

2012 ACA SE REGION MEETING

AGENDA

WEDNESDAY -NOVEMBER 14

11:15 REGISTRATION

12:00-1:15 LUNCH

12:30 WELCOME COMMENTS

**REVIEW OF HALO REPORT WITH FOCUS ON SE DATA
ACA PUBLIC POLICY UPDATE**

**Mike Eckert Atlanta Technology Angels
Sarah Dickey Angel Capital Association
David Verrill, Chairman ACA
Founder, Hub Angels, Cambridge, MA**

1:15-1:30 BREAK

**1:30-2:15 FIRST FLIGHT OF GROUP UPDATES FROM SOUTHEAST ANGEL GROUP LEADERS
(Introducer: Devon Wijesinghe, Atlanta Technology Angels)**

- 1. Tamiami Angel Fund (Naples, FL), Tim Cartwright**
- 2. RTP Capital (Research Triangle Park, NC) Elaine Bolle**
- 3. Angel Investment Management Group (AIM) (Huntsville, Auburn, Birmingham, AL), Dick Reeves**
- 4. Upstate Carolina Angel Network, (Greenville, SC), Matt Dunbar**

2:15-3:00 PANEL: INSIGHTS TO ANGEL GROUP ORGANIZATION AND BUSINESS STRUCTURES AND GROUP SUSTAINABILITY

Moderator: Matt Dunbar, Upstate Carolina Angel Network

Panelist: Michael Cain, Wilmington Investor Network

Panelist: Tim Cartwright, Tamiami Angel Fund

Panelist: Jim Corman, Angel Investment Management Group (AIM)

Panelist: Andy Dreyfuss: Piedmont Angel Network

3:00-3:15 BREAK

**3:15-4:00 SECOND FLIGHT OF GROUP UPDATES FROM SOUTHEAST ANGEL GROUP LEADERS
(Introducer: Steve Walden, Atlanta Technology Angels)**

- 1. Piedmont Angel Network (Winston-Salem, NC), Andy Dreyfuss,**
- 2. Louisville Enterprise Angels, (Louisville, KY), Bob Saunders,**
- 3. Chattanooga Renaissance Fund (Chattanooga, TN), Charlie Brock**
- 4. Ariel Southeast Angel Partners (Savannah, GA/Hilton Head SC) Steve Clark**

**4:00-4:45 PANEL: HOW ANGEL GROUPS IN THE SOUTHEAST CAN ESTABLISH DEEPER SYNDICATION
RELATIONSHIPS**

Moderator: Dick Reeves, Angel Investment Management Group (AIM)

Panelist: Matt Dunbar, Upper Carolina Angel Network

Panelist: Michael Cain, Wilmington Investor Network

Panelist: Elaine Bolle, RTP Capital, Research Triangle

Panelist: Mike Eckert, Atlanta Technology Angels

**4:45-5:30 THIRD FLIGHT OF GROUP UPDATES FROM SOUTHEAST ANGEL GROUP LEADERS
(Introducer: Lee Waters, Atlanta Technology Angels)**

- 1. Wilmington Investor Network (Wilmington, NC) Michael Cain**
- 2. New World Angels (Miami, FL) Rhys Williams**
- 3. Atlanta Technology Angels (Atlanta, GA) Mike Eckert**

6:00-7:00 OPENING COCKTAIL PARTY

7:00 FULL GROUP DINNER

Speaker: Bernie Schoenfeld, Economist BNY-NY: “Post Election Climate for Investors/Investing”

9:00 POST-DINNER COCKTAILS (CASH BAR)

THURSDAY -NOVEMBER 15

7:30-8:00 CONTINENTAL BREAKFAST

8:00-8:45 CROWDFUNDING UPDATE Mike Eckert Atlanta Technology Angels

8:45-9:00 BREAK

9:00-9:45 PANEL: TRENDS IN DEAL TERMS SOUTHEAST...DEAL TERMS EAST COAST WEST COAST.... NEW THINGS TO CONSIDER

Moderator: Mike Eckert, Atlanta Technology Angels

Panelist: Michael Horten, Horten LLC

Panelist: Mike Siavage, Siavage Law Partners

Panelist: Scott Allen, Morris Manning and Martin

Panelist: Melanie Leeth, Imlay Investments

9:45-10:45 THREE CONCURRRENT BREAKOUT ROUNDTABLE DISCUSSIONS

1. Increasing Angel Group Membership

Moderator: Devon Wijesinghe, Atlanta Technology Angels

2. Best Practices: Portfolio Company Boards

Moderator: Bob Franklin, Ariel Southeast Angel Partners

3. Maximizing Participation in Follow on Rounds

Moderator: Melanie Leeth, Atlanta Technology Angels

10:45-11:00 BREAK

11:00-Noon THREE SIMULTANEOUS BREAKOUT/ROUNDTABLE DISCUSSIONS

1. Increasing Angel Group Membership

Moderator: Devon Wijesinghe, Atlanta Technology Angels

2. Increasing the speed of processing deals.

Moderator: Andy Dreyfuss, Piedmont Angel Network

3. How to handle withdrawing partners from operating agreements

Moderator: Charles Baldwin, Wilmington Investor Network

12:15-1:00 LUNCH PANEL: ENHANCING EXIT ACTIVITY

Moderator: Michael Cain, Wilmington Investor Network

Panelist: Bob Saunders, Louisville Enterprise Angels

Panelist: Dick Reeves, Angel Investment Management Group

Panelist: Alan Teatle, Noro-Moseley Partners, Atlanta

Panelist: Eric Apse, IBM Venture Capital Group

1:00-1:15 BREAK

1:15-2:15 THREE SIMULTANEOUS BREKOUT/ROUNDTABLE DISCUSSIONS

1. Best practices for obtaining paid sponsors for your group

Moderator: Devon Wijesinghe, Atlanta Technology Angels

2. Maximizing participation in follow-on rounds

Moderator: Melanie Leeth, Atlanta Technology Angels

3. Portfolio Company Boards

Moderator: Bob Franklin, Ariel Southeast Angel Partners

2:15-2:45 OPEN DISCUSSION: GOING FORWARD HOW ANGEL GROUPS IN THE SOUTHEAST CAN WORK MORE CLOSELY TOGETHER AND HOW THE ACA AND ARI CAN HELP ANGEL GROUPS IN THE SOUTHEAST ACHIEVE THEIR OBJECTIVES

Discussion Leaders: Mike Eckert, Sarah Dickey and Michael Cain

2:45-3:00 CLOSING COMMENTS

Mike Eckert and Sarah Dickey