



“The Leader in New Generations” - Meeting on January 18, 2012 Volume V – Issue 26 By:Zebulon Evans

## Events

### Jan 25 - **MEETING MOVED** -

**Joint Pub Quiz** with Mission Valley Sunset Club at Crowne Point Plaza. \$15 dollars includes a free drink 5:30 - 8pm. We need prizes. Each Rotarian needs to pre-sell 5 tickets. The money goes to general fund with the primary goal is to help the kids. <http://sdpubquiz.org>

**Jan 28-29 - Board Retreat** at Girl Scout's camp in Julian. Everyone welcome for the service and retreat. Contact Jackie or Geraldine for more info.

**Feb 1 Club Assembly** - Learn what the board goals are for the next 6 months.

**Feb 4th 4:45pm** - Veteran's Village service. Please find some professional clothing to bring for the veterans.

**Feb 10 5:30pm** - Club Happy Hour Yogi's in Cardiff

**Feb 29 - MEETING MOVED** - Moved to Mar 1 for Symphony Night

**Mar 1 - Symphony Night** -

## Veteran's Village

Bring professional clothing to the pub quiz if you cannot make it to the service project yourself and we will bring it for you.

## Service - Mike

The Nobel Dog Park approved us to move forward on the project. Great work Mike! Our Interact club is very interested in Model UN. If you would like to get involved with RYLA please contact Jackie or Mike.

## Membership - Andy



Thanks to Andy for the great new banner! Also for the survey that just went out. Please get it back to Andy so he has good input from the club. We have some prospective members please welcome them.

## Mark Dewey - Business Who Am I

Since it is such a mystery of what I do for a living, Alan has asked me to shed some light on the subject in our first "Business who am I".

How many people have seen the Social Network about Facebook? Well that's not what I do. For those who don't know me, my name is Mark Dewey and I am an Associate with the Tech Coast Angels, the Sr. Analyst for Shepherd Ventures, curator of a local Technology, Entertainment and Design event, TEDx and your faithful fundraising chair.

So immediately that gets confusing because people ask... Mark, you

Beethoven's 7th

**Mar 24** - District Assembly everyone on new board needs to go! New board members are paid for.

have like nine jobs? Well... yes and no. Let me start of by explaining the Tech Coast Angels.

The Tech Coast Angels is the largest angel investor group in the United States. Its high net worth members provide funding and guidance to more early-stage companies in Southern California than any other investment group. We are a non-profit organization whose funded 31 companies and helped raise \$33 million in 2011 alone. TCA members give companies more than just capital; they also provide counsel, mentoring and access to an extensive network of potential investors, customers, strategic partners and management talent. At least that is what it says on the website.

We represent an addition to such business incubators and start-up programs as Connect, Connexus, Score and Y combinator as well as the universities. TCA has more than 350 members, including its venture capital affiliates, in five networks. San Diego boasts itself as the largest group with over 110 members. (I have handed out some of the companies we funded in the past.)

So why do I have two jobs? Well, Tech Coast Angels is a feeder into the VC world. Companies that spawn from this group have slightly lower risk and Shepherd Ventures (my real day job) has invested into many of the TCA companies. It also gives me access to the budding start-ups and thought leaders of our community.

So let's talk about Shepherd Ventures and what is Venture Capital?

Venture capital is simply a fancy name for small independent investors who invest in start-up companies. You need to understand how venture capital is one of the driving factors of the capitalistic society especially if Mitt Romney becomes president.

Investors and entrepreneurs often share the same goal: to make lots of money. Not surprisingly, since each has what the other lacks, a vibrant market for venture capital has evolved to bring together those starting a business and have ideas with those looking for places to invest cash and have a lack of ideas. The ideal candidates for venture capital investment are businesses that are too small or immature to obtain bank financing, or to float debt in public bond markets, yet whose start-up costs are too large to rely on private savings. Businesses steeped in biotechnology or communications, for example, often have high barriers to entry, and require the huge sums that venture capitalists are "sometimes" willing to provide. Our speaker Dr. Goldstien tonight would be a perfect example. To develop a life saving drug or technology in the stell cell world requires a very large amount of capital. Often more than traditional funding is willing to risk.

In most cases, like shepherd, many individual contributors pool money in a large fund and hire a select management team to makes decisions on spending the money. We raised \$110M some years ago and have been managing it ever since.

So some people put their money in stocks or bonds, in mutual funds or commodities, but the bravest and most discerning investors put their money behind unproven business ideas, and work hand in hand with entrepreneurs to help them flourish. For the venture capitalist, the entrepreneur is an investment. In exchange for their cash, they receives a large number of shares in the fledgling company and, most likely, some influence on management and executive-level decisions. For the business owner, the venture capitalist is a lifeline, a means to getting an idea off the ground. By selling a stake in future profits, they're able to hit the ground running in the present. When everything falls into place, the arrangement between the two is mutually beneficial, and very profitable.

I have handed out our portfolio and would like to point out one of our recent purchase of a small failing company called MySpace... which one of our companies Specific media purchased with Justin Timberlake early last year.

And finally to tie all this together I curate the TEDx show for San Diego. An all day interactive conference highlighting our local innovators, designers and thought leaders to 400 hand selected attendees and then broadcasted live online to thousands of TED'sters and onlookers around the world. Which fits perfectly with my days jobs...

So if you know anyone who needs help with their idea, business plan or wants to talk about Incubators/Angels/VCs don't ask me, rather let me introduce you to the smart people I surround myself with. And as far as TED goes, I want you to come, learn, enjoy or for the brave give a talk on how you are changing the world in your industry.

## **Stem Cell Research - Last Program**



Lawrence S.B. Goldstein is a professor of cellular and molecular medicine at University of California, San Diego and investigator with the Howard Hughes Medical Institute. His research is focused on understanding the molecular mechanisms of intracellular movement in neurons and the role of transport failures in neurodegenerative diseases. His lab provided the first molecular descriptions of kinesin structure and organization, and also discovered important links between transport processes and diseases such as Alzheimer's Disease and Huntington's Disease. [http://cmm.ucsd.edu/Lab\\_Pages/goldstein/](http://cmm.ucsd.edu/Lab_Pages/goldstein/)

## **Pub Quiz - San Diego Coastal and Mission Valley - Next "Program"**

Mission Valley Crowne Plaza Hotel

Test your Rotary, Pop and Trivia knowledge at the first San Diego Coastal-Mission Valley Pub Quiz! <http://sdpubquiz.org/>