

# Entrepreneur Resources

## February 2020

- Each month we'll highlight resources, founder conversations and hot topics to help you move your ideas forward.
- If you have resources that you'd like to share, please reach out to your licensing associate or EIR to have them included in the next update.
- And please reach out with any questions. We're here to help!

# Articles and Tools

- Your leadership style and roles has to change as you grow—so what happens when you don't adapt? One of the best articles I've seen in a while on the topic from [HBR](#).
- I love this 7 questions [interview](#) with Ramin Sayar and his founder advice, especially on culture building and transparency.
- Co-founder [agreements](#). Yes, you need one. And best to do it when you all get along!
- Best [practices](#) for developing mentoring/advising relationships. Yes, you will need help and these folks can help you grow.
- [Employer Guide](#) for Life Science Interns


# Incubator News

PRECCCELERATOR


APPLY TEAM MENTORS PARTNERS EVENTS COMPANIES BLOG FAQ

As part of the legal practice of Stubbs Alderton & Markiles, they offer a [Preccelerator](#) out of their Santa Monica Office for Silicon Beach clients.


## WHAT WE OFFER




Free 24/7 co-working space on a rolling basis in sought after Santa Monica, including printer and copier access, wireless internet and access to conference rooms for meetings and presentations.




Be proactive in making sure your incorporation, contracts and equity structures are set up correctly before you get too far down the evolutionary path. Access to \$25,000 worth of real-time non-billable legal advice and transactional legal services on site under our standard terms of engagement. To view SA&M's practice offerings, click [here](#).




Access to customized curriculum workshops each term to fit each cohort's specific needs, plus evening content and networking events and activities. Over 50+ per year! Each term culminates with a Demo Day to investors and the community – attended by over 150 people each term!



Initial unrestricted cash investment of \$25,000 to each cohort company. Access to our network of investors through investment strategy counseling sessions, Meet the VC Luncheons, Demo Day and targeted investor introductions.



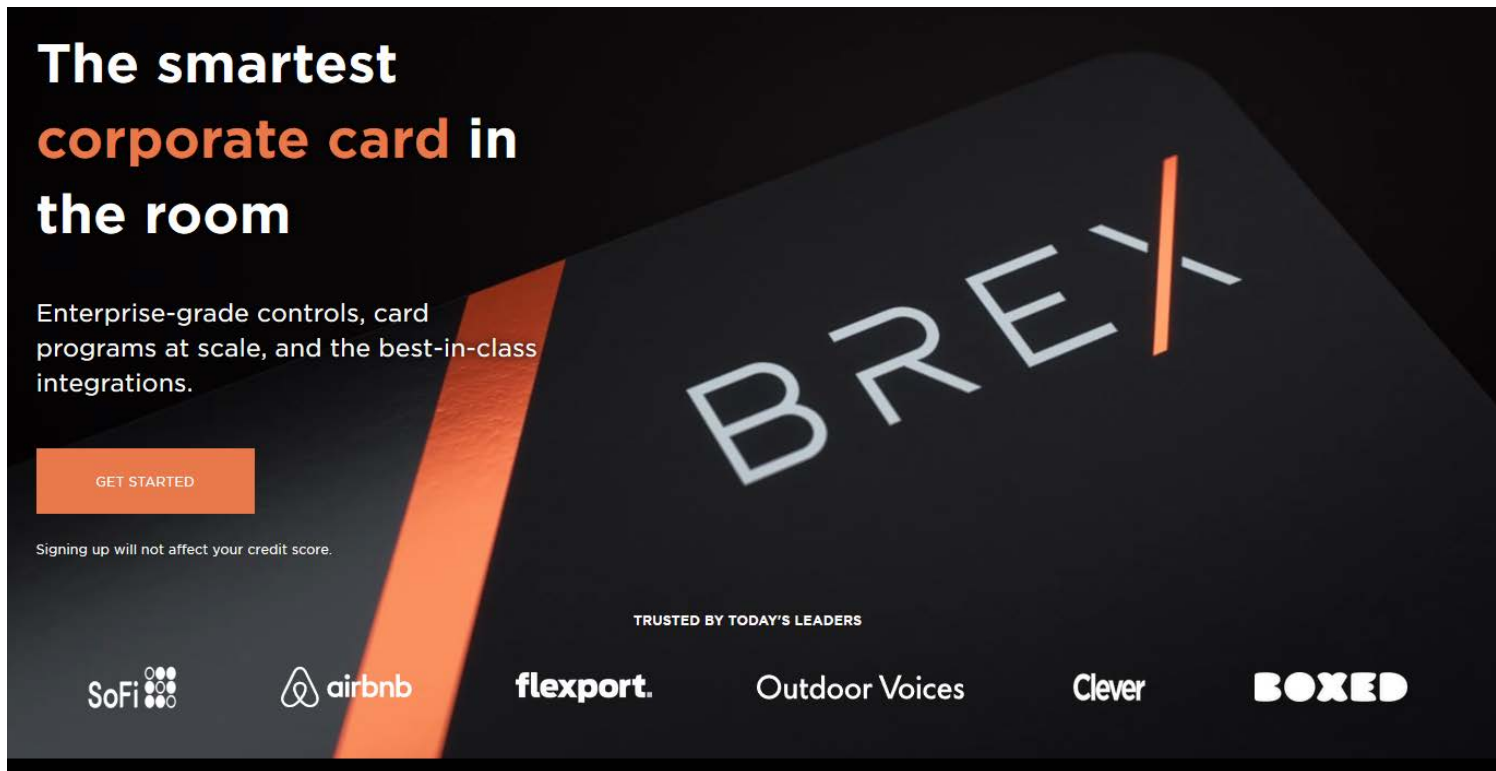
Access to a robust Preccelerator Perks Portfolio with over \$500,000 worth of discounted services and benefits to help you succeed and cut overhead expenses. To view the current perks package, click [here](#).



Access to a group of seasoned mentors that can assist in the growth and success of your company. Mentors provide regular office hours and a "value-first" approach. To view the full list of mentors, click [here](#).

# Start-ups Serving Start-Ups

You can't have this category without talking about [Brex](#)—the corporate card for start-ups. Read their story [here](#).



**The smartest  
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# Information and Networking

Johnson & Johnson INNOVATION | JLABS

February 27, 2020

JLABS @ San Diego | 10:00am–1:00pm

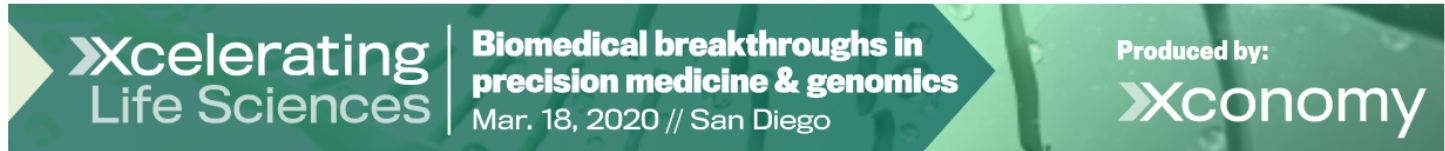
## Debt vs. Equity

Join Johnson & Johnson Innovation-JLABS alongside Silicon Valley Bank for a panel of experts to weigh in on debt vs equity to help you make an educated decision.



The eternal question—how to finance early to support the kind of growth I need? Hear from [Jlabs](#) and Silicon Valley Bank on a balanced discussion of the options.

# Networking events



March 18, 2020

**Schedule:**

Registration & Networking: 2 – 3 p.m.

Program: 3 – 6 p.m.

Reception: 6 – 7 p.m.

**Moderated expert discussion panels include:**

- Exploring successful R&D
- What it takes for commercialization
- Building a biotech ecosystem in San Diego

**Companies invited to present include:** Turning Point Therapeutics, Mirum, Zentalis, Aspen Neuro, Neurocrine, Arena Pharma, Amplyx, Gossamer Bio, COI Pharma/Avalon Ventures, RiverVest Venture Partners, Domain Associates

*Speaker confirmations and full agenda coming soon...*

For those of you in the diagnostics or genomics space—  
a great chance to do some networking and learn from  
the San Diego ecosystem.



# Crash Course on Legal Issues

BCLA Lunch Seminar with Matt Crowley

Great chance for folks to hear some of the common mistakes to avoid!



Our first BCLA Lunch Seminar of the year will take place at UCLA, where Matt Crowley will be presenting the “Top ten legal mistakes for founders to avoid”. This will be a two-hour lunch program directed towards attendees who are looking to start their own company or already own a startup. As a lawyer and adjunct venture law professor, Matt will cover how to properly set up your venture, and issue equity in a way that protects founders. Make sure to RSVP to secure your spot!

**When:** February 1, 2020, 12.00 PM to 2.00 PM

**Where:** UCLA Center for Health Sciences, Room 73-105

[RSVP](#)

# Courses

The Spring Venture Deals class is back and free! Click to [register](#) and join/lead a team.



 Kauffman Fellows  
smart connected capital

 techstars

## Venture Deals Spring 2020

Instructors:  
Brad Feld, Co-Founder and Managing Director at Foundry Group  
Jason Mendelson, Co-Founder and Managing Director at Foundry Group

March 7, 2020 - May 1, 2020  
A free course from Kauffman Fellows and Techstars.

[Sign Up](#)



# Courses



**BUSINESS FUNDAMENTALS  
BOOTCAMP**

Tactical Skills  
for the Growing Business

**BUSINESS  
FUNDAMENTALS  
BOOTCAMP  
LOS ANGELES**

**MARCH 19, 2020**

**REGISTER NOW**

The [Bootcamp](#) Series is designed especially for CEOs and CXOs of growing businesses with a focus on the tactical and operational expertise needed to manage a growing business. Speakers will lead sessions focused on the functional areas of marketing, finance, law and human resources to attendees.

**Date:** 19 Mar 2020

**Time:** 11:00am - 6:00pm PDT

Hilton Los Angeles Airport in Los Angeles, CA

<https://www.supportingstrategies.com/bootcamp-sma20>

# Start Up School

Startup School Orientation W2020

You can take the [virtual](#) class if you want a good orientation to tech start-ups. And if you're ready to make the leap, you can apply to a YC batch this Spring!



# Y Combinator Bio Tour

This team will be down in [Irvine](#) in February. Check it out if you'd like to get time with them.

## YC Bio Tour – 2020

By [Y Combinator](#)

[f](#) [t](#) [in](#) [Event](#) [YC News](#) January 16, 2020

This year, for the first time, we'll be visiting universities and institutions to meet founders who are focused on building biotech and healthcare companies.

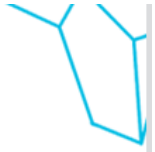
Since 2014, YC has funded over 250 bio, healthcare, and life science companies, making us one of the largest seed stage bio/healthcare funders in the world. YC partner Jared Friedman and visiting partner Dr. Uri Lopatin will host firesides where they'll share what they've learned working closely with hundreds of bio founders and how they predict the [fundraising landscape will change](#) in the next decade.

We'll also host office hours where founders will have the chance to meet with Jared and Uri directly. If you're looking for advice on turning your research into a company, have questions about fundraising or about YC, we hope to meet you.

Below is a list of the first schools and programs we'll be visiting in January and February. The list will be updated and more announcements will be made as locations are added.

# All About Accounting at JLABS

## BAY AREA JLABS Regional Brief



This event can be live streamed, so don't let the Bay Area location scare you off!

What's Accounting Gotta Do With It?

**REGISTER**

MAR 26 | 1:00 PM  
Live stream available!

When starting your company there are many things you need to get right to run smoothly past milestones. While you need to focus on your science, you cannot ignore accounting functions. RSVP to hear insights from a panel of experts who have successfully guided companies through the process.



**Carole-Lynn Glass**  
*Co-Founder, COO and CFO*  
Engine Room



**James T. Huie**  
*Partner*  
Wilson Sonsini Goodrich & Rosati



**Laura Smoliar**  
*Founding Partner*  
Berkeley Catalyst Fund

**\$25 General Public | \$15 Academic/Student**

# Networking events

*Special offer: Register Now & Save \$450 off (Use discount code "LAVAVIP")*

Does this email not look right? Try [viewing this email in a browser](#).



**LAVA is pleased to announce its sponsorship and invite you to join us at Venture Summit | West**

*Special offer: Register Now & Save \$450 off (Use discount code "LAVAVIP")*

\* **Call for Top Innovators** *Details below*

**Venture Summit | West**

**Where Innovation Meets Capital**

**March 23<sup>rd</sup> & 24<sup>th</sup> 2020**

Santa Clara Convention Center, Silicon Valley

# Pitch Opportunities

Gates Foundation has its own VC fund to provide a separate route of funding for ventures aligned with its core mission. This is a chance to meet with them in SF.

Meet with... Gates Foundation  
Venture Capital

**REGISTER**

FEB 12 | 10:30 AM



Gates Foundation Venture Capital is looking for innovative solutions to help solve the world's most difficult challenges. Dr. Charlotte Hubbert, Partner with Gates Foundation Venture Capital, will provide an overview presentation on the Foundation's key areas of interest and venture investment philosophy. Apply for a 1-on-1 meeting by January 15<sup>th</sup>.



**Charlotte Hubbert, Ph.D.**

*Partner*

Gates Foundation Venture Capital

# Pitch Opportunities

J&J has its own investment fund aligned with its interest areas. This is a chance to meet with them in SD.



Meet with... JJDC

**REGISTER**

FEB 12 | 10:30 AM – 12:00 PM

The banner features a blue background with white text. A red button with the word 'REGISTER' in white is centered. To the right is a photograph of a person's hands typing on a laptop on a desk, with a coffee cup and a smartphone nearby.

From seed-level startups to Series B and beyond, JJDC is seeking innovations with the potential to make an impact in healthcare among the lives of people around the globe in pharmaceuticals, medical devices and consumer products.



**Vijay Murthy, Ph.D.**  
*Principal Venture Investments*  
Johnson & Johnson Innovation – JJDC

**REGISTER NOW & SAVE YOUR SPOT!**



# Pitch Opportunities

The 2020 Boehringer Ingelheim [Prize](#) is happening Feb 27 in San Diego and includes [BioLabs](#) residence for one year! Platform technologies and Therapeutics are welcome.

## **Apply Now For the BI Innovation Prize! Winner receives a Golden Ticket to BioLabs**

Valued at \$75,000, the winner, who will be announced during a Networking Reception that evening, will receive Boehringer Ingelheim's 'Golden Ticket' – a voucher which represents prepaid rent for one reserved bench in BioLabs' shared laboratory space in University Towne Centre for one year. Boehringer Ingelheim receives this 'Golden Ticket' as part of its sponsorship of the BioLabs facility.

Shortlisted applicants will be invited to present their ideas in a poster session at BioLabs, San Diego, on February 27th 2020, from which a final short-list is selected to pitch their ideas to a panel of judges.

### **Entry Requirements**

- Early-stage innovators and spin-outs that are pursuing life-science therapeutic platform technologies and therapeutics (in any indication, any modality) are invited to participate. Diagnostics, Instrument development, and Health-IT are excluded.
- Companies must be founded and have their principle place of business in California
- Companies must not have a major partnership with another large bi-pharmaceutical company

**Companies must be focused on new target concepts or drug discovery**

### **How to Apply**

Applicants must provide a non-confidential deck of no more than ten slides. Slides must address unmet medical need, solution, scientific principal, key data supporting the scientific principal, overview of business case, and intellectual property.

**DEADLINE FOR SUBMISSIONS FEBRUARY 14TH, 2020**

**[SUBMIT YOUR APPLICATION HERE](#)**