



FOR IMMEDIATE RELEASE

Washington Technology Industry Association Introduces Urban Leadership Series

New breakfast event series kicks off on September 9 with an insider's look at the Washington Venture Capital Industry.

SEATTLE – September 4, 2008 – The Washington Technology Industry Association (WTIA) (<http://www.washingtontechnology.org>), North America's largest statewide association of technology companies, IT departments and individual technology professionals, today announced its Urban Leadership Series. These breakfast events will bring together the local technology community, business owners, corporate representatives and government officials to explore a variety of issues affecting the region.

On September 9, the WTIA will kick off the series with "Washington Venture Financing: An Insider's View," taking place from 7:30 a.m. to 9:00 a.m. at the World Trade Center in Seattle. The event will feature a candid view of the industry from several industry experts including:

- Matt McIlwain, managing director at Madrona Venture Partners
- Chad Waite, managing director at OVP Venture Partners
- John Cook, Seattle Post-Intelligencer reporter and author of John Cook's Venture Blog

The WTIA will also share findings from its quarterly Venture Capital Outlook Survey. This survey offers the VC community's forward-looking view of the venture-investing climate in Washington.

"The Urban Leadership Series is a new way for us to explore top-of-mind issues for both the technology industry and the larger business community," said Ken Myer, president and CEO of WTIA. "Given the importance of the technology industry to the state's economy, we're excited to launch this new series and look forward to the valuable insights, discussions and new relationships it will create."

WTIA released the findings of its Q2 Venture Capital Outlook Survey, which includes predictions for Q3, on July 28. The survey queries more than one dozen of the state's venture capital firms about quarterly indicators and explores topics such as projected deal quality and quantity, portfolio company condition and expected exits in comparison to the preceding quarter. The most recent survey showed a positive outlook for Q3 amongst survey respondents. Ninety percent of venture capitalists said they expect one or two new investments in the third quarter, and 50 percent reported that they plan to make one or two follow-on investments.

"Washington continues to be among the top states in the national for venture capital investments, with more than \$300 million invested in the second quarter alone," continued Myer. "With these opportunities available, we wanted to give our members the chance to pick the brains of local venture capitalists as well as hear first-hand what they look for when evaluating companies in which to invest."

WTIA's most recent Venture Capital Outlook Survey results are available here: <http://www.washingtontechnology.org/community/forums/thread/328.aspx>.

Cost for the September 9th Urban Leadership Breakfast is \$25 for WTIA members and \$35 for non-members. For more information on the Urban Leadership Series—sponsored by Sun Microsystems and

Sterling Communications—and to register for the September 9 event, visit http://www.washingtontechnology.org/pages/events/events_events_wsaevent.asp?id=0809URBAN, email info@washingtontechnology.org or call 206-448-3033, ext. 107.

About the Washington Technology Industry Association

The Washington Technology Industry Association, founded in 1984, is the largest statewide association of technology companies, IT departments and individual technology professionals in North America. With more than 1,000 member companies representing more than 100,000 employees in Washington State, the association is a catalyst for sharing expertise, fostering collaboration, delivering key business services and advancing the value and global impact of technology companies doing business in Washington. The association's global partners are Davis Wright Tremaine LLP, Microsoft, Regence BlueShield, Sun Microsystems, Vertafore and Wells Fargo Insurance Services. The association's funding partners are AH&T Insurance, Blink Interactive, Inc., Comerica Bank, F5 Networks, GrapeCity and RealNetworks. For more information, go to www.washingtontechnology.org.

###

Media Contact:

Katie James
Sterling Communications for WTIA
206-388-5758
kjames@sterlingpr.com