



ANGEL CAPITAL ASSOCIATION

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# Role of Angel Associations and Groups in Supporting Early-Stage Ecosystem

Marianne Hudson  
Executive Director  
Angel Capital Association

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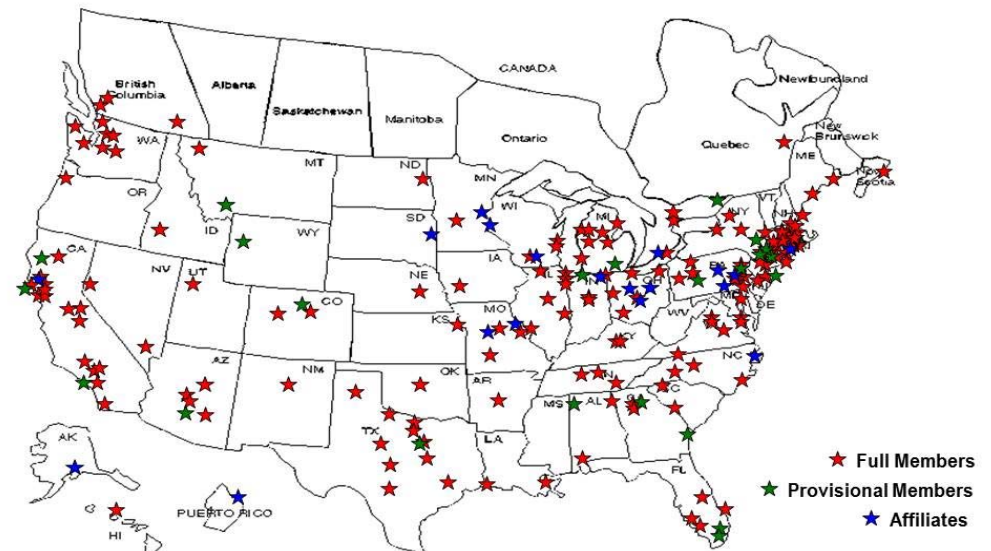


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## ACA Mission:

Fuel the success of angel groups and accredited individuals active in in the early-stage landscape

- World's largest trade group for angel investors
  - 12,000 accredited investors
  - 220+ angel groups + platforms
  - Voice of accredited individuals portals, and family offices
- 50 states + Canada
- Research/ education partner





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New Dominion Angels





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## ACA's Role in Angel World & Ecosystem

- Professional development/ education
- Information, resources and best practices
- Build industry knowledge – data, analysis, research, trends
- Voice to media, ecosystem and policy makers
- Build relationships and trust among investors - syndication
- Connect with ecosystem for support, deal flow
- Help members – services, tools and discounts (for investors and their portfolio companies)
- Find angels - directory of angel organizations, basic info for public



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## Education for Members & Startup Ecosystem

- 2015 ACA Summit
  - April 14-16, San Diego
- Sector Groups:
  - Cleantech & Life Sciences talk monthly
- Angel Insights Webinars:
  - November 19 – Top Tips for Raising Angel Capital
  - December 3 – Tax Strategies for Angels & Entrepreneurs
- Regional Meetings and Leadership Workshop
- ARI Seminars and Workshops





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# 2015 ACA Summit – Welcome!

- San Diego, April 14 – 16
- 700 angels & startup support community leaders worldwide
- Programming for variety of experiences and needs





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# ACA Knowledge Center Access

- Reports and Topical Presentations
- Angel Investing Data and Analysis
- Useful Archives
  - Event topics and presentations
  - Webinar audio and presentations





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## Stay Current: Best Practices & Trends

- Angel Insights Webinar Series: Bi-monthly, trending topics presented by experienced angels
- ACA eNews & Alerts: Weekly investor insights, news and member knowledge and connections
- Online Social Community: Active investor-only LinkedIn community, Twitter feed and topic blog posts







# Resources for New Angels

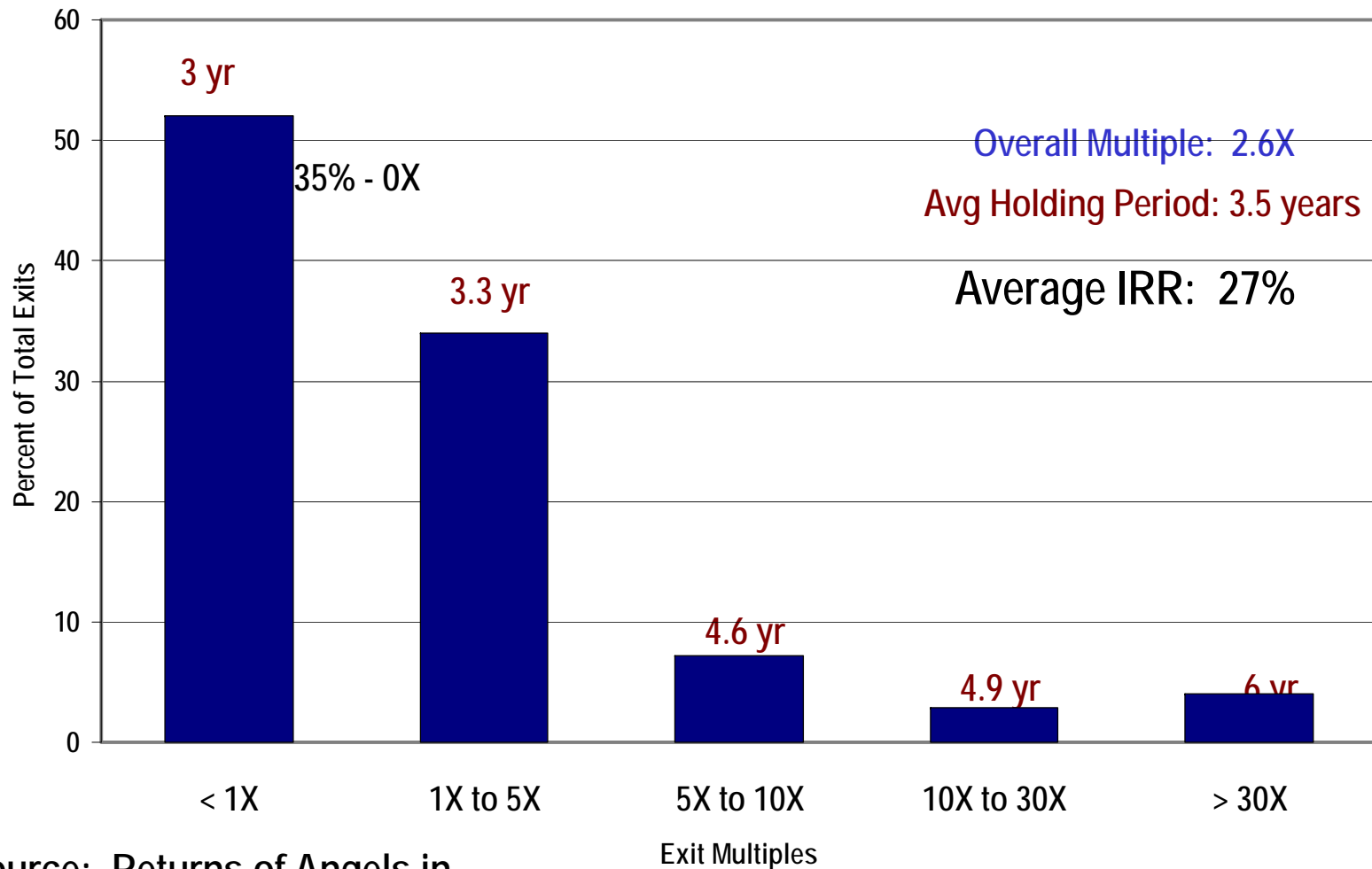
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- Add to your site for new, prospective members:

The screenshot shows a web browser displaying the Entrepreneurship.org website. The page features a navigation bar with links for Channels, Events, Resources, and Who We Are. Below the navigation bar, there is a section for 'INVESTOR IQ' with a video player showing a man in a suit. To the right of the video, there are two buttons: 'Create an Account' and 'Sign-in to Continue Learning'. Below the video, there is a heading 'Welcome to Investor IQ' followed by a paragraph of text. On the right side of the page, there is a sidebar with social media sharing options (Twitter, Facebook, LinkedIn, YouTube) and a section for 'Join an Angel Group or Professional association' with links to 'Visit ACA' and 'Visit ARI'. The ACA logo and 'ANGEL CAPITAL ASSOCIATION' text are also visible in the sidebar. The bottom of the page shows a Windows taskbar with the time 12:54 PM and date 9/13/2014.



# Distribution of Returns by Venture Investment



Source: Returns of Angels in  
Groups, 2007





Silicon Valley Bank



ANGEL RESOURCE INSTITUTE

present the

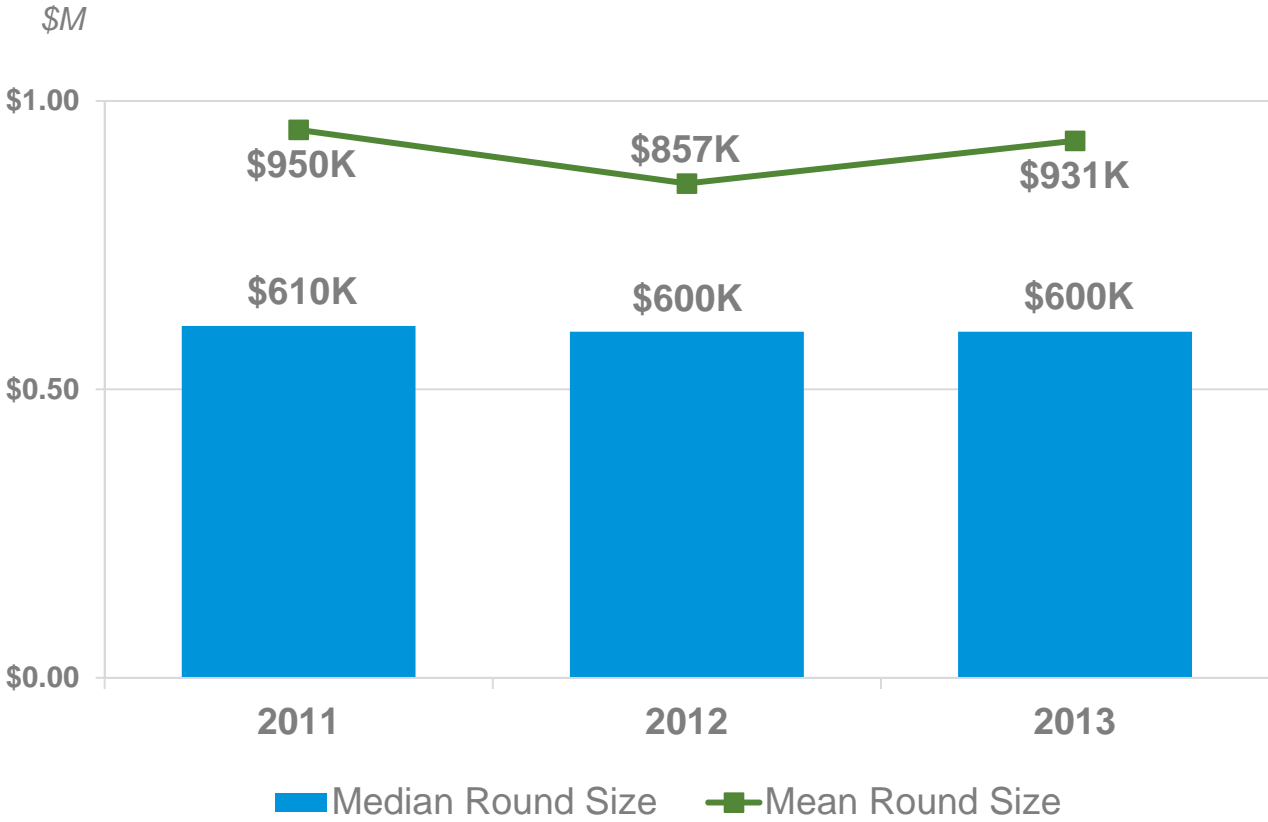
# HALO Report™



US Angel Group Update: 2013 Year in Review

Data Powered by  CB INSIGHTS

# Angel Round Sizes Remain Steady Over Three-Year Period



\*Angel rounds include angels & angel groups only

# Round Sizes Increase Across Top Sectors

## Healthcare Round Sizes Jump \$500K in 2013

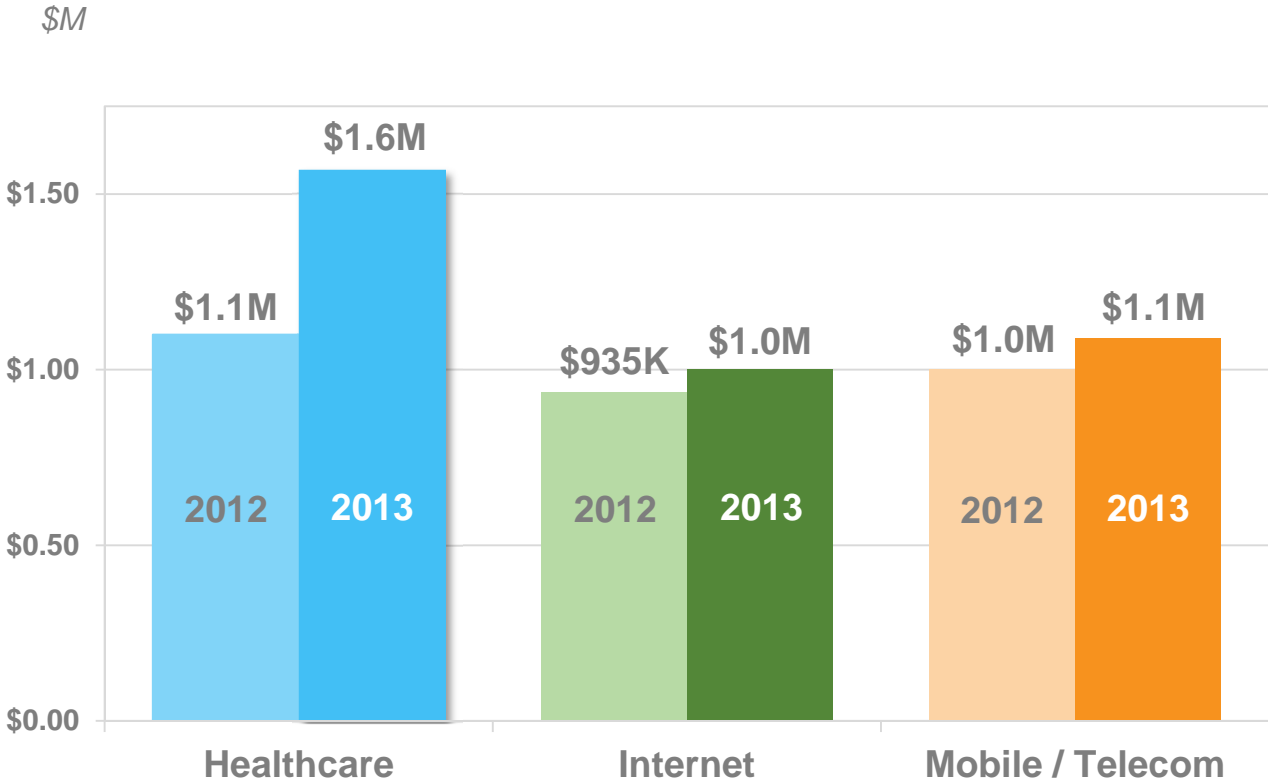
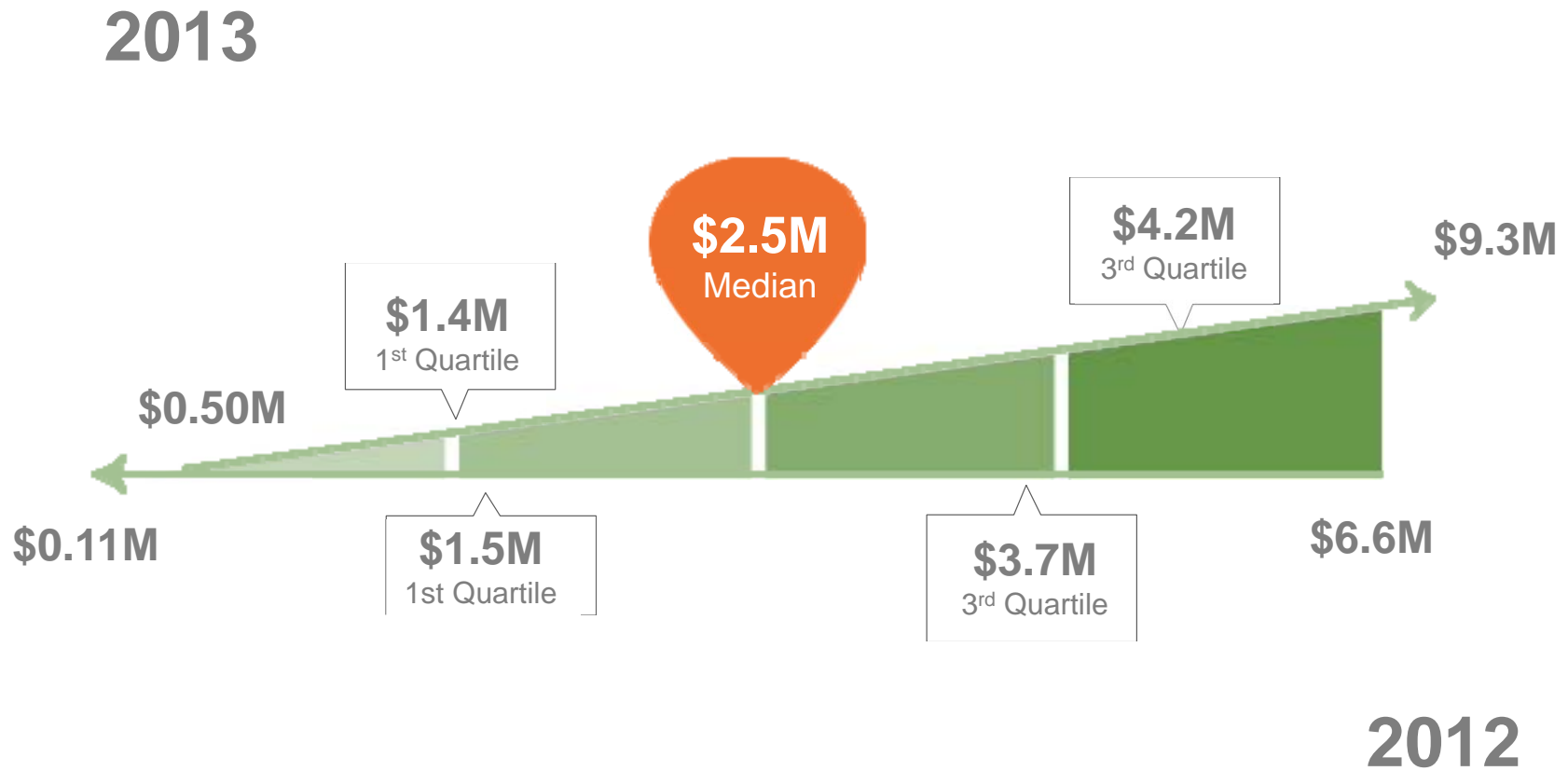


Chart references median round sizes for all deals involving angel groups, co-investors

# More High-Valuation Deals Closed in 2013

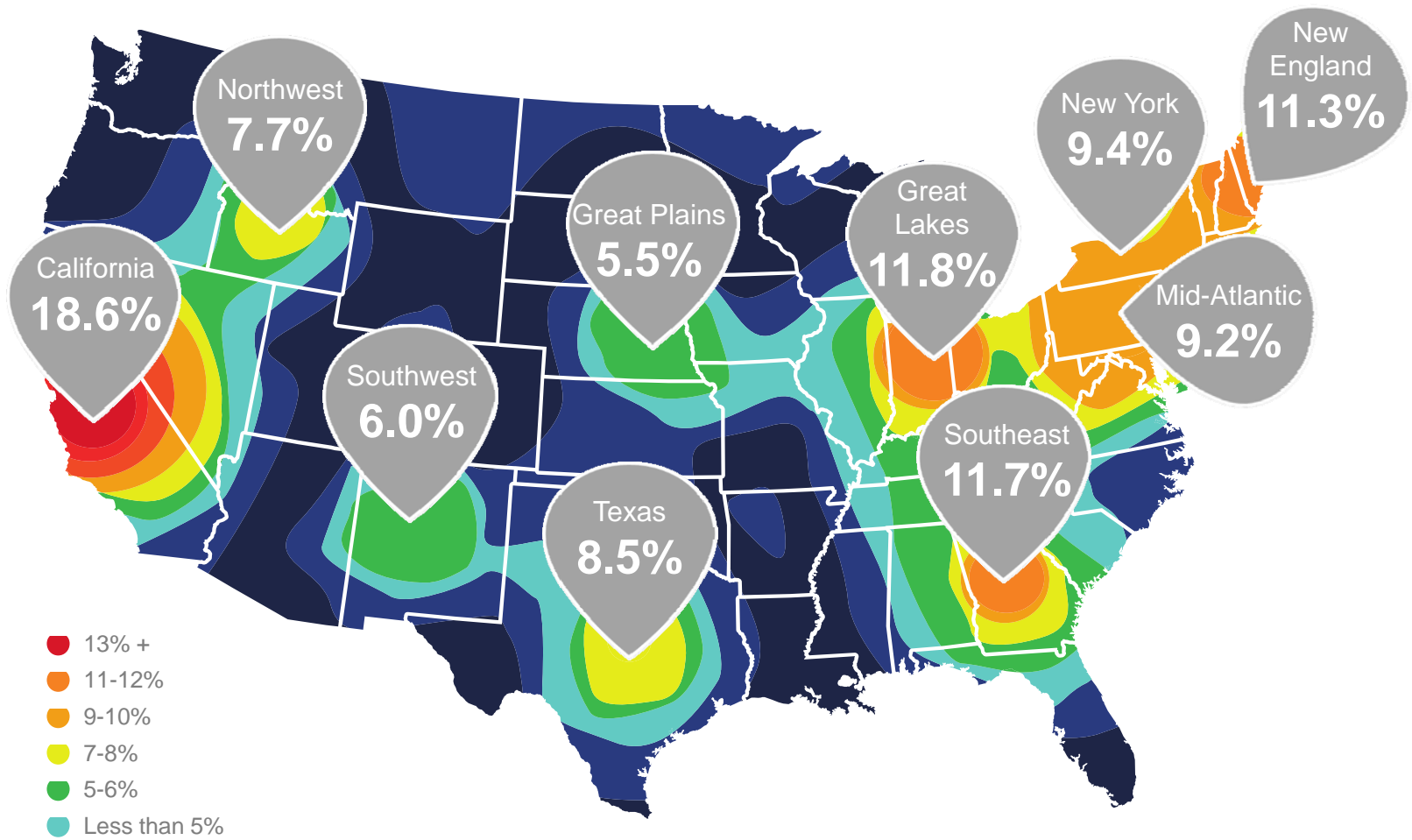
## Median Round Size Holds Steady at \$2.5M



\*Including all rounds with angel groups pre-series A

# Angel Group Deals Are Widely Distributed Nationally

## 2013 Share of Angel Group Deals by Region



## Mobile Consistently Trending Up Year Over Year Internet Deals Spike 5.5% to a Three-Year High

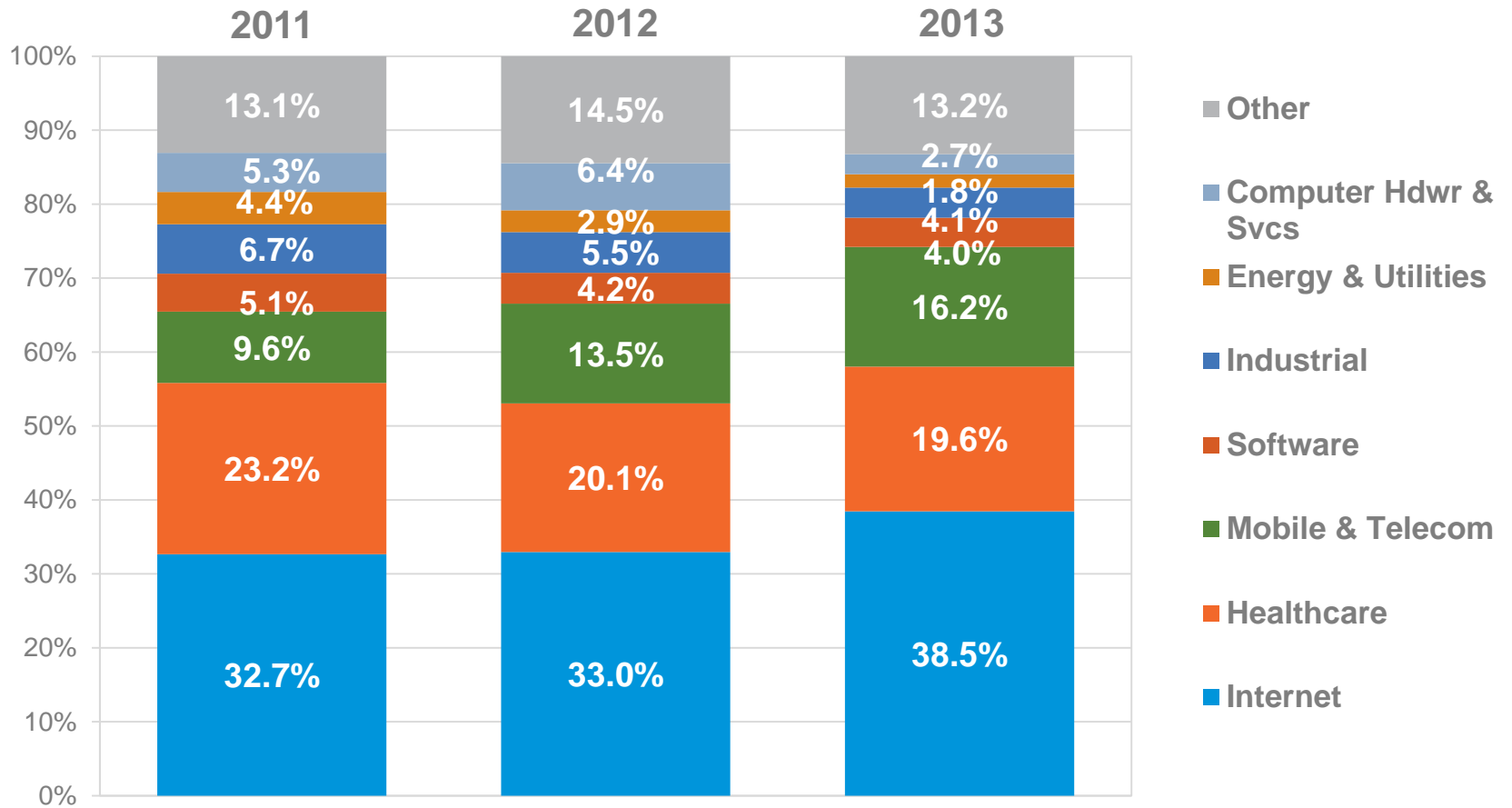
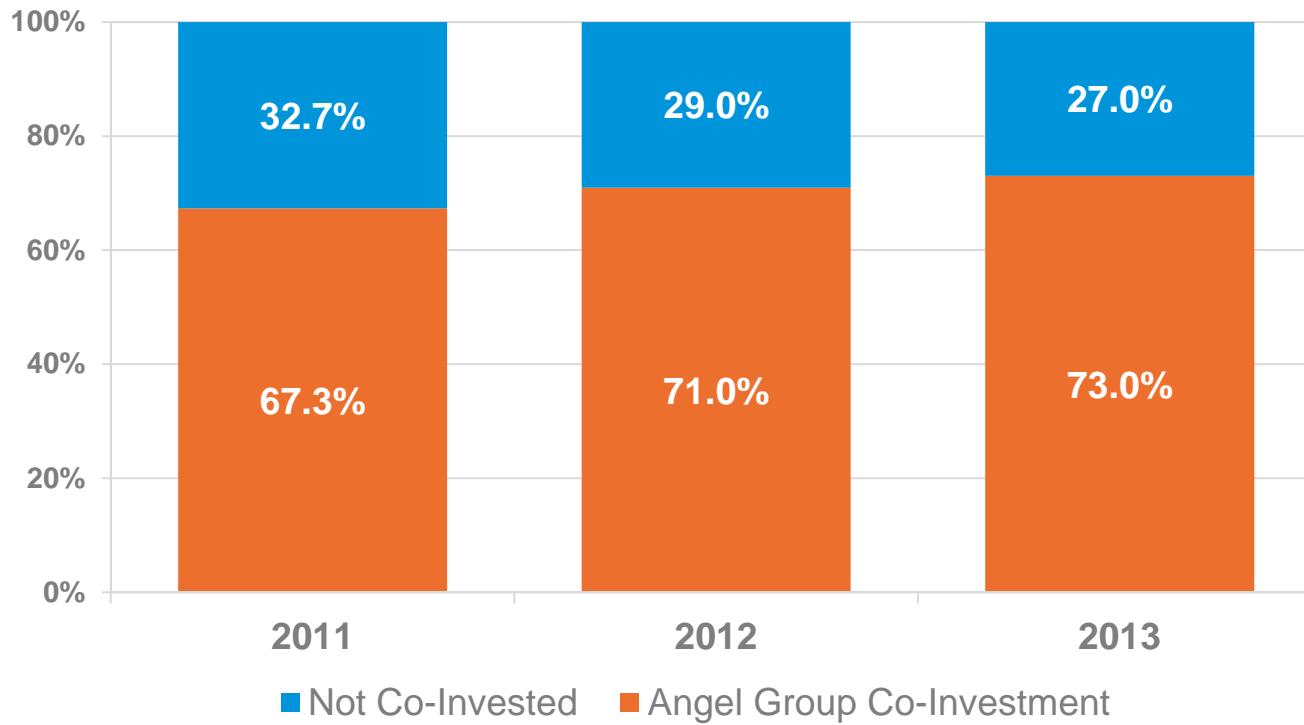


Chart references annual share of angel group deals across U.S.



## Angel Group Co-Investment Trending Up for Three Consecutive Years

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## Exclusive Member Discounts & Info





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# Growing Voice of Angels in Media

Regular Columns in:



Featured in  
National  
Publications:



Proud to Support  
Members in Regional  
Publications!





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# A Voice in American Public Policy

- Critical Representation:  
Ensuring your views and rights  
as an angel investor
- Actionable Tools: that make  
it fast and easy to share  
your voice and opinion





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# Deliver Options in Changing World

- Certification to:
  - Invest in generally solicited offerings
  - And possibly way to be accredited investor





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## More Information

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*NOTE: ACA & ARI are NOT sources of  
equity capital and can't evaluate biz plans*

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