

WEDNESDAY, NOVEMBER 10: INVESTOR FORUM AND MEMBER MEETING

7:00 am - 7:45 am **Mindfulness Meditation: Accomplishing More By Doing Less** with *Marc Lesser (open to all levels)*

8:00 am - 9:00 am **Breakfast and Registration**

9:00 am - 9:45 am **Investor Forum Opening Remarks by Suzanne Biegel & Dominic Kulik**

10:00 am - 1:00 pm

The Power of Angel Investing Workshop : Extra Fee Required

This new half-day workshop explores the “fundamentals version” of how to be an effective early stage impact investor. John May, the workshop lead, is one of the most respected angel investors in the country. Dana Lanza is an emerging leader in the field of impact investing. Topics include: Trends in Early Stage Impact Investing, Analytic Methods and Tools, Term Sheet Mechanics, and Company Valuation.

FEATURING: John May [New Vantage Group] and Dana Lanza [Confluence Philanthropy]

10:00 am - 11:00 am

INVESTOR KNOWLEDGE SHARING

Anatomy of a Real Deal: Boston HeartLab

Crack into the anatomy of a real deal with seasoned investors. Learn why the Patient Capital Collaborative and a couple of IC member angels invested in Boston Heart Lab and about the various stages, successes, negotiations, and complications along the way. Brainstorm with and get input on your own current deal from peer investors.

FEATURING: Sky Lance [Sustain VC, Patient Capital Collaborative] and Ken Merritt [Merritt & Merritt & Moulton]

Valuation and Term Sheets for Early Stage Investors

Impact deals require creative thinking about valuation and terms. In this highly interactive session, we'll tackle challenges and solutions around impact deal valuations, pricing and deal structures that meet a spectrum of risk profiles, management and ownership needs, as well as social and environmental goals. This is not an introductory “how to;” rather it is a discussion and workshop around what we're facing and innovating in valuations and term sheets today.

FEATURING: Tom Balderston [Balderston Capital, LLC, Patient Capital Collaborative], Shaula Massena [Private Investor], and David Kirkpatrick [SJF Ventures]

11:00 am - 12:00 pm

INVESTOR KNOWLEDGE SHARING

How to Effectively Layer Capital

Finding the right players - and layers - in a deal is never easy. But sometimes, unlikely partners can make all the difference. This team of investors will lead us in a discussion of how to strategically leverage various levels of risk and layers of capital in a deal – with real world examples. How do we drive more successful deals? This approach is new, and our three moderators are doing and thinking about some of the most innovative work in the field.

FEATURING: Jean-Luc Park [Calvert Funds], Joy Anderson [Criterion Ventures, Structure Lab], Dana Lanza [Confluence Philanthropy] and Sky Lance [Sustain VC, Patient Capital Collaborative]

WEDNESDAY, NOVEMBER 10: INVESTOR FORUM:

Due Diligence Solutions and Best Practices

Discuss impact investment business model analysis, proven due diligence techniques, and key questions with our peers. Launch into the Venture Fair and Due Diligence meetings with an eye for effective models, how we can learn with the velocity that is needed on these deals, and how to respectfully share due diligence with each other. Learn what it means to be a "deal lead" and see where you can play a role.

FEATURING: Tom Balderston [Balderston Capital, LLC], Jack Horak [Reid and Riege] and Joel Steiker [Murex Investments]

12:00 pm - 1:00 pm

Networking and Open Space

12:00 pm - 1:00 pm

Patient Capital Collaborative Portfolio Update (LP's only)

1:00 pm - 1:45 pm

Lunch with Regional Investor Tables

Please join a table based on your primary region of interest or geographic location. We encourage you to meet your neighbors and discuss what you would like to get from a local/regional investor network. This could be anything from camaraderie and networking to local and global deal flow.

1:00 pm - 1:45 pm

Special Lunch Presentation: Capital Institute

John Fullerton will discuss harnessing the power of capital and markets to fuel the transition to a sustainable economy. (Limited space available)

FEATURING: John Fullerton [Capital Institute]

1:45 pm - 2:45 pm

Plenary Discussion: Accelerating Impact in a Biosphere Economy

How do we move resources fast enough and intelligently enough to solve the world's most urgent challenges? David and John have teamed up to address this core question and share their insights on the next wave of impact investing. The biosphere economy is a garden bed of opportunity, but demands smart impact investors that are prepared to take action, collaborate, and remain agile!

FEATURING: David Chen [Equilibrium Capital Group] and John Elkington [Volans]

3:00 pm - 4:00 pm

INVESTOR KNOWLEDGE SHARING

Changing Investor-Investee Relationships

It is not just about investing - it is about investment. We will discuss how our network's investment leaders create opportunities for direct, transparent, and personal investor-investee relationships in order to reach agreement on term sheets, valuation, and more. Talk through challenges we're facing as investors who want to change the traditional dynamics across the table.

FEATURING: Don Shaffer [RSF Social Finance], Marc Lesser [ZBA Associates], and Allen Bromberger [Perlman and Perlman, LLC]

WEDNESDAY, NOVEMBER 10: INVESTOR FORUM:

Catalyzing Systems Change - Funding Ecosystems & the Biosphere Economy

Dive even deeper with our keynote speakers and learn more about Volans', Equilibrium's, and Capital Institute's cutting edge work to identify the ecosystem services and industry sectors that are poised to grow. Brainstorm how we can effectively work together within Investors' Circle to drive innovative projects on these opportunities.

PRESENTING: Alejandro Litovsky [Volans]

RESPONSE PANEL: David Chen [Equilibrium Capital], John Elkington [Volans] and John Fullerton [Capital Institute]

Incubating and Investing in Seed Stage Companies

Connect with some of the world's best entrepreneur incubators and discuss how to support this critical pipeline, identify great seed stage companies, and invest in the future. These leaders have taken great strides since our last meeting – come hear their rapid fire presentations and bring your insight to the group!

MODERATOR: Joseph Steig [VentureWell]

FEATURING: Bob Pattillo [Gray Ghost Ventures], Phoenix Wang [Start!], Grace Wang [National Science Foundation] and Daniel Epstein [Unreasonable Institute]

4:15 pm - 5:00 pm

Global Impact Investing Rating System (GIIRS)- Measuring our Future

We are what we measure. Impact standards will drive more capital to the companies that we need to succeed. Learn more about the Investors' Circle - GIIRS partnership and why the "GIIRS Pioneers" will be using this tool for both company and fund impact ratings.

FEATURING: Andrew Kassoy [B Lab] and Beth Richardson [B Lab]

5:00 pm - 5:30 pm

Networking and Open Space

5:30 pm - 7:00 pm

Plenary Panel: Public-Private Partnerships for Impact

In regard to impact investing, it's a new day in Washington, DC. Our community has a host of new opportunities to partner with the most innovative players in the public sector. This is a practical (and inspirational) view of where the opportunities lie and how we can move the ball forward to de-risk our investments

MODERATOR: Fran Seegull [Funk Ventures]

FEATURING: Jim Shelton [Office of Innovation and Improvement, Department of Education], Claire Broido Johnson [Office of Energy Efficiency & Renewable Energy, Department of Energy], John Morton [Overseas Private Investment Corporation], and Don Graves [Small Business, Community Development and Housing Policy, US Department of the Treasury]

7:00 pm - 9:00 pm

IC MEMBER MEETING AND DINNER *(IC members only)*

THURSDAY, NOVEMBER 11: VENTURE FAIR

7:00 am - 7:45 am	Mindfulness Meditation: Accomplishing More By Doing Less with Marc Lesser (open to all levels)
8:00 am - 8:45 am	Breakfast and Registration
8:45 am - 9:00 am	Venture Fair Opening Remarks - <i>Venture Fair Moderated by Suzanne Biegel & Sky Lance</i>)
9:00 am - 10:20 pm	Community, International & Economic Development Track Presentations
10:20 am -10:55 am	Sustainable Consumer Products Track Presentations
11:00 am -12:15 pm	Health & Biotech Track Presentations
12:15 pm - 1:00 pm	Venture Showcase
1:00 pm - 2:00 pm	Lunch
1:00 pm - 2:00 pm	Venture Funds Lunch Meeting with Bonny Moellenbrock [SJF Institute]
2:00 pm - 2:20 pm	Seed Track Presentations
2:20 pm - 3:25 pm	Social Media & Education Track Presentations
3:25 pm - 4:45 pm	Energy and Environment Track Presentations
4:45 pm - 5:30 pm	Venture Showcase
5:30 pm - 7:00 pm	Investors' Circle and Deal Debrief (open to all investors)
7:00 pm - 7:30 pm	Learn about the Patient Capital Collaborative (open to all investors)
7:30 pm - 9:30 pm	Reception and Networking at Eatonville (off-site and open to all) Andy Shallal's place at 2121 14th St NW. Come enjoy their delectable creole delicacies, wine from our friends at Calypso, Pisco Sours straight up from S.A., and the Charlie Barnett Trio with Bossa vocals.

FRIDAY, NOVEMBER 12: DUE DILIGENCE AND INVESTOR FORUM

7:00 am - 7:45 am **Mindfulness Meditation: Accomplishing More By Doing Less** with *Marc Lesser (open to all levels)*

8:00 am – 9:00 am **Interactive Due Diligence Planning and Breakfast**

Dive into due diligence prep for the top deals from the previous day. Work in small teams of impact investors interested in each deal, compare notes, discuss the business model and team, and make a plan for the due diligence conversations ahead.

9:00 am – 10:00 am **Investor - Entrepreneur Due Diligence and Feedback Meetings**

Get to know the entrepreneurs and begin the due diligence process. Share your excitement, concerns, key questions, and dreams with the entrepreneurs. This is the kickoff for our own velocity on getting deals done - have honest, smart questions and get moving!

INVESTOR KNOWLEDGE SHARING

10:15 am – 11:15 am **Syndicating Deals Across European and Emerging Markets**

Travel by plane, train, and motor scooter to find the best international deals?! Or talk to these experts. They've been researching, investing, and syndicating international deals for over a decade. Exchange best practices, techniques, and challenges for finding, structuring, and demonstrating success in global deals.

FEATURING: Brigitte Baumann [Go Beyond], Ella Delio [Word Resource Institute] and Ben Powell [Agora Partnerships]

11:15 am – 11:45 am **Introduction to Building Local Investor Networks**

Whether you want to co-invest in local companies, share best practices at local gatherings, develop your local/regional investment pipeline, or work with a local team on thematically oriented or international deals - many are telling us they'd like to have local/regional networks. Investors' Circle is teaming up with partners and interested investors to initiate this, so if you have the appetite, here we go. This will be a practical session on what it takes and how we can get going.

11:45 am – 12:15 pm **Leveraging Investment Funds**

Join us for insights and to better understand the offerings from our leading venture funds during a fast-paced Q&A. Learn and share what funds can do for us and how funds and individual impact investors can work together to make smarter deals, build portfolios, co-invest, and think about complete capital trajectories in deals.

FEATURING: Murex Investments, Sustain VC, SJF Ventures and SJF Institute

FRIDAY, NOVEMBER 12: DUE DILIGENCE AND INVESTOR FORUM CONT'D

12:15 pm - 12:45 pm

Synthesis and Pivoting with Suzanne Biegel and IC Leaders

12:45 pm - 2:00 pm

Lunch and Special Meetings

Next Generation Investing Roundtable

Local Investor Networks Discussion

Patient Capital Collaborative Presenter Review (LP's only)

2:15 pm - 3:00 pm

Closing Reflection Circle

This is one of IC's cherished activities for those who would like to reflect in a more personal way about their feelings and impressions from the gathering. The reflection circle is open to all attendees and staff. We hope that you will consider joining us.