

**2020 EVENTS\*****VC GC M&A Checklist: Post-Close Drafting Considerations****April 16 – 10am PST/1pm EST***Online Webinar*

SRS Acquiom has represented shareholders in more than 2,500 transactions and has negotiated and litigated thousands of issues related to purchase price adjustments, indemnification, and earnouts. Paul Eastwood and Micah Sucherman will discuss their experiences and items to watch out for as you structure your next exit.

**Corporate Venture Mentor Studio – Structuring Commercial Agreements****April 17 – 2pm PST/5pm EST***Online Webinar*

[David Hayes](#), Chief Investment Officer & Managing Director, BP Ventures, [Khushboo Patel](#), Head of Operations, Salesforce Ventures, and [Stephen Fronk](#), Partner, Sidley Austin, will lead this members-only discussion focusing on what types of collaboration work well and what precautions to take when structuring an agreement with a portfolio company.

**Seed Stage Financing Using the NVCA Model Legal Documents****April 24 – 10am PST/1pm EST***Online Webinar - 1 CPE Credit*

This webinar will walk through how to efficiently close your early stage seed financings using the NVCA Model Legal Documents, better positioning companies for raising Series A rounds. Billy Murphy, Partner at Dwyer Murphy Calvert LLP, will provide guidance and commentary regarding how practitioners typically customize and streamline the NVCA Model Legal Documents in the seed context, including for both institutional seed financings and company-structured angel or friends and family seed rounds.

**Corporate Venture Mentor Studio – How to Build & Grow a Platform Team****May 1 – 11am PST/2pm EST***Online Webinar*

[Adam Coccari](#), Portfolio Lead, M12, will share his experience designing and expanding a value add program supporting portfolio engagement across Microsoft business units. This members-only online forum will invite participants to examine various approaches to encouraging and measuring parent company-portfolio relationships.

## **[Streamlining and Coordinating Back Office Processes to Improve LP Accounting and Fostering Collaboration with Remote Co-Workers and Investors](#)**

**May 12 – 9am PST/12 EST**

*Online Webinar - 1 CPE Credit*

Join NVCA, Erin Mauro from Matrix Partners, and Dynamo Software for a thought leadership webinar discussing automating, auditing, and reporting investor allocations and statements, as well as web portal basics to improve the investor statement distribution process.

## **[Corporate Venture Mentor Studio – Evolution of CVC Structures](#)**

**May 15 – 9am PST/ 12EST**

*Online Webinar*

[Jim Adler](#), Managing Director, Toyota AI Ventures, and [Zach Feldmann](#), Strategy Lead, Stanley X, will discuss the range of CVC structures in the market today, including the organization of their respective teams and how they arrived at these models. This workshop will be a chance to compare and contrast approaches as well as explore respective “journeys” to CVC operational structures.

## **San Francisco VC Leadership Dinner**

**September 30 – 6pm**

NVCA hosts regional investor leadership dinners across the country. These dinners serve as an opportunity for NVCA to connect with local investors and share NVCA’s current priorities and initiatives. Attendance is limited to 20 investors. Contact Stephanie Volk ([svolk@nvca.org](mailto:svolk@nvca.org)) to learn more.

## **Boston VC Leadership Dinner**

**October 6 – 6pm**

NVCA hosts regional investor leadership dinners across the country. These dinners serve as an opportunity for NVCA to connect with local investors and share NVCA’s current priorities and initiatives. Attendance is limited to 20 investors. Contact Stephanie Volk ([svolk@nvca.org](mailto:svolk@nvca.org)) to learn more.

## **Austin VC Leadership Dinner**

**November 10 – 6pm**

NVCA hosts regional investor leadership dinners across the country. These dinners serve as an opportunity for NVCA to connect with local investors and share NVCA’s current priorities and initiatives. Attendance is limited to 20 investors. Contact Stephanie Volk ([svolk@nvca.org](mailto:svolk@nvca.org)) to learn more.

## **Regional VC Fund Leadership Dinner – Nov 11**

**November 11 – 6pm**

*Chicago, IL*

NVCA invites all regional fund VCs to participate in an evening of dialogue and networking with peer venture leaders. Contact Stephanie Volk ([svolk@nvca.org](mailto:svolk@nvca.org)) to participate.

## **LA VC Leadership Dinner**

**November 30 – 6pm**

NVCA hosts regional investor leadership dinners across the country. These dinners serve as an opportunity for NVCA to connect with local investors and share NVCA's current priorities and initiatives. Attendance is limited to 20 investors. Contact Stephanie Volk ([svolk@nvca.org](mailto:svolk@nvca.org)) to learn more.

## **Strategic Operations & Policy Summit**

**November 18-19**

*Washington, DC*

In its fourth year, the Strategic Operations & Policy Summit focuses on the critical role of CFOs and senior operations professionals at VC firms. The Summit covers technical topics, leadership development, and industry-related policy content. Contact Hannah Munizza ([hmunizza@nvca.org](mailto:hmunizza@nvca.org)) to learn more

**\*Additional Events to Be Added!**

---

### ***View our 2019-20 Webinar Recordings***

#### **[COVID-19 Webinar: Should Portfolio Companies take PPP Loan?](#)**

**[Recorded on April 9](#)**

*Barry Eggers (Lightspeed), Bobby Franklin (NVCA), Jan Garfinkle (Arboretum Ventures), and Mike Kendall (Goodwin Procter) discuss different perspectives on advising portfolio companies to take out a loan with the Paycheck Protection Program (PPP), the \$350 billion small business lending facility enacted by the recent stimulus bill.*

#### **[PPP Rollout: Where We Are and Guidance for Next Steps](#)**

**[Recorded on April 7](#)**

The NVCA Policy team discusses what types of startups can likely apply for PPP loans and provides guidance on how startups that are eligible should move forward with their applications.

#### **[COVID-19 Webinar: Navigating Resources for Startups](#)**

**[Recorded on April 6](#)**

Bobby Franklin (NVCA), Erin Estevez (Cooley), Greg Becker (SVB), and Jan Garfinkle (Arboretum Ventures) held an online conversation around the various resources available to startups from the federal government and how startups can best access these resources.

#### **[Updated Guidance on Small Business Loan Facility](#)**

**[Recorded on April 2](#)**

*Guidance for startups on how the affiliation rule will impact their use of the SBA loan program in the \$2 trillion stimulus package that was signed into law to address the COVID 19 crisis.*

### **Crisis Communications + COVID-19**

#### **Recorded on March 31**

*Join VC communications experts Becky Buckman (Battery Ventures), Kate Barrett and Ashley Mitchell (NEA), and Sue Kwon (Comcast Ventures) to get crucial crisis communications tips and best practices for VC firms and startups to plan and execute to investors, customers, and the public during the COVID-19 pandemic.*

### **CARES Act and the Startup Ecosystem**

#### **Recorded on March 27**

*Get more details and analysis on the \$2 trillion stimulus package and how it will impact the startup ecosystem in our webinar with the NVCA policy.*

### **Beyond VC: Wellness + COVID-19**

#### **Recorded on March 26**

*Join Jake Chapman, Co-Founder and Managing Partner at Alpha Bridge Ventures, and Dr. Kari Sulenes, Partner at Alpha Bridge Ventures and Executive Director of Atlas, ABV's affiliated leadership platform dedicated to holistic founder support, for practical guidance on team and personal well-being at this challenging time for companies and leaders. Session to cover recommendations for GPs and founders on how to foster strong culture, maintain morale, navigate the unknown, hold colleagues accountable, and practice diligent self-care in this unstable and unpredictable environment.*

### **What We Know and What We Don't Know from Washington**

#### **Recorded on March 25**

*NVCA's policy team is closely monitoring the outbreak of the coronavirus (COVID-19) and is working diligently to address the VC industry's needs to help firms and portfolio companies during this challenging time. Tune in at 4:00pm ET today to hear what we know and what we don't know about the latest COVID-19 stimulus package.*

### **COVID-19: VC Veterans Weigh-in on How to Weather the Storm**

#### **Recorded on March 24**

*VC veterans who have weathered prior downturns share their insights on how their firms are approaching the changes COVID-19 has brought to their workforce and fund management; how they are guiding their portfolio companies on operations and funding; advice for their VC peers and startups; and how they see the next 3-6-12 months playing out.*

### **Best Practices on Building and Implementing a Compliance Manual**

#### **Recorded on March 20**

*Join NVCA and experts from ACA Compliance Group and Proskauer tomorrow as they walk through best practices for building and implementing a compliance manual, including:*

- Overview of current SEC regulatory framework for VC ERAs and RIAs
- SEC examination and enforcement focus areas of relevance to VC ERAs and RIAs
- Implementing and operating effective compliance programs - considerations & challenges
- Latest trends
- Challenges faced by VC ERA firms considering transitioning to RIA status

### **COVID-19: What VCs & Startups Need to Know Now**

**Recorded on March 20**

*In our leadership role as an industry convener, we want to address the opportunities and challenges our industry is facing in the uncertain period ahead. Join the NVCA Policy Team and leaders in the industry as they share what's going on in Washington, common challenges facing VCs and startups, and resources available.*

### **Visualizing the Exit: How to Plan Follow-on Round Through Scenario Analysis**

**Recorded on March 17**

*Best practices in scenario analysis to help firms find smarter ways to deploy capital and reduce risk of dilution.*

### **Cybersecurity Considerations for VCs**

**Recorded on February 19, 2020**

*Cybersecurity experts at Marsh examined the changing regulatory landscape for investors and examples of robust cyber risk strategies, including:*

- *Maintenance of prescriptive schedules and processes for testing data integrity and vulnerabilities*
- *Established and enforced controls to access data and systems*
- *Mandatory employee training*
- *Engagement of senior management*
- *Insurance policies to have in place (cyber-specific and/or GPL)*
- *Implementation and compliance*

### **CFIUS Final Rules & VC Impact**

**Recorded on January 28, 2020**

*NVCA hosted a webinar with WSGR attorneys Stephen Heifetz, Melissa Mannino, and Beth George to explore many of the key issues and potential problems entailed in the legislation.*

- *What is the extent of foreign involvement that would make a transaction subject to CFIUS review?*
- *When would CFIUS filings – currently advisable for many transactions but not legally required – become mandatory under the new legislation?*
- *What is a “purely passive” investment that does not trigger CFIUS concerns?*

### **What the startup CFO is thinking on the other side of the negotiating table**

**Recorded December 10, 2019**

*Brex CFO Michael Tannenbaum discusses firsthand what startup executives consider and debate when fundraising, working out deal terms, and collaborating with VCs.*

**[VCs and the FBI: Security Threats Investors and Startups Should be Thinking About](#)**  
**Recorded on November 20, 2019**

*Hear from NVCA and the FBI's Office of Private Sector to learn what security threats VCs and startups should be thinking about. Topics include industrial espionage, IP theft, and misappropriation. The FBI will discuss tips they have for spotting issues, how to report them, as well as trends they've seen in state and non-state actors working against startups.*

**[Life Sciences M&A: Private Target Deal Trends](#)**

**Recorded on November 12, 2019**

*Join SRS Acquiom for a webinar that highlights their r 2019 Life Sciences M&A Study, which gives a detailed look at deal terms and earnout achievement rates by year, sector and stage of development. The study draws from SRS Acquiom's experience as a professional shareholder representative on more than 100 structured life sciences deals involving almost 1,000 milestones potentially worth over \$30 billion.*

**[CFIUS Rules and their Implications for Venture Capital](#)**

**Recorded on October 4, 2019**

*NVCA and Wilson Sonsini reviewed the new CFIUS proposed rules which greatly expand the role of CFIUS in the startup ecosystem, including their impact on investors and startups.*

**[The Rise of Specialist Transactions: GP-led deals, Fund Restructurings, and other Trends Confirmation](#)**

**Recorded July 31, 2019**

*Secondary transactions continue to dominate the market, and specialist transactions are becoming more and more common. Hear from Proskauer partners Galen Lewis, Jeremy Naylor, and Mike Suppappola, as they discuss the ins and outs of GP-led deals, fund restructurings, other specialist secondary transactions, and how the LP community is viewing these structures.*

**[Real Estate Trends and Practical Guidance for VCs and their Portfolios](#)**

**Recorded July 19, 2019**

*T3 Advisors discuss how through real estate and workplace design, high-growth innovation companies and VCs can unlock growth through 2019 and beyond. President David Bergeron covers market trends and practical guidance to help VCs and their portfolio companies leverage smart real estate decisions to hire faster and retain the best people longer, all at a lower cost basis in today's hottest real estate markets.*

## **Trends and Hot Topics in M&A/ Portfolio Company Sales**

**Recorded on May 21, 2019**

*NVCA and SRS Acquiom highlight trends and hot topics in M&A/portfolio company sales, including how post-closing claims, buy-side RWI policies, and founder retention plans impact M&A negotiations.*