
Monday, May 8th

Golf and Sports Tournament

DuPont Country Club
Wilmington, Delaware

Opening VIP Reception

Brantwyn Estate at the DuPont Country Club
Wilmington, Delaware

Tuesday, May 9th

Venture Conference, Presentations & Awards

DuPont Country Club
Wilmington, Delaware

*A premier opportunity to meet the leaders in venture capital
and entrepreneurial development*

The Ninth Annual Early Stage East Venture Capital Conference



**Early Stage East
is coming home!**



Early Stage East is coming home!

Now in its ninth year, Early Stage East has become the premier venture event for early stage companies seeking their initial rounds of institutional investment. Early Stage East typically has an audience of investors representing over \$10 billion of institutional venture capital. The event is the largest early stage venture conference held on the East Coast, attracting companies and investors from Florida to New England. Since its inception, over 350 companies have presented at our conference and raised in excess of \$650 million.

“The Early Stage East conference is consistently one of the country’s pre-eminent venues for early stage deal flow.”

Joshua Grotstein
Managing Partner, SAS Investors
Co-Chair ESE 2006

The companies selected to participate at Early Stage East are leading-edge companies positioned for growth. Each selected company will showcase their opportunity to an audience of venture capitalists and investors. Presenting

“As early stage investors, Birchmere has long considered Early Stage East a ‘must attend’ conference, and I’m honored to serve as co-chair of this great event.”

Seán Sebastian
Founding Partner, Birchmere Ventures
Co-Chair ESE 2006

companies are chosen by a selection committee, comprised of highly experienced venture capitalists, so all presenters are thoroughly assessed for high growth potential. Each presenting company attends a Coaching Workshop to ensure that they are well versed and prepared for the conference. We would like to thank Comerica Bank and Pepper Hamilton for sponsoring this year’s Coaching Workshop.

Register now at www.earlystageeast.org

Monday, May 8th

VIP Golf and Athletics Tournament 10:30 am
DuPont Country Club
Sponsored by Ernst & Young and Wolf Block

Early Stage East will be hosting a day of athletics for our VIPs. There will be a Golf Tournament, Tennis & Competition Lawn Bowling...with mimosas!

We will be hosting our golf tournament on a the recently redesigned DuPont Course—a par 71 course that stretches 7100 yards. An athletics award ceremony will follow the tournament.

VIP Cocktail Reception
Brantwyn Estate 6:30 pm
*Sponsored by Buchanan Ingersoll
& the Delaware Economic Development Office.*

Join several hundred investors, venture capitalists, dignitaries, entrepreneurs and industry experts for our lavish opening night.

Tuesday, May 9th

Conference and Presentations
DuPont Country Club 7:30 am - 4:30 pm
Host Sponsor: Astra Zeneca

Breakfast and Opening Remarks
Sponsored by Duane Morris

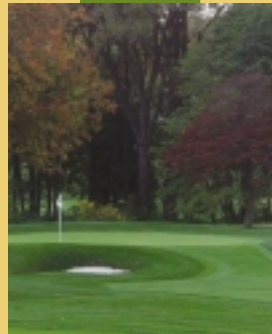
Luncheon and Awards
*Luncheon sponsored by Morgan Lewis
Awards sponsored by KPMG
Keynote sponsored by Smart & Associates*

Closing Reception & Company Awards 4:30 pm
Sponsored by Pepper Hamilton

Join us for our closing reception where we will choose the **Company Most likely to Receive Funding, The Best Exhibiting Company** and the **Peoples Choice Award**.

Company Awards sponsored by DLA Piper Rudnick Gray Cary

Interested in learning more about Early Stage East? Want to receive updates on our panels and panelists? Subscribe to our updates or monthly newsletter by emailing us at info@earlystageeast.org.



Sams On Brands

A unique insight into how two leading entrepreneurs have built world-class brand recognized companies!

Breakfast

Opening Remarks

Sam Calagione

Founder and President

Dogfish Head Craft Brewed Ales

Honorary Entrepreneur Alum



Sam Calagione is the founder and President of Dogfish Head. Dogfish Head is the only brewery in America to be named to the *Inc. 500* list of the fastest-growing private companies in the country. Sam is also the author of *Brewing Up A Business: Adventures in Entrepreneurship from the Founder of Dogfish Head Craft Brewery*. Sam's involvement with Early Stage East dates back to the event's launch in 1998 when he served up his crafted brews at our first VIP reception. Legend has it that this was back in the days before the beer had bottles. Today, Dogfish Head boasts a 100,000 square foot brewery and a world class brand.

Lunch

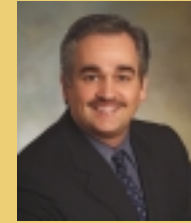
Keynote Speaker

Sam Beiler

President & CEO

Auntie Anne's, Inc.

Keynote Speaker



Sam Beiler is the President & CEO of Auntie Anne's, Inc. Auntie Anne's took a simple pretzel sold at a local farmer's market and made it an international brand. A remarkable story of growth, Auntie Anne's has grown from that one farmer's market stand in Downingtown, PA to a franchise and global brand with over 900 locations throughout the US and 11 other locations internationally. Auntie Anne's has accomplished this remarkable growth while remaining committed to the preservation of the Company's unique culture, strong business model, and charitable giving.

Come taste the beer and pretzels behind the brand at our opening reception at the Brantwyn Estate on Monday, May 8th

Panels

Getting to Know the VC's Funders: Find out what Limited Partners are looking for from their investments in early-stage venture funds. Learn which business models and key issues are driving the placement of money into these funds.

Sponsored by Sonnenschein Nath & Rosenthal LLP & Fairmount Partners

The State of Growth Stage Investing: What's hot and what's not through the eyes of early stage investors. The discussion will highlight where funding is available and how to secure the funding.

Sponsored by BDO Seidman, LLP and Saul Ewing LLP

Award Recipients

The Sal Bucciari Memorial Venture Impact Award

Presented to Robert M. McCord

Managing Director, Pennsylvania Early Stage Partners
Chairman, Eastern Technology Council



This award is presented to an individual in the venture capital and entrepreneurial community who exemplifies the passion towards seeing early stage entrepreneurial opportunities succeed and flourish. This individual is one who has clearly impacted early stage technology and fast growth venture opportunities by providing the essential capital, extensive counseling and necessary vision to allow such companies to win in today's competitive environment.

The Early Stage East Founders' Award

Presented to J. Douglas Hazelton

Executive Vice President
MBNA America Bank, N.A.



Early Stage East presents this award to an individual who has shown outstanding commitment, leadership and support of the venture capital community as a whole. This individual is committed to the growth of the overall venture capital community and has shown a belief in and commitment to this region in the development of venture capital and entrepreneurial activity.

Chairs & Ambassadors

Event Co-Chairs

Josh Grotstein – Partner and Co-Founder, SAS Investors

Seán Sebastian – Partner, Birchmere Ventures

Event Honorary Co-Chairs

April Young – Senior Vice President, Comerica Bank

Glenn Reiger – General Partner, NewSpring Ventures

Coaching Workshop Chair

Jeffrey Trewella PhD - Director, Tanglewood Capital Partners

Founding Chair

David Freschman – Managing Principal, Innovation Ventures

Ambassadors

Delaware:

Jeffrey Davison, General Partner,
Inflection Point Ventures

Maryland:

Martha Connolly – Maryland
Industrial Partnerships

Pennsylvania (East):

Dean Miller – Partner,
PA Early Stage

Pennsylvania (West):

Craig Gomulka – Director,
Draper Triangle Ventures

New Jersey:

Kathleen Coviello – New Jersey
EDA

DC / Virginia:

Philip Eliot – Vice President,
Core Capital Partners

Host Sponsor



VIP Segment & Premium Sponsors

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Innovation Ventures
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PA Early Stage

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Stories that Work
The Deal

Supporting Organizations

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Ben Franklin Venture Investment Forum
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Business Alliance of George Mason University
Capital Growth Interactive
Center for Economic Growth
CME Technology Incubator
Connecticut Venture Group
DE Small Business Development Center Network
Delaware State Chamber of Commerce
Delaware Technology Park

Dingman Center for Entrepreneurship, The
Eastern Technology Council
Entrepreneurs Forum of Greater Philadelphia
Fairfax County Economic Development Authority
George Washington University's CSPRI
Greater Baltimore Technology Council
Greater Philadelphia Chamber of Commerce
Greater Philadelphia Venture Group
Ireland Chamber of Commerce in the USA
Maryland Business Incubation
Maryland Industrial Partnerships
Minority Angel Investor Network (MAIN)
New Jersey Entrepreneurs Forum, Inc.

New Jersey Tech Council (NJTC)
Northern Virginia Technology Council
PA Angel Network PA Private Investors Group
Pennsylvania Biotechnology Association
Potomac Tech Wire
Springboard Enterprises
Temple's Innovation and Entrepreneurship Institute
University of Delaware
Venture Talk Radio
Virginia's Center for Innovative Technology
Washington DC Technology Council
Wharton SBDC

Register Now

Attendance	Cost	Number Attending	Total
Reception and Conference	\$650		
Athletics, Reception and Conference	\$895		
Complete Conference DVD*	\$ 75		

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Title _____

Company _____

Address _____

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Authorized Signature _____ Check the appropriate box: American Express Mastercard Visa

Mail: Send completed form with credit card information or check payable to: **Early Stage East, Three Mill Road, Suite 201A, Wilmington, DE 19806**

Fax: Complete registration form with credit card information and fax to: **302-777-1620**

Web: Register online at: www.earlystageeast.org

Contact the Early Stage East office at 302-777-2460 or at info@earlystageeast.org with any questions.

***Complete conference DVD available for the special price of \$75 (\$250 value) if purchased before May 10th.**

Travel Information

For our guests who are interested in arriving early and spending the weekend in the Brandywine Valley, we recommend a few tourist choices including Longwood Gardens, the Brandywine Art Museum, Winterthur, and the Hagley Museum. For more information, please visit the Greater Wilmington Convention & Visitors Bureau at www.wilmcvb.org. A list of available area hotels is available on our website at www.earlystageeast.org.



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THE INITIAL VENTURE CAPITAL SHOWCASE
FOR PROMISING YOUNG COMPANIES

Early Stage East

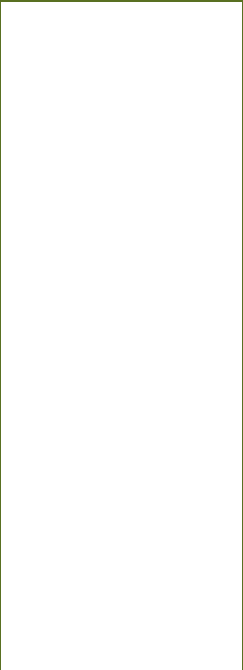
Three Mill Road, Suite 201A
Wilmington, DE 19806

(302) 777-2460

info@earlystageeast.org

www.earlystageeast.org

May 8th & 9th
DuPont Country Club
& Brantwyn Estate
Wilmington, Delaware



Register now at www.earlystageeast.org

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