

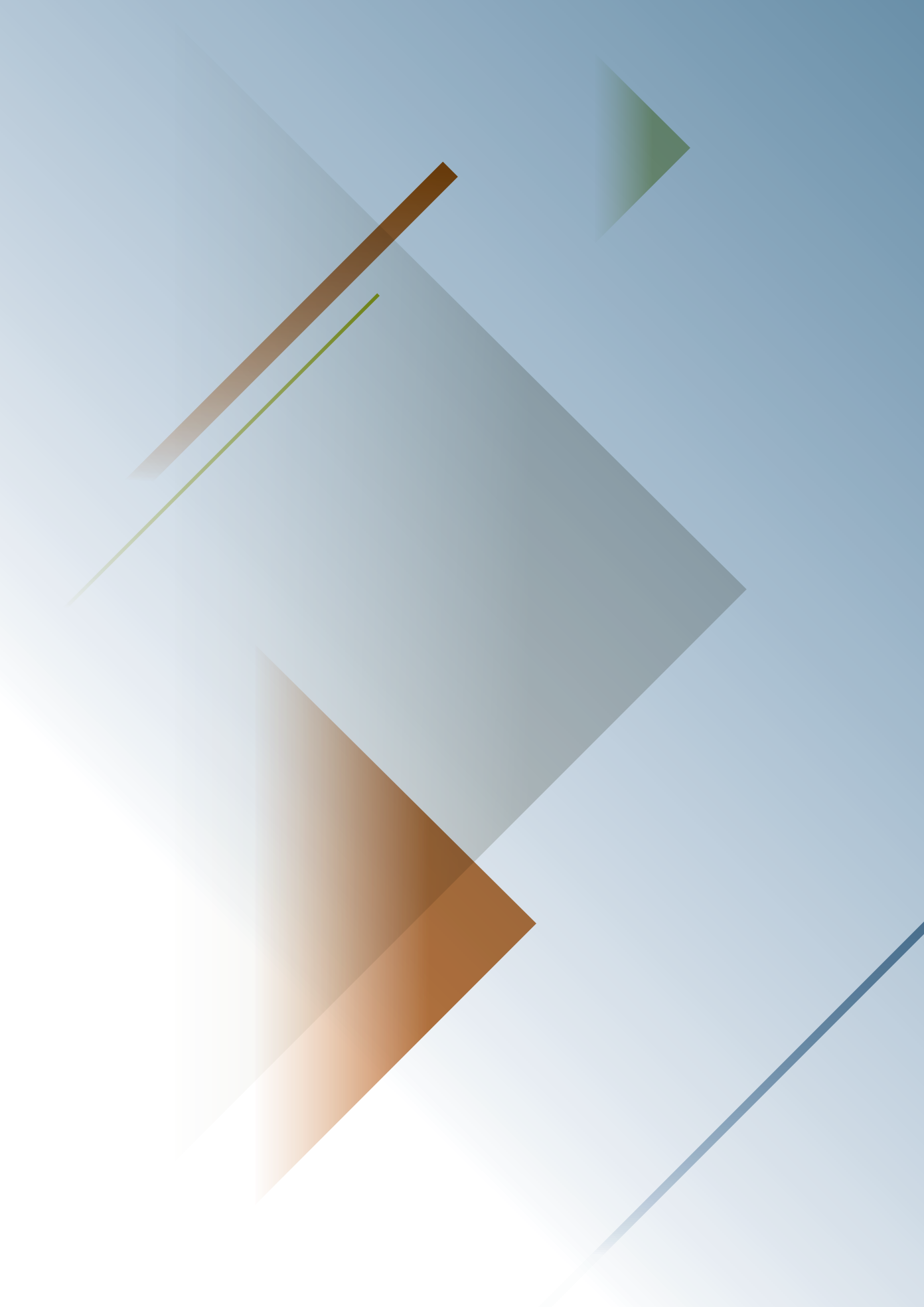


innovation
Membership

SUCCESS

Investing in
your future

collaboration



venture

FORWARD

as a Leader on MAVA's team

- ▶ The Mid-Atlantic Venture Association represents the full spectrum of capital sources (including private equity, growth capital, and venture capital firms with investment interests in the mid-Atlantic and beyond) and company-builders. Founded in 1986, MAVA provides a wide range of programs, information and forums designed to stimulate revenue and company growth, facilitate quality deal flow, encourage collaboration, and foster relationships among entrepreneurs, investors, strategic partners and customers.

We invite you to become a leader in MAVA and to benefit from active participation in one of the country's premier industry associations. Membership includes more than 500

investment professionals representing nearly 125 firms with collectively more than \$90 billion in capital under management.

MAVA also has a special membership opportunity for CEOs and other executives. *CEOConnect* offers CEOs from privately funded companies a unique forum for like-minded individuals at the top of their organizations to share information and best practices, network, collaborate and explore future opportunities. MAVA is recognized as a hub for supporting company creation and growth by fostering relationships with key capital sources (whether institutional, private equity, angels or other) through our industry and investor conferences and smaller *Vanguard* forums. *CEOConnect* is a dedicated platform to connect with other entrepreneurs, idea generators and capital in building the entrepreneurial opportunities this region has to offer.

TOP, Networking at *Capital Connection*

BOTTOM, Plenary session at *Mid-Atlantic Bio*



Members will be participating with private equity professionals and up-and-coming company CXOs, as well as their key partners: advisors and professionals from

banking, government prime contractors, accounting, law, financial, executive search, real estate, business and consulting practices, international to local government development agencies, universities and federal laboratories.

MAVA offers top-flight, relevant and timely programming to attract and engage entrepreneurs and innovators, expand our offerings to companies at different stages of development and serve investors across the private equity spectrum. MAVA provides an industry-focused network that helps advance ideas while providing an efficient platform for new-to-market players as well as experienced professionals serious about investing, creating and building exciting enterprise opportunities.

A member-supported organization, MAVA provides opportunities to customize packages that best serve the needs of member firms. In addition to annual investor and partner packages, opportunities may also become available to sponsor special MAVA events throughout the year.

Day-in and day-out, we support the collaboration among industry leaders in

an effort to facilitate a positive environment for deal flow and business growth in the mid-Atlantic region and beyond. We hope you'll join us.

World-Class Technology and Life Sciences Events: Capital Connection and Mid-Atlantic Bio

Capital Connection™, one of the nation's premier "big tent" private equity and business conferences, brings together senior players – investors, advisors, and CXOs at all stages. The conference employs a rigorous approach in developing programming and in recruiting, selecting, and vetting each year's companies to ensure a program filled with an exciting field of enterprises and investment opportunities. Even though historically 35-50 percent of the selected *Capital Connection* companies have attracted funding less than a year after presenting at the conference, participation is about much more than funding. Growth and emerging companies find *Capital Connection* the place to be for later-stage capital, new customers, partners, alternative financing, and strategic collaboration.

Capital Connection typically hosts 800 – 1,000 attendees who all share the same objective – building, investing, or collaborating with the most sought-after enterprises: established later-stage to early-through-expansion stage companies. The event features company presentations as well as topical panels, programming for company CXOs and entrepreneurs, and capital sources at every level.

Mid-Atlantic Bio is hosted by an industry-investor partnership of MAVA, MdBio Division of Tech Council of Maryland (TCM/MdBio), and Virginia Biotechnology Association (VaBIO). The two-and-a-half day world-class conference attracts more than 800 investors, scientists, company CXOs, entrepreneurs, government officials and advisors.

Each year, U.S. and international companies are invited to present their sciences/ technologies at the conference. U.S. companies, looking for investment capital, strategic collaborators and other alternative investment and partnering opportunities, are competitively chosen by selection committees from life sciences investor funds and key advisory organizations.

MAVA Special Interest Programs

MAVA has an exciting line-up of networking events throughout the year. Serving as a partner for these events will provide targeted visibility for your organization and a presence within the investment community. You will not want to pass up the opportunity to play a significant role in one of these unique and valuable events where new business relationships are established and business gets done.

Entrepreneurial Outreach

CEOConnect MAVA has a long history of entrepreneurial support and outreach. Seasoned and aspiring entrepreneurs alike are at the heart of the investment life cycle.

During the year, MAVA offers programs through *CEOConnect* to support and advance our region's growing community of highly qualified, leading entrepreneurs and business leaders by offering key programming that addresses industry best practices, future investment opportunities, and other key elements for building new businesses. These programs provide a platform that allow for connections among entrepreneurs, investors and other advisors to collaborate, share ideas, and promote their businesses across industry sectors.

Vanguard Series

Knowledge sharing and networking form the base for events and services that MAVA provides for its members. We leverage our members' extensive expertise and industry access to provide top-tier programs for investment firms, companies and the greater business and international communities. Our *Vanguard* series, which features topics such as Software, Life Sciences, Cleantech, Education, Government Services, Energy Technologies, and Best Practices for CEOs, represents the breadth of our outreach. To ensure the timeliness and relevance of workshop topics, MAVA supplements the work of its program committee with member survey results and regular polling of professional partners.

The Software series, for example, provides members concentrated dialogue with key industry capital players and advisors on cutting-edge technology topics. The small-group format provides members with the opportunity for more in-depth content and discussion that is not available in larger forums.

The Life Sciences programs have focused on sharing information among key health services and bioscience thought leaders. Representatives from emerging technology companies and other life sciences organizations meet regularly to discuss leveraging biotechnology innovations, the ins and outs of health services and biotech investing, doing business globally, and emerging company issues.

Partners have the opportunity to support any number of *Vanguard* forums to receive either exclusive or shared visibility and branding in various ways. Focused roundtable events are limited to investors, industry CXOs, entrepreneurs and sponsoring organizations, while large forum events are opened to the broader membership or general public.

Vanguard ALPHACONnect Designed to bring early-stage technologies, capital, and management expertise together, *ALPHACONnect* creates a community for innovators. Its mission is to showcase the opportunities for business growth coming out of universities and many federal and private laboratories. Connecting these sources with angel, seed and early-stage investors and serial entrepreneurs, this program provides an exclusive platform for technology transfer and early-stage investing.

Vanguard International Leveraging our unique proximity to international partners, MAVA also sponsors luncheons and specialty events hosted by the embassies where their representatives meet with technology and life sciences executives to discuss

technology, clean tech, and life sciences issues; resources here and abroad; and potential partnering opportunities.

Access and Networking for Business Growth

MAVA Member Programs Regular member luncheons and other events provide an efficient platform to connect and conduct business across a multitude of industry sectors. Speakers and panels are brought together to provide meaningful content and industry insights relevant to the industry's most pressing concerns. MAVA also teams with partners, such as DC Private Equity and National Venture Capital Association (NVCA), where members from different communities come together.

Young Professionals Programs

MAVA's Young Professionals programs offer early-career professionals programming designed specifically to bring together MAVA's investor and partner firm associates and principal-level investor members. This targeted programming provides the opportunity for members to meet the newest professionals in the industry, expand deal flow, build valuable co-investment and business relationships, and improve education and knowledge of the practice. Seasoned investment professionals from MAVA's senior venture membership often serve as speakers at these gatherings and programs.

Recent Capital Connection and Mid-Atlantic Bio Speakers

Tom Adams CEO, Rosetta Stone

David Brennan CEO, AstraZeneca

Kathryn Crecelius CIO, The Johns Hopkins University

Anthony S. Fauci, MD Director, National Institute of Allergy & Infectious Diseases

Arkadi Kuhlmann Chairman, President & CEO, ING Direct USA

Kary Mullis Nobel Laureate

Nigel Norris Co-founder, Capital One

Hugh Panero Former CEO, XM Satellite Radio

Kevin Plank Chairman & CEO, Under Armour

Jonathan D. Roth Managing Director, President, Abbott Capital Management

Jeffrey A. Sonnenfeld President, The Yale Chief Executive Leadership Institute

H. Thomas Watkins CEO, Human Genome Sciences

Jim Whitehurst President & CEO, Red Hat

Brooks Zug Senior Managing Director, HarbourVest Partners



LEFT, Human Genome Sciences President & CEO Tom Watkins at *Mid-Atlantic Bio*

RIGHT, Rosetta Stone CEO Tom Adams at *Capital Connection*



TOP, Cleantech panel on the “smart grid”

BOTTOM, Media panel on new online models



VC Connection on the Links

MAVA’s annual golf tournament, *VC Connection on the Links* is one of the best networking events of the year. Investor members and CXOs come together to play at one of the top courses in the region while strengthening their relationship with private-equity colleagues, CXOs, and member partners who have chosen to sponsor. With a popular tournament format, *VC Connection on the Links* provides a great outing for seasoned and novice golfers alike.

Additional Member Benefits

mavaNET Key industry information is disseminated via our online newsletter, whose regular distribution includes the entire membership base, as well as the broader business community. The newsletter provides timely updates on the investment community and is designed to highlight successes in our region. MAVA events, member news, the progress of privately funded companies, financing updates, and in-depth coverage of some of the top deals are featured in *mavaNET*. Sponsoring members will be highlighted with articles and interviews, and additional branding opportunities will be available.

MAVA Industry Reports MAVA issues periodic industry reports to its members, as well as to a nationwide audience of investors and media partners. Reports cover a range of topics including data and analysis of private equity, M&A, venture capital investing and companies. Top investors and emerging entrepreneurs are featured, highlighting emerging trends and future market direction.

Membership Directory MAVAs sought-after membership directory is the preferred resource for members. The directory contains detailed contact and other information for MAVA members.

Essential MAVA Member Benefits

In order to serve the diverse types of organizations that constitute the MAVA member base, we offer valued membership benefits to all with packages specifically designed to meet the business needs of our investor and partner member groups. Members may customize their MAVA investment by selecting the package that meets their business requirements, budgets, and purpose for participating in the region's leading private equity industry association.

More than Membership – Lead through Engagement and Sponsorship

There are a variety of MAVA investor and sponsorship packages that are designed to offer members value and flexibility. Each package offers participation at different levels in MAVAs flagship events, *Capital Connection* and *Mid-Atlantic Bio* and MAVA programs and events throughout the year.

Investors MAVA offers Leader, Pacesetter or Life Sciences packages geared to the sector interests of our member funds and designed with investor needs in mind. While MAVAs flagship conferences are the premier events on our calendar, opportunities to participate year-round are numerous. These benefits range from invitations to managing director/senior partner investor-only roundtables, golf registrations at our annual *VC Connection on the Links*, leadership recognition on MAVAs high-visibility website, and tickets to select MAVA events throughout the year. To help investors quickly and effectively integrate into the regional venture scene, MAVA also offers investor funds located outside of the mid-Atlantic region targeted benefits through special packages available during the first year of membership. *See package summaries for additional details.*

Partners MAVA provides top-flight opportunities throughout the year that allow sponsoring partners to meet and interface with capital sources and entrepreneurs. Each year, MAVA builds upon its existing programs, offering a selection of Key Partner packages with a variety of bundled options that optimize choice and best value. These packages include various underwriting opportunities for our nationally recognized private equity and industry conferences, *Capital Connection* and *Mid-Atlantic Bio*, sector-specific programming throughout the year and access to industry events and resources. Key Partner packages provide the best opportunity to network with capital sources and entrepreneurs at events such as our *CEOConnect* programs and our *Vanguard* series, featuring topics such as Software, Life Sciences, and Best Practices of CEOs. For sectors such as financial services, alternative energy and clean tech, digital media, infrastructure, health services, retail and other diversified sectors, MAVA provides a community platform to meet with industry colleagues and collaborators for those who do business in support of privately funded enterprises. *See package summaries for additional details.*

Member Benefits

INCLUDED WITH ANNUAL DUES FOR ALL MEMBERS:

- ▶ Member rates to flagship conferences: *Capital Connection* and *Mid-Atlantic Bio*
- ▶ Annual kick-off and other networking events
- ▶ Member programs, including joint programming with National Venture Capital Association
- ▶ Services and benefits to CXOs, which allow members to help serve their portfolio/client companies
- ▶ Programs that engage our university and early-stage technology partners from across the region
- ▶ *mavaNET* e-newsletter
- ▶ Access to members-only pages on MAVA website
- ▶ Listing in online membership directory
- ▶ Access to key industry data including MAVA industry reports and quarterly survey research
- ▶ Industry support of community entrepreneurship programs (most recently, the Network for Teaching Entrepreneurship (NFTE))

HERE'S WHAT YOUR INVESTMENT CAN BRING THROUGH PARTNERSHIP AND SPONSORSHIP:

- ▶ *Capital Connection* and *Mid-Atlantic Bio* registration packages and broad branding opportunities (national as well as targeted audiences)
- ▶ *CEOConnect* and other outreach programs for entrepreneurs
- ▶ *Vanguard* series, including large audience industry forums and smaller audience industry exchanges
- ▶ Committee opportunities (*Capital Connection*, *Mid-Atlantic Bio*, Programs, Membership)
- ▶ Investor-only events
- ▶ *VC Connection on the Links* golf tournament
- ▶ Young Professionals programs
- ▶ Participation in exclusive investor-partner dinners

Membership Categories

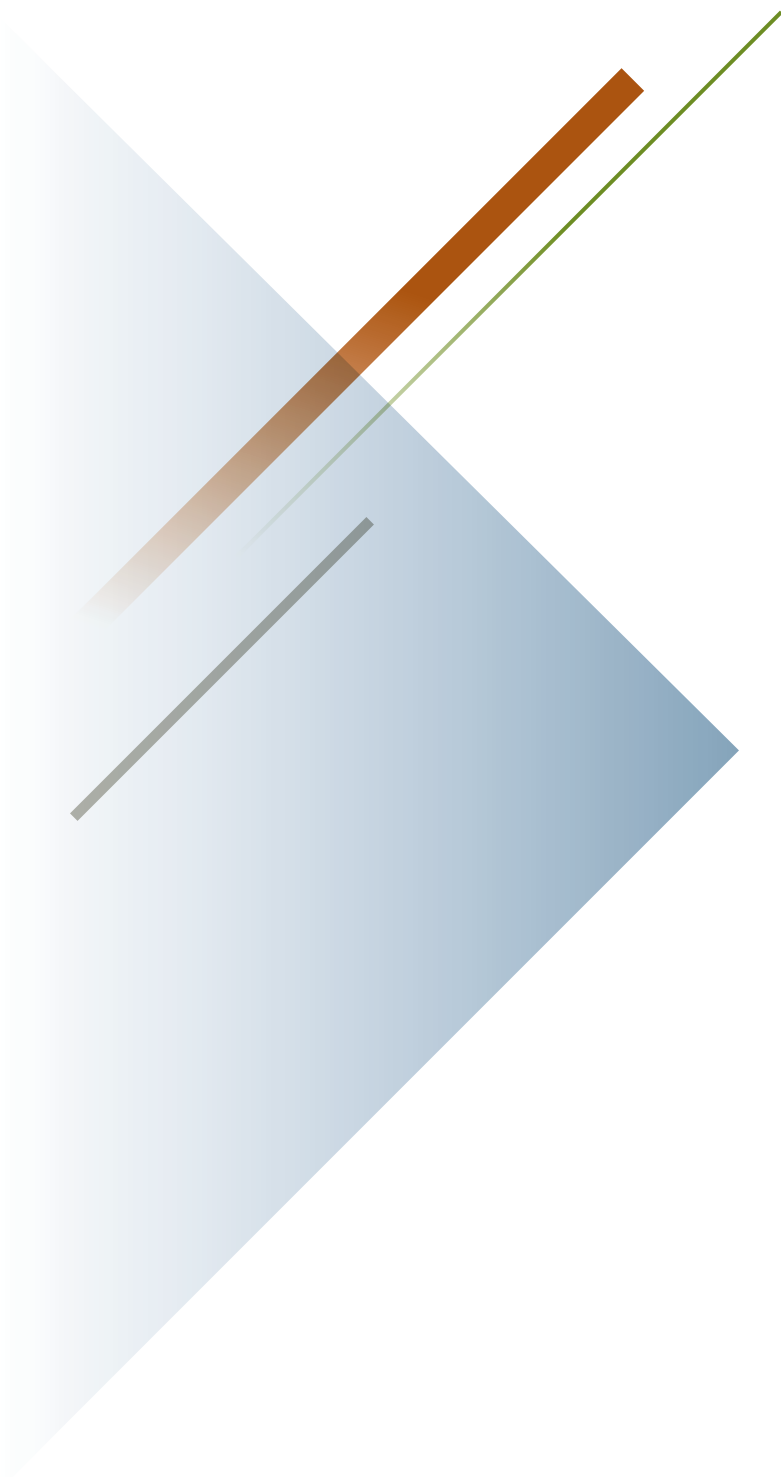
Investors Members cover the full spectrum of private and institutional capital investment firms with headquarters or investment interests in the mid-Atlantic region, including private equity and venture capital firms, corporate investment arms, angels and private equity firms. Membership dues are based upon capital under management. Special first-year dues structure is available for out-of-market investors.

Partners Members include corporations, financial, professional, or advisory services firms in the following sample industries: banking, debt, law, accounting, real estate, consulting, marketing, and executive search.

Affiliates Members include a limited number of universities, federal and private research laboratories, state and local development organizations, and embassies.

Entrepreneurs Members include senior-level executives for *CEOConnect* and other CXO programs.

Please feel free to contact a member of the MAVA staff to discuss membership and partnership opportunities at 703 506-9300.





MID-ATLANTIC VENTURE ASSOCIATION

1600 Tysons Blvd., Suite 575
McLean, VA 22102
703 506-9300

www.mava.org

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Be a Leader: Special Packages for Investors

Increase the value of MAVA membership by selecting one of MAVA's investor packages geared to the sector interests of member firms and designed with investor needs in mind. Leader and Pacesetter packages have a technology focus while the Life Sciences Pacesetter package focuses on that industry sector. A package offers a bundled, cost-effective series of discounted benefits that provide *year-round* visibility and multiple connection points with key constituents. While our annual nationally recognized private equity and industry conferences, *Capital Connection™* and *Mid-Atlantic Bio* are the premier events on our calendar, year-round benefits range from invitations to managing director/senior partner investor-only roundtable dinners, leadership recognition on MAVA's high-visibility website and tickets to select MAVA events. To help investors quickly and effectively integrate into the regional investment scene, MAVA also offers investors located outside of the mid-Atlantic region targeted benefits through special packages during the first year of membership.

How to Select a Package:

- ▶ **Read MAVA's membership brochure** to gain a full overview of MAVA's year-round programming and its two flagship conferences: *Capital Connection* and *Mid-Atlantic Bio*. **Review the specific benefits** offered at each level of partnership: Leader, Pacesetter, and Life Sciences Pacesetter. Benefits include special access at *Capital Connection™* and *Mid-Atlantic Bio* in addition to sector-specific programming and access to industry events and resources.
- ▶ **Compare using the matrix chart**, 2010 Investor Packages, that shows the offerings and cost at each level. **Select the package options** listed on the 2010 Investor Firm Package Commitment Form, which offers a full menu of MAVA's events and conferences. Submit a signed, completed form to MAVA for invoicing.

When you select a 2010 investor package, your firm will be showcased as a leading organization supportive of company building and private equity investment. For sectors such as alternative energy and cleantech, digital media, infrastructure, health and government services, retail and other diversified sectors, MAVA provides a community platform to meet with investor colleagues and collaborators for those who do business in support of privately funded enterprises.

Investor Package Benefits Include:

- ▶ For *Capital Connection* attendees, opportunities to network with outstanding industry entrepreneurs from leading software, internet infrastructure, cybersecurity, telecom, government and health IT services companies
- ▶ For *Mid-Atlantic Bio* attendees, connections with leading bioscience executives, researchers, investors, entrepreneurs and service providers to learn about the latest technologies, priorities, critical issues and challenges in bioscience
- ▶ Visibility through industry press and access to the spectrum of financing, including national and global venture capital firms, private equity, debt providers and angels

Capital Connection '10 Connecting All Stages of Growth: Early to Late

Built upon the region's strong entrepreneurial traditions, *Capital Connection* is one of the nation's premier venture and private equity conferences and brings together senior players – investors, advisors, and entrepreneurs. ***Capital Connection '10, at the Baltimore Hilton, Baltimore, MD, May 19-20***, will showcase the region's most promising early-through-expansion stage and established later-stage companies. The conference hosts 800 – 1,000 attendees who all share the same objective – building and investing in up-and-coming and established companies. The event will feature company presentations as well as topical panels, programming for company CXOs and entrepreneurs, and a limited partner panel. Companies find *Capital Connection* the place to be for new customers, partners and financing.

Capital Connection offers an unparalleled networking opportunity for capital sources of all stages, advisors, and high-level business leaders and entrepreneurs. This private equity conference is the place to strengthen your network of partners for co-investing, develop resources for due diligence and identify trusted professional services contacts.

2010 Mid-Atlantic Bio Showcase, Participate, Educate, Network

Mid-Atlantic Bio showcases the emerging technologies, business success and academic excellence that have come to represent biotechnology in the region. **2010 Mid-Atlantic Bio will be held Oct. 27-29 at the Bethesda North Marriott Hotel in Bethesda, MD.**

Mid-Atlantic Bio is the only regional event to combine components of an industry convention and investor conference under one roof. Co-hosted by MAVA, Tech Council of Maryland/MdBio, and the Virginia Biotechnology Association (VaBIO), the initiative benefits from broad regional support, including the investor and greater business communities, academic institutions, government agencies, and partnering national and regional associations. The event aims to bring together a critical mass of public and private stakeholders, including biotechnology and pharmaceutical senior executives, scientists and researchers, academia, policy makers, legislators, and investors to provide a premier networking and business forum. Leveraging the region's world renowned R&D resources and opportunities, and furthering the business of biotechnology, *2009 Mid-Atlantic Bio* attracted more than 750 attendees including a record number of more than 300 bioscience companies.

A description of in-market investor packages for MAVA and a commitment form for package selection are provided here. For out-of-market investors, special first-year membership rates and packages are available. For additional information about MAVA, its services, and resources, please contact mava@mava.org or 703.506.9300. Annual membership dues for investor firms are determined by capital under management, according to the criteria listed below.

\$	2010 MAVA Investor Dues (in-market)	
	Capital Under Management	
	\$5M - \$24.9M	\$ 1200
	\$25M - \$49.9M	\$ 1350
	\$50M - \$124.9M	\$ 1800
	\$125M - \$499.9M	\$ 2300
	\$500M - \$1.499M	\$ 2800
	\$1.5B - above	\$ 2950
	Corporate Venture Funds:	\$ 3400

* **IN-MARKET:** Firms with personal representative(s) or physical office presence in market. Headquarters or official offices may also be located elsewhere.

2010 Investor Packages: Find The Right Opportunity For You

Offered to Qualified Investment Firms

	TECHNOLOGY/OTHER INVESTOR PACKAGES		LIFE SCIENCES INVESTOR PACKAGE
	Leader	Pacesetter	Pacesetter
MAVA 2010 MEMBER BENEFITS	Annual Membership Dues		
	SEPARATE, BASED ON CAPITAL UNDER MANAGEMENT		
	Leadership Recognition on MAVA Website	■	■
	Invitation to Exclusive Managing Director/ Senior Partner Investor Roundtable Dinner	■	■
	Business Information Resources - Spotlight in <i>mavaNET</i> (e-newsletter)	■	—
Choice of Benefits - Select ONE: - Tickets to MAVA Networking or Luncheon Events - Golf Registrations to <i>VC Connection on the Links</i> - Additional Hotel Night at <i>Capital Connection</i> or <i>Mid-Atlantic Bio</i>	3 Tickets or 2 Registrations or 1 Hotel Room Night	2 Tickets or 1 Registration or 1 Hotel Room Night	2 Tickets or 2 Registrations or 1 Hotel Room Night
CAPITAL CONNECTION '10 BENEFITS	Tickets to <i>Capital Connection</i>	10*	5*
	Exclusive <i>Capital Connection</i> Evening Dinner	■	—
	Invitation to Entrepreneurs' Reception	■	■
	Hotel Rooms Night	2	Choice from above
	Participant in "Investor Review Panel" for Later-Stage Company Selection	■	—
	Invitation to Investor-Only Breakfast	■	■
	Ad in Conference Program	Full Page	1/4 Page
	Firm Profile in Conference Program	■	■
	Company Literature at FastTrack Seminar	■	—
	Exhibit Space	Individual Exhibit Space	—
	Recognition of Sponsorship - <i>Capital Connection 2010</i> published materials - Displayed at conference - <i>Capital Connection</i> website - Sponsor participation credit in 2011 promos	Logo Logo Logo w/Link Logo	Firm Listing Firm Listing Firm Listing w/Link Firm Listing
2010 MID-ATLANTIC BIO BENEFITS	Tickets to <i>Mid-Atlantic Bio</i>		4*
	Participation on Company Selection Committee		■
	Invitation to Exclusive Chairmen's Reception		■
	Invitation to Investor-Only Event during Conference (Breakfast or Dinner Event)		—
	Ad in Conference Program		Full Page
	Recognition of Sponsorship - <i>2010 Mid-Atlantic Bio</i> Published Materials - Displayed at Conference - <i>Mid-Atlantic Bio</i> Website - Sponsor Participation Credit in 2011 Promos		Firm Listing Firm Listing Firm Listing w/Link Firm Listing

■ Benefit available

* May be used by qualified investors or your firm's portfolio CXOs

Investor Leader

\$15,000

MAVA 2010 Benefits:

- ▶ Invitation to managing director/senior partners investor-only roundtable dinner
- ▶ Special invitations to select events throughout the year
- ▶ Leadership recognition on MAVA website
- ▶ Choice of ONE of the following:
 - ▶ Three (3) tickets to MAVA networking or luncheon events, or
 - ▶ Two (2) golf registrations to *VC Connection on the Links*, or
 - ▶ One (1) additional hotel room, May 19, during *Capital Connection*

Plus, *Capital Connection* '10 Benefits:

- ▶ Ten (10) tickets to *Capital Connection* (for firm members or portfolio CXOs)
- ▶ Invitation to exclusive private dinner on evening of *Capital Connection*
- ▶ Invitation to investor-only breakfast
- ▶ Pre-conference access to all applicants and presenting companies at the entrepreneurs' reception
- ▶ Attendance at all conference receptions and programming including: FastTrack seminar and opening night reception
- ▶ Two (2) hotel room nights, May 19
- ▶ Participant in investor review panel for later-stage company selection
- ▶ Full-page ad in the on-site conference program
- ▶ Full-page firm profile in on-site conference program
- ▶ Firm logo on published materials
- ▶ Firm logo displayed at conference
- ▶ Firm logo on *Capital Connection* website with link to firm's website
- ▶ Company Literature at FastTrack Seminar for presenting companies
- ▶ Individual exhibit space for firm materials (2 feet of table space)
- ▶ Credits for sponsor participation in 2011 event promotions

Pacesetter

\$7,500

MAVA 2010 Benefits:

- ▶ Invitation to managing directors/senior partners investor-only roundtable dinner
- ▶ Special invitations to select events throughout the year
- ▶ Leadership recognition on MAVA website
- ▶ Choice of ONE of the following:
 - ▶ Two (2) tickets to MAVA networking or luncheon events offered during the year, *or*
 - ▶ One (1) golf registration to *VC Connection on the Links*, *or*
 - ▶ One (1) hotel room night, May 19, during *Capital Connection*

Plus, *Capital Connection '10* Benefits:

- ▶ Five (5) tickets to *Capital Connection** (for firm members or portfolio CXOs)
- ▶ Invitation to investor-only breakfast
- ▶ Pre-conference access to all applicants and presenting companies at the entrepreneurs' reception
- ▶ Attendance at all conference receptions and programming including: FastTrack seminar and opening night reception
- ▶ Firm name displayed at conference
- ▶ ¼ page ad in on-site conference program
- ▶ Full-page firm profile in on-site conference program
- ▶ Credits for sponsor participation in 2011 event promotions

VC Life Sciences Pacesetter

\$6,000

MAVA 2010 Benefits:

- ▶ Invitation to managing directors/senior partners investor-only roundtable dinner
- ▶ Leadership recognition on MAVA website
- ▶ Choice of ONE of the following:
 - ▶ Two (2) tickets to MAVA networking or luncheon events during the year, *or*
 - ▶ Two (2) golf registrations to *VC Connection on the Links*, *or*
 - ▶ One (1) hotel room night at *Mid-Atlantic Bio*

Plus, *2010 Mid-Atlantic Bio* Benefits:

- ▶ Four (4) tickets to *Mid-Atlantic Bio* (for firm members or portfolio CXOs)
- ▶ Participation on selection committee that will solicit and select companies to make investment/partnership presentations
- ▶ Pre-conference access to presenting companies
- ▶ Invitation to exclusive chairmen's reception
- ▶ Firm name displayed at conference
- ▶ Firm profile in on-site conference program
- ▶ Firm representative at the investor-only breakfast or dinner
- ▶ Attendance at all conference receptions and programming including: FastTrack seminar and opening night reception
- ▶ Credits for sponsor participation in 2011 event promotions



1600 Tysons Blvd., Suite 575
McLean, VA 22102
tel: 703 506-9300
www.mava.org

2010 Investor Firm Package Commitment Form

Fill in all contact information

organization _____

(name as you wish it to appear on all printed materials and signage)

address _____

city, state, zip _____

name _____

title _____

phone _____ fax _____

email _____

sign and fax to MAVA, 703 506-9080

or scan and email to memberservices@mava.org

signature _____ date _____

MAVA 2010 Investor Firm Package Highlights

Leader – *Capital Connection '10*

\$15,000

MAVA Benefits:

- ▶ Invitation to Managing Director/Senior Partner Investor-only Roundtable Dinner
- ▶ Special invitations to select events throughout the year
- ▶ Leadership recognition on MAVA Website
- ▶ Spotlight in *mavaNET* e-newsletter

Leadership Participation in *Capital Connection*:

- ▶ 10 tickets to *Capital Connection* (firm members or CXOs)
- ▶ Access to all conference receptions and programs
- ▶ 2 hotel room nights at *Capital Connection*
- ▶ Full-page firm profile in on-site conference program
- ▶ Full-page ad in on-site conference program

Choice of ONE:

- 3 tickets to MAVA networking or luncheon events, or
- 2 golf registrations to *VC Connection on the Links*, or
- 1 additional hotel room night at *Capital Connection*

- ▶ Participant in Investor Review Panel for later-stage company selection

- ▶ Invitation to Investor-only Breakfast
- ▶ Firm logo on printed materials
- ▶ Firm logo with link on *Capital Connection* website
- ▶ Individual exhibit space

Pacesetter – *Capital Connection '10*

\$7,500

MAVA Benefits:

- ▶ Invitation to Managing Director/Senior Partner Investor-only Roundtable Dinner
- ▶ Special invitations to select events throughout the year
- ▶ Leadership recognition on MAVA website

Leadership Participation in *Capital Connection*:

- ▶ 5 tickets to *Capital Connection* (firm members or CXOs)
- ▶ Access to all conference receptions and programs
- ▶ ¼ Page Ad in on-site conference program
- ▶ Firm listing at conference and in published materials

Choice of ONE:

- 2 tickets to MAVA networking or luncheon events, or
- 1 golf registration to *VC Connection on the Links*, or
- 1 hotel room night at *Capital Connection*

- ▶ Firm listing with link on *Capital Connection* website
- ▶ Full-page firm profile in on-site conference program
- ▶ Invitation to Investor-only Breakfast

Life Sciences Pacesetter – *2010 Mid-Atlantic Bio*

\$6,000

MAVA Benefits:

- ▶ Invitation to Managing Director/Senior Partner Investor-only Roundtable Dinner
- ▶ Leadership recognition on MAVA website

Leadership Participation in *2010 Mid-Atlantic Bio*:

- ▶ 4 tickets to *Mid-Atlantic Bio*
- ▶ Participation on Company Selection Committee
- ▶ Access to all conference receptions and programs

Choice of ONE:

- 2 tickets to MAVA networking or luncheon events, or
- 2 golf registrations to *VC Connection on the Links*, or
- 1 hotel room night at *Mid-Atlantic Bio*

- ▶ Invitation to exclusive Chairmen's Reception
- ▶ Firm listing at conference and in published materials

All benefits are for the 2010 calendar year.

For full listing of benefits and additional details on all packages, contact memberservices@mava.org

Terms and Conditions: By signing this sponsorship agreement, you are acknowledging that you have authorization to commit your firm to these events/opportunities. MAVA will forward an invoice to you at the address stated. Failure to pay within the time specified for payment may result in your firm being removed as a sponsor or exclusion from timed sponsor benefits. By signing this sponsorship agreement, you also authorize MAVA to include your company's name and/or logo in promotional materials related to sponsored events, online and in print, as specified under the benefits to the sponsorship category selected. All sponsors must be Members in good standing in order to participate in sponsorship opportunities throughout the year. MAVA will work to accommodate Member's preferred package choices, contingent upon availability of remaining package selections. MAVA will work with the sponsor to determine an equal or equivalently valued selection that may be substituted should an event be over-subscribed or cancelled. MAVA reserves the right to change pricing or to limit sponsorship opportunities for events it produces. Additional events may be added throughout the year and made available to the membership for participation. If you have any questions, please contact MAVA at 703 506-9300.