

# **Emerging Domestic Market Advisory Group**

## **November 7, 2007, Teleconference**

### **5:30 to 6:30 P.M.**

The purpose of the Advisory Committee is to create a more efficient financial ecosystem for emerging domestic markets. This will enable greater investment in emerging domestic markets by expediting deal flow and increasing access to information.

A primary tools for achieving success will be by reducing transaction costs, improving scalability, and strengthening the network of financial and community development professionals within emerging domestic markets.

#### **I. Welcome and Introductions (5:30 to 5:35 P.M.)**

*The teleconference will open with a brief review the agenda and an opportunity for participants to introduce themselves. The review of the minutes from the October 30, 2007 meeting will be done in conjunction with Discussion Topics 1 and 2.*

#### **II. Discussion Topic #1 – Review of EDM Project 1 – Directory of Resources (5:35 to 5:55 P.M.)**

- *Since the last meeting, additional work has been done of the outline of the Directory of Resources. Today's discussion will help refine the sections relating to investor expectations for early and mid-stage businesses.*
- *Discussion Points: What should a business expect when going through the due diligence process? What key questions should businesses ask prospective investors? What challenges do businesses face in transitioning to a more formal board governance structure?*
- *Supporting Materials: Updated Directory Outline and summary of October 30, 2007 meeting.*

#### **II. Discussion Topic #2 – Review of EDM Project 2 – Hybrid Investment Model (5:55 to 6:20 P.M.)**

- *Since the last meeting, additional work has been done of the Hybrid Investment Model. Today's discussion will help identify key cost and time centers for money managers. We will also begin to talk about how financial and community intermediaries can be used to decrease transactions costs, reduce risks, and better target woman and minority owned businesses.*
- *Potential Discussion Points: Are their different investment expectations between institution investors and money managers? What are the key cost centers in creating and managing an EDM portfolio? Can existing intermediary models be applied more broadly? How well do existing metrics reflect real risks and outcomes?*
- *Supporting Materials: Updated Hybrid outline, summary of key investment policy provisions, summary of existing EDM models, summary of existing EDM metrics, and summary of October 30, 2007 meeting.*

#### **III. Discussion Topic #3 – Review of Potential Legislation List (6:20 to 6:25 P.M.)**

- *The primary purpose of the EDM Advisory Group is to guide the development of specific projects that will help in maturing the emerging domestic marketplace. During this process, necessary changes to laws and regulations may be identified. Today discussion is only a preliminary review. A more extended review will be scheduled for December 14, 2007.*
- *Discussion Points: Have the Advisory Group's issues been effectively addressed? Are their other issues, which require legislative changes?*
- *Supporting Material: Initial summary list of legislation related to emerging domestic markets*

#### **IV. Summation of Key Concepts and Next Steps (6:25 to 6:30 P.M.)**

*The teleconference will close with a short summary of next steps.*

The next teleconference is scheduled for  
Friday, December 14, 2007, from 3:00 to 4:30 P.M.

#### Facilitators for the Emerging Domestic Markets Advisory Group:

**Toni Symonds** – California State Legislature  
Assembly Committee on Jobs, Economic Development, and the Economy  
State Capitol  
Sacramento, CA 95814  
O: 916-319-2090  
F: 916-319-2190  
[Toni.symonds@asm.ca.gov](mailto:Toni.symonds@asm.ca.gov)

**Paul Garza** – California Hispanic Chambers of Commerce  
Access to Capital Committee and Garza Consulting  
Garza Consulting  
1400 N. Harbor Blvd, Suite 130-13  
Fullerton, CA 92835  
M: 714.348-9844  
[pgarza@garzaconsulting.com](mailto:pgarza@garzaconsulting.com)