



## ANGEL CAPITAL ASSOCIATION 2011 ACA Leaders Workshop

### Contents of Flash Drive for Attendees

- Attendee List
- Leaders Workshop Agenda
- Sponsor Briefs

#### **ACA and Angel Resource Institute Tools**

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- 2012 ACA Summit Flyer
- ACA and Angel Group Background (presentation you can provide to members/ sponsors)
- ARI Education Programs Overview
- Public Policy for ACA Members (presentation for members on accomplishments, what's next)

#### **Corporate Governance Webinar – PwC**

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- ACA-PwC Webinar on Corporate Governance Presentation
- Cooley – Emerging Company Tips
- Cooley – Investment Policy
- Cooley – Why CEOs Succeed and Why They Fail
- Ohio TechAngels - Investment Bank Questionnaire
- Ohio TechAngels – VC Questionnaire
- PwC Roadmap for an IPO

#### **Mentoring**

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- ARI Angel Mentor Project Strawman
- ARI Angel Mentor Survey Summary
- Article on Ten Steps to Improve Entrepreneurship Education
- Chairmen's Roundtable Newsletter
- MIT Outreach Brochure
- Ron Weissman Mentor Presentation

#### **Public Policy for Angels**

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- ACA Angel Tax Benefit Benchmark Criteria
- Angels and the Economy – an ACA presentation to help support tax credits in your state
- BC Tax Credit Presentation – Quebec Conference (financial benefits of provincial tax credit)
- Deloitte Dodd Frank Material Roadmap
- Perfect Storm for Early-Stage MedTech Investing – Cary Adams, Sacramento Angels
- SNR Denton – Patent Reform Update
- UK Siding with the Angels Report (Rob Wiltbank, includes UK comments on angel tax credits)
- Value of Angels FAQ 2011 – One pager on angel investing for policy makers
- Who Saved Silicon Valley – Angels, of Course – Allan May
- Why Silicon Valley is Running Scared from Health Care – Allan May

## Reports and Articles from Thought Leaders

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- ACA-ACEF Foley Hoag – Nuts & Bolts of Executing Successful Exits
- Bartlett – Eclipse of the Public Company
- Cooley – Venture Financing Report Q2 2011
- Payne – 2011 Valuation Survey of North American Angel Groups
- PwC – Annual Corporate Directors Survey 2010
- VC Experts Overview for ACA Members

## Research & Data

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- 1Q 2011 Halo Report Presentation
- CB Insights Demo (video) How CBI Works – Venture Capital and Angel Investor Database
- CB Insights Quarterly Venture Capital Report for Q3 2011
- CBI Reference Guide for Angel Investors (CB Insights Overview – Angel Investors)
- Center for Venture Research – Q1Q2 2011 Analysis Report
- National Angel Capital Organization (Canada) – 2010 Report
- Super Angels Report – Angel Resource Institute
- [www.cbinsights.com/angel-investors](http://www.cbinsights.com/angel-investors) Letter: How CBI Can Help Your Returns

## Training and Group Sustainability (Thanks to John Huston)

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- 83b Summary
- 409A Summary
- 1045 Summary
- 1202 Summary
- 1244 Loss Summary
- AICPA SOP 97 Summary
- Considerations Prior to Accepting a Board Seat
- Cameo Appearance Guidelines
- D & O insurance Quiz
- D & O Insurance Quiz Key
- FAS 123 Summary
- Investment Banker Discussion Questions
- Investment Banker Engagement Letter sample
- Investment Banker Ideal Characteristics
- Investment Banker Questionnaire
- IOI & LOI checklists
- John Huston Presentation
- Maxwell Minimizer Story about how to take full advantage of tax benefits
- Options Argument for Angels vs. VC Directors
- Stock Options (ISO vs. NSO Summary)
- Term Sheet Nuances