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

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

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.
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.
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!
This team will be down in Irvine in February. Check it out if you’d like to get time with them.
This **event** can be live streamed, so don’t let the Bay Area location scare you off!
The Venture Summit West is a good networking opportunity for those interested in Silicon Valley Financing—we can introduce you to key investors directly, but if you want to get up there...this is a good opportunity!

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 23rd & 24th 2020

Santa Clara Convention Center, Silicon Valley
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 15th.

Charlotte Hubbert, Ph.D.
Partner
Gates Foundation Venture Capital
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

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 bio-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 principle, overview of business case, and intellectual property.

DEADLINE FOR SUBMISSIONS FEBRUARY 14TH, 2020
SUBMIT YOUR APPLICATION HERE