

From: "The Collaborative" <events@collaborative.net>
 Subject: **Aug 2: Venture Camp; June 21 Recap; Oct 10 & 11: 21st MN Venture Finance Conference**
 Date: July 10, 2007 12:45:30 PM CDT
 To: "Scott Litman" <scott@sdwaventures.com>

Please [click here](#) to view as a web page, or if your browser or email settings prevent you from seeing the embedded web page below.



2007 Summer Venture Camp -- A great precursor to the 21st Annual Venture Finance Conference

Our goal is to help fuel and inform the 'next generation' of innovators while also fulfilling The Collaborative mission of providing information and networking to help entrepreneurs grow their businesses.

MINNESOTA'S PREMIER EVENT FOR ENTREPRENEURS AND INVESTORS



The 21st Annual Venture Finance Conference
 October 10 & 11
 Minneapolis Convention Center

This annual conference has been the premier Minnesota venture capital forum since it was first co-hosted by the Minnesota Venture Capital Association and The Collaborative in 1987. [Click here for preliminary info.](#)

Entrepreneurs!

Apply today to participate. There is no cost or obligation to apply. Participation requires no additional fee beyond the registration fees paid by all attendees. Entrepreneurial companies participating in the Showcase will receive (complimentary):

- The opportunity to introduce your company to the entire conference on October 10 (15-20 companies will be selected to give 8-minute presentations; another 20-30 give 1-minute introductions). To be considered for an 8-minute presentation, submit your application by July 10.
- A company profile published in our conference materials.
- A table at the event displaying product samples and collateral materials.

2007 Summer Venture Camp – 2 mornings, 8 panels, 30 speakers.

Over 200 attended June 21.
 Over 150 already signed up for August 2.
For more info and to register [click here](#)

We are proud to be hosting these two sessions at the **University of Minnesota** and the **University of St. Thomas**, and are also pleased to be joined by the **Minnesota Department of Employment and Economic Development**, the **Minnesota Cup**, the **Minnesota High Technology Association**, the **James J. Hill Reference Library**, **GetGo Minnesota** and **RAIN Source Capital** -- and 'Next Generation' sponsors **Best Buy** and **Split Rock Partners** -- as we all have stake in feeding, training and developing the state's Innovation Economy.

Register now for August 2 – [click here](#)

2007 Summer Venture Camp

2 jam-packed 4-topic morning events capped with Investor/Entrepreneur panels

Session II: August 2
 7:15-11:15 a.m.
 Humphrey Center
 University of Minnesota

Session I: June 21
 7:15-11:15 a.m.
 Schulze School of Entrepreneurship
 University of St. Thomas
[Click here for the recap](#)

These two summer mornings are both a primer and refresher for all of us interested in building the next generation of Minnesota innovators.

**The Business Plan • Capital Structure • Cash Flow
 Termsheets & NDAs • Debt & Equity
 Intellectual Property • Valuation & Negotiation**

Register today! August 2 Speakers Include:


 Joy Lindsay,
 President, StarTec Investments


 Greg Fluet,
 Associate, Sapient Capital


 Stan Baratz,
 Founder, Baratz Financial


 Doug Johnson,
 Director, U of M


 Leota Pearson,
 CEO, Celleration


 Mark Ellinger,
 Principal, Fish &

[Click here](#) for application.

- Over half of the \$4.6 billion of venture capital invested in Minnesota firms in the last 12 years has been raised by companies presenting at the conference in the same 12 years.
- In 2006 and 2005 alone, past presenters have raised over 60% of the venture capital in Minnesota.
- Since 1994, over 220 emerging companies have presented their stories and more than 540 have participated in the Entrepreneurial Showcase.
- Presenting companies have gone on to employ thousands in Minnesota and around the world; 22 have gone public and 35 were acquired or merged.
- Over 400 investors, entrepreneurs and executives have attended each of the last ten conferences.
- Presenting companies have gone on to employ thousands in Minnesota and around the world; 22 have gone public and 35 were acquired or merged.

For preliminary information, [click here](#)
For an Entrepreneurial Showcase application, [click here](#)

Not a Member?

Join today! Members save more than annual dues on event registrations — more than \$700 in just the first half of 2007! \$200 on the conference alone! Teams save even more!

- For more on the value membership provides, [click here](#)
- To join, [click here](#)
- For a list of sample members [click here](#)

 Brian Johnson, Executive Vice President, RAIN Source Capital	 Michael Zenk, President, Venture Bank	 Scott Litman, Managing Director, SDWA Ventures; Co- Founder, MN Cup; Imaginet
 Jim Thorp, Managing Executive Director, AAVIN Venture Capital	 Marci Winga Fábrega, Shareholder, Leonard Street and Deinard	 Andy LaFrence, Partner, KPMG
 Jay Schrankler, Executive Director, U of M Office of Technology	 David Terry, Partner, M&A Transaction Services, Deloitte & Touche	 Dick Sommerstad, Director, U of M Academic & Corporate Relations
 Tom Velin, CFO, SPS Commerce	 Dan Carr, CEO, The Collaborative	

Session I of the 2007 Summer
Venture Camp on June 21st
Attracted Over 200!
[Click here for a recap of the event](#)

The August 2 Agenda Includes:

- 7:15 a.m. **Registration/Networking**
- 7:30 a.m. **Welcome**
- 7:40 a.m. **Equity Structure, Termsheets, NDAs, Capitalization Tables, Employee Agreements and more**
- 8:25 a.m. **The Role of Intellectual Property Issues in Financing**
- 9:10 a.m. **Break/Networking**
- 9:30 a.m. **Cash is King: *Managing Cash Flow in Emerging Growth Companies***
- 10:15 a.m. **Entrepreneur, Investor, Angel and VC Panel**
- 11:15 a.m. **Adjourn**

• View content and speakers on our web brochure — [click here](#)

• **\$25** for Members/ Constituents of The Collaborative; MHTA; JJ Hill; GetGoMN; MN Cup; MN DEED; University of St. Thomas; University of Minnesota and RAIN Source Capital. **\$75** for non-members. To register via our secure server [click here](#)

For more information on the content and speakers, [click here](#)
Register now for August 2 — [click here](#)

All Contents Copyright © 1997-2007 The Collaborative®. All Rights Reserved.
10 South 5th Street, Suite 415, Minneapolis MN 55402

Unsubscribe: If you prefer not to receive our emails, simply hit Reply, type REMOVE in the subject line and hit Send. We'll take care of it.