

# **The Luis Villalobos Award**

## ***Honoring Innovation by ACA Entrepreneurs***

### **2012 Nomination Information**

Sponsored and presented by:



**ANGEL CAPITAL ASSOCIATION**

#### **Award Criteria**

The Luis Villalobos Award recognizes the most ingenious and innovative idea recently financed by one of the member angel groups of the Angel Capital Association. The award will be presented annually to the CEO of the entrepreneurial company at ACA's annual conference, with travel costs covered by the award organizers, and national and local publicity being an important part of the award.

#### **Honoring Mr. Villalobos**

Luis Villalobos founded the Tech Coast Angels, one of the largest and most respected angel organizations in the world, in 1997. Companies funded by Tech Coast Angels have raised more than \$1 billion to date. He was a true "leading light" in the angel field, making 57 personal investments, educating numerous angels, and particularly in educating and mentoring entrepreneurs before he passed away in late 2009. He was a sought-after expert and speaker about sophisticated angel investment. Luis appreciated ingenuity and entrepreneurial thinking in every aspect of life, and always looked to invest in and mentor the most innovative companies.

#### **Award Recognition and Benefits**

The recipient of the Luis Villalobos Award will be recognized and honored at the 2012 Angel Capital Association Summit to be held March 6 to 8, 2012 in Austin Texas, with the award presented during the awards dinner on March 7th. All expenses will be paid for the recipient's trip to the Summit. The recipient will be announced publicly in a press release, and information about the Luis Villalobos Award and recipients will included on the ACA Web site.

#### **Award Timeline**

February 10, 2012	Nominations due (by 5 pm Central time)
February 22, 2012	Review of nominations and reference calling complete
February 24, 2012	Notification of winner (to recipient only)

#### **Eligibility**

The award is open to companies that have received funding from an ACA member angel group from 2008 to 2012 and that are in operation when the application is submitted. No nominations will be accepted after February 10<sup>th</sup>, 5 pm Central.

#### **Rules**

- ACA member groups may submit up to two nominations per group.
- All nomination information must be submitted by the deadline (February 10, 2012) by 5 pm Central time.
- The maximum number of words for application questions must be followed. No additional information will be considered (although judges may review the company Web site).

## Judging Criteria

The Luis Villalobos Award Committee consists of members of the ACA Board of Directors and a representative of the award sponsor. Decisions of the Award Committee will be final. The Committee will make its selection based on a number of criteria including:

1. Level of innovation, creativity, and ingenuity of the company's product, service or solution.
2. Ability to clearly communicate the problem the innovative idea addresses.

## Nomination Application

To receive consideration for the award, both the angel & company portions of the nomination must be completed and received no later than February 10, 2012. The two parts of the application (nominee and ACA member group endorsement) may be submitted separately.

There are two options to complete the nomination:

- 1) Complete both parts of the following forms and send them to by the following mechanisms to Sarah Dickey via:

Sarah Dickey  
Angel Capital Association  
10977 Granada Lane, Suite 103  
Overland Park, KS 66211  
[sdickey@angelcapitalassociation.org](mailto:sdickey@angelcapitalassociation.org)  
Via Fax: (913) 894-4707

**OR**

- 2) Complete both parts of the electronic versions of the nomination forms.
  - a. [Angel Nomination Piece](#)
  - b. [Company Application Piece](#)

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## Nomination Information *(to be completed by the company)*

Company Name: \_\_\_\_\_

Contact Person/Title: \_\_\_\_\_

Email: \_\_\_\_\_

Web Site: \_\_\_\_\_

Industry (circle one):

- *Life Sciences (pharma, medical devices, health care IT, etc.)*
- *Information Technology (hardware and software, social media, Web 2.0, etc.)*
- *Other (alternative energy, non-technical consumer products, financial services, other)*

Year Founded: \_\_\_\_\_ Number of Employees (FTE): \_\_\_\_\_

At your current running rate, what are your annual revenues (circle one):

- *\$0 - \$500,000*
- *\$500,000 - \$1 million*
- *\$1 - \$3 million*
- *\$3 - \$5 million*
- *Over \$5 million*

Explain the problem your idea address (100 words max)

Explain your solution and how it is exceptionally ingenious, creative, and innovative, especially versus other solutions (200 words max)

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## Nomination Information *(to be completed by ACA member group)*

Company being Nominated: \_\_\_\_\_

ACA Member Group: \_\_\_\_\_

ACA Member Contact Person: \_\_\_\_\_

ACA Member Email: \_\_\_\_\_

ACA Member Web Site: \_\_\_\_\_

ACA Member Data:

Date Founded: \_\_\_\_\_ Number of Member Angels \_\_\_\_\_ Number of Portfolio Cos \_\_\_\_\_

Investment Structure (circle one): Network Fund Network with Sidecar Fund Other

Industry of the nominated venture (circle one):

- *Life Sciences (pharma, medical devices, health care IT, etc.)*
- *Information Technology (hardware and software, social media, Web 2.0, etc.)*
- *Other (alternative energy, non-technical consumer products, financial services, other)*

Please describe the role your angel group played in negotiating the terms of your investment round, plus the extent to which you were engaged in syndicating with co-investors. Do you currently have a Board seat? (100 words max)

Please provide the names of all angel groups and VCs on the venture's Cap Table:

How much total equity has the venture raised from all sources in how many rounds? How much of this has been provided by your group?

To honor Luis, we seek to recognize ideas that display an inspiring level of creativity, innovativeness, and ingenuity. Please discuss how your nominee portrays these inspiring qualities and characteristics. (200 words max)