

## Application

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### Profile

***If you have any questions or difficulty submitting this application, please reach out to Alex Guzhnay at [aguzhnay@newhavenct.gov](mailto:aguzhnay@newhavenct.gov) or call 203-946-7670.***

Miles

First Name

Lasater

Last Name

Middle  
Initial

miles@mileslasater.com

Email Address

340 Livingston St

Home Address

Suite or Apt

New Haven

City

CT

State

06511

Postal Code

**What ward do you live in (optional - please select ward if you know)?**

☒ Ward 10

Home: (203) 675-5928

Primary Phone

Alternate Phone

**Are any of the above number a cell phone number?**

☒ Yes ☐ No

**If so, which? Also, is it okay to send a text message?**

yes although prefer email

**Are you currently employed by the City of New Haven or the New Haven Public School System?**

☐ Yes ☒ No

Purpose Built

Employer

CEO

Job Title

To see our list of Boards and Commissions please click here: <https://newhaven-ct.granicus.com/boards/w/976a34cad711af7c/boards>

**Which Boards would you like to apply for?**

City Plan Commission: Submitted

## Is this an appointment or reappointment request? \*

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☒ Appointment

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## Interests & Experiences

Please tell us about yourself and why you want to serve. Please attach any of the follow:

**Resume, Curriculum Vitae (CV), Professional Bio, or a Statement of Interest.**

[Miles\\_Resume\\_From\\_LinkedIn.pdf](#)

Upload a Resume

**If not submitting a Resume or CV, please submit a ~150 word Statement of Interest as to why you are interested in serving on your selected boards/commissions. If you have uploaded a resume OR you are seeking reappointment, you can write n/a.**

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n/a

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## Why are you interested in serving on a board or commission?

I am excited about serving on the commission because I want to be of service to the community I love. I have lived in New Haven for more than 20 years. I've started civic orgs, plus I've graduated from CERT, Democracy School, and Citizens Police Academy. I am passionate about this town and its future. My interest was further solidified following a conversation with the Mayor, who encouraged me to consider lending my experience to the City's governance.

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## Why do you believe you would be a good fit for your selected board and commission(s)?

I believe my diverse background makes me an excellent fit for the City Plan Commission. I have significant governance experience, having served on both for-profit and nonprofit boards, which has prepared me for high-level decision-making. Furthermore, my prior experience on the Port Authority board and self-directed study of land use principles provide a relevant foundation for the Commission's work. As a homeowner and entrepreneur in New Haven, I have a vested personal interest in sound development, and I have closely followed the Vision 2034 process to understand the city's long-term planning goals.

**Do you have any time commitments that would prevent you from participating in board/commission meetings? Meeting times can be found by visiting [newhavenct.gov/boards](http://newhavenct.gov/boards), but most are usually once a month for 1-2 hours.**

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I can be available for meetings week day evenings with advance notice almost all the time.

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## Demographics

**Some boards and commissions require membership to be politically proportionate, per State Statute on minority party representation (CGS § 9-167a). What is your political affiliation on your voter registration (i.e Democrat, Republican, Unaffiliated, Independent, etc)?**

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Democrat

**In order to stay compliant with our city's charter, are you registered to vote in New Haven?**

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☒ Yes ☐ No

We strive to maintain diversity in all of our Boards and Commissions. These questions are optional and if you volunteer the information we will only use it to ensure that our boards and commissions are diverse.

**Ethnicity**

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None Selected

**Gender**

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None Selected

**How did you hear about serving on our Boards & Commissions?**

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Democracy School

## Contact

[miles@purposebuilt.vc](mailto:miles@purposebuilt.vc)

[www.linkedin.com/in/milesalasater](http://www.linkedin.com/in/milesalasater)  
(LinkedIn)

[www.milesalasater.com/](http://www.milesalasater.com/) (Personal)

## Top Skills

Project Management

Product Management

Strategic Planning

# Miles Lasater

Founder, Builder and Investor - Purpose Built

New Haven, Connecticut, United States

## Summary

Miles is founder and CEO of Purpose Built, investors and builders for the long-term. Companies started with Purpose Built include Coral Care, Twill and Sora Care. As an investor, Miles has supported early-stage impactful tech startups. His investing and advising portfolio includes companies like Honor, Brightside Health, Remix, Notable Health, and Balto Software. He has also been instrumental in seeding nonprofits such as Issue One, One Acre, and MakeHaven. Miles is a seasoned entrepreneur, having co-founded Higher One from his living room while still in college. He led the company from its inception to over \$200 million in revenue, 750+ employees, and an IPO, including multiple acquisitions. He championed a strong internal culture and values, earning Higher One recognition on the national Great Place to Work list twice, as well as the Inc 500 and other fast-growth lists. He later founded two other venture-backed startups: SeeClickFix (SaaS for government - aquired) and OneUni (higher education via smartphone). Miles was also an Ernst & Young Entrepreneur of the Year regional winner and national finalist. He hosts the "Startups for Good" podcast, exploring high-growth, high-values ventures and featuring founders of mission-driven companies, creators of startup nonprofits, and their investors. Newsletter: <https://milesalasater.substack.com/> Writing: <http://www.venturepatterns.com> Website: <http://www.milesalasater.com> Podcast: <http://www.startupsforgood.com> Interview Series: <http://www.venturewishlist.com> Twitter: <https://twitter.com/milesalasater>

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## Experience

Purpose Built

Founder & CEO

April 2018 - Present (8 years 1 month)

New York City Metropolitan Area

Investors and builders for the long-term.

## Startups for Good

Podcast Host & Executive Producer

October 2021 - October 2023 (2 years 1 month)

90+ episodes for podcast on High-Growth High-Values Ventures. Interviews with founders, thought leaders and investors.

Listen in at: [www.startupsforgood.com](http://www.startupsforgood.com)

## F-Prime Capital

Venture Partner

October 2017 - December 2020 (3 years 3 months)

Venture Partner at F-Prime Capital Partners with focus on enterprise IT and fintech. Looking for great early stage companies & great teams for investment

More about the firm: <http://fprimecapital.com/about/>.

## SeeClickFix

Founder and Member Board of Directors

2007 - October 2019 (12 years)

- Founder of software-as-a-service business for governments and citizens
- Grew company from idea to ~30 employees and 200+ paying clients
- Company acquired in 2019
- Created company name, go-to-market strategy and initial product vision
- Developed pitch deck, built financial model and recruited team members
- Personally raised much of ~\$250,000 seed financing round
- Pitched business onstage at WeMedia to win first place and \$25,000 prize
- Drafted original client and customer contracts and oversaw legal work during negotiation of initial contracts
- Wrote minor parts of original alpha product code base
- Involved in product direction and strategy
- Created initial internal financial systems and point of contact for first financial audit

## OneUni (fka One University Network, Inc.)

Co-Founder & COO

September 2015 - November 2016 (1 year 3 months)

Oakland, CA

Co-founder and Chief Operations Officer. OneUni is a mobile-first education technology and services company that partners with top universities around

the world to enable students to earn university degrees primarily using a smartphone.

## Yale School of Management

Lecturer in the Practice of Entrepreneurship

October 2014 - May 2015 (8 months)

Co-created and taught a course on managing software development.

First of its kind at Yale's business school. The class is affiliated with the entrepreneurship center. More info at <https://mgt656.som.yale.edu/>

## Higher One

Founder former Chairman

November 1999 - December 2014 (15 years 2 months)

- Founder and senior executive taking company from idea to \$200mil+ revenue, 750+ employees and public listing on NYSE

- Achieved ~50 to 100x financial return for seed investors to IPO

- Directly involved in raising \$16mil in venture capital and \$75mil in private equity

- Lead final negotiations, contract signing and integration for \$20+mil acquisition of software company

- Served as CIO/COO for many years with annual technology budget growing to \$30mil+

- Leader of product management function for many years

- Directly managed and later oversaw global software develop team that grew to 75+. Incorporator and lead executive on creating Indian subsidiary in Chennai with 30+ technical team

- Conducted many executive searches including CEO, CIO, VP HR, VP Sales

- Conceptualized and lead implementation of initial banking product IT infrastructure

- Negotiation of multiple vendor contracts worth \$10s of millions including a major vendor with 30% price reduction

- Champion for internal culture which helped company win two national Great Place to Work Awards

- Built service culture that contributed to 98+% client retention

- Created in-house and from-home call center growing to 500+ agents supporting millions of annual service contacts

## Walker Digital

Invention Team

June 1999 - May 2000 (1 year)

- Member of invention team in R&D division of Jay Walker's idea factory and incubator.
- Created new patentable inventions; researched and refined ideas.
- Evaluated competitor's patents and prior art for value and strength.
- Worked on intellectual property for spin-off companies including: Priceline, Priceline Webhouse, and Retail DNA.

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## Education

### Yale University

Bachelors, Computer Science

### Phillips Academy

### Kauffman Fellows