



John F. Hurley

Senior Executive, Venture Pipeline

Territory: Mid-Atlantic, Northeast, Southeast and Texas DLA Piper

John Hurley is the Senior Executive of the Venture Pipeline group, a DLA Piper business unit specifically focused on enhancing the funding prospects of early stage ventures. Led by business professionals with experience in technology, start-ups, and capital markets, the Venture Pipeline actively advises on strategic business issues that are critical to funding. Mr. Hurley works directly with the firm's Corporate and Securities practice group and with the global investment community, leveraging DLA Piper's experience in the emerging growth and venture capital sectors while screening and scrubbing deal flow to match investors' specific needs with appropriately targeted funding sources.

Mr. Hurley has advised numerous emerging growth technology companies on various aspects of their business plans, including management and recruiting issues, market development, strategic partnerships and financing strategies. He has helped more than 25 firms raise capital through DLA Piper's collective global network of angel, venture, institutional, and strategic investors.

Before joining DLA Piper, Mr. Hurley was the founder and president of The LMR Company, a management consulting firm focused on creating and implementing business development, fundraising, and branding solutions for venture capital, technology, and service sector clients. His more than 15 years of operating, business development, and marketing experience also includes founding and publishing *TECHcapital* magazine and senior vice president for Post-Newsweek Business Information, Inc., a subsidiary of The Washington Post Company. He also served as PNBI's vice president of entrepreneurial ventures (1994-1997) and its CFO/director of operations (1991-1994).

He regularly speaks on issues related to raising venture capital and has appeared before seminar audiences at Johns Hopkins University, the University of Maryland, and VA CIT Breakfast with Experts. He has been featured in the *Washington Business Journal*, *Regardie's Power* magazine, *Potomac Tech Journal* and *Mass High Tech*, the journal of New England technology.

Major Accomplishments

- Member of the acquisition team for the sale of TechNews, Inc. to The Washington Post Company
- Launching *TECHcapital* magazine
- Member of the launch team for *Technology Transfer Business Magazine*
- Co-creating the National Technology Fast 500 program (sold to Deloitte & Touche LLP, 1997)

Memberships

- Mid-Atlantic Venture Association – Capital Connection – Coach & Committee Member
- Meet The Capital Players, NVTC Committee Member
- Hot Ticket Awards Program, Chairman
- NVTC Entrepreneur Center, Member, Board of Advisors

Prior Experience

- Founder & President, LMR Company, Ashburn, VA, 2001-2005
- Senior Advisor, Morino Institute, Reston, VA 2000-2001
- Founder & Publisher, *TECHcapital* magazine, Vienna, VA 1996-2000
- Senior Vice President, Post-Newsweek Business Information, Inc., Vienna, VA 1996-2000
- Vice President & Sales Manager, TechNews, Inc., Vienna, VA 1994-1996
- CFO & Director of Operations, TechNews, Inc., Vienna, VA 1991-1994