



NAPA INVESTOR SUMMIT

Science on the Vine

January 8 – 11, 2026





The BLPN Napa Investor Summit is an invite-only, Member-led event designed to bring together leaders, investors and innovators from the Life Science and premium wine industries to forge meaningful, lasting connections that extend far beyond the event itself.

Set in the heart of Napa Valley, the summit's purpose is to channel incremental capital, expertise and collaboration into two of California's most globally recognized innovation ecosystems. By blending strategic dialogue with the region's culture of craftsmanship, the event fosters partnerships that accelerate discovery, strengthen sustainability, and create enduring value across science, health, and hospitality.



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PROVISIONAL AGENDA

Exact location and event details to be shared with approved attendees via email.

THURSDAY | JANUARY 8

- Welcome Reception | 4 pm – 6 pm
- Private Dinners | 7 pm – 10 pm

FRIDAY | JANUARY 9

- Breakfast | 7 am – 9 am
- Keynote Speakers | 10 am – 12 pm
- Networking Lunch | 12 pm – 2 pm
- Keynote Speakers | 2 pm – 4 pm
- Wine Tastings | 4 pm – 6 pm
- Private Dinners | 7 pm – 10 pm

SATURDAY | JANUARY 10

- Breakfast | 7 am – 9 am
- Keynote Speakers | 10 am – 12 pm
- Networking Lunch | 12 pm – 2 pm
- Keynote Speakers | 2 pm – 4 pm
- Wine Tastings | 4 pm – 6 pm
- Private Dinners | 7 pm – 10 pm

SUNDAY | JANUARY 11

- Closing Breakfast | 7 am – 10 am



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EVENT HOSTS



Christiaan Engstrom
Founder | BLPN



Caley Anderson
Founding Partner | BLPN



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EVENT AMBASSADORS



James Cavuoto

- BLPN Founding Member
- Neurotech Reports



Ray Jordan

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- BLPN Partner Member
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- BLPN Partner Member
- VNTR



James Zanewicz

- BLPN Founding Member
- Connect



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LIFE SCIENCE TOPICS

SVB State of the Industry: Life Sciences Investment Outlook

Silicon Valley Bank — partner to nearly half of all U.S. venture-backed technology and Life Sciences companies — shares an insider view of capital flows and investor behavior shaping the sector. Led by the San Francisco Life Science banking team, this session highlights where funding is trending, how startups are adapting, and what investors should watch next in the evolving Life Sciences landscape.

Global Investors – Meet Life Sciences

Frontier capital meets breakthrough science. Leaders from diverse sectors — from energy and SaaS to crypto, real estate, and cybersecurity — share insights on how cross-sector strategies are shaping new opportunities in Life Sciences. For investors, it's a chance to connect with emerging ventures, uncover global trends, and engage with the next wave of innovation driving human progress.

Fit to Thrive: Product-Market Alignment in Life Sciences

True product-market fit in Life Sciences isn't just about innovation — it's about integration with the real world of patients and clinicians. This session explores how investor decisions are increasingly shaped by clinical usability, patient outcomes, and adoption behavior. From the lab bench to the bedside, speakers will examine how early engagement with end users accelerates validation, de-risks development, and strengthens investment readiness. For investors, it's a roadmap to identifying ventures where science and market need truly align.

The New Capital Stack: Beyond Venture

Hybrid funding models are redefining how life science innovation gets financed. From venture debt and family offices to philanthropic capital and corporate partnerships, today's most successful companies are building diverse, resilient capital stacks. Investors who embrace this broader mix gain access to differentiated deal flow, mitigate risk, and position themselves at the forefront of a rapidly evolving funding landscape.

Non-Dilutive Life Science Funding That Scales

Exploring the grant programs, government initiatives, foundations, and consortia fueling life science innovation without giving up equity. As capital markets remain tight, mastering non-dilutive funding strategies has become essential for founders and investors alike—offering a path to sustainable growth, extended runway, and strategic partnerships that scale.



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LIFE SCIENCE TOPICS, CONTINUED...

Crowdfunding Revolution

Digital platforms and retail investor access are transforming early-stage life science funding, opening doors that were once closed to all but industry insiders. As traditional capital channels tighten, investors who embrace crowdfunding strategies can tap into a growing pool of engaged backers, accelerate early momentum, and build stronger community validation around the companies they support.

Strategic Collaborations: Industry Leaders as Investors

Major Life Science companies are increasingly turning to venture arms, licensing deals, and co-development partnerships to accelerate innovation while sharing risk. These strategic collaborations blend capital with capability, giving startups access to resources that money alone can't buy. Investors who adopt this mindset can unlock earlier access to breakthrough science, strengthen their portfolios through strategic alignment, and participate in value creation long before traditional exits.

Sustaining Innovation in a Tight Capital Market

When capital slows, innovation doesn't have to. This session explores tactical frameworks for startups to extend runway, control burn, and remain investor-ready during lean cycles. For investors, mastering these strategies means protecting existing portfolio value and identifying resilient companies that can weather capital scarcity – often the ones best positioned to surge once markets rebound.



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WINE INVESTING

SVB State of the Industry: Premium Wine Business Outlook

SVB's Wine Division — home to the largest team of commercial bankers dedicated to the wine industry nationwide — presents its latest State of the U.S. Wine Industry report. This session offers data-driven insights into shifting consumer trends, supply dynamics, and capital flows shaping the premium wine sector. For investors and operators alike, it's a concise look at where value and opportunity are emerging across the vineyard and winery landscape.

Wine Tasting for Investors: The Do's and Don'ts of Social Networking

A refined exploration of wine etiquette and social grace in professional settings. Led by a local sommelier, this session offers practical guidance on how to taste, talk, and toast with confidence — from handling a glass correctly to navigating pours, pairings, and polite conversation. Perfect for investors and executives who appreciate that understanding the unspoken rules of refinement can elevate any networking occasion.

Sip Back in Time: The History of California Wine Country

A fast-paced journey through the evolution of California's iconic wine regions — from humble vineyard beginnings to a global center of craft, culture, and capital. Led by regional experts, this session uncorks the stories behind the pioneers, innovations, and market forces that shaped Wine Country into an enduring symbol of quality and ambition. A must for investors and enthusiasts looking to understand where tradition meets opportunity.

In the Red, On Purpose: Diligence on Cabernet, Pinot, Merlot & Syrah

A tasting experience designed for discerning investors and curious palates alike. Guided by a local sommelier, this session explores the distinctions between four classic reds — Cabernet, Pinot, Merlot, and Syrah — and the craftsmanship that defines each varietal. Attendees will learn to recognize structure, body, and balance while discovering how attention to detail in wine mirrors the discipline of due diligence in investing.



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WINE INVESTING, CONTINUED...

In the Clear: Diligence on Chardonnay, Sauvignon Blanc, Riesling & Pinot Grigio

A crisp counterpart to our red tasting, this session invites investors and enthusiasts to explore the elegance and complexity of classic white wines. Led by a local sommelier, guests will examine how clarity, acidity, and balance define Chardonnay, Sauvignon Blanc, Riesling, and Pinot Grigio – and how these nuances parallel the precision and discernment required in smart investing. It's a fresh pour of perspective for those who appreciate both refined taste and refined strategy.

Perfect Pairings: The Fine Art of Matching Wine & Opportunity

A sensory session where flavor meets finesse. Guided by a local sommelier, this experience explores how to pair wines with complementary foods – from cheeses & crackers to fruits and dates – and the subtle chemistry that makes each combination shine. Attendees will learn the principles of balance, contrast & harmony in pairing, discovering how the same instincts that elevate a perfect tasting can also refine an investor's sense for timing, fit, and opportunity.

The Buzz on Balance: Investing in the Sweet Side of Sustainability

Experience the art and science of honey with our resident beekeeper, who will guide guests through a curated honey tasting straight from the vineyard's own hives. This session explores the delicate ecosystems that make honey production thrive – from floral sources to flavor profiles – and draws parallels between sustainable stewardship and smart investing. A golden opportunity to savor nature's return on investment, one taste at a time.

Strategic Leisure: Chess, Checkers & Bocce Among the Vines

Set against one of the most iconic landscapes in Wine Country, this session invites guests to unwind and compete in classic lawn games – from chess and checkers to bocce ball – surrounded by vineyard views and good company. Equal parts strategy and relaxation, it's a reminder that great thinking doesn't always happen in the boardroom. Sometimes, the best moves are made under the sun, glass in hand, amid the calm rhythm of the vines.



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