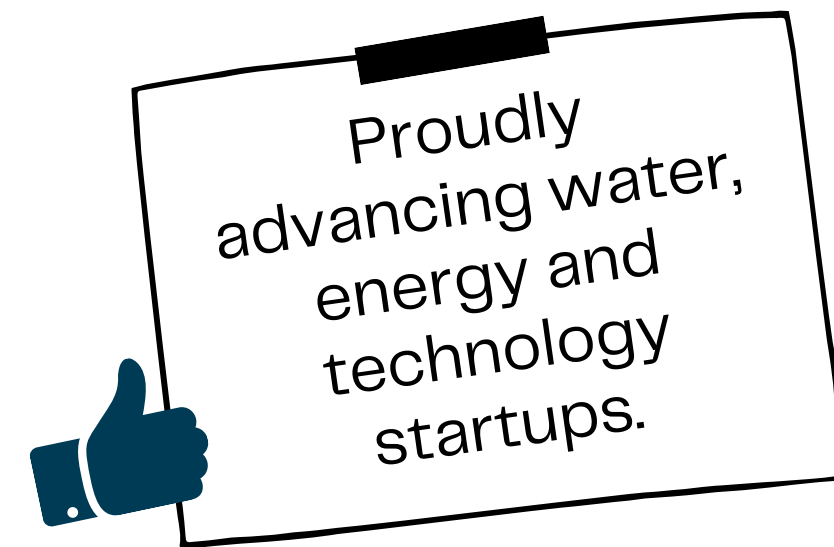




Valley Ventures



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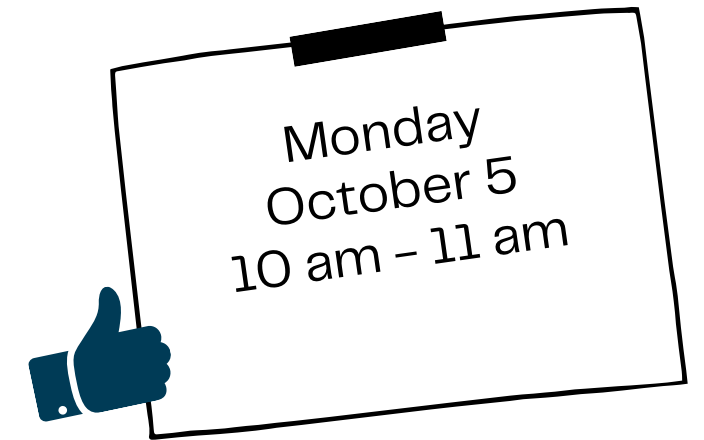
*We have two 120-minute VV5 webinars. Those are on **Oct. 6** and **Nov. 3**. All other VV5 webinars are 60 minutes.



Week One

Thank you for participating.

Q VV5 Webinar 1



Introductions

- 1 Jeff Macon to start the meeting.
- 2 Venture team members to introduce themselves.
- 3 WET Center team members to introduce themselves.
- 4 Open discussion.
- 5 Meeting adjourned.

Q VV5 Webinar 2

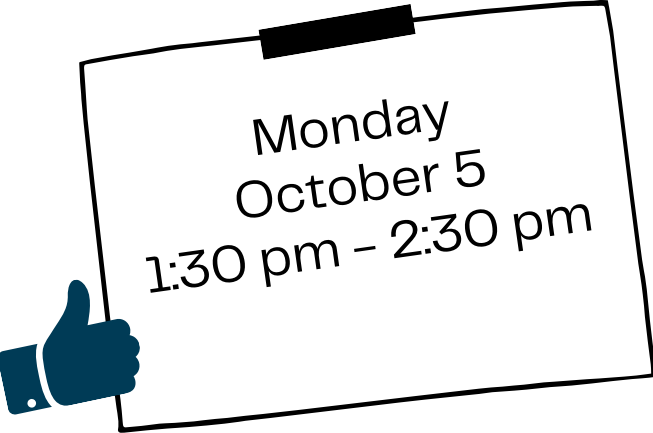
Fundraising strategy (Types of capital, categories of investors, valuation, timing, and team allocation) with Mike Jackson

1 Jeff Macon to ask each venture to quickly introduce their venture.

2 Mike Jackson, a clean tech investor, to introduce himself. Mike to discuss venture funding, product pilots, and product-market fit.

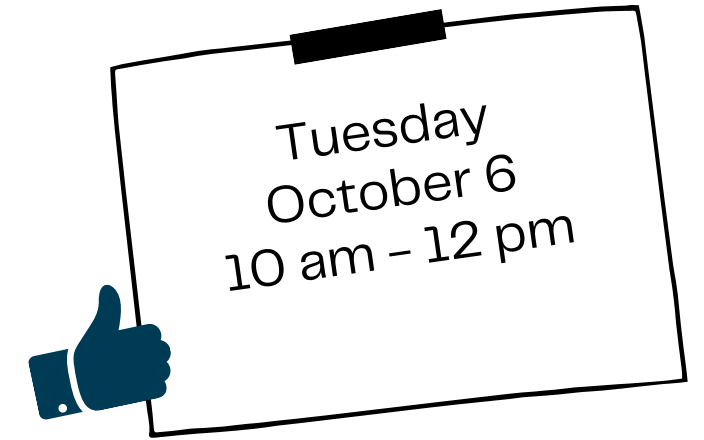
3 Open discussion.

4 Meeting adjourned.



Q VV5 Webinar 3

Sales with Dale Bierce



1 Jeff Macon to start the meeting.

3 Dale Bierce of Sandler Sales to present.

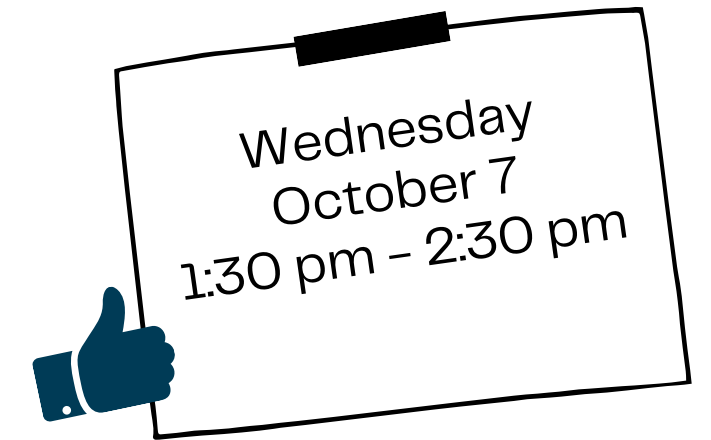
2 Venture team members to introduce themselves.

4 Jeff Macon to close the meeting.

Q VV5 Webinar 4

A primary CEO responsibility: Capitalizing The Balance Sheet with Jon Bonanno

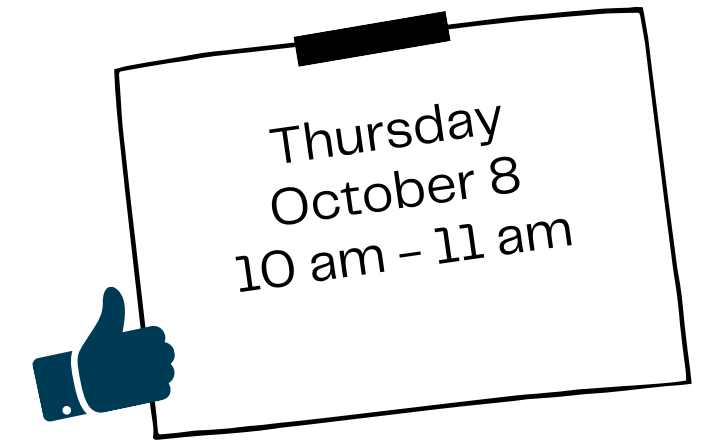
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Jon Bonanno to introduce himself. Jon to discuss primary CEO responsibility: Capitalizing The Balance Sheet.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 5

Business development for water, energy, and agricultural technology ventures in California with Sarge Green

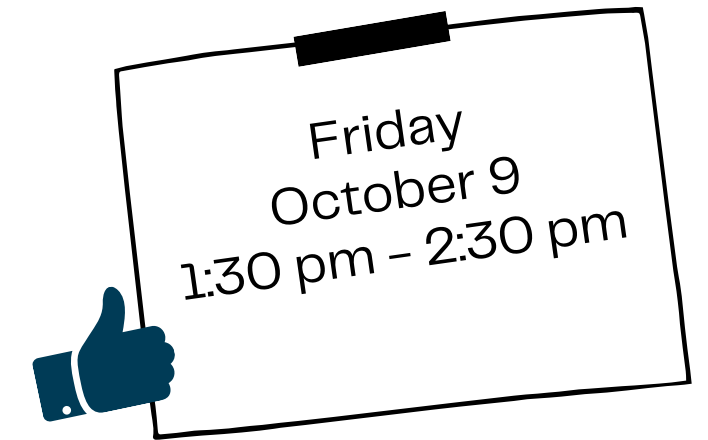
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Sarge Green to introduce himself. Sarge to discuss business development for water, energy, and agricultural technology ventures in California.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 6

Hustling in the Central Valley with Waldo Moraga

- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Waldo Moraga to introduce himself. Waldo to discuss hustling in Central Valley, CA.
- 3 Open discussion.
- 4 Jeff to close the meeting.



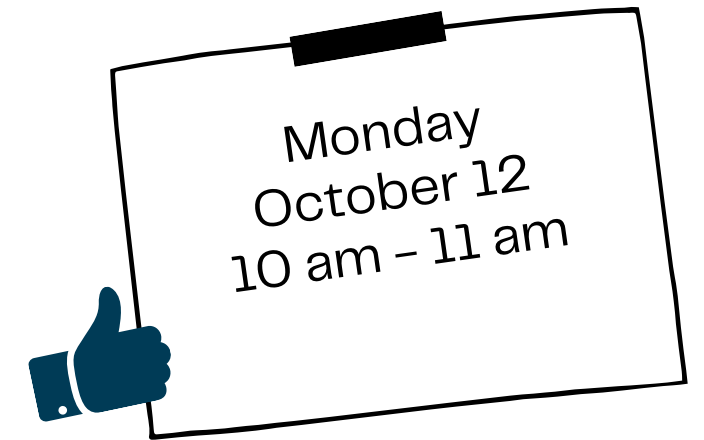


Week **Two**

Thank you for
participating.

Q VV5 Webinar 7

Use your darn resources with Craig Scharton

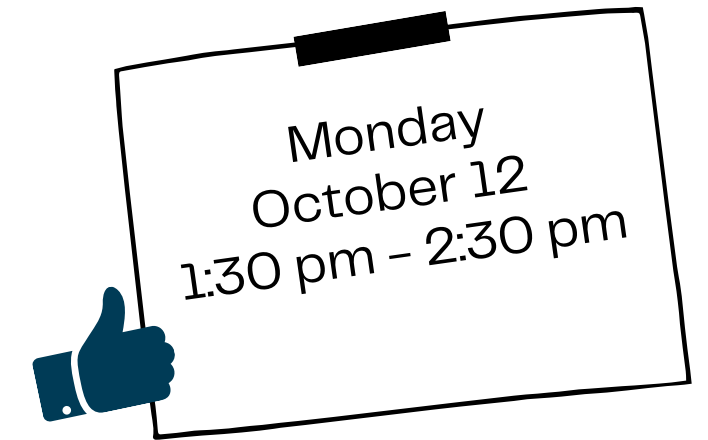


- 1** Jeff Macon to start the meeting.
- 2** Jeff and Craig Scharton to facilitate a discussion on resource utility.
- 3** Open discussion.
- 4** Jeff Macon to close the meeting.

Q VV5 Webinar 8

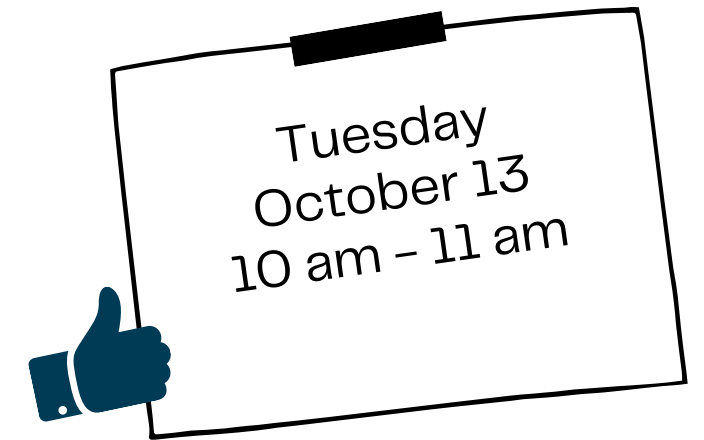
Key fundraising documents (Investor deck, financial model, and data room) with Mike Jackson

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Mike Jackson, a cleantech investor, to introduce himself. Mike to discuss venture funding.
- 3** Open discussion.
- 4** Jeff to close the meeting.



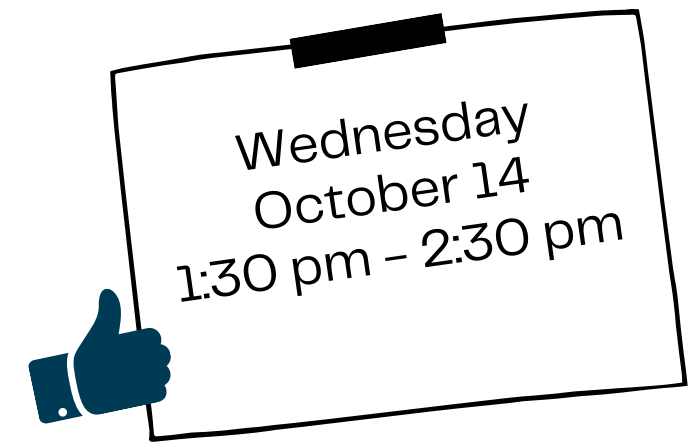
Q VV5 Webinar 9

IT Solutions with Alex Zarganis



- 1** Jeff Macon to start the meeting.
- 2** Venture team members to introduce themselves.
- 3** Alex Zarganis of 300Brains to present.
- 4** Open discussion
- 5** Jeff Macon to close the meeting.

Q VV5 Webinar 10



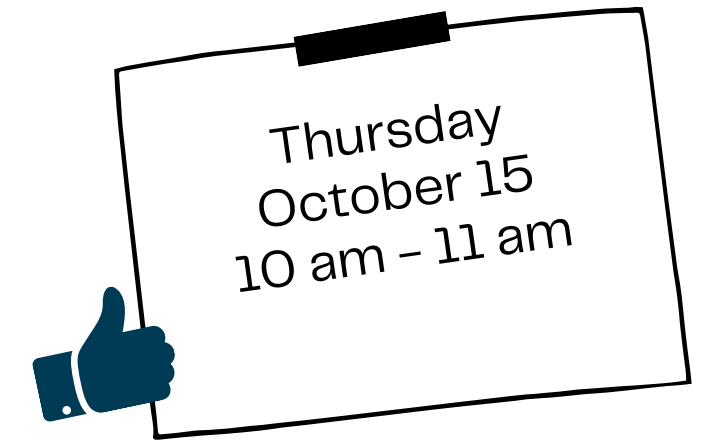
Grants with Sedale Turbovsky

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Sedale Turbovsky to introduce himself. Sedale to discuss grants.
- 3** Open discussion.
- 4** Jeff to close the meeting.

Q VV5 Webinar 11

De-risking ventures and product-market fit with Greg Allen

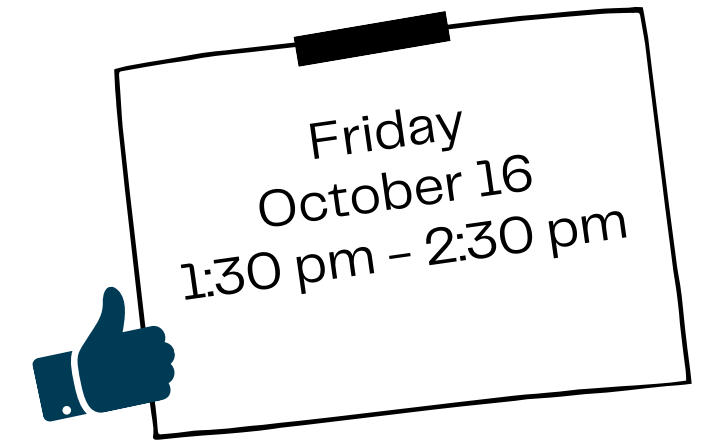
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Greg Allen to introduce himself. Greg to discuss de-risking ventures and product-market fit.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 12

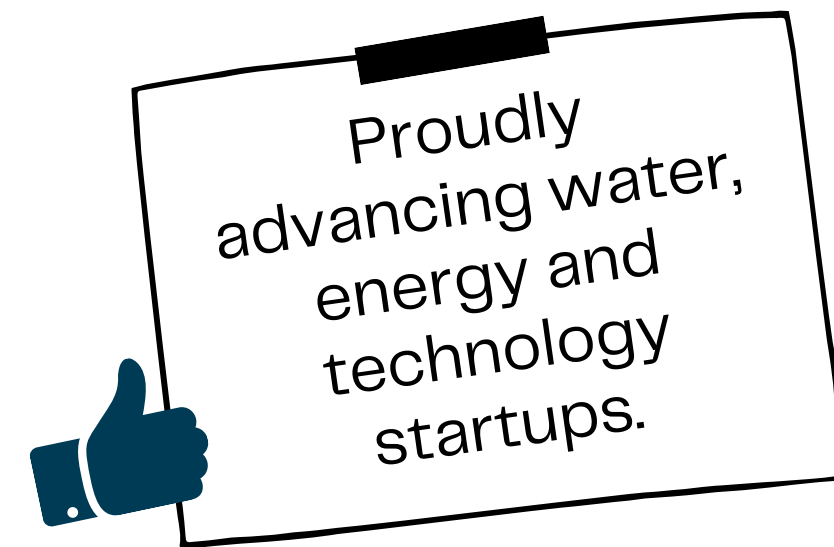
Understanding debt financing with Rich Mostert

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Rich Mostert to introduce himself. Rich to discuss debt financing.
- 3** Open discussion.
- 4** Jeff to close the meeting.





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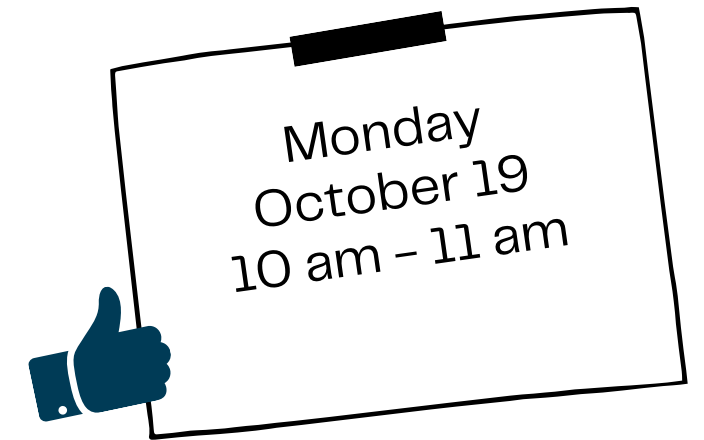


Week Three

Thank you for
participating.

Q VV5 Webinar 13

R&D to CEO with Dr. Farooq Anjum



1 Jeff Macon to ask each venture to quickly introduce their venture.

3 Open discussion.

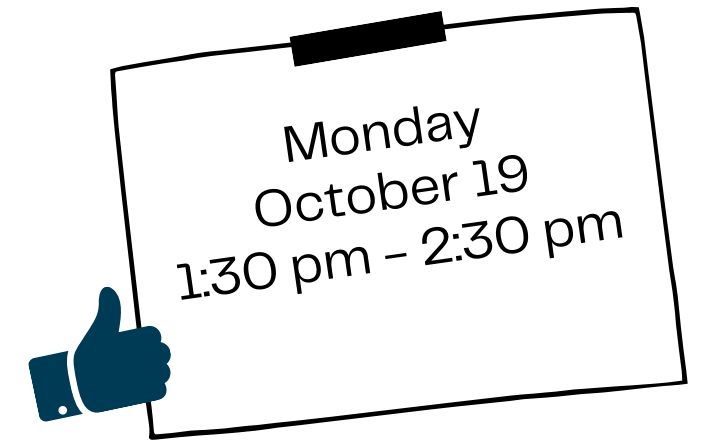
2 Dr. Farooq Anjum to introduce himself. Dr. Anjum to discuss R&D to CEO.

4 Jeff to close the meeting.

Q VV5 Webinar 14

Investor outreach (Building a sales funnel to identify and close prospective investors) with Mike Jackson

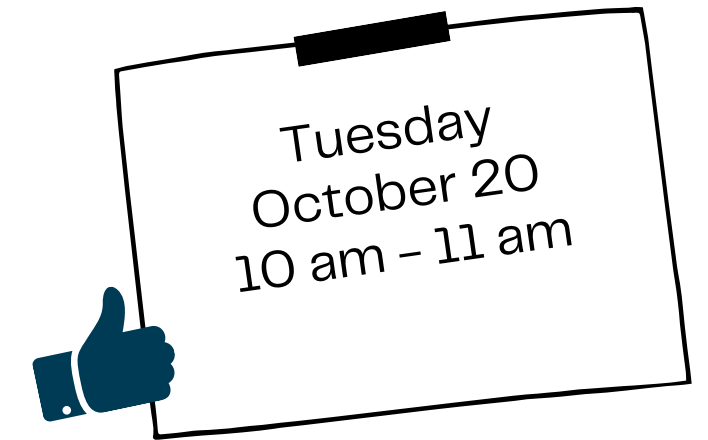
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Mike Jackson, a cleantech investor, to introduce himself. Mike to discuss investor funnels.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 15

Navigating IP with Sherrie Flynn

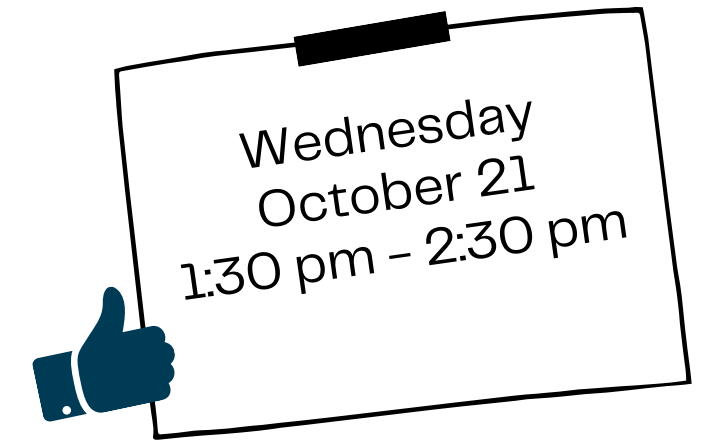
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Sherrie Flynn to introduce herself. Sherrie to discuss navigating IP.
- 3** Open discussion.
- 4** Jeff to close the meeting.



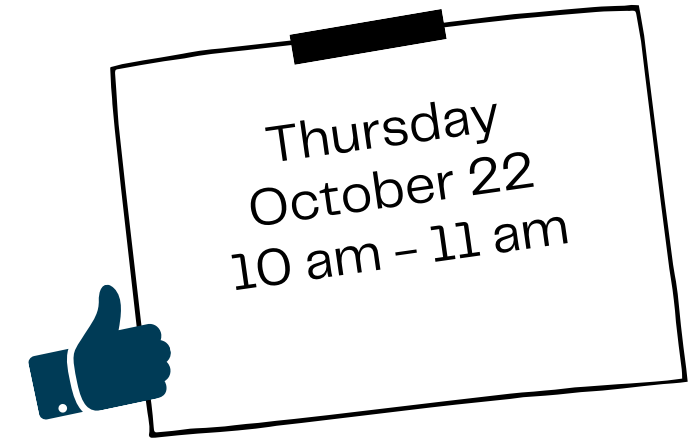
Q VV5 Webinar 16

Sales SaaS with Scott Jenkins and Jesse Cosgrove

- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Scott Jenkins & Jesse Cosgrove to introduce themselves. Scott & Jesse to discuss sales SaaS.
- 3 Open discussion.
- 4 Jeff to close the meeting.



Q VV5 Webinar 17



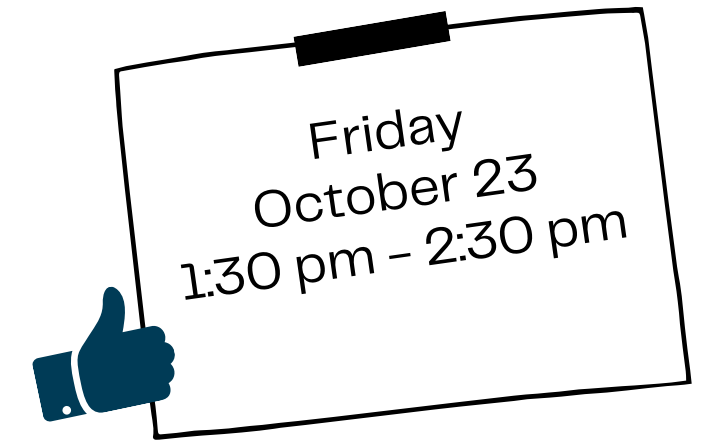
Results with Paul Singh

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Paul Singh to introduce himself. Paul to discuss results.
- 3** Open discussion.
- 4** Jeff to close the meeting.

Q VV5 Webinar 18

California ag business with Scott Rhodes

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Scott Rhodes to introduce himself. Scott to discuss California Ag Business.
- 3** Open discussion.
- 4** Jeff to close the meeting.





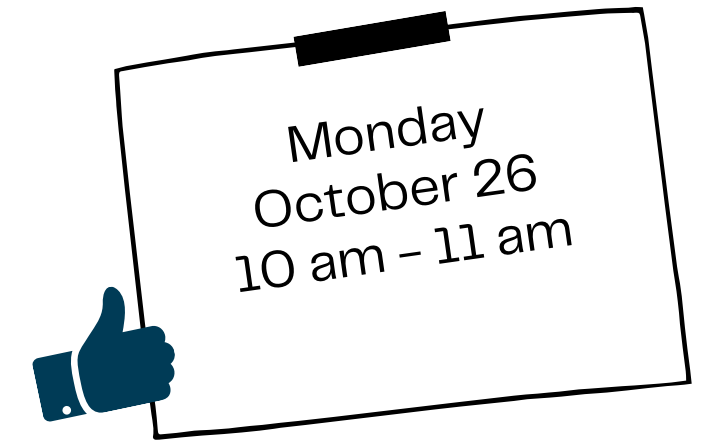
Week Four

Thank you for participating.

Q VV5 Webinar 19

Empower Innovation Network with Thomas Jensen

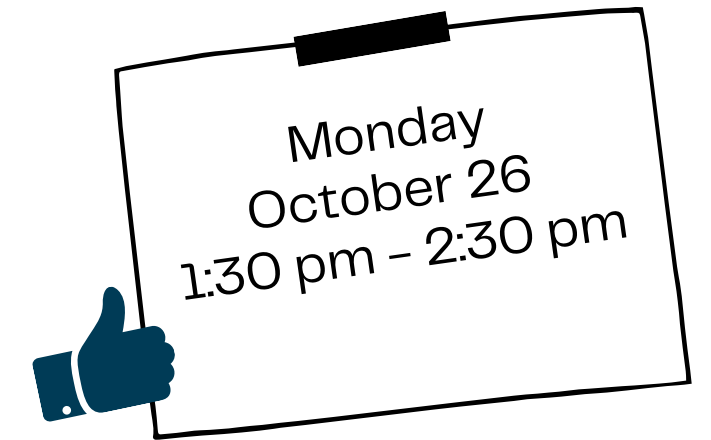
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Thomas "Tom" Jensen to introduce himself. Tom to discuss the Empower Innovation Network.
- 3** Open discussion.
- 4** Jeff Macon to close the meeting.



Q VV5 Webinar 20

Closing (Understanding term sheets, round structures, and leads vs. followers) with Mike Jackson

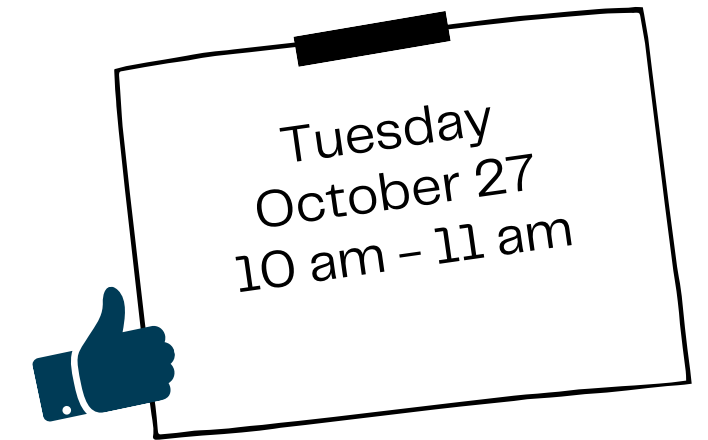
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Mike Jackson, a cleantech investor, to introduce himself. Mike to discuss tools to manage investors.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 21

Ag tech with Danny Royer

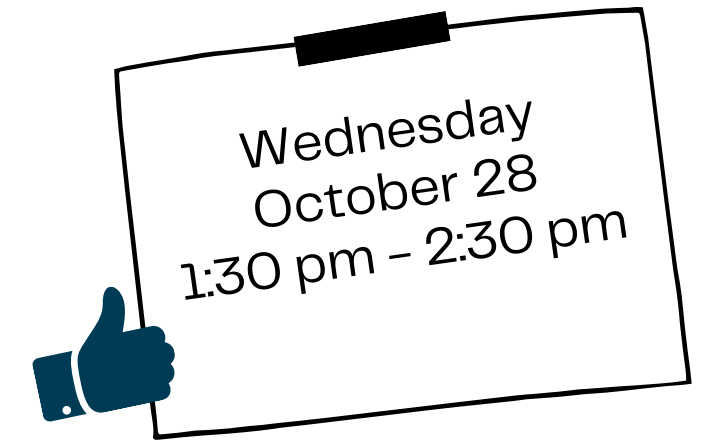
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Danny Royer to introduce himself. Danny to discuss Ag Tech.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 22

Project finance and focus with Julia Murphy

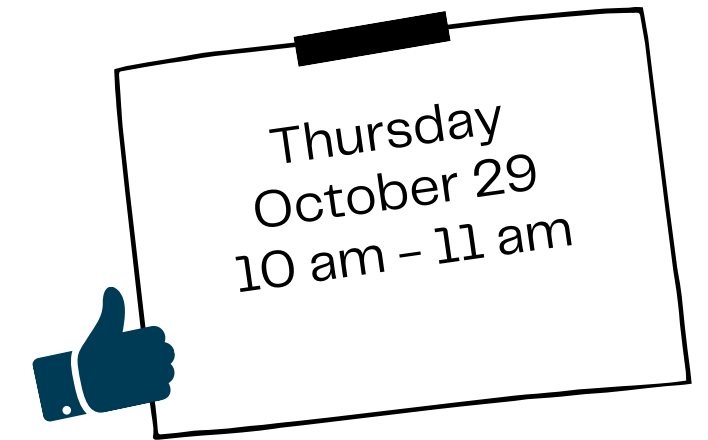
- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Julia Murphy to introduce herself. Julia to discuss project finance and focus.
- 3 Open discussion.
- 4 Jeff to close the meeting.



Q VV5 Webinar 23

Seed to Series A with Dr. Greg Newbloom

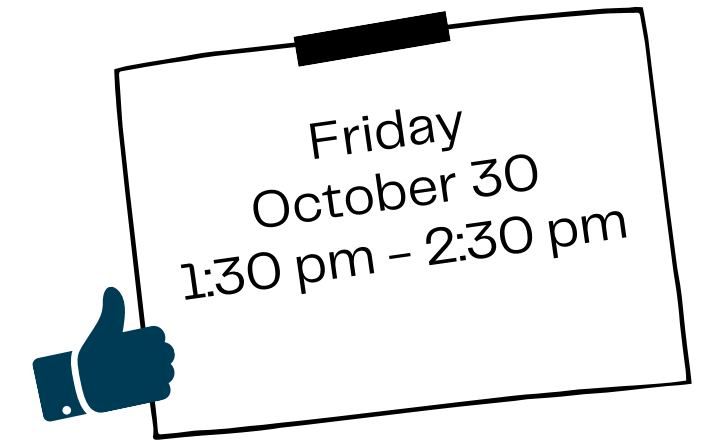
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Dr. Greg Newbloom to introduce himself. Dr. Newbloom to discuss seed to series A.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 24

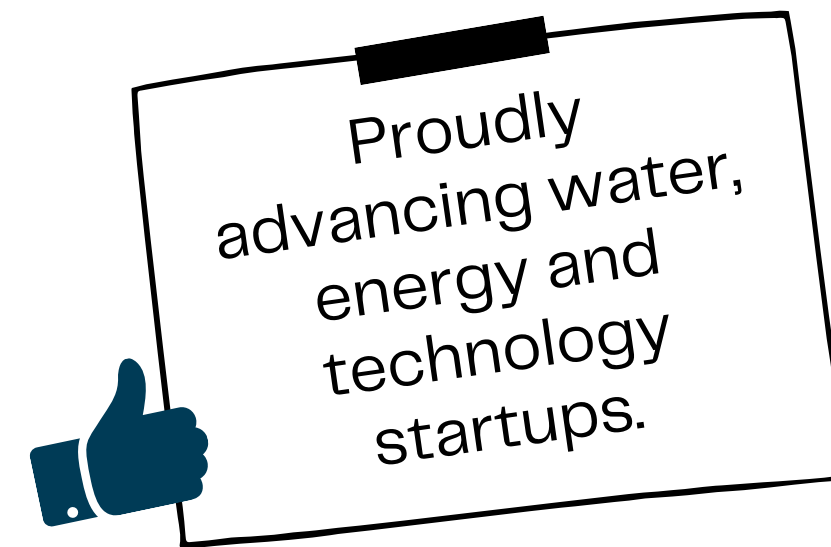
How to not screw it up with Marcus DiBuduo

- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Marcus DiBuduo to introduce himself. Marcus to discuss how not to screw it up.
- 3 Open discussion.
- 4 Jeff to close the meeting.





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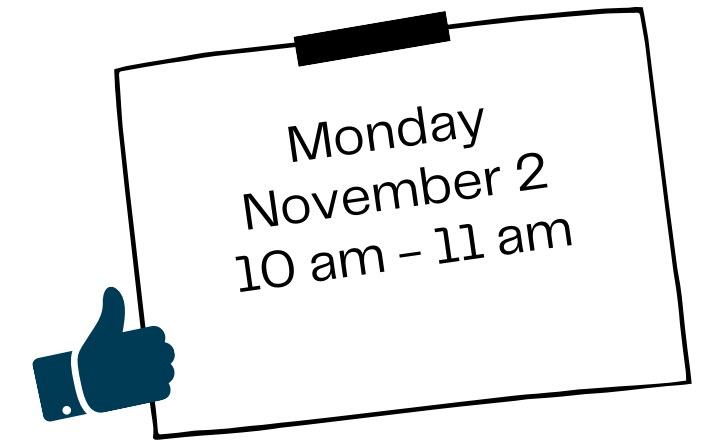


Week **Five**

Thank you for
participating.

Q VV5 Webinar 25

CEC funding opportunities for cleantech ventures with Erik Stokes



1 Jeff Macon to ask each venture to quickly introduce their venture.

2 Erik Stokes to introduce himself. Erik to discuss CEC funding opportunities for cleantech ventures.

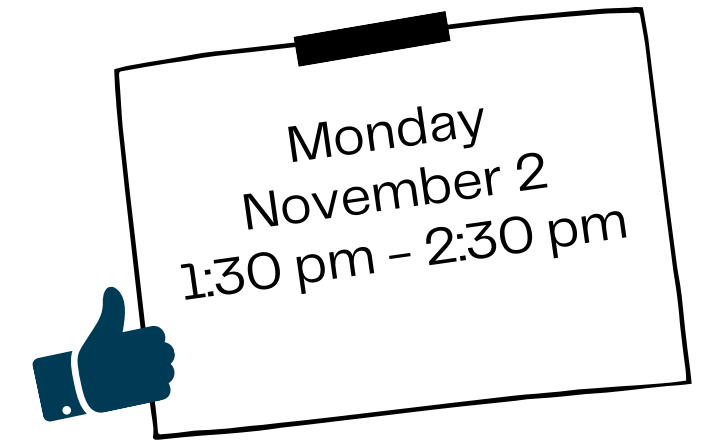
3 Open discussion.

4 Jeff to close the meeting.

Q VV5 Webinar 26

Post-investment Management (Best practices for board meetings and investor communications) with Mike Jackson

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Mike Jackson, a cleantech investor, to introduce himself. Mike to discuss post-investment management (best practices for board meetings and investor communications).
- 3** Open discussion.
- 4** Jeff to close the meeting.



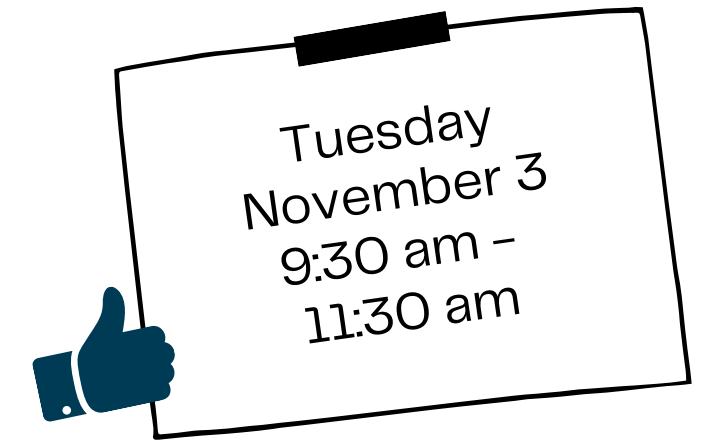
Q VV5 Webinar 27

Operations, finances, and the GGOB with Catherine Fitzgerald

1 Jeff Macon to ask each venture to quickly introduce their venture.

2 Catherine Fitzgerald to introduce herself. Catherine to discuss operations, finances, and the Great Game of Business. Catherine will include discussion and break times during her session.

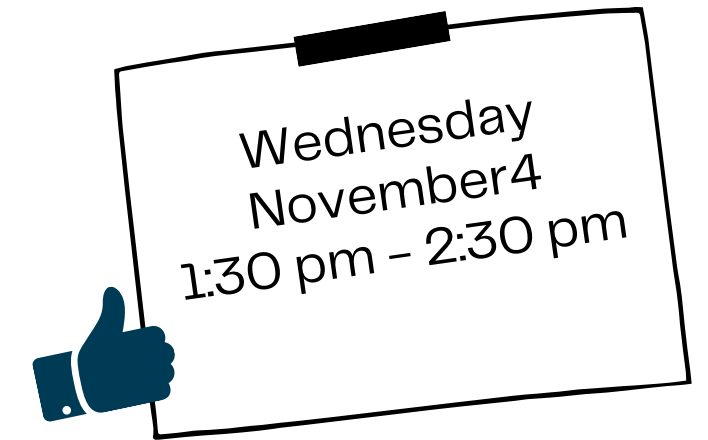
3 Jeff to close the meeting.



Q VV5 Webinar 28

Mergers and acquisitions with Geoff Dillon

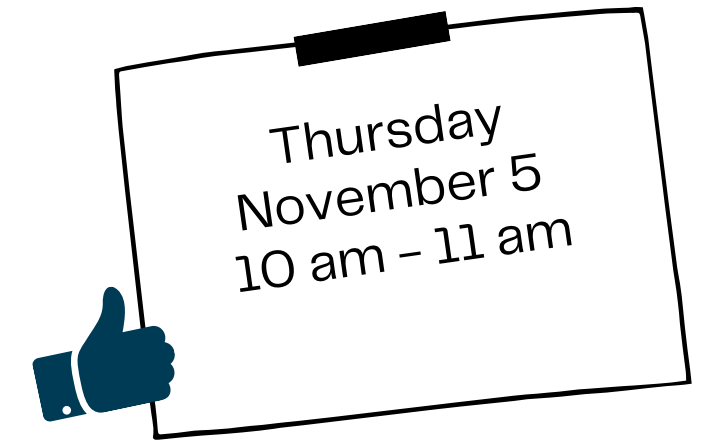
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Geoff Dillon to introduce himself. Geoff to discuss mergers and acquisitions.
- 3** Open discussion.
- 4** Jeff to close the meeting.



Q VV5 Webinar 29

Ag-tech commercialization with Dr. Charles Hillyer

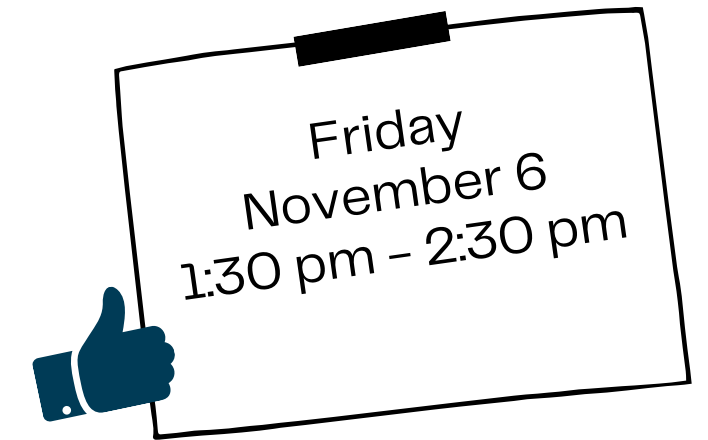
- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Dr. Charles Hillyer to introduce himself. Dr. Hillyer to discuss ag-tech commercialization.
- 3 Open discussion.
- 4 Jeff to close the meeting.



Q VV5 Webinar 30

Seed Round with Jared Criscuolo

- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Jared Criscuolo to introduce himself. Jared to discuss his seed round.
- 3** Open discussion.
- 4** Jeff to close the meeting.





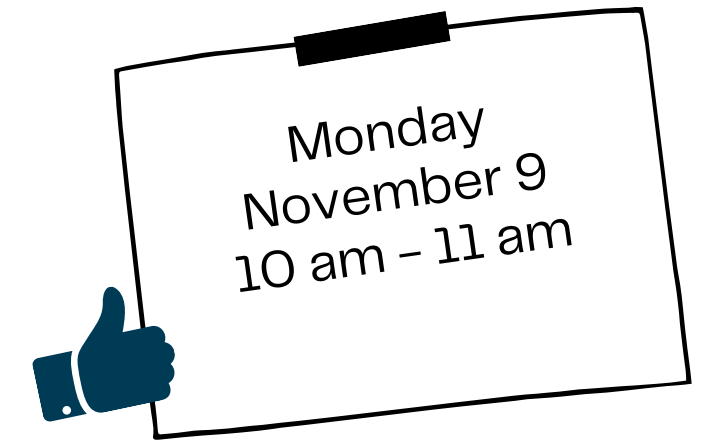
Week Six

Thank you for
participating.

Q VV5 Webinar 31

Ag-tech grants and partners with Dr. LaKisha Odom

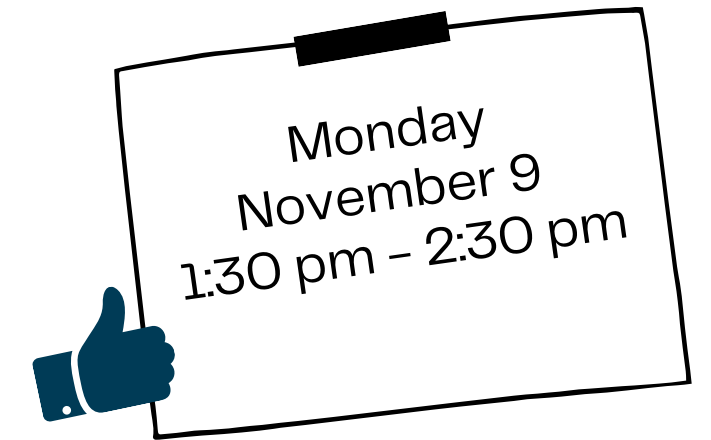
- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Dr. LaKisha Odom to introduce herself. Dr. Odom to discuss ag-tech grants and partners.
- 3 Open discussion.
- 4 Jeff Macon to close the meeting.



Q VV5 Webinar 32

Solving meaningful problems with Mike Jackson

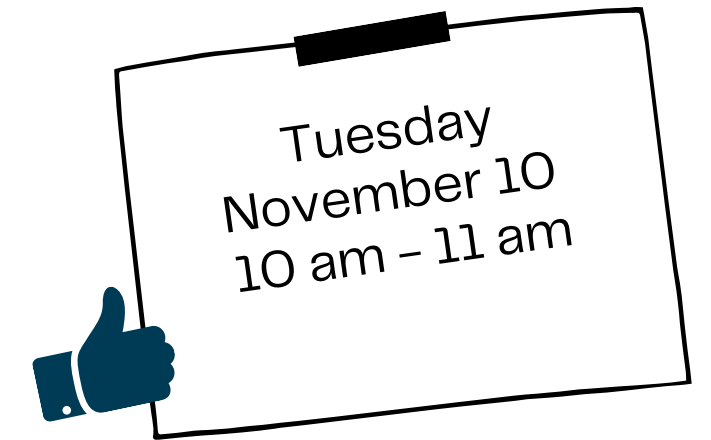
- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Mike Jackson, a cleantech investor, to introduce himself. Mike to discuss solving meaningful problems.
- 3 Open discussion.
- 4 Jeff to close the meeting.



Q VV5 Webinar 33

Project development and business-model innovation with Janice Tran

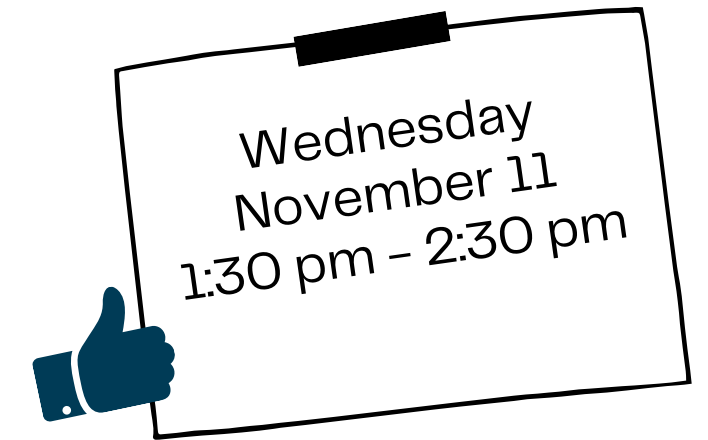
- 1** Jeff Macon to ask each venture to quickly introduce their venture.
- 2** Janice Tran to introduce herself. Janice to discuss project development and business-model innovation.
- 3** Open discussion.
- 4** Jeff to close the meeting.



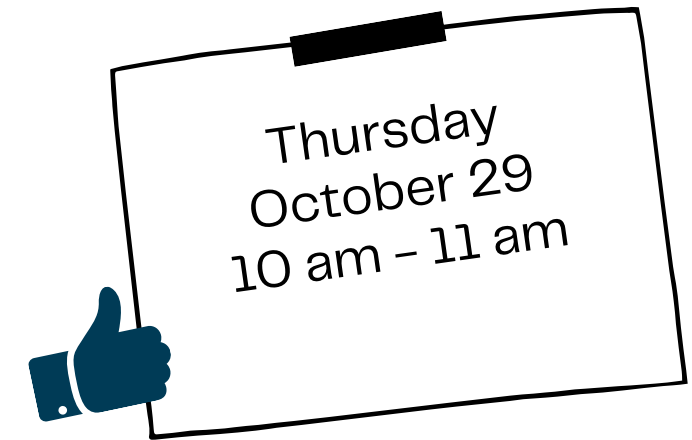
Q VV5 Webinar 34

Series D! with Naveen Sikka

- 1 Jeff Macon to ask each venture to quickly introduce their venture.
- 2 Naveen Sikka to introduce himself. Naveen to discuss his venture's series D.
- 3 Open discussion.
- 4 Jeff to close the meeting.



Q VV5 Webinar 35



VV5 Send-off

- 1 Jeff to introduce the VV5 venture survey.
- 2 Jeff to explain the public-relations opportunity by 1903 PR.
- 3 In alphabetical order by venture name, each venture to provide a five-minute presentation.
- 4 Good-byes and next steps from the Fresno State WET Center team.



Valley Ventures

