

**2020 EVENTS\*****VC University Online-September Cohort****September 1**

General registration for the September cohort of VC University is open. Jointly produced by NVCA, Venture Forward, and Startup@BerkeleyLaw, VC University is the definitive online certificate course in venture finance.

**Structuring and Executing Deals in Challenging Times Webinar****September 10 | 1:00 pm ET**

Join a panel of VC experts and King & Spalding as they discuss how to structure, negotiate, and close financial transactions in the current crisis environment, including best practices and lessons learned from past downturns.

The panel will share insights on:

- Market Trends and Investor Sentiment
- Timing and Valuation Impacts
- Deal Terms to Address Uncertainty
- Special Concerns for Investor-Directors
- Exit Outlook

**"Bias" Film Screening & Panel Discussion****September 21 | 12:30 pm ET**

Join us for an at-home film screening of the documentary 'Bias' and a virtual conversation about how implicit bias is impacting venture capital across the country. Presented by JumpStart, CincyTech, Rev1 Ventures, the Entrepreneur Center and TechGrowth Ohio, this event is intended to induce meaningful change in entrepreneurial ecosystems throughout the US, Midwest and Ohio. The virtual panel conversation, featuring Bias filmmaker, Robin Hauser, and industry leaders, will offer unique perspectives and provide an opportunity to explore how we can work together to make VC more equitable.

**The SPAC Boom - Current Trends and What You Need to Know Webinar****September 29 | 1:00 pm ET**

Despite the COVID-19 pandemic, special purpose acquisition company (SPAC) transactions have become incredibly popular. Join NVCA and Orrick for a discussion on the latest developments surrounding these rapidly evolving transactions. Topics will include market trends, projections, investor rights, lockups, BoD fiduciary duties, public company readiness, and how to navigate the current regulatory environment.

**Stanford-NVCA Venture Capital Symposium****October 6-7**

This 2020 special online edition of the Stanford-NVCA Venture Capital Symposium will explore some of the most significant governance challenges facing the VC industry during the pandemic and resulting economic crisis.

### **[Exploring M&A Deal Terms, Trends and Stories Pre and Post COVID-19 Webinar](#)**

**October 15 | 1:00 pm ET**

COVID-19 has caused a lot of uncertainty in the M&A world. Every industry has been impacted and getting deals over the finish line has become increasingly difficult—particularly when information and circumstances are changing as rapidly as they are today. Throughout the course of the year, SRS Acquiom has been collecting data and observations around the issues that deal makers are grappling with during these challenging times. This program will include a discussion of deal terms and trends that existed prior to the pandemic, a review of what has (and hasn't) changed over the last six months and examples of the hot topics that deal parties are dealing with both in negotiations and after a deal closes.

### **Strategic Operations & Policy Summit**

**November 17-19**

*Online*

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. Registration opens September 10<sup>th</sup>.

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

---

### ***View our 2020 Webinar Recordings***

#### **[The New Normal in Venture Capital: Origination, PortCo Monitoring/Progression, Fundraising and Related Operations](#)**

**Recorded Wednesday, June 24**

*Online Webinar 1 CPE Credit*

*Join NVCA and Dynamo Software to take a deep dive into deal sourcing and portfolio management as the world adjusts to an unprecedented economic landscape. This webinar will cover sourcing deals from your home office, the state of portfolio companies, raising a new fund, and related operational challenges.*

#### **[Return to Work- Preparing for the Future Amid COVID-19](#)**

**Recorded on June 15, 2020**

*Join NVCA & Latham & Watkins on Monday as we cover the legal perspective on a broad range of HR and employment considerations, including compliance with federal, state, and local regulations, adoption of a Return-to-Work plan, and cost saving measures and*

potential associated legal issues, along with guidance on industry specific requirements as companies return employees to work in the coming months.

### **[Explore a \\$100 Billion Technology Customer: The Defense Department](#)**

**Recorded on June 11, 2020**

*It has never been easier to work with the DoD, but the challenge is in transitioning across the valley of death to major programs that provide recurring revenue. This is Defense Innovation Unit's (DIU's) specialty, and our fast and flexible contracting process provides a clear path to large-volume defense production contracts. Join NVCA and DIU to learn more about how DIU has created a new way for businesses to work with the DoD on commercial terms at commercial speeds.*

### **[Best Practices for Building and Implementing a VC Compliance Manual](#)**

**Recorded on June 10, 2020**

Online Webinar 1 CPE Credit

*Join NVCA and experts from ACA Compliance Group and Proskauer 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 RIA, implementing and operating effective compliance programs – considerations & challenge, and latest trends (including business continuity planning lessons and considerations in the context of COVID-19).*

### **[PPP Loan Forgiveness: What VC Backed Companies Need to Know Now](#)**

**Recorded on June 2, 2020**

*The Small Business Administration and Treasury Department recently released an interim final rule governing the loan forgiveness aspect of the Paycheck Protection Program. Join NVCA for a webinar to discuss how companies that are participating in PPP can navigate the loan forgiveness process. You will hear from Dana Settle (Greycroft); Trevor Loy (Flywheel); Dan Kahan (King & Spalding); Jeff Farrah (NVCA); and Justin Field (NVCA).*

### **[Back to Work-What's Next?](#)**

**Recorded on May 28, 2020**

*What do you and your portfolio companies need to know and plan for as we prepare to return to the office? Join Chris Foster, Partner at McDermott, Will, & Emery; Todd Finger, Partner at McDermott, Will, & Emery; David Bergeron, President at T3 Advisors; and Michael Brown, General Partner at Battery Ventures to discuss key operational and safety issues as VCs and startups return to work in this next phase of COVID 19.*

### **[How Litigation Funding Can Help VCs and Startups Unlock Assets](#)**

**Recorded May 21, 2020**

*The global pandemic has forced VC-backed companies to conserve capital and look for creative sources of funding. Join the conversation with [Eric Bahn](#) Co-Founder and General Partner at Hustle Fund, [Stephanie Southwick](#), Investment Manager at Omni Bridgeway (formerly [Bentham IMF](#)), a publicly traded global litigation finance firm with AUD\$2.2 billion to fund disputes), and [Aravinda Seshadri](#), Founding Partner at Venturous Counsel, a*

mission-driven law firm representing diverse-led startups and VC firms about how litigation finance can help investors and their portfolio companies unlock litigation assets and secure non-dilutive working capital in these difficult times.

### **Corporate Venture Mentor Studio – Evolution of CVC Structures**

**Recorded May 15, 2020**

*[Jim Adler](#), Managing Director, Toyota AI Ventures 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.*

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

**Recorded May 12, 2020**

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

### **Supporting Portfolio Companies in Times of Crisis: Offensive Strategy & Positioning for the Future**

**Recorded May 7, 2020**

*NVCA and TCV discuss how VC firms can support their portfolio companies during the current COVID-19 pandemic and economic downturn, and begin shifting from defensive strategies to offensive ones that will position portfolio companies for the future. TCV's portfolio operations team speak on how they are providing COVID-19 support to their growth stage companies in the areas such as: work force planning, spending on vendors and facilities, media relations and communications, customer and GTM initiatives (Sales/Marketing/Success), and cash management.*

### **Corporate Venture Mentor Studio – How to Build & Grow a Platform Team**

**Recorded May 1, 2020**

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

### **Seed Stage Financing Using the NVCA Model Legal Documents**

**Recorded April 24, 2020**

*This webinar walks 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, provides 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.*

### **[VC GC M&A Checklist: Post-Close Drafting Considerations](#)**

**Recorded April 16, 2020**

*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.*

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

**Recorded on April 9, 2020**

*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, 2020**

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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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, 2020**

*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.*