hemp and their derived products in Puerto Rico by providing analytical laboratory testing to growers and manufacturers, by communicating risks to the public, and by cooperating with the Department of Health and the Department of Agriculture, and other parties to ensure a coherent, trusted medicinal cannabis and hemp safety system in Puerto Rico. In the year 2021, Cannalytics, LLC. was the first cannabis laboratory awarded the ISO 17025 accreditation in Puerto Rico, providing evidence that the organization has a solid basis for the chemistry and microbiological procedures.

Cannalytics' methods and processes follow the strictest requirements of the Puerto Rico Health Department while complying with State

Regulation. Our clients' cannabis and cannabis derived products are certified using best calibrated equipment and tests in the industry and with trained and capable personnel with over 40 years of accumulated experience in the laboratory business. Continuous calibrations, reliable analyte standards and internal audits for instrument precision are performed to guarantee results and maintain an impeccable record and compliant status with the Health Department of Puerto Rico.

Cannalytics Bioscience Labs

787-300-5550

info@cannalyticslabs.com

Corporate Office Park, CPM Plaza, 44,

Road 20, km 2.6, San Juan, PR 00966

CannalyticsLabs   

Cannalytics Bioscience Labs, San Juan, Puerto Rico 

cannalyticslabs.com



The first biopharmaceutical drug development company started in Puerto Rico based on proprietary research in cancer, autoimmune and fibrotic diseases

Selective Targeting of GTPases - A novel, promising approach to treating Cancer, Autoimmune Conditions and Chronic Fibrotic Disease

MBQ PHARMA - The Company and its mission

MBQ Pharma is a clinical-stage pharmaceutical company dedicated to developing treatments with high unmet medical needs such as Cancer, Autoimmune Disease and Chronic Fibrotic Syndromes.

Our initial program has focused on developing anti-cancer agents capable of improving overall survival. Our lead compound MBQ-167 is a small molecule that markedly inhibits tumor growth and metastasis. Our compounds selectively target the small GTPases Rac1 and Cdc42, which are central drivers of processes leading to cancer cell proliferation, tissue invasion, angiogenesis and metastasis formation. MBQ-167 abolishes cancer cell motility, growth, and survival, essential elements of cancerous growth. Strong published and unpublished data show that MBQ-167 targets metastasis by blocking cancer cells from leaving the primary tumor, impeding the establishment of new metastases, and reducing existing metastases. Compared to other approaches targeting Rac and Cdc42, MBQ-167 has an unparalleled degree of specificity, affinity, and safety, and most importantly, its efficacy is not affected by mutations of the targeted molecules.

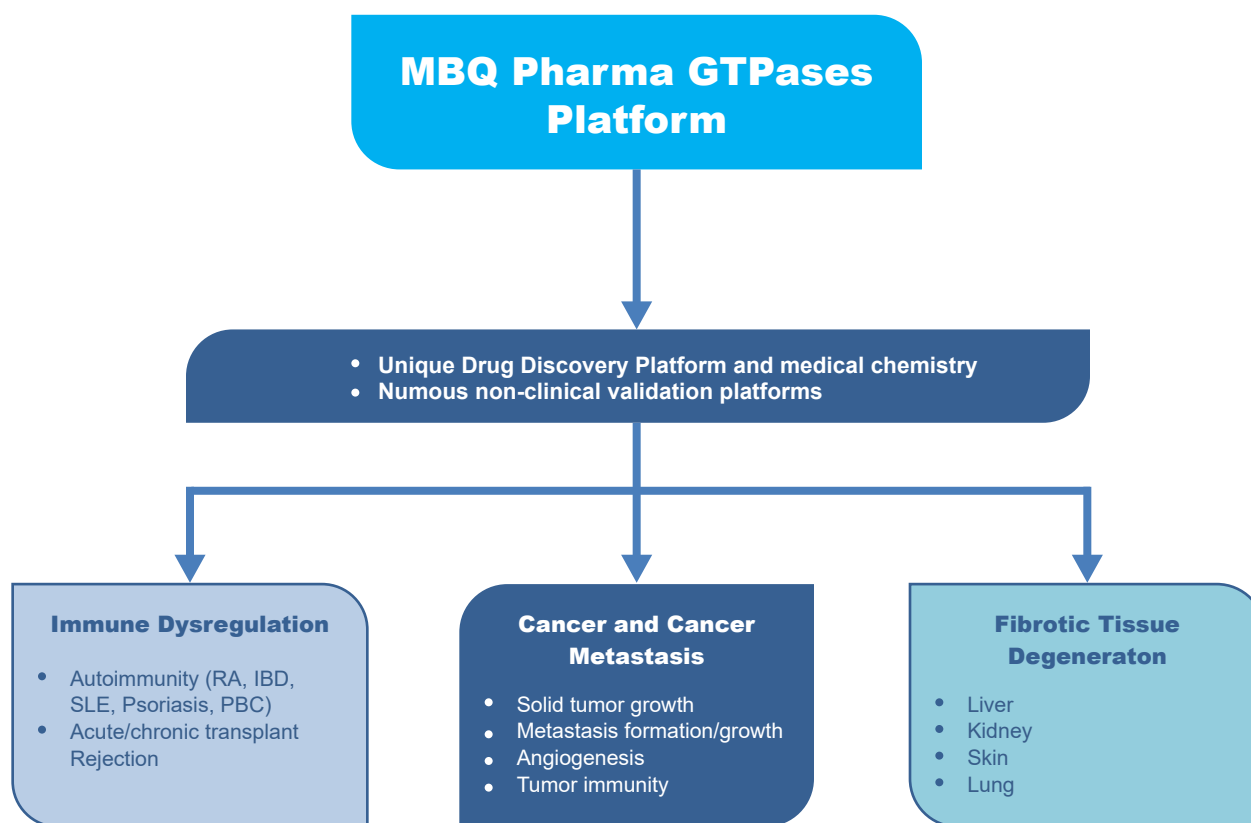
Our first indication for our lead compound MBQ-167 is the treatment of patients with advanced breast cancer, including those with metastasis. Emphasis will be on treating breast cancer with high unmet medical needs, such as triple-negative breast cancer (TNBC) and metastatic cancer. Later programs will include studies on disease recurrence prevention, for example, for those patients with existing bone marrow micrometastases and/or circulating tumor cells. MBQ-167 holds great promise for treating CNS tumors because its chemical properties indicate the ability to cross

the blood-brain barrier. Moreover, our non-clinical data show that MBQ-167 has a strong potential to be effective in treating metastatic disease caused by other solid tumors including pancreas, lung, and brain cancer.

In June 2022, FDA granted MBQ Pharma an IND for MBQ-167 to be tested in its First-in-Human Trial in patients with advanced breast cancer. The phase 1 safety clinical trial will start during the summer 2023.

Breast Cancer Mortality due to Metastasis and disease Recurrence - A high unmet medical need

While the five-year survival rate for localized breast cancer is about 99%, the longer-term survival has not improved significantly during the past decades. A sizable portion of all breast cancer patients who have survived five years will have recurrent disease and metastasis that eventually lead to premature death. Accordingly, an estimated 90% of breast cancer deaths result from metastatic disease, whether the cancer was metastatic at diagnosis or a metastatic recurrence developed later. Therefore, the survival rate for advanced metastatic breast cancer remains at only 22%, with a median survival of four years. Additionally, an estimated 20% to 30% of women diagnosed with invasive breast cancer will have a recurrence and may eventually die. Therefore, beyond finding an effective treatment for advanced breast cancer, the key challenges to improving overall survival remain the prevention and treatment of disease recurrence, which typically presents itself with an aggressive course and widespread metastasis. Even though the introduction of targeted and/or immunomodulating therapies such as PD-1/PD-L1 inhibitors have shown some benefit to date, they have not significantly impacted overall survival. Moreover, targeted therapies often face the development of tumor resistance, and immunomodulating approaches come at very high costs and frequent severe toxicities, often further compromising the quality of life for patients. So far, no effective



standard treatment for triple-negative and inflammatory breast cancer has been established.

Moreover, many studies have shown that disease recurrence and shortened survival are linked to micrometastasis in the bone marrow or circulating tumor cells in the blood at the time of diagnosis, even in patients with localized disease. Thus, micrometastases and circulating tumor cells significantly increase local and distant disease recurrence risk and shortened survival. Until today, no treatment can prevent recurrence or successfully treat metastatic disease.

Taken together, new therapeutic and prognostic diagnostic strategies for breast cancer are needed to improve survival outcomes for breast cancer patients. Moreover, the absence of curative treatment regimens for advanced and metastatic disease at diagnosis or recurrence further highlights the high unmet medical needs in breast cancer treatment. MBQ Pharma's clinical development strategy through lead compound MBQ-167 meets this unmet medical need. Our initial data suggest that based on the mechanism of action of MBQ-167 paired with our positive preclinical data in other tumor types suggest that our lead compound will also show efficacy in many other tumors.

Our lead compound MBQ-167 eradicates breast cancer metastases in various animal models and prevents metastasis formation. In addition, MBQ-167 has notably revealed an excellent safety profile in FDA-mandated toxicity analyses in rodents and dogs. It thus qualifies the compound to be used as possibly longer term and in combination with established chemotherapeutic and targeted treatments. In fact, in several TNBC models, MBQ-167, combined with Paclitaxel, the current standard of care for TNBC, showed a strongly improved and synergistic effect in preventing and removing pre-existing lung metastases.

In addition to the observed effects of MBQ-167 specifically targeting metastasis, our data with stem cell-like breast cancer models show that MBQ-167 may have a beneficial effect in treating micrometastasis and, most importantly, stop the reactivation of putative dormant cancer cells in the body. If this hypothesis proves correct, MBQ-167 could potentially be essential in preventing and/or treating cancer recurrence and metastasis.

In addition to MBQ-167, MBQ-Pharma has a strong pipeline of related compounds differentially targeting GTPases. Its unique discovery platform can identify numerous highly effective high-affinity GTPase targeted molecules with differential effects on members of the small GTPase families and as well as proteins regulating GTPase activity (GEFs).

Our pipeline of compounds holds excellent promise as a new treatment paradigm not only for cancer but also other chronic diseases including autoimmunity and chronic fibrosis as they are pathogenetically linked to increased activity/expression of GTPases and related factors like GEFs.

The hitherto observed outstanding safety profile qualifies MBQ-167 as a promising approach to address the high unmet medical needs in cancer, autoimmunity and chronic fibrosis. Moreover, data show that MBQ-167 in combination with other targeted therapies can overcome resistance to the latter and/or augment therapeutic benefits of immune therapies.



PRCCI

Puerto Rico Consortium
for Clinical Investigation

Innovation • Investigation • Well-being



The Puerto Rico Consortium for Clinical Investigation (PRCCI) is the largest network of top academic and private research sites working in strong partnership with the wider Puerto Rico clinical investigation ecosystem to promote the island's positioning as a preferred location for clinical investigation. PRCCI is a 501c3 non-profit organization established in April 2016.

Vision

Become the preferred partner for the implementation of clinical trials in minority groups.

Mission

To promote and expand clinical research activities in Puerto Rico:

- Optimizing the quality and speed of execution
- Establishing best practices to conduct clinical trials
- Building capacity and creating new job opportunities
- Educating patients, sponsors and researchers

These combined efforts result in a direct and indirect impact in inclusion of minority populations in clinical trials.



PRCCI enhances clinical research speed and quality by driving performance and efficiencies across our sites, leveraging strategic partnerships, increasing the skills and knowledge of professionals working through educational activities and establishing world-class capabilities in areas such as technology (e.g., Telemedicine tools).

About Our Sites

- Highly qualified investigators with Board Certifications
- Quality Validated Sites by our external quality partner, Yale Center for Clinical Investigation (YCCI)
- Resilient sites with solid experience equipped to continue operations during natural disasters
- Access to a minority population exposed to participating in clinical research trials
- Phase I-IV clinical trial capabilities



25+ Clinical research sites



70+ Clinical investigators



100+ Clinical trials conducted



500+ Patient lives impacted

For more information:

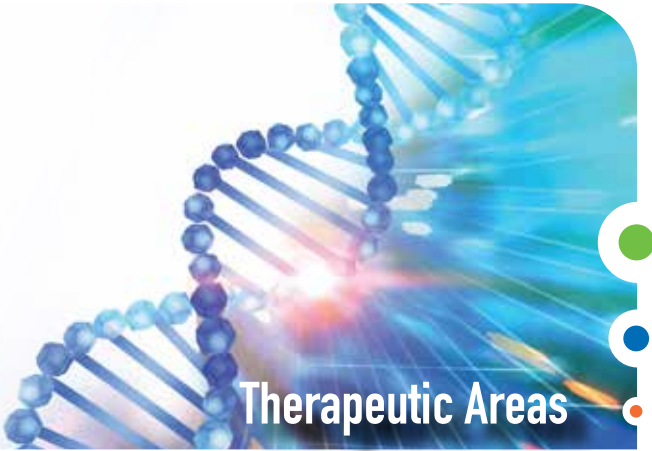
www.prcci.org
contact@prcci.org
 +1 (787) 523-5876



Subsidiary of the:



Puerto Rico
Science, Technology
& Research Trust



Therapeutic Areas

PRCCI's member sites have experience in a wide and diverse range of therapeutic areas. These areas include, but are not limited to the following:



PRCCI

Puerto Rico Consortium
for Clinical Investigation

Innovation • Investigation • Well-being



CARDIOLOGY
/ VASCULAR



DERMATOLOGY



VACCINES



INFECTIOUS
DISEASE /
HIV



NEUROLOGY
/ PSYCHIATRY



ONCOLOGY/
HEMATOLOGY



OPHTHALMOLOGY



RESPIRATORY
including COVID-19
vaccines and treatments



RHEUMATOLOGY

**PRCCI is
actively
involved
in...**

- Selecting qualified sites for each study
- Supporting the feasibility process
- Contract and Budget negotiation
- Providing support with recruitment strategies

- Revenue cycle management
- Capacity Building - Training clinical research professionals, healthcare practitioners and other experts interested in clinical research, including science students

- Participating in national and international conferences
- Working in partnership with: Yale Center for Clinical Investigation (YCCI), local academic institutions and industry organizations

For Patients

Offering patients access to innovative treatments through clinical trials

We are focused on promoting Puerto Rico-based patients' well-being by directly collaborating with patient advocacy groups and expanding our educational initiatives related to clinical investigation and diseases. The targeted segments are both patients and the broader population who can contribute through PRCCI to advancing science, facilitating access to new innovative treatments, and helping others.

For Sponsor and CROs

Improving the speed and quality of your clinical trials

Working with PRCCI provides one-stop access to an experienced network of investigators, fast site selection process, access to a large population of minority patients in multiple therapeutic areas, a single point of contact for quick and efficient study start-up and, ongoing quality monitoring of our consortium members. Timely and effective implementation of recruitment and retention strategies.

For Research Sites

Joining the PRCCI network will help you increase the access to clinical trials in diverse therapeutics areas. We work on your behalf to promote your site, identify and secure research opportunities, conduct budget and contract negotiations, monitor and improve your quality processes, and more.

Proud to be part of PR's Clinical Investigation Ecosystem

We are proud to be part of this talented and committed group of professionals that along with PRCCI generated a steady performance during the 2016-2020 period. Results attest to the ecosystem's resiliency in coping with natural disasters that have impacted PR ranging from hurricanes, such as Irma and María, earthquakes on the Island's southern region, to the COVID-19 pandemic- all occurring during this time frame.

2016 – 2020 Puerto Rico Clinical Investigation Activity (Source: www.clinicaltrials.gov)

A significant growth has been achieved between 2016 and 2020: 536 clinical trials were conducted during this period.



Number of Sites
From 47 to 65



Number of Clinical Trials
From 41 to 90



Source of Clinical Trials' Funding
82% of funds come from
Pharma industry and other
private sector organizations.

We at PRCCI look forward to the opportunity of partnering with you and your company to facilitate all the processes necessary for the execution of a successful clinical investigation trial.



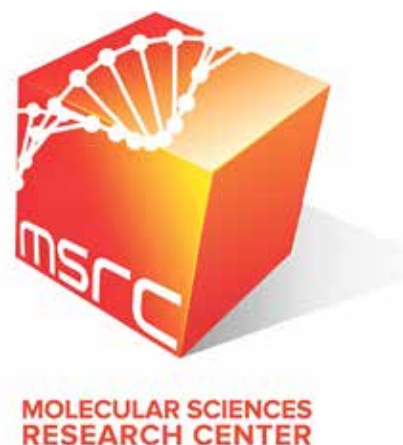
Subsidiary of the:



Puerto Rico
Science, Technology
& Research Trust

THE MOLECULAR SCIENCE RESEARCH CENTER (MSRC):

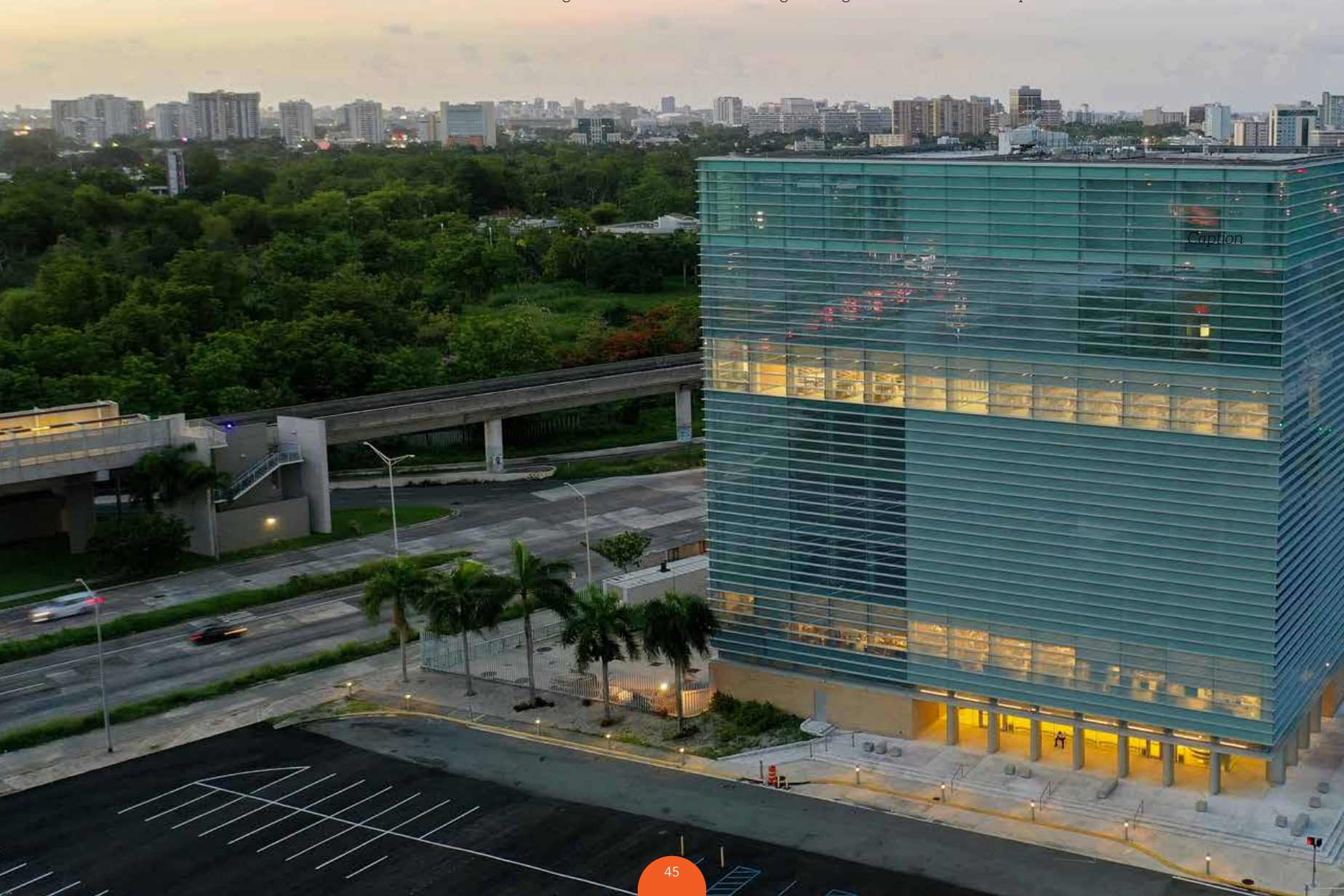
“The spark that can restart Puerto Rico’s Economy, through innovation, collaborations and industrial partnerships”



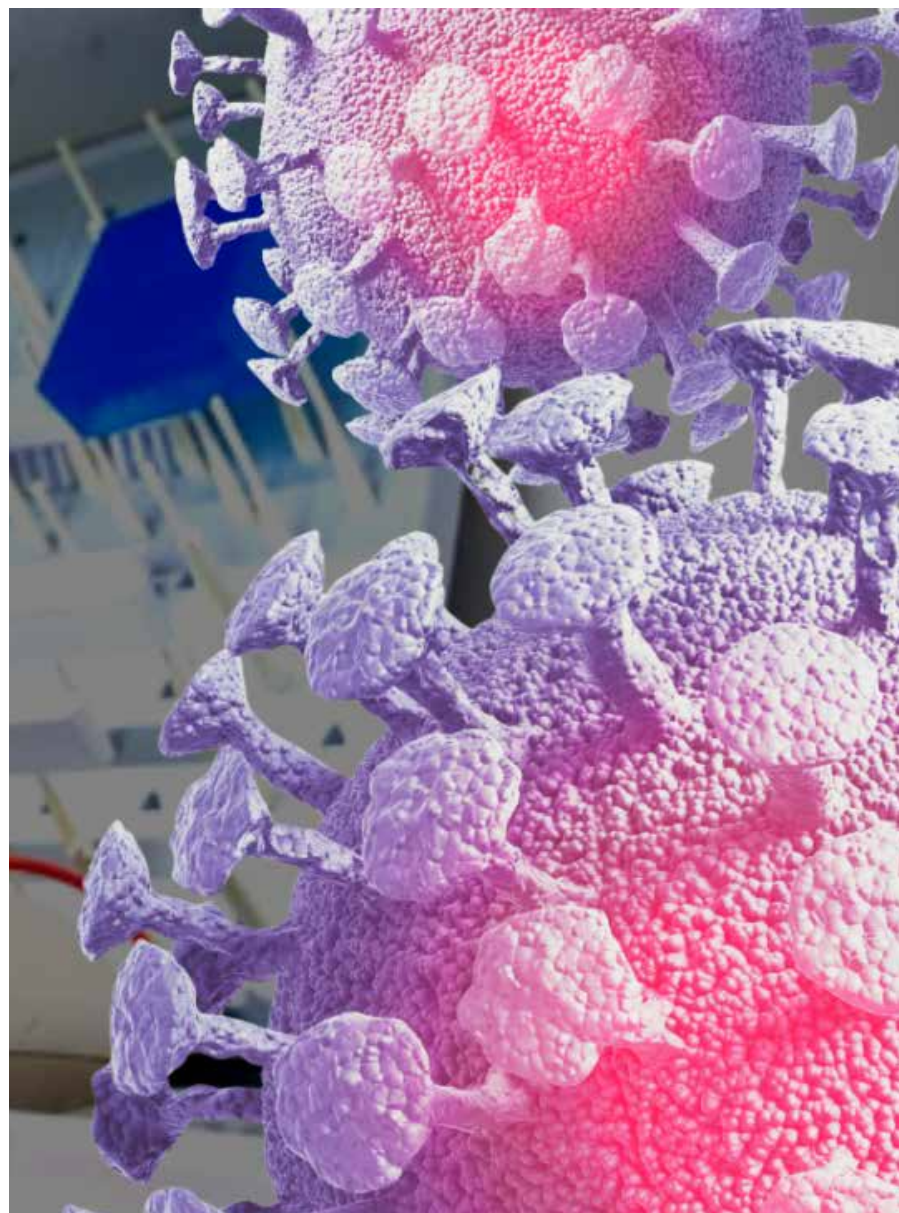
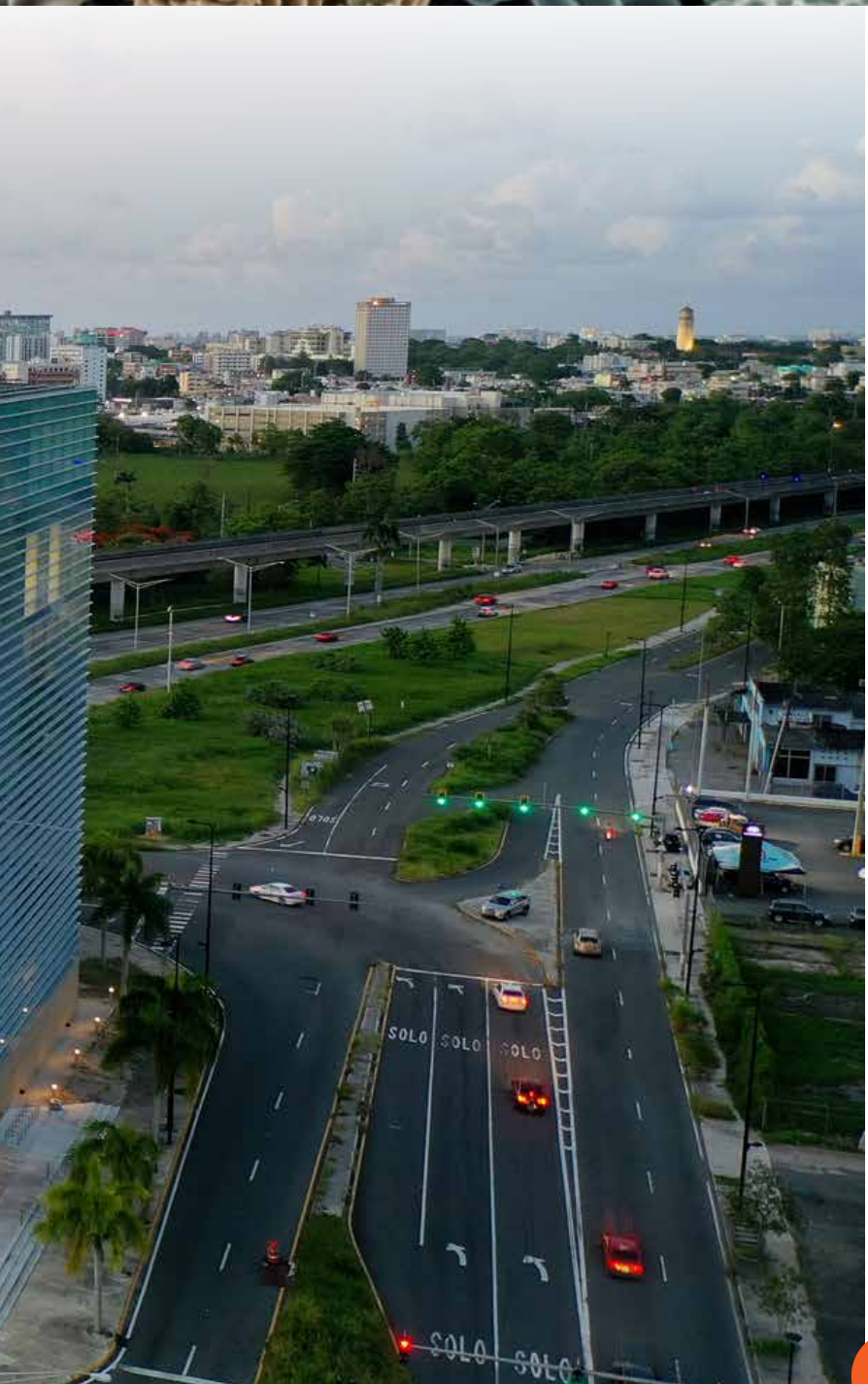
The MSRC is a 154,000 square feet advanced research facility with laboratories conducting basic and translational biomedical research in the areas of protein structure and dynamics, molecular biology, genomics, proteomics, bio-imaging, pharmacogenetics, and neurosciences. The MSRC is a joint project of the Río Piedras Campus and the Medical Sciences Campus, whose facilities house the most advanced scientific instrumentation in Puerto Rico and the Caribbean. The building

construction started in 2008 and ended in 2011. The facility was inaugurated in 2012. The MSRC is the first and only one building in Puerto Rico dedicated entirely to scientific research.

The MSRC fosters and supports research and development in scientific disciplines like chemistry, biology, and physics, and works collaboratively with the engineering and mathematics disciplines. The MSRC researchers



Caption



study the physicochemical properties, building principles, and bioactivity of biomolecules and molecular systems, structures, and materials. The MSRC aims to create a nurturing environment where scientists work together searching for innovative solutions to complex problems and translate new knowledge into technologies with commercialization potential to boost Puerto Rico economy. Within the molecular sciences, the MSRC welcomes scientific research in multidisciplinary fields like nanotechnology, biotechnology, neuroscience, molecular biology, and bioinformatics, to name a few. The MSRC is an innovative project that aspires to follow the latest tendencies in organizing research as a network of people, projects, centers, or institutes, and local or regional hubs to leverage resources and scientific expertise. A collective effort at different levels of the research enterprise facilitates the attainment of strategic milestones, increases productivity, procures access to specialized resources, and leverages operational costs. An intense activity in scientific research, technology transfer, and commercialization are signatures of economic development and social prosperity. Most scientific discoveries and innovations of today have emerged from top research universities. Altogether these activities have resulted in well educated people,

increased shared knowledge, and technological innovations with social worth, better jobs, and ascendant social mobility.

The Center houses over 300 researchers, students and technicians. The MSRC is the UPR System's first multidisciplinary environment, designed to meet the needs of cutting-edge research in Puerto Rico for the foreseeable future. This new research space design paradigm features standardization, flexibility and adaptability, systems integration, and ease of sharing equipment and human resources. Within this context, the MSRC aims to lead high impact, internationally recognized, scientific research initiatives, to bridge basic and applied research to stimulate technological innovations. In addition, the MSRC will also strengthen the scientific research infrastructure and disciplines of tradition in Puerto Rico as foundations of a knowledge-based economy. This role will lead to partnerships and collaborations with scientific industries, enhancing UPR's intellectual property portfolio, promoting the commercialization of research inventions in Puerto Rico and translating their scientific discoveries into technologies that improve the quality of people life. There are a myriad of patents at different approval stages. The MSRC also promotes scientific collaborations between the researchers and the private sector.

MSRC provides service to:

- Local and international researchers in the areas of nanotechnology, biotechnology, neuroscience, molecular biology, bioinformatics, protein structure and dynamics, genomics, proteomics, bio-imaging, and pharmacogenetics.
- Graduate students and technicians in the previously mentioned research areas.
- Scientific industry players in the previously mentioned research areas.
- Bio-tech Star-ups interested in doing business in Puerto Rico.
- Pharma industry.
- Bio-tech industry.
- Medical device industry.
- Agricultural industry.

MSRC Scientific Agenda

Mission, Vision and Value Proposition

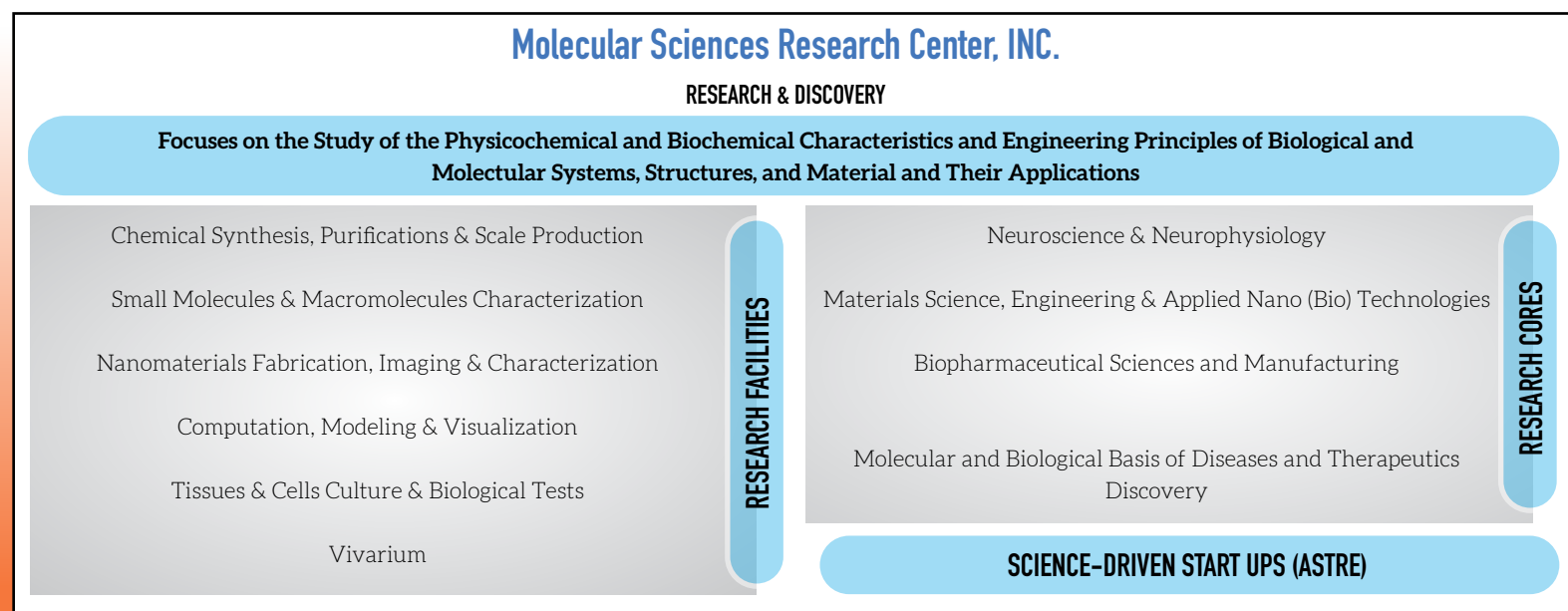
The MSRC contributes to the Puerto Rico economy through competitive scientific research and development, transferring knowledge and discoveries into innovations of high social and economic value, and excellence in STEM formal and informal education. Its aspiration is to position the University and the Island of Puerto Rico as a key player at the forefront of molecular sciences research worldwide.

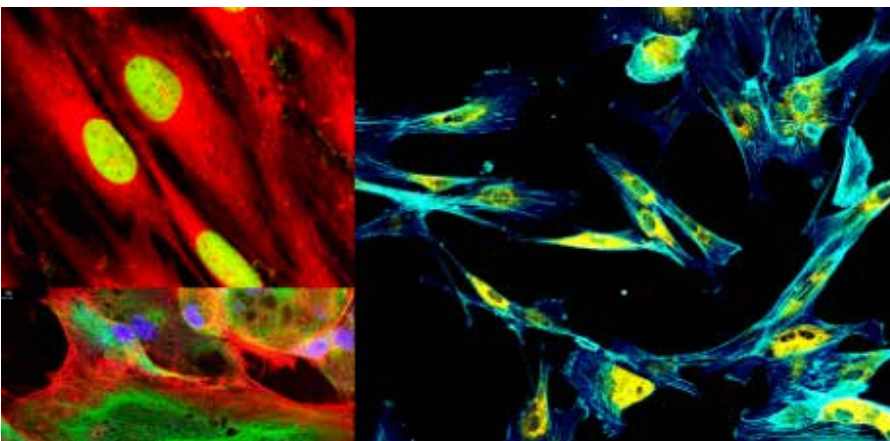
Scientific Framework

Figure 1 illustrates the science cores around where basic and applied research evolves and the nature of the research facilities that support them. Further developments in the physical infrastructure and scientific operations will expand and strengthen the research capabilities by adding clean rooms and microfabrication facilities, and new resources to existing culture and instrumentation facilities. The scientific cores align with the outfitting of the seven floors depending on the research agenda. For instance, Floor 2 corresponds to the core of the Physicochemical Basis of Diseases, Drug Discovery, and Pharmacology and Floor 6 with Neuroscience and Neurophysiology. Floor 5 will house ASTRE Business and Innovation Center which will serve as an incubator and landing pad for biotech startups. Future constructions will house the Omics Research Center (Floor 3) and the Nano(bio)technology Center (Floor 4). (Figure 1. Please refer to client word document)

The MSRC is a project of innovation and sustainability, and as such, represents the future and a model to follow for fostering scientific research and promoting technology transfer and commercialization. The education of the STEM workforce in Puerto Rico at a premier scientific research center with world-class facilities like the MSRC will reduce Puerto Rico brain drain.

Puerto Rico's recovery and future social and economic development depend on a robust and competitive scientific research agenda, a critical mass of STEM educated professionals with 21st century skills, and a vibrant entrepreneurial scientific ecosystem. The MSRC seeks to be an active partner and contributor in this endeavor.





The MSRC is embedded in the middle of Puerto Rico's Science District, with fast and easy access to the UPR Medical Science Campus, UPR Río Piedras Campus, the Comprehensive Cancer Center of Puerto Rico, the Science and Technology Trust of Puerto Rico, and the VA Hospital. It is walking distance from the metro station and there are train station stops that reach Centro Médico, Medical Sciences Campus, and the University of Puerto Rico Río Piedras Campus. This makes the MSRC an ideal center for advanced research and collaboration totally unique in Puerto Rico.

Scientific, Business & Entrepreneurship Operations

The MSRC supports these activities by providing laboratory space, high-tech instrumentation, specialized research core facilities, and well-kept and robust physical infrastructure. The facilities include the Laboratories for Cells & Tissues Culture and a Vivarium. Future developments of the MSRC will include clean rooms and microfabrication facilities, an Organic Syntheses & Small Pharma Manufacturing Facility, the ASTRE co-working space focused on incubating biotech startups, the expansion of the Cells & Tissues Culture Laboratories, and Omics research infrastructure, and the reorganization, upgrade and acquisition of scientific instrumentation for small to large molecules characterization, Atomic & Molecular Light Spectroscopy, and Surface Characterization & Microscopy.

The equipment and facilities available at the MSRC make it an ideal place for researchers to conduct their specialized studies as well as propitiating new discoveries. State of the art equipment is readily available to support each research core and external researchers needs.

Research Centers at the MSRC

Some of these centers are:

- Nikon Center of Excellence in Microscopy
- Proteomics & Genomics
- Clinical Bioreagent Center
- Materials Characterization Center (MCC)
- Technology Transfer & Innovation Office
- Molecular Sciences Drug Discovery
- Wastewater Purification and Fuel Cells
- Natural Products
- UPR's X-ray Diffraction Facility
- Crystallization Design Institute

Facilities:

- Surface Microscopy and Spectroscopy Facility (SMS). The SMS facility regularly analyses inorganic and organic materials from pharmaceutical solids and active ingredients, organic and inorganic polymers, metallic and semiconductor materials, and electronic devices.
- Mass Spectrometry (MS) Facility. The MS facility provides analysis of simple monoatomic and diatomic gases, small molecules, high molecular weight polymers, and biomolecules.
- Nuclear Magnetic Resonance (NMR). Facility Diverse NMR modalities like DEPT, APT, COSY, HETCOR, HMQC, HMBC and NOESY and the NMR probes ^{31}P , ^{51}V , ^{29}Si and ^{11}B are routinely tools for experimentation and for determining the chemical structure of unknown substances and the chemical composition of mixtures. 1D and 2D NMR, T1 determination, water suppression and CPMAS (solids) complement the array of NMR experimentation resources.
- Neuroimaging & Electrophysiology (NIEF) Facility. Confocal microscopy and two-photon microscopy provide the capacity to detect the fluorescence emissions from diverse biological samples.
- Sequencing and Genotyping (SG) Facility. The SG facility runs sequencing and fragment analysis such as direct sequencing, primer walking, pyrosequencing, AFLPs, RFLPs, Microsatellites, LOH, LH-PCR, SNP validation and SNP screening.
- Nanoscopy Facility. The Nanoscopy facility offers access to an ultra-high-resolution Cs probe corrected TEM (JEOL JEM-2200FS), a high-resolution TEM (JEOL JEM-2100F), a conventional energy filtered TEM (Zeiss LEO 922), a high-resolution HR field emission SEM (JEOL JSM-7500F), and a focused ion beam system (JEOL JEM-9310).
- Tissue Culture facility
- Genomics facility
- X-Ray Diffraction facility
- Proteomics facility
- Clinical Bioreagent Center
- Bio-prospecting facility (natural products)
- Microbiology facility

Molecular Sciences Research Center (MSRC)
MolecularSciencesEDU 

cicim.upr.edu

*“My entrepreneur soul was born
in Mayagüez, Puerto Rico.”*

— ORLANDO BRAVO





CHAPTER THREE EDUCATION & TRAINING



EDUCATION AND TECHNOLOGY FOR A BETTER PUERTO RICO

**KEEP
MOVING
FORWARD**



ALEXIS TORRES
FOUNDER AND PRESIDENT

ABOUT FORWARD LEARNING

Forward Learning was founded in 1993 with the vision of promoting the effective use of technology for the development of individuals, companies, and society. Over the years they have worked with enthusiastic professionals to promote innovation through technology, creativity, personal and professional development. Their services include in-person and online training, certifications, online learning course development, and the rental of co-working spaces. Through different initiatives, they have impacted level K-12 public and private educational institutions, government agencies, companies, and organizations.

Forward Learning has worked closely with the Department of Education in Puerto Rico. Between 2004-2014, they led an island wide project that trained educators and directors in the effective use of different technologies. A few years later, in times of a global pandemic, they managed to train more than 25,000 educators on an online platform with custom courses.

It's the first educational company in Puerto Rico accredited by the Middle States Association as a Learning Services Provider. They are also Microsoft in Education Global Training Partners, and an ISTE Certification Authorized Provider for educators. Other partnerships include: Certiport, the PR Science, Technology & Research Trust, Para La Naturaleza, the National Science Foundation, and The Learning Partnership.



WHERE LEARNING AND GROWING BEGINS...



MULTIMEDIA STUDIO



MAKERS LAB

FL has been active in designing and building efficient learning environments, while leveling up schools' curricula with digital literacy, design thinking, project-based learning, STEM, active learning, blended learning, entrepreneurship, digital citizenship, game-based learning, artificial intelligence, and others.

Forward Learning strives to prepare today's students for the future.



COWORKING SPACE, FL PLAZA

WHAT'S NEXT FOR FORWARD LEARNING?

Through research of best practices, alliances and the development of innovative resources, FL will continue to transform learning for a prosperous and sustainable Puerto Rico.

30 YEARS AND MOVING FORWARD

To learn more about Forward Learning and FL Academy, visit forwardlearning.com or contact info@forwardlearning.com

AND INNOVATION CONTINUES

In 2022, FL launched their own Learning Management System (LMS) where they offer online course design, development, and hosting. With this new product, they are helping organizations meet regulatory compliance and make employee training accessible and flexible for all while keeping track of their progress. This online platform provides a variety of pre-made courses, as well as fully customizable course options.

HERE
FOR
YOU



forwardlearning



forward_learning



forwardlearning



Holberton

PUERTO RICO

HOLBERTON SCHOOL: CHANGING THE FACE OF TECH IN PUERTO RICO



Puerto Rico's technology scene has been a prominent driver of economic growth over the last few years. The changes driven by the global pandemic have made it evident that we rely on technology for our everyday lives. These conditions are creating a higher-than-ever demand for tech skilled professionals. For Puerto Rico to attract and support the growth of tech-centered businesses and industries, workforce development must be at the top of the priorities list for the public and private sector. Here's where Holberton School comes in.

Established in Puerto Rico in September 2020, Holberton is the premier software engineering school on a global basis, with 33 campuses in 20 countries. Holberton's proven methodology allows incoming students with little or no programming experience, and no higher education prerequisites to become Software Engineers in under 2 years. What makes Holberton different? Why is it so successful in producing top-quality software development professionals? The answer lies in its curriculum, methodology and accessibility.

Holberton's curriculum is created, reviewed and updated by leading industry professionals from around the globe. It constantly changes and improves according to the most recent market developments, so Holberton students are always at the forefront. In addition to the web-based curriculum, the students' learning process is enriched with frequent Tech Talks and Fireside chats from visiting experts. Holberton is all about real-world learning, and real-world skills.

Holberton's methodology rests on three strong concepts. First, it is 100% project-based learning. It is a hands-on approach that has students coding from week one. Holberton believes the best way to learn is by doing, and



that is why our graduates have a practical advantage versus students from other higher learning institutions.

Second, we aim to mimic a real-world work environment where collaboration and teamwork is not only expected, but necessary. Peer learning days, daily stand-ups, and mock interviews are mandatory and serve as opportunities for collaborative learning and for acquiring the critical soft skills in demand by employers.



Third, it is evident that technology evolves at a fast pace and that no school would be able to teach it all. At Holberton, students acquire, by design, a framework for lifelong learning. Holbies learn to learn. When they face new technologies and challenges in the work environment, they have a system in place to quickly learn, and adapt.

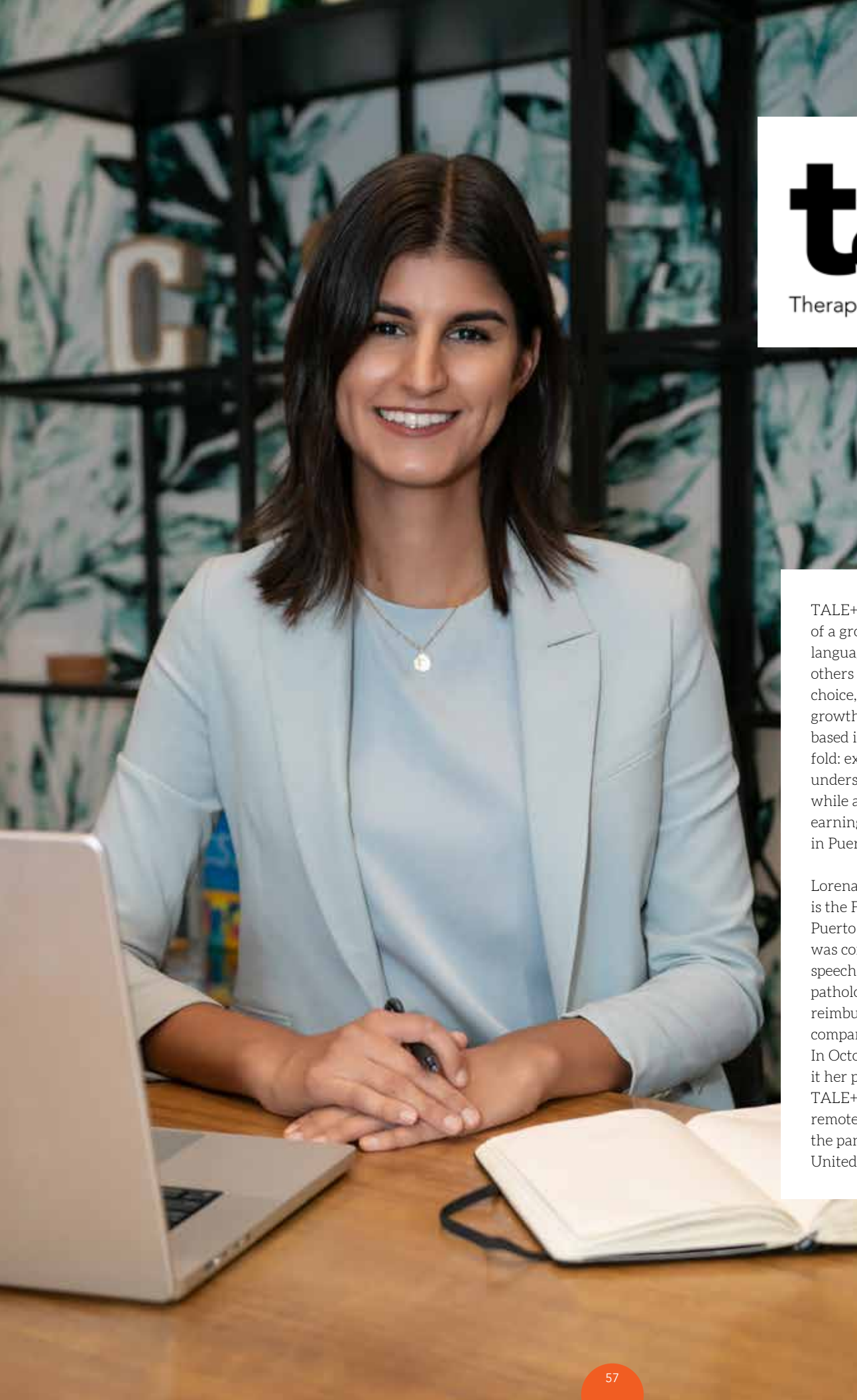


Holberton School's mission is centered on inclusivity and diversity. We aim to change the face of the Tech industry by increasing accessibility of our program to all motivated and talented individuals regardless of their socioeconomic background. We lower the barriers to entry by not requiring prior experience, and by not asking for upfront payment. With a deferred payment option, Holberton students only begin to pay for their education once they graduate and start earning at least \$30,000. 2021 Holberton Puerto Rico graduates were hired at an average salary of \$61,000, 50% more than the market average, and were employed within 45 days of graduating.

Holberton Puerto Rico's successful, scalable, model supports the development of a highly skilled tech talent workforce to help position the island as an innovation-driven economy and a competitive player in the global arena. For more information about enrollment, hiring our graduates, or to schedule a visit, please call 787-296-9300, or go to: holbertonschoolpr.com

Holberton Puerto Rico
Holberton School Puerto Rico [in](#) [f](#)
Holberton Puerto Rico [t](#)
Holbertonpuertorico [i](#)

HolbertonSchoolpr.com



TALE+ is a teletherapy company made up of a group of licensed, bilingual, speech-language pathologists whose mission is to help others be more confident in their language of choice, while also supporting the professional growth of speech pathologists. Founded and based in Puerto Rico, TALE+'s focus is two-fold: expanding access to speech therapy in underserved, Spanish-speaking populations while also providing reliable work and earning opportunities to speech pathologists in Puerto Rico.

Lorena Martinez Valdivieso, M.A., CCC-SLP is the Founder and CEO of TALE+. Based in Puerto Rico throughout the pandemic, she was confronted with a problem in the local speech pathology field. Puerto Rican speech pathologists had a lack of job opportunities, low reimbursement rates from health insurance companies, and experienced delayed payments. In October 2020, Martinez Valdivieso made it her purpose to find a solution and founded TALE+, taking advantage of the shift to remote work and telemedicine as a result of the pandemic to export therapy services to the United States.

TALE+, a group of bilingual speech-language pathologists dedicated to helping others communicate better

During the COVID-19 pandemic, telemedicine has emerged as the modern way to provide speech-language therapy services remotely, and the important role telemedicine plays in the healthcare industry has shown it is here to stay. Since 2020, TALE+ has served as an innovative teletherapy platform that has been able to deliver a successful, seamless bilingual therapy experience across the United States.

In May 2021, TALE+ established a strategic partnership with a US-based teletherapy company who has served as a leader in online therapy for the past 13 years. In collaboration with our partners, TALE+ has reached a wider audience and an expanded market for bilingual speech therapy.

TALE+ is an innovative organization because it focuses on providing the best bilingual teletherapy services to marginalized populations and offering a reliable and secure job for speech pathologists, particularly from Puerto Rico. We are excited to help others achieve a better quality of life by exposing speech pathologists to a sustainable work-life balance, and for an individual who receives speech therapy to feel more confident with their language skills. TALE+ currently provides teletherapy services in the states of Pennsylvania, Texas, Idaho, Arizona, and Puerto Rico, and continues to grow. We look forward to expanding our therapy and provider network over the next few years!

Tale+

Lorena Martinez-Valdivieso

lmartinez@taleplus.com

787-608-6520

[tale.plus](#) 

[taleplus](#)  

taleplus.com



CENTRO PARA EMPRENDEDORES: NORMALIZING SUPPORT WHILE DOING A BUSINESS

Establishing a business is without a doubt one of the most rewarding experiences anyone can have, but it is also one of the most difficult journeys someone can go through. That was the main reason for creating Centro para Emprendedores, to celebrate every accomplishment of entrepreneurs and business owners in Puerto Rico, but also to be there when they need support and guidance.

Centro para Emprendedores (CPE) is a 501(c)3 organization founded in 2012 with a clear mission of providing education and tools everyone needs to develop a sustainable and scalable business on the island. At the beginning, the main services were “Emprendiendo en Puerto Rico” (a basic course) and the Startup Weekend events, which is a boot camp to validate a business opportunity. By 2021, the organization has impacted more than 6,200 participants and provided 1,241 mentoring sessions. In total, 2,475 people have participated in one or more of the educational programs and 950 established businesses have received support.

“One of our biggest distinctives as an organization is that we focus on each individual. We are very aware of the reality of every business owner; and all the team members are or the entire team is eager to go out and identify people who need our support instead of waiting until they reach us. Another important fact is that all the CPE team promotes the entrepreneurial ecosystem programs, it is not just about us, it is about our participants”, mentioned Fernando García, CPE executive director.

As of today, Centro para Emprendedores runs three educational programs:

- Emprendiendo in Puerto Rico: that consists of nine sessions of all the topics related to developing a business, such as: identifying a business opportunity, legal aspects and permits, marketing, accounting, human resources and financing alternatives.
- Start Online: This program was created during the pandemic after all the calls and messages received by participants regarding support and guidance to optimize their online presence in order to keep their businesses running.



Fernando García, Executive Director



Exterior design of the new office building in Rio Piedras



From left to right Teresa Gonzalez, CPE co-founder, Jorge Muñiz, Finance Director and Nerma Albertorio Co-founder and Executive Director at that time in one of the first events in 2012





Startup Weekend 2018

Start Online consists of six workshops related to digital marketing, social media and online sales. It also includes technical assistance in which the participants receive a landing page or an online store totally configured by Centro para Emprendedores personnel.

- **Núcleo:** This program is the newest addition and is a business pre-accelerator created to assist small business owners during early stages of development, between three months and three years of operation. Núcleo consists of fourteen workshops aimed to promote business scalability in topics such as: product development and pricing, global markets, marketing and much more. Besides the education component, one of the highlights of this program is the one on one coaching that all the participants receive by a business analyst during a six months period.

Besides the educational component, Centro para Emprendedores has been recognized as a leader organization regarding business support after all the natural disasters that happened in Puerto Rico including hurricanes Irma and María (2017) and then during a series of earthquakes (2020). After all these situations, Centro para Emprendedores in alliance with Foundation for Puerto Rico created Negocios S.O.S which translates as S.O.S for Businesses, a program that support business owners with a cash

grant that went from \$500 to \$3,000 depending on the business needs and the delivery of a work plan in order for them to pass that obstacle the best way possible. With that program Centro para Emprendedores assisted more than 205 businesses around the island and delivered more than \$500,000 in cash grants.

These situations and all these years have resulted in drastic growth and a lot of learnings. One of the main concepts that is almost the organization's slogan is that as an entrepreneur or business owner you have to be always listening to your audience, flexible and able to adapt the fastest way possible. Applying that concept is what has allowed this growth within the organization. The organization started with three employees and as of today they have sixteen employees.

With all that in mind, Centro para Emprendedores will be here for long. Within all the organizations of the entrepreneurial ecosystem and all the programs that are established our programs are still over subscribed/ or demand outstrips supply of courses/programs. For example, in Puerto Rico there are only two business pre-accelerator programs and within the two, an estimate of more than 400 business owners apply; and of that total only 80 participants per cohort can receive support. That is



Centro para Emprendedores team, picture taken on the 10th anniversary



One of the teams first visits to Río Piedras to make a business assessment

just one example to demonstrate that in Puerto Rico there is a lot of motivation and interest to develop businesses, but there are not enough programs to support them.

Now, with a better and clear vision of how the future looks, Centro para Emprendedores is ready to maintain their good work, but also to step into other tasks such as public policy. "With all these experiences we have a lot to say, a lot to move forward. As an entity we have seen the importance of normalizing the request of support or guidance while creating a business. It is ok to fail, it is ok to start over as long as you apply what you have learned", mentioned Fernando.

Center for Entrepreneurs
info@centroparaemprendedores.org
 (787) 759-7696

centroparaemprendedores.org



A PROBLEM, SOLUTION, OUTCOME APPROACH TO EDUCATION

For close to three decades, Casa Grande has focused its efforts on the design and development of innovative and motivational educational programs and platforms. The organization has been at the forefront of the region's educational space with programs such as One-on-One and platforms like: The New Virtual School and OE Saber.

Casa Grande has been recognized nationally by the United States (U.S) Department of Commerce and the U.S. Conference of Mayors for its cutting-edge technology and innovative programs. The Conference of Mayors elected Casa Grande's One-on-One Program as one of the top two best national programs to improve the quality of life of a community. Internationally, Casa Grande has been invited and recognized by



Two students using the Nueva Escuela Virtual (NEV) on their mobiles



Students from 12 countries participate in the Operation Success La Magna International math and science competition. The winning student received a \$100,000 college scholarship.



Students from several schools in the north eastern U.S. participate in the Middle School version of Operation Success.

organizations such as PALECH, Latin American Pact for an Education for Human Dignity, thanks to the impact of its programs on the present and future of education, on youth, and on communities.

Hundreds of thousands of schools, principals, students, and teachers from twelve countries have implemented Casa Grande's programs and platforms, particularly its Learning Management System, known as The New Virtual School. Casa Grande has operations in Puerto Rico and Colombia. It is in Colombia where Casa Grande recently launched OE Saber, an artificial intelligence (AI) enabled App to revolutionize and democratize test preparation for Colombia's national college entrance standardized test.

OPERATION SUCCESS (Operación Éxito)

Operation Success (Operación Éxito, in Spanish) was the pioneer of Casa Grande's platforms and programs. The program integrates an educational and motivational math and science virtual platform, supported by a series of online and live educational events focused on STEM subjects, in which students from Argentina, Brazil, Chile, Costa Rica, Ecuador, Mexico, Panama, Puerto Rico, Spain, and the United States have participated.



Group of Students from Yauco, Puerto Rico, use the NEV Responsive LMS on their mobiles to continue their schooling after multiple earthquakes cause the collapse of half of their school building.

Operation Success, as an online and live academic tournament, was launched after five years of research and development and has been proven to be a highly innovative and effective method to get students excited about Math and Science, as it proactively combats students' lack of interest and poor results in standardized tests.

Students representing each country first attended online events and then live competitions to draw a winner who received a college scholarship and a car.

Operation Success is the leader in the region's recent technology-enabled educational revolution which has brought education out of the books and into smartphones and tablets.



After being at risk of failing and dropping out, with the help of the One-on-one program, Yadiel graduates and studies criminal justice. He is now a police officer in the city of New York.

THE NEW VIRTUAL SCHOOL (Nueva Escuela Virtual)

Problem, solution, outcome. The New Virtual School was the response to a challenge posed to Casa Grande to have all the school content on a smartphone. Casa Grande went beyond content and designed a complete bilingual Learning Management System and Content Management System, which also integrated all the contents of the core subjects from Kindergarten to 12th Grade.

Developed to be the best and most powerful educational platform in support of the teacher, the New Virtual School has revolutionized the lives of every teacher and student who interacts with the training, technological and support model. It also provides high impact analytics to administrators and parents and 24/7 visibility of the educational achievement of students to promote and permit real decision-making based on data.

Its development is based on the four steps of the educational cycle: Planning, My Dynamic Class, My Homework and Evaluation, so that the platform provides the teacher with all the lessons of their subjects, thousands of exercises, and tests, aligned to curricular maps, automatic evaluation systems, segmentation by learning levels, and areas of mastery.

In addition to opening a permanent communication channel between parents, teachers and students, the system promotes individualized teaching and learning, so that teachers can evaluate students individually



María Ángeles Plá wins the Operación Éxito \$100,000 College Scholarship. Operación Éxito is a virtual platform which promotes Math and Science Mastery amongst thousands of students in 12 countries. Academic online and live events occur through the year to engage and motivate students.



A student uses the OE Saber AI-powered App to practise for the Colombian national college entrance exam known as Saber.

and organize them in small groups according to their respective levels and needs, which also makes it the best tool for the Special Education teacher.

With the Planning and Evaluation modules for teachers, principals, and administrators, the New Virtual School becomes an essential tool for schools, districts, superintendents, and the governing entities of educational systems who have real-time access to the status and results of individual students, teachers, schools, regions, and the entire system, at all times.

Today the New Virtual School, with different adaptations, has been used in public and private schools in Puerto Rico, Colombia, Dominican Republic, and the U.S., and will soon be ready to be implemented in Spain.

ONE-ON-ONE PROGRAM

80% of all 5th grade students in Latin America and 50% of all 5th grade students in the U.S. cannot demonstrate reading comprehension at their level. 62.8% of Puerto Ricans who did not finish high school live below the poverty level. This calamity propelled Casa Grande to develop and test the One-on-One program over five years and create an intensive intervention aimed at improving retention by eradicating low academic performance. The One-on-One has reached solid promotion and graduation rates between 87 and 100% of all participants.



Andrea Romero, anchorwoman, receives Operation Success students at the TV station for their newscaster adventure. Students attend the Olney Charter high school in Philadelphia.

The program consists of the creation of an educational community between the student, teachers, mentor, and tutors, so that underprivileged students, often victims of neglect or violence, receive academic and social mentoring to get their grades up, recover their self-esteem, and continue their schooling.

With the New Virtual School as a communication and academic platform, participating students interact with mentors and tutors who work with them to cover the areas of deficiency and end the academic year with grades that allow them to be promoted to the next grade.

The positive repercussions of this program have been of such magnitude that the U.S. Conference of Mayors awarded it the 'City Livability Award' as one of the top two best quality of life programs in all of the United States.

OE Saber:

Artificial Intelligence (AI) has been venturing into many areas of human endeavor for several years now. The field of education is not the exception.

For Casa Grande this represented a new challenge: "How can we better serve our students, teachers, and communities by integrating the power of AI in our platforms?"

The answer came in the form of an alliance with an AI company based in South Korea and a program that is now being tested with excellent results in Colombia.

Only 18% of 11th graders in Colombia pass the national college entrance exam. The cause is simple: these students and their families do not have the financial resources to afford a practice program or test prep. Casa Grande's OE Saber is a mobile application for personalized test preparation for college admission exams. Using OE Saber, the student completes a short self-evaluation, and the system automatically analyzes which are the student's strengths and weaknesses and prepares an individualized practice program. The AI-powered study plan takes into account the target test date and target score the student wants to reach on the real test. It also analyzes the student's behavior to determine the possibility he/she may be abandoning the practice so OE Saber can proactively motivate the student to do his/her best until the target score is achieved.

The impact of this revolutionary and innovative project is reflected in a few words of the president of Casa Grande, Soraya Sesto: "OE Saber is a game changer. It will democratize the accessibility to test prep for all Colombian students who want to pursue a college career."

Casa Grande
[cgi_link_facebook](#) 
[cgi_link_instagram](#) 

cginteractive.com



CHAPTER FOUR

BIG DATA & ANALYTICS

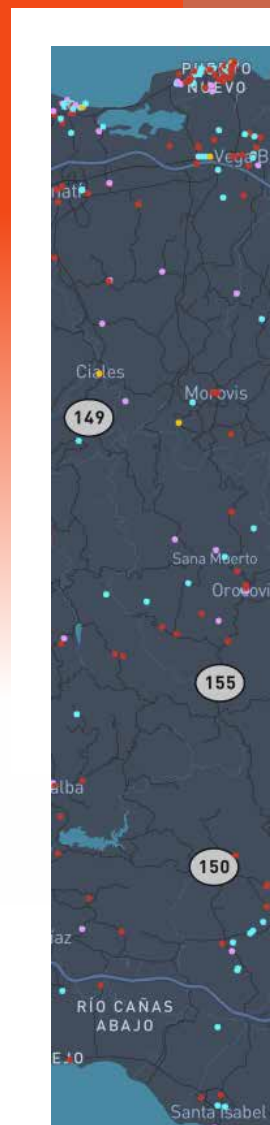
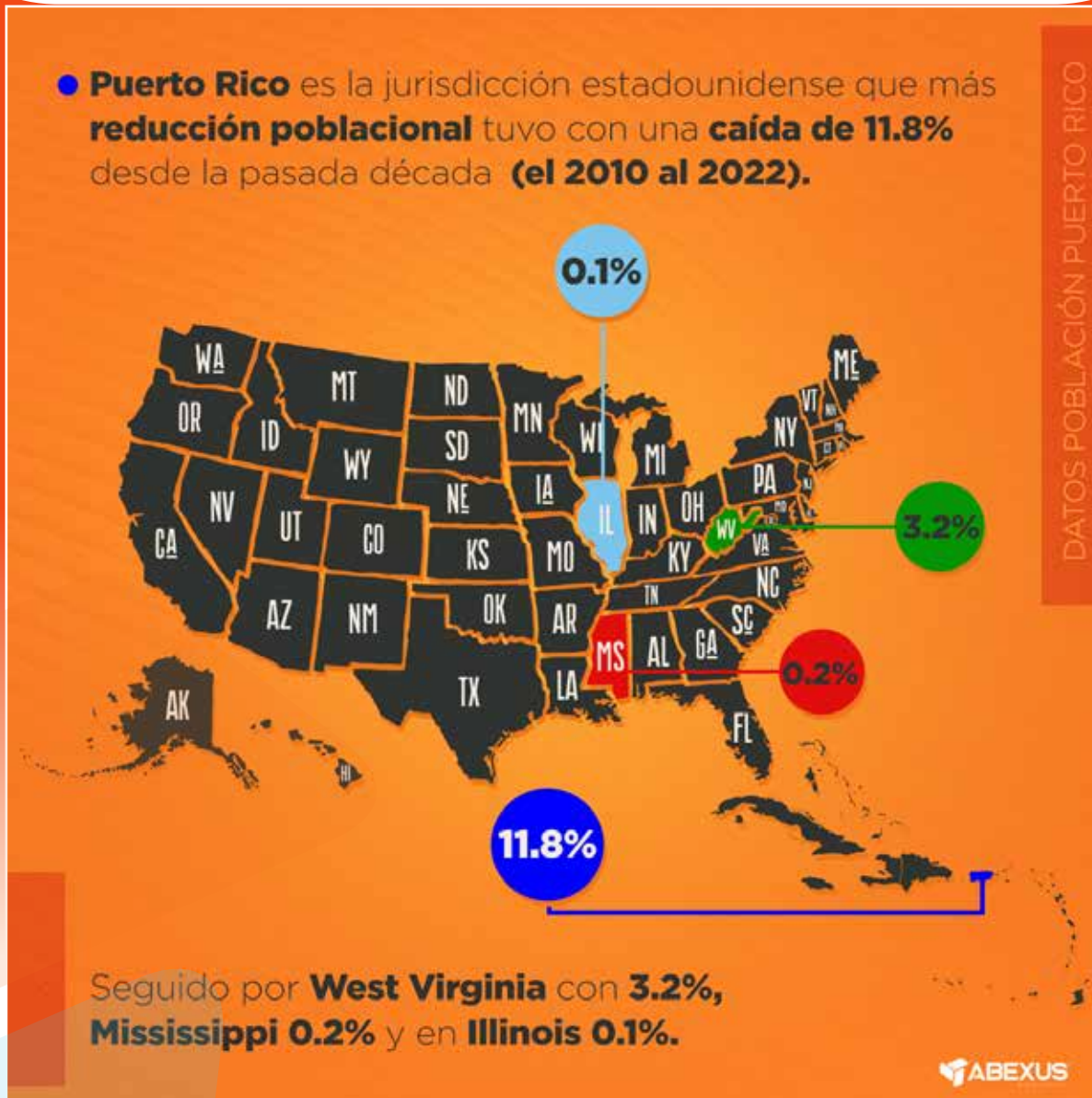
“Data is a tool for enhancing intuition.”

— HILARY MASON





BIG DATA IS WHAT WE DO



ABEXUS Analytics is a tech company which specializes in extracting, analyzing and visualizing data. Even though this process is either somewhat automated within large firms, or totally neglected within small and medium companies, there remains a gap which ABEXUS is ready to fill. That is, not all numbers are created

equal, and thus, the capacity of data to distill insights is partially hindered by context and overall market tendencies; both of which are typically absent from organizations. Moreover, businesses have two options to the above challenge:

1. hire internal resources to manage their daily data needs, or
2. outsource external firms to do the job for them.

Our system, processes and methodologies have been highly curated to guarantee the fulfillment of the above promise. We understand there is always a human behind every equation, and thus, we have created an ecosystem which combines the power of automated functions that reside in our data engine, with the audacity and inquisitorial nature of our boutique team.

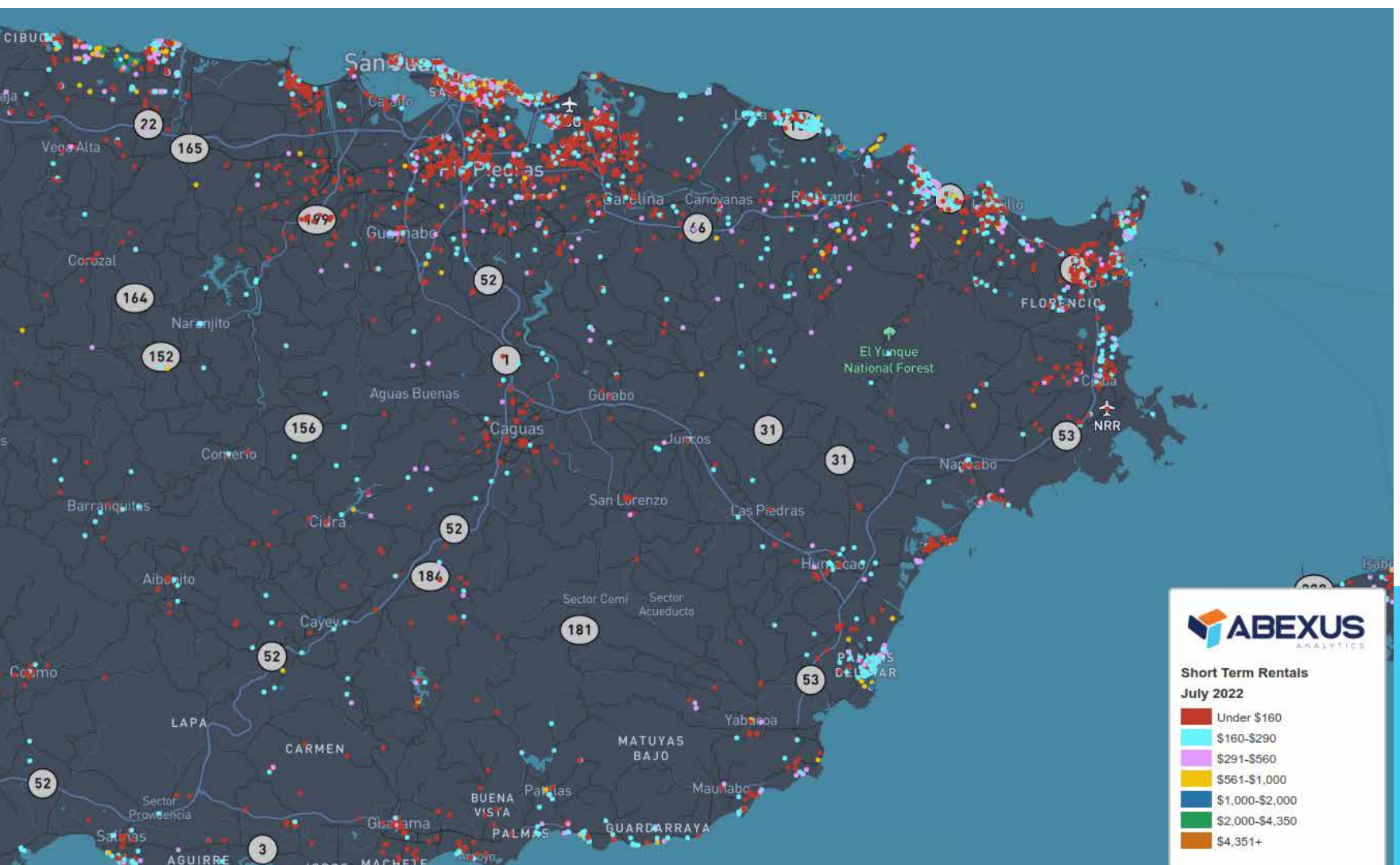
To that end, we have crafted a strategy which creates the sense of a human-centric delivery but capitalizes on the value-added of our automated analytical processes using our data engine. This strategy is somewhat simple.

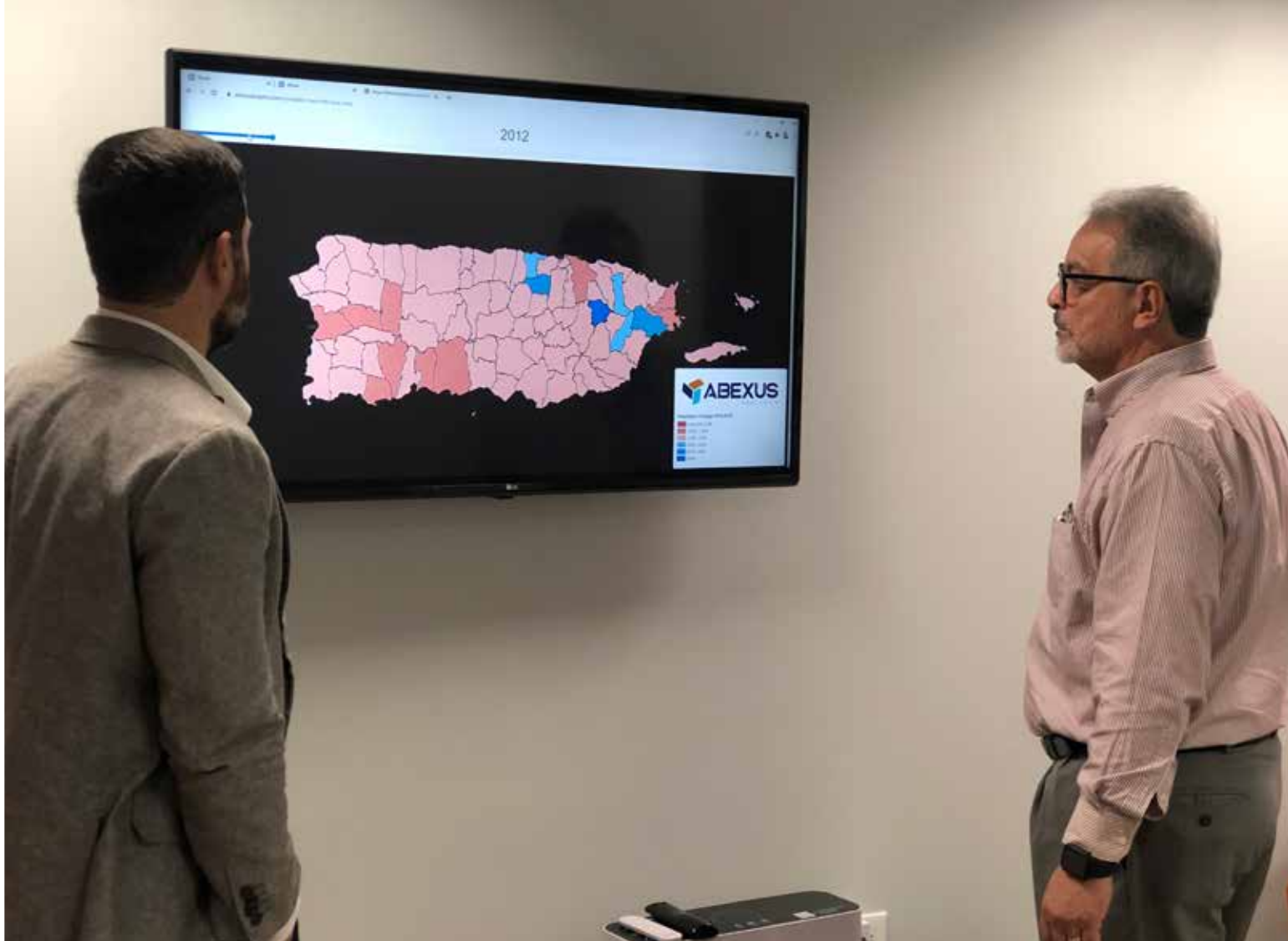
1. We start with a “needs assessment” of your data infrastructure and
2. firmly navigate towards extracting, analyzing and visualizing data.

ABEXUS' big data engine ingests, normalizes, and provides real-time access to millions of data points across hundreds of data sets. Leveraging proprietary big data infrastructure to produce in-depth industry analytics that reveal real-time comprehensive insights.

For the past 10 years our founders have worked with some of Puerto Rico's leading companies, with both local and international presence. We are a group of enthusiastic, non hipster, millennials born and raised in the Island of Puerto Rico in the West-Indies. Previous experience includes macroeconomic risk modelling for financial institutions, inventory and sales projections for auto imports (industry-wide), location analysis for multinational franchises and econometric forecast of sales, customers and socioeconomic changes.

We are passionate about the power of data to answer real questions that propel business operations. We believe data is not just about numbers... it is context and substance.





A full description of our background can be found at www.abexus.com

Services Design & Development of Data Infrastructure

Over the years we have seen how big and small organizations suffer from the lack of structured data and vague data usage. Most organizations have tons of data, however, lack the correct infrastructure to deploy such data for day-to-day decision-making. Thus, we have created a series of products and services which allow organizations to plan, strategize and implement data solutions:

- Determine organizational requirements and needs – what are the insights which are expected to be derived from data? This process should not be limited to the potentiality of raw data.
- Determine data quality
- Assess data storage – file storing systems, data governance & periodicity
- Evaluate data connectors
- Identify data in segregated silos – data from human resources, finance department, revenue sources, client/constituent inputs, inventories, company performance...
- Identify data-starving units or areas within the organization
- Create data extracts – automate the maintenance of data feeds to free up valuable resources within the organization.





- Create internal organizational capacity – transform team members into champions of optimal data logic and automated data routines.
- Build consensus within the organization of data-truth
- Visualize data infrastructure into manageable systems
- Visualize data into centralized dashboards
- Visualize georeferenced data

Why ABEXUS? We got the DATA

Complexity is our thing. We distinguish ourselves from a traditional economist, a data analyst, or a software developer. All have strong capacities, but when combined, true complexity arises. Being a data aggregator company, we have our own methodologies on how to structure and normalize “unrelated” databases. Moreover, our team members have developed dozens of specialized reports for multiple companies, government agencies and non-for-profit organizations within the Island. These experiences provide the skills necessary to adequately document and contextualize information.

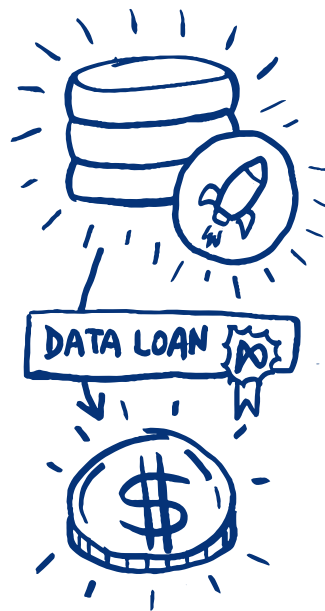


Abexus Analytics
AbexusAi 

Abexus.com



HELPING COMPANIES UNLOCK THE VALUE IN THEIR DATA



Every single minute, 2.5MB of new data is generated per every human being on the planet — a staggering figure that just keeps growing. Though one might think that Silicon Valley titans are responsible for this flood of information, the vast majority of new data actually comes from small and medium sized businesses. Growing alongside this pool of data is a hungry global market of data brokers and exchanges, poised to top \$4T by the end of the decade. The problem? Most of those SMEs lack the expertise and resources to properly value and leverage their data assets. Instead, data assets languish, unoptimized, and SMEs miss out on the opportunity to realize their value.

Prior to launching Gulp Data, Lauren Cascio felt this tension first-hand as both a founder and an investor. While spearheading the data monetization strategy at one of her earlier companies, she could clearly see that her company's data had intrinsic, if intangible, value beyond the revenue that it generated. However, there was no place for data on the balance sheet under traditional GAAP rules, and the highly opaque data brokerage market offered little transparency as to how the market might value their particular datasets.

Lauren realized that founders of all stripes were facing the same problem: loaded with data assets, but unable to access or quantify their value. She also saw benefits to data's unique properties as an asset — non-depletive, highly fungible, and just as liquid, if not more, than traditional assets like equipment or real estate. Now, as co-Founder of Gulp Data, she aims to prove that data is not only valuable, it's a good bet for borrowers and lenders.



Lauren Cascio, Partner

Gulp Data offers loans backed by a copy of the borrowing company's data assets as collateral. Alongside partner investment banks, Gulp Data helps companies unlock real value from data assets that have been ignored by traditional accounting practices. These loans can be a key non-dilutive funding source, allowing growing companies to optimize on all their holdings without giving up equity or control of their operations.

Gulp Data also provides rapid valuations of data assets, complete with insights into the sprawling data marketplace. In addition to human expertise, they leverage proprietary machine learning models trained on tens of thousands of datasets across multiple data liquidity exchanges to reveal real-time market demand for data. These valuations inform the loans Gulp Data offers, while also giving companies a better understanding of their data assets.

While traditional data valuation is a costly and lengthy affair, often requiring months of work from big name consulting firms, Gulp Data has forged a path that is both more efficient and comprehensive. In their first year in operation, they completed more than 100 data valuations, each in a matter of days.

Gulp Data's headquarters in San Juan acts as the central hub for their growing hybrid team and network of borrowers, lenders and data partners. From this vantage point, Gulp Data is poised to lead the charge and bring data-as-an-asset into the mainstream so companies of all sizes can leverage its value.

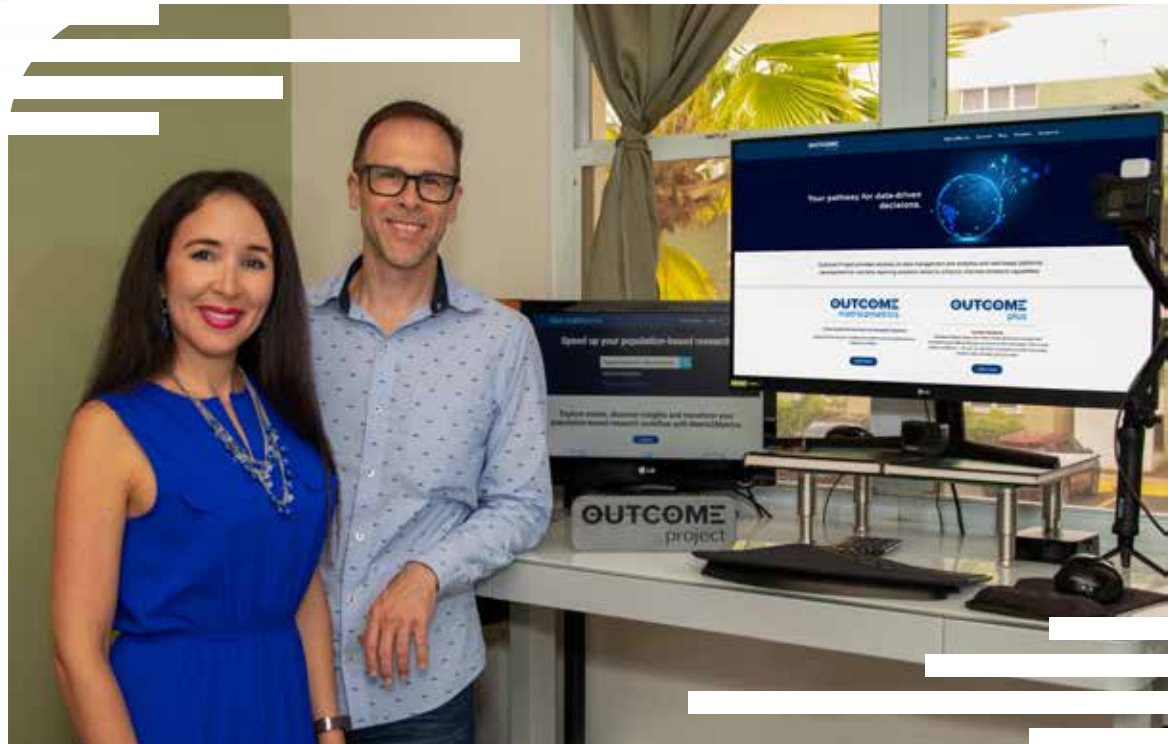


Gulp Data
gulpdata [in](#) [twitter](#)

gulpdata.com



Data In - Information Out!



Nilsa Camareno García, Co-Founder and José A. Bartolomei Díaz, Founder

OUR COMPANY

In business, decisions can be made in two ways: by what you think or perceive is the truth, called the gut feeling, or by making data-driven decisions. That is especially important in the public health and healthcare space, where a single decision can affect the well-being of an entire population.

Outcome Project is a technology and data science company with the mission to empower people to create high-quality information to tackle the world's most challenging problems.

OUR STORY

Some time ago, Outcome Project's founder was invited by a public health agency to a very important meeting to discuss what was believed to be an epidemic of asthma deaths among children in Puerto Rico. In that meeting, the team discussed how human and economic resources could be allocated to address that threat, but something was missing. Nobody had provided a single data point that supported those claims. Therefore, the company's founder felt responsible and analyzed asthma death data.

What he found was unexpected! There wasn't an increase of children dying from asthma, but people 55 years and older were dying nine times more than the rest of the population.

Due to that finding, human and economic resources were reallocated to help those who needed them the most. At that moment, he understood how that data was helping to save lives. That aim, of helping to reduce the risk of uninformed decisions fueled the creation of Outcome Project, a data science company with the mission to empower people to create high-quality information to tackle the World's most challenging problems.

TRANSFORMING DATA INTO ACTIONABLE INSIGHTS

Outcome Project is a data science company that provides straightforward solutions that transform complex data into easily accessible, up-to-date metrics analyzed by experts. The company's solutions range from data management and analytics to web-based platform development for real-time data reporting to enhance informed-decisions capabilities.

Data that is up-to-date and accurate in public health, population health, and environmental sectors have proven to be a powerful tool for transforming the ability to improve as a society. One of Outcome Project's main products is their Matrix2Metrics platform, which is ideal for researchers and health-related professionals who need actionable insights from population-based data to design proposals and public health strategies. The program also benefits academic institutions and research centers by providing professors and students with the latest statistics to sustain existing or acquire new projects, as well as managers and marketers within the health industry who need the latest analyzed population data to develop business or institution strategies.

The company firmly believes that sound data and robust data analysis methods can empower institutions to make the best evidence-based decisions possible for the population's well-being. By the use of advanced technological and scientific approaches, Outcome Project is building clear and impactful products to tackle chronic diseases, to respond to the COVID-19 pandemic, and by providing key data points to assess the social determinants of health and well-being.

OUR FOUNDERS

Outcome Project's founder and CEO, José A. Bartolomei Díaz, Ph.D., is an expert in epidemiologic surveillance, computational biostatistics, and data visualization. As an Epidemiologist and Biostatistician with longstanding experience in developing and designing data systems to support performance monitoring and evaluation of service programs, Dr. Bartolomei has made

significant contributions to public health and science such as developing the Puerto Rico Asthma Surveillance System, the Strategic Guide for the Food, Nutrition, and Physical Activity Surveillance System of Puerto Rico, and the Puerto Rico Medical Licensing Board surveillance system at the Puerto Rico Department of Health. In addition, he has designed and conducted several epidemiological studies on cancer, diabetes, and asthma drug utilization for institutions such as the University of Puerto Rico. During the COVID-19 pandemic, he contributed to the design of processes and technological platforms to understand the spread of the virus through Puerto Rico and its aftermath. Dr. Bartolomei is also the lead designer and programmer of Matrix2Metrics.

The Outcome Project team is also led by Nilsa Camareno, who has extensive experience in the behavioral sciences field, program development, outreach, and research in a community setting. Mrs. Camareno has certifications in Advanced & Reflective Supervision, Coaching per Values, and is a member of the Evidence-Based Practices Board of Puerto Rico.

INNOVATING IN PUERTO RICO

The beautiful Island of Puerto Rico provides a unique environment to develop reliable data insights and carry out population-based research as well as testing and implementing solutions based on those metrics.

Therefore, these can then be used to be successfully adapted and replicated in other population areas. In fact, this proved to be a significant asset during the Covid 19 pandemic, where the company developed effective models for contact tracing and reduction of case prevalence in multiple municipalities of Puerto Rico, even driving one them down to zero cases (in the municipality of Culebra) when other regions had an an alarming case count.

Additionally, as part of the Puerto Rico entrepreneurship ecosystem, Outcome Project has participated in multiple business accelerator programs sponsored by organizations such as Grupo Guayacán, the Department of Economic Development and Commerce, and Parallel18. The team has participated both as entrepreneurs and as mentors for other entrepreneurs, and has been recognized for these efforts with the "Give back Superstar" Award from Pre18.

The team also leads biweekly KPI Meeting collaborations with other local entrepreneurs in order to establish a mutual support system

and help each other grow.

Moreover, both founders have participated as Mentors in a Customer Discovery Boot camp following NIH guidelines. Similarly, they have supported the professional development of students in the computer sciences, business administration, engineering, communication, and public health sectors with their internship program. As participants, the students received shadowing experiences, workshops using coaching per values techniques to prepare their resumé, administrative

support, and guidance with computer tools to perform better work, as well as the opportunity to stay immersed in the entrepreneurial ecosystem by receiving mentoring with staff from multinational companies. Furthermore, the company also hosts a Youtube Channel with the purpose of teaching others how to transform data into information.

As part of the company's dedication to social responsibility and the founder's shared passion for environmental protection, they have also adopted a beach in the municipality of Vega Baja to contribute in rebuilding the coastal forest and coral reefs in the north shore of Puerto Rico.

Outcome Project's vision is to be a globally recognized brand that contributes to making the world population and the environment healthier every day through our products and services.



Outcome Project

(787) 654-7472, (939) 240-1628, (787) 473-4837

outcomeproject  

outcometweet 

outcomeproject.com



CHAPTER FIVE

MARKETING, ADVERTISING & MEDIA



*“We may be small in terms of territory,
but huge in terms of talent.”*

— PACO LÓPEZ

bMEDIA

LEADERS IN THE INDUSTRY



bMedia was founded in 2009 with a clear vision in mind; to bring innovation to the outdoor media industry. Since its foundation, bMedia has revolutionized the island's media industry by changing the outdoor media landscape and developing what is today one of Puerto Rico's leading media companies, and one of the largest independent out of home companies in the United States.

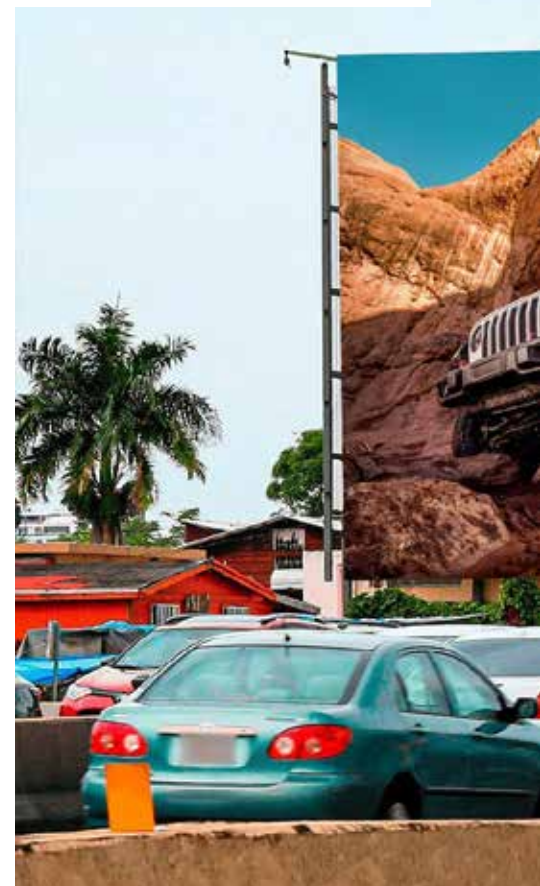
This spirit of entrepreneurship and innovation has inspired the bMedia team to develop new technologies and services to provide customers with the largest network of out of home media vehicles in Puerto Rico, reaching over 90% of the total population.

bMedia's unique footprint has the largest inventory of premium outdoor media assets in over 300 premiere high traffic locations. bMedia's commanding position in the industry was built on consumer knowledge, technology and is driven by data and excellence in customer service.

bMedia's collection of advertising spaces provides a variety of formats that can be tailored to the advertiser's exacting needs including Spectaculars wallscapes, Static vinyls, Digital boards, bathroom ads, gas pump ads and medical office ads. At bMedia we create unique brand displays to generate impact and connect brands and consumers. We make brands famous.

With over 4,000 advertising spaces, bMedia can create the immediate impact, engagement, and top-of-mind awareness that solidifies brands and brings them to the next level. Meanwhile, our team of experts prides itself in always delivering client centric services and strategic media recommendations that ensure our clients can achieve their goals. bMedia executives are an extension of brand marketing teams. From one location to strategic planning, our team can help you customize the plan that best works for your brand, whether you want to reach a very specific demographic or cover total market.

Our proprietary technology provides data analysis to help our clients make informed decisions. Our billboards are equipped with a comprehensive traffic cam network that tracks "live" car circulation in order to provide





accurate reach metrics, impressions and CPM. At bMedia we offer some of the most competitive media costs on the market, to optimize your media efficiencies.

Our flexible network offers endless creative possibilities with cutting-edge immediacy. Within minutes, we can upload your brand's message and get it to reach the entire market, a specific region, a single location, or a precise demographic or psychographic segment. On the analog side, we can create unique presentations that get your brand to stand out in the over 300 static locations that we have for you to choose from. If you can imagine it, we can create it.



bMedia's unique billboard technology has all the options your brand needs to create impact and "b noticed." We're proud to be the providers of the only smart interactive video animated 3D display on the market, known as "Placita Times Square," in La Placita, Santurce. Our "Monster Wall" is also one of the biggest digital displays in the entire United States with over 7500 sq/ft of digital space.

As a leader, we are driven to develop new technologies and services to optimize our efficiency and generate results. We are excited to continue thinking out of the box, to innovate and to discover new roads and expand our services. For bMedia, there is no limit.

bMedia
 bmediagroup.pr
 bmedia-group
 bmediagroup.pr

bmediagroup.com



A mission-driven, fourth-generation diversified family office, leading Puerto Rico and the global communities in which it operates to a sustainable and prosperous future

For generations, the family business of Grupo Ferré Rangel has been directly related to the social and economic development of Puerto Rico. Throughout its 100+ years, it has evolved and gained considerable experience in at least seven industries. Today, Grupo Ferré Rangel is a mission-driven, fourth generation diversified family office with five main areas of focus: real estate, media, customer engagement, investments and social innovation.

It started in 1918. Antonio Ferré Bacallao, a self-taught immigrant from Cuba who became an engineer, founded the Porto Rico Iron Works. Later, his son Luis A. Ferré, after graduating from MIT, founded Ponce Cement. He and his brothers worked together as Puerto Rico continued its industrial development. Their efforts were duly rewarded when in 1963 they became the first Puerto Rican company listed on the New York Stock Exchange.

In 1948, Luis A. Ferré acquired El Día newspaper, based in Ponce. Twenty years later he was elected Governor of Puerto Rico, and he was ethically bound to sell off his interests in the press. That's when his son, Antonio Luis Ferré, saw an opportunity and bought his father's publication. He moved it to San Juan eventually producing the country's foremost newspaper, El Nuevo Día. Today, that business is a media company

providing audience-centric, intelligence-driven solutions reaching 1.8 million adults in Puerto Rico and over 4.6 million Internet users through its digital touchpoints and brands.

Diversification and resiliency have always been pillars for Grupo Ferré Rangel, with the ability to apply its knowledge and experience into new, successful businesses. One example is the origin of LinkActiv Group, the customer engagement arm of the holding. In 2014, the family identified an opportunity to expand El Nuevo Día's customer service capabilities, honed through 21 years of handling customer service operations for its publications. Now, this company is a leader in customer engagement solutions. Its 1,400 operators provide bilingual and bicultural support serving clients in Puerto Rico and the mainland.

The real estate arm, Kingbird, is another example of maximizing its experience in the cement, construction, and development industries. Its office in Puerto Rico offers a wide array of property and commercial real estate management for a diverse portfolio of clients. The Boston office focuses on real estate investment management. It serves as a vertically integrated investment manager working on behalf of family offices as well as institutional and qualified individual investors.

Antonio Luis Ferré with his father Luis A. Ferré (seated).



From left to right, Don Antonio Luis, Don Antonio Ferré and Don Luis A. Ferré at Ponce Cement.

For more than a century, the family and its employees have also invested time and resources to contribute to Puerto Rico's social and economic development. Some examples include the Ponce Museum of Art founded by Luis A. Ferré in 1959. In 1963 his sister, Sor Isolina Ferré, established a center in La Playita sector in Ponce to support communities in areas like education and nurturing an entrepreneurial spirit.

That sense of being part of the solution and having a forward-looking approach to current challenges has been at the center of the family's entrepreneurial tradition, allowing the Group to create social value by leveraging core business competencies, philanthropic work, and employee engagement. Three years ago, it established a dedicated Social Innovation structure to systematically and formally engage in social entrepreneurship, impact investing and employee-led initiatives.

Just like any other company, it has encountered challenges and moments of crisis. The evolution of the media industry toward a digital world, the hit by Hurricane Maria - the worst hurricane in the history of the island, earthquakes and then, the pandemic. But opportunities sprouted from the crises. The ecosystem changed, Puerto Rico changed. What remained constant? The principles and values such as sustainability, positive

transformation, and resiliency. The family also demonstrated agility by adjusting plans and welcoming diversification, Puerto Rican-centric investments, and socially impactful opportunities. Widening the scope of their portfolio across industries - such as housing, energy, and services - and geographies will benefit the next generation.



Being active as a family business in Puerto Rico for over a century is unusual. About 40% of US family-owned businesses turn into second-generation businesses, approximately 13% are passed down successfully to a third generation, and 3% to a fourth or beyond. The Ferré Rangel family is extremely proud of being part of this 3% and intends to be relevant and impactful for many years to come. "We have been present

and committed to Puerto Rico during times of prosperity, but most importantly, during times of adversity," says María Luisa Ferré Rangel, the company's CEO. "Adversity has a way of reminding us how strong we all can be."

Grupo Ferre Rangel
 raquel.rivera@gfrpr.com

grupoferrerangel.com

Muuaaa Design Agency



A superfresh design and branding agency.

Muuaaa Design Agency is an award-winning #FreshDesign and branding agency with over 10 years of experience offering design as a solution to increase market share.

With a lean mentality, we work with established and emerging businesses to build brands that effectively communicate your message and stay in the mind of the consumer. We are opinion leaders, visual narrators, and strategic thinkers with a firm belief in the supremacy of good design.

We focus on design and multidisciplinary branding for digital marketing, brand growth, content creation, packaging development, retail architecture, and more - creating brands that people love and want to make part of their lifestyle.

Our services span in three verticals:



1. Rebranding & Retail Architecture : Global Mattress
2. Rebranding : ATH
3. Rebranding & Growth : Made in Puerto Rico Association
4. Rebranding & Packaging : Malta India



Design

The core of our business is in developing design and branding solutions that bring your vision to life and enable your business to connect with consumers.



Growth

We empower your brand to reach the next level through strategic positioning, marketing plans, and digital strategies.



Spaces

Our architecture division focuses on designing effective functional spaces across industries, from retail and hospitality to offices, leveraging brandscaping to fully integrate branding into the architecture.



Fig. 1



02





At Muuaaa Design Agency we understand change does not come easy. The task of undertaking a brand revamp can be daunting, but the path to success has many steps and we have the perspicacity, expertise, and experience to successfully rebrand your business.

We fully comprehend the complexities that come with large-scale operations, which is why our process integrates strategic sessions with key stakeholders, board members and employees, using a bottom-to-top approach to have a firm grasp on all business areas. Our methodology is based on constant conceptualization and iterations to provide a wide range of creative possibilities - from minimal changes to complete overhauls.

Our business acumen keeps us focused on results. How will this rebrand positively impact your P&L? What new audiences will your brand attract? What benefits can you reap from this new positioning? How can this help you bring in fresh talent? We ponder these and many more questions to ensure the new strategic narrative we design is pertinent and breathes new life into your brand for years to come.

Are you on the cusp of transformation? Who's designing your legacy?



Siempre Fresh Design™ Desde 2010
Always Fresh Design™ Since 2010

©2010-2021 Muuaaa Design Agency
Isla del EnCanto, Porto Rico™

@muuaaa_design
muuaaa.design

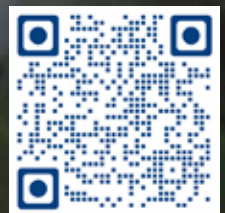


NEW FORD BRONCO SPORT PRESENTS:

THE LESS TRAVELED

PUERTO RICO

BUILDING GROWTH FOR AMBITIOUS BRANDS



Something has changed in the last two years in Puerto Rico, and we are not talking about the pandemic. J. Walter Thompson, a pioneer agency in strategy and creativity, merged with Wunderman, a leading agency in data and technology. In 2019, Wunderman Thompson Puerto Rico was born, an agency that uses data and technology to create ideas to help brands grow in Puerto Rico and abroad.

Member of the Wunderman Thompson global network, this marketing communications agency located in Guaynabo, Puerto Rico, is part of the global giant of communications companies conglomerate, WPP Group. "For the second year in a row we are one of the top three agencies on the island, partnering with brands with big ambitions", said Facundo Paglia, Chief Creative Officer.

"Once we partner with an organization, we do it all the way. We offer them from strategy, ideation to production services to help them achieve

"The Less Traveled Puerto Rico", a digital activation for Ford Motor Company.

their goals", affirmed Carlos Laureano, CEO. "We are part creative agency, part consultancy and part technology company; we see ourselves as true business partners", commented Paglia.

Wunderman Thompson Puerto Rico has developed a solid base of local clients and now they are expanding internationally. Proof of this, is the latest campaign they developed for Unilever in Egypt in which they created an interactive experience in partnership with the existing platform "City Walks" for people to virtually walk and explore streets in big cities – but added an additional feature that enables viewers to walk as a man or woman. "We wanted to spark conversation and inspire real behavior change by giving men the opportunity to experience the harassment women face simply walking down the street", added Paglia.

Another milestone achieved by the agency recently was the new campaign for InvestPR. The first brand awareness campaign for Puerto



"In Her Shoes", an interactive experience for Lux, Unilever Singapore



Carlos Laureano, CEO



Facundo Paglia, CCO

Rico as a business destination. "It's a great example of the kind of collaboration we like to have with our clients. We developed from the strategy to the overall message, even the sector specific executions, working hand to hand with them", commented Laureano. The campaign was a huge success, receiving multiple awards in the Economic Development Awards.

Wunderman Thompson also encompasses shopper marketing, ecommerce, social commerce, and experiential marketing, for example, for Liberty Mobile. An activation during the pandemic for the company that acquired AT&T recently, won several awards last year. "We had to innovate and find new ways to create touchpoints between the brand and the people", said Laureano. The agency is also in charge of digital activations for Ford in Puerto Rico and the Caribbean.

"We're excited by the potential for Wunderman Thompson Puerto Rico generally. We're thrilled to be working with local and international brands. It's not only about broadening our offer, but also taking part in what we believe is shaping the future. I can't wait to see what our team can do", concluded Paglia.

#9 Munet Court St Guaynabo, P.R. 00968
wunthompsonpr  

wundermanthompson.com



LEADING THE WAY IN SALES & MARKETING

The Sales & Marketing Executives Association of Puerto Rico (SME) is a non-profit organization that brings together a community of more than 500 professionals from diverse industries, major corporations, and local businesses, as well as college students on the island. For the past 72 years, the association has been advancing its industry through members' success. In their efforts to further professional development, throughout the year, they offer an educational program focused on global trends and innovation, promote networking and business opportunities among members, give prestigious awards and commission top-notch research studies.



2022-23 SME's Board of Directors

SME Puerto Rico's DNA

Curiosity, anticipation, learning and innovation.

Curiosity to know what's next, to anticipate trends, social changes, and consumer habits, as well as the continuous desire to learn and innovate are the distinctive trademark of this association. This constant search translates into its solid educational program that year after year offers the most relevant and updated content for sales, marketing, advertising, & media professionals as well as entrepreneurs.

SME Digital & Innovation Forum

Keeping ahead of the curve in digital marketing, in 2002, they organized an educational session focused on the Internet and its possibilities for marketing and eCommerce. This first step evolved into the largest and most relevant digital marketing, advertising, and innovation event in the region. Annually, more than 1,000 participants have access to world-class speakers, key findings of the Puerto Rico Digital Trends Study and learn the best practices on digital innovation through the SME Digital Awards. In 2021, they pivoted the event due to the COVID-19 Pandemic and turned it into the first Metaverse 3D event in Puerto Rico. In 2022, it returned to an in-person event with a live stream option and for the first-time participants received a POAP (Proof of Attendance Protocol/NFT) in alliance with CryptoCurious and the PRBTA.

Their yearly educational program includes other signature events such as the SME Marketing Summit with a participation of more than 650 marketing, advertising and media professionals, the SME Sales Summit celebrating, since 1966, the Sales Professional Week in Puerto Rico, as well as the SME Sales Booster, SME College Student Summit, SME Power Breakfasts, and online seminars.



Fireside Chat with Antonio Lucio
at the 2022 SME Marketing Summit,
at the Coca-Cola Music Hall



2022 SME Digital Awards - SuperMax & De La Cruz / Ogilvy

Excellence every step of the way

Recognizing cutting-edge planning, execution and business results is a vital element in the SME innovation formula. And to distinguish the excellence of its members and industry, the organization rewards them with very competitive awards such as:



What started as the WebAd Awards in 2007 to recognize best practices in the use of the Internet, has evolved into one of the most desired and prestigious awards for local advertising, marketing, and public relations professionals. To account for the evolution of the digital industry, in 2011, the name was changed to SME Digital Awards to recognize the effective integration of digital media strategy in marketing, advertising, public relations and promotional campaigns, as well as digital business solutions. On May 12, 2022, the Festival became the first to integrate a commemorative NFT for SME Digital Award winners.



2022 SME Digital & Innovation Forum at the Puerto Rico Convention Center



2021 SME Digital Forum a 3D event in the Metaverse

NFT:





2021 Top Management Award Winners

Top Management Awards

Since 1966, SME Puerto Rico has granted this award to more than 700 top executives who have stood out for their professional achievements, moral character, and the prestige they impart to the profession they perform. From its inception, leaders such as Teodoro Moscoso, Luis Muñoz Marín, Ana G. Méndez, Rafael Fábregas, Sor Isolina Ferré, Francisco Carvajal, Diego Suárez, Tommy Muníz, Edgardo Fábregas, Jackeline Bird, Richard Carrión, Manuel Cidre and Edwin Pérez have been honored with this important recognition.

In the last decade, leaders and entrepreneurs such as Mariel Arraiza, Nilda Morales, José R. Acarón, Jorge Bracero, Terestella González Denton, Edgardo M. Rivera, Iván Báez, Marta B. Siverio, Agnes B. Suárez, Carlos Cobián, Wanda Betancourt and Gloria Baquero joined this distinguished group.



Excellence in Marketing Awards - Medalla & DDB Latina Puerto Rico

Excellence in Marketing Awards

Since 1988, this award recognizes the best marketing strategies developed in Puerto Rico, whose effectiveness places their products and services among the first in the market. It is an integral part of the Marketing Week celebration in Puerto Rico, as it showcases through its winners the power of a strong strategy, combined with a good idea, well thought execution and most of all results that contribute to the brand's success.

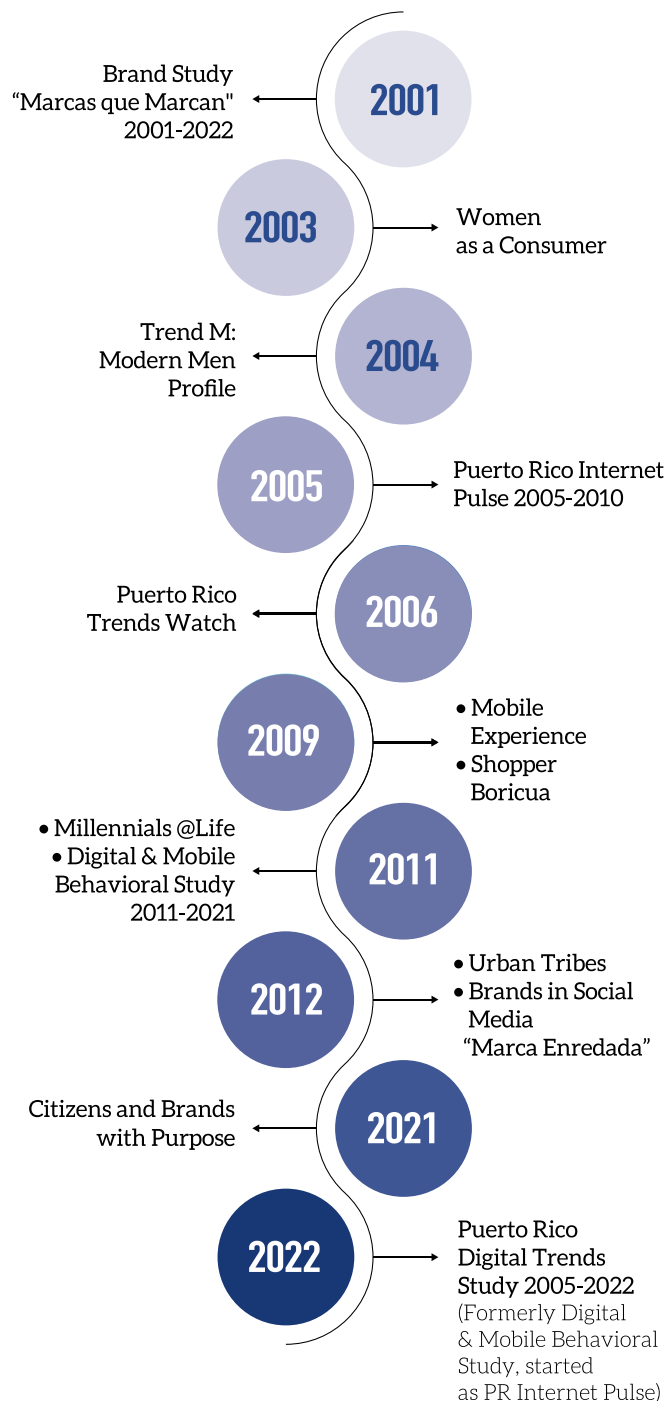
Puerto Rico Digital
Trends Study presented
by Anitza M. Cox Marrero
from Estudios Técnicos, Inc.



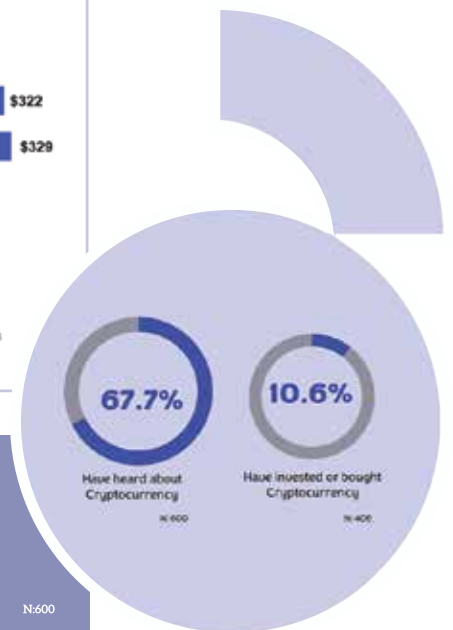
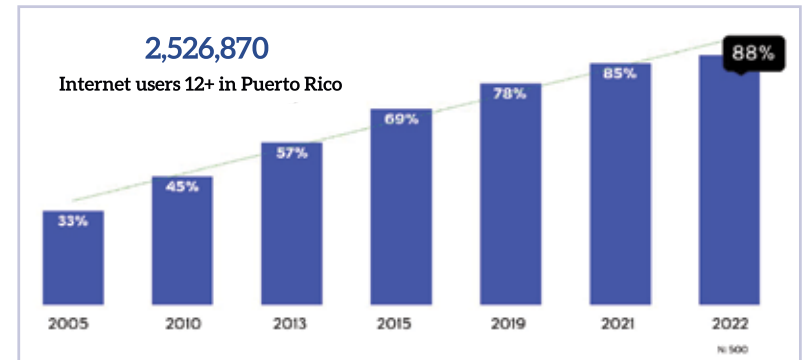
Innovation as a Driving Force

SME members love to research. Why? Because it is their path to innovation. For this reason, the SME anticipates and develops the studies that will offer its members the necessary data to innovate. Learning through research that identifies those ideas, behaviors, and attitudes that one cannot rationally explain but that affect decision-making and identifies new movements that will become part of the mainstream is vital for today's professionals.

For the past 20 years, the SME has been provoking its members to take new roads and anticipate the future by researching on:



Data from the 2022 Puerto Rico Digital Trends Study



Sales & Marketing Executives Association of Puerto Rico (SME)
 Urb. Caribe #1566 Ave. Ponce de León
 Río Piedras PR 00926
 787-773-5088
 sme@smepr.org

Edgardo M. Rivera, SME President 2022-23
 María Elena Lampaya, Executive Director

f SMEPR
t SMEPuertoRico
in SME Puerto Rico
ig smeprtorico

smepr.org



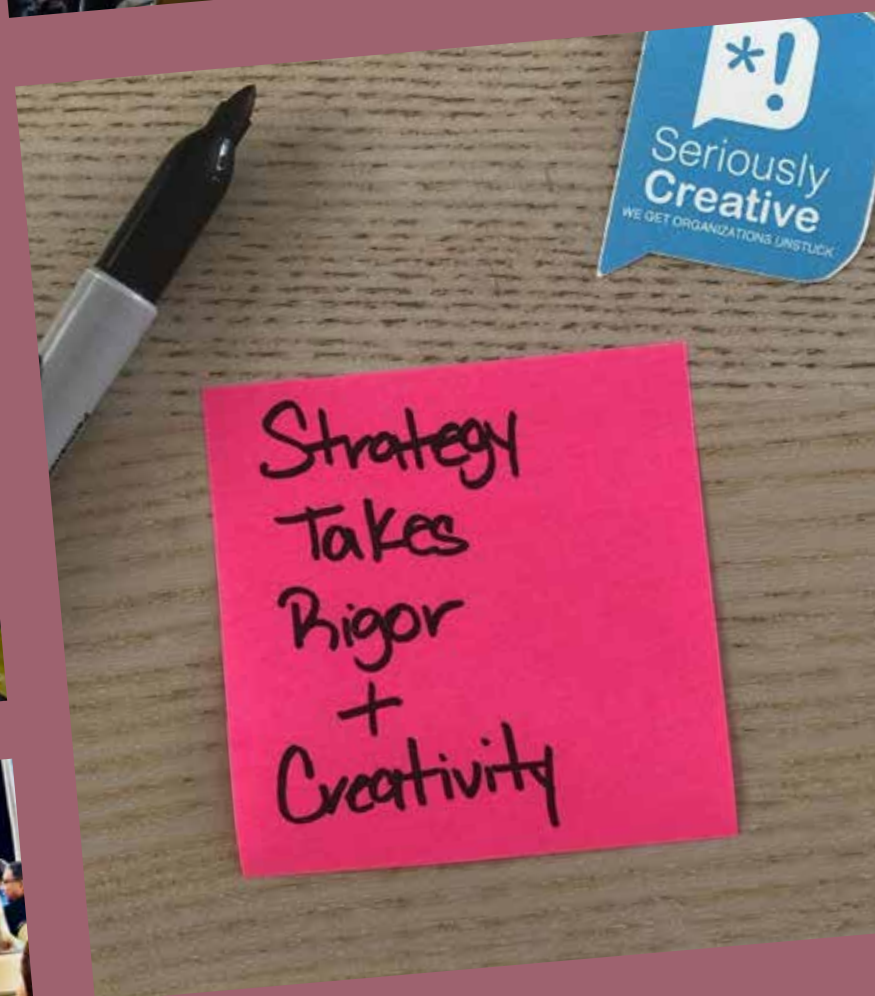
Not your Business-as-Usual

SeriouslyCreative is an innovation, strategy and experience by design firm. They believe the most valuable asset in an organization is its humans. That is why their mission is to empower people with the mindset, confidence, skills and tools they need to become agents of change for organizations, communities and the world.

These rock-star facilitators and trainers describe what they do as “designing conversations that transform organizations”. Often these conversations look like workshops, strategic planning sessions, brainstorming, team buildings, problem solving or design sprints; among others. What makes them unique is how they manage to balance mastering proven frameworks such as design thinking, lean and agile methods with the perfect dose of #PlayWithPurpose. This recipe makes every session meaningful, engaging and pushes people’s buttons to make change happen.

Founded in 2006; SeriouslyCreative has converted bold clients, locally and internationally, into fans who admire their genuine style and understand the power of combining creativity, human centered design and agile ways of working to solve problems, accelerate growth, amplify collaboration and deliver the future.





Seriously Creative
 WeAreSeriouslyCreative 
 SeriouslyCreative 
 weareseriouslycreative 
 weareseriouslyc 

seriouslycreative.com



GRAVITAL

Performance Marketing

Gravital is a B2B performance-driven digital marketing agency and consulting firm specializing in growth strategies, marketing solutions and sales enablement.



Enhancing Sustainable Business Growth Via Digital Marketing

GROW BY CREATING VALUE IS OUR MOTTO.

We believe in producing meaningful outcomes that impact our customers' bottom line, not in winning awards for flashy campaigns.



OUR STORY

The Digital Connection

We recognized the awesome reach and power of digital marketing and what it could do for brands seeking growth and expansion to new markets. Digital marketing is more effective than traditional marketing at reaching, attracting and engaging target audiences, thus helping companies convert prospect customers into loyal customers.

We jumped at the opportunity of bringing people and organizations together through meaningful digital connections.

Filling a Gap

We saw a need for a new, customer-centric agency model whose ultimate purpose is to deliver value in order to help brands meet their goals, improve their bottom line and grow. We decided to fill that gap.

Unlike traditional agencies that focus on reaching the largest possible audience, Gravital focuses on reaching the right audience at the right time in the right place. Successful marketing campaigns are not about how many people see a brand's message or ad, but about how many of them ultimately act on it.

OUR APPROACH

Meticulously Curated

We design custom-tailored digital marketing strategies that close the loop between sales and marketing, deliver superior ROI and help our clients grow their businesses.

Results We Can Measure

In addition to laser-focused targeting, our brand of performance-driven digital marketing eliminates the guesswork from marketing. For decades, the traditional marketing and advertising industry has struggled with accountability. An inability to measure results and a habit of producing ambiguous reports has led to a general lack of credibility and trustworthiness in that industry.

Gravital's results are quantitative. Data analytics allows us to ensure that our digital marketing efforts are efficient and effective. Our clients can see how their marketing campaigns are paying off based on metrics and key performance indicators (KPIs) such as organic search traffic, website visitors, landing page bounce rates, new account signups, ecommerce reports, social media analytics, and other lead generation, search engine optimization (SEO) and sales growth KPIs.

Innovation-Driven

Gravital brings innovation to the table by providing novel solutions to old and new marketing problems.

We saw that brands were struggling with significant marketing and advertising costs without the benefit of measurable outcomes, and we decided to offer a solution to this key pain point. We offer additional value to clients through a combination of digital marketing services—such as content marketing, SEO, website development, pay-per-click (PPC), marketing analytics, among other tactics—and sales enablement and growth strategies.

Not Bound by Geography

As a digital marketing agency that relies on the latest technology to operate and deploy solutions, Gravital can export its services anywhere in the world.

Sustainable Growth

Successful digital marketing is an objective to a much higher goal: sustainable growth strategies that build stronger business, which in turn fuel economic and social development in Puerto Rico and beyond.

There Had to Be a Better Way

We also noticed that many marketing and advertising agencies engage in self-serving, cut-throat practices that focus on squeezing as much money from their clients as possible. That's not our way. We strongly believe that we can succeed at our craft by being honest, trustworthy, helpful and kind, and we were right.

We Can't Help It

We love what we do. For us, it's not just about helping our clients reach their goals and grow in the direction they want. It's also about making this world a better place by creating jobs, boosting the economy and helping our society prosper.



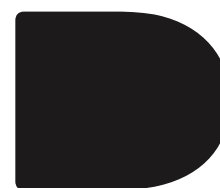
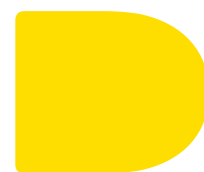
Gravital Agency

info@gravitalagency.com

+1 787 424 4443

@gravitalagency   

gravitalagency.com



**DDB
Latina
Puerto Rico**

CREATIVITY AND EFFECTIVENESS AT THE CENTER OF EVERYTHING.



DDB, part of the Omnicom Group (NYSE), is one of the world's leading and most influential advertising agencies, with 200+ offices in over 90 countries worldwide. DDB has been named Agency of the Year numerous times by the industry's leading advertising publications and has been recognized by top awards shows, including Effie, Cannes, CLIOs, The One Show, and many more.

DDB Latina Puerto Rico is one of the most successful and renowned agencies in Puerto Rico. Consistently ranked amongst the Top 30 agencies in Ibero-america and recently recognized by DDB Worldwide as one of the Top 10 Agencies in the entire network. In addition, the Cannes Lions Advertising Festival and the Effie effectiveness awards have recognized their world-class campaigns. Today, it is the only agency on the island

that has won the prestigious Effie US awards and has been recognized with one of the top 6 most effective ideas in 2022 in the United States.

Amazing things happen when we act at the crossroads of creativity, humanity, and technology.

The full-service agency helps companies quickly identify, create, and accelerate their service offering to meet the needs of their customers, generating direct and quantifiable impact on their business. They have a range of services and expertise across marketing disciplines that is unequal in the Caribbean region. It includes in-house capabilities for strategic planning, brand development, research and analytics, marketing technologies, media planning and placements, account and project

management, public relations, and influencer marketing, and all creative services from ideation and design to production management across existing and emerging media.

Talented and Nice

At DDB Latina Puerto Rico, people always come first. They're the soul of the agency. It takes incredible folks to do excellent work. That's why everyone who comes through the door is as great as the people already here. It's also why we constantly strive to build diverse teams where everyone brings something unique because you can't make the unexpected if you only work with the usual suspects.

Unexpected Approach

Unexpected ideas are the best. This means, ideas you can't anticipate, ideas you don't see coming. The thing that catches you so off guard you just can't look away, can't help but notice. And the only path to producing

genuinely unexpected works is through creativity; creativity that is foreign, surprising, and interesting enough to cause jaws to drop and sales to soar. It's having the fresh perspective and raw energy to bring something into the world that nobody has ever seen. We're talking about the courage to shake things up and maybe even tear a few things down and knowing that what most would call the finish line is where the real work starts.

Clients that Rock!

DDB Latina Puerto Rico's client roster is diverse and showcases the company's ability to handle various industry challenges. They have experience working with industry-leading retail clients such as Walmart, world-renowned brands like T-Mobile, L'Oréal, and McDonald's, and local iconic brands such as Cervecería de Puerto Rico and Destilería Serralles. The company is considered a top choice for clients looking to scale efforts and navigate today's fragmented media market in an integrated manner.







An integrated approach to content distribution

As the media landscape changes and consumer habits become increasingly complex, agencies must address their clients' business, creative, and strategic challenges. DDB's answer has been to build a highly agile 'always on' model. This innovative approach allows the agency to stay ahead of cultural shifts and adapt to the ever-changing media and advertising landscape, with intelligence always at the core. This approach permits the delivery of best-in-class creative solutions, eliminates redundancy, and provides sustained integration across essential agency functions and partners—with the speed, efficiency, intelligence, and creativity that the modern marketplace demands.

Above all, this new model recognizes that all client's needs are different, which is why each client's team is custom-tailored according to their multifaceted needs and objectives.

Technology and Innovation at the service of brands

The agency leverages the latest technology to provide data-driven insights and personalized customer experiences. Services offered include programmatic advertising, customer data management, website optimization, email marketing automation, and social media management. These technology solutions help clients streamline their marketing processes, improve audience targeting, and increase engagement.

From Creation to Production

Their production area has two fully equipped studios designed to meet the needs of various types of shoots, such as photography, videography, and live streaming. These studios are equipped with state-of-the-art cameras, lighting, and sound equipment to ensure the highest quality productions. In addition to the studios, the agency also has editing rooms equipped with the latest software and hardware for post-production. These facilities allow for the efficient editing and refinement of the footage, ensuring that the final product meets the highest quality standards. Furthermore, the agency has audio editing suites designed for audio post-production. These suites are equipped with professional-grade equipment and software, allowing for the creation of high-quality soundtracks that complement the visuals of the project. With these resources, the advertising agency can provide a full range of in-house production services, ensuring that projects are completed efficiently and to the highest standards.

DDB Latina

ddbeje  

ddb-latina-puerto-rico 

ddblatinapuertorico6687 

ddblatinapuertorico.com



*“Puerto Rico is one of the most
beautiful places on earth.”*

— JOSÉ ANDRÉS

CHAPTER SIX

FOOD, BEVERAGE & HOSPITALITY





Co-Founders, Mike Leung & Steve Leung

FIND YOUR UNIQUE PLACE TO STAY



ABOUT US:

Join a Join (JAJ) www.joinajoin.com was founded in 2014 and until today its start up and entrepreneurial spirit endure. It is a local company with presence in the emerging short-term rental segment of the hospitality industry. It has developed solid brand awareness and equity in the Puerto Rico (PR) market, representing a trusted option for hosts and guests.

Early days: Problem Identification – JAJ identified a relevant market for the local community that was unaware of local rental accommodation options.

Solution offered: Communication Platform using common language through channels the audience demanded (i.e. personalized service via phone customer service, then evolved to social media and marketplace).

Halfway Through: Focused on increasing inventory of flagship properties with tailored offering. Differentiation is key for JAJ, aiming to offer unique properties based on particular customer interests.

Present times: Brand Positioning with flagship properties, capitalizing on great host and guest relationships.

- JAJ is ranked top 3 based on market share, with a current reach of over 600k engaged social media followers and 750+ hosts.

CORE VALUES:

- Service
- Quality
- Reliability

UNIQUE VALUE PROPOSITION:

- Unique Properties: variety flagship sites including beachfront and mountain side
- Tailored offerings: features like heated pools, pet friendly, amenities
- Easy to use booking platform: friendly navigation, quick checkout and payment processing
- Quick turnaround: responding and solving requests

KEY COMPETENCIES:

- Technology development and innovation
- Social media interactions
- Operational backbone
- Puerto Rico market knowledge



DEVELOPMENT PROGRAM:

- Guayacan's www.guayacan.org Enterprize Program in 2014

GROWTH ROADMAP:

Opportunity: Continuous focus on growing adoption of short-term rental as preferred alternative for family vacations and business venues. To that end, JAJ acknowledges and values the social bonds fostered by digital communities and the importance of providing a place for hosts-guests to meet in real time leading to build loyalty and booking repeats.

PR: The estimated size of the PR short-term rental market is over \$500M. There is room to increase the share of market by increasing the number of flagship properties to connect with more local users, the "diaspora" and US based guests that today represent 30% of bookings.

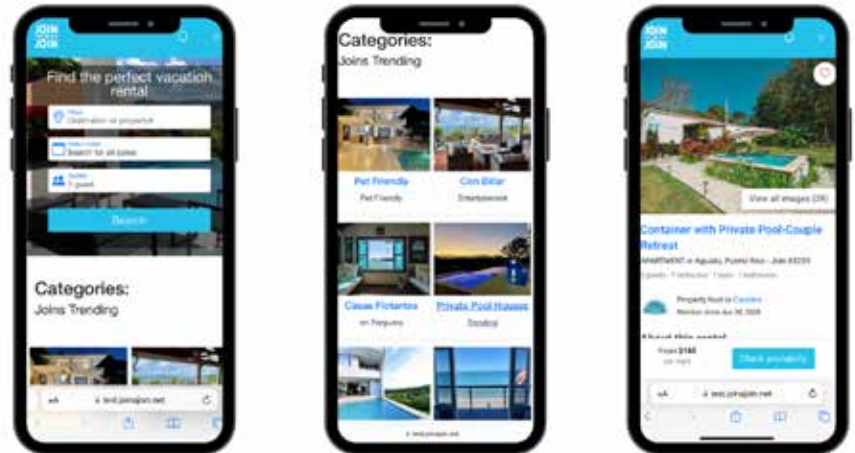
Cross-border expansion: Central Florida as phase 1, then expand into other markets. Technology developments will play a key role in this undertaking; the mobile app and next generation of tools such as real time interactions, advanced analytics, machine learning, smart bots, individualized communications and direct cross-selling offers.



TEAM OF CO-FOUNDERS:

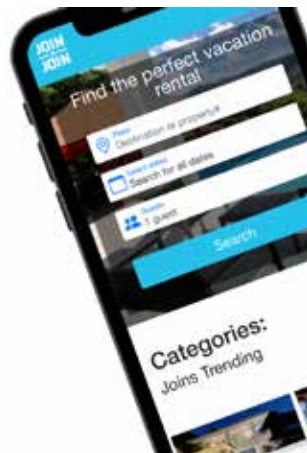
Join a Join is co-founded and majority owned by two young but experienced entrepreneurs with extensive background in the leisure industry. Born and raised in Puerto Rico, this duo is united by facility ties, common values, and conviction to win in the hospitality space by showcasing the tropical enchantments of Puerto Rico.

OUR USERS LOVE THIS



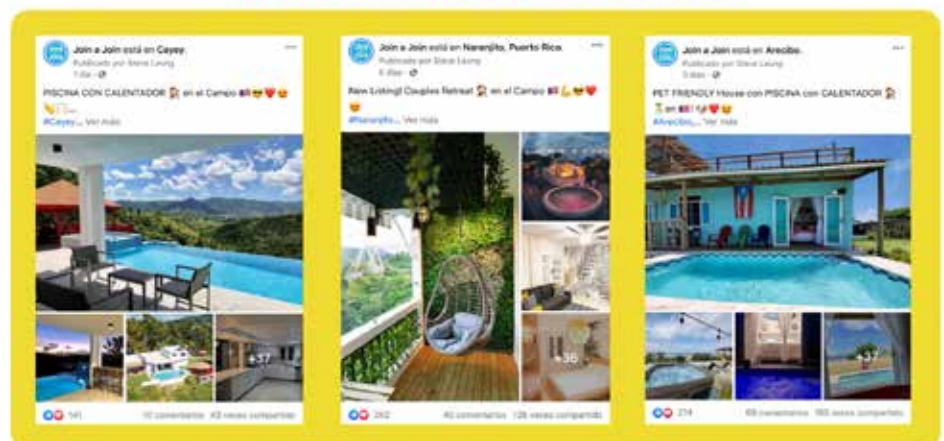
PRODUCT

COMPUTER AND MOBILE FRIENDLY



Search → Review listings → Book

WE HIGHLIGHT PROPERTIES





JOIN A JOIN DRIVES ITS GROWTH WITH UNIQUE VACATION RENTALS

Focused on unique vacation rentals with private pools, Join a Join, an online marketplace for places to stay, seeks to consolidate its success among local clients and tourists in 2022 and beyond.

Via a secure and interactive platform, Join a Join offers travelers and guests access to unique listings either for a weekend getaway or an extended vacation. From luxurious villas in the mountains to cozy places by the beach and other sites of interest.

70% of its clients are local, while the remaining 30% are tourists from abroad, mainly from the United States East Coast. The more than six years of operations have helped gain the trust of those who list their properties and those who decide to vacation on the island and rent via Join a Join's booking platform. "These numbers grew by the COVID-19 pandemic, which shifted the travel plans abroad of a significant number of people that decided to vacation locally," said Steve Leung (Co-founder).

"People discovered that, in the same way that they can go to the movies, eat at restaurants and enjoy domestic tourism/travel, they can add vacation homes to their portfolio of things to do, vacation homes. People are looking for access over ownership. Join a Join is a match for people looking for spaces with views, private pools and entertainment."

Join a Join looks to understand the taste of the market in terms of vacation rentals. Our business highlights the experiences that the consumer tends to seek. If you are interested in a house with a pool, Pool table or even a house that allows pets in Join a Join you can find it. We customized our platform, to facilitate the browsing experience by positioning the option to browse by dates, specific property, locations and even different categories so you can narrow your search to find what you are looking for.

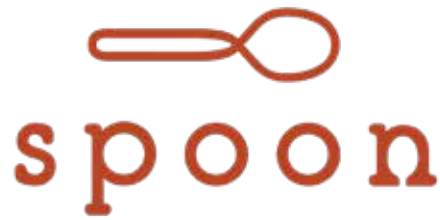
Currently some of the most popular rentals are those located in municipalities such as Comerío, San Lorenzo, Patillas, Lajas, Cayey, Aguada and Caguas.

"There's lots of space to grow, we continue adding more listings to our portfolio, while continuously strengthening the client experience and enhancing our platform and app," said Mike Leung (Co-founder).

Mike Leung
Co-founder & CEO
Mike Leung 
Steve Leung
Co-founder & Chief Revenue Officer
Steve Leung 

Mike Leung: mike@joinajoin.com
Steve Leung: steve@joinajoin.com
[joinajoin](#)  

joinajoin.com



CHOOSE YOUR CULINARY EXPERIENCE



Founded in 2012 by Paulina Salach and Gustavo Antonetti, Spoon is Puerto Rico's leading tour operator and travel planning & logistics company with a specialization in culinary experiences. We craft immersive, authentic, and educational gastronomic & cultural experiences for the leisure and corporate markets. On the leisure segment we service groups, families, solo explorers, couples, and business travelers; and on the corporate segment, we have partnerships with companies, hotels, cruise lines, travel agents, and online travel agencies (OTAs). From walking food and cocktails tours in San Juan to driving tours throughout Puerto Rico, hands-on cooking classes and farm tours, private dinners and events, we curate an array of culinary and cultural experiences.



Our travel planning division, renowned for its stellar customer service, ensures that each client's preferences are met and expectations are exceeded. Whether it's airport transfers, hotel and restaurant reservations, team building experiences, outdoor adventures, or salsa classes, every detail is meticulously planned and seamlessly executed.

Throughout the years, we have won national and international awards, and have been featured in



noteworthy publications such as The Wall Street Journal, CNN, The Guardian, The NY Times, Forbes, Food & Wine Magazine, Washington Post, Lonely Planet, et al.

We are the owners and producers of Puerto Rico Restaurant Week™, an annual event that for the last decade has significantly increased revenue for the restaurant and tourism industries and has helped position Puerto Rico as a top culinary destination. In 2021, we were selected by the James Beard Foundation to become their partners in Puerto Rico and produce all of the Foundation's events on the island.

We believe in giving back to the community and proudly work with dozens of local restaurants, bars, cafés, farms, chefs, bartenders, shops, baristas, farmers, artists and small business owners throughout the Island. Through these partnerships, our company directly impacts the economy, supports sustainable tourism and agriculture, and creates jobs, both directly and indirectly.



SPOON
 thespoonexperience  
 thespoonx 
TheSpoonExperience.com

Artesano is the product of inspiration, perspiration, hard work and perseverance.



This is what we call Ron Artesano. This craft rum brand is hand-made in small batches in the mountains of Jayuya, Puerto Rico.

The founders are a solid team of professionals that handle the different aspects of the business: commercial operations & business development, distillation, production & aging and rum blending and formulation.

Jose Muñoz handles the Business Development of the company, brand creation, packaging design, marketing & sales. He has over 25 years of experience in the field, having worked for several top companies in the local industry.

Javier Herrera, from Madrid, Spain is the Rum Maestro. He is one of the most respected consultants in the global rum industry, and handles the creation of the liquids and quality of the rums.

Luis Cruz Rivera, an ARMY Veteran graduated from Stanford, handles the production & aging facility in Jayuya, Puerto Rico.

WHAT MAKES RON ARTESANO UNIQUE?

We distill our rums in small batches using an Arnold Holstein 100% copper pot still, which is not commonly seen in Puerto Rico. Our rums are

aged in the mountains, where the air is clean and there is high humidity. Aging in the mountains is great because we have 20-30 temperature Fahrenheit swings everyday. In summer from 70 Fahrenheit in the mornings to 95 Fahrenheit at noon, and in other seasons as low as 60 Fahrenheit to the same 95 degrees. These swings make the wood in the barrels expand and contract more and accelerate the interaction with the rums in the barrels, making for a smoother rum experience.

Our rum is full-flavored and complex, made with care and love. We fill, label and number all our bottles by hand. Our main labels are made out of engraved tin, hand painted in France.

Our añejo rum is less sweet than other famous brands, because we do not add sugar, or any kind of sweeteners to our rum. While being a beautiful aged rum, it resembles characteristics similar to those of a great bourbon, due to the fact that we age in bourbon barrels.

"We wanted to have a unique rum experience so we use only the best barrels from the best bourbon companies in the USA, and we wanted a special bottle. We believe having such a beautiful label could make a difference in the future of our brand, so we decided as a team to bet on a great label" says Jose Muñoz.



DESPITE RON ARTESANO BEING A VERY YOUNG BRAND, IT HAS PROVOKED INTEREST FROM SEVERAL IMPORTERS AND DISTRIBUTORS IN THE USA AND INTERNATIONALLY IN COUNTRIES LIKE CZECH REPUBLIC, FRANCE, SPAIN, GERMANY, SWEDEN, DENMARK, CANADA & MÉXICO.

The opportunity in the global craft rum market is very real, with estimated sales of \$1.6 billion dollars and expected to expand at a 5.2% CAGR from 2020-2027 (Craft Rum Market Share, Trends & Growth Report, 2020-2027). Ron Artesano plans to achieve international distribution by Q3 2023. “We just started, so we need to walk, then run.” says Jose Muñoz, President of Ron Artesano.

WHAT DOES THE FUTURE HOLD FOR RON ARTESANO? INNOVATION & INTERNATIONALIZATION.

Those are our two biggest goals. We want to keep innovating with different rums, aging and new packaging propositions. We will keep creating products that connect with our consumers. Our goal is to export 80% of our total production and eventually, build our own distillery to support our expansion goals. The future looks bright. Cheers to that.

Ron Artesano Rum Corporation
RonArtesanoPuertoRico 
ronartesanopr 

ronartesano.com





PASSION FOR CONTRIBUTING TO PUERTO RICO, FOREMOST HONORING, ABUELA DOÑA LOLA

The Rivera brothers returned to their island Puerto Rico decided to honor their grandmother Dolores and her secret recipe for corn tortillas, passed down from generation to generation for more than 100 years. As a Puerto Rican and half-Mexican family, wanted to share the secret of their family gatherings, where enjoyment and quality family time was the center of everything.



At Molcajete Foods, we believe in making food using simple and natural ingredients, just like our grandmother Lola had in her pantry. We are a company founded on the principles of love, in all its definitions and we established the following goals:

- Create food with simple, high-quality ingredients.
- Contribute to the economic development of Puerto Rico through the personal development of our employees and support for our community.
- Improve food sovereignty for the island through local food manufacturing and economic development

THE ABUELA DIFFERENCE:

- Based on the more than ten years of experience in manufacturing and civil engineering that the founders possess, a new level of quality was established for the benefit of consumers and customers.
- Manufacturing facilities dedicated to the preparation of gluten-free foods without the main allergens. With the future vision path to have the certifications of FSSC 22000, Certified Gluten-Free, USDA Organic, Kosher, and Non-GMO Project Verified
- High-quality ingredients, locally focused, and environmentally responsible.
- Provide added value in each business relationship, both internal and external.

“The market wants and deserves better quality, flavor, and experience.”

— Daniel Rivera - COO & Founder



THE PATH THRU



2017 - Logo Inspiration, & founding and startup of Molcajete Foods by launching the corn tortillas to B2B



2018 - The business survives the aftermath of Hurricane Maria thanks to the support and help of Grupo Guayacán. It also enters pre18 and Parallel18 startup accelerators.



2019 - The brand Doña Lola expands to the Retail market with 2 SKUs in the tortilla chips category



2020 - Record in sales reported with triple-digits growth. New SKUs are added to the B2B channel.



2021 - Triple-digits growth in sales was reported again, mainly driven by the agility to adapt to market shifts created by the COVID-19 pandemic. A new Tortilla Chips bag design released to retail



2022 - Molcajete Foods becomes the leader in the Foodservice market for premium Mexican products. Also reports new records in sales and participates in the ScaleUP Popular bank program.



2023 - Molcajete Foods starts the expansion to a new production facility. Sales & Marketing departments are added to the Company to support scaling up

MEASURING SUCCESS



- **People**
Inspire great people to produce a great product.
- **Fans**
Create smiling customers who become part of Abuela's Team.
- **Brand**
Become a household name synonymous with all kinds of family and friends fun.
- **Innovation**
Chart a new course for when and how people share great moments around food.
- **Product**
Set the standard for premium quality, locally manufactured, healthy indulgence.
- **Scale**
Maintain a profitable business driven by growth without forgetting the environment.



ABUELA'S TEAM

Don't settle for imported tortillas that arrive broken or stale and are full of preservatives.



Daniel Rivera
Founder & Chief Operations Officer



Juan Rivera
Founder & Chief Facilities Officer



Roberto Rivaera
Founder & Chief Executive Officer



Luis Melendez
Sales Director



Juan Alvarado Ortiz
Marketing Director

info@molcajetefoods.com
787-241-8650

tortillasdonalola
TortillasDonaLola

tortillasdonalola.com



A women-led agribusiness that provides Nutritional and Tasty Food, based on Breadfruit: A Superfood



Amasar LLC is an eco-friendly and sustainable food agribusiness located in the fresh highlands of Jayuya. We promote the consumption of Breadfruit (Pana: *Artocarpus altilis*), a superfruit, now in an innovative way, as flour blends. Amasar promotes breadfruit's great nutritional benefits, as well as the development of formal breadfruit (BF) farms. We plant, and harvest BF and buy BF from small farmers and schools throughout Puerto Rico.

With breadfruit we developed an innovative value-added project where we turn BF into flour. In our sustainable project we seek to offer nutrition and taste, guaranteeing good agricultural and manufacturing practices to obtain quality, long shelf-life and highly versatile products for everyday cooking, as an alternative to conventional flours. It is great to make pancakes, waffles, breads and much more. Our products are available in various points of sale throughout the country, with presence in most supermarket chains and health food stores. They are also available on various e-commerce platforms: www.amasar.net, Amazon, Brands of PR and PProduce. Our goal and heart are set on being able to offer and export to the whole world the concept of "Healthy Food in a Healthy Planet", through our products based on breadfruit! At the same time a greater agricultural production is developed in the country and we contribute to the food security of our island, Puerto Rico, in harmony with our Mother Earth. Our BF Pancake & Waffle Mix was awarded a SOFI Award for the New Breakfast Product of the year, by the Specialty Food Association!





It is the FIRST Puerto Rican product ever to win this recognition in the International Specialty Food Industry.

We owe our passion for agriculture to our coffee family farms and to the Future Farmers of America (FFA). Today we work holistically to promote agriculture in Amasar, an agroforestry, ecological and agrotourism project of 19.2 acres. Amasar was recognized as one of the 25 finalist companies at the Global level of the 2021 WE Empower UN SDG Challenge, being one of the five finalists in Latin America and the Caribbean due to our important contributions to the Sustainable Development Goals of the UN for 2030. The objectives addressed are: Zero Hunger(2), Health and Well-being(3), Responsible Production and Consumption(12) and Climate Action(13).

Amasar is a certified Agrotourism Project, we take our visitors on a New Breadfruit Journey adventure, highlighting all the history and contributions of this amazing fruit, how it arrived in the Caribbean, and its cultural and social value for our people and region. Of course finishing off with a unique Caribbean tasting session of many delicacies made out of breadfruit.



In Amasar we have a great passion for agriculture, education and nature. We embrace family values and respect. Join us on this New Breadfruit Journey and remember:

"Eat well, Live Happy!"

amasar.net

*“Puerto Rico is a center for music production
and an incubator for new emerging artists.”*

— OMAR RIVERA



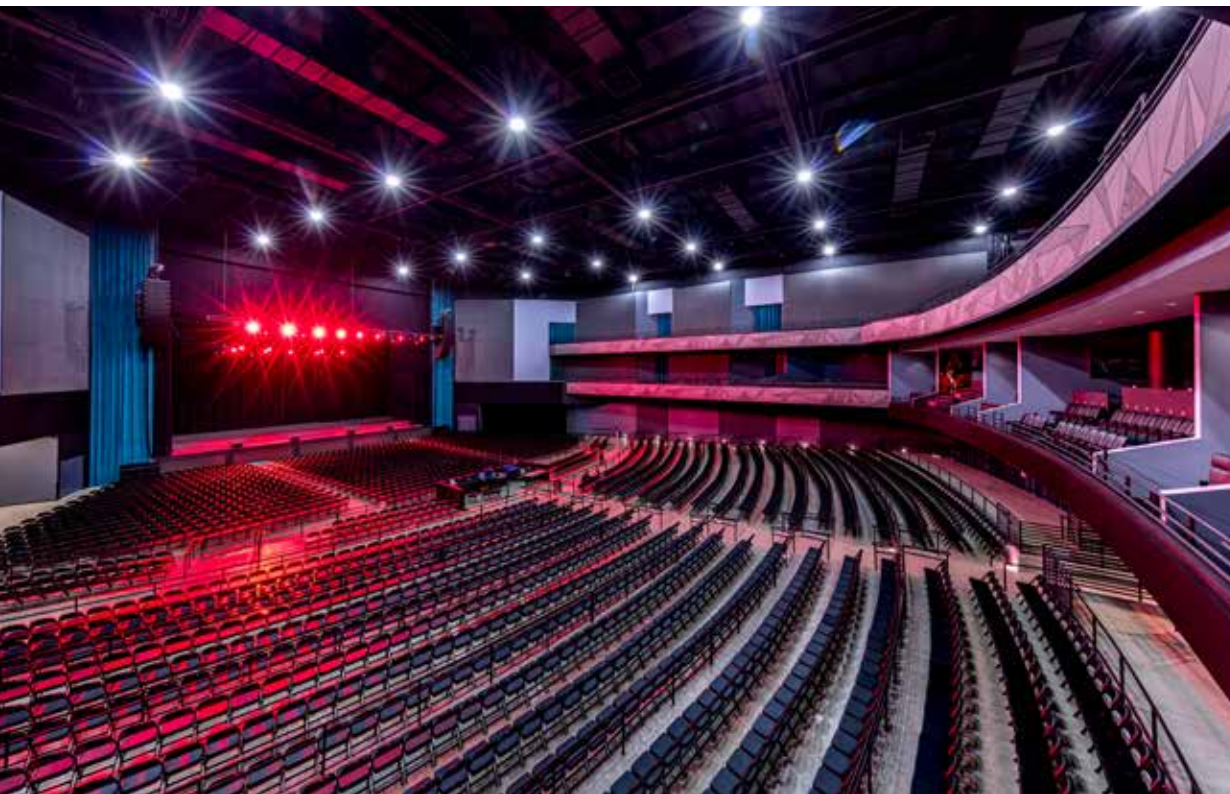
CHAPTER SEVEN

ENTERTAINMENT & LIFESTYLE





ASM GLOBAL DELIVERS LIVE EXPERIENCES



PUERTO RICO'S PREMIERE SPORTS AND ENTERTAINMENT VENUES

ASM Global is the world's leading venue management and services company. The company has an elite venue network that spans five continents, with a portfolio of more than 350 of the world's most prestigious arenas, stadiums, convention and exhibition centers, and performing arts venues. In Puerto Rico, ASM Global manages the most important and iconic venues on the Island, owned by the Government of Puerto Rico's Convention District Authority. Positioning the Island as a premier destination for meetings, conventions, and entertainment is a strategic priority, and ASM Global caters to attract local and international business sectors and world-class events producers and performers. The company's local leadership has received international industry accolades for its successful business vision and commitment to excellence, both of which have been instrumental in yielding outstanding results for all properties managed in Puerto Rico by ASM Global. As partners to the Puerto Rico Convention District Authority, our aim is to use our venues on the Island to increase hotel occupancy through world-class live events,

maximize opportunities to promote Puerto Rico as a top tier events and entertainment destination while increasing the length-of-stay of our visitors. At present, this average is slightly under three days, and every additional day will have an economic impact of \$750MM for our Island.

Why Puerto Rico?

Despite the challenges faced by the meetings and live entertainment industry globally since 2020 following the COVID-19 pandemic, Puerto Rico has consistently exceeded the numbers of events, concerts and activities held at its various properties. This, after Puerto Rico faced additional challenges stemming from hurricanes and earthquakes during the past five years.

"As a meeting destination, Puerto Rico is a place like no other. We offer an unparalleled combination of the best meeting infrastructure, high-speed internet and 5G, world class entertainment, gastronomy, natural



attractions, great hotels and new state of the art entertainment options like the Distrito T-Mobile, providing a complete experience for visitors," - Jorge Perez, Regional Manager for ASM Global. Our properties include:

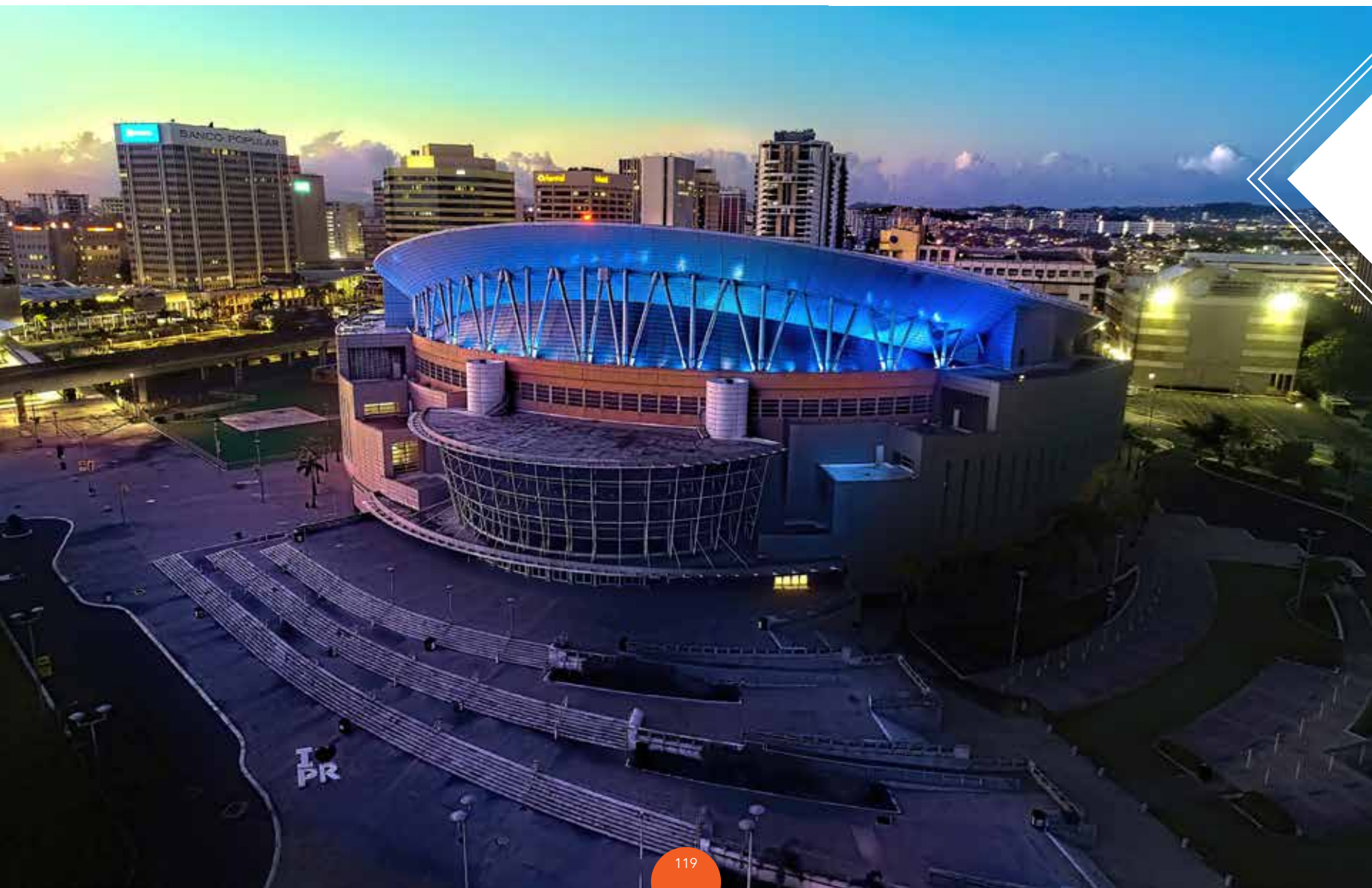
Puerto Rico Convention Center:

Inaugurated in 2005, the Puerto Rico Convention Center (PRCC) is the Caribbean region's largest meeting facility. Situated in the heart of San Juan on the Isla Grande peninsula, it is just six miles from the San Juan International Airport (SJU). It's Distrito T-Mobile, a brand-new \$175 million entertainment complex hub featuring a hotel, a wide array of restaurants, bars, art, music and technology, is just steps away and the ideal site to complement events at the Convention Center. The PRCC welcomes everyone on arrival with dramatic waveform roofs and an expansive outdoor room at its front lobby. The iconic image of beautiful ocean waves fully embraces its visitors and leads them through a tropical urban forest into its state-of-the-art meeting and exhibition areas. The

architectural dialogue continues in themes reminiscent of the Caribbean and Puerto Rico throughout its interiors-with striking views of the courtyard and the open sea. Spanning 600,000 sq. ft. (55,742 sq. m.), the center is divided for ease of use for multi-functional events, including exhibition space, meeting rooms, ballrooms, and outdoor terrace. PRCC's facilities feature an Exhibition Hall that can seat nearly 17,000 people and a ballroom that can accommodate more than 4,000, along with the waterfront. The venue is capable of hosting more than 25,000 simultaneous guests.

Antiguo Casino de Puerto Rico:

Inaugurated in 1917, the Antiguo Casino is among Puerto Rico's oldest and most beautiful buildings and part of the Convention Center District. Originally designed as a social club, the first of its class for the growing local society of the time, The Antiguo Casino is a building full of history. It has become a preferred venue for wedding celebrations,





official ceremonies, receptions and other social events. Restored in 2010, the process brought this iconic building back to life as a historic landmark. Retaining its distinguishing Spanish and French influence, this meticulously preserved building features a grand ballroom with white marble floors, glittering 12-foot chandeliers, a dramatic staircase and balconies overlooking tropical gardens. Its elegant ambiance sets the Antiguo Casino apart as one of the most prestigious architectural relics of the 20th Century of the Old San Juan. Spanning 600,000 sq. ft. (55,742 sq. m.), the center is divided for ease of use for multi-functional events, including exhibition space, meeting rooms, ballrooms, and outdoor terrace.

Coca Cola Music Hall:

The Coca-Cola Music Hall (CCMH) is a venue managed by ASM Global, located at 250 Convention Boulevard, San Juan, Puerto Rico. It was developed by PRISA Group and its construction was completed in 2020. The naming rights were sold to The Coca-Cola Company in 2019. This facility is recognized for being modern and “hip” while incorporating characteristic artistic and cultural elements of Puerto Rico, retaining an avant-garde feel. This property has three levels and capacity for up to 4,000 people, and its goal is to satisfy the need that producers and/or corporations have of finding a venue of medium capacity that is both comfortable and intimate. In 2022, a total of 183,266 visitors were registered and sold 135,023 tickets, which represents an income of \$4,211,195. In such a short time frame since its inception, the venue positioned itself #54 in Pollstar, out of 200 theaters.

Coliseo de Puerto Rico

The Coliseo de Puerto Rico José Miguel Agrelot is the biggest indoor arena in Puerto Rico dedicated to world-class entertainment. Named after a local actor and mass media celebrity, Puerto Ricans usually refer to it as the Choliseo, which is a portmanteau of the words “Coliseo” and “Cholito”, in reference to Don Cholito, one of Agrelot’s characters and own adopted nickname. The venue was inaugurated on September 4, 2004 and has been the stage of special events and memorable concerts ever since, including local and international artists who have toured its stage, delighting millions of visitors, sports fans, theater productions and events. With a seating capacity of 18,500 spectators, the arena is centrally located in the Hato Rey area, at a prime location next to the San Juan’s financial district, with easy access to the Tren Urbano mass transit system as well as the bus system. In December 2021, the venue was included in the global Pollstar list, as one of the 12 venues boasting the highest ticket sales globally, despite having been closed the first 8 months due to the COVID-19 pandemic. In May of 2022, the arena received its 10 millionth visitor.

Learn more at: www.asmglobal.com

ASM Global
 ASMGGlobalLive 
 asmgloballive   

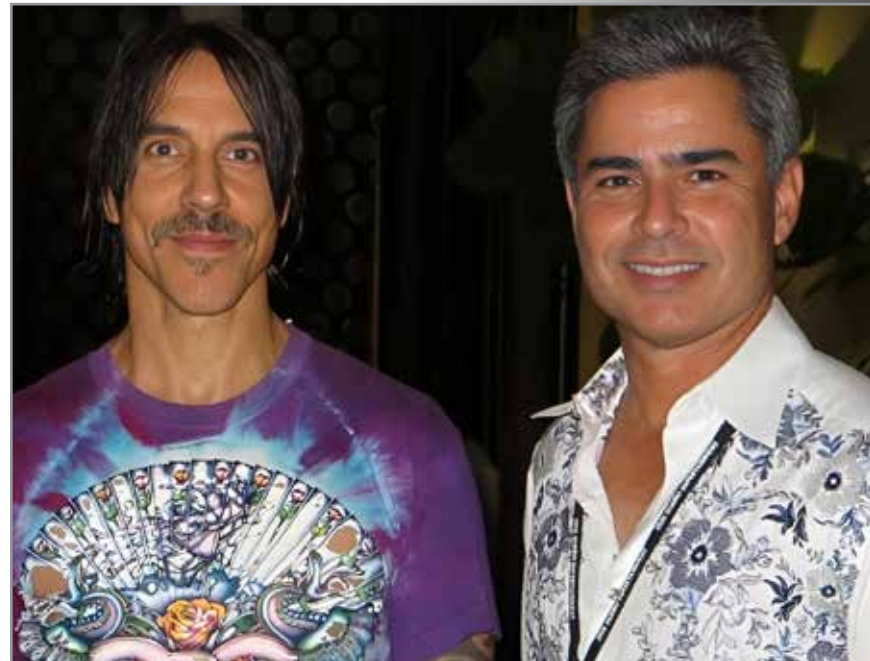
asmglobal.com



The Master of the Entertainment Business in Puerto Rico

José Dueño is known as the most important promoter in Puerto Rico. His contribution to the arts, music and entertainment is highly recognized.

Almost 40 years in this industry and more than 1,000 successful events are proof of the extraordinary career of this Titan of the Entertainment Industry.





The biggest stars have trusted their presentations in Puerto Rico to José Dueño including Jennifer López, Madonna, Rihanna, Lady Gaga, Celine Dion, Sting, Elton John, Billy Joel, Andrea Bocelli, Maroon 5, The Killers, Bon Jovi, Metallica, Guns N' Roses, Aerosmith, AC/DC, Red Hot Chili Peppers, Phil Collins, Journey, The Police, Yanni, Usher, Chris Rock, Jerry Seinfeld, Def Leppard, Kiss, Franco De Vita, Juan Luis Guerra, Aventura, Romeo Santos, Luis Miguel, Gustavo Cerati, Los Fabulosos Cadillacs, among others.

Dueño has produced the most memorable Latin, Pop and Salsa Music events in Puerto Rico. Roberto Roena & His Apollo Sound 25th Anniversary, El Gran Combo of Puerto Rico 50th Anniversary, FANIA ALL STARS Last Concert, Comedian Luis Raúl 360 Degree at the Coliseum, Eddie Santiago & Jerry Rivera Unforgettable Concert, Gilberto Santa Rosa, Sonora Ponceña, Raphy Leavitt, Tito Rojas, Roy Brown, Glenn Monroig, La Secta All Star, Richie Ray & Bobby Cruz among many other great artists.

Pepe, as most people call him by his nickname, fulfilled his dream of producing a once-in-a-lifetime live concert with world famous new age artist YANNI at the iconic landmark of the Castillo San Felipe del Morro in San Juan, Puerto Rico. El Morro, was built in 1521 (16th century), and was Yanni's sixth live album with more than 250 million viewers worldwide.

Arts exhibitions, wine and gastronomic events, rock festivals, family events and special concerts are part of his unstoppable trajectory. American Magician David Copperfield and Cirque Du Soleil were record breaking attendance events in Puerto Rico.

As manager, he continues to work with music stars creating opportunities around the world and developing their careers as is the case of the global phenomenon "Súbete a Mi Moto Tour", the reunion of three members of the most successful boy band in the Latin market: MENUDO.



In Puerto Rico's urban music scene, Jose Dueño has produced the most important reggaeton names in the industry such as Rauw Alejandro, Jay Wheeler, Zion & Lennox, Wisin & Yandel, Tito El Patrón, Arcángel, Farruko, Vico C, Daddy Yankee, and most recently Ozuna.

As the leading concert entrepreneur and a businessman, José Dueño keeps innovating and looking for alternatives for the development of this important industry that generates millions of dollars for the island.

Back in the 90's, Pepe was instrumental in the implementation of the first digital ticketing service on the island.

In 2004, Pepe was co-founder of the Association of Promoters which today, continues servicing the industry with government relations and regulations. In 2002, Dueño founded what three years later became the number one outdoor media company in Puerto Rico. In 2013, Pepe and other investors bought "El Vocero", the second largest newspaper in Puerto Rico at the time and today, it is the newspaper with the highest circulation on the island.

In 2019, Pepe contributed to the development of the first 4,000 indoor music halls in Puerto Rico.

Today, Mr. Dueño continues his lead of the Puerto Rican Entertainment Industry producing the Jay Wheeler's World Tour 2023 and managing the career of two of the greatest Puerto Rico's artists of all time; Ednita Nazario and Wilkins.

E-mail: jose@josedueno.com

PO Box 366291

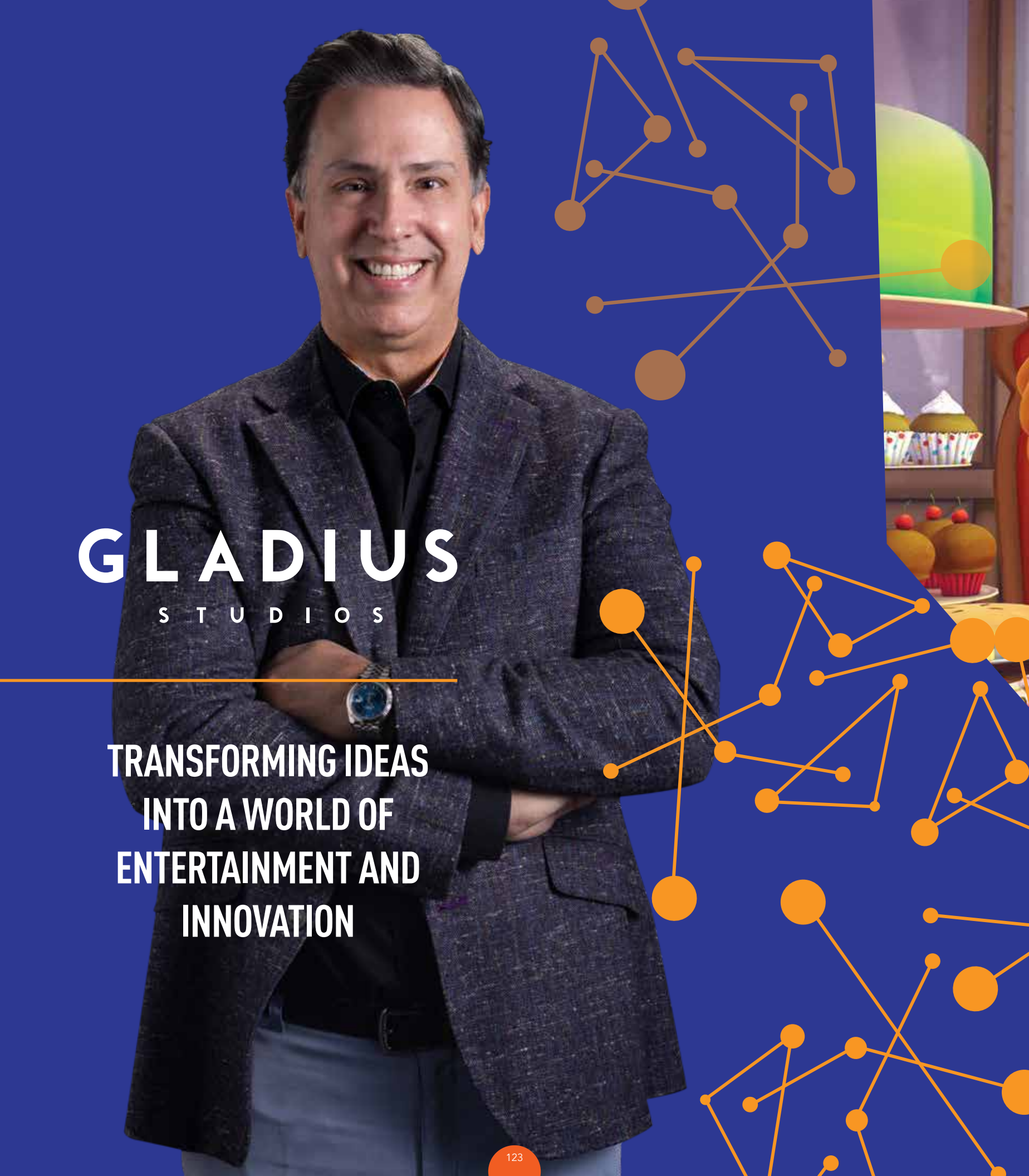
San Juan, PR 00936

(787) 552-6000

josepedueno

Jose Dueño Entertainment

JosePepeDueño



GLADIUS

S T U D I O S

TRANSFORMING IDEAS
INTO A WORLD OF
ENTERTAINMENT AND
INNOVATION



Gladius Studios is an Emmy Award Winner animation studio located in San Juan, Puerto Rico. The innovation and emerging technologies company is committed to develop superior quality projects such as content for advertising, educational purposes and entertainment.

To support and retain local talent in the industry of animation and technology, Heri Martínez de Dios founded Gladius Studios in 2013. Since then, the company has employed more than 115 professionals that didn't have to leave the country to work abroad after graduating from the animation, video games and programming fields.

"I decided to bet on Puerto Rico, I noticed that our experts were being recruited from very prestigious movies and video games studios. The talent was ready; only the will was missing!," remembered Martínez de Dios from the start of the multi award winning studio.

Since then, the Puerto Rican studio full of highly skilled and creative talent has been transforming ideas through animation, video Games, augmented reality, virtual reality, post-production, applications and virtual production for any kind of industry.



"There are plenty of possibilities to innovate and craft significant and memorable experiences. Puerto Rico was seeking a place with all these innovative possibilities for entertainment, education or advertising. I wanted to provide the proper equipment and technology to the most outstanding talent on the island so Puerto Rico can enjoy technology to the fullest," emphasized Gladius CEO to explain the studio's relevance.

Creating unforgettable experiences

As technology keeps evolving the team does too! Virtual reality experiences are one of the most requested in the studio. Experts at the studio make sure that every client gets a unique and memorable virtual reality experience.

The past years, programmers have created from virtual tours to sports simulation experiences proving that the digital world it is a great tool not only for entertainment but for educational purposes as well.

Creativity is the energy that feeds every artist in the studio, that is why in between commissioned projects our skills go to Gladius original content such as video games, animated TV series and movies.

Ese Pobre Lechón

Who said that video games couldn't be love letters? Dedicated to the Puerto Rican diaspora, Ese Pobre Lechón marks another milestone for the Caribbean studio by becoming the first ever music generated mobile game in the endless runner category.

The mobile game available to download for free on the App Store and Google Play Store showcases local Puerto Rican holiday culture through the adventures of a little pig that collects folkloric musical instruments needed for a parranda; that traditional surprise visit in the middle of the

night from friends and family to celebrate the holidays. Typical Puerto Rican food items to be collected in the game, such as tostones and mayo-ketchup, will serve as currency to purchase and unlock new features including skins, avatars and power-ups.

In January 2021, for the Ese Pobre Lechón project Gladius became the first studio on the island winning an Epic Mega Grant from Unreal Engine, a subvention that supports the creator community and promotes innovation. At that time it was the number one downloaded mobile game in Google Store.

"This beautiful and colorful mobile video game will bring joy and a sense of nostalgia to Puerto Ricans around the globe, as it features native scenes reminiscent of their country of origin. Simultaneously, we bring both the Latinx and a general audience worldwide a little more about our culture and traditions through this game," says Martínez de Dios.

Slimies

The DIY show for the new generation it is from Puerto Rico. Slimes is a 2D animated show with live-action segments that promotes parents to crafts along with their young ones.

This series for preschoolers promotes, through Nati's experiences, how to deal with emotions while learning STEAM skills, like how to take measurements, following instructions in a lab, problem solving and expressing your creativity in a fun and approachable way.

Also, the show that takes place in Puerto Rico can be optimized for virtual reality. Which means that kids can explore with Nati and her slime-tastic friends colorful places such as El Viejo San Juan, El Yunque and Flamenco Beach.



Fantomville

Friends come from different places, backgrounds and.. through walls?! The 3D animated film by the studio is a story that promotes inclusion and, of course, to not judge a book by its cover. It is a comedy/mystery show about kids helping ghosts with their unfinished business.

Fantomville it is about a Puerto Rican kid called Lucca that moves with his aunt to a faraway place where he meets Reggie, a big yellow friendly ghost, and a group of other colorful ghosts like La Llorona, the Ghost of the Karaoke, the Bodiless Horseman and more. All of them with unfinished businesses to be resolved. Hiding in an abandoned mansion, the ghosts are afraid of what people will do to them if they find them out. Now it is up to Lucca to help the ghosts solve their unfinished business, before Joe the Ghost Hunter hits town.

This story is a metaphor for being different and how that leads to people treating you differently. The film emphasized to kids that if there is a chance to know others, you will understand that we're not different after all. That is why in Fantomville the main protagonist, Lucca, moves to a place that is completely different from what he used to know. The kids'

neighbors are also a different cast including a deaf girl that uses American Sign Language to communicate with her friends.

"Born in Cuba, raised in Puerto Rico and visiting the United States regularly, I understand how important diversity is. As storytellers it is our responsibility to spread the message in a fun way for the future generation. I believe in the story, but more in the talent that we have here at Gladius Studios. We aspire for Fantomville to be the first 3D animated movie produced in Puerto Rico with the quality of a major studio in the USA," concluded Martínez de Dios.

Gladius Studios

Email: info@gladius.pr

Phone: (787) 970-0522

[gladiuspr](#) 
[gladiusstudiospr](#) 
[gladius-studios](#) 
[gladiusstudios](#) 

gladius.pr

We offer our clients a service of excellence, in an atmosphere of respect and harmony with our nature.



Toro Verde is the largest adventure park in the Americas and the Caribbean. In our facilities you can enjoy beautiful landscapes that will leave you breathless, with a spectacular view from the mountains of the town of Orocovis to the coast of San Juan. It is located at 2,500 feet above sea level. It has the most exciting tours, full of adrenaline to enjoy with your friends and family. Our goal is to create a positive change in your life, free yourself from fears and worries and feel like you're flying for a day.

Founded in 2009 in Puerto Rico, Toro Verde changed the tourism industry in Puerto Rico, becoming a leader in the global zipline market designing and building ziplines, faster, higher, longer aerial circuits and, what is more important, more secure. It has been a continuing success with over 225,000 visitors a year. Toro Verde, has turned the central area of Puerto Rico into an attractive area for our visitors and locals, as well as increasing the progress of this area. Toro Verde became the economic engine of Orocovis and other towns in the center of the Island.

The park has three Guinness World Records, Toro Verde guarantees the highest quality, the highest safety standards, extraordinary adrenaline experiences and the best return on investment while developing creative and inspiring adventure tourism solutions.





Our mission is focused on offering our clients an excellent service, in an environment of respect in harmony with our nature.

Our vision is to be an example to follow in the field of Adventure Tourism, always looking for perfection.

OUR VALUES:

- Respect
- Responsibility
- Fellowship
- Perseverance
- Cordiality
- Responsibility
- Honesty
- Motivation
- Innovation
- Effective Communication

We provide an Adventure for the Whole Family from 0 to 99 years old, spend the day or the week, depending on your schedule and you will always find something to do.





ADVENTURE:

- Ziplines that go from one platform to another, where you will have walks and direct contact with Nature.
- El Monster, longest zipline in the Americas, holder of a Guinness World Record
- ToroBike, the largest bicycle circuit in the world, winner of a Guinness World Record
- Activities inside the mountains with challenging bridges and rappelling.
- Hiking by levels
- Interactive walks

WE HAVE 2 RESTAURANTS

La Terraza del Toro, where you will find typical Puerto Rican food, with a different touch full of fusion of ingredients.

La Grotta del Toro, Italian restaurant where you can eat pizza freshly made in our wood oven, as well as exquisite Italian dishes

MOUNTAIN VILLAGE

- Gastronomic offers

YOU WILL FIND ALL GASTRONOMIC OFFERS FOR DIVERSE AUDIENCES

- Thematic and seasonal events



FAMILIAR SURROUNDINGS

- Combines the zipline experience with family-focused games.

INNOVATION

- Always creating new attractions and adventures so that your next visit is unique.

Visit us and enjoy the best adventure of your life in Puerto Rico. Surely you will not want to leave without conquering the longest Zipline in the Americas and the Caribbean, called El Monstruo.

Also, in the main city we have a park called Toro Verde Urban Park where you can enjoy ziplines, an arcade with last generation machines, an obstacle course being the first in the world made from top to bottom and climbing walls at different levels.

At an international level, we built the largest zipline park in the world with aerial platforms and winner of a Guinness World Record. It is in the United Arab Emirates.

We assure you that after going to our location's Toro Verde around the world, you will see life in a different way.

Toro Verde
 Toroverde .Adventure.Park.Pagina.Oficial 
 toroverde_adventure_park 

toroverdepr.com



Shaping the 'Multicultural' Creative Industry in Puerto Rico and the Caribbean for over 15 years.

For years, the founders of Buena Vibra asked themselves how to elevate the talent found in Puerto Rico. They were always aware of all the island's potential, recognizing the fast evolution and future globalization of latin music, the star product of the country that gave them life. Buena Vibra had an eagerness to show to the world what Puerto Rico had to offer in the music business and its ramifications. They had the What and the Why, they were only missing the How. At some point, something clicked and the founders discovered the answer: Connections.



Bad Bunny: x100pre Inflatable
We created awareness of Bad Bunny's x100pre release with a giant inflatable in a very transited area of Puerto Rico.



Tito's Vodka: Puppy Love, a free calendar for fundraising and dog adoption.

The agency started creating connections between upcoming artists and small crowds through the Buena Vibra College Tour. As time went on, the crowds got bigger and more artists, producers, and brands joined the Tour. And then, the rest was history. Buena Vibra carved out a space for itself in Puerto Rico's billion dollar Creative Industry.

And even after a pandemic, and overcoming all the challenges the industry sustained, Buena Vibra keeps on making those connections with unique experiences, created for and by the modern culture. Through marketing, events and content, the agency has positioned itself as the most relevant creative and entertainment company in Puerto Rico, and subsequently, the whole Caribbean.

As culture provokers, we celebrate, feel and power the Caribbean way-of-life. Buena Vibra was born in Spanglish with the rhythm, talent, entertainment and latin culture.



Buena Vibra: Buena Vibra College Tour, the first ever live music tour in Puerto Rico's Universities.



The overall mission is to contribute to the evolution of the culture and entertainment in all Latin America. Keeping up with the latinx and urban culture is the basis of their competitive landscape. Providing services to different businesses and industries, their clients include local and regional brands, advertising agencies, international record labels, athletes, management companies and artists. Buena Vibra has been the partner of choice for the transformation of many of them. The agency was into the Orange Economy before it was cool ;).

Buena Vibra is made of people, incredibly talented and diverse people. They promote a collaborative environment for the greater good of the industry and Puerto Rico. Collaborators from many places in the world such as Colombia, Spain, their neighbors Dominican Republic, and of course the 'boricuas', become the real Dream Team. Dancers, soccer players, visual artists, illustrators, photographers, writers, and more, get together to channel their vision, creativity and passion into whatever task they put their mind into, coming up with the most amazing ideas and communication solutions. Aren't we a mix of cultures after all?

Buena Vibra acknowledges the responsibility they have as a community and the impact they make. The world is hungry for what they create and manifest, now more than ever, without limits or borders.

The recognition and rewards they have received are just a confirmation of success accomplished by and for their employees, collaborators and clients.

Through redefining, challenging and provoking culture, Buena Vibra has become the most important experiential agency in the multicultural market and keeps looking forward to positioning Puerto Rico as the world's epicenter of entertainment.

Buena Vibra Group
buenavibragroup  
buenavibra 
BuenaVibraPR 
Buena Vibra Group 



buenavibra.com



Lyke Myke: Unión x Boa Mistura
Uniting 6 cities of Latin America & Europe under the word 'UNIÓN'.



Garnier Fructis: Garnier Green Fest, a music festival that promotes sustainability. To gain access to the festival, people had to bring a collection of empty bottles of Garnier products.

A nighttime photograph of a coastal city skyline. Several high-rise buildings are illuminated with warm yellow and orange lights, contrasting with the deep blue twilight sky. Palm trees are visible in the foreground and along the beach. The water in the foreground is dark blue with some white foam from waves. The overall mood is serene and modern.

CHAPTER EIGHT

PROFESSIONAL SERVICES



*“Puerto Rico is a special place,
full of history, love, and resilience.”*

— JOSE FELICIANO



Global Economic Optimization (“GEO Tax” or “GEO”) is a boutique law firm located in San Juan Puerto Rico, founded in 2018 by Giovanni Méndez Feliciano.



Giovanni Méndez Feliciano, BA, JD, Esq., Founder and Managing Member of GEO Tax, Admitted to the Puerto Rico Bar and United States Tax Court

Our mission is to provide our clients with a one-stop, unique, and transparent entry to the various economic incentive programs, optimize their business structures, and ensure compliance while we help them to make informed decisions. GEO's customized approach provides each client with a wide range of services including but not limited to:

- General Legal Services
- Pre-move tax analysis including Federal, State, and Puerto Rico tax implications
- Tax Incentives
- Corporate Structuring
- Entity Formations
- Investment Funds
- Non-for Profit
- Transfer of Intellectual Property
- Transfer Pricing Analysis
- Application for tax exemption
- Mock Audits
- Compliance matters
- Legal Matters in connection with Puerto Rico Real Estate
- Accounting services
- Liaison & Strategic Partnerships



GEO Team

Our firm is comprised of top-tier experienced attorneys admitted to the Puerto Rico Bar and the U.S. Tax Court, as well as Juris Doctor graduates who are aspiring to be admitted to the Puerto Rico Bar. As a boutique law firm, we focus on offering our clients individualized, client-centered advice and legal services. GEO's client portfolio includes Fortune 500 companies, pharmaceutical companies, telecommunications firms, financial services companies, e-commerce, technology and software companies, private equity investors, blockchain technology companies, and high net-worth individuals.

At GEO Tax, we are constantly learning and re-educating ourselves in the fast-changing tax laws, and in virtual currencies and blockchain, among other legal topics. We sporadically offer private conferences to our clients in order to keep them in the loop of changes and developments in the statutes, incentive programs, and compliance matters. We also

collaborate with local companies such as Microjuris Puerto Rico, Banco Popular of Puerto Rico, FinTech Puerto Rico, and others in order to offer conferences and educate the public in regard to tax incentives, Cryptocurrencies, Blockchain, and other related legal matters. As a leader in the industry, our founder and managing member continuously participates as a panelist in the industry events and forums, such as the investment Summits, Coin Agenda Puerto Rico, Coin Agenda Monaco, Puerto Rico Blockchain Trade Association, HODL Puerto Rico, and Piloto 151's events in our effort to continuously educate on tax topics.



Zujeily Cotto Colón, BA, MBA, JD, Associate, Admitted to the Puerto Rico Bar



Jailene Rojas Lozada, BA JD, Chief Relations Manager



GEO Tax's headquarter's at 1064 Ponce de León Ave. in Santurce, Puerto Rico.



María Del Mar Vera, BA, JD, Associate



Paola Ramos Peña, BA, MBA, JD Associate, Admitted to the Puerto Rico Bar

Global Economic Optimization

info@geo.tax; ea@geo.tax; gmendez@geo.tax
787-665-2022

geotaxpr 
geo.tax 
Puerto Rico Tax Incentive 

geo.tax



Accounting Experts, Kevane Grant Thornton Continues to Lead the Industry

Kevane Grant Thornton (KGT) continues to grow successfully and provide the community with accounting and tax-related needs.

Through the years, KGT continues to support numerous businesses and personal goals for many. We have steadily become the leading professional service firm in Puerto Rico to provide accounting, audits, tax, and advisory services. With our team, loyal clients, and high professional standards, we have grown into a full-service accounting and advisory firm.

Additionally, KGT is a registered member of the PCAOB, which provides us another level of opportunity to deliver our services to the public companies. Our services provide clients with an array of resources that are personalized and tailored to measure their needs.

Our success has come from numerous years of service and hard work. Our Firm was founded in 1975 and has developed an outstanding reputation as the leading accounting firm in our industry. Currently, our firm has more than 190 employees, including CPAs, CVAs, CIAs and attorneys, among other designations. The Firm is a member of the Puerto Rico State Society of Certified Public Accountants, the American Institute of Certified Public Accountants, and other professional organizations.

The Firm has been a member of Grant Thornton International since 1984. Grant Thornton is a network of independent assurance,





tax, and advisory firms, made up of 62,000 people in 140 countries who help dynamic organizations unlock their potential for growth. For more than 100 years, Grant Thornton has helped dynamic organizations realize their strategic ambitions. Whether you're looking to finance growth, manage risk and regulation, optimize your operations, or realize stakeholder value, we can help you. We've got the scale, combined with local market understanding. That means we're everywhere our clients are, as well as where our clients want to be.

Our mission is to support our people and clients in achieving their business and personal goals while focusing on our vision of becoming the firm of choice in Puerto Rico.

Kevane Grant Thornton
Tel: +1787 754 1915
Fax: +1787 751 1284
kgt@pr.gt.com

KevaneGrantThornton 
kevanegrant-thornton 
kevanegrantthornton 

grantthornton.pr



INVESTING IN THE FUTURE OF PUERTO

With over 27 years of global private equity and investment banking experience, Jose A. Torres returns to Puerto Rico to bring innovation to the alternative assets and private equity industry.

INNOVATION IN ALTERNATIVE ASSETS

Monllor Capital Partners LLC ("MCP") was founded in 2018 by Jose A. Torres, as a minority-owned alternative asset management and advisory firm based in Puerto Rico. MCP's mission is to make and facilitate tax-advantaged private equity investments in Puerto Rico. By utilizing federal tax incentives like Qualified Opportunity Zones ("QOZs"), as established by the Tax Cuts and Jobs Act of 2017 (as further defined in the Internal Revenue Code, Section 1400Z-1) and local tax incentives under Puerto Rico's Act 60 of 2019 (the "PR Incentives Code"), MCP looks to maximize after tax returns to investors. MCP is also focused on impact investing and committed to following Environmental, Social, and Governance ("ESG") guidelines.

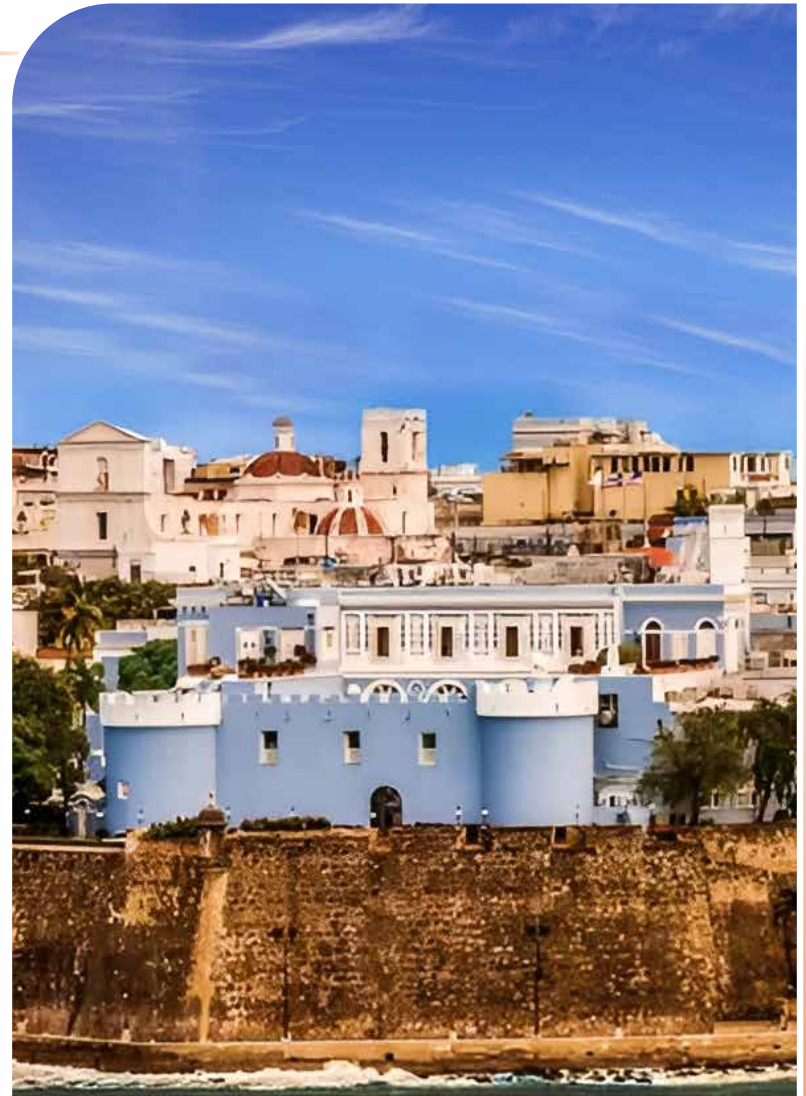
To achieve its mission, MCP launched the Puerto Rico Opportunity Zone Fund, LP ("PROZ") in 2021, as a taxed-advantaged ESG focused private equity fund. PROZ is investing in renewable energy, sustainable businesses, and infrastructure in QOZs throughout Puerto Rico. As a Qualified Opportunity Fund ("QOF"), PROZ will provide incremental tax benefits to investors with eligible capital gains. During 2021, the Fund made its first two investments in www.sunbeatenergy.com and www.fusionfarms.ag.

THE POTENTIAL BENEFITS OF QUALIFIED OPPORTUNITY ZONE INVESTING

The Tax Cuts and Jobs Act of 2017 created Qualified Opportunity Zones ("QOZs") to provide tax benefits to investors who re-invest capital gains via a QOF. Investors investing eligible capital gains may benefit from:

- Deferral of capital gain taxes until the sooner of the investment is sold or December 31, 2026.
- 10% step up in basis after 5 years, if investment made before 12/31/2021
- No capital gain taxes on investment held for at least 10 years

Puerto Rico represent a unique investment opportunity to QOF's since more than 95% of Puerto Rico is within a QOZ.



PROZ

PUERTO RICO OPPORTUNITY ZONE FUND

LEARN MORE



PUERTO RICO

Puerto Rico is a commonwealth of the United States with 3.1 million U.S citizens and a \$100 billion in GDP. In 2017, Puerto Rico was hit with back-to-back hurricanes that caused:

- Over 3,000 deaths
- Over 11 months without electricity for some of the population
- Over \$100 billion in physical damage
- Over 200,000 residents to migrate from Puerto Rico

Although Puerto Rico expects to receive over \$100 billion in federal aid for the 2017 hurricanes, 2019 earthquakes, and Covid-19 stimulus, Puerto Rico and its residents will need private investment to rebuild its infrastructure and economy. Puerto Rico passed Act 17 of 2019 requiring 100% renewable energy by 2050. Currently, Puerto Rico generates less than 3% of its electricity from renewable energy. To achieve the legally mandated targets, Puerto Rico will need over \$10 billion of investment in renewable energy alone. Puerto Rico also has a unique tax incentive program with the PR incentives Code that provide for generous tax benefits for investors and companies alike. For additional information visit: <https://www.ddec.pr.gov/en/incentives>.



Jose A. Torres, Founder

EXPERIENCE

Jose A. Torres brings over 27 years of global private equity and investment banking experience to Puerto Rico. Prior to founding MCP, Mr. Torres worked for 13 years at Ares Management and Energy Investors PROZ in San Francisco, CA, where he led the office for the last 4 years. As a partner of the energy and infrastructure private equity group, Mr. Torres led a team responsible for deal origination, due diligence, structuring, execution, and fundraising. Prior to Ares Management, Mr. Torres held various positions at CoBank in Colorado, Société Generale in New York, and ING Barings in New York, Chile, and Amsterdam. During his career, Mr. Torres has been involved in over \$30 billion of private equity and investment banking transactions. Mr. Torres holds a BA in Economics from Colorado College and an International MBA from the American Graduate School of International Management (Thunderbird).

Monllor Capital

1-(303)-263-5331

info@monllorcapital.com

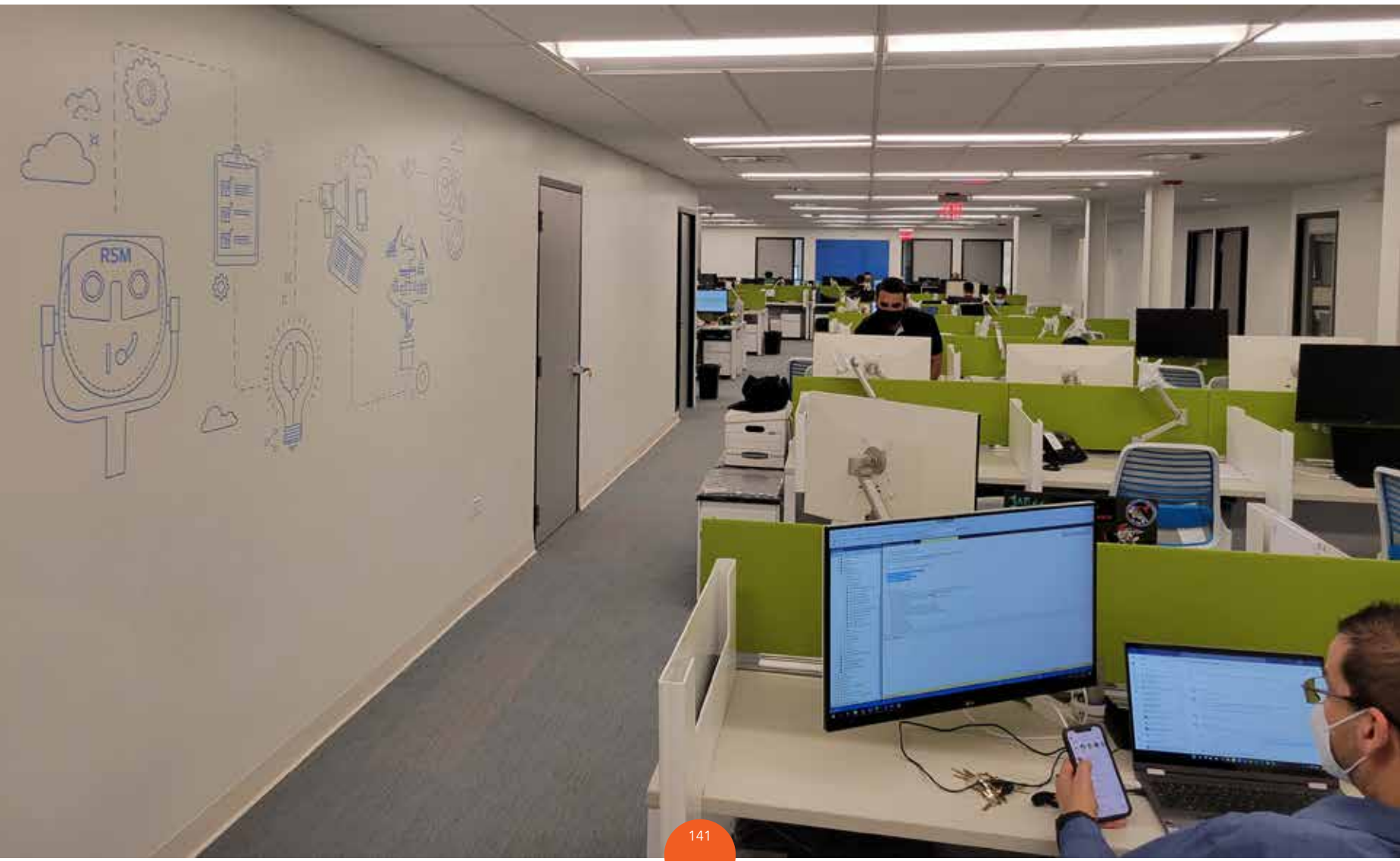
monllorcapital.com



INNOVATION AS AN EXPRESSION OF CARING, CURIOSITY, COURAGE, COLLABORATION, AND CRITICAL THINKING

From mindset to execution, innovations and agility have allowed RSM Puerto Rico to adapt quickly to changes in market demands and to overcome challenges, both outwardly, to its clients, and inwardly, to its people. Many instances throughout the firm's 45-year history prove that innovation has always been at the heart of RSM Puerto Rico, whether it manifests in new methodologies, approaches, or services.

It all starts with curiosity, one of the five characteristics that make up RSM's corporate DNA. We are in a constant process of analysis and adjustments. Staying curious about our clients' needs, as well as observant about market trends and opportunities, enables us to deliver on The Power of Being Understood and serve our clients proactively. This also requires critical thinking, another corporate characteristic embedded in our routine.





All 10 of our partners in front of our office building

Internally, listening to our people with curiosity has led to great ideas to attract and retain top talent, which has become a challenge for businesses all around the world. An example of innovation in the workplace has been granting paid paternity leave, increasing professional development opportunities, and establishing a flexible work schedule, among other initiatives. Our people had requested all of these, and we decided to implement them before the pandemic hit. Once it did, the remote work learning curve was not as steep for us as it was for many companies thanks to the flexible work schedule experience, which allowed us to remain agile and serviceable. We also used the learnings from our experience to help clients set up their remote work logistics.

The other three characteristics that make up RSM's DNA are courage, caring, and collaboration. Over the last five years, RSM Puerto Rico has embraced these characteristics organically to overcome a series of challenges that most businesses would never encounter "in bulk".

The current pandemic is the latest one in a streak of such events. In the months prior to the March 2020 shutdown imposed by the local government, the southern part of the island experienced a series of earthquakes that destroyed homes, businesses, and public infrastructure. Both clients and employees were impacted.

In the previous summer (known locally as Summer of '19), massive protests led to the resignation of a dishonest governor, casting a shadow of insecurity in the entire local economy until a new governor was appointed.



Doris Barroso, RSM Puerto Rico Managing Partner



Conference Rooms

Perhaps the most impactful of the events were hurricanes Irma (Cat. 2) and Maria (Cat. 5) in 2017, which caused massive devastation. Hurricane Maria left the entire island without electric power. Some people didn't have electricity for months! Telecommunication services were down too. Uncertainty was rampant. This situation went on for months until services slowly started to resume; it took at least one year for the economy to restart.

As a firm, RSM Puerto Rico was closed for about a week. When we re-opened, our focus was on helping clients and employees as much as we could. Employees who were able to come into the office used our generator-backed facilities to charge their cellphones (a simple thing that meant so much then!) and get a sense of normality amidst the chaos. Because of them, we were able to serve clients and support their recovery. Additionally, more than 20 clients worked from our office, powering up their operation with our generator, which earned us their respect and loyalty as well as new business referrals. This service leadership culture led us to build resiliency and grow in double digits!

It proves that innovation is expressed in everything we do at RSM. When we combine these five characteristics, everyone succeeds: our employees, our clients, and therefore, our firm.

RSM Puerto Rico
info@rsm.pr
RSMpuertoRico [in](#) [ig](#) [f](#)

rsm.pr



Outside view of our office building



Raincoat

ENABLING RESILIENCE IN THE FACE OF NATURAL DISASTERS



In 2017, Hurricane Maria swept through the Caribbean, leaving a trail of destruction. The disaster was the worst natural catastrophe to hit the region in recorded history, with Puerto Rico being particularly hard-hit. The island was left without power or clean water for months, and residents struggled to access government aid. This experience led Jonathan González, CEO of Raincoat, to make a life-changing decision. Together with Jan Paral and Joel Martínez, he founded Raincoat with the goal of improving disaster relief response systems.

Raincoat serves as a safety net for individuals and communities during climate disasters, providing fast and fair payouts when needed. Focused on protecting large populations at an individual level, Raincoat has built an

end-to-end solution that includes everything from the scientific aspects that underpin the detection and activation of coverage to the robust technological infrastructure needed to support solutions at scale. This allows for a fully automated policy life cycle that includes issuing, monitoring, activating, notifying, and executing payments.

These products can be integrated into traditional insurance company portfolios or tailored to fit the needs of financial and government institutions seeking to protect at-risk individuals. The company has partnered with top global insurers, reinsurers, and financial institutions and aims to impact over 2 million individuals. The company has had active deployments in some of the largest markets in Latin America and the Caribbean in just one year.



Highlights

- Launched the first microinsurance product in PR/USA. Live products in 5 other markets.
- Involved in some of the largest parametric deployments in LATAM with aim to impact over 2M individuals.
- Supported by top global reinsurers and capacity providers.
- Experienced team made up of former scientists, engineers, and insurance experts from NASA, Google, Microsoft, Oracle, and Chubb.

During a climate disaster, immediate financial stability is crucial. Raincoat's policies provide that stability by preserving an individual's well-being and addressing non-insured post-event adversities such as sudden loss of income or relocation. The company aims to shield at-risk people to manage their needs during a climate-related emergency better.

"Climate disasters don't discriminate nor are they limited by geography. Given accelerating trends, we are seeing an increase in demand for our solutions across the world. Our strategy is to respond to these needs globally." said Jonathan Gonzalez, Co-founder and CEO of Raincoat.

While climate resilience often focuses on those most vulnerable, the reality is that climate exposure touches all of us. Climate change is one of humanity's

biggest challenges. To solve this challenge, insurance must be fundamentally re-imagined for a future where events are more severe, more frequent, and indiscriminate in their scale. Combining expertise from some of the top technology institutions in the world, Raincoat pioneers new ways to tackle climate risks, driven by its R&D, technology, and experience building the necessary infrastructure for that future.

Raincoat

hola@quieroraincoat.com

+1-787-333-6360

TeamRaincoat 

quieroraincoat.com

RioBlanco



Type: Class A Office
Building Size: 390,000 GSF
Status: Portfolio Asset
98% Occupied



Garden Hills Townhomes
Type: Ground Up Townhome
Size: 45,000 GSF
Status: Portfolio Asset
Under Construction

FOCUS IS ON VALUE CREATION AND REIMAGINED ASSET ENTERPRISES



Carrion Court Villas
Type: Ground Up Townhome
Size: 50,000 GSF
Status: Portfolio Asset
Under Construction



San Jose Tower
Type: Class B Office
Building Size: 140,000 GSF
Status: Portfolio Asset
95% Occupied



1413 PDL
Type: Class B Office
Building Size: 50,000 GSF
Status: Exited
100% Occupied



Le Parc
Type: Ground Up Condo
Size: 160,000 GSF
Status: Portfolio Asset
Under Construction



The Icon
Type: Ground Up Condo
Size: 120,000 GSF
Status: Portfolio Asset
Q1 2023 Break Ground



Stop 22
Type: Class B Office
Building Size: 90,000 GSF
Status: Portfolio Asset
100% Occupied

RioBlanco Capital LLC (RBC) is a premier Puerto Rico-based private equity and real estate asset management firm founded in 2015 by Gabriel Jimenez and Olivier Gillier, both executives with extensive experience in investments and real estate that provides liquidity and growth capital to underserved markets and assets. Our focus is on value creation and reimagined asset enterprises for lower middle-

market companies with talented and committed management teams. We actively participate in the management and daily operations of the companies we invest in and believe in a "hands on" approach. We also have a flexible approach to investing and are open to a wide range of capital investment opportunities throughout the US, Caribbean and Latin America.

We are uniquely qualified to pursue these assets based on our dedicated team and unparalleled contacts. Our strategic location allows us to be at the heart of the region, in close proximity to our investments and projects. Our unique mix of shareholders enables us to support businesses with the resources and a pragmatic mindset to drive significant long-term value creation.

With over 50 years of cumulative investment experience, and niche market expertise in investment banking, private equity and real estate throughout the Americas, RioBlanco Capital approaches each opportunity with a proven track record of investing in and building companies across a broad range of industries. Navigating organizations through change can be difficult; we have made that journey many times and recognize the time, resources and perseverance required to be successful. We draw on that experience to tailor workable solutions based on the unique needs of each situation.

At RioBlanco Capital, we pride ourselves in balancing the feel of a small firm with the scale of a large global organization. Our entrepreneurial culture and flat management structure foster an environment in which good ideas can take flight, no matter where they come from. RioBlanco was built on the premise that a multicultural firm can serve a global clientele best. We are a united collection of individuals who respect each other's differences, and value our rich diversity. We believe diversity of thought leads to innovative solutions for our clients.

We look for companies with strong business models. Often, they are in some way constrained from realizing their full potential. These opportunities can require substantial time and resources, but in our experience, they are also often exceptionally rewarding. RioBlanco was conceived with these situations in mind: our fund has an extended term, which we believe allows us to hold investments long enough to see changes through and fully realize the benefits; our team is filled with people eager to support our companies as needed; and we have world class resources in-house, and in our network available to help our companies. In addition, our investor base comprises a small group of large, sophisticated and patient investors who share our view that the returns generated from investing in these types of situations are attractive enough to justify a different approach.

Today RioBlanco Capital is one of Puerto Rico's premier investment management firms with a real estate portfolio of more than 1 million square feet of office buildings and new residential developments and a Private Equity portfolio of companies with a presence in Puerto Rico, US and Latam.



Gabriel Jimenez, Principal



Olivier Gillier, Principal

OPERATIONAL HIGHLIGHTS

- Over 60 new commercial/corporate leases closed by in-house team since inception
- Re-development of 50,000SF office building and lease-up from 100% vacancy to 100% occupancy in ~18 months
- Re-development of 140,000SF office building and lease-up from 35% to 95% occupancy in ~30 months
- Multiple active and pipeline deals in the Private Equity sector
- Facility management for Puerto Rico's largest financial institution with an on-site staff of 500+ employees
- \$50 million in new acquisitions in the last 12 months



SECTORS

Private Equity I Venture Capital
Healthcare, Entertainment and Restaurant Franchises

Real Estate
Office, Hospitality and Residential Developments

RioBlanco Capital LLC
1492 Ave. Ponce de Leon, Suite 503
San Juan, PR 00907
+1(787)723-8300
RioBlanco Capital

rioblancocapital.com



Ferraiuoli LLC

Looking Forward

20 YEARS PIONEERING INNOVATION



OUR FIRM

Based in San Juan, Puerto Rico, Ferraiuoli LLC is one of the leading full-service law firms on the Island. We have an experienced and agile team of professionals that provide unparalleled and personalized service to our clients, from startups to industry-leading private and publicly owned companies, in Puerto Rico and the U.S. mainland, as well as the Caribbean and Latin America. We understand current innovation developments, from the wide array of technologies to NFT's, and more,

and assist clients with all related legal challenges and solutions. In parallel, we have successfully implemented legal tech with cloud-based platforms, virtual collaborations, and data privacy and cybersecurity systems for the secure handling of client data.

Our attorneys offer high quality, comprehensive legal support to clients across a variety of industries, from research and development (R&D) and science-based bio-pharma and medical device companies; to IT clients using big data, analytics, and artificial intelligence; tech funds and international and local distributors who rely on territory specific intellectual property licensing to serve its clients. With our interdepartmental approach, we regularly assist emerging and established companies on corporate and tax structures, maximization of available tax and economic incentives, raising capital (seed, venture capital, private equity/debt offerings), intellectual property protection (including transfers, registration of IP and prosecuting and defending infringement claims), employment agreements (including equity compensation plans and benefits), and exit transactions.

As we approach our 20th anniversary, we take pride in advising visionary entrepreneurs and also serving as a recognized supporter of leading regional economic development initiatives, technology accelerators, entrepreneurship programs, science and technology-based ventures, and other stakeholders of the entrepreneurial and innovation ecosystem of Puerto Rico.

At Ferraiuoli, our attorneys work in teams, as appropriate, with stateside and international advisors and counsels with a commitment to pursuing the business goals of our clients in a responsive and cost-effective manner. Our approach is based on discipline, a value-added focus and effectively closing a transaction. Several of our attorneys hold dual professional licenses and are authorized to practise in the State of New York, the State of Florida, the State of Texas, and the State of California, in addition to being authorized to practise in the Commonwealth of Puerto Rico and the U.S. Federal Courts System.





AWARDS AND RECOGNITIONS

Ferraiuoli has received international recognition in the legal field by Chambers & Partners, a London-based legal directory firm that publishes, on an annual basis, the leading directories of the legal profession identifying the world's top lawyers and law firms. Since 2010, Chambers has ranked Ferraiuoli as one of Puerto Rico's leading law firms in the Corporate, Intellectual Property, Labor and Employment, Tax, Real Estate and Dispute Resolution areas of practice and the firm has been consistently shortlisted as one of the candidates for Puerto Rico's Law Firm of the Year since 2011.

The firm and its attorneys have also been recurrently recognized by Best Lawyers® International, an organization with a Board of Advisors comprised of members from the world's leading law firms and General Counsel of Fortune 500 and Global 500 companies.

Intellectual Property and Data Security

The pursuit and protection of intellectual property rights requires specialized know-how. Ferraiuoli is a multi-service law firm whose practice gives great emphasis to intellectual property matters. Ferraiuoli's Intellectual Property Department is the leading intellectual property practice in Puerto Rico, according to Chambers & Partner's



Global and Latin America Guides since 2010. We represent companies from a wide range of industries including retail, music, consumer products, manufacturing, financial services, publishing, entertainment, computers, software and hardware, telecommunications, and the Internet. In addition to our Puerto Rico and U.S. based clients we have many clients in Latin America.

With the rise of digital crimes and cyber breaches, Ferraiuoli's team of attorneys, including data privacy attorneys, have worked hands on with clients in financial, security, and logistic sectors in time-critical scenarios involving cyber breaches and financial crimes. By working side by side with data forensic partners, as well as the insurance team, Ferraiuoli has been able to provide prompt and comprehensive solutions when data liability and cyber breaches have occurred.



The patent application and prosecution process are a central element of Ferraiuoli's IP work. In addition to obtaining patents, the firm provides a full range of portfolio- management services, which aid clients in keeping track of all due dates during the life of the patent and/or patent application thanks to our state-of-the-art IP docketing system. Ferraiuoli aids clients in deciding which inventions to patent, the countries in which patents should be sought, and the ways to further protect the investment in a patented invention. Ferraiuoli's patent practice offers a full range of patent services to clients. Our services include preparation of patent search reports, preparation of freedom to operate reports, drafting of both US and PCT patent applications (the latter commonly referred to as "international patent applications"), drafting of responses to office actions, infringement analysis, patent license negotiations, and patent enforcement.

It should be noted that each of our patent attorneys has a degree in a technical field and is registered to practise before the United States Patent & Trademark Office. In addition, our attorneys regularly help counsel individuals and organizations in all phases of the patent process, including the identification and best mode of protection for the technology in question. Among the benefits of choosing Ferraiuoli as your representative is the fact that our team of patent attorneys is fluent in both English and Spanish; and that our prices are very competitive in comparison to other law firms in the United States. As such, Ferraiuoli represents a great option for clients from not only the United States, but also from Spanish speaking countries seeking to file patent applications internationally or in the US.

Ferraiuoli also has a Trademark practice group that provides a complete range of services, ensuring that clients secure and maintain the full scope of legal protection available to them. The firm offers clients a full range of trademark services including: search and registration, prosecution, and maintenance before the USPTO and Puerto Rico Department of State; licensing; infringement litigation (at state and federal courts); cybersquatting litigation; USPTO and Puerto Rico Department of State litigation, including opposition and cancellation proceedings; and domain name administrative proceedings, including cases under ICANN's Uniform Dispute Resolution Policy and similar policies. Ferraiuoli assists our clients with the registration of copyrights, over works of authorship, expediting applications, recording documents, performing title searches, and in all phases of litigation both at Puerto Rico and at the Federal levels. Ferraiuoli also renders opinions on copyrightability, fair use, infringement, ownership and title, foreign protection, and litigation. The firm also assists clients in drafting and negotiating commercial agreements involving copyrighted works, including licensing.

We also assist our clients in negotiating, drafting, construing, and enforcing license agreements, including the licensing of patents. We are also experienced in structuring joint development and joint venture relationships, as well as providing representation in connection with licenses disputes.

Corporate and Tax Matters

CORPORATE

Ferraiuoli's corporate practice is one of Puerto Rico's leading commercial and business practices, consistently providing a holistic perspective on complex transactions with a strong results-oriented mindset ingrained in the ultimate work product. For close to 20 years, our corporate clients have looked to us to bring them a distinctively high degree of quality and transactional sophistication, all the while resolving their corporate legal challenges effectively.

Our corporate attorneys have a strong commitment to providing excellence, developing industry experience and creating new strategic approaches that have enabled us to bring clear commercial judgment to every matter. Our corporate department has consistently drawn on the strength of our culture and structure to deliver the best of our firm to every transaction through true collaboration.

Our corporate attorneys continue to bring practical judgment, innovation and a broad perspective to their counseling to boards and board committees, senior management and internal legal and compliance departments in the high-stakes and time-sensitive arena of disclosure, corporate governance and compliance. We routinely counsel companies on day-to-day challenges and are well-positioned to respond rapidly and effectively to special challenges.

Leveraging our industry-leading legal talent in private equity, mergers and acquisitions, and securities law, we build teams that address the unique transactional and operational issues clients face. This cross-disciplinary approach combines best practices and practical judgement to help clients.

Our corporate team thrives amid the challenge of intricate and complex situations. With innovative perspectives and commercial awareness, we look at situations from all practical angles and manage all aspects of a deal, not just the legal intricacies. Ferraiuoli's corporate group adeptly guides its clients to desirable outcomes across a broad spectrum of industries and geographies, including a full range of cross-border and contested transactions.



With the continued increase in private equity developments in the global stage, our corporate department has kept developing dynamic industry standards, and our practice has grown and evolved to keep up the pace. Our lawyers assist private equity firms through the full life-cycle of private equity investment, from initial negotiation, structuring, formation and fundraising through growth equity transactions, leveraged buyouts, going-private transactions, and recapitalizations, to dispositions and exits.

Tax and Economic Incentives

Ferraiuoli's Tax Department is one of the best in terms of technical skill, client focus, responsiveness, and collaborative approach. Our best-in-class lawyers bring extensive legal knowledge, sound business judgment and the highest ethical standards to our clients' most complex tax challenges. We pride ourselves on communicating clearly, tailoring advice appropriately and executing transactions efficiently.

Our attorneys have been deeply involved in the design, documentation, and implementation of tax and corporate structures for our clients, allowing them to minimize costs, benefit from tax incentives and credits, and confidently expand their operations into other markets. We have also assisted numerous high net worth individuals in their personal tax, succession, and asset protection planning.

In a constantly evolving business environment, the pace of change has made the efficient management of a business and understanding of the big picture and tax impact more complex than ever. Ferraiuoli's Tax Department has consistently been able to navigate the ever-shifting regulatory landscape including managing tax uncertainty, the increasing demands for transparency, changes in the digital economy and planning for changes in US Tax Policy. We have continually provided an integrated approach to help our clients make tax decisions with increased confidence, identifying new value and aiding them to execute on opportunities that advance their business overall.

In recent times, our Tax Department has grown as one of the top advisers for private equity transactions, assisting investors on the formation of and investment in private equity funds across various investment strategies. We represent the full range of investors, from first-time investors to the longest established investment firms in Puerto Rico.

In parallel, we remain a leader on the tax exemption, tax credits and economic incentives field, assisting niche manufacturers, bio-pharma and medical device clients, IT and energy ventures, specialized export service providers, R&D and other innovative operations with incentives eligibility analyses, negotiations, and tax grant compliance matters, with the ultimate goal of maximizing available incentives to strengthen local operations.

Our tax practice has become a linchpin in the comprehensive range of services that Ferraiuoli provides, and we are among a handful of firms with a truly comprehensive tax practice that can assist clients with all aspects of their tax-related matters.

Ferraiuoli LLC

ferraiuoli.com





For over 35 years, two generations, and over 100 years of combined leadership experience, PSS Pathfinders, Inc. is one of the leading workforce management and development companies in Puerto Rico. PSS provides a full range of human resources consulting, permanent and temporary employee recruitment solutions.

Our leadership staff constantly monitors and trains on the latest human resources trends and local and federal labor laws and regulations. In a difficult labor market, our coaching, consulting, and training services

We Work Best When We Work Together

focus on creating successful management and employee relations within your company. This translates into increased loyalty and employee retention, better time management, and cost optimization. Clients will benefit from an engaged and committed workforce dedicated to service and excellence.

Services Provided:

- Workforce management compliance (Risk Management)
- HR project management programs and consulting
- Superior Customer Services: Reliable and Trustworthy
- Unique web page that maintains 24/7 communication among employees, clients, and PSS
- e-Bill and client statement access through our web page makes the payroll and billing process more efficient and paperless
- Staffing, full-time and part-time, including a pre-trained pool of candidates
- Employee training per client request
- Certified Lean Green Belt and National Association of Government Contractors (NAGC) Certified
- Background Check
- Labor Mediation
- Sustainable Programs
- Cannabis Expertise
- Cost-saving solutions
- Innovative web-based HR technology
- Electronic Time Management Program and e-Payroll
- Competitive pricing and volume discounts
- Guaranteed response to staffing requests





We thrive by providing workforce management solutions that empower companies to grow and excel."

— **Georyanne G. Rios Alvarez** President

Award-Winning Reputation:

Among our awards are 2022 MBDA Business Center, PSS Service Company of the Year, 2022 PR Manufacturing Association Excellence President's Award, Labor Relations Committee, 2019 US Minority Chamber of Commerce – Female Job Creator of the Year Award, 2016 PR Minority Supplier Development Council – PSS Loyalty Award and the 2011 PR Manufacturing Association

– Service Sector Executive of the Year. Staffing services are managed through our unique CRM and web-based time record management software; e-Payroll allows our customers and employees to manage their portfolios in real time, accurately, and trustworthily, avoiding adverse risks and maximizing return on investment.

For more than three decades, PSS has been and is recognized as a “pathfinder” of human capital that regularly exceeds customers’ expectations. Our recipe for success is grounded in business practices with a strong ethical and compassionate compass. After placing thousands in the workforce, we have contributed to the growth of hundreds of companies and the local economy. Our journey is to build long-term relationships by bringing people and companies together, thereby making a difference and providing valuable tools to meet our customers’ goals.

As one of our clients, your company’s individual needs will be served promptly and accurately. We will provide continuous quality improvement processes for your company to reach optimal industry standards and cost-benefit opportunities for you and your customers.

PSS is a continuous contributor to PR’s economic growth working together with the PR Manufacturing Association, the PR Chamber of Commerce, and US Minority Chamber of Commerce in the US through their respective committees and lobbying activities to supporting the private sector to maintain its profitability.

PSS Pathfinders, Inc
info@psspathfinders.com
 PSS-Pathfinders-Inc 
 psspathfinders 

psspathfinders.com



Alvarado Tax & Business Advisors -20 years providing unparalleled tax compliance and consulting as well as business consulting services.



Alvarado Tax & Business Advisors, LLC ("ATBA"), formerly known as Zaragoza & Alvarado LLP, was founded on July 1, 2002, by CPA and Attorney Juan A. Alvarado and CPA Juan Zaragoza as a separate and specialized tax boutique firm. Both Juanes, as commonly referred to, were the tax partners of the tax office in Puerto Rico for Arthur Andersen, one of the U.S. big accounting firms at that time. The day after Arthur Andersen's closure of their global offices, both tax partners emerged with a novel concept of a multidisciplinary tax and business advisory professional services company, unencumbered by the constraints of association with an auditing firm and the regulatory and disclosure rules of the Securities and Exchange Commission. And so, Zaragoza & Alvarado LLP was born.

The firm's name was later changed to ATBA in late 2014 after one of its founding members, Juan Zaragoza, was appointed Secretary of Treasury for the Commonwealth of Puerto Rico. He re-joined ATBA in 2017 but left at the end of 2020 since he was elected Senator of the Commonwealth of Puerto Rico (2020).

Most ATBA professionals, including its current nine members and director, provided services on the Tax and Business Advisory Practices of one or more internationally certified public accounting firms. With nine members, with variable generations, it is the current tax department in Puerto Rico with the most highly-qualified members, resulting in a top-heavy structure that redefines the market for providing professional tax



Members of the firm from top to bottom and left to right shown are: César de Jesús, Carlos González, Felipe Mariani, Edgardo Sanabria, Rosirma García, Juan Alvarado and Elisa Vélez. Other member not shown is Corali del Llano.



Managing and co-founding member, CPA and Attorney Juan Alvarado.

and business advisory services. Such a structure is designed specifically to provide high-level tax consulting to its clients on a more personalized basis. The ATBA Members offer an unmatched level of public accounting, law, private industry, and Puerto Rico Treasury Department experience.

ATBA has four divisions: tax consulting and advisory services, government resolution services, outsourcing services, and business consulting services. All divisions work together to meet clients' tax and business needs. We cover all the bases, from tax preparation services to requests for tax exemptions; from accounting and payroll services to government tax debt resolution services; from tax audits to corporate restructuring. ATBA's specialized client service team is ready to tackle and assist in the government tax maze.

Since our inception, the Firm has also been a key player in major legislative or regulatory projects carried out in Puerto Rico at both the State and Municipal levels, such as sales and use tax bills and regulations, tax reforms bills, and tax incentives regulations in Puerto Rico, among others.

ATBA is also a member of Taxand, the first and largest global network of independent tax advisors. Taxand was created in 2005 by a respected group of premier independent tax firms from countries around the world who share a common vision of delivering seamless and responsive service to local and international clients. The preeminent network of Taxand has grown exponentially, and now has over 550 tax partners in 50 countries and more than 2,500 professionals serving the global marketplace.



Alvarado Tax & Business Advisors LLC
 104 Acuarela Street
 Martínez Nadal Expressway
 Guaynabo, PR 00969
 taxadvisors@alvatax.com
 PO Box 195598
 San Juan, Puerto Rico 00919-5598
 (787) 999-4400

Alvarado Tax & Business Advisors LLC - Taxand Puerto Rico  

alvatax.com



A GLOBAL WORKFORCE

BMA Group Global is a prominent Human Resources consulting firm with 25 years of experience, serving organizations in 23 countries through innovative business solutions.

Founded in Puerto Rico in 1997, the company has evolved with the changing needs of the worldwide marketplace. BMA Group made its entrance into the staffing industry by offering Headhunting Services, and in 2000 the organization integrated Outsourcing Services into its business model. Incorporating Outsourcing Services allowed BMA Group to level the playing field with local and national competitors while providing operational excellence for its business partners. Today, BMA Group offers Headhunting and Outsourcing services under a broad range of personalized business models that fit each client's individual needs. No organization is the same. Therefore, the variety of innovative business solutions BMA Group provides helps businesses thrive in today's ever-evolving global marketplace.





When BMA Group was established, founder and CEO, Brenda Marrero had the vision to continue the exponential growth of business partners while disrupting the talent acquisition industry with agility, flexibility, and value. This was accomplished through the integration of technology, processes, and talent to build business solutions that render our business partners' needs with commitment and enthusiasm for mutual growth and success.

*Brenda Marrero,
Founder & CEO of BMA Group Global*

A GLOBAL WORKFORCE

BMA Group expanded into a global workforce in 2008 under its partnership with tech giant Microsoft. This partnership opened the door to an accelerated expansion that persists today. This development was effective due to the organization's vision of integrating technology and organized processes into business operations, which allowed collaboration with international business partners to be successful. These effective partnerships have allowed BMA Group to open regional headquarters in Raleigh, North Carolina, Puerto Rico, Costa Rica, Dominican Republic, and Panama.

In 2011, BMA Group expanded operations to San José, Costa Rica. The regional office in Costa Rica is one of BMA Group's biggest operations in Central America. Costa Rica is an Information Technology hub where BMA Group Global's expertise in the IT Industry has allowed business partners to expand operations and even use BMA Group's Outsourcing services to open new headquarters. Due to Costa Rica's rapid growth, BMA Group has expanded its workforce and has integrated new strategic positions to further support business partners.

In 2020, BMA Group established regional offices in Raleigh, North Carolina. During the pandemic, BMA Group supported business partners to navigate the whirlwind of COVID-19 while creating new relationships with different organizations. BMA Group's primary focus while joining the United States Market was to focus on establishing experience, presence, and trust in its collaborators. Due to the rapid growth of different businesses in North Carolina, the market was able to capitalize on BMA Group's deep understanding and depth of resources in the international market to expand North Carolina's talent pool. BMA Group has integrated a new Regional Director of Commercial & Operations to continue supporting local and regional partners.





Being founded by a Puerto Rican, BMA Group Global is committed to helping grow Puerto Rico's economy by collaborating with small businesses on the Island and fortune 500 companies looking to expand operations. Helping our business partners find the right talent for their organizations and people find jobs they will be successful in is what BMA Group Global strives for. The organization's corporate social responsibility program connects nonprofit organizations and private businesses to create socially responsible alliances that benefit the surrounding communities.

BMA Group helps organizations find the right talent by implementing the BMA methodology, using customized, structured, and cutting-edge processes to make sure we understand and preserve our client's uniqueness and essence when recruiting talent for them. We ensure that candidates are motivated, know their job, and will be successful in their new roles. This organization also believes that prosperity cannot happen in a vacuum. A keen sense of social responsibility is the compass that guides us to embrace concern, compassion, and justice while rejecting neglect, cruelty, and injustice.

In addition, BMA Group's Learning and Development Center provides the organization with the training and tools necessary to achieve and sustain a culture of continuous learning. Internally, development plans are created by the department and by role, consisting of micro-learning programs, workshops, certifications, and coaching sessions.

For its business partners, BMA Group ensures that the employees who provide services for collaborators arrive on their first day of work knowing the company and their main tasks.

For example, at Coca-Cola Bottles, BMA Group has created an induction process where the employees enter the BMA Academy and receive training on handling forklifts, the associated security measures, and good practices for use before their first day of work.

BMA Group provides a similar onboarding process for its client, Trafon Group, where drivers receive online instructions about the tasks they must perform, the types of clients they can serve, and how to manage the administrative aspects of the role. It is crucial for BMA Group that the workers have all the tools to manage their new role with any of our clients.

BMA Group's main focus is to help talent develop and grow professionally while supporting business partners with a high-performing global workforce.

A job is for now. A career is forever.



www.bmagrouppglobal.com



BMA Group Global, BMA Group Costa Rica
& BMA Group República Dominicana



BMA Group Global, BMA Group U.S.



@bmagrouppglobal



C A R E E R S I N C
In Search of Excellence

Empowered by a talented team of female executive recruiting leaders who are experts in their specialized fields, Careers Inc. is a major International Executive Search and Recruiting firm with over 50+ years as a recognized leader in the recruitment industry.

We hold an unparalleled record of placing outstanding talents from direct recruiting efforts. Our generalist firm has a boutique business model, due to the tenure of our experienced leaders and executive recruiters specializing in the identification of the most qualified professionals in different areas of management disciplines and industries, such as Manufacturing, Operations Management, Science & Technology, R&D, Supply Chain & Distribution, Quality & RA, Engineering, EHS, Construction & Architecture, Insurance, Sales & Marketing, Real Estate & Leasing, Digital Mktg., Hospitality & Retail, Advertising, Public Relations, Customer Service, Communications, Non-Profits, Human Resources & Administration, Finance & Accounting, Banking, Information Technology, Legal, and others.

AN ALL -WOMEN-OWNED COMPANY

At Careers Inc., our best-in-class search process is achieved through our in-depth direct sourcing, as well as targeted organizational charts-mapping of the industry. Careers Inc. offers tailored solutions to specific talent acquisition needs. We partner with our clients to deliver top talent and place the ideal candidate for their specific needs.



Since its establishment, Careers Inc. has built a strong foundation delivering world-class leaders who drive business innovation and success.

— **Current Company Owners / Partners: Ruth González, CPC - President & CEO, Carla Deyo, CPC - Senior Vice President, & Clara Amiana - Vice President**





Our Executive Search process involves the use of direct sourcing and market research techniques to attract passive candidates in their respective job markets within the US, the Caribbean, Latin America, Europe, and Asia, as well as the use of our extensive recruiting database. Our value-added approach is that we manage US and international assignments through our consultants who are experts in their practice areas.

We have achieved geographical talent mobility by successfully placing executives within companies worldwide. In addition, Puerto Rico offers a vast pool of bi-lingual, exceptionally talented, university graduates, with outstanding job experiences from different multinational, as well as local industries, and the ability to work successfully in a bi-cultural environment. We also strive to attract highly skilled professionals working abroad, ready to transcend locally, thus positively fueling our knowledge-based local economy.

We work with our Clients to provide a “Valuable Journey” for our candidates:

- We deeply integrate with our Clients to portray the values, mission and culture of their business.
- We maximize Candidate interest towards our Clients by selling our Clients’ attributes, position in the market, role specifications, and career growth opportunities, among others...
- We guide our Candidates through a smooth interview process; we take care of the entire logistics, including travelling arrangements.

- We coach our Candidates in their interview skills to help them present their best image and emphasize their potential added value to the organization.
- When a candidate is selected, we work hand-in-hand with our Clients to build a “valuable proposition”.



Careers Inc
 221 Ave Ponce de León Ste. 1201,
 San Juan, PR 00917-1806
 Careers@careersincpr.com
 787-764-2298

careersincpr.com



FALCÓN SÁNCHEZ & ASSOCIATES: 40 years of excellence and leadership as a reliable business partner



The wholly owned Puerto Rican consultancy continues to make its mark by implementing a strategy rooted in constant evolution to not only address, but also anticipate its clients' needs.

In many industries, the client-supplier relationship has grown stale over the years, mired in a cookie-cutter operational model where “rocking the boat” and “thinking outside of the box” are all too often frowned upon. Once a productive working relationship has been established between both parties, once they enter the comfort zone, the innovation and proactivity stop. That’s where **Falcón Sánchez & Associates, PSC** breaks the mold and challenges convention by BECOMING A TRUE BUSINESS PARTNER.

Founded in 1981 by Ismael Falcón, CPA and Elba Sánchez, CPA, JD, **Falcón Sánchez & Associates** has been shifting the paradigm in business consulting for over 40 years, a rare feat in the local business landscape. The Firm has kept its status as one of the leading certified public accounting practices in Puerto Rico. Its services range from traditional and nontraditional accounting services, taxes, full-life cycle federal grant management, and management advisory support. Fulfilling their commitment to provide a broad base of integrated managerial services, Falcón Sánchez responds to the emerging needs of diverse organizations for nontraditional management consulting services in the areas of information technology, organizational development, and human capital.



“We love a challenge. Looking out for possible risks or issues before they happen is part of our DNA”.

— Ricardo Falcón, CPA, Principal

The Firm’s successful business footprint began with the recruitment of highly qualified multidisciplinary professionals who have leadership skills and a commitment to excellence. Their expertise is nurtured through a rigorous professional development program, affiliations with international professional associations, and ongoing internal quality monitoring. Their unique integrated services approach has proven to be an extremely effective management philosophy for them and for their clients. This is evidenced by their prestigious portfolio of clients, the high degree of client satisfaction they enjoy, the steadily increasing demand for their services, recognition, and credibility within the business ecosystem.

The scope of the Firm’s expertise encompasses the areas of government, manufacturing, information technology, real estate asset management, nonprofit and nongovernmental organizations, travel and hospitality, retail and wholesale businesses, banking, employee benefits plans, sports, entertainment and gaming, and corporate affairs, among others.

“We’re trained to face changes and are equipped with a high level of professional experience, as well as the skepticism necessary to protect our clients’ interests in the face of today’s business risks.”

— Rebecca Silva, CGMS, Federal Grants Senior Manager

The Firm’s services portfolio is equally diverse, with top-tier practice areas that include audit and assurance, outsourcing services, tax matters,



business incentives, as well as risk and advisory services, and full-life cycle federal grant management. Regarding the latter, Falcón Sánchez is a member of the **National Grant Management Association** (NGMA). This sets the Firm apart as a certified Grant Manager and Grant Specialist, meaning that it has received the high-level training and education needed to effectively manage this type of funding among its roster of clients.

As a member of NGMA, Falcón Sánchez participates in the organization's **Corporate Alliance Partnership Program** (CAPP). This initiative leverages the contributions from its valued corporate partners to expand continuing education and training options, resources, and networking opportunities serving grants management professionals. CAPP's goal is to bring together a group of industry partners who support NGMA's mission of raising the level of competency in grants management and celebrating excellence in the profession.

This area of expertise gains greater value for clients as Puerto Rico is set to receive billions in federal grant allocations related to recovery efforts from Hurricanes Irma and María in 2017, the 2020 pandemic, and most recently, the passing of Hurricane Fiona.

The NGMA supports over 3,500 professionals across grants management, including supervisory, support, accounting, and compliance roles. NGMA provides the education, resources, community, and support professionals need to understand grants management guidance; advance professionally and personally; and expand their network.

Falcón Sánchez's client value proposition is further heightened with its membership in **The International Accounting Group** (TIAG), a multidisciplinary, worldwide alliance of independent professional service firms. The Firm's association with TIAG empowers the consultancy to provide high quality, cost-effective, and value-driven legal, accounting, and other professional services across all industry and commercial sectors.

Helping drive economic development

The Puerto Rico Tax Incentives Code, known as Act 60, is a key part of the island's economic transformation strategy. The incentives that the law provides are meant to spark investment and economic activity. Falcón Sánchez's team of professionals can help investors and businesses leverage the benefits of Act 60, from the application process to implementation and compliance with the decree. With proper tax planning and sourcing allocations, the Firm has helped clients feasibly reduce their tax liability to nearly zero on income and assets generated and acquired.



Through its work handling all affairs related to the procurement of an Act 60 decree (issued by the Puerto Rico Department of Economic Development and Commerce), Falcón Sánchez has played an instrumental role in strengthening the island's business and investment ecosystem. Its tax professionals have facilitated major investment from companies that bring innovative industries to Puerto Rico in the areas of energy, technology, manufacturing, and real estate asset management, among others. In addition to its expertise in tax incentives and the help provided to its clients, the Firm also specializes in individual U.S., State and Puerto Rico tax compliance, as well as overall Puerto Rico tax planning in income, property, and other direct/indirect taxes.

No matter the nature of each client's situation, clients expect from **Falcón Sánchez & Associates** a constructive and open dialogue as well as sounding board to entertain new ideas and strategies in dealing with an ever-changing business environment.



Falcón Sánchez & Associates
 Tel. 787.425.0500
 Metro Office Park, Parkside Plaza
 Building (Fluor), Lote 14, Suite 306,
 Guaynabo PR 00968

falcon@falcon-sanchez.com
 FalconSanchezPR 
 falconsanchezpr 

falcon-sanchez.com

CHAPTER NINE

TECHNOLOGY & MANUFACTURING

*“If you want something new,
you have to stop doing something old.”*

— PETER DRUCKER





wovenware
A Maxar Company

**We're shaping the future of
Software and Artificial Intelligence**



Wovenware's 2022 Catchup

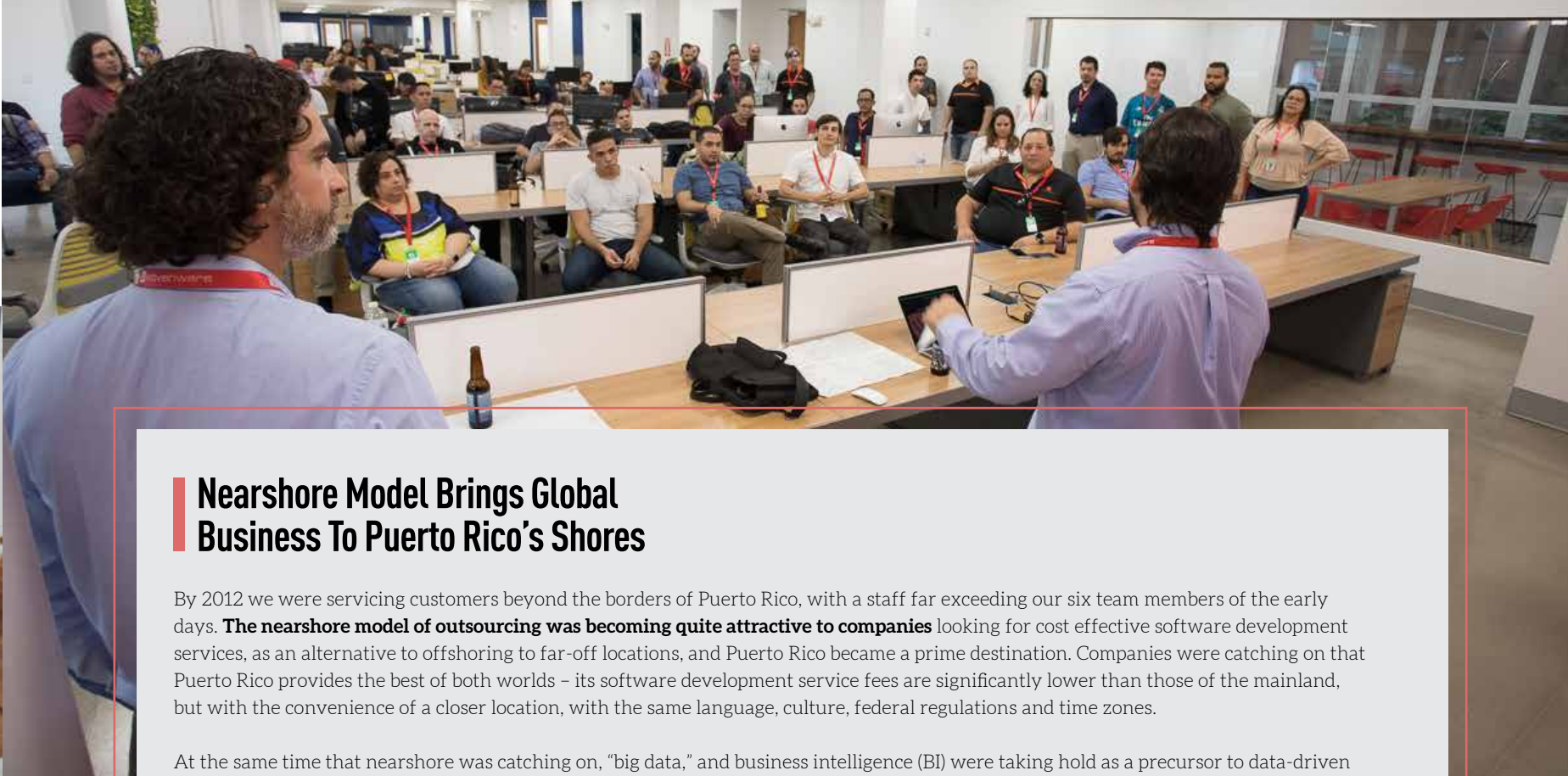
Building the Next Tech Hub for AI Innovation

From our founding in 2003, Wovenware has never been content to just do the ordinary when it comes to technology services and solutions. As a custom software engineering and AI consultancy, we've always looked for the complex and challenging projects that disrupt regulated industries with better ways to work in a digital first world. We have always been committed to doing things differently – to blazing new trails in tech innovation.

Yet, **when we started out more than 19 years ago, custom software engineering services were pretty much non-existent in Puerto Rico.** But, traditional industries that drove the Puerto Rican economy – i.e. tourism, banking services and telecommunications – were beginning to understand that a software revolution was making every company a software company.

We've always looked for the complex and challenging projects that disrupt regulated industries with better ways to work in a digital-first world.

We got our first break developing a web application to handle DSL provisioning for Claro, one of the largest telecommunications companies in Puerto Rico. **The next break was a web-based invoicing system for a major healthcare insurance firm.** At that time, the Internet was just starting to take off and if you wanted to develop web projects, you needed to leave the island to do that and go to the mainland – but we thought differently. We brought on-board world-class software engineers and programmers and from those first two projects – a spark of tech innovation was ignited in Puerto Rico.



Nearshore Model Brings Global Business To Puerto Rico's Shores

By 2012 we were servicing customers beyond the borders of Puerto Rico, with a staff far exceeding our six team members of the early days. **The nearshore model of outsourcing was becoming quite attractive to companies** looking for cost effective software development services, as an alternative to offshoring to far-off locations, and Puerto Rico became a prime destination. Companies were catching on that Puerto Rico provides the best of both worlds – its software development service fees are significantly lower than those of the mainland, but with the convenience of a closer location, with the same language, culture, federal regulations and time zones.

At the same time that nearshore was catching on, “big data,” and business intelligence (BI) were taking hold as a precursor to data-driven AI. **Wovenware was busy developing BI solutions, data warehouses and data-driven applications and we grew our business delivering these types of solutions via the nearshore model.**



Wovenware Expands Services, Gets More Intelligent

Keeping true to form, we were seeing great success delivering custom software engineering services and data-driven solutions, but it wasn't enough. AI was entering the scene in a big way around 2016 and we wanted a part of it. Pragmatic AI was helping companies automate tedious, time-consuming tasks, leverage data to uncover hidden insights that could help them forecast future activities and make better business decisions.

We assembled a team of data scientists, built the infrastructure and became proficient in the cutting-edge tools and technologies driving this new AI era. We then got our first big AI break with Maxar Technologies, developing labeled datasets from their satellite imagery and helping them leverage a form of AI called computer vision to count and classify objects. From there, we developed chatbots for universities, deep learning tools for governments and predictive machine learning tools for insurance firms, to name a few.

Learning to Be Resilient Against Natural Disasters, Pandemics

By 2017 we were on quite a roll. We had expanded our staff to close to 100 people and had dozens of software engineering and AI clients – and then disaster struck. Hurricanes Maria and Irma hit Puerto Rico and caused devastation across the island, wiping out power and cell phone service, and threatening basic needs like water, food and medicine. It also blurred the lines between business needs and personal survival. At one point, we were working against a deadline to deliver a custom product update to a key client. Realizing the impact that this major storm would have on our software engineering services business, we moved up the deadline for client delivery by two days. That meant an all-hands-on deck effort as we worked to finish the job. And, since our power was out, we worked out of the offices of Foundation for Puerto Rico, a local non-profit organization, until our back-up power was restored.

We approached the challenges like an emergency room, triaging the most important client needs first and re-assigning workloads, sending staff to work on-site at customer locations on the mainland and making sure we were addressing the most pressing client needs first. We also personally reached out to clients every day after the storms to keep them updated on the status of their work.

As did everyone in Puerto Rico, we learned valuable lessons about how to be resilient during the hurricanes. Lessons that came in quite handy during the pandemic, when we were forced to operate remotely, keep business running smoothly and employees protected and engaged.



Techo Building

Wovenware Once Again Adds a New Dimension

With a growing and successful software engineering and AI practice, in 2020 Wovenware once again sensed a new direction in the technology industry headwinds – the role of design experience **in ensuring that software and other** technology is developed to meet real-world needs.

We launched our Service Design practice and became a trail blazer, offering an interdisciplinary approach to digital transformation and AI projects, through design, development and delivery of digital solutions within a single consultancy. Today, our Service Design practice leverages Design Thinking and Agile methodologies, as well as creative problem solving, storytelling, and business discipline to help customers identify their unique business challenges and ensure that the digital transformation technologies that Wovenware develops for them are designed to specifically address those challenges.



Christian González , CEO & Founder Wovenware

Nearshore Model Brings Global Business To Puerto Rico's Shores

Our fortitude, resilience, and constant quest to expand the boundaries of tech innovation have earned us a position as a global provider of software engineering and AI solutions and services. We're proud to be recognized as a key AI and computer vision provider by some of the world's largest market research firms, such as IDC, Gartner and Forrester. And, HFS Research marked us as a "Hot Vendor," noted for our "outcome-centric, consultative approach that blends a broad set of AI disciplines with software development."

And we continue to grow. In November 2022 we became part of Maxar, a world-leading earth intelligence and space solutions company, where we serve as Maxar's software development and AI/machine learning (ML) center of excellence in Puerto Rico. We continue to serve dozens of customers in regulated industries in 12 U.S. cities and six countries - from Japan to Denmark. While we also have offices that extend beyond Puerto Rico, into California and Missouri, our headquarters and roots remain in Puerto Rico. We have made the Inc. 5000 list of fastest-growing private companies in the US five times. We're committed to giving back to an island that has given us so many opportunities to succeed and we're proud to be doing our part to put Puerto Rico on a clear path to becoming one of the next AI innovation hubs.



Women's Empowerment in Tech - March 2022

Wovenware has received many accolades and awards for its innovation in AI services and solutions.

- 2014 INC 5000 #3928
- 2017 INC 5000 #3566
- 2018 INC 5000 #2141
- 2020 INC 5000 #3335
- HFS Hot Vendor - Q4 2021
- SBA Hubzone Certified
- IDC Innovator 2020 • Automation Solutions Provider
- Forbes - Official Member 2021 • Technology Council
- 2021 Microsoft Inner Circle - Artificial Intelligence
- ISO 27001 - Information Security Management System - Compliant
- Forrester - New Wave Leaders 2020 - Computer Vision



URBITAL PROVIDES A “FIRST OF ITS KIND” APP TO SERVE THE REAL ESTATE MARKET IN PUERTO RICO.

We deliver a digital tool that enables a better experience for homeowners, potential buyers, and real estate brokers. Homeowners can know a price estimate based on comparable and listing market data. Potential buyers can look at a neighborhood and stay up to date on prices and listing availability. Real estate agents can generate comparative market analysis in minutes. And that is just the tip of the iceberg.

Urbital is led by Giancarlo González Ascar, who worked in prop-tech in Puerto Rico from 2004 - 2012 and then served as CIO of the Government of Puerto Rico from 2013 - 2015. These two experiences provide the foundation of the digital and data capabilities fueling Urbital's offering.

Giancarlo Gonzalez, Co-Founder & CEO

The government of Puerto Rico administers a wide range of critical services that are supposed to protect us and support our lives. Those services — registering real estate transactions, responding to emergencies, providing power and water services, and other basic services — need to work efficiently to ensure the safety and security of our citizens. Today, this spectrum of services becomes even more critical, even more essential in the wake of the series of extreme events governments face all over the world — epidemics, natural disasters, economic and financial uncertainty, and political and social unrest. The impact caused by each of these events has been exacerbated by the inability of our government to appropriately and adequately respond.

Our goal is to improve the delivery of real estate services via digital offerings. This application informs homeowners of pricing information on their home as well as other services that may appeal to their house. It leverages public registry information and combines it with proprietary data and related algorithms to display relevant information, unlike anything the market has ever had before. The team behind this operation is a

combination of dedicated application developers to committed civic tech professionals.

There are data points that matter more for particular markets. In Puerto Rico, understanding where power outages occur matters. Urbital is providing data on power availability in neighborhoods, so you can make



Oscar, Rivera, urbital Data team and Rosamalia Perez



better investment decisions when buying or selling a home. Much of the work with the energy data is part of a local civic-digital community, people who, though working with limitations on their access to data, have been able to provide the citizens of Puerto Rico with data previously unavailable. This community has proved itself in terms of not just its knowledge but also its motivations — they have acted in this way because they share the scars from the failures of those whom we have elected to serve us. Urbital is composed of individuals pushing for the digital transformation of Puerto Rico. It is not all about technology; it is about changing the way we work, and with whom.

Our community effort extends beyond data normalization and application development. A community of real estate professionals forms part of the Urbital Podcast, focused on current issues affecting the real estate market in Puerto Rico. Through the past year, the Urbital Podcast has accumulated over 24 episodes and raked in over 10,000 downloads. Topics range from Airbnb, home price appreciation, short sales, urban revitalization and planning, and land value tax discussions. Giancarlo González, Urbital co-founder, and CEO serves as host, with Fernando Rodriguez, Coral Bouret and Brandon Zavala as its main participants. The podcast is available at Podcast.Urbital.io



Giancarlo Gonzalez on TV presenting Urbital Energy Data



Fernando Rodriguez, Coral Bouret, Aileen Beale, Brandon Zavala

Urbital
urbitalapp
Urbital

urbital.io



Our north is simplifying processes, automating workflows, and measuring results to help drive your organization on the road to success.



INVID Group was founded in 2003 in the garage of Alberto Lugo's parents' house. Back then, his main drive was to create exciting jobs on the island and have a positive work environment that would stimulate innovation and contribute to the economic growth of Puerto Rico. Since then, INVID has expanded beyond what he imagined, providing software solutions that solve business challenges across various industries. For us at INVID, this diversity in challenges is the most rewarding aspect of our day-to-day work.

From financial institutions to government agencies, INVID has provided services that streamline processes to help these organizations make better use of their resources, whether in Puerto Rico, the US mainland, or beyond. However, our focus on the human aspects of our work has made us one of the leading software development providers on the island. These efforts allow companies to maximize their resources, streamline processes, and provide a better work environment for their employees. Similarly, we have developed an application that assists law enforcement in dealing with emergencies and dangerous situations. The mobile app

allows citizens to send an alert with their location with the press of a button, which is then received by security agencies. The app has had over 100,000 downloads, and its effectiveness won us Microsoft's Partner of the Year Award.

We are proud of our services' success with our clients and the awards we have earned for these efforts. We have been recognized twice as Microsoft's Partner of the Year, and most recently, we have been part of the INC. 5000 List of the fastest growing companies in the USA for three consecutive years.

INVID also believes in the island's economic potential, which is why we want to do our part to advise the growing generation of entrepreneurs. Through our podcast, Successful Blunders, our CEO, Alberto Lugo, interviews established business people to talk about their mistakes on their rise to success. This way, they can learn from experienced entrepreneurs based across many industries.



Our efforts to give back to the island arise from the number of opportunities it has provided us; it is what we call the Nearshore Advantage. Puerto Rico is a land full of support and possibilities for those who wish to establish their businesses here. Our political status allows us to provide services on the US mainland, following federal regulations, for a lower cost. Moreover, Puerto Rico is home to some of the best engineering institutions in the Americas, sought worldwide for its capabilities and talent. Finally, we share currency, language, and culture with the United States. These are a few of the benefits that doing business in Puerto Rico provides, with conditions unique to the region and not possible anywhere else.

INVID is committed to the continued growth of the information technology industry, providing solutions that engage employees, improve procedures, and foster collaboration. We also strive to continue exporting our services beyond our current reach and have INVID's software be used worldwide to help companies thrive and evolve.

We know this is just the beginning of what the future has in store for the software development sector, and we at INVID are more than ready to meet it head on. As our isotope logo shows, we are all IN with our employees, we are all IN with our clients, and we are all IN for the future.



INVID
sales@invidgroup.com
 1-833-827-2878
[invidgroup](#) [f](#) [i](#) [y](#)

invidgroup.com

CytoImmune Therapeutics



PUERTO RICO'S SIX DECADES PHARMA JOURNEY AND GOING....

Puerto Rico (PR) has been one of the few countries fortunate to have lived the evolution of healthcare with the presence of pharmaceutical operations for more than six decades. The island's pharmaceutical industry professionals have witnessed big changes from chemical synthesis derived compounds to complex biological molecules manufactured using biotechnology and most recently, the introduction of reprogramed whole immune cells to cure cancer and other major illnesses.

When the first pharmaceutical manufacturing facility was established in PR in the late 1950's no one would have predicted the impact that was going to have decades down the road.

Driven by local pharmaceutical incentives, companies slowly started to move manufacturing operations to the island. The strong engineering expertise developed by the petrochemical industry and nurtured by the educational system, provided the perfect platform to transition into a pharmaceutical industry that was centered around chemical synthesis. The fact that the University of Puerto Rico had solid engineering, scientific and pharmaceutical programs came as the perfect fit facilitating companies in establishing their operations with mainland scientists,

engineers and executives shoulder to shoulder with a local workforce that would later grow into one of the most sophisticated pharmaceutical workforce per capita in the world.

By the mid 1970's and early 1980's there was a boom driven by government tax incentives. During those two decades more than twenty pharmaceutical companies established operations in PR with over eighty manufacturing facilities being built and commissioned. That gave birth to a vast infrastructure that supported the import of raw materials and export of finished pharmaceutical goods to countries in every corner of the globe.

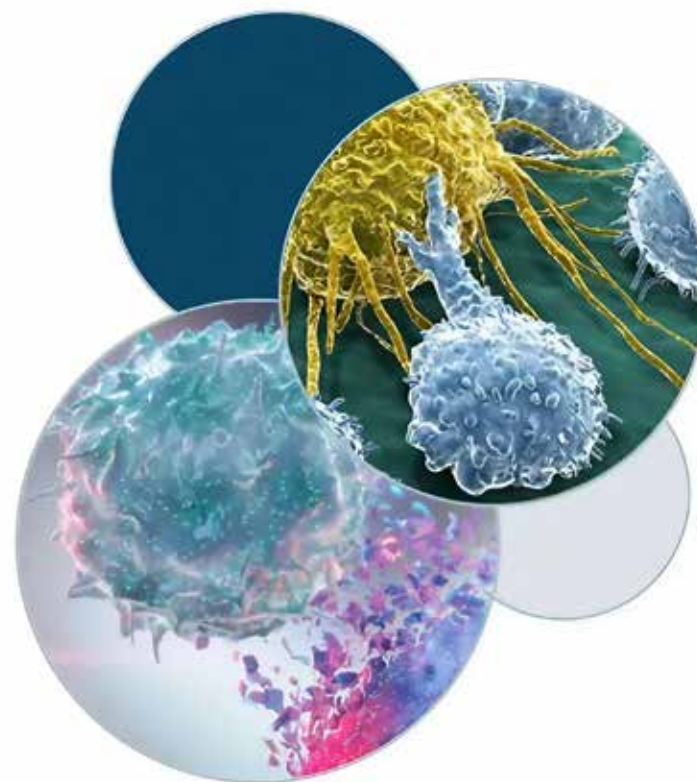
The decade of the 1990's marked the highlight of the pharmaceutical industry on the island. Universities adjusted their educational programs to cope with the technical skills, scientific and engineering knowledge demand driven by the massive amount of highly technical operations. With that, other supporting business models emerged in mechanical, technical support fields, compliance, and validations. The FDA local office adjusted its growth alongside the growth of local pharmaceutical operations. Currently those supporting operations provide services to pharmaceutical companies around the globe.

Historically, most operations in PR, if not all, were focused only on the manufacturing and packaging portion of the operation. Product research and development were kept in the company's country of origin. Every pharmaceutical product manufacturing process will run into bumps one time or another. These manufacturing processes require complex and precise process steps, multiple sophisticated reagents, highly engineered and complicated equipment along with automation technology. Whenever something doesn't behave like it should in that process, scientists and engineers have to step in to troubleshoot it and fix it. The huge amount of activity that was happening on the island at the time with hundreds of new products being manufactured and packaged to specific requirements for hundreds of countries, made it almost impossible to manage it from afar. The answer was to develop local teams of scientists and engineers that became experts in product science and equipment engineering. Such teams were focused on technical services and eventually expanded into product and process development.

That period of time would change the way local talent was perceived not only as manufacturing operators but now as scientists and engineers that could self-sustain a whole operation, allowing the manufacture of more new products island and launched to more countries. It also meant support for the implementation of pharmaceutical operations around the globe. Those teams of scientists and engineers meant also that products could come out in raw form out of research organizations and industrial processes would be developed on the island for large scale manufacture with the highest quality and compliance standards.

With that capability, the PR pharmaceutical industry was able to adapt to big changes that were coming in therapeutic modalities. With the advent of biotechnology, new therapeutic platforms began to emerge. The use of living cells to generate active pharmaceutical ingredients began to gain expand. Chemical synthesis suddenly was not the only way to generate medicines. Biotechnology made way for the production of monoclonal antibodies or large molecules. Such therapies would give way to therapeutic treatments with targeted efficacy rather than a systemic chemical approach. It wasn't long before biopharmaceutical companies grew a significant presence in the industry. Puerto Rico was quick to adapt to the change. In the late 1990's and early 2000's the first few biotechnology products from Immunex were brought to the Island by Wyeth along with other companies such as Eli Lilly, BMS and Abbott bringing biologics to their local pipeline. By 2010 Amgen had expanded its operation in PR to be their largest in the world. The growth of local biologics process development and manufacturing operations continued to broaden the local scientific knowledge and expertise. Universities followed closely creating Industrial Biotechnology programs that would enable the talent pool.

The momentum and growth were slowed down by globalization and changes in PR incentives and tax treatments. Global consolidation became the norm and new operations were started in other countries with cheaper labor and other incentives. However, it would be soon obvious that the most valuable asset PR had developed in sixty years of pharma presence on the island was its people. Professionals nurturing from six decades of developments that provided history along with a unique skillset, expertise and views. And that is why even after the dawn of the local pharmaceutical industry, more than half of the top 20 most sold pharmaceutical products in the world are still manufactured here.



Science continues to evolve and progress and with it new therapeutic platforms have emerged. The use of reprogrammed immune cells to cure cancer and other major diseases is a reality. The use of vectors to replace defective genes is gaining more ground. The biopharmaceutical industry is now incorporating Cell and Gene Therapy as their new therapeutic option. It is still in early stages with only a dozen commercial products approved by FDA and thousands of early clinical trials on its way, but it certainly will be the next platform in the pharmaceutical spotlight (as were the biologics at some point and chemical synthesis before that).

Now with a mature and massive highly skilled biopharmaceutical workforce along with supporting infrastructure PR is ready for the next chapter in the history of serving patients around the globe. All those years of mastering pharma operations and local scientists that had migrated to train and work on these new modalities made PR once again ideal to establish Cell and Gene Therapy operations. The establishment of CytoImmune Therapeutics in Toa Baja in 2021 marks the beginning of yet another few decades of the pharmaceutical journey of the Island.



YOU HAVE TO GET YOUR HANDS DIRTY TO UNDERSTAND THE INDUSTRIAL FUTURE.

Hands-on experience is the key to create and open new opportunities that others who are not willing to seize the moment don't see. Mixing, dosing and separation technologies are crucial for all worldwide industries. These industries are: water, wastewater, energy, oil, gas, pharma, mining, marine power; as well as, food and beverage industries such as beer, wine, rum distilleries, poultry, cosmetics, and dairy products.

100-year-old mixing technologies are still used today in all industrial, food, beverage and municipal water and wastewater facilities around the world. The resulting downsides have been: high energy and operational costs, space consuming and exponential dollar initial investment costs. Since the 1960s the mixing technology market has been forgotten...until 2020.

Back in 2017 I created and developed a new category of industrial mixing technology capable of mixing, dose and even separating all types of liquids, polymers, oils, chemicals, and dry chemicals. A technology that reduces 98% electric consumption; a technology that can be either electric, non-electric, pneumatic, hydraulic, or even solar powered. A technology that eliminated the use of external dosing pumps in mixing machinery. Today this Patented technology is reducing energy and chemical consumption, saving our customers more than 75% in chemicals, electricity and operational costs.

I'm a process engineer with 25 years of history working in the environmental industry. Since 1998 I have traveled the world while working for Suez Environment, a French company. In 2007 I decided to move back to Puerto Rico, born and raised, to start my 1st environmental service company Primavera Zero, Corp., and with the creation and continuous R&D of my 2017 new mixing technology I founded PolyGhost Technologies, LLC. In 2019. In September 2020 I received my 1st mixing technology patent from the United States Patent and Trademark Office.

The cool part of our technology is that we exponentially unlock an unseen industrial category capable of operating in multiple industrial global markets. From liquid chemicals inline blending, dry powder mixing, dosing pumps, inline mixers, automatic self-cleaning strainers, liquid-liquid separators, liquid-solid separators, inline sludge thickeners, and the environmental remediation market. PolyGhost Global Market Size exceeds \$100+ Billion dollars.

These are all the industries that PolyGhost is able to impact:

- Biotech and Pharmaceuticals
- Biotechnology
- Pharmaceutical production
- Energy
- Marine and Transportation
- Marine
- Engine and transport
- Mining, Minerals and Pigment
- Biofuels
- Heat and Power
- Crude oil refinery
- Engine power
- Nuclear power
- Oil and Gas
- Machinery and Manufacturing
- Construction machinery
- Municipal wastewater treatment
- Industrial water and wastewater treatment
- Marine Conservation
- Base Minerals and Mining
- Coal Beneficiation
- Precious Minerals and Mining
- Pulp and Paper
- Paper production
- Pulp production
- Water and Waste treatment
- Fluid power
- Environmental Remediation

The PolyGhost Mixing Chamber:

PolyGhost's 2020 USPTO patent continuous blending chambers efficiently blend chemicals, nutrients, additives, formulas, and liquid polymers for food and beverage and industrial facilities. Inside our mixing chamber there is an initial mixing reaction zone (The Reactor – 1st mixing zone) with multiple inlets to facilitate the mix of different and multiple types of liquid products simultaneously. A submersible motor that is located inside a multistage mixing cup with orifices (The Cup – 3rd mixing zone) drives an impeller (The Impeller – 2nd mixing zone). A multi disc baffle cup with numerous orifices surrounds the motor controlling the retention time and instantaneous aging of the created solution (The Multi Disc Cup – 3rd mixing zone). A final polishing of the created solution takes place at the end of the chamber. This polishing cup with many orifices acts all together as a final mix and as a motor holder (The Polishing Cup – 4th and final mixing zone).



GHOST SKIDS Liquid Polymer Activation Skids:

The Ghost Skid is a versatile liquid polymer activation system that integrates our 2020 USPTO patented mixing technology with the use of external dosing pumps to create a perfect neat polymer activation skid. GhostSkids are neat polymer activation skids that are part of dewatering applications worldwide. GhostSkids are electric powered.

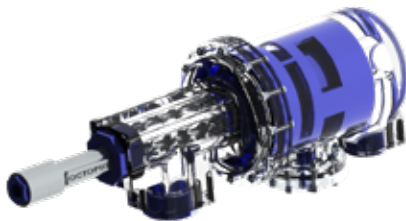


OCTOPUS Dosi-Mix Pumps:

The OCTOPUS Dosi-Mix Pumps are revolutionary. The OCTOPUS is a hybrid of a mixer and a dosing pump. Octopus Dosi-Mix pumps can efficiently dose and mix at once, chemicals, liquid polymers and more using only compressed air. The Octopus is the 1st NON-ELECTRIC Dosi-Mix pump. Just plug air and play... The Octopus is the 1st pneumatic Dosi-Mix All-in-One Pump that integrates:

- Blending Chamber
- Submersible pneumatic motor
- Aging Cup
- Mixing Cup
- Mixing Reactor
- Mixers
- Progressive cavity Dosing pump

The OCTOPUS Dosi-Mix Pump are the All-in-One mixing dosing chambers. It is the dosing pump... it is the mixer. The dosing pump is driven with the same submersible non electric motor that drives the mixer. This uniqueness takes us to another level not seen before. We eliminated 100% the use of external dosing pumps. The Octopus offers several tentacles or liquid product inlets to ease the preparation of various types of liquids, chemicals, polymers, oils, beverages, and alcoholic blends. A single Octopus can incorporate up to 4 dosing pumps and 4 liquid product inlets or outlets. Numerous configurations, dosing and flow capacities are available.



OCTOPUS Non Electric Dosi-Mix Skids:

No electricity, no vfds, no contactors, no breakers, no plc's, no electrical components, no control panels, no electric external dosing pumps, no polymer check valves... The All-in-one Non-Electric Octopus Pneumatic Dosimix Skids are here to stay. Just plug air and play! As sole owner of the revolutionary Non-Electric OCTOPUS Dosi-Mix pump technology, PolyGhost positively distances itself from the competition. In the world of liquid polymer activation and liquid chemical blending the use of an external mixer, dosing pump and motor has been the norm for almost 100 years. These components operate together to create a blend. Costs

rise when the need of different brands are purchased to assemble one skid. The breakthrough PolyGhost achieved creating the OCTOPUS, has deleted from the industrial equation the use of external electric dosing pumps, electrical items, and control panels in polymer or chemical activation feed skids.



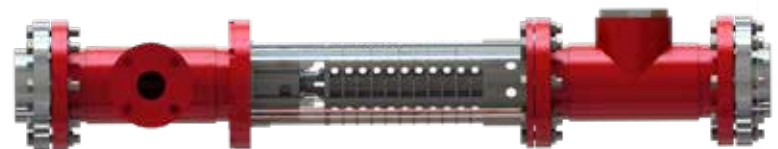
CAT-5 Dry powder mixing technology:

The CAT-5 Dry Powder Mixing Technology is an innovative industrial inline powder dissolution unit that instantaneously and efficiently disperses powders mixing them with liquids into a homogeneous blend. The CAT-5 inline mixers are units designed to operate at high flows and under rough-tough environments like the oil and gas, mining, and fracking industries. The CAT-5 integrates JET Propulsion Technology inside our mixing chamber. The CAT-5 mixers can be provided as standalone units or mounted in a complete mixing skid with control panel and accessories.



GHOST INLINE MIXERS:

Ghost Inline Mixers operate similar to static inline mixers. Static mixers have no moving parts. However, what differentiates us from the existing competitors, is that we integrate a mixer that is driven with our submersible electric motors and additional static orifice cups with integrated multiple static mixing baffles and reaction zones for solution retention time, aging and final polishing. We can custom develop inline mixers from 2" up to 16" pipe size diameters. We can use submersible electric motors from 0.5 HP up to 100 HP. No limits.

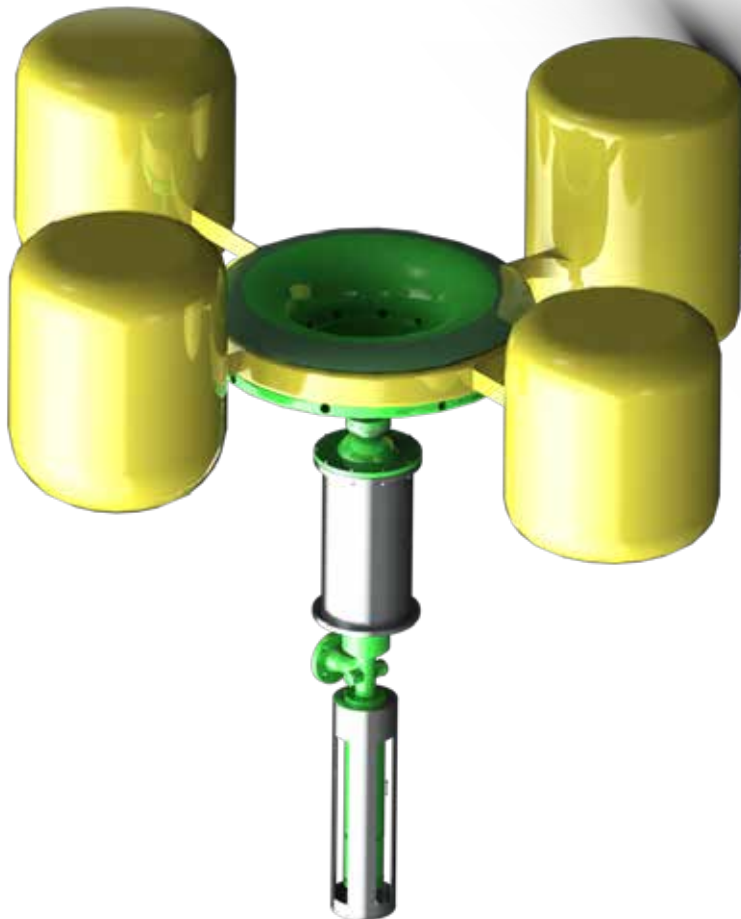
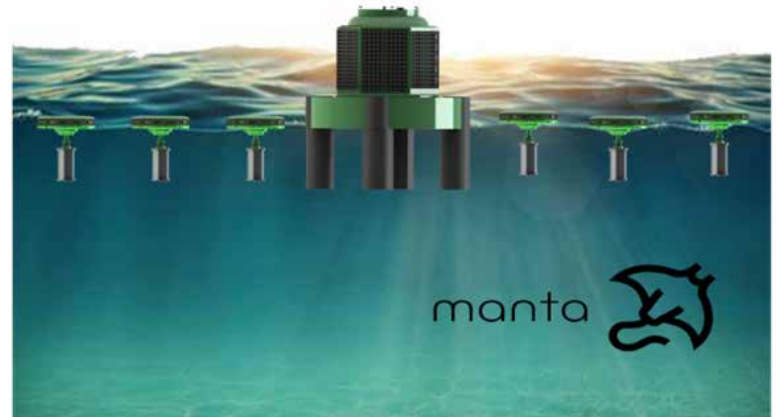


MANTA Oil Spill Remediation Technology:

This technology is the one I like the most! And it has a true story behind it... On a Saturday morning, back in 2019, my daughter and I noticed a strange smell coming out from our beach spot. The sand, the water and marine life were covered in oil. Accidentally thousands of gallons of hydraulic fluid were dumped into our beach. My daughter asked me, "Are our fish going to survive? Can we do something?" my answer was "Yes, they will survive, and we will do something..." The PolyGhost Manta Separator is the 1st oceanic solar powered oil spill remediation technology. The 1st floating oil/water centrifugal separation technology. The 1st inline oil/water separation technology using submersible motors inside a separation chamber that are in direct contact with the separated liquids. Our blending chamber is converted into a separation chamber. Inside this chamber you will find a high-speed solar powered submersible motor. Our speed range can go from 2,000 RPMs up to 12,000 RPMs driving at the same time an internal high speed disc separator with a series of oil and water distribution chambers. This new remediation technology can be used in small size and large-scale size oil spills. It is an unprecedented technology under PolyGhost's USPTO Patented Technologies. It is time to give back to Mother Nature, to our oceans, to our marine life, to the preservation of our future.



It is time to give back to mother nature, to our oceans, to our marine life, to the preservation of our future.



Ghost Automatic Self-Cleaning Filters skids:

PolyGhost Automatic Self-Cleaning Filters are systems that automatically separates and remove solids from liquids streams.



Ghost Inline Sludge Thickeners:

Ghost Inline Sludge Thickeners are compact and versatile systems that increase sludge solids concentration. The total sludge volume is reduced but the sludge still behaves like a liquid instead of a solid.



Ghost Oil/Water Separators:

Ghost Oil/Water Separators are the 1st inline oil/water separation technology using submersible motors inside a separation chamber that are in direct contact with the separated liquids. Our blending chamber is converted into an oil and water separation chamber. Inside this chamber you will find a high-speed solar powered submersible motor. Our speed range can go from 2,000 RPMs up to 12,000 RPMs driving at the same time an internal high speed disc separator with a series of oil and water distribution chambers.



In summer 2017 I built and tested my 1st Ghost prototype skid, In October 2017 I submitted my Ghost mixing technology invention application to the USPTO, in 2018 I sold, built with my own hands, and delivered my 1st two Ghost Skids, in 2019 I founded PolyGhost Technologies, In September 2020 Patent Granted by USPTO and in 2022 the PCT WIPO International European Patent Cooperation Treaty approved my patents and technologies. More than 30 machines had been built, tested, and sold to customers in Puerto Rico, Louisiana, and Australia. In a slow but steady solid pace PolyGhost is moving forward, very soon we will expand our marketing efforts worldwide. For now PolyGhost is just a start up with only one Ghost opening new horizons.



Polyghost opened new ways to do things differently and effectively. Our new technologies are opening new doors to customize and optimize existing and future processes all around the world and we are just starting.

Polyghost

polyghost.solutions

THE PUERTO RICO 5G ZONE IS ADVANCING THE TRANSFORMATION OF PHYSICAL INDUSTRIES BY POWERING SMART CITIES, SMART LOGISTICS, AND ADVANCED MANUFACTURING



The only ZTA enabled research lab for development, testing, training, and research on next gen communications applications in the U.S. that is open source, publicly owned, and has resident interface of foreign/domestic, terrestrial/non-terrestrial, and cooperative non-cooperative networks.

Dedicated to providing cost-effective access to government, industry and academia to better understand the opportunities presented by the future of blockchain, broadband, and high performance computing.

The Research Empowered Advanced Communication Hub (REACH), an initiative of the PR5G Zone +Blockchain Ignition Lab will be an interactive network of research on new applications for advanced information communication technologies including but not limited to 5G, 6G, wifi6, wifi7, Blockchain, Web3, HPC, Edge, and Quantum computing. This network of critical intelligent infrastructure experts will support growth and efficiency within industry verticals already strong on the island. The potential industry verticals are unlimited as new technology applications are designed, but we will be focused most on resiliency/portmanagement, aerospace/new space, and bioscience/telemedicine. We propose to build upon previous work done to map the innovation ecosystem on the Island by customizing several proprietary interactive technology tools that connect the regional ecosystem partners to each other, to global best practice data, and to real-time global market intelligence.





PR5G Zone

pr5gzone   
pr5gzone.org





Helping Organizations Automate their Business Processes

eliteBco can customize and convert legacy systems from which companies can run their operations, customer service, asset management, process workflow, sales processes, and more. We have assisted hundreds of clients become more efficient by adding components such as electronic signatures, integrating with external systems, and providing an over-the-top framework to automate tasks, electronic forms, workflow, and business rules.

Elite BCO
 eliteBco [in](#) [f](#)
 Go_eliteBco [t](#)

elitebco.com



Transforming the Future Together



Transforming the Future Together

At OcyonBio, we understand the importance of having a reliable, cost-effective solution for manufacturing and developing biologics, gene and cell therapies, and other therapeutics. That is why we have designed a PDMO model that provides the same functionality as a CDMO, with added flexibility for controlling manufacturing and improving the speed-to-market.

We are dedicated to ensuring that our partners can succeed in their endeavors with the support of our experienced team of professionals ready to help you navigate the complexities of drug development and production.

Our facility is growing rapidly, covering two buildings with over 200,000 sq ft of space and room to grow to over 1 million sq ft.



We Deliver Affordable Medicines

The developing campus location is ideal for pharmaceutical activities and research due to Puerto Rico's advantageous tax incentives, proximity to the U.S., and established infrastructure that has supported over 60 years of pharmaceutical presence on the island.

Our innovative PDMO model approach features an array of critical advantages:

Cost reduction – Our location, grants, credits, and decree can get you up to 50% of all your annual cash rebate.

Increased speed – We have ready ISO 8/7 space to support clinical and commercial manufacturing that can be customized in months from our 'white box' stage.

Build CMC – We have a team of experts in CMC and Regulatory that can generate all packages required for the U.S. and E.U. submissions.

Maximized efficiency – Our infrastructure allows for cGMP in the box so the company can focus on science while we focus on phased appropriate regulatory compliance.

Take control – Our spaces can be leased, giving complete control of space, equipment, schedule, and resources.

Relocate to Puerto Rico – In Puerto Rico, USA; we speak three languages, English, Spanish, and cGMP (Puerto Rico produces the top 10 biologics in the world).

Take advantage of World Class Campus – Our campus houses multiple capabilities where the company team can leverage our ecosystem from blood processing to fill and finish of the drug product.



We Deliver on Our Promises



Leverage our expertise – Our team has expertise in cGMP, Regulatory compliance, CMC, and phased-appropriate facility design and operations.

Utilize our Quality Systems – Our electronic paperless systems include QMS, LIMS, MES, and SAP to support data collection, reporting and secure cloud-based access for 100% data available anywhere in the world.

Benefit from our Ecosystem – Our facility can produce and test blood-derived cells, AAV, Lenti, & Retroviral Vectors Gene and Cell therapy, biologics, fill-finish, Quality Control Lab, and final packaging to comply with complete commercialization requirements reducing the need for external partners.

Furthermore, the current industry environment presents several challenges for novel drug developers. Our team is actively working to



identify and address these challenges to ensure that our partners have a successful journey from concept to commercialization. To that end, we are focusing on providing innovative solutions that address the specific needs of each of our clients and enable them to succeed in the current industry environment.

The first challenge, an unprecedented demand in the Cell, Gene, Biologics, and Viral manufacturing CAPACITY due to a combination of the continuing covid-19 vaccine needs and the growing market. This has created an immense strain on capacity and resources. Our campus will add to global capacity by offering clean room spaces ranging between 200-50,000 sqft.(with expansion projections for increasing capacity) for R&D to commercial manufacturing.

The second challenge, acquiring and retaining TALENT with adequate experience aligned with an ideal candidate profile. Tapping into a talented workforce of 90,000 manufacturing employees. Of that, tens of thousands specialize in pharma production. OcyonBio has put in place a talent database to support immediate hiring and onboarding managed with our customized training system. Our pre-screened database of talent will

help client hiring plans through 2026, drawing from the 25,000 majors in STEM that graduate every year locally and many Puerto Ricans leading their professions on the mainland. We have already begun the process of recruiting highly qualified professionals and are in the process of hiring a team of local experts to ensure that we can best serve our customers and patients.

The third challenge, SPEED to market, is impacted by the lack of space and long wait times for manufacturing slots in traditional CDMOs. We provide a wide range of ready-to-go clinical ISO7/8 clean rooms, which are customizable within 60-180 days. We provide our partners with production autonomy, including complete schedule control.

The fourth challenge, high COSTS of establishing production. Puerto Rico's businesses & citizens have all the legal rights afforded by the U.S. Constitution, whilst having several unique advantages, including operating within a jurisdiction. One of these advantages is the non-dilutive funding of up to 60% of the total project cost, with incentive programs being leveraged by existing pharmaceutical



We are Gritty and Resolute

companies. Additionally, local loans are available to reduce the impact on cash flows.

The development of the OcyonBio Campus will not only solve many industry challenges, but it will also create jobs and attract businesses and entrepreneurs to Puerto Rico. It will also provide the necessary infrastructure and resources to develop new therapies, treatments, and drugs to address global health needs. The facility has advanced research and development capabilities, including advanced analytical instruments, sophisticated laboratories, and state-of-the-art manufacturing equipment. This expansion is the latest in a series of investments we have made in Puerto Rico, and we are excited to be a part of the island's economic development. As we continue to grow, we look forward to further strengthening our presence in Puerto Rico and playing an important role in the local community.



Ocyonbio
info@ocyonbio.com
OcyonBio 
ocyonbio 

ocyonbio.com



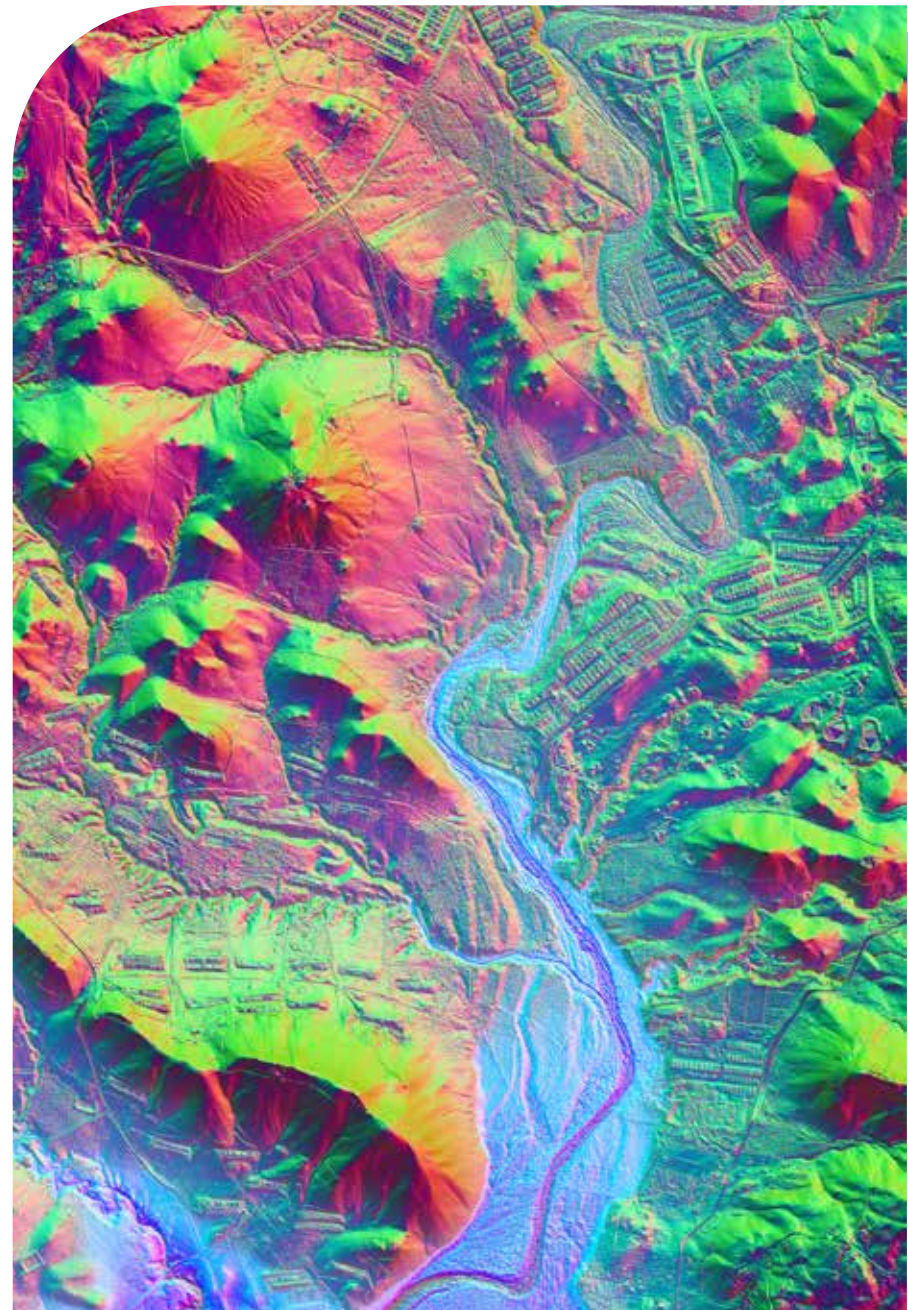
TerraFirma is a SaaS company developing digital solutions to mitigate environmental risk using big data, physics simulations, and AI.



We provide a one-stop digital solution for companies that need to visualize and simulate the risks of climate change and environmental hazards.

According to NOAA, climate disasters alone cost \$145 billion during 2021 in the US. In proportion with the increase in severity and frequency of natural disasters, governments and the private sector are in need of increased agility in the process of protecting our cities and natural resources.

Large scale environmental studies and mitigation strategies currently depend on a mixture of software and datasets of varying quality. This results in inadequate access to data, delayed preparedness timelines, dependence on software personnel for scientific insights, and limited capacity to convey results to communities. TerraFirma joins federal datasets for soil and weather, with algorithms for studying solar



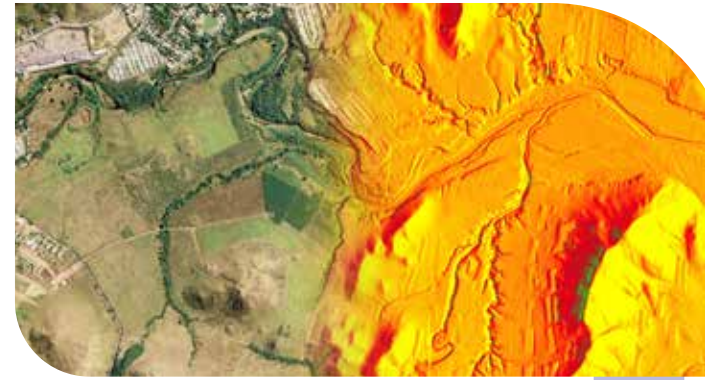
Map of Coamo River, depicting height maps, river depths and North-West-South-East orientation.



Map of Community in Guánica, depicting rainwater flow accumulation in gallons per minute.



Map of San Juan Bay, depicting marine ecosystems, and Impacted/Constructed Areas in Carolina, detected through Artificial Intelligence algorithms.



Map of Coamo, depicting One Year Solar Accumulation, per square meter. Most exposed areas to sunlight are in yellow, and prolonged shadow cover in green.

exposure, hydrology, and wind patterns for every single meter of Puerto Rico since 1941, generates USDA-certified conservation solutions, and conveys them to the general public.

Our technology provides resource planners, construction professionals, and government officials with a set of digital tools that joins remotely-sensed territorial data, algorithms, and visualizations to accelerate large-scale wind, solar, and hydrologic studies in real-time. This will reduce years of research into weekly time-frames, where the end-result can be easily disseminated to the general public and applied by stakeholder communities, Government Agencies and NGOs.

We are a Puerto Rican company, founded in November 2019, dedicated to streamlining the process of preserving our natural and built environments.

Technology:

TerraFirma is able to speed up large scale environmental studies in a single cloud-based platform by joining federal datasets with an extensive catalogue of proprietary algorithms for studying solar exposure, hydrology, and wind patterns. In its current phase, the company's scope is focused on Puerto Rico and the U.S. Virgin Islands, although these physics models are valid for other tropical regions sharing climate similarities around the Caribbean Basin. Our technology brings together expertise from soil, agriculture, and environmental sciences, to create scientifically accurate simulations.

The current data set is based on LIDAR sampling of the totality of PR, at a resolution of 1 m², where each meter tile has been assigned information regarding soil properties, and meteorological data since 1941.

This base-data is combined with our proprietary algorithms to:

a) Recreate rainfall patterns by using our own particle-solvers that allow for more than 3 million particles running simultaneously in reaction local pressure, slope, accumulation, particle velocities, soil properties, rain amount, and land-cover, in order to determine at-risk areas, in terms of erosion, flooding, water-contamination, habitat-risks, among other issues related to the environment.

b) Recreate wind patterns by using our own fluid-solvers that allow for more than 1.5 million vectors running simultaneously and reacting to data such as air-density, pressure, velocity, and temperature, soil and land cover properties. This allows us to assess wind-related events on urban environments, agricultural fields, or natural resources according to historical weather patterns, or user-determined meteorological properties displayed upon the terrain.

c) Visualize cumulative and time-dependent solar simulations based on exact solar positioning through time of year, at a per-second resolution, for any coordinate. This allows us to depict solar paths and percentage of times under shadow and sunlight for any area of PR. This is essential to understanding agricultural areas in need of specific sunlight exposure, eroded areas, habitats dependent on humid areas, and heat-island effects in urban environments, among others.

d) AI processing of aerial views to determine eroded/erodible areas, constructed/urban areas, vegetated and sparsely vegetated areas anywhere in PR. This allows us to distinguish areas of environmental risk for further planning or expert assessment, and to be included in the previously mentioned simulations as initial data.

These algorithms have allowed us to develop a catalogue of services for applications such as: a) mitigating soil erosion in agricultural lands and natural resources, b) mitigating and planning for flooding in urban, constructed, natural resources, and touristic areas, c) habitat protection and scouting of species according to humidity indexes, d) planning for touristic and agro-touristic potential based on soil types and proximity to water bodies, and e) planning of agricultural lands and renewable energy projects based on solar and wind exposure.

TerraFirma LLC
info@terrafirmasoftware.com
[terrafirma-sw](#) 
[terraFirmaSW](#) 
[terrafirma.sw](#) 

terrafirmasoftware.com





CHAPTER TEN

ARCHITECTURE & INTERIOR DESIGN

*“Puerto Rico has just come back
bigger and better and stronger.”*

— BRAD DEAN

THE ART OF THE PIVOT



Álvarez-Díaz & Villalón[®] | Architecture & Interior Design

Álvarez-Díaz & Villalón[®] (**AD&V**[®]) is the largest Architecture and Interior Design Firm in Puerto Rico. The firm is dedicated to sustainable design that enhances people's experience and improves their lives.

Throughout **AD&V's**[®] history, they have been reinventing themselves; adapting to user needs, natural disasters, local government bankruptcies, market changes, world recessions, and most recently- pandemics. The common thread has been resiliency, flexibility, and an ability to pivot.

This thread of innovation can be seen in their work as well as in their company.

Founded in 2001 and spearheaded by the award-winning husband-and-wife team of the architect Ricardo Álvarez-Díaz, FAIA, and interior designer Cristina Villalón, **AD&V**[®] has become one of the fastest growing and most recognized architecture and interior design firms in the U.S.



Cristina Villalón, Co-Founder | Ricardo Álvarez-Díaz, Co-Founder | Monique Lugo López, President



Álvarez-Díaz & Villalón® | Architecture & Interior Design

Recently chosen as one of the Best 300 firms in the U.S. by Architectural Record and one of the best 225 International Firms by ENR, the firm has garnered national attention for its holistic approach, forging a reputation in design that is both environmentally responsible and richly appealing to the senses.

The firm's portfolio includes multifamily, residential, hospitality, commercial, institutional, and retail work, and serves its clients from offices in San Juan, Puerto Rico, and Miami, Florida.

From the beginning, **AD&V®** challenged existing design paradigms within different design typologies. First, they provided housing model designs and multifamily concepts that were completely new to the local market. Later, when they decided to tackle restaurant design, **AD&V®** raised user expectations which ultimately forced their client competitors to rethink design experiences and take notice.

AD&V® continued by doing the same with retail design, providing strong and unique branding concepts to multiple local and international retail



Álvarez-Díaz & Villalón® | Architecture & Interior Design

stores while exporting these services in North America as well as the Middle East and North Africa.

When the global recession hit, they refocused and pivoted, maintaining their team, and expanding their office footprint while staying nimble and ready for when the cycle shifted once again – and once it did, they were ready.

As the firm continued to grow, they refocused their mission and pivoted their efforts toward a socially driven business model; one that fully aligned with the co-founders' values. They focused on typologies that would positively impact a larger audience, choosing to work on housing, hospitality, and institutional projects. This allowed them to spend time and energy developing a different design model for affordable housing; a model that is community-based rather than unit-based and one that promotes people's inclusion instead of segregation.

In hospitality, they also pushed the envelope, and rather than blindly implementing a flag's brand guidelines, they insisted on creating an authentic user experience based on a unique sense of place. Some of the developed concepts were so well received by Marriott that they have now adopted them for their international brand guidebook.



Álvarez-Díaz & Villalón® | Architecture & Interior Design

Their institutional work has quite literally transformed how buildings foster learning. Most recently, they have been entrusted with designing a private school's Innovation Center. What better company to design this than one that embodies innovation?

Along with other national powerhouses, they are leading the way in the implementation and tracking of the Sustainable Development Goals. As the first service company in Puerto Rico to join the UN Global Compact, they are directing their innovation skills to positively impact people's lives not only in their organization but in the work that they do and the people it impacts.

At **AD&V®**, 90% of leadership positions are held by women. They're committed to inspiring and promoting professional women in the architecture and design industry to achieve gender equality, both at work and in their community.

Finally, and perhaps the greatest showcase of their innovative thinking and the importance of pivoting, are their company headquarters. Their new world-class offices include spaces for emerging technologies such as 3D printing, laser cutting, and virtual reality. They were discussing hybrid and flexible work long before the 2020 pandemic made it commonplace. To attract and retain talent, the firm incorporated everything from work-life balance policies to a snack bar and a meditation room. Currently, they have developed a seamless hybrid system that pulls team members into the office, attracting them rather than pushing them using a great work environment as a draw.

AD&V®'s history is one of growth, perseverance, and constant innovation. From new concepts in design typologies to innovations in business operations; the leading architecture and interior design firm in Puerto Rico is not only surviving, it is thriving.



Gil Stose



Gil Stose



Álvarez-Díaz & Villalón® | Architecture & Interior Design



Gil Stose

AD&V®'S CONTACT INFORMATION.

We seek to connect, grow, and collaborate with creative and socially conscious minds throughout the world. Please feel free to contact us:

Headquarters:
The Hub 200 Convention Blvd.,
Suite 201, San Juan, PR 00907

Office Hours:
Monday–Friday, 9am–5pm.
Tel: (787) 754-1381
Email: info@advfirm.com

Miami Address:
9000 NW 15th St., Unit 5
Doral, Florida 33172

Office Hours:
Monday–Friday, 9am–5pm.
Tel: (786) 703-5737
Email: info@advfirm.com
[advfirm](https://www.advfirm.com)    



Gil Stose



Photo by Max Touhey



PURSUING EXCELLENCE BY DESIGN

**In its pursuit of excellence,
V Architecture continues to
innovate, lead, make headlines,
and push boundaries.**

Anyone can be an architect, but few can be visionaries, as brilliant architecture can translate the needs, desires, and language of a brand into a physical space that is efficient, beautiful, and ultimately, well built. This is what clients have come to expect from V Architecture. It's no secret that the firm has been designing some of Puerto Rico's most newsworthy projects alongside top developers and builders for more than four decades.

A Rich History

Throughout generations, some of the most impressive buildings in San Juan were once on the boards at V Architecture. In 1980, V Architecture was founded as Jiménez + Rodríguez Barceló, and the namesake duo was a big part of some of the most significant ventures in hospitality, commercial, and public assembly projects in Puerto Rico. "It's been 40 plus years of amazing work, and we are ready for more exciting changes with incredible optimism. We've had ups and downs - as has everyone - but our rich history has taught us so much. These valuable lessons give us confidence in our plans, and really help us give assurance to our clients and our team," explains Partner and Senior Principal José A Rodríguez-Barceló. The team is deeply grateful to their clients, some of whom have been onboard for decades. For the past 20 years, President and Principal Architect Ilia Ríos has been at the helm of the firm.

An Eye for Design

Attesting to their motto "V is for Vision", the drawing boards at V Architecture have been graced with some of the biggest names in and out of Puerto Rico, including top-echelon developers, and leading private brands, and V Architecture's collaborations include architecture firms with global reach. For every project, the focus has been evidently placed on the high-style design, taking the lead through high-impact hospitality, commercial, entertainment, and healthcare projects that grab worldwide headlines. "We have made a significant mark in the hospitality scene, with over a dozen architecture, design, and site planning projects under our belt. With new projects that continue to support the Island as a leading tourism destination, we are asserting ourselves in a field that is highly demanding - in terms both of aesthetic and function", adds President, Ilia M. Ríos.



Photo by Max Touhey



Photo by Todd Mason



Photo by Max Touhey



Photo by Todd Mason

One of their most noteworthy projects is the Puerto Rico Convention Center, a symbol of vast cultural and commercial significance for local and international audiences. The design concept for this 580,000 sq ft center brings the distinctiveness, vibrancy, and uniqueness of Puerto Rico to a world-class waterfront setting. Completed in November 2005, V Architecture succeeded in creating a state-of-the-art business destination for both residents and visitors from around the world. More recently, the Puerto Rico Convention Center District's new Distrito T-Mobile has become the island's premier entertainment destination. The project consists of a performance venue for 6,000 patrons and more than 80,000 sq ft of other entertainment spaces, as well as the 177-room Aloft Hotel.

Meanwhile, the high-profile Sabanera Health Center is a new, state-of-the-art healthcare facility that elevates the local standard of care and maximizes its potential as a medical tourism hub. The predominant design focus has been placed on "nature as healer", maximizing the use of natural light and showcasing the gorgeous surrounding views.

V Architecture has also designed ambitious urban planning projects, amazing corporate and institutional spaces, and successfully dabbled in interior design for high-profile clients. To complete our wide range of services, V Interiors was created in 2021 to provide dedicated interior design work to new and existing clients.

Resilience and constant evolution

Through the feasts of the construction boom in Puerto Rico, and enduring the famine of an uncertain economy, V Architecture has seen it all. In a post-pandemic commercial environment, V Architecture came out not only standing strong but thriving, evidencing that resilience and constant evolution are values they know too well.

V Architecture
varchpr  

varchitecture.com

A wide-angle photograph of a city skyline viewed from across a body of water. The sky is filled with large, white, fluffy clouds, some of which are illuminated by a low sun, creating a warm, golden glow. The city features a variety of buildings, including several tall skyscrapers and many smaller, modern structures. The water in the foreground is a deep blue-green color with gentle ripples. The overall atmosphere is one of a vibrant, modern urban environment.

CHAPTER ELEVEN

ACCELERATORS, INCUBATORS & CO-WORKS



*“Puerto Rico is a perfect business destination
because it is a bridge between the Americas.”*

— MORGAN SCHÜESSLER

GET CONNECTED AND EXPAND YOUR NETWORK AT BASE CO-WORK:

The innovative co-working space in Santurce, Puerto Rico.

B A S E



To collaborate is to win. Base Co-work started with this idea and the need to bring forward a new, cool space to work and expand connections for remote workers, who either travel and/or don't have a stable office or place to work at home. Base Co-work is located near restaurants, coffee shops, food trucks and is even eight minutes away from the beach. This type of place doesn't come around often in Puerto Rico and its outstanding five story building brings a lot of opportunities for everyone.

Base Co-work also brings commodities with parking for those who don't live nearby, it's open 24/7 for members of the community and has high speed internet, of course. But above all else, the beauty of being able to work in your own office or even bring your team for a private meeting can be done in the team meeting suites. There are also premium spaces for organic seating, phone booths for your private calls, conference rooms for presentations that might require any operational task, hot desks, dedicated desks and any type of seating your job of the day requires.

For all your premium needs, Base Co-work provides the best technology, remote tech support and first hand necessities that you might require for an excellent working experience. Base Co-work is also pet friendly and not to mention, the environment and friendly community is completely safe and comfy. Its truly amazing hospitality brought by the employees cannot be left out nor the ADA compliant standard (and aesthetically pleasing) design.





Get some sunlight and fresh air on their brand new rooftop with one of the best views in the city. The rooftop comes with beautiful seating and a bar to enjoy our beers on tap (or coffee if it's too early). Base Co-work is truly innovative and a remarkable place to start your dreams! So get in touch today and begin your journey to a more collaborative and alluring way of working.

Base
info@basecw.com
basecw [in](#) [ig](#) [f](#) [tw](#)

basecw.com



GRUPO GUAYACÁN: Building local entrepreneurship from the ground up

Very few people were talking about entrepreneurship in Puerto Rico when Grupo Guayacán, Inc. was born in 1996. Founded by Enrique “Ricky” Adsuar as a private sector mission-driven nonprofit organization, it has served entrepreneurs with a unique model that has coupled private equity investment with a series of programs to develop, strengthen, and advance Puerto Rico’s entrepreneurial ecosystem. The name of the organization is no accident, taking inspiration from the Guayacán, a resilient tropical tree with deep roots and extremely hard wood that provides solid ground to withstand even the toughest of times. But beyond this early inspiration, the results 26 years later are unequivocal: over 2,500 entrepreneurs and 720 companies served, and an investment of over \$20 million to promote the development and growth of local businesses.

Grupo Guayacán began with one clear mission: to build a robust entrepreneurial and access to capital ecosystem as a driver of economic and social value creation for Puerto Rico. Thus, Grupo Guayacán’s work is rooted in a deeply held belief that Puerto Rico can build the entrepreneurial sector in a way that meaningfully contributes to its overall economic development. This clear mission and vision, coupled with a strong governance structure and a high performing team, have helped it become one of the leading and most sought-after organizations providing business support and entrepreneurial training.

The organization offers several business development programs for local entrepreneurs in different growth stages. While the program portfolio keeps growing yearly through strategic partnerships, Guayacán currently has three cornerstone programs. The programs are designed to address various challenges and needs, depending on the stage of the entrepreneur and the maturity of the company or business idea.

For early-stage ventures, Guayacán offers idea validation and commercialization support through I-Corps Puerto Rico; a customer discovery boot camp delivered locally in collaboration with the Georgia Institute of Technology, a National Science Foundation node. Since 2015, I-Corps Puerto Rico has serviced 14 cohorts, providing training to 236 teams, of which over 85% are still active. For more advanced start-up teams with early traction, Guayacán hosts the EnterPRize



Business Competition, its oldest business development program, which includes access to a rigorous entrepreneurial education curriculum, mentoring, and equity-free seed capital for top participants. Since 2005, EnterPRize has impacted over 2,000 entrepreneurs and awarded over \$1,800,000 in non-dilutive seed capital. Since 2017, the competition has seen more than 145 early-stage companies representing 500+ jobs and over \$8,900,000 in annual sales. The Guayacán Venture Accelerator is



an executive development program that supports mature companies in evaluating their business models and developing strategies to accelerate their growth. To date, the 119 companies that have graduated from the program had 384 executives participated and represented close to 8,300 jobs in Puerto Rico's economy.

The success of Grupo Guayacán over the past 26 years reflects its multi sector approach to building the local entrepreneurial ecosystem, where entrepreneurs, investors, corporate partnerships, academia, and the government play significant roles. In addition to directly supporting local companies through the entrepreneurial development programs, Guayacán also creates opportunities for local investors to generate financial returns with social impact through the Guayacán Family of Funds.

Since 1996, Grupo Guayacán has a strategic partnership with Abbott Capital Management LLC, one of the world's most respected private equity investment managers. This partnership has allowed Guayacán to provide local institutional, and individual investors access to top-quality, U.S.-based, and international private equity partnerships through the Guayacán Family of Funds. Each of these funds is invested in a portfolio of private equity funds, which are diversified by stage, industry, vintage year, and geography. This in turn, has created a diversified base of investments that has allowed local venture funds to raise capital.

Guayacán is the only organization in Puerto Rico that specializes in these types of private equity fund of funds investments, making it a pioneer in Puerto Rico in sustainable business models for nonprofit organizations and in entrepreneurial development programs for local entrepreneurs. The fund of funds investments are pivotal to the program sustainability of the organization since the management fees generated are reinvested into the entrepreneurial development activities, providing the nonprofit organization with a solid and sustainable revenue base to carry out its mission-driven work. The organization also launched the Guayacán Endowment Fund in 2016, in commemoration of Guayacán's 20th Anniversary, in order to support the long-term sustainability of their programs.

Guayacán has been at the forefront of Puerto Rico's entrepreneurial development. The organization is committed to advancing a robust entrepreneurial ecosystem, enabling a sustainable economy where entrepreneurs can grow businesses that contribute to a thriving and vibrant community. For more information on upcoming open calls and other Grupo Guayacán programs, follow them on Facebook, Instagram, Twitter, and LinkedIn. You may also visit <http://www.guayacan.org>.

Grupo Guayacán
info@guayacan.org

Social Media    
guayacan.org



PUERTO RICO'S LAUNCHPAD FOR INVESTMENT AND INNOVATION

PILOTO 151



Sofia Stolberg and Juan Carlos Stolberg, Piloto 151 founders



The year was 2012. Stolberg siblings, Sofia and Juan Carlos, had just moved back to their native Puerto Rico, ran their own businesses, and were searching for a co-working space to network with like-minded individuals. Noticing that co-working was not a thing on the island, they took it upon themselves to launch the first co-working space. They named it Piloto 151, (piloto means pilot in Spanish) referencing the then en vogue startup world concept of starting small and validating an idea before investing and scaling. They adopted the pigeons found in the plaza in front of their building on the suitably-named San Francisco Street as their mascot, arraying it with an aviator helmet and goggles to create the now iconic Piloto pilot pigeon.

The pilot pigeon went on to spread its wings, soaring past that first location in the 500-year-old neighborhood of Old San Juan to nearly 100,000 square feet of commercial real estate across five unique locations (and growing!) in the diverse San Juan neighborhoods of Santurce, Hato Rey and Miramar, making Piloto 151 the largest and only multi location co-working operation in Puerto Rico.

Since its inception, Piloto 151 quickly became the epicenter of the startup and tech scene on the island; a space where techies, startup founders, freelancers, investors, professionals and corporates from all over the world and all walks of life not just coexisted, but conspired to create the heterogeneous fabric of Puerto Rico's emerging entrepreneurial ecosystem.

Over the years, Piloto continued to support the growth of the Island's entrepreneurship ecosystem, hosting hundreds of events for thousands of local and international entrepreneurs, and co-founding Colmena66 alongside the Puerto Rico Science and Technology Research Trust. Colmena66 would go on to become the glue that would help connect ecosystem support organizations to each other and to entrepreneurs at every stage of their entrepreneurial journey.

Initially lured by attractive tax incentives, many successful entrepreneurs and investors from outside of the Island started relocating to Puerto Rico and joining the local entrepreneurial scene at Piloto spaces. Piloto 151 soon became the landing place and launchpad for those looking to make



Photo Credits: Daniel Morris, Jeileen Ocasio



Today, in part thanks to Piloto 151's efforts and collaborations, Puerto Rico's entrepreneurial ecosystem is burgeoning and new-comers are no longer just lured by the Island's tax incentives. Piloto 151 continues to be the most sought-after co-working space for local and foreign entrepreneurs to enjoy state-of-the-art amenities, connect with a thriving community of movers and shakers, and get access to premier member experiences and services, including sophisticated mail management and handling services through a virtual mailbox provided by Piloto's sister company, PilotoMail.

A true testament to its world-class offering, the co-working powerhouse has been accepted to the League of Extraordinary Coworking Spaces (LExC), a selective, international organization of industry-leading co-working brands all over the world that share resources and allow members of the LExC network access to over 100 highly curated spaces in over 50 cities across the Americas, Europe, Asia and Australia.

the move to the Caribbean. With its one-stop-shop business services and Virtual Office memberships, Piloto 151 supported (and continues to support) entrepreneurs with relocation services spanning from incorporation and certification under Puerto Rico's tax incentives, to real estate sourcing and brokering and tech services.

Piloto
Piloto151   

piloto151.com



THE
LANDMARK

Bespoke Office Solutions at a Modernized Historical Heritage Site



Beautifully designed workspaces delivering the ambiance, comfort, technology, and the full-service support that today's working professionals demand and easily accessible and centrally located address in the heart of San Juan's Miramar historic neighborhood. This 150 years old office site was modernized to offer the perfect place to work where reliability and productivity is looked after by the professional concierge team of The Landmark.

Flexibility is at the core of their service offering, regardless of the company size. Whether you are a small entrepreneur or an established enterprise, The Landmark offers offices and meeting rooms solutions for when you need a productive space. Full-time, weekly, daily or for when your team needs to get together, the site has spaces designed to fit the individual requirements.

After conducting a thorough marketplace research of the needs and wants of modern-day professionals based in the island, it became clear that there was no premium office space product for established professionals.

The opportunity pursued by The Landmark was to create an inviting environment with unparalleled amenities, where like-minded businesses can connect, collaborate, and secure uninterrupted management.

- These spaces are set to inspire. Curated to secure a warm and inviting workplace, guaranteeing the comfort and aesthetics needed to excel.
- 150 years of history restored and modernized to fit today's complex needs. Originally designed and built as a convent back in circa 1870 by architect Adrian Duffaunt, the historic site went through a complete overhaul to cater for the comfort and tech needed to succeed currently.
- Grounded in traditional global hospitality standards, The Landmark service was thoughtfully designed to provide members an unparalleled workplace experience. The services and amenities are meant to help boost productivity. A dedicated hospitality team is equipped to keep members' business running smoothly.
- The all-inclusive amenities, cutting-edge technology and unmatched connectivity allows businesses to perform at their best.



- Flexibility is at their core. The membership levels are designed to be flexible, responsive, and competitive. They offer rental options suitable for individuals and enterprises of all backgrounds and sizes, from hot desks for a day, reserved desks to private offices and studios.
- The Landmark is a place to meet and collaborate. Like-minded businesses gather to collaborate and share ideas at the community areas daily. Although the workspaces were designed to offer a distraction-free environment, the community areas foster a unique sense of camaraderie hard to replicate.



- Full-time, part-time or hybrid solution, there is a space accommodating any business needs. Those with a hybrid workplace model have found in The Landmark the place to gather their team periodically for when in-person contact is needed.

Since 2019, The Landmark has been raising the bar in the office spaces rental field and continues to set the new standard for premium office spaces in Puerto Rico. The team takes pride in innovation as the service and spaces are tailored to the members' needs and the ever-changing business environment.

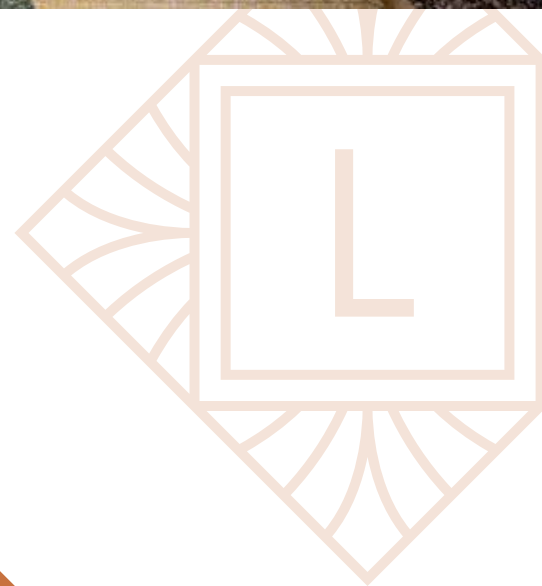
The Landmark has a product centered around what the businesses looking for and needing the most:

- Move-in ready offices equipped with ergonomic furniture thoughtfully selected to optimize the business productivity.
- Flexible contracts and prices that meets today's business needs.
- Spaces are bookable by the hour, day or as long as the business demands.
- The IT Solutions Suite and its backup up system provides the complete tech and communication tools to secure operations uninterrupted.





Olga J. Muñoz, AIA
Founder



The Landmark
thelandmarkpr   

thelandmarkpr.com



CO.CO.HAUS ALL-IN ON LOCAL ENTREPRENEURS AND REVERSING PUERTO RICO'S "BRAIN DRAIN"

Co.co.haus is a business hub helping entrepreneurs, solopreneurs, micro and small businesses thrive in Puerto Rico. As a co-working space, professional support hub, and entrepreneurial community, they are working together with locals to reverse the "brain drain" from the island, where some of the best and brightest minds leave to find work and business opportunities elsewhere. Their mission is to empower locals with the knowledge and tools they need to lead fulfilling and successful lives without the need to leave the island.

Launched in 2017 by Founder and CEO Mariangie Rosas, co.co.haus serves the needs of local entrepreneurs working in a variety of industries. "Many in my generation left to pursue careers and greater opportunities outside the island at the turn of the century but with the recession starting in 2006 and still not in full recovery 10 years later, I knew I had to come back and do my part to retain our best talent" says Rosas.





With a Puerto Rican economic development strategy focused heavily on traditional industries, co.co.haus recognizes the potential for independent professionals and microbusinesses to transform the island's economy. Freelancers, small business owners, and solopreneurs are the backbone of the local economy. They need a community and a space to help them scale.

For instance, a foreign pharmaceutical or other large corporation can provide employment for a couple of hundred locals, but this employment is very specific. In contrast, entrepreneurs across the island have the potential to create many less specific employment opportunities, but more opportunities in general. There can be hundreds of these small businesses creating thousands of employment opportunities because there can be micro businesses in any industry or market. This diversity will make the local economy more resilient and catastrophe-proof rather than relying primarily on big corporations.

The co-working space and community at co.co.haus help facilitate this entrepreneurial transformation. Along with providing affordable desks, wifi, offices, and meeting rooms, they offer a collaborative environment, an in-haus business network, professional development opportunities, and a full creator studio to help entrepreneurs launch and grow their businesses in a comfortable and safe environment.

In the co.lab, which is co.co.haus' production studio, members and the extended community can record podcasts, take professional product

photos, do brand shoots, headshots, create music videos, tutorials, courses, live streams, and more. The studio provides plug-and-play access to top-of-the-line equipment to produce high-quality content. They keep studio rates accessible in an effort to further support local creators and business owners and establish co.co.haus as a point of connection and collaboration on the island.

Community membership comes with a virtual office, which provides a way for people to have a professional business address. Members are provided with the documents required to obtain local business permits which are a requirement to receive tax incentives, for people just starting out or moving businesses to Puerto Rico. Their premium offerings include expanded access to mailing services and more workspace amenities.

Co.co.haus made headlines in 2022 when they negotiated access to group health insurance for their members, through a partnership with the Puerto Rico Retailers Association (Centro Unido de Detallistas). Co.co.haus is the first co-working space in Puerto Rico to offer group health insurance to freelancers and solopreneurs. This landed them on Inc. Magazine's Best In Business 2022 List where 240 companies around the nation were awarded for focusing on purpose over profit.

The co.co.haus community is a vibrant and diverse mix of locals and visitors that includes digital creatives, marketers, attorneys, accountants, copywriters, nonprofits, tech companies, startups, political organizations, film editors, producers, actors, and more. And let's not forget their four-



legged members – they are dog-friendly and their members love them for it!

Their differentiating feature is that they are a place where Puerto Ricans, mainland Americans, Puerto Rican diaspora and visitors from around the world can connect as business owners, entrepreneurs, freelancers, and people who love Puerto Rico.

The international community that comes to co.co.haus chooses them because of their strong focus on the local economy, and these newcomers want to collaborate with the local community. They may arrive as strangers, but quickly become part of the co.co. family.

At co.co.haus, they lead with their values, which include being pro-parent, inclusive, and diverse. The space has a private pumping and feeding room,

with a chair that's comfortable for feeding little ones, a dedicated fridge for milk, and a baby changing station in their gender neutral restrooms.

One of their priorities is to make sure their values are reflected in their events and collaborations with other organizations. When partnering with others, their values must align with the company's. With diversity being one of its main pillars, they make sure to have a varied demographic visible in their programming and events, so it is reflective of their diverse community.

Mutual support, collaboration, and community are at the heart of their work at co.co.haus. During recent national disasters, they opened their doors to provide free access for individuals, companies, and institutions working on relief efforts. They also launched outreach efforts to inform their local—and global—audience about NGOs focusing on hurricane relief to aid in awareness and donation efforts.

A spirit of support and collaboration runs through co.co.haus and extends far into Puerto Rico's business landscape. As a hub, support system, network, and community, they are all-in on local entrepreneurs, the local economy, and reversing the island's "brain drain." Book a tour or get a day pass and see for yourself what co.co. haus is all about.



Inc.
Best in
Business
2022



co.co.haus

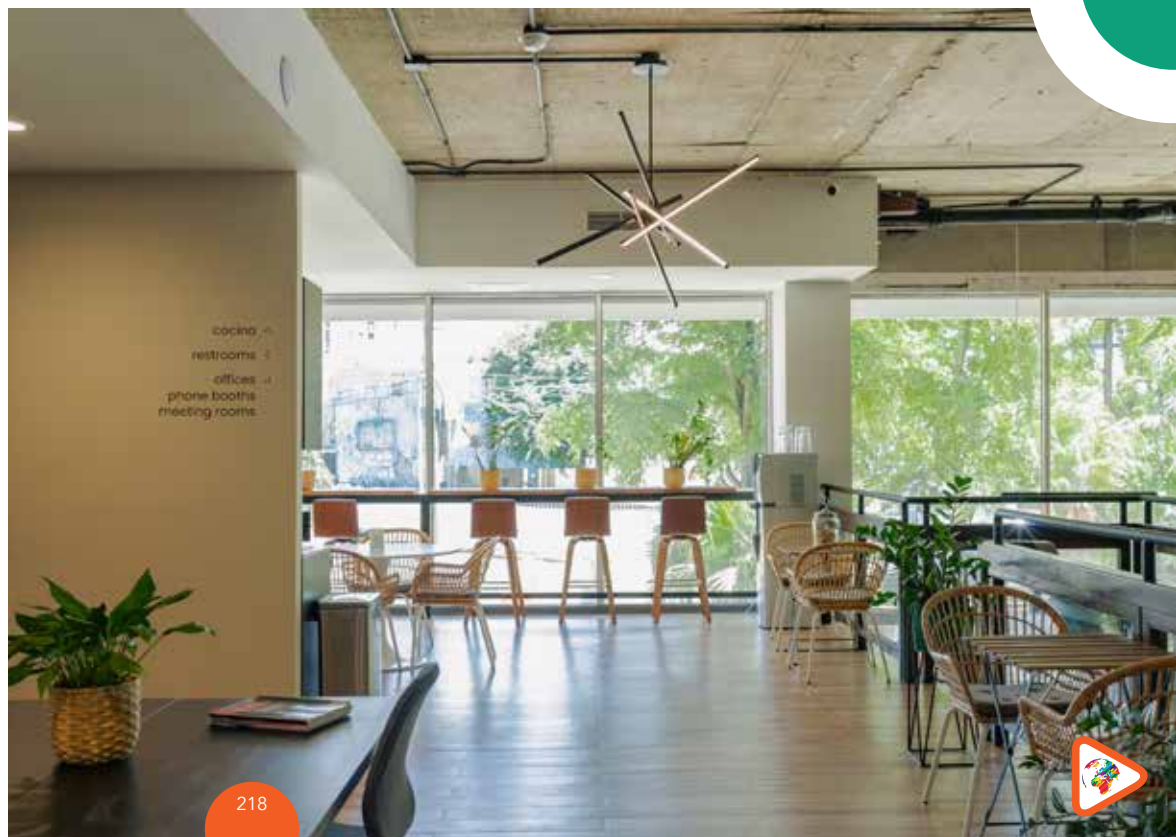
Email: hola@cocohaus.com

Phone: 787-919-3175

[co.co.haus](https://www.co.co.haus) 

[cocohauspr](https://www.cocohauspr.com) 

cocohaus.com





REVOLUTIONIZING THE WAY WE ALL ACCESS AND MANAGE OUR POSTAL MAIL

PilotoMail was born in a high traffic mailroom at Piloto 151 co-working spaces in San Juan, Puerto Rico. Stolberg siblings, Sofia and Juan Carlos, had been running the first and largest co-working operation on the Island for six years, and, as more entrepreneurs, freelancers, professionals and corporates joined their membership base, including their popular Virtual Office offering, they found themselves literally buried in their members' postal mail, to the tune of 500 mailpieces and packages a day.

To complicate matters more, postal rules and regulations, created in a technology-free vacuum, meant that compliance required physical paper shuffling and identity validation of members and all of their authorized mail recipients. Globe-trotting Piloto members also had special requests, and loved the convenience of having their mail scanned, their checks deposited, and their packages forwarded all over the world.

Realizing that existing software in the market was ill-suited to handle the compliance burden and the large volume of postal mail that Piloto was receiving, the Stolbergs decided to solve their own problem, put their past experience in tech to good use, and build their own software.

PilotoMail was built to automate the postal compliance process and Piloto's mailroom operations, while providing members with a convenient virtual mailbox to access and manage their postal mail from anywhere in the world. On-the-go members could now download an app, see pictures of each mailpiece or package they received, and request different handling options from open and scan, to forward, shred, onsite pickup, or deposit check. They could toggle between different mailboxes for different companies and invite their staff to help manage their mail, receive mail themselves, or pick up their mail at one of Piloto's many locations.



Sofia Stolberg and Juan Carlos Stolberg, PilotoMail founders



PilotoMail was so effective at streamlining mailroom operations and delighting Piloto's nomadic members that the Stolbergs soon decided to offer their software to other co-working spaces, mailbox operators, property managers and companies with large mail volumes internationally.

Today, PilotoMail is revolutionizing the way people all over the world access and manage their postal mail. The Stolbergs envision a world where the traditional PO Box is rendered obsolete, accelerating a digital-first transformation that dramatically changes the way people interact with the over 310 billion mailpieces and packages that are received globally on an annual basis.

Pilotomail
pilotomail    

piloto151.com

CHAPTER TWELVE INNOVATION ENABLERS



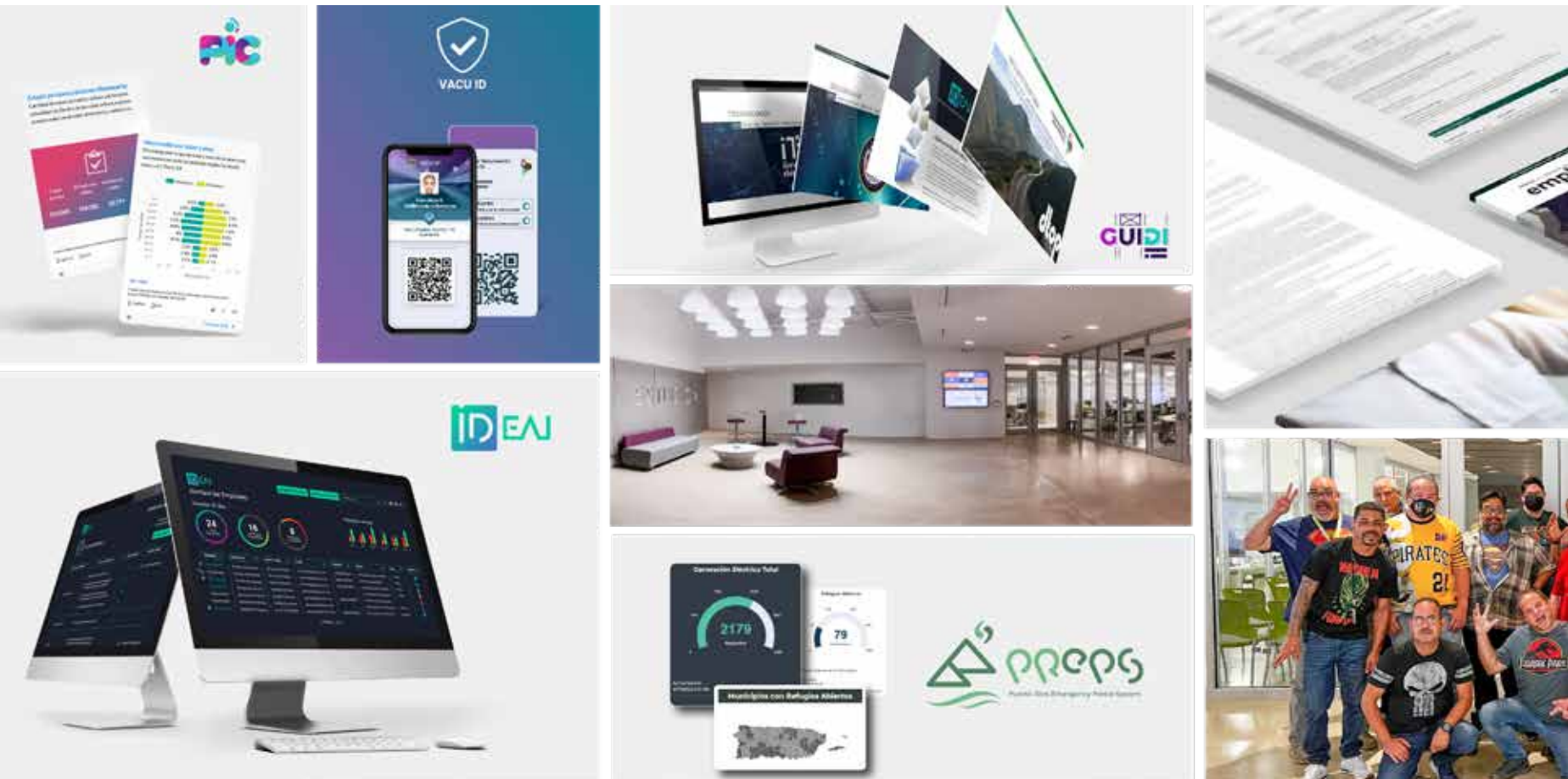


“Entrepreneurship is a mindset that can drive innovation and growth. We need to cultivate this mindset in Puerto Rico to create a brighter future for our island.”

— LUIS A. MIRANDA JR.



PRITS is Innovation: A Path to Puerto Rico's Digital Government



The Puerto Rico Innovation & Technology Service, created by Act 75-2019, is the government office in charge of overseeing and implementing technology across the Executive Branch. The office's mission is to create a new and innovative government framework, consistent with the demands of the 21st century, and capable of transforming internal processes while meeting citizens' expectations and adhering to modern standards. PRITS's specialized personnel provide service to agencies, municipalities, and public corporations by engaging in collaborations between public and private sector, academia, and other local organizations.

Following Governor Pierluisi's public policy and vision of a digital government that enables transparency, PRITS created Puerto Rico's first open data repository, as well as a dashboard displaying the government's emergency efforts, deployed during hurricane Fiona to keep citizens informed during and after the disaster. These web-based services include public-facing information related to utilities, public safety, housing services, and critical infrastructure, among other data cards. Regarding data protection, PRITS has also implemented a cybersecurity program with controls to ensure that government assets and citizen data are protected. For the first time in history, the Government of Puerto Rico

has a security operations center (SOC) which includes monitoring and information sharing agreements with entities such as MS-ISAC, as well as federal agencies like the FBI and CISA. This has prevented thousands of cybersecurity threats from escalating into severe attacks and potential data breaches.

Ensuring digital assets are protected has enabled PRITS to zoom in on innovative projects, such as the CESCO Digital mobile app, developed initially by students from the University of Puerto Rico and updated by PRITS. CESCO Digital simplifies and expedites DMV transactions, such as accessing and renewing driver's licenses, paying fees, and transferring vehicle ownership, among others.

In 2021, PRITS created a vaccination credential, known as Vacu-ID, within the CESCO Digital app, centralizing and leveraging databases from the Department of Health and the Department of Transportation, and causing a dramatic increase of downloads and usage. In 2022, thanks to a collaboration with the LifeLink Foundation, CESCO Digital also began enabling organ donor registration, and more features related to tolls and local navigation are in the pipeline. Today, over 2.3 million users (approximately 80% of Puerto Rican citizens) use the app.



Nannette Martínez, CIIO & PRITS Executive Director

Since the development of CESCO Digital, PRITS has followed up with other, new centralized technology. The best and most significant example is IDEAL, an interoperability engine that connects government agency databases, in order to streamline processes between them and improve the service they offer citizens. Today IDEAL is reducing the time spent by Puerto Ricans getting compliance certifications in agencies such as the Department of Treasury, the Department of State, the Department of Justice, and the Department of Labor and Human Resources, by providing all of them digitally through one secure, web-based platform.

More recently, PRITS has collaborated with the Office for the Administration and Transformation of Human Resources by creating empleos.pr.gov, a web app that centralizes and displays jobs available in central government, public corporations, and municipalities. For the first time, becoming a public servant is possible through a streamlined, online platform, where anyone can search and apply with a few clicks.

PRITS's focus on the creation of new technology goes beyond updating legacy systems and protecting critical infrastructure, translating into further innovations and creating a better foundation for the economic development of Puerto Rico as a whole. The technical outlook of the

Island is promising, to say the least, all thanks to the innovators who are dedicated to upgrading government for a digital world.

Puerto Rico Innovation & Technology Service (PRITS)

info@prits.pr.gov

+1-939-992-2200



prits.pr.gov

ZENUS BANK

Banking beyond borders

We're on a mission to build a financial institution that gives people and businesses around the world access to the security, freedom and convenience of US banking. And to create a world where physical borders don't limit the financial services you have access to – taking banking beyond borders.

By combining the latest technology with licensing only available in Puerto Rico, we're creating advanced borderless banking that transforms lives and accelerates business success. Enabling our customers to rise above localized financial volatility and international barriers caused by antiquated thinking.

As a truly international bank, we are committed to providing financial services to organizations and individuals striving to achieve their financial goals around the world.



Proudly Puerto Rican

Founded in 2019, Zenus was the first bank to identify the unique position Puerto Rico holds in the financial world and the first to launch a digital bank so that customers could benefit from this too.

We're proud to call Puerto Rico our home, and while we expand globally want to promote its virtues, sharing the best of our people and culture. As the gateway between the Caribbean, Latin America and the U.S., we believe Puerto Rico can become a truly global financial center.





But it's not just the geography. The fact that a vast majority of the island is bilingual in both English and Spanish - the most spoken and the fourth most spoken languages respectively - gives us a team that can work with partners and serve clients across multiple continents from one location.

Puerto Rico is not known for FinTech start-ups but we know there are a lot of talented, skilled and enthusiastic people here and we want to give them a chance to be part of 'the Silicon Valley dream' of building something significant from the ground up. To support this, we hire predominantly in the region and have developed strong ties with local universities and partnered with other companies headquartered or represented in Puerto Rico.

We see an exciting future for international business emanating from our island, one we aim to be driving with all our might.

Zenus Bank
ZenusBank [Twitter](#) [Facebook](#) [Instagram](#) [LinkedIn](#)

Zenus.com





Buidling Community One Block at a Time

CryptoCurious visits University of Puerto Rico



Andrew Keys, Co-Founder DARMA Capital & Amanda Cassatt, Founder & CEO Serotonin.



Keiko Yoshino, Executive Director & Shirley McPhaul-Castro, Director of CryptoCurious

The Puerto Rico Blockchain Trade Association (PRBTA or the Association) is the island's leading association in technology advancement, focused on the adoption of web3 through advocacy, education, and community building.

“We started the PRBTA because we wanted to build community, facilitate knowledge sharing about Web3 across the island, and engage with the government on public policy.”

— Keiko Yoshino, Executive Director

The PRBTA is passionate about creating an inclusive and accessible blockchain community in Puerto Rico. Learning about Web3, especially crypto, can be overwhelming and finding credible resources for free, especially in Spanish, can be difficult. Which is why PRBTA launched CryptoCurious in the fall of 2021.

“The island has the opportunity to be the next Singapore, but it is critical that we activate a local talent pipeline, to ensure Puerto Ricans have both the skills and opportunity to compete for future blockchain jobs” — Keiko Yoshino, Executive Director





Keiko Yoshino at the BUIDL Conference.



Keiko Yoshino, Executive Director



Shirley McPhaul-Castro,
Director of CryptoCurious

CryptoCurious’ mission is to make the knowledge and tools necessary to navigate blockchain technology, crypto-assets and Web3 accessible to everyone on the island. Shirely McPhaul-Castro, Director of CryptoCurious, runs workshops and meetups in partnership with universities, nonprofits, and other associations on topics including AI, NFTs, smart contracts, and the Metaverse.

Puerto Rico has one of the most competitive tax incentive programs (Act 60) in the world, including 0% capital gains, and thus has become internationally known as a destination for tech entrepreneurs. The PRBTA is currently leading education efforts around the incentives in Spanish & English (www.L60PR.com) to help locals understand how they can benefit from 72 of the 73 incentives. From manufacturing and sustainability to creative and hospitality there are a number of incentives available at a 4% tax rate. In addition, nearly the entire island is an Opportunity Zone.

In 2023, the PRBTA and Puerto Rico government announced guidance clarifying that blockchain related activities, specifically, staking as a service is also eligible for the 4% tax rate.

Puerto Rico has become home to companies including DLTx, DARMA Capital, Graviton, Inc., BTC Media, and Pantera. The local Puerto Rican scene is just as fascinating and full of entrepreneurs, builders and creatives who have seized the opportunity to participate in Web 3, including Neftify, a gamefi startup, TattooScullzSociety, tattoo artist Juan Salgados NFT members, and the Alluring Peacock, an NFT fashion designer.

Puerto Rico Blockchain Week takes place in December after Art Basel Miami. Details can be found at www.prblockchain.org. To stay up to date on current meetups and events follow PRBTA on social media!

The Association was founded in the summer of 2021 by Keiko Yoshino and Giovanni Mendez. Ms. Yoshino, PRBTA Executive Director, is a public policy attorney with a background in economic development and local government. Mr. Mendez, an advisor to the Association, is founder of GEO Tax and is a leading authority on Act 60 and cryptocurrency in Puerto Rico.

“To me, running CryptoCurious is both a great privilege and a tremendous responsibility. Sharing this knowledge is incredibly important and doing so has given me the opportunity to connect with extraordinary individuals who genuinely want to use these tools for the betterment of our island.” – Shirley McPhaul-Castro

“I believe this “crypto movement”, which is just getting started, represents an opportunity for Puerto Ricans to feel empowered and gain some sense of control, something that we desperately need due to our socio-political circumstances, especially after the last five years since hurricane Maria in 2017. The drive, desire and “hunger” that I see from local entrepreneurs, tech startups and digital artists who now are “crypto curious” is not just noticeable, it’s exactly what we need.” – Shirley McPhaul-Castro

Keiko Yoshino, Executive Director
keiko@prblockchain.org

Shirley McPhaul-Castro, Director of CryptoCurious
shirley@prblockchain.org

[prblockchain](#)
[prblockchain1](#)
PRBTA

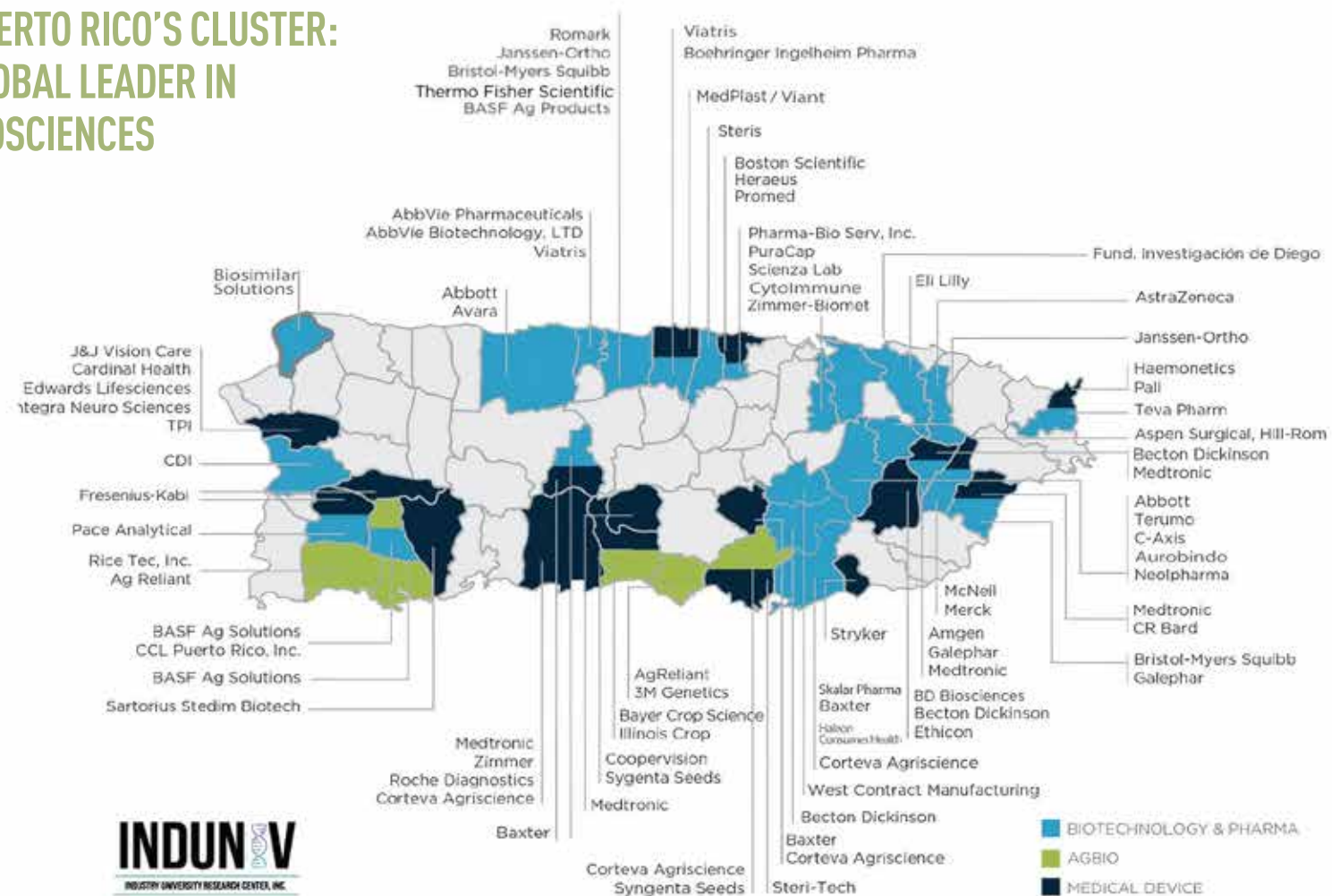
prblockchain.org



Puerto Rico offers a top-rated bioscience ecosystem, that for 60 years has successfully developed, transferred and manufactured biopharmaceutical, medical devices and bio-agricultural products with proven quality and business continuity that are distributed to over 120

countries. The Caribbean Island with a surface area of 9,104 km² has the highest density of bioscience companies in the world and is the largest US jurisdiction exporting bio-pharmaceuticals of any states, ranking in the top 5 countries that export the highest value of medicines in the world

PUERTO RICO'S CLUSTER: GLOBAL LEADER IN BIOSCIENCES



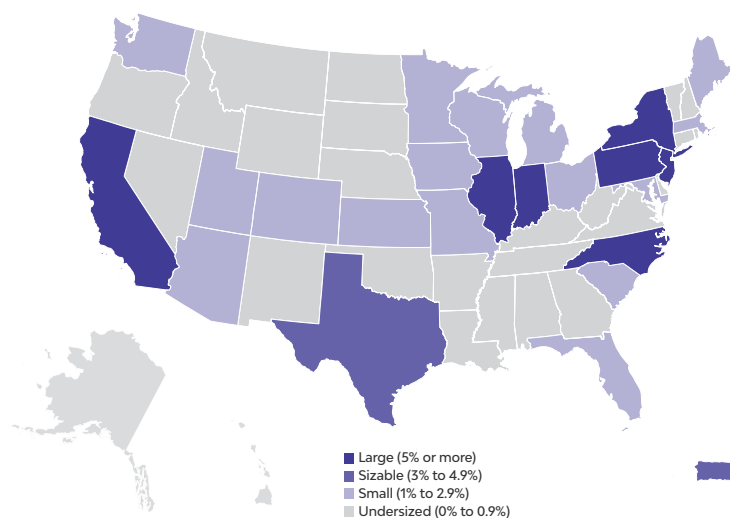
PR's, Bioscience Industry Map

With a 3.2 million population, the major economic sectors are distributed in 48% manufacturing, 21% services, 14% commerce and 8% financial with the other 9% distributed in other sectors such as tourism, government, and agriculture. Of the 48% manufacturing sector the pharmaceutical industry represents about 70% of the exports and about 1/3 of the government revenues.

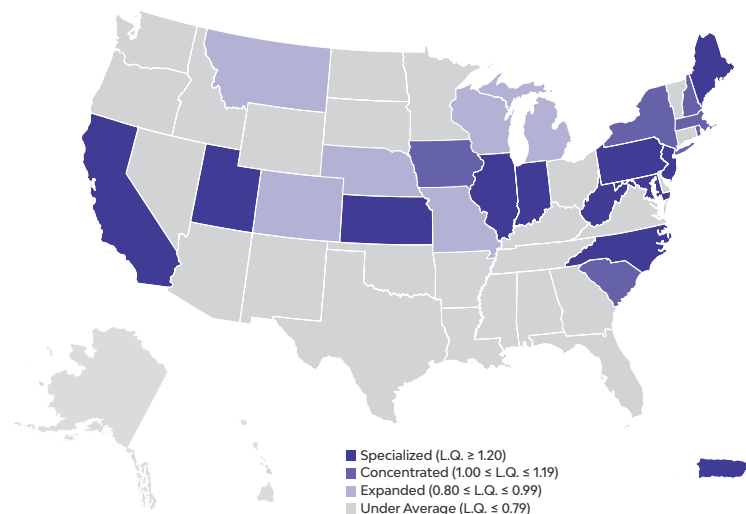
According to the BIO's TEconomy Report 2022 www.bio.org, Puerto Rico stands out as the only US jurisdiction that is specialized in 4 of the 5 biosciences subsectors that include pharmaceuticals, medical devices,

research, the testing and medical laboratories. While eight states have specialization in only three of the bioscience subsectors (Figure II). Puerto Rico has a sizable bioscience industry with a highly specialized employment concentration and a diverse set of industry strengths. Bioscience companies employed nearly 39,000 direct jobs in 2021 across 999 business establishments. Industry employment increased by 4.5% from 2018, with job gains contributed by three of the industry's five major subsectors. Puerto Rico is highly specialized in its employment concentration in the biosciences with a location quotient of 3.27 and a Pharmaceutical LQ of 6.75, this is in the top percentile of most of the US States.

State Share of Total U.S. Employment, 2021



Employment Concentration Relative to the U.S., 2021



Bioscience Industry Employment by State, 2018-2021 in the PHARMACEUTICAL SECTOR

Large States: California, New Jersey, New York, North Carolina, Illinois, Indiana, Pennsylvania

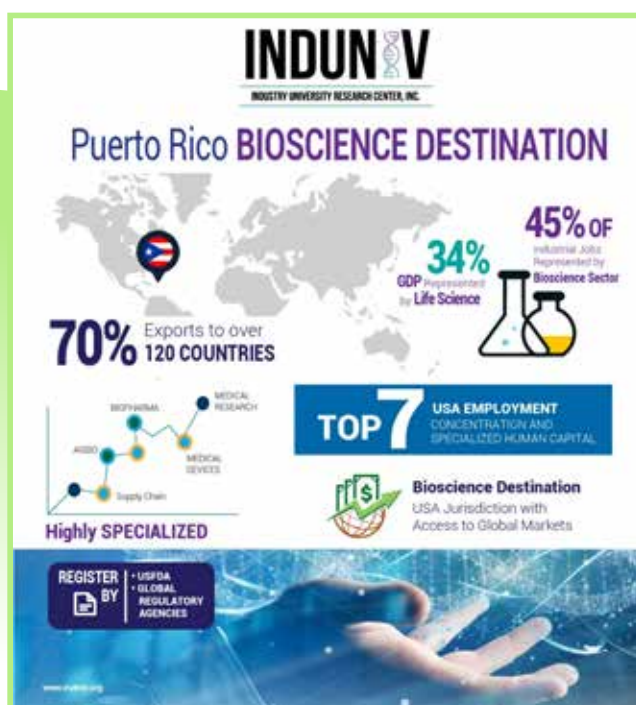
Sizable States: Puerto Rico, Texas

Specialized States: Puerto Rico, Indiana, New Jersey, Maine, North Carolina, Utah, Maryland, Illinois

Concentrated States: Rhode Island, New York, South California, New Hampshire, Massachusetts, low

Throughout the Puerto Rico's history the Island has demonstrated the intellect, creativity, discipline, adaptability, professionalism, and productivity of our workforce. During the 1940s the Rh blood factor was discovered experimenting with the Rhesus monkey colony in Puerto Rico. Nowadays we develop new products utilizing the latest technologies to produce medicines with small and large molecules, and Gene and Cell therapies moving Puerto Rico from the traditional plant breeding of

sugarcane in the 1940's, to today's technologies where gene editing is used to improve yields and nutrition in different environments. In advanced manufacturing, Puerto Rico achieved the 1st FDA approvals for the real-time release of products and large-scale continuous manufacturing for a product. These are some of the many examples of Puerto Rico's innovation. (Figure III)



Puerto Rico's Metrics



As you can see, to reach a position of leadership in the biosciences in a highly regulated environment took many years of preparation and changes in the sophistication of the economy, moving from the agriculture to the industrialization of the textiles industry to petrochemicals, electronics, medical devices and pharmaceutical. The island created experts that are exporting their knowledge to other regions of the world. Our universities established centers of excellence in different technologies in areas of the biosciences, engineering, computational sciences, electronics, energy, and aerospace among many others. The sophisticated construction industry has built multibillion dollars of biopharma infrastructure, including the Molecular Sciences & Research Center housed in a 154,000Sq Ft seven floor building with transgenic animal house for clinical research www.cicim.upr.edu.

Furthermore, the government of Puerto Rico www.ddec.pr.gov, has a strategic initiative to continue the development of the Island as a leading hub in the “Knowledge Economy”. It has invested significantly in the development of world class universities, research institutes and the establishment of strategic international research alliances fostering an entrepreneurial ecosystem around these research assets to realize significant gain with the creation of the Science Research and Technology Trust www.prsciencetrust.org. Since the next wave of

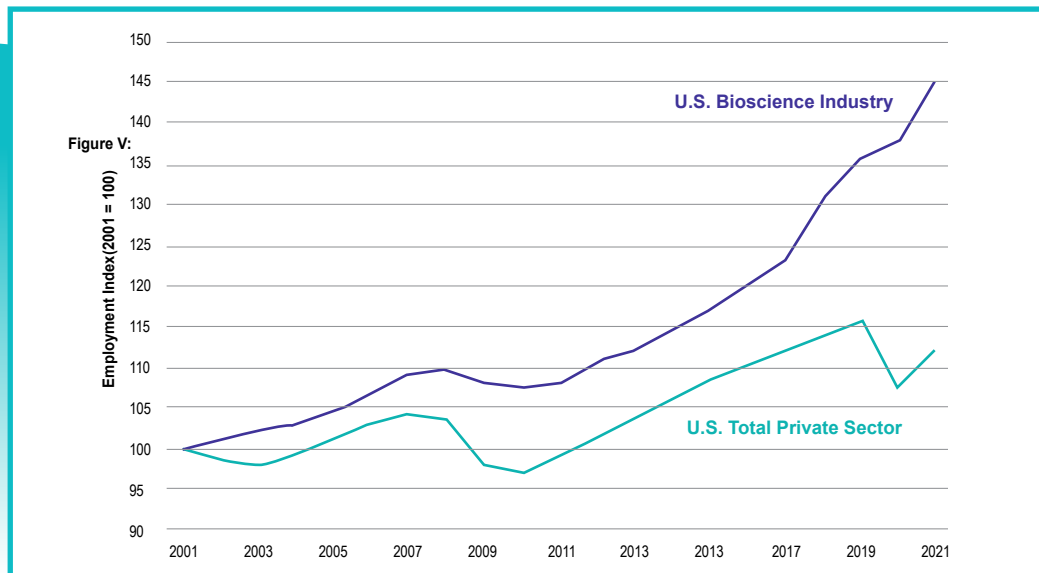
economic growth globally will be led by innovation and entrepreneurship, this is a key economic driver for the Island. One important element of this entrepreneurial ecosystem is the encouragement of faculty/student research driven entrepreneurship.

The INDUSTRY UNIVERSITY RESEARCH CENTER Inc. known as INDUNIV was founded in 1984 as the 1st Cluster in the US with the vision to enhance Puerto Rico’s status as the preferred location for new business opportunities through knowledge creation in the life sciences including pharmaceutical, biotechnology, medical devices, electronic, healthcare, and allied industries. This vision was to be achieved through the effective collaboration between and Industry, academia and government maintaining the strategic plans through political cycles www.induniv.org. Through the 38 years of operation, the non-for-profit organization has been supported by our members ABBVIE, AMGEN, AVARA, BAYER Crop Science, BD Biosciences, BLDM, BMS, CIC Construction Group, CAI, GSK, Johnson & Johnson, LILLY, MERCK, Overall Contractors, PRINCIPIA, PRO Quality Network, SKALAR, VIATRIS, and VOCES and our partners: DDEC, UPR, BIO, CSBA, PRSTRT, PIA, PRABIA, PRMA, and the PRCC. Thanks to our members and Partners, INDUNIV has been successful in supporting the growth of Puerto Rico’s Bioscience Industry, being recognized as a global leader.



According to the 2022 TEconomy Report, the nation's bioscience industry steadily grew during the last three years—a period which included the significant economic and public health challenges of the global pandemic—and by 2021 exceeded 2.1 million jobs in more than 127,000 business establishments spread across every state throughout

the U.S. Since 2018, bioscience employers grew their payrolls by 11 percent while the overall private sector experienced a net jobs decline of 1.5 percent, due to the steep job losses experienced during the initial pandemic wave and economic shutdowns of 2020



Employment Growth Trends for the U.S. Bioscience Industry and Private Sector 2001-2021

Source : TEconomy Partners analysis of U.S. Bureau of Labor Statistics, QCEW data; enhanced by lightcast (Duration 2022.3).



Ivan Lugo-Montes, Executive Director

In addition to the bioscience industry being the fastest growing sector of the economy, the public health emergency of the pandemic demonstrated the need to onshore and expand the research, development, and manufacturing of critical medicines, diagnostics, and medical equipment capabilities reducing the high dependency on Asia. Puerto Rico's highly specialized bioscience talent, fluent in Spanish, English, and cGMPs, with world-class incentives, a reliable transportation and logistics system, and rated in the top tier Location Quotient of 3.27LQ in total Biosciences and LQ of 6.75 in Pharmaceutica, makes the Territory of Puerto Rico the ideal location to onshore and invest in the Biosciences and allied industries. Due to its strategic location, Puerto Rico is also the ideal site to establish a national security stockpile depot of critical products required during a national health emergency.

For more information contact the author Ivan Lugo-Montes at <https://www.linkedin.com/in/ivan-lugo-2069396>

Ivan Lugo ilugo@induniv.org

induniv.org



Puerto Rico Science, Technology & Research Trust

PUERTO RICO SCIENCE, TECHNOLOGY & RESEARCH TRUST: ADVANCING INNOVATION AGENDA

The Puerto Rico Science, Technology and Research Trust (www.prsciencetrust.org) was established in 2004 under Public Law 214 as a private non-profit organization to encourage, promote innovation, transfer of commercialization, and the creation of hightech jobs in the technology sector. The PRSTRT® invest, facilitate and build capacity to continually advance Puerto Rico's economy and its citizens well-being through innovation-driven enterprises, science, research, public health and technology. With the vision that Puerto Rico is a globally recognized innovation hub.

There have been multiple challenges that the Trust and its programs have faced in the last decades of innovation and evolution. There is no doubt that these years have presented situations that require seeking new solutions. The pandemic was the latest push for adaptation, accelerating the adoption of technology and innovation at a rate that has never been seen before.

The interesting thing about crises is that they are the perfect scenario for innovation. There is no doubt that these years have presented situations that require seeking new solutions. A fascinating aspect of the projects,



The Catalyzer Grants edition of the Research Grants Program funded 10 researchers in 2022. Pictured: Andreica Maldonado, Grants Program director; Hon. Manuel Cidre, Sec. Economic Development of Puerto Rico; Julie Dutil, researcher; Eng. Lucy Crespo, PRSTRT's CEO.



Colmena66, a builder of the business ecosystem, presented the results of the report *The State of the Business Community in Puerto Rico*, which uses quantitative and qualitative data to inform what entrepreneurs undertake as they continue the entrepreneurship roadmap.

and undertakings that are born from the crisis is that, although they first address local issues, the problems they seek to solve are global. Since 2015, the organization has been led by Eng. Lucy Crespo, its current Chief Executive Officer. Crespo, an executive with extensive experience in the technology industry, served as General Manager of Hewlett-Packard Puerto Rico for the Entrepreneurial Business, for 31 years. Graduated in Industrial Engineering from the University of Puerto Rico, Mayagüez Campus, and Kellogg's Graduate School of Management at Northwestern University, Crespo directs the Trust's mission to invest, facilitate and build capacity to continually advance Puerto Rico's economy and its citizens well-being through innovation-driven enterprises, science, research, public health, and technology. All this with the vision that Puerto Rico is a globally recognized innovation hub.

The employees and collaborators of the Trust have adapted to the new remote virtual work and living environment and have transformed the delivery and deployment of existing programs to a mainly virtual format, embracing innovation. "Making this digital transformation possible has required a lot of commitment from our team, in addition to betting on cutting-edge platforms and applications, along with a solid cybersecurity framework, policies, and processes," stated the Trust's Chief Information Officer, César Piovannetti.

It would be practically impossible to enumerate all the achievements of the PRSTRT's programs Trust in almost two decades of work and dedication. However, some of the impact metrics in the strategic pillars of entrepreneurship, research and development, and public health are good examples of the scope and impact of the innovation of this organization.



The Forward Research Summit is the principal research & innovation annual event led by the PRSTRT.



PRSTRT's Executive Team: Doira Díaz Esq, General counsel & Administrator; Eng. Lucy Crespo, CEO; Gilberto Márquez, Chief Financial Officer; Jerry Meléndez, Chief Facilities Management Officer; Lupe Vázquez, CCMO; César Piovannetti, CIO.



The Forward Center, a second building construction at Science City, will be ready at early 2023.



The Innovation Center is PRSTRT's main headquarters, located at San Juan, Puerto Rico.



Parallel18 has accelerated more than 300 startups since its creation in 2015.

ENTREPRENEURSHIP PILLAR

Colmena66, the Trust entrepreneurial ecosystem building program, throughout the years, has improved its offering and is consistently ranked among the top SourceLink Affiliate. Colmena has received 11,716 searches in its interactive web directory, has increased the resource partners to 260, has managed to keep 3072 entrepreneurs connected and issued 3072 referrals to provide support and guidance.

In the case of Parallel18, a global accelerator program that provides grants, mentoring, and business connections and investment to entrepreneurs from Puerto Rico to the world, they have managed to accelerate 336 companies with more than 620 jobs created since its inception in 2015. This past year, they had 60 participating startups and reached \$12,700,000M granted in grants. They grossed \$189M in total revenue, of which \$21.6M was local. 85% of companies continue to operate. The investment raised by Parallel18 alumni sums \$189M of which \$21.6M is from local companies.

RESEARCH & DEVELOPMENT PILLAR

As for the Research and Development pillar, the numbers speak for themselves. The Research Grants program awarded \$13,549.478M in grants to 113 researchers. In addition to achieving an impressive ROI of \$33,121,672M more than 300 students were impacted, and more than 96 proposals were peer-reviewed.

Regarding patents, there were 60 patent applications from researchers, and 39 patents were obtained by researchers. Eight companies were founded by fellow researchers and 18 SBIR/STTR proposals were awarded to fellow researchers. A total of 294 abstracts were received in this historic period.

For its part, the Technology Transfer Office continues to increase Puerto Rico's intellectual property marketing efforts. In 2022 this program in partnership with Universidad Central del Caribe, Ponce Health Science University, Universidad de Puerto Rico, Universidad Politécnica de Puerto Rico, and Sistema Universitario Ana G. Méndez, deployed a pilot program, called "EnTRUST", to

develop and deliver educational content, programs, and resources to increase the participation of researchers and inventors in Hispanic Serving Institutions. More than 26 disclosures were evaluated, 23 of which were from an inventor. Six new patents were filed and three were granted. The commercialization of more than 27 technologies from its portfolio was achieved and four license agreements were closed.

Also, in the Research and Development pillar, just five years after the Puerto Rico Consortium for Clinical Investigation was founded, the program grew to 29 members/clinical research sites in Puerto Rico with more than 116 doctors and researchers incorporated in universities, hospitals, family practices and specialized research centers throughout the island, covering more than twenty therapeutic areas.

They brought more than 300 clinical trial opportunities to the island and executed 19 clinical trials during the last quarter in the areas of COVID-19, oncology, infectious diseases, pulmonology, cardiovascular, and dermatology. In addition to giving two training sessions for clinical research coordinators. A solution for long COVID-19 has been launching the Puerto Rico Patient Registry Network by rolling out DACIMA a patient registry platform for COVID-19 and other diseases, including a comprehensive patient education campaign.



The Center for Tropical Biodiversity is an effort to advance and develop products derived from Puerto Rico's unique ecosystems. Pictured here is *Elutherodactylus juanariveroi* (commonly known as Coquí Llanero), the latest species of coquí to be discovered. The CTB has partnered with scientists in UPR Humacao for the identification of chemical compounds made by this amphibian to protect its eggs.

PUBLIC HEALTH PILLAR

The Trust has played a leading role in Public Health, staying at the center of the current events that have impacted the island. In its third year of operation, the Puerto Rico Public Health Trust (PRPHT), continues to strengthen its role as a trusted advisor in the health sector in Puerto Rico. Working with the Puerto Rico Department of Health, and private entities, the program continues to advise on how Puerto Rico should address the COVID-19 pandemic and advance the mission of promoting and improving public health initiatives based on evidence, and provide ways to improve the economy in Puerto Rico. The PR Science Trust, through its public health programs, also saw and facilitated the increased use of technology in healthcare areas such as telemedicine and telehealth in the healthcare areas.

Also highlighted under the P.R. Public Health Trust is the expansion of the Community Health Promoters Program, which began a collaboration with the Medtronic Foundation in six communities and will now be deployed in 20 additional communities in Puerto Rico, including Vieques and Culebra. As if that were not enough, they have begun the implementation of the new PR COVID-19 Variant Surveillance initiative, which will enable Puerto Rico's genomic surveillance capabilities and allow it to better address COVID-19 variants. The Trust will also host the Puerto Rico Surveillance Consortium to unify dispersed surveillance efforts.

The Puerto Rico Vector Control Authority (PRVCU) expanded its mosquito surveillance efforts to historical dengue virus in Puerto Rico to reduce the risk of outbreaks. These were expanded to more municipalities, and a new super trap pooling method was implemented, resulting in increased testing capacity producing higher volume at a lower cost. Now their coverage includes the U.S. Virgin Islands, and they offer laboratory services to the Marshall Islands.

To amplify these types of efforts, a Vector Management Association was created to bring together interest groups in the field and provide up-to-date information and training on vector control practices. The Association currently has more than 100 members.

The Trust as an organization and brand has earned the respect and recognition as a reference organization that constantly and continuously



The Puerto Rico Vector Control Authority (PRVCU) expanded its mosquito surveillance efforts to the dengue virus in Puerto Rico to reduce the risk of outbreaks. These were expanded to more municipalities, and a new super trap pooling method was implemented, resulting in increased testing capacity producing higher volume at a lower cost.



works and evolves in favor of the development and growth of Puerto Rico. The Trust proudly celebrates 18 years of achievements by doing what it does best: investing, facilitating, and building capacity to continually advance Puerto Rico's economy and the well-being of its citizens. The bar is very high, and the plan is to continue promoting companies driven by innovation, science, and technology in the areas of entrepreneurship, public health, and research and development and to continue celebrating new projects and programs with important impact metrics for the country, guided by innovation.

As an optimistic person, I am always looking for those opportunities within the challenges we face. The commitment and passion of the leadership, associates, and Trustees of the Puerto Rico Science, Technology, and Research Trust are outstanding within our programs and the stakeholders we support. It's impressive how the Trust has incorporated innovation and technology into all our programs to deliver on our mission."

— Eng. Lucy Crespo, PRSTRT CEO.

**Puerto Rico Science,
Technology and Research Trust**
Physical Address: Road #21, Bo.
Monacillos, Río Piedras, San Juan, P.R.
787-523-1592
info@prsciencetrust.org

PRScienceTrust1
PRScienceTrust
FideicomisoTV

prsciencetrust.org

CHAPTER THIRTEEN

ACCESS TO CAPITAL



*“Puerto Rico is an innovation leader with
an expanding business ecosystem.”*

— LUCY CRESPO





EMPOWERING BUSINESSES TO ACCELERATE THEIR FUTURE

The one-stop shop for local businesses on the move. Whether the business is looking to expand, diversify, restructure, acquire, or a sale, Bluhaus provides the financial advice and capital solutions to execute its plans.

Founded in 2014 by Eduardo Inclán, Alberto Toro and Waldemar González, Bluhaus Capital is a Puerto Rico-based financial advisory and investment management firm. The firm's advisory practice grew as a natural continuation of the founders' investment banking careers. Bluhaus takes a "customer centric approach" to engagements, where clients benefit from the firm's wider scope, while focusing on the specific requirements of a transaction. Bluhaus' advisory client roster is weighted toward institutional clients but is notably shifting toward small and medium sized businesses as the firm has become more focused on its Small Business Investment Company Fund entity.

The long recession made evident the need for new forms of capital to stabilize and grow local businesses, which require capital to expand, consolidate, and/or enable ownership rejuvenation. The Puerto Rican economy continues in the process of receiving a significant funding injection from Federal Aid due to Hurricane María, the Covid-19 pandemic, among others. This additional funding is a boost to most sectors of the economy, generating a positive business sentiment and driving a notable resurgence of financial transactions activity.

Puerto Rico businesses, after having slogged through the last 15+ years of economic recession, have proven their resiliency, and with a rising economy are, in many cases, attractive investment opportunities.

Businesses have also forcibly become more operationally efficient.

In April 2020, in the midst of the COVID-19 Pandemic, and after a long licensing process, Bluhaus, through the Bluhaus Small Business Fund ("BSBF") became the first Small Business Investment Company ("SBIC") based in Puerto Rico in the last 30 years.

An SBIC is a privately owned and operated limited partnership licensed and regulated by the U.S. Small Business Administration (the "SBA"). The SBA encourages the creation of SBICs by qualified investment professionals and managers to increase the flow of investment capital to small independent business concerns. Many prominent U.S. companies have been the beneficiaries of SBIC financing, including, among others, Apple Computer, Federal Express, Intel Corporation, Staples, America Online, Sun Microsystems, Sybase, Callaway Golf and Outback SteakHouse.

Puerto Rico presents a compelling opportunity for an SBIC Fund. Capital availability deficit vs. other jurisdictions, commercial banks forced to reduce available credit, low asset prices, proven resilient businesses, and emerging alternative capital vehicles are some of the present factors that support the development of a Puerto Rico focused SBIC Fund. Additionally, capital is necessary for the sustainable growth of family-owned businesses, as well as the growth of firms in the tourism, healthcare, energy and agricultural sectors. An emerging entrepreneurial class of young Puerto Rico-based business owners and the human and financial capital attracted by the Act 60 tax incentive law also supports the presence of these types of alternative investment vehicles.

BSBF \$60 million fund has invested over 60% of available funds in eight companies to date, supporting over 800 permanent full time equivalent local jobs. Both the firm's SBIC-fund and direct investments are industry agnostic. Past transactions have been focused on industries such as healthcare, financial services, logistics, construction, and tourism.

The firm's advisory referrals and pipeline provide an important portion of the investment opportunities for the SBIC-fund as well as direct investments that the firm has closed on. An example is the acquisition of East Island Excursions in 2015. Today, East Island Excursions, directly overseen by Bluhaus, is the largest nautical tourism company on the Island, operating eight vessels supported by 80+ employees. With tours



departing from the eastern coast, southern coast, and the San Juan Bay area, Bluhaus' vision for the company includes an aggressive expansion plan for the next five years – in the water and on land.

Bluhaus supports the creation of additional third-party locally managed fund vehicles. The growth of the private equity-private lending sector will help consolidate BSBF and other participants as a mainstream capital partner alternative. Bluhaus, through BSBF and future platforms, strives

to continue to fuel incremental economic activity and support businesses in Puerto Rico and abroad through the complete growth cycle. Target for the Bluhaus team is for the launch of BSBF II in 2023.

BluHaus Capital

bluhauscapital.com



MORRO VENTURES

Morro Ventures is Puerto Rico's leading early-stage technology investment firm that provides the driving capital behind the young companies and founders that are spearheading innovation on the island.



Allison Kern, Partner

Launched in 2018, Morro Ventures is Puerto Rico's first early-stage technology-focused VC fund that invests across Latin America and the Caribbean to capitalize on the robust opportunity set while promoting entrepreneurship on the island. Morro Ventures was founded under the auspices of Advent-Morro Equity Partners, the long-standing premier private equity firm of Puerto Rico. Co-founded by Cyril Meduña, Founder and Managing Partner of Advent-Morro, and Allison Kern, a venture investor from New York, Morro Ventures provides an institutional investment framework to the nascent, early-stage investment community on the island.

The Puerto Rico startup ecosystem has expanded rapidly over the last decade through support from local government-funded initiatives, non-profit organizations, and educational programs. As a result, entrepreneurship has grown in prevalence and capital providers like Morro Ventures have entered to facilitate the next stage of company development.

From inception, Morro Ventures has been a close partner to complementary startup organizations in Puerto Rico, dedicating time,

resources, and capital to young companies and local founders. To date, Morro Ventures has built a portfolio of 16 companies, with companies based in or with strong ties to Puerto Rico. Morro Ventures I, our current fund, will have 25 to 30 portfolio companies, and by mid-2023 we will have started fundraising for Morro Venture II, with a continued focus as a long-term capital partner of the early-stage startup community in Latin America and Puerto Rico.

From initial conversations, Morro Ventures works with founders and companies to provide not only capital but guidance and strategic network connections to drive the company's ultimate success. Different from more curriculum-based programs, Morro Ventures is geared to be a long-term partner, through successive funding rounds and ongoing corporate support.

Of its existing portfolio, Morro Ventures is proud to report significant growth and subsequent equity financings from investors outside of Puerto Rico, which has led to greater recognition of Puerto Rico as a fertile environment for company development and investment. A primary goal of Morro Ventures' investment thesis is to build



Cyril Meduña, Partner

a diverse portfolio of early-stage companies with an expanded geographical footprint, allowing it to unite and connect local startups with complementary peers from the greater Latin American region. By leveraging a pan-regional network, the companies within the Morro Ventures portfolio have ready access to new expansion markets, facilitating talent hiring, capital raising, and customer acquisition.



José Tomás Echeverría, Senior Associate

With headquarters in Old San Juan and regional offices in Chile Morro Ventures plans to raise and invest successive funds in companies across Latin America and the Caribbean and become a high-esteemed player and essential component to Puerto Rico's multi-generational success as a hub for innovation and investment.



"Puerto Rico's burgeoning entrepreneurial ecosystem provides the perfect environment for an emerging early-stage fund. It's been especially exciting that our organization has grown alongside the companies in which we invest."

— Allison Kern, Partner.

"Puerto Rico provides the perfect components for the acceleration of innovation and company development – a young, educated population supported by public and private organizations that, with capital, can upend traditional industry that was previously loath to change."

— Cyril Meduña, Partner.



Morro Ventures
info@morroventures.com
morroventurespr
MorroVentures

morroventures.com

An aerial photograph of a coastal city, likely San Juan, Puerto Rico. The image shows a dense urban area with many colorful buildings (blue, yellow, orange, and white) along the coast. A large, historic building complex with multiple courtyards is prominent in the foreground. The ocean is visible on the left, with waves crashing against the shore. The sky is blue with some clouds.

CHAPTER FOURTEEN

FUTURE CITIES & COMMUNITY DEVELOPMENT

An aerial photograph of San Juan, Puerto Rico, showing a dense urban landscape with colorful buildings, a large harbor with several cruise ships, and a body of water in the background under a cloudy sky.

*“Investing in Puerto Rico is a premise
of hope and progress.”*

— FRANKIE MIRANDA



THE HEART OF THE GOLDEN MILE

To create a corporate campus that would redefine Hato Rey as a center of urban movement. That is the vision that Banco Popular de Puerto Rico, Puerto Rico's leading financial institution dreamt up years ago for Popular Campus, a \$300 million expansion project that will centralize a significant portion of our operations.



We broke ground on Popular Campus in the Summer of 2022, beginning construction on our new facilities that will serve as a competitive tool to develop, retain, and attract the best talent and to better serve clients.

“We are committed to Puerto Rico and its potential, and we understand that an important part of the economic recovery comes from bold projects such as this one. We expect our campus to further transform Hato Rey into a center of urban movement, offering a wide variety of amenities to our employees, customers and visitors,” said Ignacio Alvarez, President and CEO of Popular.

This project will be a milestone of Popular’s continuous growth in Hato Rey, the center for business in Puerto Rico’s Metropolitan Area. In 1965, Popular advanced the development of Hato Rey by establishing its first building in the area - Popular Center.

Over five decades later, Popular Center still stands as the headquarters of the financial institution. Its position will remain unchanged as the construction of additional buildings will bring Popular Campus to completion.

Next to Popular Center, a new building will feature 10 floors of new office space, a new Training and Development Center for employees, a food court, gardens, and parking for 500 cars, among other offerings. The building’s upper level will include a 126-room hotel.

Across the Muñoz Rivera Ave. from Popular Center, a second building will be constructed, which will include a wellness center and a gym for employees, a supermarket, and nearly 800 parking spaces.

“After many years of planning and preparation, this project is finally a reality. We believe in the importance of a development like this, not only for Popular and the Hato Rey area, but for all of Puerto Rico. Popular Campus will become part of our legacy and a reflection of what we as a people can achieve,” said Richard L. Carrión, Chairman of Popular’s Board of Directors.

The Popular Campus design is a collaboration between the firms of Perkins Eastman, New York office, and V Architecture, based in San Juan, Puerto Rico. Both firms are recognized for the variety of large-scale and iconic projects they have completed.

The new buildings were designed with careful consideration of the environment and will be developed following the sustainability guidelines to obtain Leadership in Energy and Environmental Design (LEED) certifications from the US Green Building Council.

The project is expected to be completed by early 2026.



*Richard Carrión,
Chairman of Popular’s
Board of Directors
and Ignacio Alvarez,
President and CEO
of Popular Inc.*

Popular Inc
popular   
popular.pr 

popular.com



POPULAR AND PUERTO RICO: BANKING ON THE ISLAND'S FUTURE

Popular is an intricate part of Puerto Rico's history. We are the longest serving and the largest financial institution on the island, and a top 50 U.S. financial institution by assets. We play an important role in Puerto Rico's economy, and we have supported its communities for over 130 years by being a source of capital and solutions for our customers' needs.

"Popular has always been an agent of change," says Ignacio Alvarez, President and CEO of Popular. "Since our inception in 1893, Popular has been committed to a secure, accessible and efficient banking system for Puerto Rico. Throughout our history, we have continued to invest in Puerto Rico because we believe in our customers and the communities we serve. Our adaptability and effectiveness to tackle problems with creative and well-thought-out solutions are what has made us the Island's benchmark institution."

Popular's pioneering spirit has made us a champion of transformative change that has left a legacy in Puerto Rico. Below we highlight but a few examples—past and present—of our indelible mark on Puerto Rico.



- We were the first to offer personal and housing loans, making it possible for many families to own their own homes
- We have developed a technology infrastructure that allows us to design our own banking apps, and continuously stay on top of tech and digital offerings, such as being the first bank in Latin America and the Caribbean to integrate Samsung Pay and Android Pay
- We offer personalized wealth management services through Popular One for customers to manage their personal banking, financial planning, investments and insurance needs
- We are embedded in the lives of our communities, motivated by our commitment to economic development, education and the environment, with over \$60 million invested through Fundación Popular in the past four decades

We live in a world of constant change and new possibilities. Customers want innovative services and digital convenience, yet they cherish personal relationships and expertise. The younger generation of employees expect a dynamic workplace that offers career growth, openness and access to new technologies, and new ways of collaborating. Communities seek economic opportunities that can improve their quality of life and build on their local assets.

Our vision of the future is rooted in driving economic opportunity, social progress and environmental sustainability. To fulfil this vision means constantly changing and adapting to support our customers and meet their current and future needs. This commitment includes enabling personalized digital banking outside of the branches, striking the right balance with tech-optimized in-person service at the brick-and-mortar sites, and keeping the operations environmentally conscious. And as one of the largest private employers on the Island, it means investing in our people and building the workforce and workplace of the future.

LOOKING TOWARDS THE FUTURE

Being there for customers is a big part of Popular's DNA. By anticipating their needs, being a trusted financial partner that is embedded in their lives and simplifying the way customers conduct their financial transactions, we're providing a consistent omnichannel experience. The value of being a part of customers' financial and life milestones—banking, mortgage, car, college, business, retirement, etc.—is the ultimate driver of the company's push for innovation.

For Javier D. Ferrer, Popular's COO, this omnichannel approach goes beyond the digital world.

"Customer experience has to be both excellent and consistent across all channels, so that our clients engage with their finances as they choose. If our customer prefers to resolve an issue over the phone, or stop by a branch, or online, we will meet them wherever they prefer. That's the future, optimal digitalization and personalization. Every channel needs to be functional, competitive and bring value to our customers," says Ferrer.

For each of those channels, experience, convenience and speed are a must. A personalized journey that enables each customer to interact with the bank in the way they want is the key to maintaining a strong connection with them. Built on service, powered by technology.

Camille Burckhart, Executive Vice President for the Innovation, Technology & Operations Group is one of the executives leading the charge towards a personalized omnichannel experience. One of the challenges Burckhart's team is constantly tackling is remaining responsive to the needs and styles of the different or changing demographics.

"True to our core values, being equitable and accessible means, you have to design with everyone in mind. By constantly listening to what our customers need, we're forced to break away from biases and instead employ methods that benefit everyone," says Burckhart.

With the largest branch network on the Island, Popular's trust in the future of Puerto Rico is undeniable. We are a landmark institution that has remained a trusted pillar in every community in the wake of natural disasters and macro-economic changes. Today, as Puerto Rico consolidates its economic recovery and enjoys a budding renaissance led by entrepreneurs, innovators and cultural figures, Popular continues to play a key role in the Island's vibrancy.



COMMITTED TO OUR PEOPLE

Popular is one of the largest employers in Puerto Rico, with a workforce of over 8,000 employees. Serving approximately two million customers on the Island is no easy feat and is made possible by our employees' commitment. Proudly referred to as Nuestra Gente—Our People—our employees are rightly considered the company's greatest asset, and we're committed to their wellbeing and development, continuously investing in their success.

To serve the interests of a diverse team, we emphasize inclusion through Employee Resource Groups (ERGs) for members of the LGBTQ+ community, women, and employees with disabilities, among others.

Women make up two-thirds of Popular's workforce, and we proudly offer benefits and resources to support their careers. The company has been recognized by Great Place to Work® as one of the 15 best workplaces for women in the Caribbean and Central America and has been a vocal advocate for ending gender-based violence, establishing corporate policies to help employees going through domestic abuse.

COMMITMENT TO MAKING A DIFFERENCE

"Our business provides a powerful platform to make a difference in the lives of our customers, colleagues, communities, and shareholders, a privilege and responsibility we take very seriously," says Ignacio Alvarez.

As a financial institution with significant market presence in Puerto Rico and the U.S. and British Virgin Islands, as well as operations in Florida, New York and New Jersey, it is incumbent upon us to do what is within our power to be a part of efforts to mitigate the effects of climate change and extreme weather on the communities where we do business.

Part of that commitment includes a plan to upgrade branches with solar panels, electric vehicles (EV) charging stations, and more ecologically friendly and efficient equipment. Other efforts include a revision in our commercial credit policy to include potential social and environmental impacts.

We've also completed the construction of a combined heat and power generation system in two of our main buildings, enabling us to consume less fuel and reduce our carbon dioxide emissions. To further reduce the environmental footprint of our regular banking operations, we continue encouraging clients to maximize the use of digital channels, reaching over 1.2 million active e-statements.



CORPORATE COMMUNITY INVESTMENTS

Popular's corporate community investments totaled \$11M in 2021, including corporate donations, programs to promote financial inclusion and entrepreneurship and philanthropic contributions through Fundación Banco Popular, and Popular Foundation, the corporate foundations in Puerto Rico and the mainland U.S. Since 1979, Fundación Banco Popular has invested over \$60M in organizations and programs that specialize in:

- Social investment
- Musical talent development
- Collaboration and social innovation
- Student support
- Disaster relief



CONSTANCY THROUGH CHANGE

Throughout our history, Popular has maintained its strength by being open to change. We know that there is always something we can do differently to better serve our customers, expedite processes, leverage technology and empower employees.

As an organization, it is important to evolve, grow, learn from mistakes and challenge ourselves to do better. As we strive to make ourselves ever relevant to the times, we must stay true to our values, maintaining the trust of our customers and remaining close to the communities we serve. It will require new ways of thinking and working.

In 1893, Banco Popular de Puerto Rico filled a void by creating a bank that aimed to serve the people of Puerto Rico and investing in the Island's future. Each of us has a role to play to sustain this commitment and approach each day as an opportunity to have a positive impact on the lives of our clients, colleagues, and all the communities we now serve. "We strive to remain an essential force for better and stand ready to build on our leadership position and leverage the momentum achieved

in the past decades, as we continue to serve our customers, care for our colleagues, support our communities and deliver value to our shareholders," concludes Alvarez.

"We are helping, financing and advising the next generations of Puerto Ricans and those who see an opportunity to grow and develop on the Island. We're the bank of choice for many here because we know the customer, we know the market, we're committed to the community and we continuously strive to make our services accessible to anyone, anywhere. That makes us a benchmark," says COO Javier D. Ferrer.

INNOVATION IS PART OF POPULAR'S DNA

Here are just a few examples of innovation throughout Popular's 130-year history.



Bank-on-Wheels: During the 1950s, a revolutionary plan was conceived to make Banco Popular accessible in every town on the Island that was lacking banking services. Bank-on-Wheels (Banco rodante in Spanish) was born, and fleet of buses equipped with a counter featuring a teller window, a safe, air conditioning and electrical and telephone connections were commissioned. For almost two decades, they expanded into areas where no other bank was operating.



ATH (A Toda Hora / At All Times): While other banks were relying on IBM-provided technology for the ATM systems, Popular hired a small company to give computing power to the branches. In 1984, the team put smart ATMs—called ATH—that depended on a centralized brain integrated into the operation. Popular was not the first in Puerto Rico to have the system, but was responsible for massifying the ATH adoption throughout the Island.



Digital banking: Popular kept up with advancing technology, launching MiBanco app in 2012 so iPhone and Android users could access an array of services from their phones. In 2014, Popular partnered with Evertec and launched ATH Móvil, a then exclusive instant money transfer app now compatible with over 80 financial institutions. Both applications have since surpassed 1 million users.



Popular Inc
popular   
popular.pr 

popular.com



FOPR, SEEDING THE FUTURE?



Café Ama Love is produced at Panorama Farm in Las Marias, PR

Since 2015, based in Washington, DC, Friends of Puerto Rico, a nonprofit social impact organization, has focused its objectives on mobilizing a network of partners to accelerate economic opportunities for the people of Puerto Rico.

This organization collaborates with economic development through different business initiatives, as well as education and the creation of opportunities for women and children through a network of resources and enterprises focused on sustainability and self-sufficiency for its people and the Puerto Rican communities around the United States.

Endless possibilities for help within the corporation

Founded in 2015, Friends of Puerto Rico has different branches that work hand in hand with the company. Each one fulfills the same objective as the organization but in a diversified way: to go further and with a more particular and personalized approach. Below are the programs or associations related to Friends of Puerto Rico:

Café Ama Love, coffee with a purpose.

Café Ama Love is the entrepreneurial support of our other project, SEEDS. It serves to accelerate the entrepreneurial spirit of the Puerto Rican youth. Through their program, they sell Café Ama Love. 100% of the proceeds go towards the funding, financing, and development of their small businesses.



SEEDS, sowing young entrepreneurs.

This program aims to provide educational support and seeks to develop the entrepreneurial minds of young students between 9 and 13 years old. Through SEEDS, it has been possible to promote the development of more than 25 businesses launched by students thanks to the SEEDS 2020 Youth Entrepreneurship Program. During the second semester of that year, SEEDS students managed to launch their small organizations. Behind these achievements is the





collective effort of curricular training, mentors, teachers, parents, and the Café Ama purchases with which children learn and practise their knowledge, and the collaborating partners of Friends of Puerto Rico.

Metro Women's Business Center, promoting successful women made in Puerto Rico.

This program focuses on the future of entrepreneurial women of the island. It's promoted, and partially funded by the Small Business Administration (SBA).

Metro Women's Business Center (MWBC) serves as a hub to access the tools, capital, knowledge, and networks to create a supportive environment where women and the local community can develop their ventures, providing comprehensive training in the metropolitan area of Bayamón. MWBC offers essential resources to women entrepreneurs wherever their business process lies, supporting them from the conceptual stage to its inception. Additionally, it supports established women's companies in maximizing the growth potential of their existing corporations.

Aguadilla Business Center, the Networking Hub of the West

Aguadilla Business Center (ABC) is a co-working space that serves as an innovation center for new businesses, consolidated ones, and local non-profit organizations in the north west area of the island. At a distance of only 10.5 Km or 20 minutes from the Rafael Hernández Marín International Airport, ABC has a spectacular view of Aguadilla Bay and a terrace where you can feel the Caribbean breeze while working and enjoying the relaxing view. It also has six private offices, shared spaces, and several conference rooms besides the services of reserved parking for visitors, high-speed internet, unlimited Café Ama Love, mail service, printers & scanners, video conferencing, physical business address, virtual mailbox, mail management and handling, IT and support, business advising, and networking opportunity.

Our mission at Friends of Puerto Rico is to support economic development through entrepreneurship, and ABC is the hub to make it all happen as well make co-working accessible to anyone who wants and needs it. Our focus is to continue developing the western area's economy in a sustainable way through the support, training, and services offered at ABC.

Friends of Puerto Rico
friendsofpuertorico  

friendsofpr 
friends-of-puerto-rico 

friendsofpuertorico.org



MORE THAN WORDS: INNOVATING OUR WAY TO A STABLE, PRODUCTIVE AND SELF-SUFFICIENT PUERTO RICO TEN YEARS OF COMMITMENT AND PROGRESS.

Founded in 2012, ConPRmetidos is a female-led non-profit that is proving that Puerto Ricans can build a global model of community-driven success. By harnessing the talent and energy of individuals, organizations and the private sector, in Puerto Rico and abroad, ConPRmetidos consistently supports the most impactful grassroots organizations while breaking new ground with original projects aimed squarely at critical socio-economic challenges facing our island.

In 2012, a group of young Puerto Ricans, concerned with the island's mounting challenges, realized that the government was simply not able to resolve them all. They, as citizens, would need to play a more active role and take their place as part of the solution.

ConPRmetidos was born as a movement that engaged Puerto Rico's dynamic diaspora and global allies in activating their commitment to the island's economic development via direct connections to and mentoring of Puerto Rican businesses and entrepreneurs.

In 2017, in the aftermath of hurricanes Irma and Maria, the capacity of ConPRmetidos' networking over the previous five years became clear: over \$3 million was quickly fundraised to support immediate relief and long-term recovery for communities and businesses devastated by these storms.

As thousands of volunteers, millions in donations, and billions in federal funding commitments began to rain down on Puerto Rico, ConPRmetidos surveyed the landscape and recognized two foundational factors that have helped guide its decisions and actions since:

1. Puerto Rico is much more than the San Juan metropolitan area. For Puerto Rico to truly recover, investments in resiliency and capacity must extend island-wide.
2. True resiliency and sustainable capacity cannot progress if only addressed in the aftermath of tragic storms. Long term planning and investments in the non-profit sector are needed so that the breadth of Puerto Rico's challenges and opportunities can be better identified and targeted.

ConPRmetidos' role had begun to evolve, starting with the 2018 launch of the Collaborative Impact Grants (CIG) program, which established that



ConPRmetidos' support of grassroots non-profits would not be limited to financial aid only. The CIG framework provides a mix of funding, technical support, and/or mentoring to community-based organizations to help them launch and manage economic and educational development projects over longer horizons.

Via CIG, ConPRmetidos has committed more than \$3.5 million in over 50 organizations active in every municipality across the island, delivering over \$24 million in economic impact, a multiplier effect of 8x. Some of the organizations that have received direct, recurring support from ConPRmetidos are PROCAFE, Mumas, Vieques Conservation and Historical Trust, and PAYE, among many others.

In 2020 ConPRmetidos returned its attention to one of its founding purposes: engaging Puerto Ricans abroad towards the island's economic development. Various sectors, such as finance, pharma, and tech, were showing signs of sustained growth but fifteen years of economic



recession had driven almost 15% percent of the island's population to emigrate to the U.S. The skilled talent to fill available jobs was no longer in Puerto Rico.

ConPRmetidos' response was to launch El Comeback in 2021, a wholly original program aimed at the retention and attraction of the professional talent Puerto Rico needs in order to power the sectors that will drive growth. Over 2,000 experienced professionals living abroad, most working in these target sectors, have registered with El Comeback, generating over 940 candidate referrals to 40 Puerto Rican companies to date.

As 2022 comes to an end, ConPRmetidos is doubling down on what has worked, increasing its CIG funding commitments and adding capacity to better manage the needs of our grantees, and leveraging a grant from the Economic Development Agency to take El Comeback to the next level and supercharge the pipeline of talent choosing to stay in or return to Puerto Rico and help drive its development forward.



The story of ConPRmetidos is one of diligence in the face of challenges, innovation as the path towards solution. What began as friends critiquing the lack of progress they believed was needed, has evolved in ten short years into one of Puerto Rico's most active and impactful providers of resources and material change.

Email: ideas@conprmetidos.org
 Phone: (787) 665-5673
 ConPRmetidos 
 conprmetidos 
 ConPRmetidos 

Address: American
 International Plaza 250
 Avenida Luis Muñoz Rivera
 Suite 406, San Juan,
 PR 00918-1819



Cooperativa Hidroeléctrica de la Montaña

Puerto Rico's first electric power cooperative brings 21st century innovation to the rural center of the island

THE COOPERATIVA HIDROELÉCTRICA DE LA MONTAÑA

The Cooperativa Hidroeléctrica de la Montaña (the Hydroelectric Cooperative of the Mountain, in English) is Puerto Rico's first electric power cooperative. The Cooperativa Hidroeléctrica de la Montaña is organized with the purpose of providing business owners and residents in the municipalities of Adjuntas, Jayuya, Lares and Utuado with cost-effective and resilient energy generated from renewable sources. The efforts of the Cooperativa Hidroeléctrica de la Montaña are aimed at strengthening the communities in the Cordillera Central such that its residents no longer suffer the challenges, risks and harm to their health and economic well-being due to the lack of reliable and resilient electricity. To achieve this, the Cooperativa Hidroeléctrica de la Montaña will provide, cost-effective and resilient energy from renewable sources through its three main projects.

THREE INNOVATIVE TO TRANSFORM PUERTO RICO PROJECTS

The three projects of the Cooperativa Hidroeléctrica de la Montaña are complementary and a social investment to improve the living conditions of the residents of the Cordillera Central. In addition, they promote the economic development of the towns in the service area. These projects also promote the creation of direct and indirect jobs for the residents of these communities. The three projects are: Hidroenergía Renace, ReEnFoCo and Microrred de la Montaña.

HIDROENERGÍA RENACE

Hidroenergía Renace (in English, Hydro Energy Reborn) consists of the acquisition, restoration and generation of electricity through the hydroelectric plants of Caonillas and Dos Bocas, currently underused or in total disuse. The generative capacity of these hydroelectric plants when newly built was 43-megawatts nameplate peak production. Currently, there is only limited generation from one plant and two plants are completely out of service. The plants have not received any significant improvements since their construction, and maintenance has been lacking. Leveraging 21st century improvements, the cooperative estimates that the generative capacity of these hydroelectric plants can be improved to 50-megawatts nameplate peak production serving as a cost-effective and reliable source of base energy.





REENFOCO

The Resiliencia Energética Fotovoltaica Comunitaria project (in English, Community Resilience through Photovoltaic Energy, and represented in Spanish by the acronym, ReEnFoCo) will install hundreds of photovoltaic systems on the roofs of local businesses, community centers (including churches) and some residences in Adjuntas, Jayuya, Lares, and Utuado. The project acronym ReEnFoCo also means “refocus” in Spanish and represents a refocus on Puerto Rico’s most remote rural communities to address the energy needs of the forgotten and ignored residents who were without electricity for more than one year after the devastation left behind after Hurricane Maria. The ReEnFoCo project is a community resilience program to ensure that residents of the most remote areas have access to electricity after the next natural disaster and, under normal conditions, cost-effective electricity with a fixed price. The fixed “on-bill financing” payment for electric power service is more cost-effective and predictable than the current electricity bill, and helps small business owners avoid the impact of speculative fossil fuel costs. These grid-connected systems will include battery storage and a bimodal controller to ensure electricity is available even when the power grid is not in operation.

MICRORRED DE LA MONTAÑA

The Microrred de la Montaña project (in English, Microgrid of the Mountain) will be the first intermunicipal microgrid in Puerto Rico and combines the generation of hydroelectric plants and photovoltaic systems to power new 38-kilovolt lines between the towns of Adjuntas, Jayuya, Lares and Utuado. The goal of the Microgrid of the Mountain is to create a second tier of energy resilience for the people of the Cordillera Central by combining the base generation of the hydroelectric plants with the local generation and storage of the ReEnFoCo project. This project offers residents in the cooperative’s service area an option to “island” the local energy grid when the larger electric grid fails in Puerto Rico leveraging the smart management of resources in the area. The project empowers residents of the Cordillera Central to take control of their electric power service and decision-making regarding the electricity they consume.



Cooperative Hidroeléctrica de la Montaña

CooperativaHidroelectrica 

hidrocoop 

cooperativahidroelectrica 

cooperativahidroelectrica.coop



WE PROVIDE THE FUTURE OF ENERGY

SunBeat Energy provides energy storage products for solar energy residential and commercial energy customers. It provides customers, through distributors and partners, a resilience energy solution to save money, prepare for power outages and help protect the environment. Our strategic relations provide access to industry-leading distributors, installers, and sales companies. Our market focus are existing solar owners without energy storage, existing solar customers with lead acid energy storage, and new solar customers or apartment backup customers.

Our all-in-one electrical interface works with existing and new solar systems, providing a single connection to your home or business. SunBeat Energy provides a unique combination of features that meets the growing demand for energy storage. Its rechargeable lithium-ion batteries provide energy storage for self-consumption, time of use, net metering and backup power, facilitating your independence from the utility grid.

SunBeat Energy products are proven in the harshest tropical environment with thousands of systems tested and performed according to expectations during hurricane Fiona. Products include lithium-ion batteries, transformer-less hybrid inverters and All in One integrated energy storage (ESS). Our equipment has applicable UL1741 and UL9540 certifications as a testimony of our commitment to safe and reliable solutions.

Our SunBeat home energy monitoring eliminates electricity bill surprises by monitoring your electricity usage using real time energy information, detailed reports, and conveniently access your home energy information from your smartphone, tablet or computer.

Experienced business owners with a combined experience over 40 years, strong leadership, innovation skills developing products and exporting internationally. The management team has extensive experience in the renewable energy marketplace, project management, and innovative product development related to solar energy.





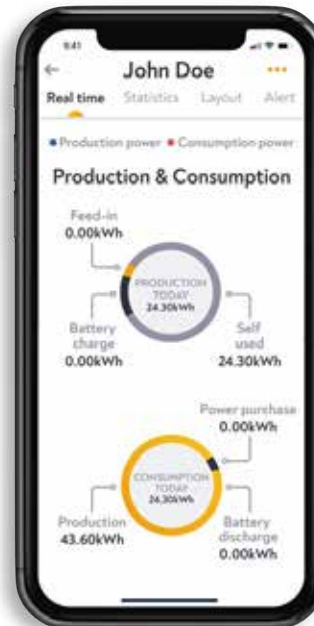
Javier Deniz, Owner



Maximo Torres, Owner

Founded by our CEO, Maximo Torres, MSI Solar, dba as SunBeat Energy is in scale mode, operating in positive EBITDA, exceeding strategic financial goals since 2020. The company has commenced expansion to Latin America and USA with offices in Puerto Rico and Florida, and warehouses in Puerto Rico, Panama, and Florida. Favorable industry trends anticipate revenue to increase 20%+ in 2022 and 2026.

SunBeat Energy is considered an opportunity zone business and might provide tax benefits under Law 83, which include income tax rate of 4%, Income derived from dividends are tax-free, lower government related fees (patents, equipment, permits and property taxes, among others), super-depreciation of buildings, structures, machinery, and equipment; tax-credits related to the use of locally-manufactured products, job creation, and research and development. Our plan includes setting manufacturing facilities in Puerto Rico to maximize opportunities, including federal funding for renewable energy manufacturing in the USA.



Monitoring System App

SunBeat Energy
SunBeatEnergy

sunbeatenergy.com





REDUCING GREENHOUSE GASES AND CONTAMINATION ONE LANDFILL AT A TIME!"

Olmar López Vidal has over thirteen years of experience and has been involved with projects in Municipal Non-Hazardous Solid Wastes, primarily in Puerto Rico and the Dominican Republic. His experience includes gas (LFG) systems, gas to energy systems (LFGTE), leachate treatment, leachate pumps, closure, post-closure maintenance and MRF (Materials Recovery or Recycling Facilities) design.

An educational background in Business Administration and graduate studies in Solid and Liquid Waste Treatment and Management merge with his passion for the Solid Waste Industry and interest in positively impacting the Caribbean Region that has shaped him. Demonstrating his commitment to broadening his knowledge and expertise in the subject, in 2017, Olmar attended and completed the Solid Waste Design Course from the Department of Engineering - Professional Development from the University of Wisconsin. Additionally, he has held Solid Waste Association of North America (SWANA) certifications such as Recycling Systems Manager, Manager of Collection Systems, Integrated Solid Waste Management Systems Manager, and Manager of Compost Systems. Notably, he has been overseeing or assisting in project management, design, and installation of eight Major Gas (LFG) systems & two two Gas-to-Energy (LFG-to-E) projects in Puerto Rico over the last decade.

Olmar's robust understanding of the scientific, technical, operational, and regulatory aspects of the energy industry make him not only competent but unparalleled in capabilities, to lead the BGF mission as CEO. As the President and CEO of Biomass Green Fuels, LLC (BGF), Olmar intends to mastermind a new vision for the



solid waste and commercial gases industries in the Caribbean Region. BGF will be the first company in Puerto Rico to produce pipeline-gas quality Liquefied Natural Gas (LNG) for Industrial and commercial applications. BGF intends to become an industry leader; as such, this operation in Humacao includes a full laboratory for testing the quality of gases produced. It will record the data and perform trends analyses to determine operational requirements as well as developing quality certifications for product set for distribution. Olmar's vision through BGF is to also impact up and coming generations and the science, technology, engineering and math (STEM) fields through in-house Research and Development (R&D).

BGF'S BASELINE PROJECT...

Biogas is a term used for gas generated by natural biodegradation processes as those occurring within sewage plants, industrial digesters, or cells, which is why BGF's raw supply is referred to as gas (LFG). These gases are rich in methane (CH_4), a molecule with a notable greenhouse gas potential that may be converted for power generation or carbon capture in commercially marketable gases.

Since 2019, Biomass Green Fuels LLC (BGF) was founded as the first company that would transform gas (LFG) to Renewable Liquefied Natural





Gas (RLNG) and Renewable Carbon Dioxide (RCO₂) in Puerto Rico and the Caribbean. BGF's first venture is a \$29.8M LFG to RLNG project, endorsed and in compliance with the United State Environmental Protection Agency (EPA) and the Puerto Rico Department of Natural and Environmental Resources (DNER). The project involves the use of raw LFG produced at the El Coquí (ECL) located in Humacao, Puerto Rico with the overall goal of reducing emissions by 90%. Aside from being used for power generation, the extracted and purified gas will serve as renewable and recycled gas products in Puerto Rico, replacing fossil fuels and fossil resources. BGF's RLNG from s will be the first and only Gas which is 100% domestically produced in Puerto Rico and renewable.

The is operated by EC Waste, in full compliance with the US Environmental Protection Agency's (USEPA) Resource Conservation Recovery Act (RCRA). EC Waste site is currently wholly owned and operated by EC Waste, with whom BGF has a long-term contract for the Gas (LFG) rights. The site has been active since 1973 as a sanitary and it is projected to continue operating until the year 2092. The average disposal rate of this facility is approximately 2,000 tons per day of municipal solid waste (MSW), hauled primarily from the Municipality of San Juan and adjacent municipalities. Since 2010, the LFG Collection and Control System has operated with good quality LFG (50% or greater methane content).

In finer detail, Biomass Green Fuels LLC. (BGF) has developed a Biorefinery to produce electricity, purify pipeline-quality Renewable Liquefied Natural Gas (RLNG) from gas (LFG), and subsequent production of Renewable Carbon Dioxide (RCO₂) from industrial and commercial use.

Renewable Liquefied Natural Gas (RLNG), has notable environmental benefits when used as opposed to other gases. All locally produced gases provide a more secure energy future for the island BGF clients not only benefit the prosperity of the island, they also qualify for the only fuel source with a "Made in Puerto Rico" seal.





The cost of BGF's Renewable Liquefied Natural Gas (RLNG) is 30-40% less expensive than imported fossil LNG. Since gas (LFG) will be used to power the plant's own electric power generation, BGF is considered a carbon neutral and 100% renewable facility. After being processed as previously described, any rejected gas generated will be diverted to an onsite reciprocating engine generator to produce electricity for the plant as well as to supply EC Waste's site needs. Hence, the project will be 100% sustainable, free from any fossil fuel use or interconnection to the power grid.

BGF's vision is to develop several more LFG to RLNG projects in Puerto Rico, the Caribbean basin, Mainland United States, and continue to reduce GHG emissions and contamination.



Biomass Green Fuels, LLC.
544 Aldebaran Street
San Juan, PR, 00920
787-637-4375
olv@greenfuelspr.com

greenfuelspr.com

INDEX

Abarca Health.....	27	Gladius Studios.....	123, 125	PolyGhost.....	181, 183
AbartysHealth.....	29	Global Economic Optimization		Popular, Inc.....	17, 245, 247, 249
Abexus Analytics.....	69, 71	(GEO).....	23, 135	PR 5G Zone	185
Alvarado Tax & Business Advisors,		Global Village Publishing, Inc.....	24	PSS Pathfinders, Inc.....	153
LLC	155	Gravital Agency	20, 93	Puerto Rico Blockchain Trade Association	
Alvarez-Diaz & Villalon	197, 199	Grupo Ferre Rangel	21, 81	(PRBTA).....	227
Amasar, LLC.....	113	Grupo Guayacan, Inc	18, 207	Puerto Rico Consortium for Clinical	
ASM Global	117, 119	Gulp Data	73	Investigation (PRCCI)	43
Base.....	205	Holberton School Puerto Rico.....	55	Puerto Rico Innovation and Technology	
Biomass Green Fuels, LLC.....	259, 261	Industry University Research Center, Inc		Service (PRITS).....	223
BluHaus Capital	239	(INDUNIV)	229, 231	Puerto Rico Science, Technology & Research	
BMA Group Global.....	157, 159	Invest Puerto Rico	7, 9	Trust	15, 233, 235
bMedia Group	79	INVID.....	22, 177	Raincoat.....	145
BrainHi.....	37	Join a Join	101, 103	RioBlanco Capital, LLC.....	147
Buena Vibra Group.....	131	Jose Dueno Entertainment.....	121	Ron Artesano Rum Corporation	107
Cannalytics Bioscience Labs.....	39	Kevane Grant Thornton	137	RSM Puerto Rico.....	141, 143
Careers, Inc.....	161	Landmark	211, 213	Sales & Marketing Executives Association	
Casa Grande Interactive.....	63, 65	MBQ Pharma	41	of Puerto Rico (SME).....	87, 89
Center for Entrepreneurs.....	19, 59, 61	Medido Health.....	31	Seriously Creative	91
co.co.haus.....	215, 217	Medplus Solutions	33	Spoon Experience	105
ConPRmetidos	253	Molcajete Foods	109, 111	SunBeat Energy.....	257
Cooperativa Hidroeléctrica de la		Molecular Science Research Center		Tale+	57
Montaña	255	(MSRC)	45, 47	TerraFirma Software, LLC.....	193
CytoImmune Therapeutics.....	179	Monllor Capital Partners.....	139	Toro Verde Adventure Park.....	127, 129
DDB Latina.....	95, 97	Morro Ventures	241	Triple-S Health.....	35
Elite BCO	187	Muuaaa Design Agency	83	Urbital	173, 175
Falcon Sanchez & Associates, PSC.....	163, 165	OcyonBio	16, 189, 191	V Architecture.....	201
Ferraiuoli, LLC	149, 151	Outcome Project	75	Wovenware.....	14, 169, 171
Forward Learning Academy.....	51, 53	Piloto 151	13, 209	Wunderman Thompson.....	85
Friends of Puerto Rico.....	251	PilotoMail.....	219	Zenus Bank	225



InnovationsoftheWorld.com

SHOWCASING THE BEST OF THE WORLD - CONNECTING MINDS - BUILDING COMMUNITIES



The Innovate series is a 300-page in-depth study and AR video series that showcases the people and companies that are leading the race within the innovation and entrepreneurial ecosystems of each city and industry. A book with augmented reality video, an online platform and a global network with a common goal of ensuring the brightest minds of the world connect and succeed.



IT'S A KIND OF MAGIC...

DOWNLOAD THE GLOBAL VILLAGE AR APP TO VIEW 100 AUGMENTED REALITY VIDEOS IN THIS BOOK!

To experience the future of print, download the Global Village AR App from the IOS or Android App stores. Open the App and hold it about 30cm above any page that contains an image with the "play" icon.



Make sure your back camera is pointing at the page. Click the Play button that appears onscreen and immerse yourself in the latest updated content with reference to that page.









GLOBAL VILLAGE PUBLISHING INC.
CONNECTING MINDS - BUILDING COMMUNITIES

© Global Village Publishing Inc.
ISBN: 978-1-949677-34-8