Series A Venture Capital Financing: A Review of 2016 and A Look Forward to 2017

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Entrepreneurs are faced with many difficult decisions when starting a new business enterprise. Foremost amongst them is how to finance the early stage operations of the business. For those entrepreneurs contemplating raising capital from investors, several important questions need to be closely considered, including: What is the proper valuation for my business? What percentage of my company should I sell? How much control should I relinquish? What is the proper composition of my Board of Directors?

We have gathered a panel of seasoned venture capital and angel investors that will discuss these and other issues and will share invaluable insight to entrepreneurs preparing for a fundraising.

The panel discussion will include:

- A presentation and review of data regarding 2016 Series A financing activity and preferred stock terms.
- A discussion of VC/start-up trends in the Boston market including valuations, deal terms and "hot" industries.
- A forecast of financing activity for 2017.

Moderated by:
Scott Bleier, Member, *Morse*

Panelists:
Payal Agrawal Divakaran, Principal, *.406 Venture Partners*
Chip Hazard, General Partner, *Flybridge Capital Partners*
Maia Heymann, Partner, *Converge Venture Partners*
Charles Lax, Managing General Partner, *GrandBanks Capital*