

2017 NVCA ANNUAL MEETING

NEWSEUM

Knight Conference Center | 555 Pennsylvania Avenue, N.W.

MAY 10-11, 2017

PROGRAM GUIDE



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+1 312 364 5475
bgledhill@williamblair.com

Jim O'Connor
Global Head of Venture Capital Coverage
+1 312 364 8599
joconnor@williamblair.com

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Welcome



Welcome to the 2017 NVCA Annual Meeting!

In a departure from recent years, we are hosting the Annual Meeting in Washington, D.C. to bring together venture capital investors and others from the entrepreneurial ecosystem to participate directly in our advocacy efforts.

Over the next two days, we will expose you to every facet of our policy agenda and empower you to advance NVCA's pro-innovation agenda. On day one, you will glean new insights from our informative general session programming, including keynote addresses from senior federal lawmakers on the activities taking place behind the scenes on Capitol Hill, as well as in depth panel discussions on our core policy issues. Then, on day two, we will convene on Capitol Hill to teach you the ropes of what it takes to successfully lobby on an issue and then put those new advocacy skills to work at meetings with policymakers.

We know the first two years of a new presidential administration are generally the most productive, and with unified Republican control of Washington, we will continue to experience a frenetic pace of activity from now until the mid-term elections in 2018. From immigration and tax reform to financial and healthcare regulation, so many of our issues will be in play in the months ahead. Now more than ever before we need YOU to engage with your trade association on the issues that matter to your firms and your portfolio companies.

As experienced as the NVCA team is in getting things done in Washington, what really moves the needle is hearing directly from you. After leaving here this week, please remain engaged to help us strengthen venture capital and grow the entrepreneurial ecosystem.

Thank you for joining us. We look forward to a productive two days of public policy discussion and advocacy.

All the best,

A handwritten signature in black ink that reads "Bobby Franklin". The signature is written in a cursive, flowing style.

Bobby Franklin
President & CEO

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Menlo Ventures

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Chair-Elect
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Alberto Yopez
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**Term ends in May 2017*

INCOMING DIRECTORS 2017-2021

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George Hoyem
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Salesforce Ventures
San Francisco, CA

Nicole Walker
Baird Capital
Chicago, IL

Schedule-at-a-Glance

WEDNESDAY, MAY 10, 2017

8:00 A.M. – 5:00 P.M.	Registration Open
8:00 A.M. – 8:45 A.M.	Networking Breakfast
9:00 A.M. – 5:00 P.M.	General Session
9:00 A.M. – 9:15 A.M.	President’s Update
9:15 A.M. – 9:45 A.M.	Data Download: State of VC
9:45 A.M. – 10:15 A.M.	KEYNOTE: Senator Jeff Flake (R-AZ)
10:15 A.M. – 11:00 A.M.	Make Our Public Markets Great Again!
11:00 A.M. – 11:30 A.M.	Coffee Break
11:30 A.M. – 12:15 P.M.	Pushing Tax Reform to Encourage New Company Formation
12:15 P.M. – 1:15 P.M.	Networking Lunch
1:15 P.M. – 2:00 P.M.	Immigrant Entrepreneurship Under the Trump Administration
2:00 P.M. – 2:45 P.M.	Engaging Government Agencies as Customers and Partners in Innovation
2:45 P.M. – 3:15 P.M.	Networking Break
3:15 P.M. – 4:00 P.M.	Policymaking During Rapid Innovation in Healthcare and Technology
4:00 P.M. – 4:30 P.M.	KEYNOTE: Senator Brian Schatz (D-HI)
4:30 P.M. – 4:45 P.M.	Chair’s Address
4:45 P.M. – 5:00 P.M.	Passing of the Gavel
5:30 P.M. – 7:30 P.M.	Capitol Hill Reception with Senator Steve Daines (R-MT)

THURSDAY, MAY 11, 2017

8:00 A.M. – 8:30 A.M.	Networking Breakfast
8:30 A.M. – 9:30 A.M.	Washington, D.C. under President Trump
9:30 A.M. – 10:30 A.M.	NVCA Policy Priorities
10:30 A.M. – 1:30 P.M.	Meetings with Policymakers

WEDNESDAY, MAY 10, 2017

REGISTRATION OPEN

8:00 A.M. – 5:00 P.M.
NEWSEUM – KNIGHT CONFERENCE CENTER

NETWORKING BREAKFAST

8:00 A.M. – 8:45 A.M.
NEWSEUM – KNIGHT CONFERENCE CENTER

GENERAL SESSION

9:00 A.M. – 5:00 P.M.
NEWSEUM – KNIGHT CONFERENCE CENTER

President’s Update

9:00 A.M. – 9:15 A.M.

NVCA President and CEO **Bobby Franklin** will bookend a busy year for NVCA, updating the membership on NVCA’s advocacy efforts from the past year and providing a look behind the curtain at what’s to come in the year ahead.

Data Download: State of VC

9:15 A.M. – 9:45 A.M.

PitchBook is now the official data provider of NVCA! **Adley Bowden**, Vice President of Market Analysis at PitchBook, will level set with a data download to set the stage for policy discussions ahead.

Meeting Agenda

KEYNOTE:
**Senator
Jeff Flake (R-AZ)**

9:45 A.M. – 10:15 A.M.

- Member of the Senate Committee on the Judiciary
- Chairman of the Subcommittee on Privacy, Technology and the Law
- Author of legislation to create a startup visa

Through his over fifteen years of public service first in the U.S. House of Representatives and now in the U.S. Senate, Senator Flake has developed a keen interest in the startup community and a deep appreciation for the contributions of immigrant founders to the U.S. economy. Senator Flake will share with us the details of his legislation to create a startup visa for immigrant founders and provide us with updates on other key policy matters he is working on as a member of the Senate Judiciary Committee and as Chairman of the Subcommittee on Privacy, Technology and the Law.



Senator Jeff Flake

Make Our Public Markets Great Again!

10:15 A.M. – 11:00 A.M.

The median number of venture-backed IPOs per year has dropped precipitously over recent decades. The JOBS Act was a great first step to help venture-backed companies onramp to the public markets but more needs to be done to ensure they are successful once there. This panel will explore what happened, why, and what we can do about it to reopen the IPO markets to venture-backed companies.

MODERATOR: Scott Kupor, Managing Partner at Andreessen Horowitz

PANELISTS:

- **Bobby Bartlett**, Professor of Law and Faculty Director at the Berkley Center for Law, Business and the Economy
- **Milan Dalal**, Senior Economic Adviser at Senate Banking, Housing, and Urban Affairs Committee, Subcommittee on Securities, Insurance and Investment
- **Barry Eggers**, Partner at Lightspeed Venture Partners
- **Brett Paschke**, Head of Equity Capital Markets at William Blair

Coffee Break

11:00 A.M. – 11:30 A.M.

**Pushing Tax Reform to Encourage
New Company Formation**

11:30 A.M. – 12:15 P.M.

With unified Republican control of both the White House and Congress, the likelihood of tax reform increased significantly. Five months after President Trump took office, we will check on the reform efforts taking place in key congressional committees, discuss the risks and opportunities for your firms and portfolio companies, and provide an update on our efforts to encourage new company formation in tax reform.

MODERATOR: Justin Field, Vice President of Government Affairs at NVCA

PANELISTS:

- **Ray Beeman**, Co-Leader of the Washington Council Ernst & Young Practice of Ernst & Young LLP
- **Steve Franklin**, Founding Partner at Gunderson Dettmer
- **Lori Prater**, Tax Counsel and Policy Director for Rep. Mike Kelly (R-PA)
- **Jon Talisman**, Founding Partner at Capitol Tax Partners

Networking Lunch

12:15 P.M. – 1:15 P.M.

**Immigrant Entrepreneurship
Under the Trump Administration**

1:15 P.M. – 2:00 P.M.

The talent of immigrant entrepreneurs has played a large role in startup growth and success in the U.S. Given President Trump's attention to immigration reform, this panel will provide important updates on congressional and the administration's efforts to reform immigration and how those efforts will impact the entrepreneurial ecosystem.

MODERATOR: Bobby Franklin, President & CEO of NVCA

PANELISTS:

- **George Fishman**, Chief Counsel at the Subcommittee on Immigration and Border Security for the House Judiciary Committee
- **Brendan Parets**, Policy Counsel at Senate Republican Policy Committee
- **Shervin Pishevar**, Co-Founder and Managing Director at Sherpa Capital
- **Scott Sandell**, Managing General Partner at NEA

**Engaging Government Agencies as
Customers and Partners in Innovation**

2:00 P.M. – 2:45 P.M.

The federal government and its many agencies and offices offers tremendous opportunity for startup companies to do business as well as partner in innovation. During this panel, we will convene leaders from across the federal government who are responsible for strategies to bring the federal government into the 21st century to discuss how we can encourage the government to purchase more entrepreneur-generated technology, and how to better connect your portfolio companies to the right people in government to solve critical issues for the country.

MODERATOR: Scott Frederick, Partner and Head of Business Development and Federal Government Initiatives at NEA

PANELISTS:

- **Justin Antonipillai**, Former Counselor to the Secretary, Delegated Duties of Under Secretary for Economic Affairs at U.S. Dept. of Commerce
- **Kyla Fullenwider**, Chief Innovation Officer at U.S. Census Bureau
- **Dan Tangherlini**, Former Administrator of the United States General Services Administration
- **Sean Singleton**, Director of Engagement for DIUx

Networking Break

2:45 P.M. – 3:15 P.M.

**Policymaking During Rapid Innovation
in Healthcare and Technology**

3:15 P.M. – 4:00 P.M.

Innovation is exploding in many areas of venture investment, including healthcare, cybersecurity, machine learning, and many others. Policymakers will be confronted with rapidly changing products and services that will touch the lives of their constituents in the years to come. This panel will discuss how policymakers can shape these developments in a way that supports innovation.

MODERATOR: Jeff Farrah, Vice President of Government Affairs at NVCA

PANELISTS:

- **Lisa Maki**, CEO of PokitDok
- **Nick Rossi**, Staff Director at the U.S. Senate Committee on Commerce, Science, and Transportation
- **Rich Wong**, General Partner at Accel Partners

KEYNOTE:
**Senator
Brian Schatz (D-HI)**

4:00 P.M. – 4:30 P.M.

- Chief Deputy Whip of the Senate Democratic Conference
- Member of the Senate Committee on Banking, Housing, and Urban Affairs
- Ranking Member of the Senate Subcommittee on Communications, Technology, Innovation, and the Internet

As the senior senator from Hawaii and member of the Senate Democrat's leadership team, Senator Schatz is active on a number of issues impacting the entrepreneurial ecosystem, including as a member of the Banking Committee and as Ranking Member of the Senate Commerce Committee's Subcommittee on Communications, Technology, Innovation, and the Internet. During his keynote address, Senator Schatz will update us on the latest policy deliberations playing out on Capitol Hill and their impact on venture capital and startups.



Senator Brian Schatz

Chair's Address

4:30 P.M. – 4:45 P.M.

NVCA Board of Directors Chair **Venky Ganesan** of Menlo Ventures will reflect on his term and offer parting words to the membership as he steps down from the board after five years of service to the industry.



Venky Ganesan

Passing of the Gavel

4:45 P.M. – 5:00 P.M.

Scott Kupor of Andreessen Horowitz will receive the ceremonial gavel from his predecessor, marking the official start of his 2017-2018 term as Chair of the NVCA Board of Directors.



Scott Kupor

Meeting Agenda

CAPITOL HILL RECEPTION

5:30 P.M. – 7:30 P.M.
DIRKSEN SENATE OFFICE BUILDING – 106

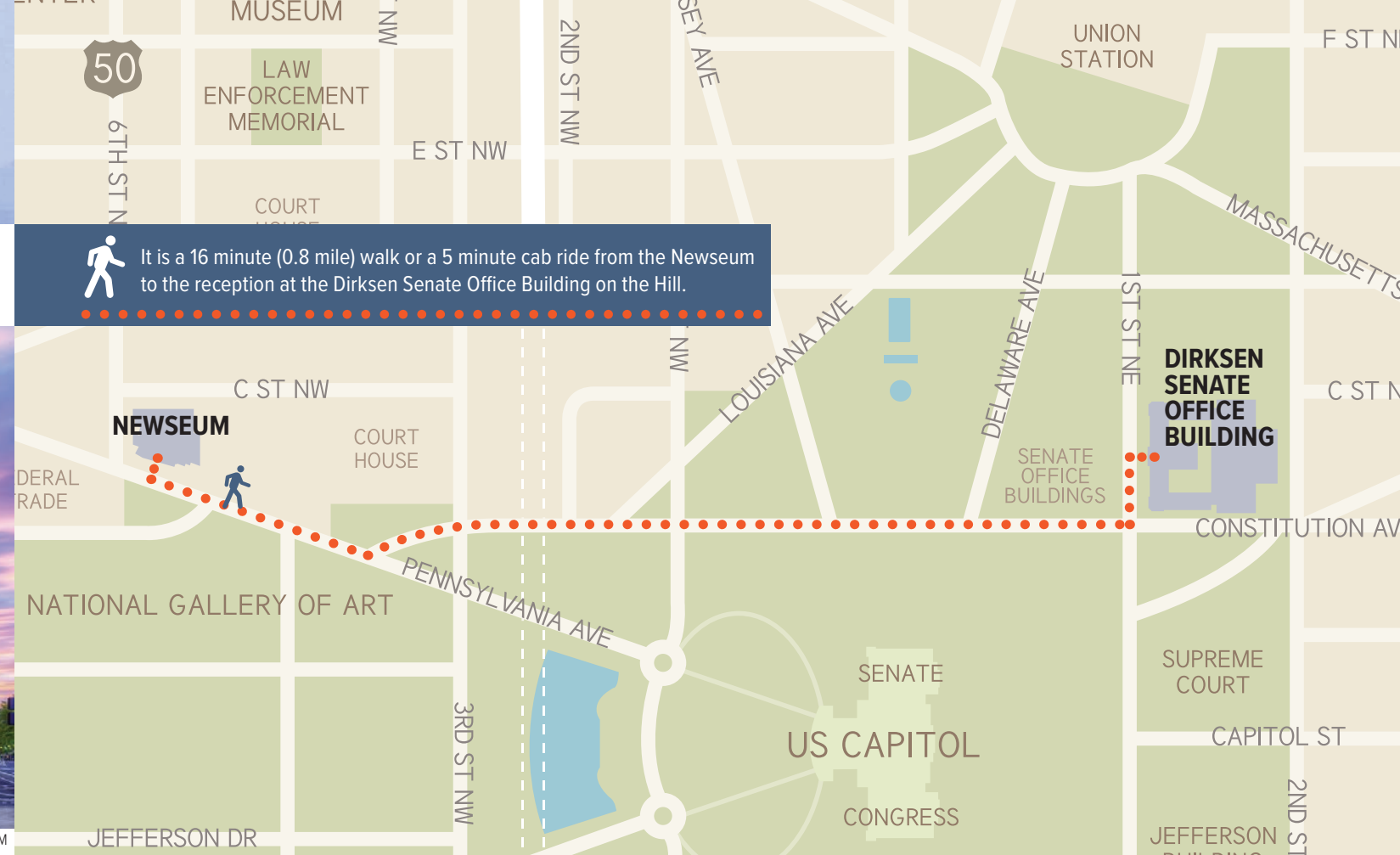
Join us for a reception on Capitol Hill featuring **Senator Steve Daines** (R-MT), honorary co-host and former venture-backed entrepreneur.



Senator Steve Daines



MARIA BRYK/NEWSEUM



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WILL BE SUED BY
A PATENT TROLL
WITHIN 5 YEARS OF
INITIAL FUNDING



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The better the world works.

Meeting Agenda

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The background of the advertisement is a long-exposure photograph of a city skyline at night. Two prominent skyscrapers are visible, their upper floors illuminated with bright red lights. Light trails from cars on a highway in the foreground create streaks of white and yellow. A large, semi-transparent blue arrow points diagonally from the top right towards the bottom left, passing behind the main headline. The Silicon Valley Bank logo, consisting of the letters 'svb' in white on a blue square, is located in the top left corner.

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Contact:

Chris Stedman
National Head, Regional Banking
cstedman@svb.com

Silicon Valley Bank
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