WELCOME!

Dear VC University LIVE South Attendee –

We’re thrilled you’re joining us for our 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 South and Tulane University were at the top of the list for our 2019 launch. While a few markets, such as California, New York, and Massachusetts, continue to attract the majority of venture dollars, emerging venture ecosystems such as those in the South remain a big focus for NVCA and VC University. The growing startup activity in the region, strong academic institutions and talent pools, industry-leading corporations, and its strategic location make the South an important region in our country’s entrepreneurial ecosystem.

Our goals for this program are to shine a spotlight on the South’s startup ecosystem; convene industry leaders from the South and the coasts; offer education to newer entrants to VC; and discuss advanced industry issues. We hope you take full advantage of the opportunity to network, learn, and engage over the next two days, and leave on Saturday with new insights that you can use to strengthen your firms and companies 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!
The state of VC in the South & Southeast

A glimpse at 2019 VC activity in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Puerto Rico, Tennessee, Texas and the Virgin Islands.

More than $4.2B invested across 734 deals through 2Q

Healthcare accounted for more than 35% of total deal value

Top VC deals

Epic Games
$1.3B Late-stage VC

Magic Leap
$963M Series D

Bungalo
$250M Series A

Top VC-backed exits

Greenlane
$1.5B IPO

ConnectWise
$1.5B Buyout/LBO

Precision BioSciences
$658.1M IPO

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

Visit pitchbook.com to learn more
DAY 1

THURSDAY, SEPTEMBER 19, 2019
A. B. Freeman School of Business Stewart Center CBD

1:00 - 2:00 PM  Welcome Keynote: Fireside Chat

Michael Hecht, *GNO, Inc.*
Kate Mitchell, *Scale Venture Partners*

2:00 - 2:30 PM  Break

2:30 - 4:00 PM  Deal Lab: Venture Capital Terms and Processes

An exploration of the fundamental components of venture capital financings, including an overview of deal terms, how deal terms influence deal economics, founder dynamics, and control between founders and investors.

Instructor:
Neil Dugal, *Flourish Ventures*

4:00 - 4:15 PM  Break

4:15 - 5:30 PM  Deal Lab: Term Sheets and Cap Table Modeling (Part 1)

A deep dive into all things cap tables. Participants will learn venture terms and ownership structures as well as the importance of equity investments, discounts and valuation caps. Real world examples will be examined, and strategic evaluation techniques will be highlighted to allow participants to be smarter about cap tables, one of the - if not the most- important tools in venture.

Instructors:
Adam Sterling, *UC Berkeley*
Scott James, *DCVC*
Neil Pai, *Founders Fund*

5:30 - 6:30 PM  Deal Lab: Term Sheets and Cap Table Modeling (Part 2)

Instructors:
Adam Sterling, *UC Berkeley*
Scott James, *DCVC*
Neil Pai, *Founders Fund*

6:30 - 8:00 PM  VC University LIVE Networking Reception & Dinner *(NOCHI Lobby)*
FRIDAY, SEPTEMBER 20, 2019
A. B. Freeman School of Business Stewart Center CBD

8:00 - 9:00 AM  Breakfast
9:00 - 10:00 AM  VC Data Presentation & Discussion

Maryam Haque, NVCA
Adair Newhall, Greenspring Associates
Paul Santarelli, PitchBook

10:00 - 10:15 AM  Break

10:15 - 11:45 AM  Panel Discussion: Current Trends in Venture Capital

Leading VCs from Silicon Valley and the regional ecosystem join forces to explore current trends in venture capital, including valuations, liquidity, and human capital.

Ted Jones, Jones Walker (Moderator)
Chris Booker, Frist Cressey Ventures
Frank X. Dalton, Fulcrum Equity Partners
Adair Newhall, Greenspring Associates
Ashley Yesayan, Revolution

11:45 - 1:00 PM  Lunch

NVCA Keynote Fireside Chat

Bobby Franklin, NVCA
Kate Mitchell, Scale Venture Partners

1:15 - 2:30 PM  Panel Discussion: Value + Capital in Emerging Ecosystems

A moderated conversation featuring two regional startups that have scaled beyond the local ecosystem.

Rob Lalka, A. B. Freeman School of Business (Moderator)
Patrick Comer, Lucid
Chris Meaux, Waitr

2:30 - 2:45 PM  Break

(continued)
2:45 - 3:45 PM **Case Study Sessions**

**Track I:** Esperance - Making and managing a pharmaceutical investment

Les Alexander, *A. B. Freeman School of Business*
Joe Lovett, *Louisiana Funds*

**Track II:** Selecting the right healthcare technology investment opportunity

Myke Yest, *A. B. Freeman School of Business*
Chris Booker, *Frist Cressey Ventures*

3:45 - 4:15 PM **Networking Break**

4:15 - 5:15 PM **Mock Venture Deal Negotiation**

Building on the VC Terms and Processes session, participants observe a simulated deal negotiation between an entrepreneur, a VC, and their attorneys.

Rick Babb, *Louisiana Funds*
Barbra Barnett, *Stone Pigman LLP*
Aaron Dirks, *Dirks Companies, LLC*
David Rieveschl, *Stone Pigman LLP*
Scott Whittaker, *Stone Pigman LLP*

5:15 - 6:15 PM **Panel: LP Trends & Insights**

Aziz Gilani, *Mercury Fund* (moderator)
Kemal Anbarci, *Chevron Technology Ventures*
Jeremy Crigler, *Tulane University*
Mike Taylor, *Adams Street Partners*
Eric Woo, *AngelList*
DAY 3

SATURDAY, SEPTEMBER 21, 2019
A. B. Freeman School of Business Stewart Center CBD

8:00 - 9:00 AM  Breakfast

9:00 - 10:30 AM  Negotiations Workshop

10:30 - 11:00 AM  Networking Break

11:00 - 12:00 PM  Closing Keynote: Fireside Chat

Scott Kupor, Andreessen Horowitz
Steven Davidoff Solomon, UC Berkeley

12:00 - 12:30 PM  Certificates Provided and Program Closes
Venture Capital

Jones Walker represents venture capital funds, early-stage investors, and early-stage companies throughout their life cycles.

Early-Stage Company and VC Fund Representation
We have considerable experience counseling entrepreneurs when forming and capitalizing early-stage companies in the areas of corporate governance, corporate finance, equity compensation, tax, intellectual property, and labor and employment. We also provide fund formation services to venture capital funds and other early-stage investors, day-to-day fund governance advice to fund principals, and advice with respect to fund principal and/or management company registration requirements and exemptions under the Investment Advisers Act of 1940, as amended, and applicable state investment advisory laws and regulations. We have handled several preferred equity financings for corporations, limited liability companies, angel and other high-net worth investors, and venture capital funds and investors.

Industry Experience
Venture-backed companies and venture investors benefit from advisors with in-depth understanding of the industries in which they operate. While we handle transactions for a wide variety of industries, we have developed critical experience in the following venture capital-intensive industries:

- Energy and energy services
- Marine construction
- Manufacturing
- Banking & financial services (including insurance)
- Healthcare
- Hospitality and gaming
- Fintech
- Consumer electronics
- Wholesale, retail & services

Theodore W. Jones, Partner
tjones@joneswalker.com
225.248.2140

Four United Plaza
8555 United Plaza Blvd
Baton Rouge, LA 70809

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AND TO OUR REGIONAL ACADEMIC SUPPORTER!

Robert B. Rowling Center for Business Law & Leadership
DEDMAN SCHOOL OF LAW
Les Alexander is a partner with Jefferson Capital Partners and a Visiting Lecturer in Finance at Tulane University. He previously worked at Advantage Capital Partners, was president of Ferrara Fire Apparatus (a leading fire truck manufacturer), and served as an investment banker with Howard Weil, Southcoast Capital, and JC Bradford. Mr. Alexander is the founder of the Louisiana chapter of the Association for Corporate Growth and served on its global Board of Directors. He is the Southern Region President of the Small Business Investor Alliance and governing board member. Mr. Alexander received his BS in Commerce from the University of Virginia and MBA from the University of North Carolina.

Kemal Anbarci is responsible for oversight of venture capital activities in Chevron and using it as a conduit to integrate new technology solutions into company operations. During his 28+ years with Chevron, Kemal has held a variety of responsibilities in field development, reservoir engineering, corporate and strategic planning, non-operated joint venture management, business development and technology management. He earned his master’s in operations research and holds a doctorate and master’s in petroleum and natural gas engineering from Penn State University. He also holds an MBA from UC Irvine, and a bachelor’s in petroleum engineering from Middle East Technical University, Ankara, Turkey.

Rick Babb is a Managing Director of Louisiana Funds. He has over 35 years of diverse business, accounting and financial management experience, having been a Manager with Ernst & Young’s Entrepreneurial Services Group handling various venture capital clients, having been the Chief Financial Officer for Medical Science Partners, a Harvard-affiliated life science venture capital fund and as the NASD Chief Compliance Officer, for Apeiron Partners LLC.
Barbra Barnett
STONE PIGMAN LLP
Associate

Barbra Barnett is an Associate of the Stone Pigman Law Firm where she focuses her on corporate, business and commercial real estate matters. She assists clients with a variety of transactions, including working with entrepreneurs, emerging companies and investors through all stages of a company's life cycle, from formation and private placement through expansion. Prior to joining Stone Pigman in 2015, she practiced with two international law firms.

Chris Booker
FRIST CRESSEY VENTURES
Partner

Frist Cressey Ventures is a Nashville-based healthcare venture firm. Mr. Booker joined FCV in 2016 and is responsible for acquisition, divestitures and providing unique value to the fund’s partnerships as a member of the fund’s Investment Committee. He leads the firm’s investment team and has served on the Board of Directors of numerous healthcare companies. He is a current director of FCV’s portfolio companies Valify, Monogram Health, Seven Springs Orthopaedics, Regroup Therapy and 180 Health Partners. In addition to his responsibilities at FCV, he is also a member of the BOD for WhoUWith Ministries, Woodland Street Partners and Vanderbilt University Entrepreneurship Advisory Council.

Patrick Comer
LUCID
Founder and CEO

Patrick Comer has been a founder, investor and executive for startups since 1998, and in the market research industry since 2003. He began as the Chief of Staff at govWorks, a Silicon Alley darling—known for their documentary Start-up.com. In 2005, he improved sample acquisition and matching technology for OTX Research. He was Founder and VP of Operations at Sample Czar and previously worked at IFILM. In 2010, Patrick founded Lucid to bring a programmatic approach to sampling. He also launched Federated Sample and Fulcrum, the industry’s largest DSP and Exchange. He holds a BA from Sewanee and an MBA from Columbia Business School.
Steven Davidoff Solomon
UC BERKELEY
Professor of Law

Professor Davidoff Solomon is one of the nation’s most well-known authorities on corporate law. His research focuses on the intersection of law and finance with a particular focus on corporate law and governance, mergers and acquisitions, and capital markets. He is the author of one of the leading casebooks on mergers and acquisitions. In the past four years, four of his law review articles have been selected as being among the “top ten” articles published in corporate and securities law by scholars in the field. He has also published in leading peer-reviewed finance and economic journals such as the Journal of Financial Economics and the American Law & Economics Review.

Frank X. Dalton
FULCRUM EQUITY PARTNERS
Founder

Mr. Dalton is a founder of Fulcrum Equity Partners, a growth equity fund with over $350 million under management, based in Atlanta, Georgia. He is a former General Partner with Cordova Ventures and was the managing director of Cordova Intellimedia Ventures, L.P., a $41 million early-stage/seed fund launched in 2000. He is currently a board member of PhishLabs, Digital Hands, LiveSource and Mfg.com. Frank has over 24 years of experience in private investing; being involved directly and indirectly in over 150 investments.

Jeremy Crigler
TULANE UNIVERSITY
Chief Investment Officer

Jeremy Crigler is responsible for all aspects of managing Tulane’s $1.4 billion endowment and related assets. His 20+ years of investment experience include Senior Investment Officer at Cornell University and Investment Director at Duke Management Company. Oversight responsibilities have included traditional long-only and long/short equities on a global basis, absolute return hedge funds, and resource related investments. In addition, Mr. Crigler founded Trusten Capital Management where he managed a long/short micro-cap hedge fund as well as a micro-cap fund-of-funds on behalf of a large foundation. He started his investment career as an Equity Analyst at Fidelity Management and Research in Boston.

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Steven Davidoff Solomon
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Aaron Dirks
DIRKS COMPANIES, LLC
Founder and CEO

Aaron Dirks is one of the country’s most transformative entrepreneurs and brings with him a wealth of knowledge and interests in the Hospitality, Energy, Medical Device, and Logistics industries. He leads his portfolio of entrepreneurial endeavors through his role as Founder and CEO of Dirks Companies, LLC that serves as his holding enterprise. He graduated from the United States Military Academy at West Point in 1996 and served for ten years in the Army. He joined Merrill Lynch in the fall of 2002 and grew a successful private wealth management practice before forming his own Private Wealth Advisory firm, Dirks Capital, a precursor to Dirks Companies.

Neil Dugal
FLOURISH VENTURES
Senior Corporate Counsel

As head of legal at Flourish Ventures, Neil leverages a breadth and depth of venture capital legal experience to support Flourish’s investments, ecosystem building efforts, and portfolio companies. Prior to joining the Omidyar Group, 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 as well as public companies, including Pershing Square Capital Management, 3G Capital, Bristol-Myers Squibb, and Burger King.

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

Bobby is the President/CEO of the National Venture Capital Association, 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.
Michael Hecht is President & CEO of Greater New Orleans, Inc., the economic development agency for southeast Louisiana. Under Michael’s leadership, GNO, Inc. was recently named a “Top Economic Development Organization in the United States” by Site Selection magazine. Before coming to GNO, Inc. Michael led the quarter-billion dollar Katrina Small Business Recovery Program for the State. Previous to coming home to Louisiana, Michael worked for Mayor Michael Bloomberg in New York City, running the post-9/11 small business program. He began his career as a strategic management consultant in the US, Canada, Europe and Australia.

Aziz Gilani is a Managing Director at Mercury Fund, where he focuses on investments in enterprise SaaS, Cloud and data science startups. Aziz received his BBA from the University of Texas where he was a TILF Scholar, and his MBA from Northwestern University's Kellogg School of Management where he was an FC Austin Scholar. In addition, Aziz is a graduate of the Kauffman Fellows Program through the Center for Venture Education. Outside of Mercury, Aziz serves in advisory roles for the Mayor of Houston’s Tech and Innovation Council, Seed Accelerator Rankings, and SXSW Interactive. He is also an adjunct professor of entrepreneurship at Rice’s Jones Graduate School of Business.

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.

Michael Hecht is President & CEO of Greater New Orleans, Inc., the economic development agency for southeast Louisiana. Under Michael’s leadership, GNO, Inc. was recently named a “Top Economic Development Organization in the United States” by Site Selection magazine. Before coming to GNO, Inc. Michael led the quarter-billion dollar Katrina Small Business Recovery Program for the State. Previous to coming home to Louisiana, Michael worked for Mayor Michael Bloomberg in New York City, running the post-9/11 small business program. He began his career as a strategic management consultant in the US, Canada, Europe and Australia.
Scott James
DATA COLLECTIVE VENTURE CAPITAL (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.

Ted Jones
JONES WALKER LLP
Partner

Ted Jones is a partner in the Corporate Practice Group of Jones Walker. Ted advises public & private companies, private equity and venture capital funds, investment banks & underwriters, and individual & other institutional investors in connection with securities offerings, other financing transactions, M & A, joint ventures, corporate governance, and public finance matters. Ted also advises private fund managers, investment bankers & other investment advisors, and broker-dealers in compliance under federal & state securities laws and regulations. Prior to joining Jones Walker, Ted was an investment banker with Stephens Inc. and practiced corporate & securities law in Silicon Valley.

Scott Kupor
ANDREESSEN HOROWITZ
Managing Partner

Scott Kupor has been with the firm 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 more than $7 billion. He previously worked as vice president and general manager of Software-as-a-Service at Hewlett Packard. He 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.
Chris Meaux is the founder and Chairman of the Board of Waitr Holdings, Inc. (Nasdaq:WTRH) the popular online ordering and food delivery platform. Chris founded Waitr in Lake Charles Louisiana in 2013 and grew the company into a national leader with over $210 Million in annual revenue before leaving as CEO in August of 2019. As a serial entrepreneur and an active member of the Louisiana entrepreneurship and tech community Chris enjoys working with entrepreneurs in the hopes of finding the next Waitr in Louisiana. Chris is a trustee for the Lafayette Public Innovation Alliance, a member of the 2017 & 2018 Silicon Bayou 100, and recipient of the 2019 Ernst & Young Entrepreneur of the Year award.

Robert Lalka
A. B. FREEMAN SCHOOL OF BUSINESS
Professor of Practice and Executive Director

Rob Lalka is Professor of Practice at the A. B. Freeman School of Business and the Executive Director of the Albert Lepage Center for Entrepreneurship and Innovation at Tulane University. Lalka is the co-founder of Medora Ventures, a consulting firm that supports investments with returns for shareholders and the local community. He moved to New Orleans from Washington, DC, where he was a director at Village Capital and a senior advisor at the Howard G. Buffett Foundation. Lalka previously served in the U.S. Department of State’s Office of Global Partnerships and was on the Secretary of State’s policy planning staff. Lalka graduated from Yale University and holds a master’s degree in global public policy from Duke University.

Joe Lovett
LOUISIANA FUNDS
Managing Director

Joe Lovett is a Managing Director of Louisiana Funds where he has over 34 years of venture capital and operations experience in the healthcare areas of biotechnology, medical devices and equipment, diagnostics, imaging and services. Operations experience included increasingly responsible positions in marketing and general management at CR Bard, Mallinckrodt and Damon Biotech. Venture capital experience includes three venture capital funds (1988-2003) as general partner in affiliation with Harvard University managing $70,000,000 which resulted in 13 IPOs, 6 sales of private companies, 3 private companies.
Kate Mitchell
SCALE VENTURE PARTNERS
Co-Founder and Partner

Kate Mitchell 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 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 to increase the diversity within the venture ecosystem as well as to increase the flow of immigrant entrepreneurs into the U.S.

Adair Newhall
GREENSPRING ASSOCIATES
Principal

Adair is responsible for sourcing and due diligence efforts on fund, direct and secondary opportunities. He currently serves on the Bright Health and Crown Labs Boards and as an Observer on the Paladina Health Board. Adair previously served as a Principal at Domain Associates, a leading healthcare focused venture capital firm and Greenspring Associates fund manager. At Domain Associates, he held board observer positions with several portfolio companies. Prior to that he worked in the Business Development group at Esprit Pharma where he assisted with multiple product acquisitions and the subsequent sale of the company to Allergan. Before that, he worked at ESP Pharma, which was acquired by PDL BioPharma.

Neil Pai
FOUNDERS FUND
General Counsel

Neil Pai is General Counsel at Founders Fund and oversees the legal affairs of the firm, including investment structuring and negotiation, portfolio company management, and fund formation and governance. Prior to joining Founders Fund, Neil was Vice President and Associate General Counsel at Thiel Capital, where he provided strategic and operational support for Peter Thiel’s investments and entrepreneurial endeavors. Neil began his legal career at Sidley Austin, an international law firm, where his practice included mergers and acquisitions, securities work, and general corporate governance of public and private companies. Neil received his JD from Harvard Law School and BA from Duke University.
David C. Rieveschl  
STONE PIGMAN LLP  
Member  

David concentrates his practice in the areas of corporate, mergers and acquisitions and securities law. His practice includes structuring public and private sales of equity and debt instruments and advising clients on compliance with federal and state securities laws. In addition, he regularly counsels enterprises on issues affecting legal structure, intellectual property rights and venture capital financing. He also represents publicly traded and privately held clients in complex merger, stock and asset purchase transactions. He is a Past President and a Board Member of the Louisiana Chapter of the Association for Corporate Growth and a Board Member of the Tulane Association of Business Alumni.

Paul Santarelli  
PITCHBOOK  
VP of Sales & Market Development  

Paul Santarelli is the VP of Sales & Market Development at PitchBook, the premier data provider for the private and public equity markets. Paul and his team take a strategic approach to building relationships that focuses on using data to enhance and align with a customer’s existing strategy. In addition to overseeing the strategy of this 400+ person global team Paul also advises on business strategy, company operations and product development. Santarelli received an MBA from Tulane University and a Bachelor of Science from The University of Miami.

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.
Lara White
A. B. FREEMAN SCHOOL OF BUSINESS
Professor of Practice and Executive Director

Lara White is a Professor of Practice in Legal Studies and teaches Negotiations in the Executive MBA program at the Freeman School. She is also Executive Director of Executive and Professional Education, leading the development of short term, non-degree Executive and Professional Education programming at the new Stewart Center CBD, located in downtown New Orleans. Lara comes to the Freeman School after a successful career in private legal practice in New Orleans and has worked with small companies as well as Fortune 100 and 500 corporations. She has experience teaching, mentoring and in professional education development and delivery.

Mike Taylor
ADAMS STREET PARTNERS
Principal

Mike Taylor is the Primary Investments Principal at Adams Street Partners. He is responsible for all aspects of the primary investment process, including fund selection, due diligence, negotiations, monitoring, and general partner relationship management. Prior to joining Adams Street, Mike worked at Bank of America Merrill Lynch as an Investment Banking Analyst within their Global Industrials Group. His work focused on the automotive sector. Mike currently represents the Primary Investment Team on Adams Street’s Strategic Digital Initiatives Committee.

Scott T. Whittaker
STONE PIGMAN LLP
Member

Scott Whittaker is a Member of Stone Pigman and Chair of the firm’s M&A, Corporate & Securities Practice Group. Mr. Whittaker represents clients in a wide variety of transactions, including M&A transactions; private placements of securities; venture capital and private equity transactions; joint ventures; roll-ups, spin-offs and split-ups. Mr. Whittaker is past chair of the Mergers and Acquisitions Committee of the American Bar Association. An author and frequent speaker on M&A and Venture Capital topics. The Best Lawyers in America named him “Lawyer of the Year” in New Orleans for Venture Capital Law in 2020 and in 2014, Corporate Law in 2017, and Mergers & Acquisitions Law in 2013.
SPEAKERS’ BIOGRAPHIES

Eric Woo
ANGELIST
Head of Institutional Capital

As Head of Institutional Capital at AngelList, Eric works with capital partners looking to access venture capital through structured, systematic, and data-driven programs. Over the last 10 years, Eric has helped invest over $160 million as a fund and direct co-investor. Notably, he played a key role in establishing the emerging manager programs at Top Tier Capital and Northgate Capital. An entrepreneur at heart, Eric is passionate about empowering the next generation of early-stage VCs. Eric graduated with a B.S. degree in Mechanical Engineering from UC Berkeley and has been a CFA charter holder since 2004. He enjoys playing golf, traveling, and spending time with his wife and daughter.

Ashley Yesayan
REVOLUTION GROWTH
Vice President, Revolution Growth

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.

Myke Yest
A. B. FREEMAN SCHOOL OF BUSINESS
Professor of Practice in Finance

Myke Yest is a Professor of Practice in Finance at the A. B. Freeman School of Business and teaches Risk Management, Corporate Finance, Private Equity, Venture Capital, and Cases in Finance. Outside the classroom, Myke acts as program director for Tulane’s Partnership Program with CFA Institute and faculty adviser to DECA, a business competition organization. Myke also consults for a local investment advisor firm that helps high-net worth individuals prepare for retirement. He holds a BBA in Business Management from Stetson University, an MBA from the University of South Florida, and a PhD in Finance from Tulane University, in which he focused his research on mutual fund management structures.
AGENDA AT A GLANCE

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2:00 - 2:30 PM  Break
2:30 - 4:00 PM  Deal Lab: Venture Capital Terms and Processes
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8:00 - 9:00 AM  Breakfast
9:00 - 10:00 AM  VC Data Presentation & Discussion
10:00 - 10:15 AM  Break
10:15 - 11:45 PM  Panel Discussion: Current Trends in Venture Capital
11:45 - 1:00 PM  Lunch with NVCA Keynote Fireside Chat
1:15 - 2:30 PM  Panel Discussion: Value + Capital in Emerging Ecosystems
2:30 - 2:45 PM  Break
2:45 - 3:45 PM  Case Study Sessions:
Track I: Case Study
Track II: Case Study
3:45 - 4:15 PM  Networking Break
4:15 - 5:15 PM  Mock Venture Deal Negotiation
5:15 - 6:15 PM  Panel: LP Trends & Insights

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10:30 - 11:00 AM  Networking Break
11:00 - 12:00 PM  Closing Fireside Chat
12:00 - 12:30 PM  Program Closes and Certificates Provided

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