



Ed Zimmerman

Partner
Chair, The Tech Group

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Ed's 75+ columns published on the Accelerators & the Experts pages of The Wall Street Journal. Ed serves on the Wall Street Journal's Panel of Experts.

Ed's 35+ columns in Forbes

Ed co-founded and runs VentureCrush

Ed represents growth companies and startups, as well as the venture capital, growth and private equity funds that invest in them.

Ed has worked at Lowenstein Sandler since joining the firm as a summer associate in 1991. He co-founded Lowenstein's Tech Group in 1998. **Dow Jones ranked Lowenstein** among the five most active law firms in America for venture capital and private equity deals (2013).

Ed has been an Adjunct Professor of Venture Capital at Columbia University's Graduate School of Business since 2005. He has personally invested as an angel investor in more than 100 startups and more than 30 venture funds. Ed has published more than 75 columns on tech startups and growth companies (and sometimes **wine**), mostly on the Accelerators page of *The Wall Street Journal*, where he currently serves as a WSJ expert panelist, with more than 30 additional articles in **Forbes**.

Ed co-founded and runs **VentureCrush**, which also includes **VentureCrushFG** (formerly known as FirstGrowthVC, which **Pando Daily** called "New York's best Accelerator") and **VentureCrushAV**. He is active in political matters, as more fully described below, in the United States and abroad, and was appointed to the **Conseil Stratégique de l'Attractivité of France**, where he served as part of a 30-member group of international business leaders advising the government and president of France. He has similarly been invited to the White House and the **Elysee Palace** to meet with senior officials to discuss how America and, separately, France, can enhance their communities of startups and tech investors. Ed has made numerous appearances on television and radio (in the States and in Europe) to comment on startups and the venture markets, as well as a spot on National Public Radio for Father's Day about the fondness he and his late father shared for music. He has also guest lectured at **Harvard Business School**, Sciences Po, **MIT**, Wharton, and the London School of Business, and **published case studies** through Columbia's Graduate School of Business. He has spoken at venture fund annual meetings in Stockholm, Berlin, Tel Aviv and Copenhagen, and works extensively with European and Israeli startups and venture/growth funds.

Ed cares deeply about and advocates on issues concerning the LGBTQ community, race, and women. In February 2014, Ed co-organized (with the Obama White House's Liaison for LGBT matters) a summit of LGBTQ leaders in the tech community at the White House, and has done other advocacy work for the LGBTQ community (he separately co-organized an event at the White House on the Future of Work & AI in 2016). In the spring of 2014 at **VentureCrushNY**, Ed announced a pledge against gender bias in tech, which he later **published on The Wall Street Journal's** Accelerators page and which was subsequently **covered in Fortune magazine**. Ed was profiled for his advocacy for gender equality in several books, notably Pulitzer Prize winner Joann S. Lublin's **"Earning it: Hard-Won Lessons from Trailblazing Women at the Top of the Business World"** (Harper Business 2016).

A passionate wine enthusiast, Ed has written about **wine** and **wine tech** and was the host of Radio Uncorked, a wine radio show produced by Infinity Broadcasting and aired on KYOU Radio in the San Francisco, Napa, and Sonoma area. In June 2007 at the **Chateau du Clos de Vougeot** in France, Ed was inducted as a chevalier in the **Confrerie des Chevaliers du Tastevin**, where he is a member of the Chapitre de la Vigne en Fleur. Ed has worked harvest (briefly) in France and California, where he was involved in the vinification of a wine granted a perfect 100-point score by Robert Parker. Ed's vinous adventures (and his unhealthy obsession with wine) are the subject of the opening pages of **In Search of Bacchus** (by James Beard Award Foundation finalist George Taber). He was also profiled in **Wine & Spirits** (March 2017), for his obsession with Burgundy and written up in **Wine Spectator** (May 2016).

Ed's accolades as a lawyer include **Chambers USA: America's Leading Lawyers for Business**:

"One of the best venture capital lawyers in the country-period" is how clients describe Edward Zimmerman; with a practice covering the East and the West Coasts, Zimmerman enjoys a superb reputation across America, and has also worked on deals abroad. "A great businessperson's lawyer..." "He knows how to get deals done in a way that best serves the interests of his clients while at the same time fostering good working relationships with the other side."

Ed and his wife co-founded and ran for nearly a decade the HAPI Foundation, a children's charity, which raised and granted several million dollars. Ed was a board member of and has been outside pro bono counsel to New York Live Arts (formerly **Bill T. Jones/Arnie Zane Dance Company**) for 25 years.

Ed graduated from University of Pennsylvania School of Law (1992) (Comment Editor of the Journal of International Business Law) and **Haverford College** (Phi Beta Kappa, John Garret Prize 1989), where he hosted a radio show, managed a rock band, and met his wife.

NEWS & INSIGHTS

Publications

- > April 30, 2018
"The Damaging Shortcuts Entrepreneurs Take When Raising Money," *The Wall Street Journal*
Ed Zimmerman
- > March 27, 2018
"Going Underground: Claudine Gaunoux's Domaine Francois Gaunoux, A Burgundy Secret," *Forbes Tech*
Ed Zimmerman
- > February 26, 2018
"Angel Investing: Access And 'Shots On Goal': HBS And Paul Lato's Vinous Passion," *Forbes Tech*
Ed Zimmerman
- > October 1, 2017
"US Supreme Court to Determine Whether Workers Waive Class Action," *Forbes Tech*
Julie Levinson Werner, Ed Zimmerman
- > September 18, 2017
"Breaking News: Is California's Law on NonSolicits Changing After Rocine vs. Fidelity?," *Forbes Tech*
Julie Levinson Werner, Anthony W. Raymundo, Ed Zimmerman
- > August 27, 2017
"Stock Options: VC-Backed Startups Extend Post-Termination Exercise Period (PTEP)," *Forbes Tech*
Ed Zimmerman, James E. Gregory
- > May 5, 2017
"Why CEOs Should Share Their Anxiety About the Future," *The Wall Street Journal*
Ed Zimmerman
- > August 2, 2016
"Late Stage Startups Trip SEC Rule 701 Long Before IPO," *Forbes Tech*
Peter H. Ehrenberg, Valeska Pederson Hintz, Ed Zimmerman
- > July 18, 2016
"Gimme Shelter: VC-Backed M&A Tax Strategies for QSBS/1202," *Forbes Tech*
Ed Zimmerman, Brian A. Silikovitz
- > January 6, 2015
"How Startup Founder Stock Often Triggers Unnecessary Personal Tax Hits," *Forbes Tech*
Ed Zimmerman, Brian A. Silikovitz

Press Mentions

- > May 17, 2018
Law360 quotes **Ed Zimmerman** on the pent-up demand for IPOs by an increasing number of venture-backed technology companies (*subscription required to access article*).
- > April 26, 2018
The **Global Legal Chronicle** notes Lowenstein Sandler's representation of General Assembly in an article discussing Adecco's \$412.5 million acquisition of the company. The article lists **Ed Zimmerman, Anthony O. Pergola, Eric Weiner, James E. Gregory, Brian A. Silikovitz, Lisa A. Harvey, Darren Goodman, Yvonne Elosiebo, Pooja Patel, Philip Mackson,** and **Mitchell McDonald** as members of the Lowenstein team.
- > February 21, 2018
The Wall Street Journal quotes **Ed Zimmerman** on the challenges of starting new business lines in the context of Airbnb's efforts to launch their new Experiences offering (*subscription required to access article*).
- > April 25, 2017
Fortune quotes **Ed Zimmerman's** pledge in The Wall Street Journal on Gender Bias in Tech/Venture Capital.
- > August 4, 2016
Bloomberg View cites a **Forbes Tech** article by **Ed Zimmerman, Peter Ehrenberg,** and **Valeska Pederson Hintz** on SEC Rule 701 in its discussion of robot funds and bank regulation.
- > November 9, 2015
Ed Zimmerman's third installment of his series on bicoastal venture funding in **Forbes** features an interview with ActionIQ's founder Tasso Argyros, a successful Silicon Valley startup founder. The article discusses why Argyros relocated to NYC to start a deeply technical enterprise company and whom he tapped for venture funding.
- > November 2, 2015

Ed Zimmerman's second installment of his series on bicoastal venture funding in **Forbes** provides advice for East Coast founders seeking successful bicoastal Series B venture funding. In this article, Ed profiles the successful approach taken by Hicham Oudghiri, co-founder/CEO at Enigma.

> October 28, 2015

Ed Zimmerman's first installment of his series on bicoastal venture funding in **Forbes** talks about how startups can find the right investor even if they're 3,000 miles away.

> September 10, 2015

Ed Zimmerman's column in **Forbes** guides VCs and founders on recent Delaware law developments in how startups should handle board minutes.

> August 26, 2015

Ed Zimmerman's article in **Forbes** discusses the process of bridge funding for startups.

> July 7, 2015

Ed Zimmerman's article in **Forbes** discusses product quality strategies for startups drawing from the success of Chateau Margaux.

> March 10, 2015

Ed Zimmerman's article in **Forbes** discusses how and when to tell your startup or growth company's investors the deep dark secrets about your company – before the term sheet or before the pitch meeting.

> February 24, 2015

Fortune reports on Lowenstein Sandler Tech Group Chair **Ed Zimmerman's #GenderBiasPledge** supporting women in startups and tech. Read the original Gender Bias Pledge Ed published on the Accelerators page of The Wall Street Journal last year after announcing it onstage at last year's VentureCrushNY event.

SPEAKING ENGAGEMENTS

> **VentureCrushSF**, Lowenstein Sandler Tech Group, San Francisco, CA, April 26, 2018

> Speaker, **VentureCrushFG**, The Tech Group, March 7, 2018

> **VentureCrushAV**, The Tech Group, New York, NY, February 1, 2018

EDUCATION

> University of Pennsylvania Law School (J.D. 1992), Comment Editor, *Journal of International Business Law*

> Haverford College (B.A. 1989), Phi Beta Kappa, John P. Garrett Prize

ADMISSIONS

> New York

> New Jersey

> District of Columbia