

Conference Agenda Bay Area Capital Connections II Final

Registration - 8:00-9:00 (Rotunda)

General Session: 9:00AM-9:40AM (Council Chambers)

Introductions

Victor Hsi, Alliance for Community Development

Elizabeth Y.A. Ferguson, Bay Area Council

Paul Krutko, City of San Jose

Logistics/Acknowledgements - Victor Hsi

Introduction to Keynote Speaker - Michael Walker, US Bank

Keynote Speaker - James Guterrez, CEO, Progress Financial Corporation (15 minutes)

Breakout Session 1 - 9:45-10:45 (Committee Rooms)

Workshop A: Community development/ethnic focus venture capital funds.

This panel provides an introduction to equity investment funds that focus on double bottom line investing, community development investing, and ethnic group or market-specific investing.

Workshop B: Building a Management Team.

This session will explore how to develop and build a management team for rapid growth and expansion.

Break - 10:45-11:10 (Rotunda)

Breakout Session 2 - 11:10-12:10 (Committee Rooms)

Workshop A: Debt financing.

This panel will address lender requirements for larger loans to growing companies.

Workshop B: Growth Strategies and Innovation.

This panel will explore marketing strategies to expand your sales beyond the San Francisco Bay Area to reach a national and international audience.

Lunch - 12:10-1:10 (Rotunda - Ground and Mezzanine floors)

General Session - 1:10-1:55 (Council Chambers)

Moderator - Robert Apodaca, MVE Studios

Introduction to Keynote Speaker - Marcela Medina, Univision 14 KDTV and Telefutera 66 KFSF

Keynote Speaker - Joe Coto, California Assemblyman, East San Jose (10 minutes)

Introduction to Keynote Speaker - Jim Wunderman, Bay Area Council

Keynote Speaker - Fred Buenrostro, CEO, CALPERS - "CalPERS: An Economic Engine in California -- and for Emerging Companies in Urban Markets." (20 minutes)

Breakout Session 3 - 2:00-3:00 (Committee Rooms)

Workshop A: Angel investors.

This panel looks at angel investors and other early sources of funding and the types of investments they make.

Workshop B: Valuation, Mergers and Acquisitions, Exits.

This panel will cover business valuation methods and various exiting strategies including mergers and acquisitions, IPOs, and refinancing.

Break - 3:00-3:25 (Rotunda)

General Session - 3:25-3:45 (Council Chambers)

Moderator - Dennis Wong, Alliance for Community Development

Introduction to Keynote Speaker - Raquel Gonzalez, Bank of America

Keynote Speaker - Margarita Quihuis, Chairperson, HispanicNet (15 minutes)

Deal presentations - 3:45-5:30 (Council Chambers)

A panel of investment firms will hear and comment on presentations made by private companies seeking financing.

Networking Reception - 5:30-6:30 (Rotunda)