



&
Present



Financing Fast Growth Springfield MA

Sponsored By:



Shatz,
Schwartz and
Fentin, P.C.
Counsellors at Law

Location: Mass Mutual Center, Springfield MA
Date: Thursday, June 4th
Time: 10:00 AM to 2:00 PM (presentation with Q&A followed by networking lunch)
Registration: By Friday, May 29th, email jw@clearvcs.com

Developing a culture and practice of entrepreneurship demands knowledge, networks and capital: Knowledge of the different sources of funding available to growth businesses; Networks of partners, customers, suppliers, capital sources, and resources; and Capital to support growth. This free two hour seminar will inform and connect you with sources of capital, support, networks and resources. Presenters will include venture capital funds, individual investors and grant programs available to growth companies in Western Mass. Attendees will learn about availability and requirements of different players in the "spectrum" of capital. Speakers are professional investors, fund managers or federal grant experts and will be available before and after the presentation and include: Michael Gurau, Managing General Partner of **Clear Venture Partners**; Tripp Peake, Managing Partner of **Long River Ventures**; Paul Silva, Manager of **Angel Catalyst** and **River Valley Investors**; and Diane Doherty, Director of **W. Mass SBDC**, who will discuss the Small Business Innovation Research grant program. See **Speaker Bios**, next page.

The program will also include a featured speaker from Initiative for a Competitive Inner City (ICIC). The ICIC is a national not-for-profit organization founded in 1994 by Harvard Business School Professor Michael E. Porter. ICIC's mission is to promote economic prosperity in America's inner cities through private sector engagement that leads to job, income and wealth creation for local residents. Springfield is the economic "hub" of Western MA and one of the New England cities that is the focus of ICIC's work.



Featured Speaker: Deb Shufrin: As Director of Programs, Deb is responsible for engaging with ICIC's various constituents and partners to develop and manage the organization's multiple programs aimed at increasing investment and economic development in the inner cities. Deb has experience in both economic development and investment analysis. As a member of Massachusetts Governor Mitt Romney's economic development cabinet, she led several agencies responsible for business development, entrepreneurship and international trade for the Commonwealth of Massachusetts. Deb also has extensive experience in the investment world as a Director and mezzanine analyst at John Hancock, Vice President and equity analyst at MFS Investment Management and credit analyst at Morgan Stanley. She holds an undergraduate degree in Economics from Brandeis University and an MBA in Finance from The Wharton School at the University of Pennsylvania.

NOTE: The program and lunch are free, but you must register by May 29th by contacting Jen Walker at jw@clearvcs.com

Speaker Bios



Dianne Fuller Doherty, Regional Director and Business Advisor

Prior to joining MSBDC, Ms. Doherty served as president and CEO of Doherty-Tzoumas Marketing, a full service, award winning advertising and public relations firm based in Springfield. Prior to that, Ms. Doherty was executive director of Downtown Springfield Marketing, an organization whose mission was to promote downtown Springfield. Dianne was recipient of the 2008 William Pynchon Community Service award and of the 2009 Bay Path College Women in Business Hall of Fame. Ms. Doherty has an undergraduate degree from Mt. Holyoke College and an MBA from Western New England College.

Long River Ventures

Tripp Peake, Managing Partner

Immediately prior to Long River, Tripp was a partner at Kestrel Venture Management, where he focused on the management of Mass Ventures Equity Fund, a \$14 million early stage fund established in western Massachusetts in 1997. Before joining Kestrel, Tripp was co-founder and CEO of two venture development consulting companies: Mass Ventures, based in Amherst, MA and associated with the University of Massachusetts; and Science Park Associates, based in New Haven, CT and associated with Yale University. Tripp holds a B.A. from Dartmouth College and an M.B.A from Yale University.



Paul G. Silva - Managing Partner

Angel Catalyst is lead by Paul Silva, who serves as the manager for all client angel groups. Paul has worked with the River Valley Investors of Springfield Massachusetts since 2004 and provided start-up consultation to the Boynton Angels of Worcester in 2006. Previously Paul co-founded All inPlay where he raised \$250,000 in angel financing and profitably pioneered a new market. Outside of work, Paul volunteers as the Chairman of the University of Massachusetts Amherst Entrepreneurship Initiative, an organization teaching college students how to become successful entrepreneurs.



Michael Gurau, Managing Partner

Michael brings more than fourteen years of successful venture capital experience to Clear Venture Partners coupled with four years of startup operating experience, in marketing and product management. Michael's venture capital experience includes seven years with private equity firm Advent International (in Boston and London) and most recently, six years with CEI Community Ventures, a fully-invested \$10M early-stage venture capital fund for which Michael continues to serve as President.

Michael has a BS Finance from Babson College and an MBA from University of Virginia's Darden Graduate School of Business. He currently serves on several boards of directors (two as chair) for CEI Community Ventures;

Event Agenda

Welcome: **10:00-10:15 AM**

Allan Blair, President and CEO
Western Mass Economic Development Corp

Ellen Bemben, President, Regional Technology
Corporation

Speakers: **10:15-11:30 AM**

Introduction: Michael Gurau, Clear Venture Partners

Featured Speaker: Deb Shufrin, Initiative for a Competitive Inner City (ICIC)

Grants: Dianne Doherty, Western Mass SBDC (SBIR Program)

Angels: Paul Silva, Angel Catalysts/River Valley Investors

Venture Capital: Tripp Peake, Long River Ventures
Michael Gurau, Clear Venture Partners:

Wrap up: Michael Gurau, Clear Venture Partners

Q&A: **11:30 AM-12:15 PM (All)**

Lunch: **12:15 PM-1:45 PM**

Adjourn **2:00 PM**