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AUGUST 2-3, 2021 • 44TH BUSINESS OPPORTUNITY CONFERENCE



JAMES J. "JIM" FRANKLIN

Principal & Founder

**Prodigy Capital
Consulting**

JAMES J. "JIM" FRANKLIN

Jim Franklin is a principal and founder at Prodigy Capital Consulting and specializes in strategic planning and financial services to clients within several industries including private insurance, aerospace and defense, international technology, entertainment, security, healthcare, pharmaceutical, transportation, logistics management, information technology, senior care, manufacturing, renewable energy, real estate development, and non-profit foundations. Prodigy was formed from the business units of Franklin and Associates, Mr. Franklin's private investment banking consulting firm, and Monticello Capital, a specialty investment bank and venture capital fund in Northern Virginia, with which Jim remains an active associate.

Jim has been working exclusively with early stage businesses in the venture capital community for the past three decades and is an active advisor to a variety of growing firms. Mr. Franklin is a retired senior Air Force officer and served as a fighter pilot and test pilot in a variety of combat and staff commands over his long career.

He is serving the Hampton Roads business community by providing advisory services and strategic consulting to early stage enterprises and connecting capital investment sources with opportunities throughout the region. His series of workshops on constructing start-up business strategy and providing investors with accurate and valuable financial projections is serving the Hampton Roads minority-owned business community through his non-profit organizations, The Incubation Network, Moore Laughing Entertainment, and the B-Force Accelerator.

The Incubation Network

The Incubation Network is a non-profit organization providing consulting and advisory service expertise to the Hampton Roads incubation, acceleration, and innovation business development community. The programs and services are provided free of charge to early stage entrepreneurs, and the mission of the organization is to improve the chances of success for these new enterprises. The Incubation Network provides individual workshops in a 12-week program of comprehensive planning subjects, a one-day seminar that provides start-up and early stage business founders with the tools necessary to attract investors, and customized programs using the subject matter experts for individual companies and entrepreneurs. The organization is headquartered in Norfolk but operates throughout Hampton Roads in partnership with B-Force Accelerator, an advisory services organization dedicated to the establishment, growth and sustainment of minority-owned, small business.

Mr. Franklin is a retired, lifetime member of the PGA of America and remains an active pilot. He and his wife, Dr. Susan Dudley, reside in Norfolk, Virginia.