



## Ed Zimmerman

Partner  
Chair, The Tech Group

New York  
T: +1 212.204.8696  
ezimmerman@lowenstein.com

**Ed's 80+ 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 Chairs Lowenstein Sandler's Tech Group and VentureCrush.**

Ed represents growth companies and startups as well as the venture capital, growth, and PE funds that fund them. He joined Lowenstein Sandler as a summer associate in 1991 and co-founded the firm's Tech Group (1998), which has become one of the nation's leading practices: **Dow Jones ranked Lowenstein** among the five most active U.S. law firms for venture capital and private equity (2013).

*Chambers USA* ranked Ed among the 22 best lawyers in **Startups & Emerging Companies—USA—Nationwide**; of those, Ed is the only lawyer based in New York (2018). *Best Lawyers in America* (2017) named Ed the **New York City Venture Capital Lawyer of the Year**. *Chambers USA* also ranked Ed among the best lawyers in **Corporate/M&A—New York** and in **Investment Funds: Venture Capital—USA—Nationwide**: "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."

Ed serves as an Adjunct Professor of Venture Capital at Columbia University's Graduate School of Business (2005-present). From 1994 through 2004, Ed served as an adjunct professor at Rutgers Law School. He has also guest-lectured at **Harvard Business School**, Sciences Po (Paris), **MIT**, Wharton, Johns Hopkins, NYU, and the London School of Business, and has **published case studies** through Columbia's Graduate School of Business.

Ed currently serves as a *Wall Street Journal* Expert Panelist, publishing 80 columns on tech startups and growth companies (and sometimes **wine**) on *The Wall Street Journal's* Accelerators page and Experts page. Ed has also authored over 35 additional articles in *Forbes*, the *National Law Journal*, *New York Law Journal*, and *Wine & Spirits*. Ed served as an editor for an M&A chapter in an American Bar Association book and chaired a committee in the **National Venture Capital Association's** Model Legal Documents Project.

Ed co-founded and runs **VentureCrush**, which includes the accelerator **VentureCrushFG** (f.k.a. FirstGrowthVC, which **Pando Daily** called "New York's best Accelerator") and a series of gatherings for founders, senior executives, angels, venture capitalists, musicians, and winemakers (**VentureCrushAV**, **VentureCrushNY**, **VentureCrushSF**, and **VentureCrushParis**).

Ed was appointed to the **Conseil Stratégique de l'Attractivité de France**, where he served as part of a 30-member group of international business leaders advising the government and President of France (2014). He has similarly been invited to the White House and the **Élysée Palace** to meet with senior officials to discuss how America and, separately, France, can enhance their communities of startups and tech investors. He has also been called upon to provide similar input to Luxembourg's Prime Minister Xavier Bettel and Minister of Finance. Ed has made numerous appearances on television and radio (in the United States and Europe) to comment on the tech and venture markets. Ed is also politically active and was listed among the "50 most powerful people in New York politics working in law," (2019) in which *New York City & State Magazine* noted that "The co-founder of Lowenstein Sandler's tech group – who is also an expert on wine – Zimmerman has been called 'one of the best venture capital lawyers in the country.'"

Ed has spoken at venture fund annual meetings in Stockholm, Berlin, Tel Aviv, and Copenhagen, and he works extensively with European and Israeli startups and venture/growth funds. Ed has angel-invested in 100+ startups (with more than 25 exits) and in numerous venture funds.

Ed advocates on issues concerning race, gender, the LGBTQ community, reproductive rights and gun control. 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. He separately co-organized an event at the **White House on the Future of Work & AI** in 2016. In 2014 at **VentureCrushNY**, Ed announced a pledge against gender bias in tech, which he later **published on *The Wall Street Journal's* Accelerators page**, with subsequent **coverage in *Fortune* magazine**. In 2013, Ed published a **column also on *The Wall Street Journal's* Accelerators page**, calling out bias in VC, noting a majority "of VCs had degrees from a small cluster of 10 schools ... and a staggering 87% were Caucasian." He published a companion Columbia University case study (2013).

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) and Julia Pimsleur's ***Million Dollar Women: The Essential Guide for Female Entrepreneurs Who Want to Go Big*** (Simon & Schuster). Ed's (non-musical) contribution to the musical (political) collaboration "**Put a Woman In Charge**" between multi-Grammy winning musicians Keb' Mo' and Rosanne Cash was reported in ***Billboard Magazine*** (2018). He and his wife Betsy have written about music (***Sister Rosetta Tharpe***) in *Forbes* (2016) and published a case study about the ***Blues*** (**Columbia Business School, 2018**).

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 San Francisco, Napa, Sonoma and the surrounding area. Ed was inducted as a chevalier in the **Confrérie des Chevaliers du Tastevin** at the **Château du Clos de Vougeot** in France and, in May 2018, the **Echansonnerie Des Papes** inducted Ed as an ambassador to the appellation of Chateaufort-du-Pape at the **Palais des Papes** in Avignon. Ed has worked harvest (briefly) in France (2009) and California (2004 & 2008), where he was involved in vinifying a wine that was granted a perfect 100-point score by Robert Parker (2004 vintage). Ed's vinous adventures are the subject of the opening pages of *In Search of Bacchus* (by James Beard Award Foundation finalist George Taber). He has also been profiled in *Wine & Spirits* (March 2017) for his obsession with Burgundy. Ed enjoys understanding history through wine via dinners that have been chronicled in **Wine Spectator**, **Vinous**, and **Forbes**.

Ed serves on the Board of Trustees of Harvey Mudd College. He was a board member of and, since 1994, has been pro bono counsel to New York Live Arts (formerly **Bill T. Jones/Arnie Zane Dance Company**), which named Ed its 2018 Live Ideas Honoree. Ed and his wife, Betsy, co-founded and ran for nearly a decade the HAPI Foundation, a children's charity.

Ed graduated from the University of Pennsylvania School of Law (1992) and **Haverford College** (1989) (Phi Beta Kappa).

## NEWS & INSIGHTS

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### Publications

- > June 30, 2020  
**"Theresia Gouw / PJ Parson & Ed Zimmerman: VC Strategies For Building a Venture Firm, Raising a New Fund, & Investing During Crisis,"** *Forbes*  
Ed Zimmerman
- > June 4, 2020  
**"Paycheck Protection Program Flexibility Act of 2020,"** *Debt Financing & The Tech Group Client Alert*  
Lowell A. Citron, Kimberly E. Lomot, Matthew J. Moisan, Jesse S. O'Connell, Raymond P. Thek, Ed Zimmerman
- > May 26, 2020  
**"SBA Announces: "SBA may begin a review of any PPP loan of any size at any time in SBA's discretion" & DOJ Announces Multiple Enforcement Actions,"** *Debt Financing & The Tech Group Client Alert*  
Ed Zimmerman, Kathleen A. McGee, Kimberly E. Lomot, Raymond P. Thek, Lowell A. Citron
- > May 18, 2020  
**"Dear Tech Company Founders & VCs: Eligible on Main Street,"** *Debt Financing & The Tech Group Client Alert*  
Anthony O. Pergola, Bryan D. LaPlant, Kathleen A. McGee, Kimberly E. Lomot, Lowell A. Citron, Ed Zimmerman
- > May 14, 2020  
**"FAQ 46 & 47: Crime & Punishment (or the Lack of Either) for PPP Loans Large and Small,"** *Lowenstein Sandler LLP*  
Raymond P. Thek, Kathleen A. McGee, Ed Zimmerman, Kimberly E. Lomot
- > April 29, 2020  
**"The Treasury Wants Its PPP Money Back by May 7. How Do We Level the Playing Field for Small Businesses?,"** *The National Law Journal*  
Ed Zimmerman, Anne M. Milgram, Kathleen A. McGee
- > April 24, 2020  
**"Heightened Scrutiny for Public Companies and Portfolio Companies of Funds for PPP Loans and No PPP Loans for Funds Themselves,"** *Lowenstein Sandler Client Alert*  
Lowell A. Citron, Ed Zimmerman, Michael A. Buxbaum, Theodore C. Sica, Kimberly E. Lomot, Jesse S. O'Connell
- > April 24, 2020  
**"Consider Reconvening Your Board Before May 7 if You Received or Are In Process on SBA Loans Under PPP,"** *Lowenstein Sandler LLP*  
Ed Zimmerman, Kathleen A. McGee, Raymond P. Thek
- > April 23, 2020  
**"Money? What Money? Is It Time to Give Your Money Back? Updates to the PPP and the FAQ's,"** *Debt Financing Client Alert*  
Lowell A. Citron, Ed Zimmerman, Michael A. Buxbaum, Theodore C. Sica, Matthew J. Moisan, Kimberly E. Lomot, Jesse S. O'Connell
- > April 16, 2020  
**"SBA Loans Regs: The "Bootleg" Redline of SBA Affiliation Rule §301(f) (the changes you're not seeing online!),"** *Lowenstein Sandler LLP*  
Ed Zimmerman, Matthew J. Moisan, Lowell A. Citron, Justin Gindi, Jesse S. O'Connell, Kimberly E. Lomot, Raymond P. Thek, Carly Coleman
- > April 14, 2020  
**"PPP Loans For Startups/Growth Companies—Former Attorney General's Perspective—Lessons From Hurricane Sandy & 9/11,"** *Forbes*  
Ed Zimmerman, Christopher Porrino, Elie Honig, Kathleen A. McGee, Kimberly E. Lomot, Lowell A. Citron
- > April 7, 2020  
**"Venture Capital Affiliation Checklist (for Rule 301(f) purposes for SBA 7(a) PPP Business Loans),"** *Lowenstein Sandler LLP*  
Ed Zimmerman, Matthew J. Moisan, Kimberly E. Lomot, Raymond P. Thek, Anthony O. Pergola, Alex D. Leibowitz

- > April 5, 2020  
**"SBA Loans Under PPP: Please Don't Require VC-Backed Startups To Amend Their Charters,"** *Forbes*  
Ed Zimmerman, Anthony O. Pergola, Kimberly E. Lomot, Matthew J. Moisan
- > April 4, 2020  
**"Wait, What?! Treasury Clarifies "Affiliation" Rules For SBA Section 7(a) Loans (& Startups Are...),"** *Forbes*  
Ed Zimmerman
- > April 1, 2020  
**"Venture-Backed Startups Can Access SBA 7(a) Loans – What The Experts Aren't Telling You!,"** *Forbes*  
Ed Zimmerman
- > March 31, 2020  
**"SBA Section 7(a) Loans for Venture Capital Backed Growth Companies/Startups Under the CARES Act,"** *The Tech Group Client Alert*  
Matthew J. Moisan, Ed Zimmerman, Lowell A. Citron, Kimberly E. Lomot, Raymond P. Thek
- > March 23, 2020  
**"Guidance For Startups/Vcs From VCs Around The Globe During COVID-19,"** *Forbes*  
Ed Zimmerman
- > March 15, 2020  
**"When The Music Stops: SAFEs & Convertible Notes Give VCs Massive Price Protection,"** *Forbes*  
Ed Zimmerman
- > February 8, 2020  
**"Growth Company & Startup Guide To Stock Vesting / "Restricted Stock" (Section 83(b) Elections),"** *Forbes*  
Ed Zimmerman, Lesley P. Adamo
- > August 2, 2019  
**"Learning from Grammy/Latin Grammy Star Gaby Moreno at VentureCrushSF 2019,"** *Forbes*  
Ed Zimmerman
- > July 11, 2019  
**"An Astronaut & A Rock Star Walk Into VentureCrush: Commander Mark Kelly & Laura Marling Discuss Leadership, Creativity & Science,"** *Forbes*  
Ed Zimmerman
- > August 21, 2018  
**"SCOTUS Changes To Sales Tax Will Ripple Through to PE, VC & M&A Deals Involving Retailers,"** *Forbes*  
Ed Zimmerman, Brian A. Silikovitz
- > 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*  
Anthony W. Raymundo, Julie Levinson Werner, 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

## In the Media

> July 30, 2020

Lowenstein represented both **Serial Productions** and **"This American Life"** in a pair of simultaneous deals with The New York Times Company (which acquired Serial and struck a strategic alliance with "This American Life") as noted in **The New York Times**, **The Wall Street Journal**, **MarketWatch**, **citybizlist**, **Variety**, **finanzen.net**, and **Global Legal Chronicle** among others. Lowenstein's deal team included **Ed Zimmerman**, **Anthony W. Raymundo**, and **Matt Savare**. **View Lowenstein's news announcement about these transactions.**

> May 2, 2020

**Ed Zimmerman**, partner and Chair of **The Tech Group**, is quoted in **Business Insider** discussing the SBA's issuance of new rules and guidance that may retroactively disqualify many venture-backed startups from receiving small business loans as part of the federal government's coronavirus relief effort. Zimmerman notes that some companies are already paying back funds they received in response to the new rules after being encouraged to apply for the program by Treasury Secretary Steve Mnuchin. He states that the SBA and Treasury Department have "really muddied the water" with the latest guidelines. (*subscription required to access article*)

> April 17, 2020

**Ed Zimmerman** and **Kathleen A. McGee** of Lowenstein's **Tech Group** are quoted in **The New York Times** and **Reuters** on the risks for venture-backed startups seeking government stimulus aid. McGee warns companies with large cash reserves that applying for SBA loans now could "probably ... be a flag raised for regulators who are combing through these applications at another time." Zimmerman also advises caution: "One thing that I have said to one or two clients is you might not like me very much today or in three months, but I think you'll like me four years from now when you're reading about investigations and private lawsuits in the paper and you don't have this in your background."

> April 17, 2020

In **Built In**, **Ed Zimmerman**, **Kathleen A. McGee**, and **Kimberly E. Lomot** discuss the confusion regarding startups' eligibility under PPP for SBA loans, including how venture capital-backed growth companies should consider certifying "need" under the CARES Act. "The reporting in the press was, 'Startups are totally ineligible or almost totally ineligible,'" says Zimmerman. "But that's not what the law says. That's analysis under Section 103, and the proper way to do the analysis is under 301." He goes on to clarify under what conditions "negative control" by minority owners may constitute affiliation so as to bar PPP loan eligibility, and how to avoid this through irrevocable waivers or amended charters. Both Zimmerman and McGee emphasize the importance of documentation. McGee, former Bureau Chief at the New York State Attorney General's Office, explains the potential risk of future prosecution for companies applying for PPP without having properly assessed the "necessity" certification: "If it is demonstrable on the budget in the Excel spreadsheet you're keeping that things are going to get much tighter because of COVID-19, then I think you're justified. ... But you have to have that good faith justification. If you have a year of bank, it's probably going to be a flag raised for regulators."

Lomot, who has years of experience counseling both borrowers and lenders on SBA loans, also urges caution in taking the certifications seriously: "eagerness to claim available funds...could get startups in trouble if they're not applying in good faith."

> February 24, 2020

**Pensions & Investments** features comments by **Ed Zimmerman**, partner and Chair of **The Tech Group**, on how the hunt for potential unicorns by venture capital funds has resulted in a "lack of discipline" and an increase in vanity valuations. He says, "These valuations are not supported by the recent transactions of comparable companies or by any other metric. ... [M]oney is being spent by some managers based on the need to deploy capital." (*subscription required to access article*)

> January 13, 2020

**Ed Zimmerman's** comments are featured in **The New York Times**, **Reuters**, **Deal Street Asia**, and **Business News World** in an article on market conditions for mergers, acquisitions, and financing for late-stage startups and tech growth companies in the wake of WeWork's failed IPO. Zimmerman, Chair of Lowenstein's Tech Group, observes that overfunded growth companies could clog the market for venture-backed M&A: "How do you buy a company with \$400 million or \$800 million of liquidation preference for under a billion dollars?" (*subscription required to access The New York Times article*)

> September 30-October 4; November 7, 2019

TCG Capital Management's \$83 million investment in Lowenstein client Food52 by was reported by **The Wall Street Journal**, **Vox**, **Yahoo! Finance**, **Cision PR Newswire**, **The Big Lead**, **TMCNet.com**, **The PE Hub Network**, **Bloomberg Law – Big Law Business**, **Markets Insider**, **Morningstar**, **benzinga**, **StreetInsider.com**, **Financial Content**, **Law360**, **IT News Online**, and the **Global Legal Chronicle**. (The Lowenstein Sandler deal team was led by deal lawyers **Ed Zimmerman** and **Alex D. Leibowitz**, with tax support from **Brian A. Silikovitz** and **James E. Gregory** (executive compensation). The Lowenstein attorneys on the team were **Robert W. Lynn**, **Pooja Patel**, **Elias Kwon**, **Bianka V. Barraza**, and **Matthew J. Moisan**, with subject matter expertise from **Sophia S. Mokotoff** (tax), **Megan Monson** (executive compensation), **Leah Satlin** (commercial contracts), **Taryn E. Cannataro** (executive compensation), and **Eric Jesse** (insurance). **View Lowenstein's news announcement about this transaction.**

> October 11, 2019

**Bloomberg News**, **Yahoo! Finance**, **BNN Bloomberg**, **Financial Advisor Magazine**, **fin24**, **MSN Money**, **The Baltimore Sun**, and **Daily Herald** include comments by **Ed Zimmerman**, Chair of **The Tech Group** and professor of venture capital at Columbia University's Graduate School of Business, in the article "A Prenup Is the Latest Must-Have for Tech Startup Founders in Love." "We have companies where the founder is the brand, and trust and credibility are core to the business," says Zimmerman. "If you are investing in a company because you think the founder is amazing," news of that individual's distracting divorce or custody battle can be alarming. Zimmerman further explains other personal difficulties which can impact a startup: "It would be great if we lived in a world where people who had marital problems didn't manifest those problems by hitting on or dating people who

worked at their company.... Those kinds of things tend to be more problematic than who gets the shares."

> May 31, 2019

Lowenstein Sandler's VentureCrushParis is featured in **Forbes**. The article discusses the vast differences in raising venture capital in Europe versus the United States, noting a valuation gap and quoting Dataiku's CEO and co-founder Florian Douetteau. VentureCrush brings together founders and venture capitalists that allow startups to build the right network and gain visibility within the industry. Learn more about our upcoming VentureCrush events [here](#).

> May 12, 2019

**Ed Zimmerman** is quoted in **Business Insider** discussing Europe as an up-and-coming location for VC startups. Zimmerman notes that Europe and places outside of the Bay Area are where investors are finding more value. (*subscription required to access article*)

> April 18, 2019

Lowenstein Sandler was featured prominently in **Diversity in Action** magazine in a piece focused on opportunities in tech law for diverse people with backgrounds in STEM.

**Madhumita Datta, Ph.D.**, discusses her transition from engineer to patent agent to intellectual property lawyer, finding satisfaction in working with inventors by "giving voice to their invention, protecting their legal rights, and bringing their inventions closer to market." **Kathleen A. McGee** considers lawyers working the area of tech law "to be some of the luckiest because we get to shape the law in the way that very few practices do."

The article also highlights the work of **Ed Zimmerman**, Chair of Lowenstein's **Tech Group**, on behalf of LGBTQ rights and against gender bias in the tech field. Ed comments on how recent law school graduates are attracted to tech law because "they grew up in the space and are early adopters." **A. Faith English**, the firm's Manager, Diversity & Inclusion, adds that her early experiences in private practice, public policy, and social justice have enhanced her ability to develop successful diversity initiatives, remarking on the importance of "having someone who looks like you at the power table."

> March 7, 2019

Lowenstein's representation of Dataiku its \$101 million Series C funding round is profiled in the **Global Legal Chronicle**. The write-up notes the Lowenstein team: **Ed Zimmerman, Evan M. Bienstock, Dotan Barnea, and Laura Cicirelli**. [View Lowenstein's news announcement about this representation](#).

> October 29, 2018

**Billboard** magazine mentions the role Lowenstein Sandler's Tech Group Chair, **Ed Zimmerman**, played in producing a song by four-time Grammy Award winner and blues legend, **Keb' Mo'**. In discussing the song "**Put a Woman in Charge**," **Billboard** quotes **Keb' Mo'** as he explains how he and his co-writers were working on the song: "[T]hen we realized that we needed a guest. So I called my friend, Ed Zimmerman, in New York and was telling him about it, we needed a guest. He said, 'I know somebody that might want to do it.' And I'm like, 'Who?' He said, 'How about Rosanne Cash?' And I went, 'Holy Moly, that's perfect.' We called her up and she said yes and we sent her the files. She sung the song. We put her on the record and got some backgrounds going, and we had a record."

**Rosanne Cash**, a best-selling author, is also a four-time Grammy Award winner. The song was released to great reviews. Zimmerman, who is also an adjunct professor at **Columbia Business School**, published a case study about Keb' Mo' in September 2018, and the artist came and lectured at the Venture Capital class that Zimmerman teaches there. Mo' ultimately performed the song for the class, so it premiered before 80 or so MBA students a few days prior to the song's release.

> June 26, 2018

The **Global Legal Chronicle** notes Lowenstein Sandler's representation of Integral Ad Science in an article discussing Vista Equity Partners' majority-stake acquisition of the company. The article notes that the Lowenstein deal team was led by **Raymond P. Thek** and included **Peter H. Ehrenberg, Ed Zimmerman, Colin J. Kirby, Shimite Obialo, Sarah Gore, Elias Kwon, Alex Galev, Christina Lee, and Kristen Nicol**, as well as support from specialists in **Tax: Brian A. Silikovitz and Sophia Mokotoff, Employee Benefits & Executive Compensation: James E. Gregory, Darren Goodman, Megan Monson, and Eric Margulies; Intellectual Property Litigation: Mark P. Kessler and Lisa A. Harvey; Antitrust & Trade Regulation: Zarema A. Jaramillo; and Privacy & Cybersecurity: Mary J. Hildebrand**. [View Lowenstein's news announcement about this transaction](#).

> 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

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- > Guest interviewee, **Interview With Ed Zimmerman**, Leading Women Entrepreneurs, Recorded session, July 6, 2020
- > Panelist, **VentureCrush Webinar**, VentureCrush, June 25, 2020
- > Participant, **Accessing Investors & Capital During COVID-19**, Women 2.0, Webinar, May 14, 2020
- > Panelist, **Business Is Not as Usual**, Shibolet & Co., Webinar, May 11, 2020
- > Speaker, **PPP Loans: Startups & Ending the Limited Safe Harbor—What Does the Future Hold for VCs & Startups?**, Lowenstein Sandler LLP, May 5, 2020
- > Presenter, **Guidance for Startups/VCs During COVID-19: VCs Offer Updated Guidance and a Look Ahead (VentureCrush)**, Lowenstein Sandler LLP, Webinar, April 24, 2020
- > Speaker, **SBA Section 7(a) Loans: The Former Attorney General's Perspective**, Lowenstein Sandler LLP, Webinar, April 9, 2020
- > Co-leader, **An Investor Roadmap for Making Tech Investments Gender-equitable**, EQUALS - UN Global Compact - Dalberg Roundtable, New York, NY, March 22, 2019
- > Co-Host, **Roadmap to Billions: 2019 Conference**, Black Women Talk Tech, New York, NY, February 28, 2019
- > Speaker, **Lowenstein Sandler Venture Crush AV**, Venture Crush, New York, NY, January 10, 2019
- > Speaker, **VentureCrushAV**, The Tech Group, June 6, 2018
- > **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

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- > 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

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- > New York
- > New Jersey
- > District of Columbia