

## History of the CCVF

The California Coast Venture Forum (CCVF), formerly the Central Coast Venture Forum, is a non-profit organization organized under IRS Section 501(c)(6), (Federal taxpayer ID# 77-0498717), whose mission is to mentor, advise and promote growing companies in California. Launched in 1996 by a group of Santa Barbara executives, the California Coast Venture Forum is now in its 11th year of operations. CCVF selects companies with sound business plans and helps them with their search for growth capital by educating, training and assisting with venture capital acquisition.

For many years CCVF focused on a technology corridor, encompassing the counties of San Luis Obispo, Santa Barbara, Ventura and Northern Los Angeles County. 2005 marked an expansion of our mission beyond the Central Coast. Previously, all presenting companies were based in this corridor. Now, the best companies available from throughout the United States will present to investors who rely on CCVF to select fresh ideas and golden opportunities. Santa Barbara's CCVF is a destination event that attracts and serves the best companies, sponsors and investors.

Our mission is to help companies grow, not take them over.

To date, the CCVF has achieved broad success, reaching the following milestones in the first eight years of operation:

Over 1,350 business plans have been reviewed and processed to meet venture capital standards by a team of experienced business executives and entrepreneurs who annually select the most promising companies to make presentations to potential investors;

In its 10 years of annual conferences, CCVF has attracted over 1,000 investors who have invested over \$110,000,000 in CCVF Companies;

Some 200 different business and professional organizations have sponsored and supported CCVF activities with cash contributions and in-kind services that now total over \$600,000.

## The CCVF Team

The CCVF Officers and Advisory Board are California and national business executives, service providers and professionals who assist the Venture Forum with their direct support and participation.:

### Officers:

Jerry E. Knotts, President & CEO  
Curtis Park, CFO

### Advisory Board Members:

Jim Andelman	George Issac
Art Baer	L. Robert Johnson
Michael D. Bekins	Marlene King
Chuck Bischof	Ronald R. Macleod
Jeff Carmody	Tariq Mufti
Randy Churchill	Jill Nida
J. Douglas Crawford	Edward Savage
Karen Crawford	Peter G. Sutherland
David Cremin	Mark Turk
John Dilts	Steve Worzman
	John Wilczak

*You are cordially invited to attend and sponsor the highly valuable and truly unique*

**California Coast Venture Forum**

**7:00 AM – 6:30 PM**

**Friday, May 16, 2008**

**Four Seasons Biltmore Resort  
Santa Barbara, California**

Entrepreneurs and Investors: Private, Public,  
Corporate Executives, Service Providers:

**Registration Begins: January 15, 2008**

**Registration deadline: May 2, 2008**

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California Coast Venture Forum*

# CCVF

California Coast Venture Forum



*Helping Companies Grow*

## “CLEANTECH”

## Venture Forum

## Four Seasons Biltmore

## Santa Barbara

## May 16, 2008

Participants are active investors including institutional, venture and angel investors, research and business leaders, service providers, funded companies, and CEOs.

CCVF will offer networking, panel discussions, presentations, and exhibits, preceded and followed by a reception.

## CCVF California Coast Venture Forum

Our mission is to facilitate the interaction of qualified technology entrepreneurs and their companies with leading investors, service providers and sponsors to maximize the opportunity to secure growth funding.

Through its 10th year, the California Coast Venture Forum (CCVF) assisted emerging growth and later stage companies raise over \$110 million in capital investments from private equity, venture capital and angel investors.

CCVF selects companies with sound business plans and helps them obtain funding. Companies selected to present and participate in the annual Venture Forum receive CCVF Advisory Board Member mentoring, advice and promotion as they prepare to present.

In 2008 we will mark our 11<sup>th</sup> year and will be highlighting **CLEANTECH** as defined by the **CLEANTECH NETWORK™**. Their definition embraces a diverse range of technologies, products, services, and processes that cross industry verticals and are inherently designed to:

1. Provide superior performance at lower costs,
2. Greatly reduce or eliminate ecological impact and
3. Improve the productive and responsible use of natural resources

**CLEANTECH** includes eleven industry segments:

- Energy Generation
- Energy Storage
- Energy Infrastructure
- Energy Efficiency
- Transportation
- Water & Wastewater
- Air & Environment
- Materials
- Manufacturing/Industrial
- Agriculture
- Recycling & Waste

### ATTENDEES:

**Fee: \$350.00 per person up to May 2, 2008**  
**\$450.00 per person after May 2, 2008**

## POTENTIAL SPONSORS

### Sponsoring the Forum

Each year we invite a limited number of companies and institutions to serve as sponsors of the Forum. Sponsors benefit from their participation with:

- Direct access to unique private investment opportunities
- Focused networking with investment professionals, industry leaders and successful entrepreneurs
- A close-up look at current investment strategies
- Personal meetings with the founders and management teams of growth companies
- Participation in a best-of-breed event designed to stimulate business growth and integration

### Noteworthy Past Sponsors Have Included:

ABC Clio	Morrison & Foerster
Advantisys, Inc	Naryx Pharma, Inc.
Arthur Andersen, LLP	Navy League of the United States
Bank of America	Nels Henderson Advertising & Design
Bartlett Pringle & Wolf	O'Melveny & Meyers
Bermant Development Company	Pacific Coast Business Times
Block, Bowman Associates	Pacific Technology Center
Cal Poly University	Paine Webber - Specialized Equity Gp
California Lutheran University	PEPn™ Information Services, Inc.
CalPERS	Pepperdine University
Cappello & McCann, LLP	PricewaterhouseCoopers
cFour Partners/TTP Worldwide	Riordan & McKenzie
City National Bank	Roth Capital Partners LLC
Coast Business Credit	Santa Barbara Bank and Trust
Compaq Computer	Santa Barbara Chamber of Commerce
Davies Communications, Inc.	Santa Barbara Maritime Museum
Deloitte & Touche LLP	Santa Barbara Navy League
Donaldson, Lufkin & Jenrette	Santa Barbara Technology Group, LLC
East/West Capital Associates	Sheppard, Mullin, Richter & Hampton
Fidelity National Financial	Silicon Valley Bank
First Security Van Kasper & Co.	Southern California Edison
Garage.com	Stanton Chase Intl.
Grant Thornton LLP	Stradling, Yocca, Carlson & Rauth
Hatch & Parent	Tech Coast Angels
Hewlett-Packard	Tenet Healthcare
Impossible, Inc.	Thomas & Thomas Marketing
Investment Group of Santa Barbara	UCSB Center for Entrepreneurship
Jafra Cosmetics International	University of California at Santa Barbara
Lanspeed	Ventura Printing
LAVA	Wells Fargo
Los Angeles Venture Association	Westmont College
Merrill Corporation	William M. Mercer Inc.
Montecito Bank & Trust	Wilson, Sonsini, Goodrich & Rosati
Moore Clayton & Company	

### CCVF Sponsor Levels

<b>Premier Platinum Level</b>	<b>Contribution: \$20,000</b>
<b>Platinum Level</b>	<b>Contribution: \$12,000</b>
<b>Gold Medal Level</b>	<b>Contribution: \$6,000</b>
<b>Gold Star Level</b>	<b>Contribution: \$3,000</b>

If you would like to be a Sponsor, please contact :

Curtis Park, CFO, CCVF  
[cpark@ccvf.org](mailto:cpark@ccvf.org)

## ENTREPRENEURS

CCVF selects companies with sound business plans and assists them in sources of funding. Companies selected to present and participate in the annual Venture Forum receive CCVF Advisory Board Member mentoring, advice and promotion as they prepare to present to our investor audience.

Approximately 25 companies will be selected to participate in the Venture Forum and offer their business plans to venture capitalists, institutional investors and angel investors for .

**Selection Criteria:** We are looking for entrepreneurs to participate in the Venture Forum Conference. Participation criteria include the following :

Revenues: 5th year projected revenues of at least \$20 million  
Equity: Seeking at least \$500 thousand in equity financing

**Process:** Representatives of selected presenting and exhibiting companies must attend the Venture Forum. In addition, companies selected to present will participate in a coaching session designed to help refine their business plans and prepare their presentations.

**What is required:** An Executive Summary of no more than 2 pages AND your Business Plan submitted through the CCVF online application process.

Companies selected to exhibit, but not present, will have the opportunity to meet potential accredited investors to demonstrate or describe their products in the "Marketplace" at the Venture Forum.

**Fees:** Non-Refundable Application Fee: \$150  
Presenting Company: \$1000 (additional fee) which includes 2 company attendees  
Exhibiting Company: \$500 (additional fee) which includes 2 company attendees

**How to Apply :** Go to the [www.CCVF.org](http://www.CCVF.org) and check the "Entrepreneur" tab for detailed instructions.

Need help? Contact: [jeknotts@ccvf.org](mailto:jeknotts@ccvf.org)

Critical Dates: **Review Begins: Monday, April 14, 2008.**  
**Notification Begins: Monday, April 21, 2008**  
**Coaching\* (Presenting Companies):**  
**April 28 –May 2, 2008**

\* As a presenting company you must participate in the scheduled coaching session.