

# KAUFFMAN FELLOWS PROGRAM

AT THE CENTER FOR VENTURE EDUCATION

## FELLOWS CLASS 17

### MODULE 2

## INVESTMENT DNA: GETTING CAPITAL FORMATION RIGHT

**TUESDAY, OCTOBER 23, 2012**

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5:30pm Class Debrief and Dinner Sentry Centers

**WEDNESDAY, OCTOBER 24, 2012**

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7:30am Registration and Breakfast Sentry Centers

8:00am Good Money After Bad (Due Diligence, Term Sheets) Rockefeller  
*Praveen Sahay (Class 8), WAVE Equity Partners*

9:30am Break

10:00am Term Sheet Negotiations Rockefeller  
*Justin Fishner-Wolfson (Class 14), 137 Ventures • Warren Packard, Thuuz & Draper Fisher Jurvetson*

11:30am Bus to The Apella

12:00pm Industry Lunches The Apella

2:00pm Welcoming Remarks and Panel: The Burgeoning NYC Innovation Ecosystem The Apella  
*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*

3:30pm Breakout Panel: How Institutional Investors are Evaluating Smart The Apella  
Connected Capital  
*Bruce Upbin, Forbes Media • Mel Williams, TrueBridge Capital Partners*  
*• Rick Slocum, The Johnson Company • Doug Coyle, The Rockefeller*  
*Foundation*

3:30pm Breakouts: Focusing Innovation Talents Beyond Venture Capital The Apella  
*Thomas Darden (Charter Class), K-12 Education Executive; Broad Fellow*  
*• Dan Malven (Class 4), Analyte Health • Winslow Sargeant (Class 11),*  
*Small Business Administration*

4:30pm Networking Break The Apella

**October 23-26, 2012**

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5:00pm	Awards & Honors <i>Linda Rottenberg, Endeavor • Mel Williams &amp; 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 &amp; 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

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9:30am	Arrival and Breakfast	Sentry Centers
10:00am	Influence Without Authority <i>Bill Tobin, Strayer Consulting Group</i>	Rockefeller
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	Due Diligence and the Essence of Great Investing <i>Gene Hill, SV Life Sciences</i>	Rockefeller
3:30pm	Break	
4:00pm	Due Diligence and the Essence of Great Investing <i>Gene Hill, SV Life Sciences</i>	Rockefeller
5:30pm	Break	
5:45pm	Optional Session: Deal Flow <i>Yanev Suissa (Class 16), New Enterprise Associates</i>	Room TBD
7:00pm	Open Night	

### FRIDAY, OCTOBER 26, 2012

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8:30am	Arrival and Breakfast	Sentry Centers
9:00am	Wax On/Wax Off: Let’s Make a Deal <i>Brendan O’Leary (Class 8), Prism VentureWorks</i>	Rockefeller
10:30am	Break	

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11:00am	Entrepreneur's Perspective <i>Jeff Busgang, Flybridge Capital Partners</i>	Rockefeller
12:30am	Break	
1:00pm	Class Debriefs	Rockefeller

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