

KAUFFMAN FELLOWS PROGRAM

AT THE CENTER FOR VENTURE EDUCATION

FELLOWS CLASS 16

MODULE 5 • RUNNING THE FIRM AS A BUSINESS

TUESDAY, OCTOBER 23, 2012

5:30pm	Class Debrief and Dinner	Sentry Centers
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WEDNESDAY, OCTOBER 24, 2012

7:30am	Registration and Breakfast	Sentry Centers
8:00am	Investment Models Respond to the Sophisticated Entrepreneur <i>Roger Ehrenberg, IA Ventures • David Tisch, TechStars • Owen Davis, NYCSEED • Jordan Cooper, Lerer Ventures • Scott Levine, Time Warner Investments</i>	Dakota
9:30am	Break	
10:00am	First Deal to Franchise <i>Susan Mason (Class 2), CVE BoD, Aligned Partners Brent Ahrens (Class 5), Canaan Partners</i>	Dakota
11:30am	Bus to The Apella	
12:00pm	Industry Lunches	The Apella
2:00pm	Welcoming Remarks and Panel: The Burgeoning NYC Innovation Ecosystem <i>Phil Wickham (Charter Class), Kauffman Fellows Maria Gotsch, New York City Investment Fund • Seth Pinsky, NYCEDC • Danny Schultz, DFJ Gotham • Lisa Skeete Tatum (Class 4), Independent</i>	The Apella
3:30pm	Breakout Panel: How Institutional Investors are Evaluating Smart Connected Capital <i>Bruce Upbin, Forbes Media • Mel Williams, TrueBridge Capital Partners • Rick Slocum, The Johnson Company • Doug Coyle, The Rockefeller Foundation</i>	The Apella
3:30pm	Breakouts: Focusing Innovation Talents Beyond Venture Capital <i>Thomas Darden (Charter Class), K-12 Education Executive; Broad Fellow • Peter Krawiec (Class 6), Amazon.com • Dan Malven (Class 4), Analyte Health • Winslow Sargeant (Class 11), Small Business Administration</i>	The Apella
4:30pm	Networking Break	The Apella

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5:00pm	Awards & Honors <i>Linda Rottenberg, Endeavor • Mel Williams & Edwin Poston, TrueBridge Capital Partners • Mark Heesen, National Venture Capital Association</i>	The Apella
5:30pm	Fireside Chat <i>Benno Schmidt, Interim CEO, Kauffman Foundation & Phil Wickham, CEO, Kauffman Fellows</i>	The Apella
6:00pm	Keynote: "How Networks are Transforming our Economy & Society (and How We Invest in Them)" <i>Fred Wilson, Union Square Ventures</i>	The Apella
6:30pm	Cocktails	The Apella
7:30pm	Dinner Stations & Video Program/Remarks	The Apella

THURSDAY, OCTOBER 25, 2012

9:30am	Arrival and Breakfast	Sentry Centers
10:00am	Managing the Firm <i>Matt Harris, Bain Capital Ventures • Linda Hanauer, TBD</i>	Dakota
11:30am	Break and Lunch Pick-up	
12:00pm	Lunch Keynote: Building Entrepreneurial Ecosystems <i>Brad Feld, Foundry Group</i>	Empire
1:30pm	Break	
2:00pm	Navigating Firm Dynamics <i>Alan Patricof, Greycroft Partners</i>	Dakota
3:30pm	Break	
4:00pm	Raising a Fund <i>Liam Donohue (Mentor 13), .406 Ventures</i>	Dakota
5:30pm	Break	
5:45pm	Optional Session: Deal Flow <i>Yanev Suissa (Class 16), New Enterprise Associates</i>	Room TBD
7:00pm	Happy Hour with New York City Venture Connection <i>Optional Attendance: 101 Third Ave @ 13th Street</i> <i>Contact: Yanev Suissa (Class 16)</i>	Linen Hall

FRIDAY, OCTOBER 26, 2012

8:30am	Arrival and Breakfast	Sentry Centers
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9:00am	Fund Economics Case: Accel <i>Steve Kaplan, (KF BoD), University of Chicago Booth School of Business</i>	Dakota
10:30am	Break	
11:00am	Field Project Clinic <i>Phil Wickham (Charter Class), Kauffman Fellows</i>	Dakota
12:30pm	Break	
1:00pm	Class Debriefs	Dakota

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