

PROGRAM GUIDE

Event Sponsors:





What transforms around the corner to around the world?

Find out how EY's 7 Drivers of Growth can help companies grow from local to global. ey.com/acceleratinggrowth #BetterQuestions

The better the question. The better the answer. The better the world works.

© 2018 EYGM Limited. All Rights Reserved. EY None.



Welcome to NVCA's VCs-to-DC!



Building off last year's successful event, we are again hosting the Annual Meeting—now titled VCs-to-DC—in Washington D.C. this year to bring together venture capitalists and others from the entrepreneurial ecosystem to make a direct impact on government policies that will shape the startup and VC industry for years to come.

Over the next two days, we will expose you to every facet of NVCA's pro-innovation agenda and empower you to engage with and educate policymakers on the important issues affecting the entrepreneurial ecosystem. On day one, you will gather new insights from keynote addresses and fireside chats involving top policymakers, regulators and VCs on the key activities going on behind the scenes in Washington, as well as in depth panel discussions on our top policy issues. Then, on day two, we will gather on Capitol Hill to teach you the core principles of successfully lobbying on an issue and then put those new advocacy skills to work at meetings with important policymakers.

From immigration and tax reform to cryptocurrency and capital markets regulation, so many of our issues will be in play in the months (and years) ahead. That is why we need you to work with NVCA—YOUR trade association—on the issues that matter to your firms and your portfolio companies.

While the NVCA policy team engages with policymakers throughout the year and is skilled at getting things done in Washington, we know it is most effective when policymakers hear directly from you. After making a difference in Washington this week, please remain engaged to help us strengthen and grow the entrepreneurial ecosystem.

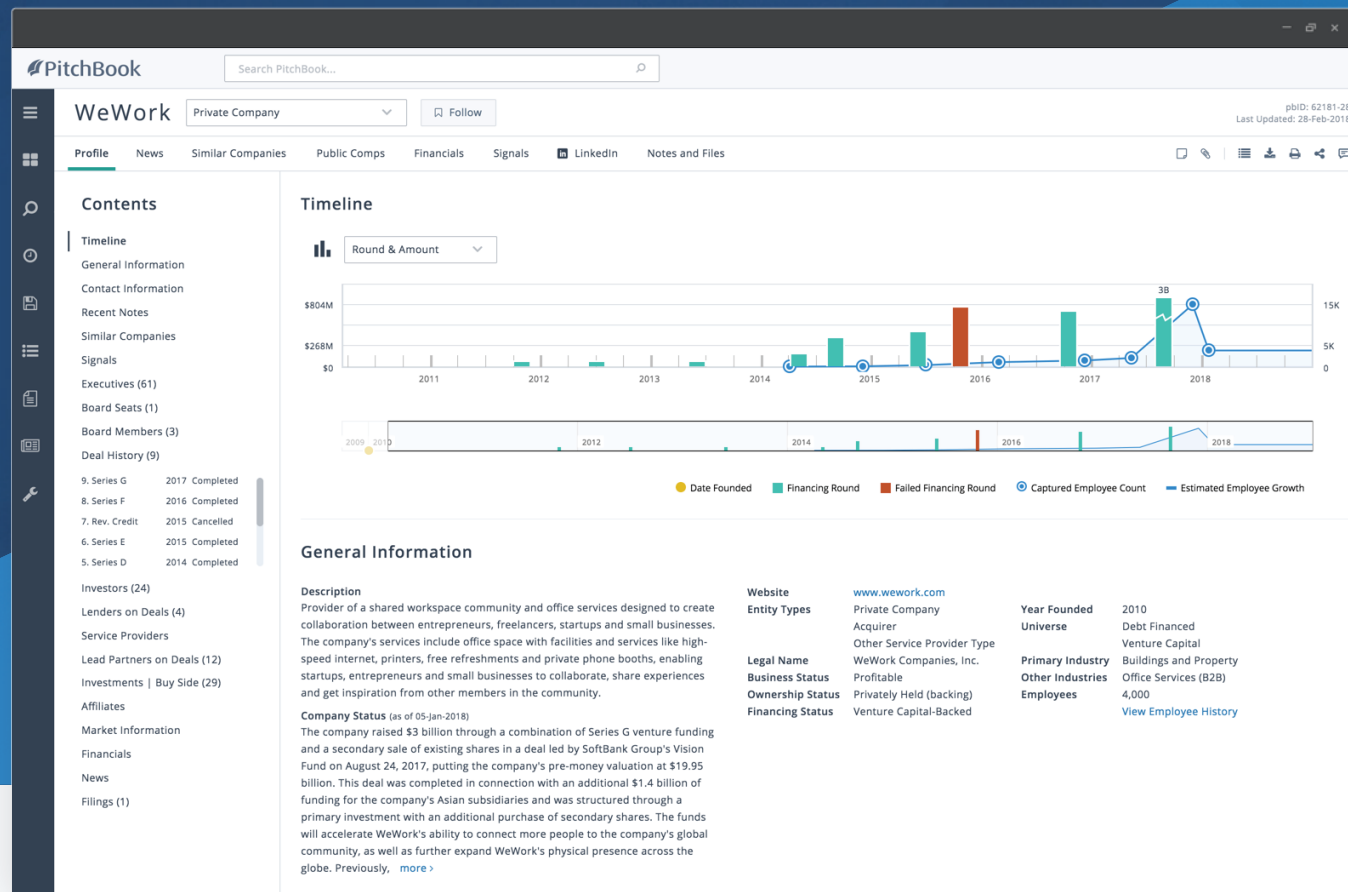
Thank you for joining us. We look forward to a productive two days of public policy discussion and advocacy.

All the best,

Bobby Franklin
President & CEO



Fundraise faster. Invest smarter.
Exit stronger.



More than 400 venture capital firms back up their biggest decisions with PitchBook's comprehensive public and private market data—including the most pre-money valuations and deal multiples of any resource.

Visit pitchbook.com to see what our data can do for your firm.



2018-2019 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Scott Kupor*
Chair
Andreessen Horowitz

Alexis Borisy
Chair-Elect
Third Rock Ventures

Tim Curt*
Treasurer
Warburg Pincus

Jan Garfinkle
Secretary
Arboretum Ventures

Jeff Crowe*
At-Large
Norwest Venture Partners

Brian Rich
At-Large
Catalyst Investors

Rich Wong
At-Large
Accel Partners

NVCA DIRECTORS

Bruce Booth
Atlas Venture
Cambridge, MA

Mike Carusi
Lightstone Ventures
Palo Alto, CA

Christy Chin
Draper Richards Kaplan
Foundation
Menlo Park, CA

Jeff Clavier
Uncork Capital
Palo Alto, CA

Michael Dixon
Sequoia Capital
Menlo Park, CA

John Drew*
Technology Crossover
Ventures
Palo Alto, CA

Barry Eggers
Lightspeed Venture
Partners
Menlo Park, CA

Chris Girgenti
Pritzker Group Venture
Capital
Chicago, IL

Joe Horowitz
Icon Ventures
Palo Alto, CA

George Hoyem
In-Q-Tel
Menlo Park, CA

Maha Ibrahim
Canaan Partners
Menlo Park, CA

Mark Kvamme
Drive Capital
Columbus, OH

Lisa Lambert
National Grid Ventures
Menlo Park, CA

Denise Marks
SV Health Investors
Boston, MA

Mary Meeker
Kleiner, Perkins, Caufield
and Byers
Menlo Park, CA

Ashton Newhall*
Greenspring Associates
Owings Mills, MD

Deepa Pakianathan
Delphi Ventures
Menlo Park, CA

Vic Parker
Spectrum Equity
San Francisco, CA

Glenn Rieger
NewSpring Capital
Radnor, PA

Carmichael Roberts
North Bridge Venture
Partners
Boston, MA

Phil Sanderson
Ridge Ventures
San Francisco, CA

Andy Schwab
SAM Ventures
San Francisco, CA

John Somorjai
Salesforce Ventures
San Francisco, CA

Nicole Walker
Baird Capital
Chicago, IL

Alberto Yopez
Trident Capital
Palo Alto, CA

INCOMING DIRECTORS 2018-2021

Michael Brown
Battery Ventures
Boston, MA

Steve Fredrick
Grotech Ventures
Hunt Valley, MD

Emily Melton
DFJ
Menlo Park, CA

Patricia Nakache
Trinity Ventures
Menlo Park, CA

Will Price
Next Frontier Capital
Bozeman, MT

Jennifer Teagan
Cayuga Ventures
Ithaca, NY

David York
Top Tier Capital Partners
San Francisco, CA

*Term ends in May 2018



SCHEDULE-AT-A-GLANCE

Wednesday, May 16, 2018

8:00 a.m.	Registration Open
8:00 a.m. – 8:45 a.m.	Networking Breakfast
9:00 a.m. – 9:15 a.m.	President's Update
9:15 a.m. – 9:30 a.m.	Passing of the Gavel
9:30 p.m. – 10:00 p.m.	FIRESIDE CHAT: FDA Commissioner Scott Gottlieb
10:00 a.m. – 10:30 a.m.	FIRESIDE CHAT: Steve Case, Chairman and CEO of Revolution
10:30 a.m. – 11:00 a.m.	Networking Break
11:00 a.m. – 11:45 a.m.	PANEL: The Present and Future of the U.S. Cryptocurrency Industry
11:45 a.m. – 12:15 p.m.	KEYNOTE: House Majority Leader Kevin McCarthy (R-CA)
12:15 p.m. – 1:15 p.m.	Networking Lunch
1:15 p.m. – 2:00 p.m.	PANEL: How VCs and Entrepreneurs Are Navigating Changing Immigration Policy
2:00 p.m. – 2:30 p.m.	FIRESIDE CHAT: SEC Chairman Jay Clayton
2:30 p.m. – 3:00 p.m.	Networking Break
3:00 p.m. – 3:30 p.m.	KEYNOTE: Rep. Suzan DelBene (D-WA)
3:30 p.m. – 4:15 p.m.	PANEL: How Tax Reform Impacts VC and Entrepreneurship and What's Next
4:00 p.m. – 4:45 p.m.	PANEL: The Trump Administration Approach to Tech Policy
5:30 p.m. – 7:30 p.m.	Reception: Embassy of Canada

Thursday, May 17, 2018

8:00 a.m. – 8:30 a.m.	Networking Breakfast
8:30 a.m. – 9:30 a.m.	State of Play Washington, D.C.
9:30 a.m. – 10:30 a.m.	NVCA Policy Priorities
10:30 a.m. – 1:30 p.m.	Meetings with Policymakers



WEDNESDAY, MAY 16, 2018

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.



Bobby Franklin

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.

Passing of the Gavel

9:15 A.M. – 9:30 A.M.



Scott Kupor



Alexis Borisy

NVCA Board of Directors Chair **Scott Kupor** of Andreessen Horowitz will reflect on his term and offer parting words as he steps down from the board and hands off the gavel to incoming NVCA Board of Directors Chair **Alexis Borisy** of Third Rock Ventures.

FIRESIDE CHAT: FDA Commissioner Scott Gottlieb

9:30 A.M. – 10:00 A.M.



Scott Gottlieb



Deepa Pakianathan

FDA Commissioner **Scott Gottlieb** will participate in a fireside chat with biotechnology investor **Deepa Pakianathan** of Delphi Ventures to discuss health care policy developments that impact startups and the venture industry. Commissioner Gottlieb brings considerable experience to federal service, including as a physician, entrepreneur, and Venture Partner at NEA.

FIRESIDE CHAT: Steve Case, Chairman and CEO of Revolution

10:00 A.M. – 10:30 A.M.



Steve Case



Kim Hart

As former Co-founder of AOL, **Steve Case** is one of America's best-known and most accomplished entrepreneurs. As Chairman and CEO of Revolution, Steve launched the Rise of the Rest® tour to demonstrate that high-growth companies can start and scale anywhere. During this fireside chat with **Kim Hart**, Managing Editor of Axios, Steve will discuss his work to promote emerging ecosystems and what he sees as the key pillars of furthering the growth of ecosystems beyond the coasts.

Networking Break

10:30 A.M. – 11:00 A.M.



WEDNESDAY, MAY 16 *continued*

PANEL: The Present and Future of the U.S. Cryptocurrency Industry

11:00 A.M. – 11:45 A.M.

Cryptocurrencies have become one of the most significant technology trends in years, with over \$4 billion raised in 2017 through ICOs alone. This panel will explore current trends in the industry, the rapidly evolving regulatory landscape, and efforts to create an effective regulatory regime to crack down on fraud and abuse while allowing the promise of underlying technology to be explored here in the U.S.

MODERATOR: Scott Kupor, Managing Partner at Andreessen Horowitz and Chair of the NVCA Board of Directors

PANELISTS:

- **Jerry Brito**, Executive Director of Coin Center
- **Matt Mulder**, Chief Counsel and Legislative Director to Rep. Patrick McHenry (R-NC)

KEYNOTE: House Majority Leader Kevin McCarthy (R-CA)

11:45 A.M. – 12:15 P.M.



Rep. Kevin McCarthy

House Majority Leader **Kevin McCarthy** has been a champion of issues impacting venture capital and the entrepreneurial ecosystem through his many years in Congress and in Republican leadership. From tax reform to immigration to tech policy, Majority Leader McCarthy will discuss a wide range of issues important to the ecosystem and provide an update on what he sees around the corner on some of our most pressing issues.

Networking Lunch

12:15 P.M. – 1:15 P.M.

PANEL: How VCs and Entrepreneurs Are Navigating Changing Immigration Policy

1:15 P.M. – 2:00 P.M.

Political change in Washington has ushered in new approaches to immigration policy. This panel will examine how VCs, founders, and venture-backed companies are dealing with immigration challenges. Are venture firms offering immigration services to portfolio companies? Is immigration policy impacting how teams and/or deals are structured? How might the International Entrepreneur Rule be utilized? Have traditional visa options become more restrictive in the current environment?

MODERATOR: Jeff Farrah, General Counsel at NVCA

PANELISTS:

- **Jeff Clavier**, Founder and Managing Partner at Uncork Capital
- **Ximena Hartsock**, Co-founder of Phone2Action
- **Carmen Palafox**, Partner at Make in LA

FIRESIDE CHAT: SEC Chairman Jay Clayton

2:00 P.M. – 2:30 P.M.



Chairman Jay Clayton

As Chairman of the SEC, **Jay Clayton** works on many important policy issues that touch the entrepreneurial ecosystem. During this fireside chat with **Scott Kupor**, Managing Partner at Andreessen Horowitz, he will discuss the SEC's work to make the public markets more accessible to venture-backed companies and how the SEC plans to address regulation of cryptocurrencies and ICOs.

Networking Break

2:30 P.M. – 3:00 P.M.

KEYNOTE: Rep. Suzan DelBene (D-WA)

3:00 P.M. – 3:30 P.M.



Rep. Suzan DelBene

Congresswoman DelBene will discuss innovation policy and the unique perspective her over two decades of experience as a successful technology entrepreneur and business leader brings to the House and to her position on the influential House Ways and Means Committee.

PANEL: How Tax Reform Impacts VC and Entrepreneurship and What's Next

3:30 P.M. – 4:15 P.M.

The largest tax bill in thirty years passed into law in December 2017. This panel will explore what was in the bill, which elements impact the ecosystem, and where are the next threats and opportunities in tax policy.

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

PANELISTS:

- **Steve Franklin**, Partner at Gunderson Dettmer
- **Jan Garfinkle**, Founder and Managing Director at Arboretum Ventures
- **James Markham**, Global Middle Market Tax Leader at EY
- **John Talisman**, Founding Partner of Capitol Tax Partners

PANEL: The Trump Administration Approach to Tech Policy

4:15 P.M. – 5:00 P.M.

The Trump Administration's approach to technology policy has differed in significant ways from that of its predecessor. Policy areas like privacy, net neutrality, spectrum, competition, immigration, cryptocurrency, patents, and government procurement stand to impact startups and investment in early-stage companies. This panel of administration officials will discuss new initiatives in these policy areas, fresh approaches to existing matters, and share their perspective on how the administration thinks about the startup ecosystem.

MODERATOR: Jeff Farrah, General Counsel at NVCA

PANELISTS:

- **Michael Kratsios**, Deputy Assistant to the President for Technology Policy
- **Steve Pinkos**, Deputy Assistant to the President and Director of Domestic Policy for the Vice President
- **Gail Slater**, Special Assistant to the President with the National Economic Council

Reception

5:30 P.M. – 7:30 P.M.
EMBASSY OF CANADA



Join us for a reception at the Embassy of Canada for an evening of networking.





THURSDAY, MAY 17, 2018

Networking Breakfast

8:00 A.M. – 8:30 A.M.



State of Play Washington, D.C.

8:30 A.M. – 9:30 A.M.



David Castagnetti



Bruce Mehlman

Veteran Washington strategists **David Castagnetti** and **Bruce Mehlman** will review the first year of the Trump Administration and provide an overview of what's to come for the midterm elections.

NVCA Policy Priorities

9:30 A.M. – 10:30 A.M.



Jeff Farrah



Justin Field



Charlotte Savercool

NVCA lobbyists **Jeff Farrah**, **Justin Field** and **Charlotte Savercool** will provide an overview of NVCA's positions on key policy issues and show you the ropes of what it takes to be a successful lobbyist.

Meetings with Policymakers

10:30 A.M. – 1:30 P.M.

After a crash course in lobbying, participate in Hill meetings with lawmakers and staff to help shape our policy agenda.



nvca.org
202.864.5920
25 Massachusetts Avenue NW, Suite 730
Washington, D.C. 20001

Transforming the private capital markets

Centralize your data, streamline operations, and elevate performance with a solution ecosystem that supports the entire private capital investment lifecycle.

- Data Collection
- Portfolio Monitoring
- Reporting and Analytics
- Investor Reporting
- Valuation and Audit
- Fundraising

Transform your potential with Ipreo's data-driven solutions. Visit ipreo.com or call 415.477.5039



Ipreo is a leading global provider of financial services technology, data, and analytics for General Partners, institutional investors, private and public companies, and investment banks.



svb



Silicon Valley Bank

Make next happen now.

We're proud to sponsor tomorrow, today.

Silicon Valley Bank is a proud, longtime supporter of **NVCA** and the transformative work it does on behalf of the venture capital community.

Our sponsorship is yet another way for us to help the world's leading innovators, enterprises and investors move bold ideas forward, fast.

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

Silicon Valley Bank
2770 Sand Hill Road
Menlo Park, CA 94025
svb.com