WELCOME!

Dear VC University LIVE Midwest attendee –

We’re thrilled you’re joining us for our inaugural VC University LIVE program this week!

The National Venture Capital Association (NVCA) and Startup@BerkeleyLaw at the University of California, Berkeley, School of Law launched VC University this year as a new educational program that democratizes access to education on venture capital for entrepreneurs, investors, attorneys and anyone else interested in emerging company finance across the country. VC University has two components: (1) an online certificate program; and (2) in-person events with local universities in emerging ecosystems—VC University LIVE.

Not surprisingly, the Midwest and the University of Michigan Ross School of Business were at the top of the list for the first VC University LIVE. Why? Growing startup activity in the region, strong academic institutions and talent pools, leading corporations, and access to a large part of the country’s population all make the Midwest an important region in our country’s entrepreneurial ecosystem.

Our goals for this program are to shine a spotlight on the Midwest’s startup ecosystem; convene industry leaders from the Midwest and the coasts; offer education to newer entrants to VC; and discuss advanced industry issues, including how to improve capital and talent flows between the Midwest and Silicon Valley. We hope you take full advantage of the opportunity to network, learn, and engage over the next two days, and leave on Friday with new insights that you can use to strengthen your firm and company or wherever your journey in venture capital may lead.

This program would not be possible without our speakers and sponsors, and of course our attendees – thank you for being part of this new program, and we look forward to meeting you over the next two days!

Deborah Kang
STARTUP@BERKELEYLAW
Director

David Brophy
UNIVERSITY OF MICHIGAN
Professor of Finance

Bobby Franklin
NVCA
President & CEO

Adam Sterling
BERKELEY CENTER FOR LAW & BUSINESS
Executive Director

Mary Nickson
UNIVERSITY OF MICHIGAN
Associate Director, Ross VC & PE

Maryam Haque
NVCA
SVP of Industry Advancement

startups@BerkeleyLaw

MICHIGAN ROSS SCHOOL OF BUSINESS

NATIONAL VENTURE CAPITAL ASSOCIATION
The state of VC in the Great Lakes

A glimpse at 2018 VC activity in Illinois, Indiana, Michigan, Minnesota, Ohio and Wisconsin.

More than $4.75B invested across 840 deals

Healthcare accounted for more than 36% of total deal value

Top VC deals
- Bright Health $200M Series C
- BioMotiv $145M Late-stage VC
- Tempus $110M Series E

Top VC-backed exits
- Duo Security $2.4B Acquisition
- Home Chef $700M Acquisition
- Aptinyx $418.2M IPO

Visit pitchbook.com to learn more

Thank you to Pitchbook, the exclusive data provider for VC University!
DAY 1

WEDNESDAY, MAY 15, 2019
Marriott Resort, Eagle Crest - Ballroom and Elizabeth Ann Room

12:30 - 2:00 PM  Optional Lunch with the Midwest Growth Capital Symposium

1:00 - 2:00 PM  Welcome Keynote presented with the Midwest Growth Capital Symposium
Jan Garfinkle, Arboretum Ventures
Scott Kupor, Andreessen Horowitz

2:00 - 2:15 PM  Break

2:15 - 4:00 PM  Panel Discussion: Current Trends in Venture Capital
David Brophy, U-M Ross School of Business (Moderator)
Jon Lauckner, GM Ventures
Kate Mitchell, Scale Venture Partners
Sam Valenti, Valenti Capital
Ashley Yesayan, Revolution

4:00 - 5:00 PM  Organized Breakout Groups
One of the goals of VC University is to improve capital and talent flows between emerging venture ecosystems, like the Midwest, and Silicon Valley. During VC University LIVE Midwest, participants will be organized into curated breakout groups. In addition to networking with the members of your breakout group, we also request that each group complete and submit responses to a worksheet. The responses will be collated by the organizers and shared with participants at a later date.

5:30 - 6:30 PM  Pre-Dinner networking at The Grotto-Watering Hole (303 S. Ashley St)

6:30 - 8:00 PM  Dinner at Café Zola (112 W Washington St)

DAY 2

THURSDAY, MAY 16 2019
Ross School of Business - Blau Colloquium, 5th floor, B5570 & B5580

7:30 - 8:30 AM  Breakfast Buffet
DAY 2
(continued)

8:30 - 10:00 AM  **Panel Discussion: Finding Value (and Capital) in a Global Economy**
Marcia Hatch, Gunderson Dettmer (moderator)
Dixon Doll, Impact VC/DCM
Lorne Groe, Censys
Jon Oberheide, Duo Security

10:00 - 10:30 AM  **Break**

10:30 - 12:00 PM  **Venture Capital Terms and Processes**
Instructor: Neil Dugal, Omidyar Network

12:00 - 12:45 PM  **Lunch at University of Michigan**

12:45 - 1:30 PM  **Organized Breakout Groups**
Connecting Ecosystems - Bridging Talent + Capital in the Midwest and Silicon Valley

1:30 - 2:30 PM  **Panel Discussion: Talent Management & Succession Planning**
Maryam Haque, NVCA (Moderator)
David Kerr, Allos Ventures
Kate Mitchell, Scale Venture Partners
Doug Neal, eLab Ventures
Jennifer Tegan, Cayuga Venture Fund

2:30 - 2:45 PM  **Break**

2:45 - 4:00 PM  **Funding the Venture Capital Firm: GP/LP Negotiations**
David Brophy, U-M Ross School of Business (Moderator)
Ryan Rathman, State of Michigan Dept. of Treasury, Bureau of Investments
Chris Rizik, Renaissance Ventures

4:00 - 4:30 PM  **Networking Break**

4:30 - 5:30 PM  **Breakout Case Study Sessions**

**Track I: IT Deal Case Study**
David Brophy, U-M Ross School of Business
Toby Brzoznowski, LLamasoft
Don Hicks, LLamasoft

**Track II: Healthcare Deal Case Study**
Jim Adox, Venture Investors
Mike Blue, HistoSonics
Erik Gordon, U-M Ross School of Business
FRIDAY, MAY 17 2019
Ross School of Business, Blau Colloquium, 5th floor, B5570 & B5580

7:30 - 8:30 AM  Breakfast Buffet

8:30 - 8:45 AM  Opening Remarks
Nicholas Harley, Gunderson Dettmer

8:45 - 10:15 AM  Breakout Cohort Sessions:

Track I: Cap Table Lab - Part 1
Instructors: Amir Hassanabadi, AngelList; Scott James, DCVC; Dan Kidle, Arboretum Ventures; Adam Sterling, UC Berkeley

Track II: NVCA Leadership Roundtable - Culture, Ethics and Equity
Facilitators: Ray Leach, JumpStart; Candice Matthews Brackeen, Hillman Accelerator; Monica Wheat, Backstage Capital Accelerator

This roundtable discussion will focus on how leaders can create and sustain a strong culture at their firms and within their portfolios, placing importance on ethics and a diverse and inclusive team. Topics addressed will include: why culture, ethics, and equity are distinct but each important; how firms have approached them; challenges and opportunities; resources; and defining success.

Who should attend Track II? This session is geared towards industry leaders who manage firms/teams, shape the culture at their firms, lead diversity initiatives, or are responsible for talent management, people, HR, operations, or similar functions. We recommend attending this session if you have advanced knowledge of/experience with cap tables. If you don’t, we recommend you attend the Cap Table session during this breakout.

10:15 - 10:35 AM  Break

10:35 - 11:00 AM  Presentation on Incentives and Equity
Sara Kruse, Jaffe Raitt Heuer & Weiss

11:00 - 12:00 PM  Breakout Cohort Sessions:

Track I: Cap Table Lab - Part 2
Instructors: Amir Hassanabadi, AngelList; Scott James, DCVC; Dan Kidle, Arboretum Ventures; Adam Sterling, UC Berkeley

(continued)
DAY 3
(continued)

11:00 - 12:00 PM  **Breakout Cohort Sessions:**

**Track II: NVCA Leadership Roundtable – LP Insights & Relations**

This roundtable discussion will focus on macro LP topics including: LP views on the VC asset class, best practices for managing GP/LP relationships, LP views on emerging managers, and manager due diligence.

**Who should attend Track II?** This session is geared towards VC professionals responsible for the management of a firm/fund or who are focused on fundraising, investor relations, or have similar responsibilities. We recommend attending this session if you have advanced knowledge of/experience with cap tables. If you don’t, we recommend you attend the Cap Table session during this breakout.

12:00 - 1:30 PM  **Lunch with NVCA Policy Presentation**
Bobby Franklin, *NVCA*; Justin Field, *NVCA*

1:30 - 2:00 PM  **Certificates Provided and Program Closes**
THANKS TO OUR SPONSORS!

#1 law firm globally for venture-backed companies and VCs (PitchBook)

$4.5B+ venture financings and exits in Michigan

#1 law firm in the Great Lakes for venture deals (PitchBook)

#1 largest start-up exit in Michigan history

100+ venture financings and exits in Michigan

Our Ann Arbor office is helping grow Michigan as a venture hub:
WWW.GUNDER.COM/MIDWEST
We Empower Entrepreneurs and Businesses

Jaffe is actively involved in the Michigan entrepreneurial and investment community. With an outstanding reputation for providing sophisticated legal services and counsel to entrepreneurs, start-up companies and growing businesses in all areas of formation, development and funding, intellectual property protection and commercialization and complex business transactions.
Jim Adox
VENTURE INVESTORS
Managing Director

Jim joined Venture Investors in 2006 as a Managing Director, and heads up the Ann Arbor, Michigan office. He leverages his technical, operational and venture capital background by focusing on investment prospects in medical devices, diagnostics, and healthcare IT. Jim currently serves as Chairman of the Board of Directors of Tissue Regeneration Systems, where he was a co-founder and the Company’s first CEO. He serves as Chairman of the Board of Directors of HistoSonics, a company Venture Investors spun out of the University of Michigan and led the $15M Series A financing. In addition, Jim serves on the Board of Directors of SkySpecs and is a Board Observer at NeuMoDx Molecular.

Robert Bartlett
UC BERKELEY LAW SCHOOL
Professor of Law

Robert Bartlett is Professor of Law at UC Berkeley and Faculty Co-Director of the Berkeley Center for Law, Business, and the Economy. Bartlett is also a founder and faculty director of Startup@BerkeleyLaw--UC Berkeley’s primary platform for training entrepreneurs and investors on legal, financial, and operational issues confronting early stage companies. Prior to his academic career, Bartlett worked as a corporate associate for Gunderson Dettmer, a leading law firm focused on start-up and venture capital finance transactions. Professor Bartlett has written widely on venture capital and entrepreneurial finance and continues to consult with entrepreneurs and investors on a range of issues.

Mike Blue
HISTOSONICS
President & CEO

Mr. Blue served in various leadership positions within the medical device sector, almost exclusively in interventional oncology. Prior to joining Histosonics, he built teams and drove revenue growth at two successful venture-backed companies, NeuWave Medical, and superDimension. At NeuWave Medical, he led the effort to drive system sales of its market-leading microwave technology to a growth rate of over 200% in the year leading to its acquisition by J&J-Ethicon. At superDimension, he developed and executed the U.S. sales strategy for its Navigation System, a disruptive technology used to diagnose patients with early stage lung cancer, positioning the company for its acquisition by Covidien.
Toby Brzoznowski
LLAMASOFT
Co-Founder & Chief Strategy Officer
Toby has helped bring supply chain design into the corporate mainstream as a key business process and competitive weapon, and has positioned LLamasoft as the leading global supply chain design technology provider. He is a frequent presenter and panelist at supply chain and logistics leadership forums, has been named a 'Pro to Know' and has authored dozens of articles on the growing importance of supply chain design as a key competitive weapon. He has over 20 years of experience in building and growing technology businesses, primarily focused on process improvement and analytics. His expertise has been used to launch new technologies into mainstream use at global Fortune 500 businesses.

David Brophy
UNIVERSITY OF MICHIGAN
Professor of Finance
Dr. David J. Brophy is Professor of Finance and a member of the Finance Faculty and the Entrepreneurial Studies Faculty at the Ross School of Business at the University of Michigan where he teaches courses in financing technology-based startups, venture capital, private equity and valuation. He also serves as Director of the University of Michigan Center for Venture Capital and Private Equity Finance. Brophy is an active researcher in the fields of finance and entrepreneurship. He also is founding director of two leading international private equity conferences: The University of Michigan Growth Capital Symposium and the University of Michigan Global Private Equity Conference.

Rafael E. Castilla
UNIVERSITY OF MICHIGAN INVESTMENT OFFICE
Director of Investments and Structuring
Rafael E. Castilla is Director of Investments and Structuring at the University of Michigan Investment Office, where, among other things, he manages “MINTS,” the University’s direct investment program in early stage venture companies. He has also lectured on investment management law at the University of Michigan Law School. He has spent his career in the securities industry and is a CFA charterholder. Rafael is a graduate of Yale Law School (J.D. 1992) and Harvard College (A.B. 1989).
SPEAKERS’ BIOGRAPHIES

Dixon Doll
IMPACT VC
Co-Founder and General Partner

For more than 35 years, Dixon has influenced and guided entrepreneurs, investors and executives in the computer, communications, and internet industries. In the mid-1980s, he cofounded the VC industry’s first fund focused on telecom at Accel Partners. Following his tenure at Accel, Dixon founded DCM, where he built a leading, global VC firm with offices in Silicon Valley, Beijing and Tokyo. DCM is widely regarded as the first Silicon Valley venture firm to successfully invest in China, Japan and the US. His diverse experience also includes strategy consulting, teaching, authoring two books, regular Bloomberg Television appearances, economic policy leadership, non-profit fundraising & investment management, and innovative philanthropic accomplishments.

Neil Dugal
OMIDYAR NETWORK
Senior Counsel

Neil Dugal is senior corporate counsel at Omidyar Network, where he supports U.S. and international venture investments. Prior to Omidyar, Neil was an executive at 500 Startups and an attorney at Fenwick & West, where he represented clients such as Andreessen Horowitz, Accel Partners, Index Ventures, King.com and Jet.com, in venture capital financings and general corporate matters. Neil began his career at Kirkland & Ellis, where he represented private equity funds and hedge funds including Pershing Square Capital Management, 3G Capital and Bain Capital, and public companies such as Bristol-Myers Squibb and Burger King in complex corporate transactions.

Justin Field
NVCA
Senior Vice President of Government Affairs

Justin focuses on tax policy, capital formation, regulatory and energy issues. He is a member of the Tax Policy Council and acts as liaison to the Capital Markets Working Group, Growth Equity Group, Blockchain Technology Working Group and the Emerging Ecosystems Task Force. Prior to NVCA, Justin spent twelve years on Capitol Hill as an aide to a House leadership office and then with Senator Robert Menendez (D-NJ), where he was an advisor for the Senator’s work on the Finance Committee. In addition to managing Menendez’s tax portfolio, he also advised the Senator on policy areas including telecommunications, technology, and federal science policy. Justin began his career in the office of the House Democratic Caucus.
Jan Garfinkle
ARBORETUM VENTURES
Founder & Managing Partner

Jan founded Arboretum Ventures on the premise that innovation is key to delivering value in healthcare, a principle she developed working in the medical device industry for over two decades. Her investments focus on promising medical technologies that enable meaningful healthcare system savings while maintaining great clinical outcomes. Jan has led and held board seats in more than a dozen investments across four funds including notable exits with HandyLab, Esperion (Nasdaq: ESPR), CardioMEMS, nVision and NxThera. Jan serves on the board of the National Venture Capital Association and is the chair-elect for the 2019-2020 term.

Bobby Frankin
NATIONAL VENTURE CAPITAL ASSOCIATION (NVCA)
President & CEO

NVCA is the venture community's preeminent trade association, which empowers the next generation of transformative American companies and advocates for the American entrepreneurial ecosystem. With nearly 30 years of experience in advocacy and public policy in our nation’s capital, he took the helm of NVCA after nearly a decade at CTIA – The Wireless Association, where he first served as head lobbyist and then spent the next eight years as the association’s Executive Vice President. Prior to joining CTIA, he worked for wireless provider Alltel Corporation as both their lobbyist and then head of the company’s Washington office. An Arkansas native, he got his start in Washington working in the US Senate for Sen. David Pryor of Arkansas.

Lorne Groe
CENSYS
CFO/COO

A ten-year veteran of investment banking, Lorne Groe has more recently spent over a decade using his strategic, financial and operational expertise to build businesses and deliver value. The pathway from banking to corporate development to operating acquisitions gives him a unique perspective as to how to successfully transform companies and drive growth. He is passionate about teamwork and collaboration to create more than the sum of the parts, where winning is more important than credit, and execution is what matters.
SPEAKERS’ BIOGRAPHIES

Maryam Haque
NATIONAL VENTURE CAPITAL ASSOCIATION (NVCA)
SVP of Industry Advancement

Maryam leads research and data, education, and diversity and inclusion at NVCA. She manages the production of the NVCA Yearbook and PitchBook-NVCA Venture Monitor, and leads NVCA's educational programs including LP Office Hours and the Venture Capital Symposium. Maryam also oversees VentureForward, NVCA's initiative to expand opportunities for people of all backgrounds to thrive as investors and entrepreneurs in the venture ecosystem. Prior to joining NVCA, Maryam served as Senior Director of Research at EMPEA, the global industry association for private capital in emerging markets, and as a Senior Research Analyst at Dow Jones & Company. Maryam is a graduate of Carnegie Mellon University.

Nicholas Harley
GUNDERSON DETTMER
Associate

Nick specializes in the representation of emerging growth companies throughout their lifecycles. Nick represents a wide variety of technology companies from consumer internet, software, telecommunications, and entertainment technology industries, as well as a number of leading venture capital firms. Prior to joining Gunderson, Nick was an associate at firms in New York, NY and San Francisco as well as an executive at an online investments start-up. He received his B.A. in History from Mount Allison University and his J.D. from Columbia Law School.

Amir Hassanabadi
ANGELLIST
Associate General Counsel

Amir Hassanabadi is the Associate General Counsel at AngelList. He previously worked as a start-up and venture capital attorney at the law firm of Fenwick & West LLP and was a legal secondee at Google Ventures. He is the Vice President of the Iranian American Bar Association (NorCal Chapter). Amir earned his J.D. from UC Berkeley School of Law, where he led the Alternative Dispute Resolution Team. He earned his bachelor's degree in Political Science at UC Berkeley.
Marcia Hatch
GUNDERSON DETTMER
Partner

Marcia is a corporate and securities partner and the leader of the firm’s Ann Arbor office. Marcia also serves as a member of the firm’s Management Committee. Marcia combines a dynamic emerging company practice with a top-tier venture capital investment representation practice, giving her insights, experience and connections relevant to entrepreneurs, companies and investors. Marcia’s work with companies spans the entire corporate life cycle – from entrepreneurs needing support for strategic decisions and coaching prior to incorporation to early stage companies looking to raise capital and scale their business, to mature companies preparing for public offerings and sale transactions.

Don Hicks
LLAMASOFT
Founder & Chairman of the Board

Donald A. Hicks is the founder and Chairman of the Board of LLamasoft, Inc. Don is a supply chain industry visionary, specializing in strategy and technology issues and a highly sought after speaker and author. Over the last 20 years, he has personally consulted with and coached supply chain professionals at hundreds of companies around the world to optimize and improve their operations. Don has a BS in Systems Engineering from the US Military Academy at West Point, and an MBA from the University of Michigan.

Scott James
DCVC
General Counsel

Scott has over a decade of experience in Silicon Valley encompassing operating, finance and legal roles. As DCVC’s General Counsel, Scott is responsible for all legal matters and provides guidance on DCVC’s investments, portfolio company exits, fund operations and regulatory compliance. Prior to this, Scott was Associate General Counsel at Accel where his responsibilities included a range of global legal, finance and operations matters. Scott began his legal career at Gunderson Dettmer where he advised startups, emerging growth companies and leading venture capital funds on corporate and securities law issues. Scott is currently an Executive Fellow at the Berkeley Center for Law and Business.
SPEAKERS’ BIOGRAPHIES

Seyonne Kang
GREENSPRING ASSOCIATES
Partner
Seyonne is responsible for sourcing and due diligence efforts for venture/growth fund, direct, and secondary investments. She holds seats at several portfolio companies, in addition to serving on several Limited Partner Advisory Committees for early stage venture capital funds. Before moving into investment management, she spent about a decade on Wall Street, in equity research covering software stocks, and equity capital markets distribution of IPO’s, follow-on offerings, convertible financings and research. She earned an AB at the University of Michigan and an MBA from UC Berkeley. She serves as a member of the Dean’s Advisory Council for the College of Literature, Science, and the Arts at U-M.

David Kerr
ALLOS VENTURES
Managing Director
David is a career entrepreneur with expertise in building and growing tech companies. He brings more than two decades of experience in executive management, business development, international, fundraising, sales, and marketing. David was most recently CEO of Octiv, a B2B SaaS company focused on document generation and contract lifecycle management that was acquired by Conga, an Insight Ventures portfolio company in April 2018. Prior to Octiv, he served as VP and General Manager at Groupon and General Manager of eCommerce at Angie’s List. He also held an international post as president of GHX Europe. He also led GHX Mobile Solutions after NoInk, where he was President and CEO, was acquired by GHX.

Dan Kidle
ARBORETUM VENTURES
Principal
Dan identifies promising investment opportunities across Arboretum’s sectors of interest, with particular emphasis on life science tools. He also works closely with portfolio companies to support strategic decision-making, fundraising efforts, and financial analysis. Since joining Arboretum in 2011, Dan has undertaken primary due diligence responsibilities on more than a dozen of Arboretum’s new and follow-on investments including NeuMoDx, Rethink, Strata Oncology, and SI-BONE. Dan currently serves as a board director for Swift Biosciences and Dropworks and previously for IntelliCyt, which was acquired in 2016. Dan earned a BBA and an MBA from the Ross School of Business.
Sara Kruse
JAFFE RAITT HEUER & WEISS
Partner
Sara Kruse is a member of the Firm’s Corporate and Emerging and Growth Business Practice Groups, where she is a trusted advisor to both private and public companies in all aspects of formation, governance and operations. Recent notable transactions include representing HandyLab, Inc. and Accuri Cytometers, Inc. in their recent sale transactions to Becton, Dickinson and Company and representing Compendia Bioscience, Inc. in its sale to Life Technologies Corporation. Sara is also Co-Chair of the Firm’s Emerging and Growth Business Practice Group and has been appointed to the BOD for a 2 year term. Sara earned her BA at the University of Michigan and JD at Wayne State University Law School.

Scott Kupor
ANDREessen HOROWITZ
Managing Partner
Scott Kupor has been with Andreessen Horowitz since its inception in 2009 and has overseen its rapid growth, from 3 employees to 150+ and from $300 million in assets under management to $10 billion. He previously worked as vice president and general manager of Software-as-a-Service at Hewlett Packard. Scott joined HP in 2007 as part of the Opsware acquisition, where he was senior VP of Customer Solutions. In this role, he had global responsibility for customer interaction, including professional services, technical pre-sales, and customer support. He joined Opsware shortly after the company’s founding and led the company’s private financing activities as well as its initial public offering in 2001.

Jon Lauckner
GM VENTURES
President
Jon Lauckner was named GM Vice President and Chief Technology Officer (CTO) in 2012. In addition, Jon is President of GM Ventures and is also responsible for leading GM’s Global Research and Development organization. Prior to becoming CTO, he was responsible for forming GM Ventures, LLC, a separate subsidiary. As president, Jon leads a team that makes equity investments in startup companies that are developing next-generation automotive technology. Jon has also previously held the positions of VP of General Motors Global Product Planning and VP of Global Program Management. Jon joined GM in 1979 and held several positions in product engineering, powertrain engineering and product development.
Ray Leach
JUMPSTART
Chief Executive Officer
Ray is the founding CEO of JumpStart Inc., a Cleveland, Ohio-based non-profit whose mission is to unlock the full potential of diverse and ambitious entrepreneurs to economically transform entire communities. JumpStart and its partners coach 1,000+ entrepreneurs each year and has invested $54M in Ohio seed and early-stage tech startups who have gone on to raise $2.5B in follow-on venture capital since 2004. JumpStart has invested 15% of its capital in black and Latinx tech startups and 40% in female-led startups.

Candice Matthews Brackeen
HILLMAN ACCELERATOR
Co-Founder & Executive Director
Candice Matthews-Brackeen is the Founder and CEO of Lighthouse, the Cincinnati based portfolio service firm including entrepreneur education programs Hillman & NewMe, and WMBE focused venture capital fund Lightship, where she serves as Managing Partner. Lighthouse companies work together in support of tech driven startups led by underrepresented entrepreneurs. In her position as CEO at Hillman, the first accelerator in the Midwest to provide support exclusively to WMBEs, Candice has influenced state policy around economic inclusion in addition to establishing meaningful partnerships with companies like Procter & Gamble, Kroger, and Chase in support of Hillman’s work.

Kate Mitchell
SCALE VENTURE PARTNERS
Co-Founder & Partner
Kate is a co-founder of Scale Venture Partners, a Silicon Valley-based firm that invests in software companies creating the future of work. She and the ScaleVP team have backed companies including ExactTarget (Salesforce), Hubspot (NYSE: HUBS); Box (NYSE: BOX), DocuSign (NASDAQ: DOCU); Locus Robotics, JFrog and Textio. Kate is past chairman and board member of the National Venture Capital Association and is active in policy matters that impact entrepreneurship, start-ups, innovation and inclusion. She co-authored the IPO section of the 2012 JOBS Act and is currently working on additional legislation to help small company IPOs and to increase the flow of immigrant entrepreneurs into the U.S.
Doug Neal
ELAB VENTURES
Managing Director

Doug Neal has over 20 years of technology industry experience including founding, operating, board, investing, venture accelerator management and entrepreneurial education. After 15 years in California in a variety of leadership positions at Hewlett Packard and Symantec, he co-founded Mobile Automation, a mobile software security company which was venture backed by Greylock and acquired by iPass Inc. in 2005. As CEO of Mobile Automation, Doug was responsible for both operational leadership and the strategic direction of the company including key technology decisions, sales, and fundraising. Under Doug’s leadership, Mobile Automation grew at 75% CAGR for 5 consecutive years before being acquired.

Jon Oberheide
DUO SECURITY
Co-founder & CTO

Jon Oberheide is the co-founder and CTO of Duo Security, responsible for leading Duo’s product vision and R&D teams. Duo was recently acquired by Cisco for $2.35B, making it the largest exit ever for a Michigan-based software company. Before starting Duo, Jon was a self-loathing academic, completing his PhD at the University of Michigan in the realm of cloud security. In a prior life, Jon enjoyed offensive security research.

Ryan Rathman
STATE OF MICHIGAN
Senior Portfolio Manager

Ryan Rathman is responsible for evaluating direct, co-direct and venture capital fund investment opportunities with a specific focus on the technology sector. Previously, he spent over 15 years working in the finance and technology sector. He served as a research analyst focused on enterprise software at Morgan Stanley, vice president business strategy at Oracle Corporation, vice president institutional equities at Morgan Stanley, head of planning and strategy focused on global field marketing at SAP and senior vice president focused on technology partnership development at Bank of America Merrill Lynch. Rathman holds an MBA from the USC Marshall School of Business and a B.A. in economics and government from Georgetown University.
Chris Rizik
RENAISSANCE VENTURE CAPITAL FUND
CEO and Fund Manager

Christopher L. Rizik is the CEO and Fund Manager of the Renaissance Venture Capital Fund. With three decades of experience in technology, finance and law, he has played a principal role in dozens of multi-million-dollar venture capital transactions. Prior to forming Renaissance, Chris served as a co-founder, partner, and Board member of Ardesta, LLC, an industry accelerator dedicated to the development of microsystems and other small technologies. Chris also co-founded and served as Managing Director of Avalon Investments, then Michigan’s largest venture capital firm. During his tenure at Avalon and Ardesta, he accepted four consecutive “Deal of the Year” awards from the Michigan VC Association.

Adam Sterling
BERKELEY CENTER FOR LAW AND BUSINESS
Executive Director

Adam Sterling is the Executive Director of the Berkeley Center for Law and Business at Berkeley Law and co-founder of Startup@BerkeleyLaw. Previously he was a startup and venture capital attorney at Gunderson Dettmer and the co-founder and director of the Conflict Risk Network. Adam currently co-teaches Blockchain, Cryptoeconomics, and the Future of Technology, Business and Law at UC Berkeley. His writings and work have appeared extensively in the press; including contributions to the Wall Street Journal, Financial Times, NY Times, LA Times, SF Chronicle, and National Public Radio. He has appeared on several broadcast news programs, including CNN’s Situation Room and CNBC’s Street Signs.

Jennifer Tegan
CAYUGA VENTURE FUND
Partner

Jennifer Tegan is Partner of Ithaca, NY based Cayuga Venture Fund. Jennifer supports and finances entrepreneurs in technology-based companies in areas of communications, semi-conductors, materials sciences, consumer products and SaaS. She currently serves on the boards of GiveGab, Venuebook, POM and True Gault and recently joined the board of publicly traded, Tompkins Financial Corporation (TMP) a $6.6 billion financial services holding company. As one of the Founders of CVF, Jennifer both set up and continues to oversee the back office operations of the fund. Jennifer has her BA and MS in Geology from Smith College and University of Cincinnati, respectively and her MBA from Cornell University.
Sam Valenti
VALENTI CAPITAL
President and CEO

Samuel Valenti, III has extensive knowledge and expertise in the management of diversified manufacturing businesses and subject matter expertise in the areas of finance, economics, corporate governance and asset management. He currently serves as CEO of Valenti Capital and World Capital Partners; is Chairman of TriMas Corporation, Director of American Axle & Manufacturing and Director of Horizon Global Corporation. He served for over 40 years as a Senior Executive and Corporate Officer of Masco Corporation. He served as Chairman of the Investment Advisory Board of the $50 billion State of Michigan retirement system and spearheaded the State’s initial investments in private equity and venture capital.

Monica Wheat
BACKSTAGE CAPITAL ACCELERATOR
Managing Director

Monica is a Strategist, Educator, and Venture Developer leading Backstage Detroit. She is the Founder/Partner at Venture Catalysts, a venture and ecosystem development group. She also serves as an Advisor/Entrepreneur-In-Residence at Grand Circus Detroit, where she’s led projects focused on EdTech, corporate partnerships, and diversity + inclusion. She’s the Founder/Executive Director of Digerati Girls, Inc./Digerati Kids, a non-profit that has helped over 7,000 Detroit-area students gain skills and an introduction to careers in digital technology and entrepreneurship. Monica is extremely invested in the Detroit startup community and similar emerging tech ecosystems.

Ashley Yesayan
REVOLUTION LLC
Vice President

Ashley Yesayan is a Vice President at Revolution Growth, where she focuses on technology and enterprise software investments. She has 15 years of experience building and scaling high-growth venture backed technology companies including Alarm.com and numerous other DMV-area based portfolio companies including Optoro and CustomInk. Prior to joining Revolution, she was an investment professional at ABS Capital, where she made various platform and add-on acquisitions in hyper-converged computing, internet of things (“IOT”), and data analytics companies. Earlier in her career she led new business launch and incubation at Red Ventures, the leading global player in data-driven consumer marketing.
AGENDA AT A GLANCE

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12:30 - 2:00 PM Optional Lunch with the Midwest Growth Capital Symposium
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2:00 - 2:15 PM Break
2:15 - 4:00 PM Panel Discussion: Current Trends in Venture Capital
4:00 - 5:00 PM Organized Breakout Groups
5:30 - 6:30 PM Pre-Dinner networking at The Grotto - Watering Hole (303 S. Ashley Street)
6:30 - 8:00 PM Dinner at Café Zola (112 W Washington Street)

THURSDAY, MAY 16, 2019
Ross School of Business

7:30 - 8:30 AM Breakfast Buffet
8:30 - 10:00 AM Panel Discussion: Finding Value (and Capital) in a Global Economy
10:00 - 10:30 AM Break
10:30 - 12:00 PM Venture Capital Terms and Processes
12:00 - 12:45 PM Lunch at U-M
12:45 - 1:30 PM Organized Breakout Groups: Connecting Ecosystems - Bridging Talent + Capital in the Midwest and Silicon Valley
1:30 - 2:30 PM Panel Discussion: Talent Management & Succession Planning
2:30 - 2:45 PM Break
2:45 - 4:00 PM Funding the Venture Capital Firm: GP/LP Negotiations
4:00 - 4:30 PM Networking Break
4:30 - 5:30 PM Breakout Case Study Sessions:
  Track I: IT Deal Case Study
  Track II: Healthcare Deal Case Study

FRIDAY, MAY 17, 2019
Ross School of Business

7:30 - 8:30 AM Breakfast Buffet
8:30 - 8:45 AM Opening Remarks
8:45 - 10:15 AM Breakout Cohort Sessions:
  Track I: Cap Table Lab - Part 1
  Track II: NVCA Leadership Roundtable - Culture, Ethics and Equity
10:15 - 10:35 AM Break
10:35 - 11:00 AM Presentation on Incentives and Equity
11:00 - 12:00 PM Breakout Cohort Sessions:
  Track I: Cap Table Lab - Part 2
  Track II: NVCA Leadership Roundtable – LP Insights & Relations
12:00 - 1:30 PM Lunch with NVCA Policy Presentation
1:30 - 2:00 PM Certificates Provided and Program Closes

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