

**2004 Iowa Venture Capital and Entrepreneur Conference**  
**Tuesday, October 5, 2004**  
**Polk County Convention Complex**

**Agenda**

**8 – 9 a.m. Registration**

**General Session: Upper Level**

**9 - 9:30 Welcome**

Jim Davis, Chair – Iowa Small Business Advisory Council

**Introductory Remarks**

The Honorable Thomas J. Vilsack, Governor of Iowa  
(invited)

John Pappajohn, President – Equity Dynamics Inc.

**9:30 - 10:30 Current Status of Venture Capital**

*What is the current environment for venture capital and angel investing? Experts will address this question from the national, regional and community perspectives followed by a question and answer session.*

**Moderated by:** Tim Neugent, President, Viable Technologies

**Presented by:**

Andrew Scott – Senior Investment Banker, Maxim Group, LLC

Jude Conway, Partner, Hopewell Ventures

Hal Calhoun, Managing Director, Menlo Ventures

Dick Schwab, President, Eastern Iowa Angel Investors

**10:30 - 10:45 Break**

**10:45 - 11:45 Iowa Resources**

*Iowa's venture capital resources will be reviewed. Topics will include: the Fund of Funds, tax credits and Regional Angel Investor Networks (community based seed capital funds)*

**Presented by:**

Dennis Murdock, Board President, Iowa Capital Investment Corporation (ICIC) and CEO, Central Iowa Power Cooperative (CIPCO)

Jim McNulty, Program Manager, Policy/Audit Services Section  
- Iowa Department of Revenue

Ray Walton, Project Manager, Entrepreneurial Services, Iowa  
Department of Economic Development

Noon - 1 p.m.

Lunch & Lifetime Achievement Award Presentation

1:15 - 2:15

**Concurrent Breakout Sessions (Lower Level)**

**Entrepreneurial Track Options**

1. The Process of Successfully Raising Equity Capital:

*What are investors looking for? How do you identify possible investors? Discover how to begin raising capital and what qualities investors seek when making private investments. Panelists will describe the process they undertook in multiple rounds of financing for their companies.*

**Moderated by:** Kim Kudrna, Vice President - Business Development, NewVentures Initiative

**Panelists:**

Randy Geyerman, CFO  
Transova Genetics

Shelley Coldiron, CEO  
CombiSep, Inc.

Ryp Walters, CEO  
Overcoffee Productions

2. Roadshow Presentation

*This session will serve as a learning experience targeting individuals who have started a company or wish to do so and need to prepare a roadshow in order to raise seed capital or Series A funding. See an Iowa company deliver a roadshow presentation, which will be critiqued by a panel of investors and company management. A question and answer session will follow the critique.*

**Moderated by:** Kurt Heiar, Chair – Iowa Coalition for Innovation and Growth – Capital Formation Hot Team and CEO, Regena Therapeutics

**Presentation by:** Flexon Solutions, LLC

**Panelists:**

David Schroder, InvestAmerica Venture Group, Inc.  
Brian Johnson, Minnesota Investment Network  
Jim Thorp, AAVIN Equity Partners  
Dave Sengpiel, Director, Alternative Investments - Iowa Farm Bureau Federation

3. Panel of entrepreneurs - Lessons Learned

*This session is your opportunity to hear from a panel of entrepreneurs that will share their lessons learned in raising capital. Panelists will discuss their varied experiences with the venture investment community.*

**Moderated by:**

Curtis Nelson, President - Entrepreneurial Development Center, Inc. (EDC) – Cedar Rapids, IA

**Panelists:**

David Sly, CEO  
ProPlanner, Inc.

Joe Stevens, Chairman  
Growth Ventures Group

Tom Agnitsch, CFO  
ANE Technologies, Inc

Steven R. Smith  
President & CEO  
GCommerce, Inc.

4. Fund of Funds – Rural/Small Business Fund  
“Mezzanine Manager” Initiative

**Presented by:**

Andrew Axel, Director, Iowa Fund of Funds – USPSI, LLC

*The Rural/Small Business Fund is a mezzanine loan initiative of the Iowa Fund of Funds. Five percent of capital*

*in the Iowa Fund of Funds will be allocated to rural and small businesses in Iowa. Mr. Axel will discuss the structuring of this loan program and the types of businesses that might qualify.*

### **Investor Track Options**

#### 1. How to create a community-based seed capital fund

*Investing has become a team sport and this session will help your team learn the best structures and operations for successfully launching a community-based or regional fund.*

#### **Moderated by:**

Jamie Zanios, Director  
Pappajohn Business and Entrepreneurial Center  
Institutional Advancement  
North Iowa Area Community College

#### **Presented by:**

G.R. "Rick" Neumann, Attorney -Nyemaster, Goode,  
Voigts, West, Hansell & O'Brien, P.C.

Randy Pilkington  
Executive Director - UNI Business and Community  
Services  
Director - John Pappajohn Entrepreneurial Center  
University of Northern Iowa

#### 2. Insights into Investors' Due Diligence

*Venture and equity fund investors will discuss their processes for performing due diligence on prospective investments. Learn what you might be missing in your due diligence process or pick-up some strategies to improve your process.*

#### **Panelists:**

Stephen Ringlee, Managing Director, USPSI, LLC

Terry Sullivan, Vice President, Iowa Capital Corporation

Arthur L. Christoffersen - Corridor Management Co., LLC

#### 3. Investor Consortium Meeting

**Moderated by:** Gregg Barcus, President, Emerging Growth Group **(1:15 – 2:15 only)**

**Panelists:**

William T. McCartan  
Attorney  
Bradley & Riley PC

Mark Kittrell  
Chairman  
Team Technologies

Steven J. Dickinson  
Partner  
Dorsey & Whitney LLP

2:15 – 2:30 Break

2:30 – 3:30 Repeat concurrent breakout sessions

3:30 p.m. Adjourn