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Dear friend of the firm,

Gunster's technology & emerging companies law practice is pleased to bring you important news regarding the industry and its impact on Florida business. I hope you'll find these e-alerts a useful tool for staying abreast of changes. Please contact us should you have any questions.

Kind regards,

David G. Bates Practice leader, shareholder dbates@gunster.com

Robert C. White Jr. Practice leader, shareholder rwhite@gunster.com

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AUTHORS

David G. Bates Practice leader, shareholder

West Palm Beach, Florida 561-650-0793 dbates@gunster.com

Robert C. White Jr.

Practice leader, shareholder Fort Lauderdale, Florida 954-667-3720 rwhite@gunster.com

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Gunster's VentureBuzz

Here is your roundup of recent significant events in the worlds of technology, entrepreneurship, startups and venture capital investing in Florida and beyond. Please share this information with others who may find it valuable.



This month's BIG BUZZ features a financing milestone reached by the Florida Institute for Commercialization of Public Research.

HELPFUL STUFF provides much-needed information about alternative financing structures for startups and early stage companies.

RECENT HAPPENINGS include Florida's new cybersecurity law; preparing for a reduction in venture capital activity; a shocking new trademark ruling; and co-working spaces in South Florida.

Coming EVENTS include eMerge Americas, Technology Leader of the Year awards, and the Florida Early Stage Capital conference.

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Regulation crowdfunding: Our thoughts

What's in it for your startup? Gunster attorneys discuss the final crowdfunding rules adopted by the SEC.

Florida's Microfinance Act

Entrepreneurs may find these loans provide muchneeded capital at a critical stage in the development of a business.

Funding Florida startups

Gunster attorneys discuss their optimism for investor and entrepreneur opportunities in Florida with South Florida Business & Wealth.

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Complete practice team:

Maria Acevedo-Belt David G. Bates Steven J. Boyne Joseph P. Chase Adam S. Kramarow Michael V. Mitrione

Stephanie Quinones Eduardo Suarez-Solar Stacie K. Townsend Robert C. White Jr.

777 South Flagler Drive, Suite 500 (East Tower) West Palm Beach, FL 33401-6194 Phone: 800-749-1980 | 561-655-1980



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Gunster, Florida's law firm for business, provides full-service legal counsel to leading organizations and individuals from its 13 offices statewide. Established in 1925, the firm has expanded, diversified and evolved, but always with a singular focus: Florida and its clients' stake in it. A magnet for business-savvy attorneys who embrace collaboration for the greatest advantage of clients, Gunster's growth has not been at the expense of personalized service, but because of it. The firm serves clients from its offices in Boca Raton, Fort Lauderdale, Jacksonville, Miami, Orlando, Palm Beach, Stuart, Tallahassee, Tampa, The Florida Keys, Vero Beach, Winter Park and its headquarters in West Palm Beach. With more than 170 attorneys and 200 committed support staff, Gunster is ranked among the National Law Journal's list of the 350 largest law firms. More information about its practice areas, offices and insider's view newsletters is available at http://www.gunster.com/.

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The Big Buzz: The Florida Institute for Commercialization of Public Research hits deal milestone. The institute recently closed its 72nd financing transaction. To date, the institute has funded 48 companies (including some multiple financings), which have had an estimated positive economic impact on our state of \$379 million. The institute provides seed-capital financing to companies that are commercializing technology developed at Florida universities and research institutes.

Helpful Stuff: SAFEs and KISSes: Alternative investment vehicles can help early stage companies get financed

Recent Happenings:

- Here are 8 cool Broward County startups.
- Governor Scott signs cybersecurity secrecy bill into law. Will restrict hackers' access to sensitive cybersecurity information in some situations.
- Federal District Court rules that company with no U.S. trademark rights can still bring certain trademark actions against a U.S. company.
- The South Florida Accelerator opens in FAT Village, Fort Lauderdale, with a new kind of accelerator business model.
- Successful Sup-X event demonstrates South Florida's ascendance as a startup destination. This startup expo, held in Fort Lauderdale in mid-February, attracted 50 startups and a significant assortment of private equity, venture capital and angel investors. The top three startups shared \$50,000 in awards. Congratulations to Apellix for taking the top spot.



Photo: Don Tolep (courtesy of Silverstream Consulting)

- Black Tech Week a success in Miami. Entrepreneurs, funding sources and mentors come together.
- · Congratulations to Greg Baty on his move to Trivest!
- Q&A with Melissa Krinzman of Krillion Ventures South Florida entrepreneurs should prepare for a reduction in venture capital activity.
- **UF** continues to shine. Congratulations to University of Florida named best university in Florida (public or private).
- FAU Tech Runway provides startup company mentoring based on MIT formula.
- Social News Desk named to Gator 100. Social News Desk, a leading creator and provider of social media management tools for newsrooms and media organizations, received this award in recognition of being one of the 100 fastest growing companies owned or led by University of Florida alumni.
- Corporate venture capital investment continues to increase is this good for your startup?
- **Co-working spaces flourish in South Florida.** Downtown Fort Lauderdale is home to some of the hottest co-working spaces in South Florida. General Provision (in FAT Village) and Axis (downtown) provide space, essential services and all the benefits of co-working for startups and entrepreneurs. This co-working trend is hot and will continue to increase.
- Congratulations to Jackson Streeter, appointed CEO of the Florida Institute for Commercialization of Public Research.
- The SEC's equity crowdfunding rules will become effective in May. These rules were approved in October 2015 and were the last big outstanding item under the JOBS Act.
- Cybersecurity is a huge (and growing) issue for corporate boards. The New York Stock Exchange publishes a definitive guide on cybersecurity issues

and risks for public company directors.

- Despite its name, the recent Fixing America's Surface Transportation (FAST) Act will benefit growing companies and entrepreneurs. The FAST Act, enacted in December 2015, contained several key provisions that may facilitate capital-raising for growing companies.
- Euro Safe Harbor 2.0 coming up? U.S. and EU reach agreement on personal information data exchange (called the "privacy shield"), but there is still a long way to go.

Events:



Technology Leaders of the Year awards 2016 by Greater Miami Chamber of Commerce (Miami)



e-Merge tech conference (Miami)



Orlando Tech Week



Florida Venture Forum's Florida Early Stage Capital Conference (St. Petersburg)



Greater Fort Lauderdale Alliance mid-year meeting and luncheon (Fort Lauderdale). Keynote speaker: Florida's Chief Financial Officer Jeffrey Atwater



FAU Tech Runway – Launch Competition 2016 (Boca Raton)

Produced by Gunster's technology and emerging companies attorneys, Gunster's VentureBuzz is designed to provide regular updates on news, events, advances and innovations of interest to entrepreneurs, angel investors, venture capital and private equity firms and investment banks in Florida and beyond.

Gunster's technology and emerging companies team is involved in all stages of business development and commercial law. Our legal counsel covers the initial business planning phase, structuring of new entities, complex operational and corporate financing transactions, as well as the final liquidity event.

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