

VENTURE FAIR & FORUM AGENDA OVERVIEW

MONDAY, MAY 2ND: PRE-CONFERENCE & MEMBERS' MEETINGS

8:00 am - 5:00 pm	Press Room (pre-scheduled interviews) - Press Room
8:00 am - 5:00 pm	Videography with Hungry Mind Recordings - University
12:30 pm - 2:00 pm	Entrepreneurs' Luncheon with Hanson Bridgett - Met I&II
1:00 pm - 4:00 pm	Philanthropists' Roundtable Discussion on Impact Investing (by invitation only) - Concordia
3:00 pm - 6:00 pm	Venture Funds' Roundtable Discussion (by invitation only) - Olympic
4:00 pm - 5:00 pm	IC NextGen Members' Meeting - Board Room
5:00 pm - 6:00 pm	IC Members Gathering - Franciscan Lobby
6:00 pm - 7:30 pm	IC Members' Meeting (members only) - Franciscan I
7:30 pm - 9:00 pm	IC Members' Evening Reception - Franciscan II

TUESDAY, MAY 3RD: VENTURE FAIR

7:15 am - 8:00 am	Morning Meditation with Marc Lesser - Concordia
8:00 am - 9:00 am	Breakfast & Registration - Met Foyer
8:00 am - 5:00 pm	Press Room (pre-scheduled interviews) - Press Room
8:00 am - 5:00 pm	Videography with Hungry Mind Recordings - University
9:00 am - 10:00 am	Welcome & Trends in Impact Investing: An Eye for Success - Met I&II
10:00 am - 12:00 pm	Venture Fair Presentations: Sustainable Consumer Products, Energy & Environmental Solutions and Education - Met I&II
12:15 pm - 12:45 pm	Venture Fair Showcase - Met III
1:00 pm - 2:00 pm	Lunch with Presenting Entrepreneurs - Met I&II
2:00 pm - 4:00 pm	Venture Fair Presentations: Health, Wellness & Biotech, US Community Development and Global Economic Development - Met I&II
4:00 pm - 4:30 pm	Venture Fair Showcase - Met III
5:00 pm - 7:00 pm	Investors' Circle Debrief (investors only) - Met I&II
7:00 pm - 7:45 pm	Patient Capital Collaborative Introductory Session - Met I&II
7:00 pm - 9:00 pm	Evening Reception - Franciscan I&II
8:30 pm - 11:30 pm	After Party with Friends - 111 Minna

WEDNESDAY, MAY 4TH: INVESTOR FORUM

7:15 am - 8:00 am	Morning Meditation with Marc Lesser - Concordia
8:00 am - 9:00 am	Breakfast & Due Diligence Planning (investors only) - Met I&II
8:00 am - 5:00 pm	Press Room (pre-scheduled interviews) - Press Room
8:00 am - 5:00 pm	Videography with Hungry Mind Recordings - University
9:00 am - 10:00 am	Due Diligence Meetings (investors & entrepreneurs) - Met I&II
10:15 am - 12:00 pm	Trends in Impact Investing: A Changing Global Landscape - Met I&II
12:30 pm - 1:30 pm	Lunch: Regional Tables - Met I&II
2:00 pm - 3:15 pm	Go Deep: Fish, Finance & Systems Change (Part I) - Met III
2:00 pm - 3:15 pm	Innovative Financial Vehicles - Olympic
2:00 pm - 3:15 pm	Do you know how to MESH? - Concordia
3:15 pm - 4:45 pm	Go Deep: Fish, Finance & Systems Change (Part II) - Met III
3:15 pm - 4:45 pm	Valuation & Deal Structuring - Olympic
3:15 pm - 4:45 pm	Layering Public and Private Capital: Evergreen Cooperative - Concordia
5:00 pm - 5:30 pm	Wrapup - Met I&II
5:30 pm - 6:15 pm	Closing Reflection Circle - Met I&II

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Welcome & Trends in Impact investing: An Eye for Success - Met I&II

OPENING REMARKS: **Suzanne Biegel** [CEO, Investors' Circle]

Trends and Insights from some of our Top Venture Funds

What trends are our VC members seeing in the marketplace? What is emerging about themes, business models, and valuations? What's hot and what issues are coming up for portfolio companies? And what to watch for in the Venture Fair presentations?

FEATURING: **David Kirkpatrick** [SJF Ventures], **Jacob Gray** [Murex Investments], **Sky Lance** [Sustain VC] and **Paul Richardson** [Renewal2]

Global Impact Investing rating System (GIIRS) - Tools for Impact!

This year all presenting companies will have a GIIRS assessment and you don't want to miss this important briefing. Learn about GIIRS World Beta with 25 Pioneer Funds, how to use GIIRS screening and reporting tool for your investments, and how the companies in the Venture Fair measure up!

FEATURING: **Beth Richardson** [GIIRS]

10:00 am - 12:00 pm

Venture Fair Presentations - Met I&II

Sustainable Consumer Products

PACT Apparel, Inc
Vast Enterprises, LLC

Energy & Environmental Solutions

Pearls' Premium, Inc.
Porous Power Technologies, LLC
Focal Point Energy, Inc.
Hydrovolts, Inc

Education

E-Line Media
RippleSend, Inc.

TUESDAY, MAY 3RD: VENTURE FAIR CONTINUED

12:15 pm - 12:45 pm	Venture Fair Showcase - Met III
1:00 pm - 2:00 pm	Lunch with Presenting Entrepreneurs - Met I&II
2:00 pm - 4:00 pm	Venture Fair Presentations - Met I&II
	Health, Wellness & Biotech
	Therapeutic Systems, LLC Mylad Orthopedic Solutions Conversion Sound, Inc.
	US Community Development
	Direct Benefits Jack & Jake's, LLC New Avenue
	Global Economic Development
	Liberty & Justice Kopo Kopo, Inc
4:00 pm - 4:30 pm	Venture Fair Showcase - Met III
5:00 pm - 7:00 pm	Investors' Circle Debrief (investors only)
7:00 pm - 7:45 pm	Patient Capital Collaborative Introductory Session - Met I&II
7:00 pm - 9:00 pm	Evening Reception - Franciscan I&II
8:30 pm - 11:30 pm	After Party with Friends - 111 Minna

WEDNESDAY, MAY 4TH: INVESTOR FORUM

7:15 am - 8:00 am Morning Meditation with Marc Lesser - Concordia

8:00 am - 9:00 am Breakfast & Due Diligence Planning (Investors only) - Met I&II

Investors will self-select small teams at the Investors' Circle in order to dig deeper into each of the top deals. This is a highly interactive session and a great chance to compare notes, discuss the business model and team, and make a plan for the due diligence conversations ahead.

8:00 am - 5:00 pm Videography with Hungry Mind Recordings - University

9:00 am - 10:00 am Due Diligence Meetings (Investors & Entrepreneurs) - Met I&II

Discuss your top questions with the entrepreneurs and launch the due diligence process. Share and learn from your investor peers to create momentum on each deal. This is the best setting we have to start due diligence, live, in a team environment.

10:15 am - 11:45 am Trends in Impact Investing: A Changing Global Landscape - Met I&II

The Mesh: Why the Future of Business is Sharing

What do Zipcar, Groupon, etsy, see click fix, Amazon Web Services, and NetFlix have in common? Lisa Gansky would say they're successful Mesh companies and will reveal why investors need to pay attention. Traditional businesses follow a simple formula: create a product or service, sell it, collect money. But in the last few years a fundamentally different model has taken root - one in which consumers have more choices, more tools, more transparency, and more peer-to-peer power.

FEATURING: **Lisa Gansky** [Author, The Mesh & Founder of GNN and Ofoto]

Trends in Corporate Sustainability: Implications for Early Stage Investors

Global brand innovator James Parr brings with him a "Top 10 Sustainability Acquisition Angles" and great insight on how new companies can take advantage of new sustainability supply chain requirements, corporate sustainable investment portfolios, and the market for smart high-impact start-ups.

FEATURING: **James Parr** [Imaginals]

The Women Effect

Criterion Ventures and Investors' Circle are co-conspiring on a new initiative that is generating excitement across the globe. How do we grow the base of women angels and early stage impact investors? How do we look at more impact deals focused on empowering women and girls? How do we support more women entrepreneurs? How do we get more women on the boards of early stage companies?

FEATURING: **Jackie VanderBrug** [Criterion Ventures] and **Suzanne Beigel** [Investors' Circle]

WEDNESDAY, MAY 4TH: INVESTOR FORUM CONTINUED

10:15 am - 12:00 am

Trends in Philanthropy and Mission Related Investing

Across the globe philanthropists are broadening their lens and deepening their impact in IC verticals. Once unlikely partners, philanthropists and angel investors see eye to eye on more and more aspects of impact investing. And many wear both hats! Rae will share her insights from the field and highlight some great opportunities for collaboration.

FEATURING: **Rae Richman** [Rockefeller Philanthropy Advisors]

Global Social Innovation

Andrew works at the intersection of culture, technology, and global society. He has the enviable job of scouring the globe for world changing people, project and ideas. From this unique vantage point, he offers incredible insight on emerging business models, technology, distribution channels and much more! This leader in global business mash-ups offers his insight for early stage impact investors.

FEATURING: **Andrew Zolli** [PopTech]

12:30 pm - 1:30 pm

Lunch: Regional Tables - Met I&II

Our local investor networks are moving forward and we invite you to join us for lunch! Please find a table flagged with your primary region of interest and check out the focus questions on each table. This is a great way to meet other investors in your area, share best practices and due diligence, and advance more deals that are meaningful to you!

2:00 pm - 3:15 pm

Go Deep: Fish, Finance & Systems Change (Part I) - Met III

System changers rejoice! Dive deep into fish and finance with this team of systems thinkers, entrepreneurs and investors. How do we move fresh sustainable-harvested fish through the supply chain? What vehicles are being used to finance these deals? What lessons can we find that apply to other industry verticals?

FEATURING: **Cheryl Dahle** [Future of Fish], **Joy Anderson** [Criterion Ventures],
Dune Lankard [Copper River Wild Salmon Inc] and **Larry Band** [California Fisheries Fund] (invited)

2:00 pm - 3:15 pm

Innovative Financial Vehicles - Olympic

Investors' Circle is rich with new ideas, innovative strategies, and new financing instruments. Join this group of leaders to discuss their latest innovations and how both investors and entrepreneurs can benefit. This will be an engaging discussion and participants are encouraged to bring their own projects to the table!

FEATURING: **Tim Freundlich** [Impact Assets, Good Capital & The Hub], **Esther Park** [RSF Social Finance],
Jim Kenefick [Working Excellence] and **Joe Anzalone** [New Resource Bank]

WEDNESDAY, MAY 4TH: INVESTOR FORUM CONTINUED

2:00 pm - 3:15 pm

Do you know how to MESH? - Concordia

Lisa will facilitate a discussion about Meshy IC member deals, such as Zipcar, CleanFish, LocalOrbit, ZimRide, and United Villages. Discuss what worked and what didn't in these deals as well as how to identify, value, and structure a successful Mesh company.

FEATURING: **Lisa Gansky** [Author, The Mesh & Founder of GNN and Ofoto]

3:15 pm - 4:45 pm

Go Deep: Fish, Finance & Systems Change (Part II) - Met III

Where do the opportunities to drive systemic change exist in the seafood industry? What vehicles are being used to finance these deals? What lessons can we find that apply from other industry verticals?

FEATURING: **Jerry Knecht** [North Atlantic, Inc], **Neel Inamdar** [Verde Ventures], **Richard Boot** [FishChoice] and **Anju Ahuja** [Psyche Manufactory]

3:15 pm - 4:45 pm

Valuation & Deal Structuring - Olympic

Round out your conference experience with this essential session designed for angel investors. What are the unique challenges of structuring an angel impact deal? What are some of the challenges and solutions for effective valuations and deal structures? What are the best practices being used today and how is the landscape accounting for new innovations?

FEATURING: **Tom Balderston** [Balderston Capital LLC & Patient Capital Collaborative], **Nikhil Dandavati** [Gray Ghost Ventures], **Christie George** [New Media Ventures] and **Scott Smith** [Hanson Bridgett]

3:15 pm - 4:45 pm

Layering Public and Private Capital: Evergreen Cooperative - Concordia

The city of Cleveland is making incredible strides in their new approach to local economic development, green job creation, and community enterprise. The Evergreen Cooperative is leveraging support from regional anchor institutions, local and national foundations, commercial banks, and the city and Federal governments. Several cooperative businesses have already been launched and many more are in the pipeline. Learn about a model with high demand from other cities and discuss what makes an "investable" deal for venture funds and early stage impact investors.

FEATURING: **Ted Howard** [Cleveland Foundation & Democracy Collaborative] and **Steve Fahrner** [Veris Wealth Partners]

5:00 pm - 5:30 pm

Conference WrapUp -Met I&II

5:30 pm - 6:15 pm

Closing Reflection Circle - Met I&II

One of IC's cherished traditions for those who would like to reflect in a more personal way about their feelings and impressions from the gathering. Open to all attendees and staff. Attendance is optional, but we encourage you to join us!