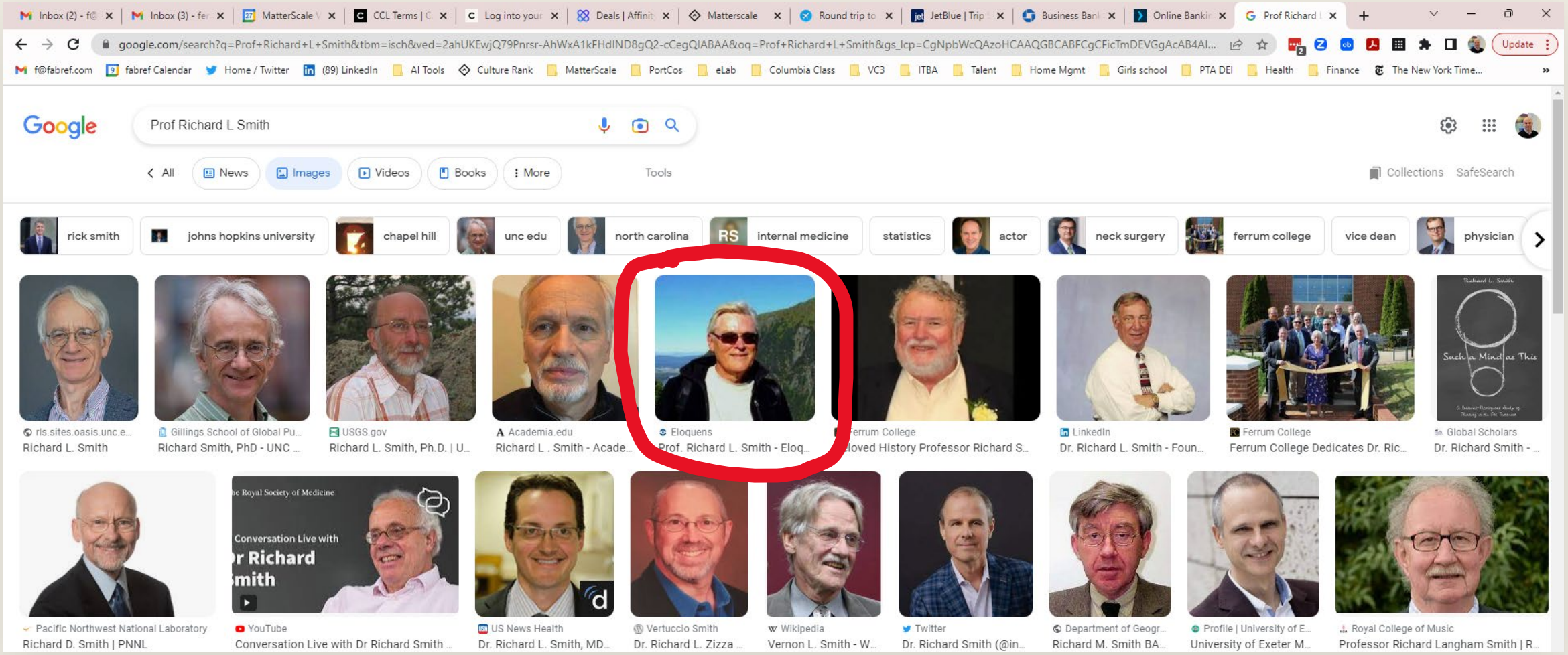
About Prof Richard L Smith



I'm the guy who did something with Dr Smith

The e-interview: Fernando Fabre, Endeavor Global

Posted on 3 October, 2016 by Diego Serebrisky

LinkedIn: Fernando Fabre
Twitter: @fabref

What do you do currently?
I wear two hats: president of Endeavor Global and chairman of Collective Academy *[Note: you can apply now for their Fall 2016 cohort]*. I love entrepreneurship and higher education, but they don't mix well so I have to do them separately.

How and when did you get involved with the entrepreneurial ecosystem?
In 2002, Richard Smith and I organized a tour of Mexican PE funds to meet funds in Claremont, California. Then I launched a business accelerator, which failed miserably, but

mitgsw

Stay tuned

In partnership with:

About Speakers GSW African Scholarship Agenda & Events Venue & Travel Registration

Profile

In February 2011, Fernando assumed the role of president of Endeavor Glob
the Managing Director of Endeavor Mexico since 2004 and a part-time faculty
at Anahuac University.
In 2002 he and his mentor and professor Dr. Richard L. Smith were appointe
Fox under the Partnership for Prosperity Program to develop a set of guidelin
culture in Mexico. Among these guidelines were recommendations that helpe
Mexican association of venture capital funds; the creation of Fondo Pyme (a
program to support SMEs); and more recently the creation of a US$50m a ye
IPOs in the Mexican Bolsa (stock market).
He currently serves on the board of the National Committee of Innovation wh
budget of the Mexican government on innovation; and on the board of directo
student lending program.

How did we meet / what was my click?

Entrepreneurial Finance **EF 2-1**

Case Study

Amazon.com, Inc.

At age 31, Jeffrey Bezos resigned his position as Senior Vice President of D. E. Shaw & Co., a Wall Street investment firm, to found an Internet venture. Bezos, who holds a B.S. degree in Electrical Engineering and Computer Science from Princeton University

Exhibit 2[5]

Summary of Amazon.com Inc. Financial Statements

	Annual Information (Thousands)					
	1997	1996	1995	1994	1998-Q1	1997-Q1
Statement of Operations						
Net Sales	$147,758	$15,746	$511	$0	$87,357	$16,005
Cost of Sales	$118,945	$12,287	$409	$0	$68,054	$12,484
Gross Profit	$28,813	$3,459	$102	$0	$19,303	$3,521
Operating Expenses						
Marketing and Sales	$38,964	$6,090	$200	$0	$19,503	$3,906
Product Development	$12,485	$2,313	$171	$38	$6,729	$1,575
General and Administrative	$6,573	$1,035	$35	$14	$1,963	$1,142
Total Operating Expenses	$58,022	$9,438	$406	$52	$28,195	$6,623
Gain (Loss) from Operations	($29,209)	($5,979)	($304)	($52)	($8,892)	($3,102)
Interest Income	$1,898	$202	$1	$0	$1,640	$64
Interest Expense	($279)	$0	$0	$0	($2,025)	$0
Net Loss	($27,590)	($5,777)	($303)	($52)	($9,277)	($3,038)
Shares (fully diluted and adjusted for 2 for 1 split)	43,302	37,088	28,786	26,382	46,622	38,804
Gain (Loss) per Share	($0.64)	($0.16)	($0.01)	($0.00)	($0.20)	($0.08)

He gave me a 1st task: Organize a Claremont Retreat for MX VC Funds

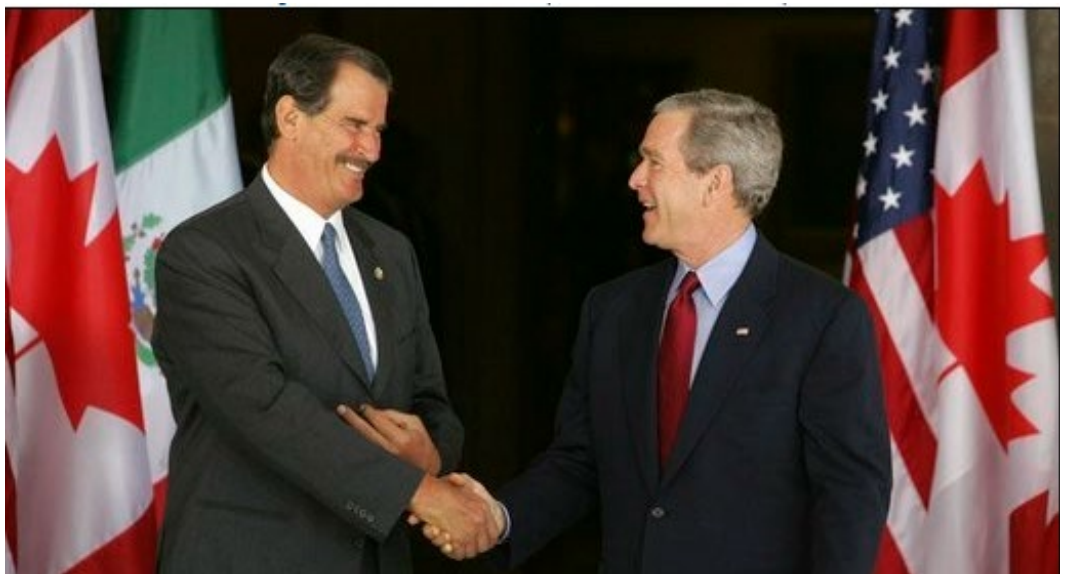
Inputs:

- Brought 4 VCs (100% of the industry)
- 3 govt entities (not ideal but we needed more people to call it a retreat).
  - One of those 3 was the only LP in the room.
- 2 days of closed-door brainstorming

Outputs:

- The LP decided to end relationship with one of the 4 VCs in attendance.
- 1 Govt entity linked us to President Bush.
- Another Govt entity (Min. Of Economy) decided to include VC in startups as a key strategic path.
  - Out of a $1b budget, $50m went to VC and the rest who knows.
  - The $50m went to support 10 new VC funds, half of them still exist and are part of the success of Mexico City's ecosystem today.

The Bush thing



For Immediate Release
Office of the Press Secretary
February 16, 2001

Joint Statement by President George Bush and President Vicente Fox Towards a Partnership for Prosperity
The Guanajuato Proposal

Building an Entrepreneurial Culture in Mexico

Prepared for Nacional Financiera, SNC
under a Grant from
U.S. Trade and Development Agency

May 2003

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Post 9/11: What do we do?

the Flame
The Magazine of Claremont Graduate University
Volume 5, Number 3
Fall 2004

Drucker School forges partnerships with Mexico

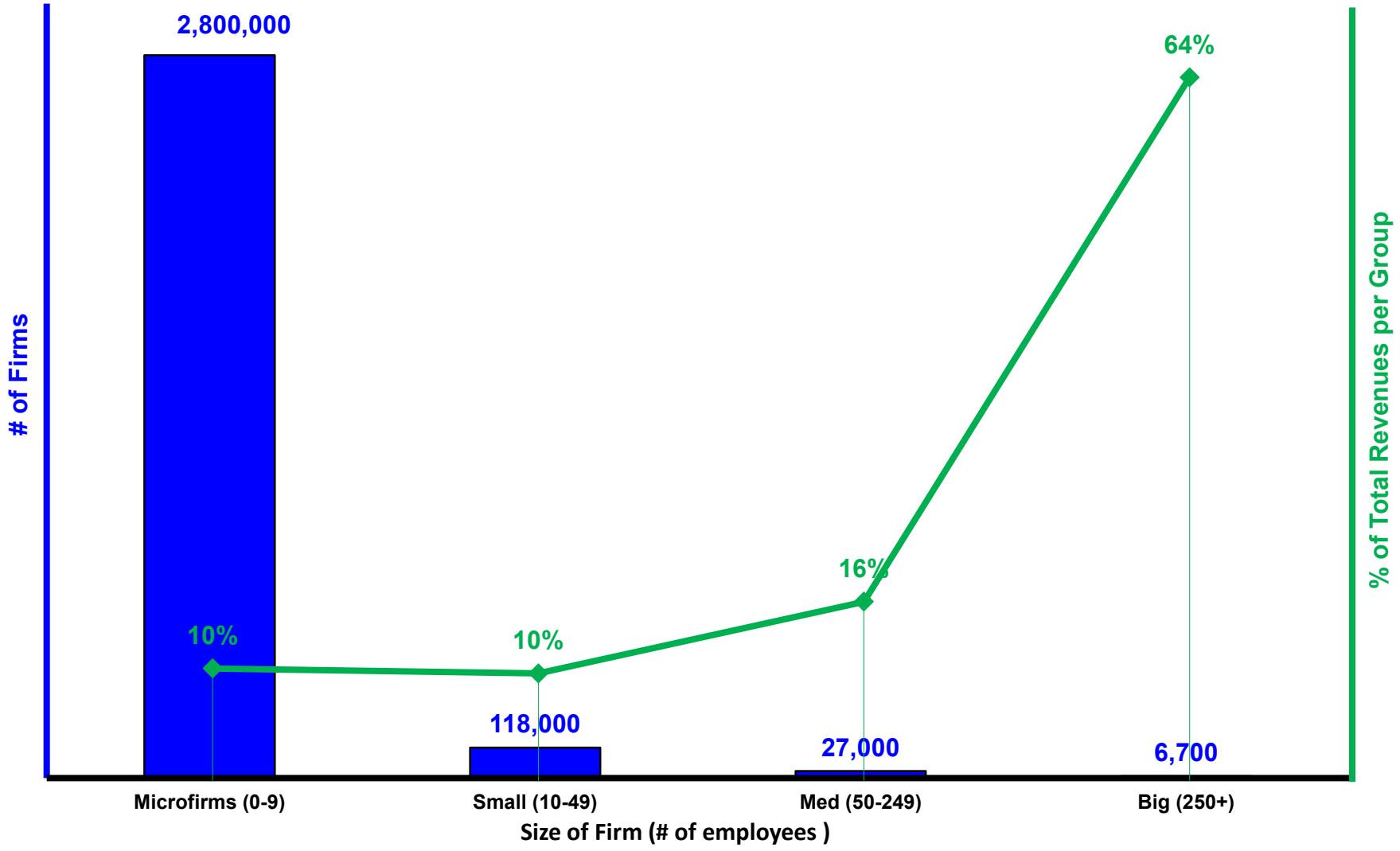
With Mexico's economy expected to grow significantly this year and U.S. trade with the country bustling, the Peter F. Drucker and Masatoshi Ito Graduate School of Management is engaged in a number of exchanges, joint courses, degree programs, and partnerships with Mexican universities.

An intensive course on strategic risk management in emerging economies is held annually in Mexico City during spring break. Richard Smith, finance professor and associate dean of the Drucker School, coteaches the course with a finance professor at Universidad de Anahuac del Sur in Mexico. "The course brings Drucker School and Anahuac students together for five days of intensive coursework," says Smith. "We work nine-hour days and enjoy a distinguished guest speaker on venture finance over dinner." Speakers have included the former Secretary of Finance for Mexico, Pedro Aspe, and high-ranking executives in major Mexican companies.

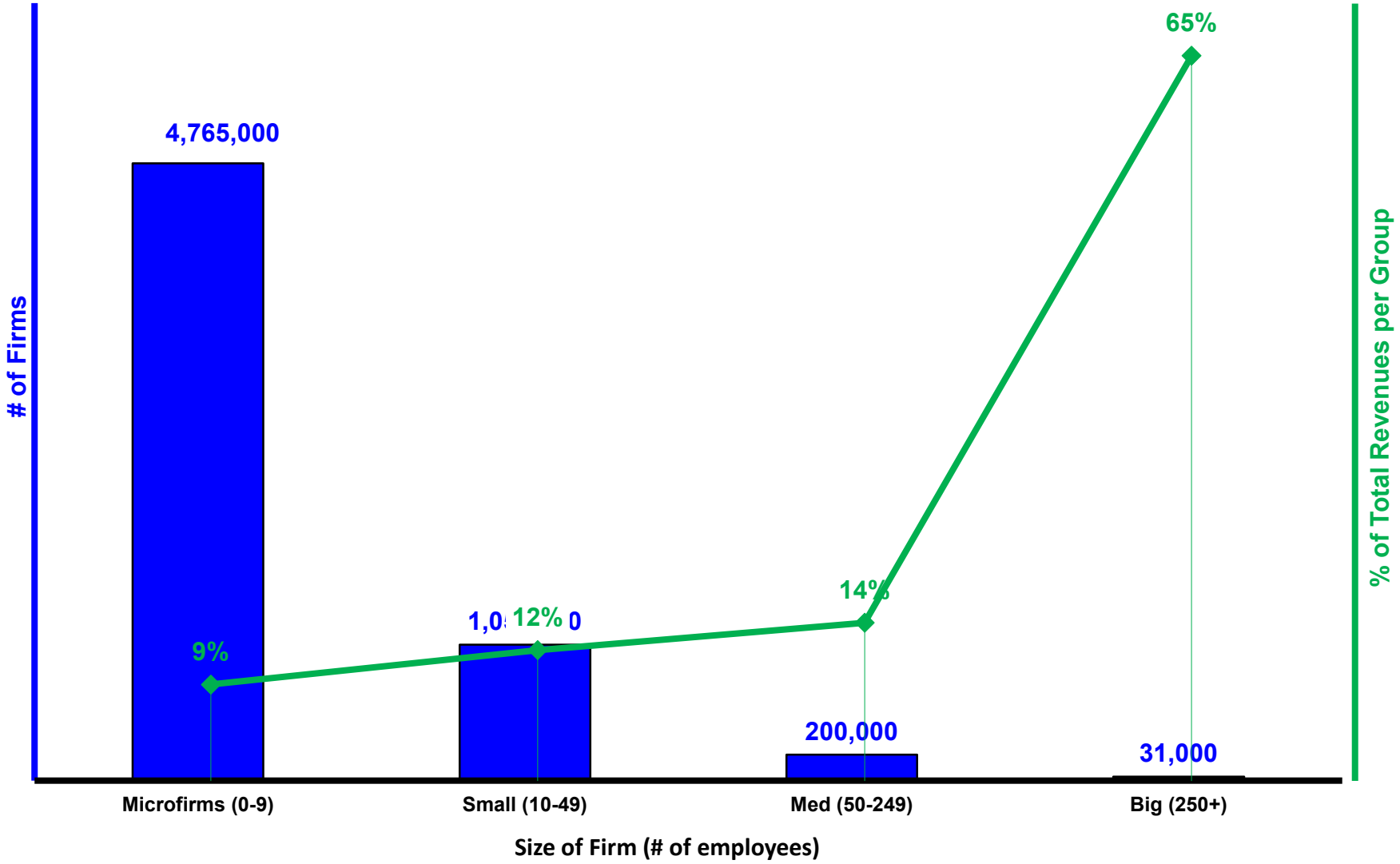
His one ask for me:

Explain the Mexican economy

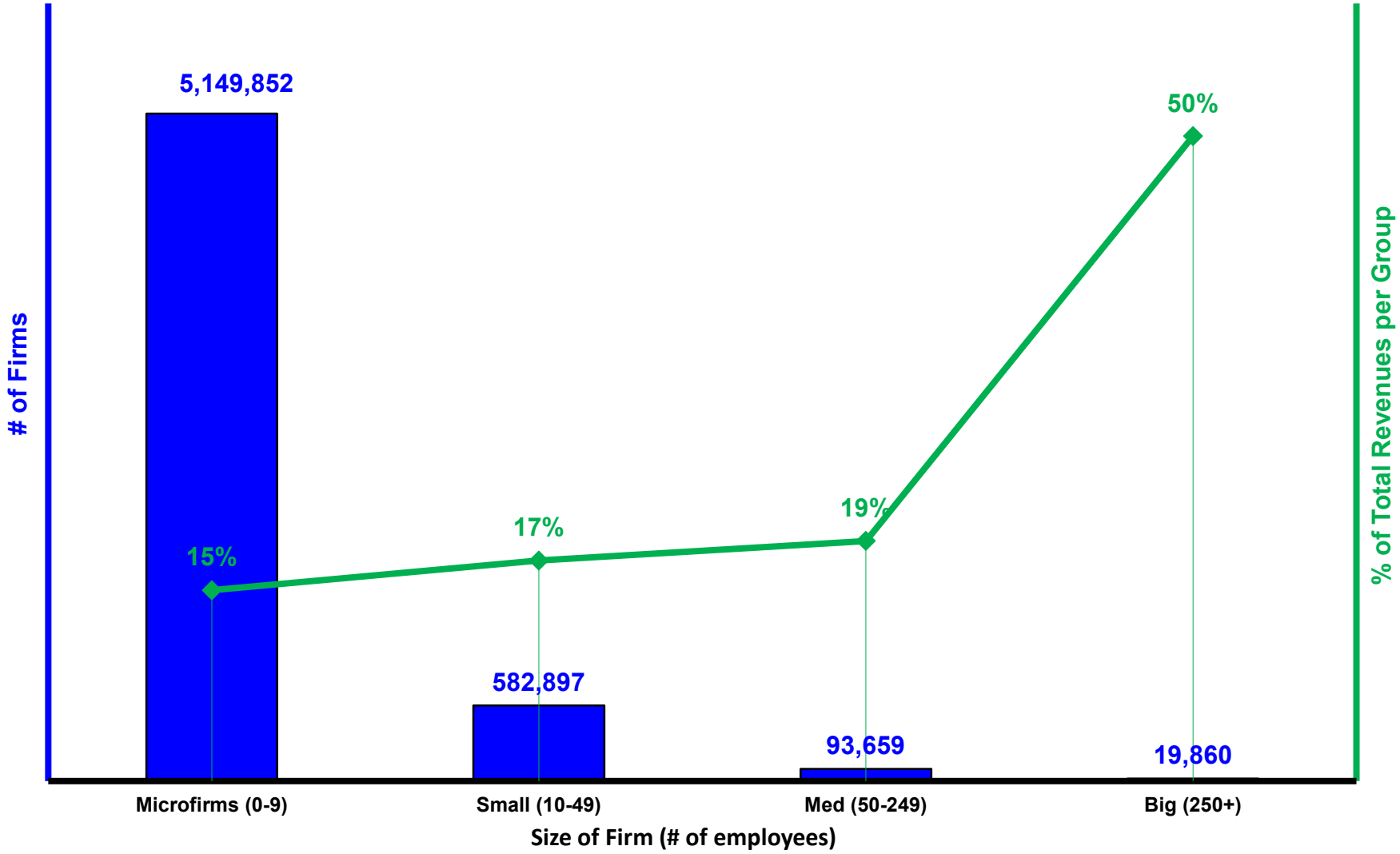
Starting point: Firms and Revenues in Mexico.



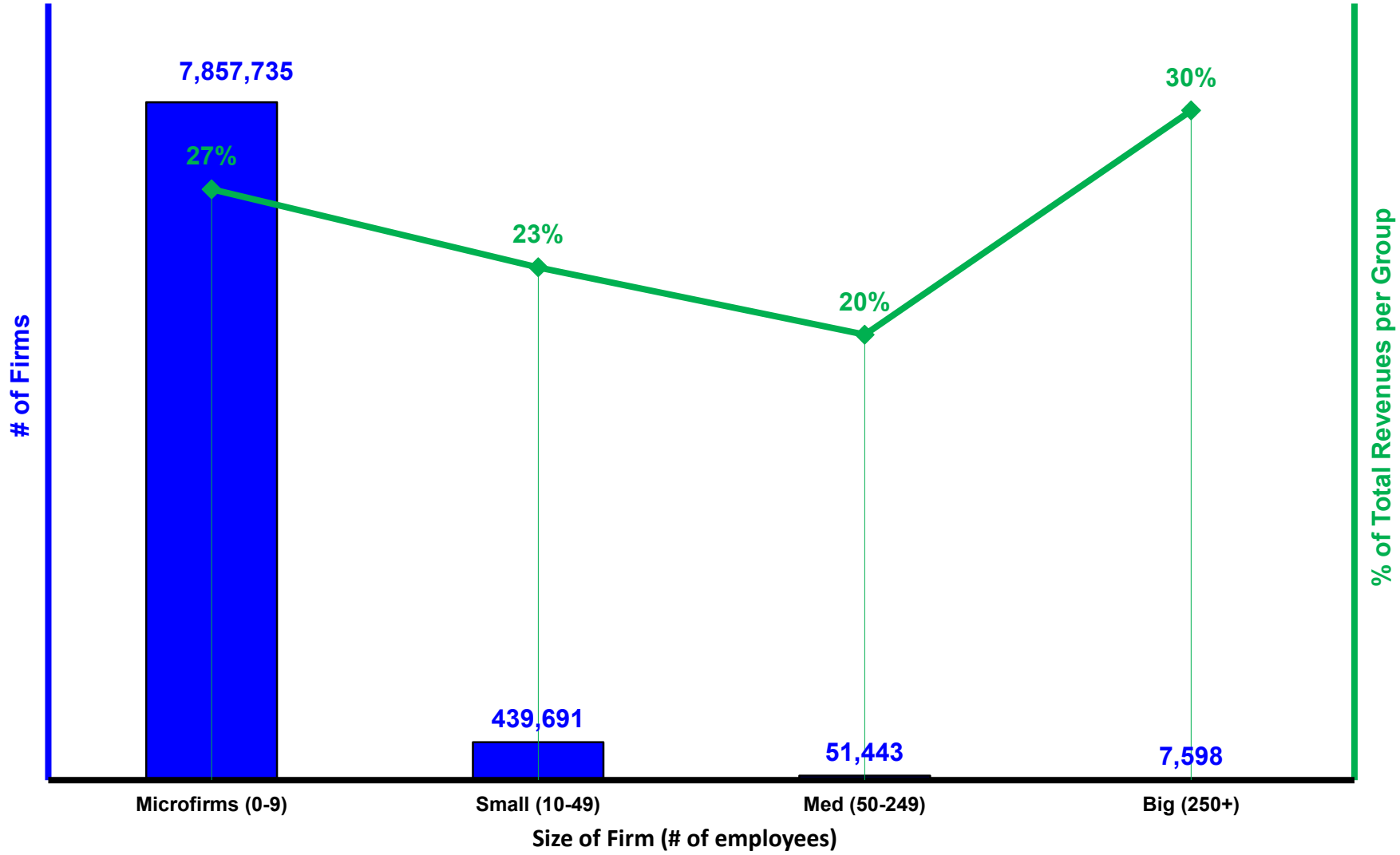
Compare to USA:



Similar story in Europe: UK + Fra + Ger:

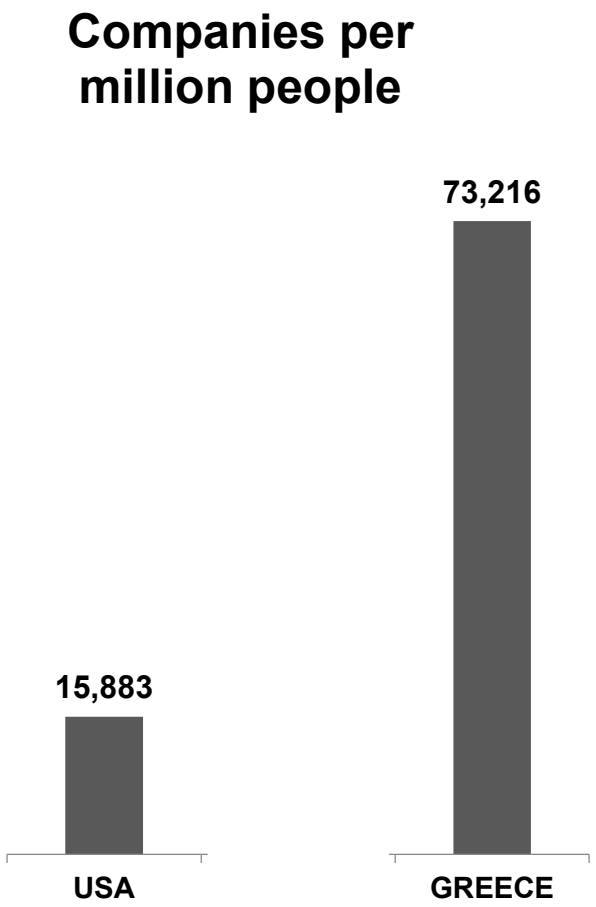


Not all of Europe: Portugal + Italy + Greece + Spain:



SMEs are not the backbone of the economy.

Between the US & Greece, can you guess which country has more entrepreneurs?



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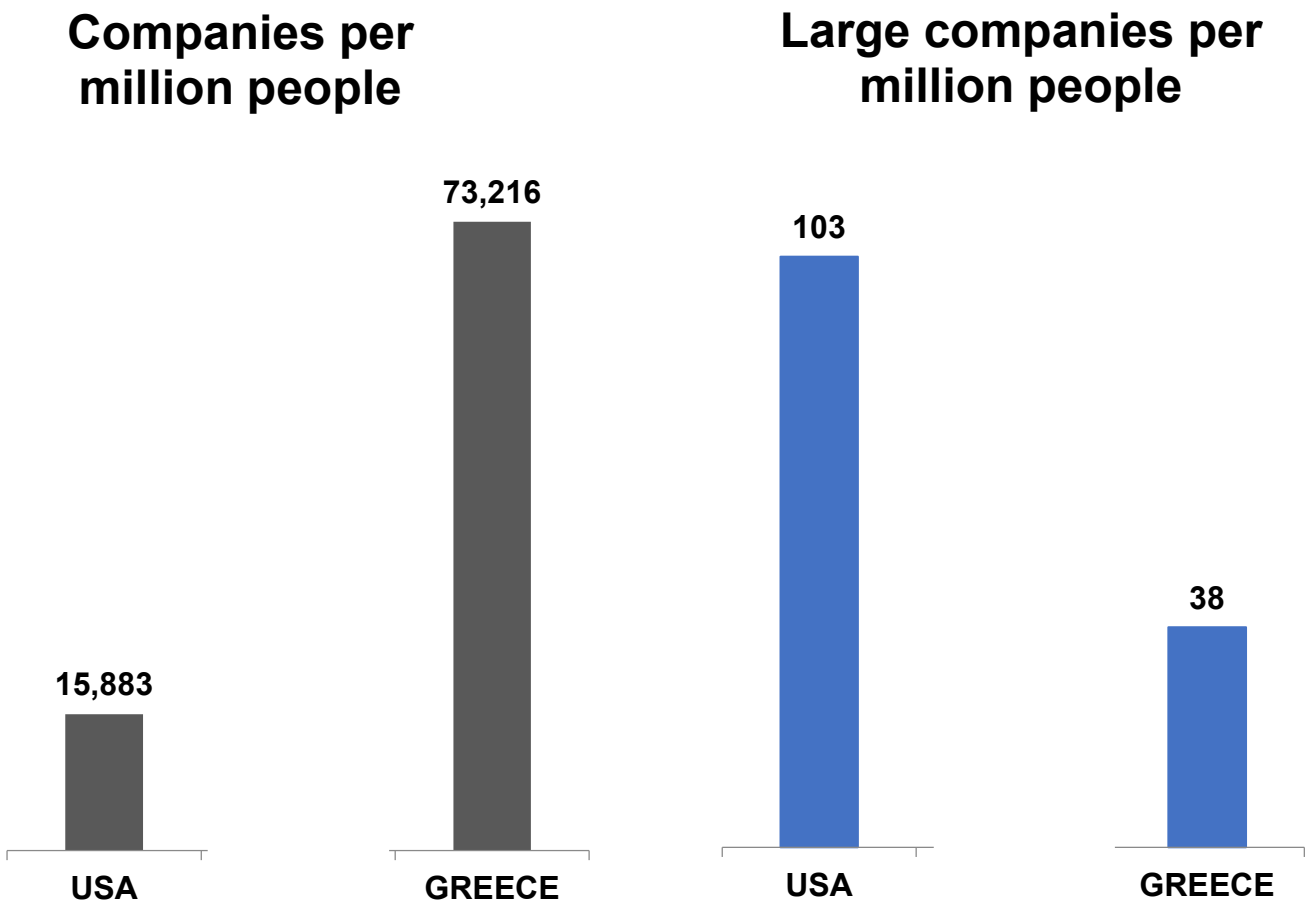
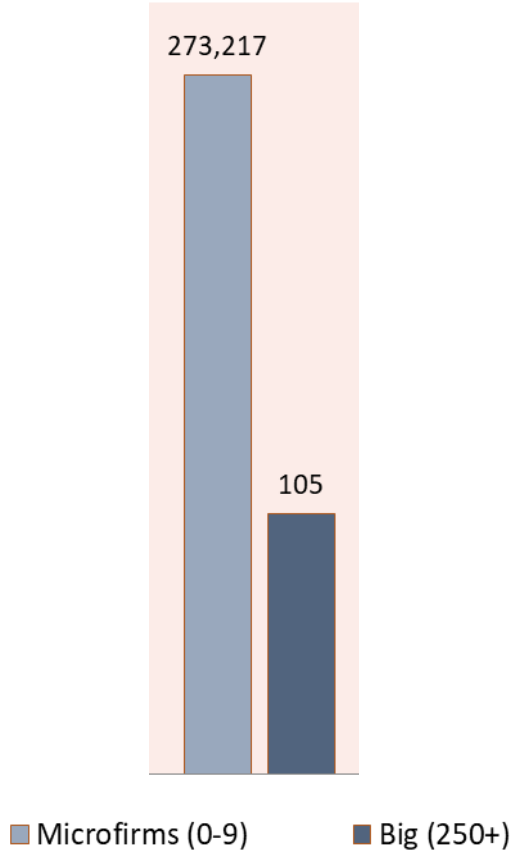


The challenge: How to grow Mexico's economy?

Chart: log scale; # OF NEW FIRMS REQUIRED TO GROW 1% OF GDP



Los Angeles Times

A new strategy on immigration: $$$

Here's a way to fight illegal immigration from Mexico that doesn't require a wall: economic development.

A group of investors, philanthropists and economists from Claremont Graduate University are launching a $100-million venture capital fund in Mexico aimed at entrepreneurs and midsize businesses.

endeavor
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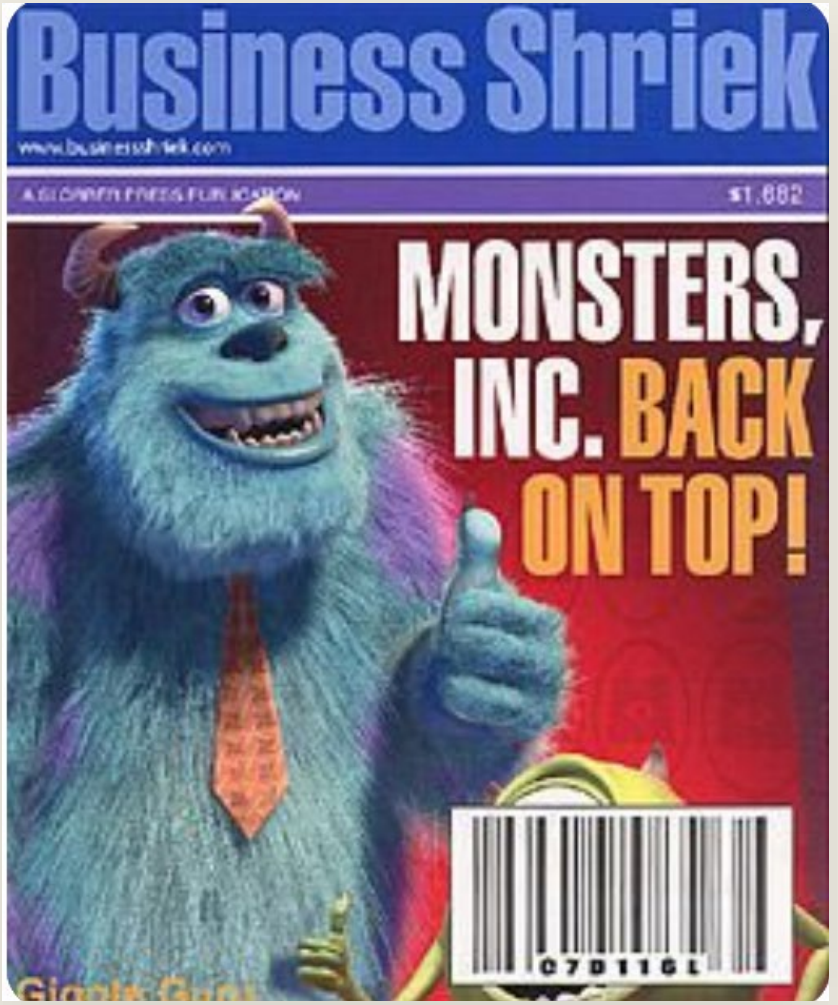
One last thing:



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