



ANGEL CAPITAL ASSOCIATION

ACA has the connections and programs that drive returns.

DATA ANALYTICS—

INSIGHTS TO DRIVE BETTER RESULTS

- **Angel Funders Report** - data and analytics to help angels improve investment outcomes
- **The American Angel** - the first in-depth US study of individual angel investors
- Ongoing analysis and tools to help you evaluate angel deals and your performance



EDUCATION AND SMART PRACTICES

INFORMATION AND TOOLS = STRONGER INVESTOR

- In-person workshops, webinars, online knowledge centers
- Specific topics for both new and experienced angels e.g.
 - Fundamentals
 - Valuation
 - Term Sheets
 - and more
- Specialized tools for group leaders



COLLABORATION/ NETWORKING

WORKING TOGETHER TO GROW

- **Regional events throughout North America** - build relationships, increase deal flow and syndication
- **Peer Groups** - share expertise and deals within sectors and affinity interests
 - Life Sciences
 - Clean Tech
 - Women
- **Expanding the angel community** - we are committed to inclusion and growing the number of new and diverse angels:
 - Diversity and Inclusion Resource Guide
 - Growing diversity of ACA's Board of Directors
 - Growing Women's Capital event series



PUBLIC POLICY ADVOCATING FOR ANGELS

- **Public Policy Wins** - ACA successfully advocates for members in Washington, DC and locally to ensure the best possible environment for angel investing. Key results include:
 - Ensuring angels can continue investing in startups by helping stop outside efforts to increase the financial thresholds for "accredited investors"
 - Increasing the number of investors in small angel funds and syndicates from 99 to 249
 - Defeating taxation of employee stock options at vesting
 - Keeping the 100% tax exemption on capital gains in qualified small business stock
 - Allowing startups to apply up to \$250,000 in R&D credits to their payroll taxes instead of income taxes



ACA members have real time access to these benefits!

Visit angelcapitalassociation.org/join-aca/ for more information or contact Sarah Dickey, ACA Membership Director, at sddickey@angelcapitalassociation.org. ACA welcomes all North American accredited investors.



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ACA Education and Smart Practices

WEBINARS

- 20+ sessions annually covering timely topics
- Participate live or view the webinar at your convenience at a later date
- All webinars recorded and archived for future use by members. Sample topics include:
 - Artificial intelligence and the Intelligent Investor
 - Navigating Tax Tips That Really Matter For Angel Investment Returns
 - Due Diligence for Angels
 - Coaching Start-up to Avoid Capital Pitfalls



IN PERSON WORKSHOPS

- Half-day interactive workshops lead by expert angel leaders
- Scheduled to meet community needs
- Topics based on angel need. Current offerings:
 - Fundamentals
 - Term Sheets
 - Valuation
 - Cap Tables
- Network and learn from other angels



ACA KNOWLEDGE CENTER & SMART PRACTICES

- Resources curated from expert angels throughout North America
- New angel education
 - Instructional videos and basics information
- Angel group leaders
 - Templates and other resources to build strong angel communities



EDUCATION OPTIONS

- Schedule an in-person workshop for your community
- Join webinars at your convenience
- Access the Knowledge Center on the ACA website
- Contact Heather Krejci (hkrejci@angelcapitalassociation.org) for customer programs
- Many programs free with membership
- Take a look at the Education tab on the ACA home page



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