

Upcoming Venture Event

"The people from FundingPost are among the brightest and most competent I've met in the VC world. Through them, I've made a ton of contacts, and I've also met some very good companies that I'm still working with. I love their events and hope to attend many more in the future."

- Adam Farber, IDT Ventures

Wednesday, August 8, 2007 - New York City

Summer Early-Stage Breakfast NYC

Sponsored by Morrison & Foerster

WHERE: 1290 Avenue of the Americas, 39th Floor (between 51st and 52nd Streets), NY, NY 10104

WHEN: Wednesday, August 8, 2007 7:45am - Noon

COST: \$75

Every CEO wants to meet Early-Stage Venture Investors.
On Wednesday, August in NYC you will get your chance!

FundingPost has hosted 20+ sold-out venture events in NY over the past 6 years. At our summer event, the panel of investors will focus on **Early-Stage Venture Investing - how to meet investors, pitch them, and what it really takes to get them to write you a check!** We will be discussing trends in Early-Stage Investing, hot sectors, sectors that these VCs look at, things that are most important to them when they are considering an Investment, the best and worst things an entrepreneur can do to get their attention, additional advice for entrepreneurs, and, of course, the best ways to reach these and other Investors. **There will be plenty of time for networking with the Investor panelists.**

As an additional benefit, entrepreneur 1/4 page summaries will be given to the investor speakers and attendees. Every Investor will walk away with your company description and contact info!

****As a special bonus, 4 companies will be randomly selected from the audience to give a 2-minute pitch to the panel.**

Register today, as this event will sell-out and is limited to only 80 tickets! This event is over 60% filled!

The second part of the event will feature companies pitching to the VC Investors. Each company pitch will be 20 minutes (with Powerpoint) including 5 minutes of Q&A with the investors. **The fee to just attend the event is \$75**, the fee to Pitch is \$2,000. [Click here to apply to pitch](#)

Speakers for the Wednesday, August 8, 2007, Event will include:

[Moderator: John Hempill, Partner, Morrison & Foerster](#)

[Gabriel Baldinucci, VP Corporate Development, Virgin USA](#)

[Jed Katz, Managing Director, DFJ Gotham](#)

[Divya Guqnani, Vice President, Pequot Ventures](#)

[Ryan Zeigler, Investment Manager, Edison Venture Fund](#)

[Skip Besthoff, Principal, Rho Ventures](#)

[Emanuel Martinez, Managing Director, GreenHills Ventures](#)

[Julie Gerstenberger, Director External Alliances, Eastman Kodak](#)



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Here are the Investor speakers you will get to meet at our Summer Early-Stage Breakfast NYC, sponsored by Morrison & Foerster. The event is in New York City on Wednesday, August 8, 2007.



Gabriel Balducci
Vice President of Corporate Development
Virgin USA



As Vice President of Corporate Development for Virgin USA, Gabriel is responsible for reviewing, developing, and investing in new Virgin businesses in North America. Gabriel has been working with Virgin since 2004. He began his career as a senior in high school, when he founded and sold a small pizza chain from 1988-1994. After earning a BA at Duke University ('98) and an MBA at Stanford University ('00), Gabriel joined Goldman Sachs in their Investment Management Division's New York office. Wishing to return to more entrepreneurial pursuits, he left Goldman Sachs in 2002 and worked with several startups in various capacities until he met Sir Richard Branson in 2004 and joined Virgin.



Jed Katz
Managing Director
Draper Fisher Jurvetson Gotham
Ventures



Jed is a member of the Board of Directors of Monitor110, and is also on the Board of NY Tech Meetup. One of the pioneers of Internet commerce, Jed has spent his 15-year career developing, advising and investing in early-stage technology ventures. Prior to joining DFJG, Jed was the COO of Yamcon, the developer of the critically acclaimed SkyScout, where he took the company from funding through the execution of a global licensing and distribution agreement with an industry leader. The SkyScout went on the win "Best of Innovations" at the Consumer Electronics Show and has been honored by both Time Magazine and Popular Science Magazine as one of the best innovations of the year. Prior to Yamcon, Jed was the COO and Co- Founder of Rent Net, the Internet's most-visited rental and relocation guide. Jed grew Rent Net from 2 to over 160 people and into one of the first profitable Internet companies. Rent Net was acquired by Cendant (NYSE: CD), and three years later, Jed used its infrastructure as the starting point for the formation of Move.com, the Internet's 2nd largest real estate and relocation site. Move.com grew to 360 employees and was acquired by Homestore (Nasdaq: MOVE) for over \$900 million. Mr. Katz holds a B.A. in Business Economics from UCLA and an M.B.A. from The Haas School of Business at UC-Berkeley, where he was awarded the Price Fellowship from the Lester Center for Entrepreneurship and Innovation. Mr. Katz has been quoted in The Wall Street Journal, Business Week, The New York Times and other leading publications.



Divya Gugnani
Vice President
Pequot Ventures



Divya Gugnani, a Vice President, joined Pequot Ventures in 2006, where she focuses on information technology investments. Previously, Ms. Gugnani was at Millennium Technology Ventures, where she made secondary direct investments in information technology and software companies. Prior to Millennium, Divya was an associate at iFormation Group, a joint venture between The Boston Consulting Group, General Atlantic Partners, and Goldman Sachs. iFormation Group partnered with leading Global 2000 enterprises to acquire, develop, and build new businesses. At iFormation, she worked on several financings for site59, a web-based travel site, and the eventual sale of the business to Travelocity. Divya also engaged in the operational build of ipValue, an intellectual property

commercialization firm, and provided the management team with ongoing strategic, financial, and recruiting guidance. Prior to joining iFormation Group, Divya was an associate at Investcorp International, a premier source of private equity capital for companies in North America and Europe. At Investcorp, she executed leveraged transactions across a wide array of industries. Divya was also responsible for equity and debt transactions for CSK Auto, a specialty retailer of automotive aftermarket parts and accessories. Divya began her professional career as an investment banking analyst at Goldman Sachs, where she focused on mergers & acquisitions in both the High Technology and Real Estate industry groups. Divya received a Master of Business Administration from Harvard Business School and a Bachelor of Science from Cornell University. She also holds a degree from the French Culinary Institute. Divya serves on the Board of Directors of Superior Access Insurance Services and Swingtide.



Ryan Ziegler
Investment Manager
Edison Venture Fund



Ryan Ziegler discovers and evaluates investment opportunities in New Jersey and New York. He also identifies new investment opportunities in the interactive marketing, financial services and wireless sectors. His activities include market research, technology assessment and financial analysis. Ryan also participates in due diligence and structuring investments. As Investment Manager, he sourced or evaluated new investments in EdgeTrade, Games Media, M5 Networks, Operative, Scivantage, SmartAnalyst and TetraData. Ryan served as a board observer on TetraData (acquired by Follett Software) and presently for CyberShift, Games Media and Scivantage. Ryan joined Edison in 2003 as Manager of Business Development. He managed and expanded Edison's extensive referral network of service providers, technology executives and capital sources generating proprietary investment opportunities. Previously, Ryan was a Business Development Manager with SEI Investments (NASDAQ: SEIC). Ryan worked in the enterprise sales, marketing and investment strategy teams serving multiple financial market segments. He launched a multi-billion dollar corporate distribution channel program for SEI's Enterprise business unit.



Skip Besthoff
Principal
Rho Ventures



Prior to joining Rho in 2000, Skip was with Alliance Consulting Group focusing primarily on growth strategy formulation and e-commerce. Previously, he spent five years with Andersen Consulting performing large-scale systems integration and process reengineering engagements. Skip received an MBA from the Johnson Graduate School of Management at Cornell University. He currently sits on the boards of Everdream, Megapath, and Verified Person.



Emanuel Martinez
Managing Director
GreenHills Ventures, LLC.



Mr. Martinez manages all aspects of due diligence, direct fund management, financial reporting and mergers & acquisitions for GHV Fund, LP as well as the firm's Global Private Wealth Management group. Prior to GreenHills Ventures, Mr. Martinez was directly involved with the \$125 million sale of Sixdegrees.com to YouthStream Media Network ("YSTM") and the \$150 million sale of E@wonders to BuyItNow. From 1993 through 2001, Mr. Martinez was an active private investor and financial manager performing a myriad of financing transactions on behalf of several high-net-worth individuals and family trusts investing in companies which include sixdegrees, E@wonders, Inlumen, Dial Corporation, Seagram's Beverage Corporation, and Olsten Financial Services. From 1985 through 1993, Mr. Martinez held several senior management level positions including Managing Director for Mergers & Acquisition for Citibank, NA and Vice President of Finance for American Express Corporation. Prior to Citibank, Mr. Martinez was involved in Coastal Oil's \$1.7 billion acquisition of American Natural Resources. Mr. Martinez is on several advisory boards including the Sandy Weill Institute, the High School of Economics and Finance and E-POL, Inc. (an intelligence and securities company for which he is a Co-Founder and Chief Financial Officer). In 1994, Emanuel was appointed by the Governor of Georgia, Zell Miller, to be a member of Operation Legacy Project whose mission was to attract major corporations to relocate their headquarters to Atlanta in preparation for the 1996

Centennial Olympics Games. Mr. Martinez holds a M.B.A in Finance and a B.A. in Accounting from St. John's University and he completed the Harvard Business School Executive Program in Mergers & Acquisitions and Corporate Finance. Mr. Martinez is also a Certified Public Accountant from New York State and speaks Spanish, Italian and Hebrew.

Julie Gerstenberger, Director External Alliances, Eastman Kodak

Julie pursues technologies related to digital imaging systems and services, including applications/devices, infrastructure and enabling technologies for consumer markets. Particular areas of interest include online and mobile services, distributed content management and informatics. Julie's background is in the development and commercialization of digital imaging systems for a wide range of applications and markets, including project management, strategic planning and leadership roles. Julie has an MS in Optics and a BS in Electrical Engineering.

Moderator: John Hempill, Partner, Morrison & Foerster

John Hempill acts as general outside counsel for a number of privately and publicly held companies in a variety of industries. He has extensive experience in private and public finance, ranging from representing private emerging growth companies, venture capital funds and strategic investors in seed rounds and later stage private equity financings, to representing public companies and underwriters in public offerings, as well as 144A and PIPEs financings.

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