



**ANGEL CAPITAL ASSOCIATION**

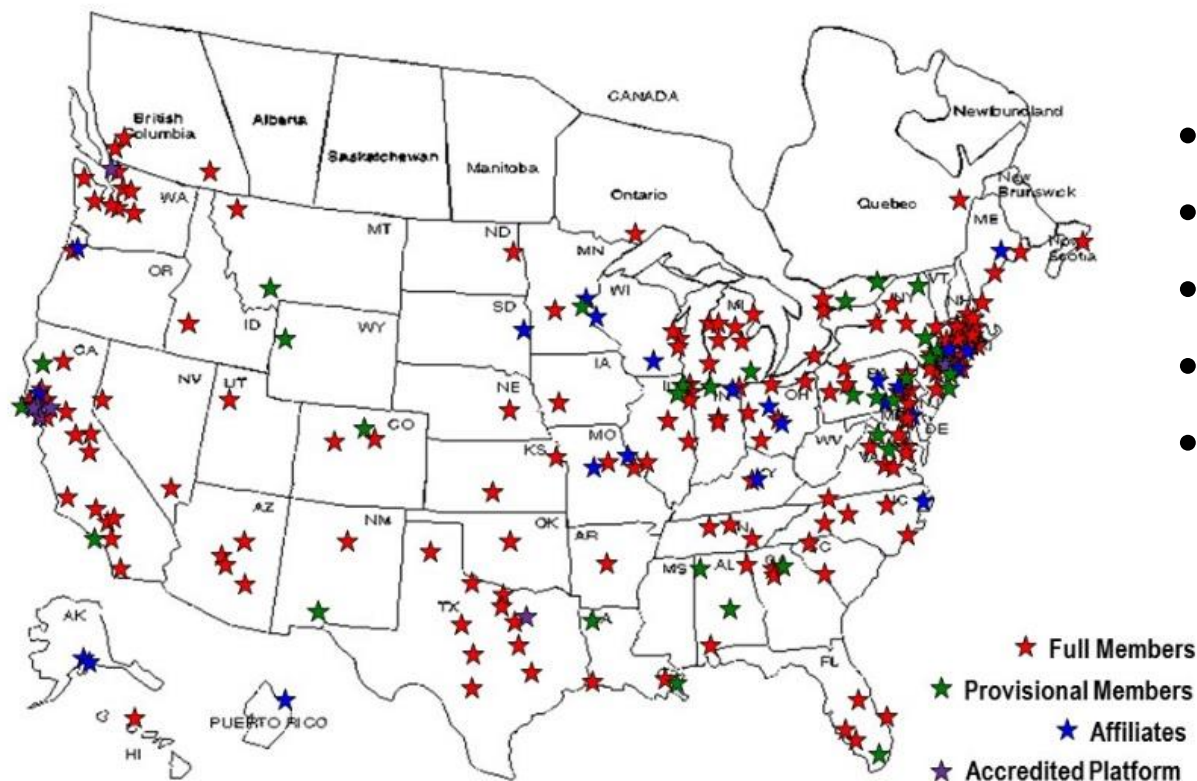
# **Angel Investing: Helping Innovators Bridge The Valley of Death**

**NAS-GUIRR and ACA  
Workshop  
1:00-5:00 PM**

Linda L. Smith, Moderator  
Vice-Chair, Angel Capital Assn.  
Member, Sierra Angels Northern Nevada

# ANGEL CAPITAL ASSOCIATION

Mission: Fuel success of angel groups and accredited investors and the early-stage companies they support



ACA Angel Group Locations

- 13,000+ investors
- 250+ networks/grps.
- Accredited platforms
- Family offices
- Every state & 5 Canadian provinces

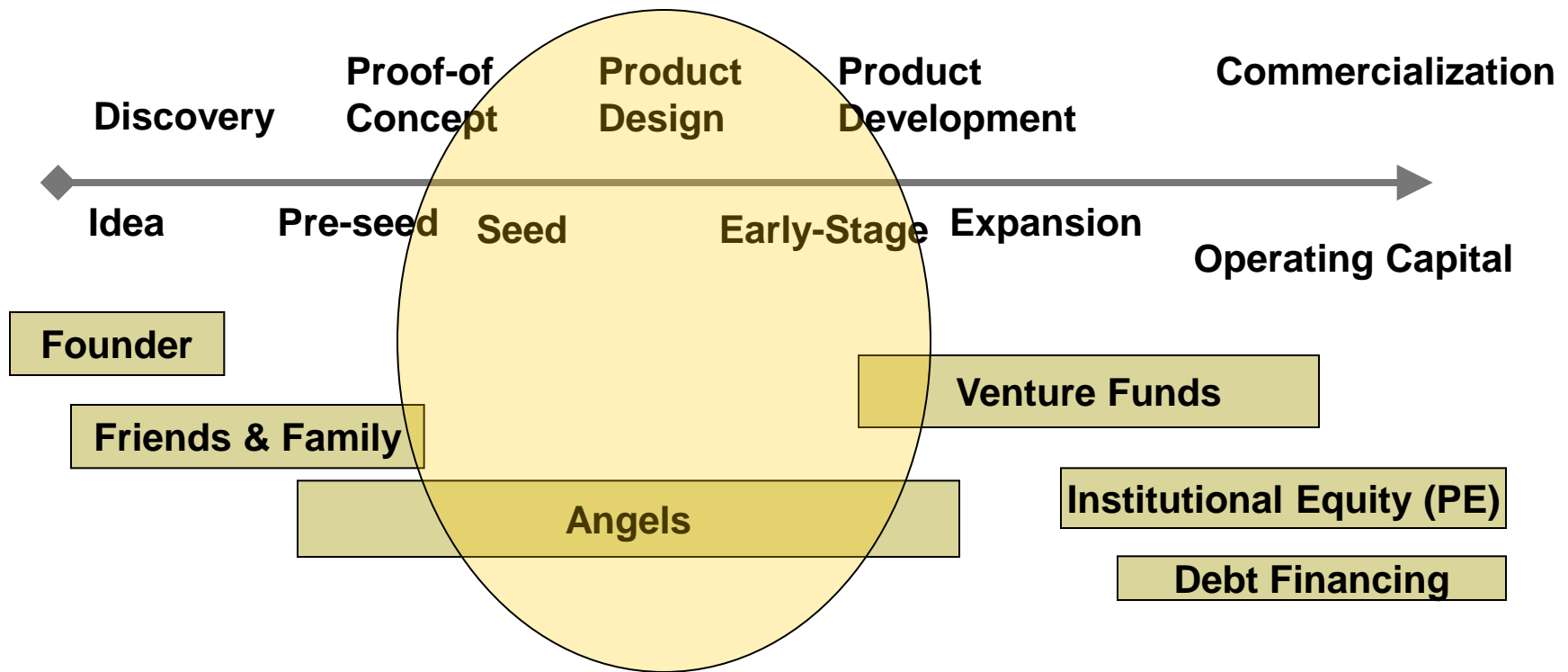
# Angels Fund Majority of Startups

## Angel Investors

- \$24.1 billion
- **73,400 deals**
- **18,350 seed**
- 33,764 early stage
- 20,552 expansion
- 316,000 individuals

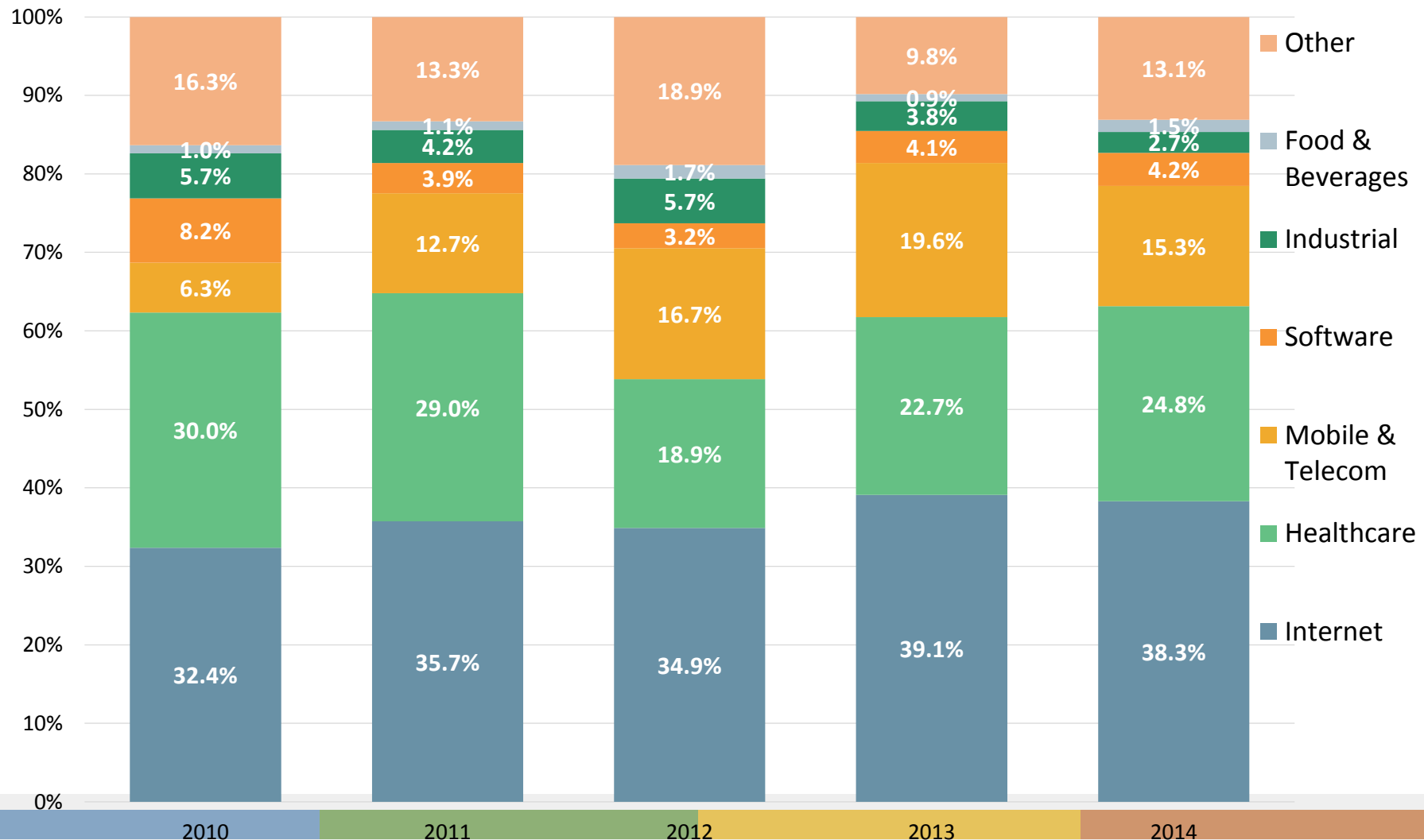
Sources: "Angel Investing Market for 2014, Center for Venture Research/ UNH;  
NVCA 2015 Yearbook; PwC MoneyTree

# EARLY STAGE FINANCING LIFECYCLE



(Non-equity) - Government / Foundations / Economic Dev Grants, etc.

# 2014 Angel Group Investments by Sector (\$)



# WORKSHOP AGENDA

- Overview: Angels, our ecosystem, and working with research-based start-ups -- **Jamie Rhodes**
- Break (15 mins)
- Angels Panel Discussion: **Jim Hunt, Dan Mindus, Angela Jackson**
- Break (10 mins)
- Case Study: Investing in a cure for Lupus –**Kelly McVearry**
- Wrap Up: **Linda Smith**

# ABOUT OUR PRESENTERS



Jamie Rhodes:  
CEO, National Nano Materials,  
Inc

Co-founder, E3 Angel Network

Founder, Central Texas Angel  
Network

Founder, Alliance of Texas Angel  
Networks





# PANELISTS



James (Jim) Hunt  
Entrepreneur and  
Investor

Blu Venture  
Investors

Cyber and Physical  
Security Expert



# PANELISTS



- Angela Jackson
- Co-Founder & Managing Director, Portland Seed Fund
- Director, Portland State University Business Accelerator
- Chaired, Angel Oregon

# PANELISTS



- Dan Mindus
- Founder & CEO, NextGen Angels
- Former Investment Director, CIT GAP Funds
- Top 100 DC Tech Titans

# CASE STUDY:

## FINDING CURES & TREATMENTS FOR LUPUS



Dr. Kelly McVearry:  
Managing Partner, The Hypatia Group

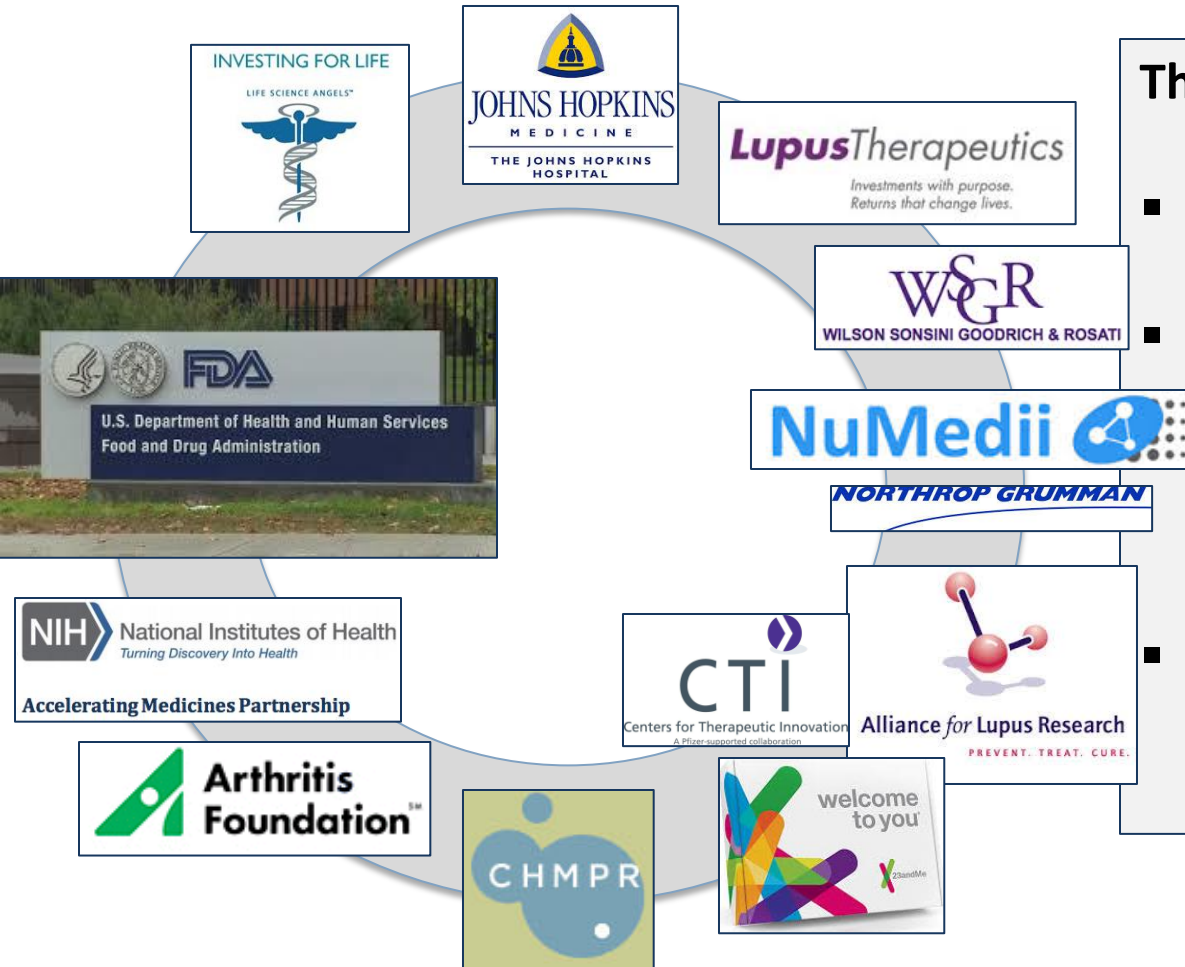
Angel Investor, Life Science Angels

Former Senior Scientific Advisor, Northrop  
Grumman Information Systems

Serves on Campaign Cabinet, Alliance for  
Lupus Research \$100M Venture  
Philanthropy Fund

Served on Maryland Science Center  
Scientific Advisory Board and Institute of  
Medicine Genomics Roundtable

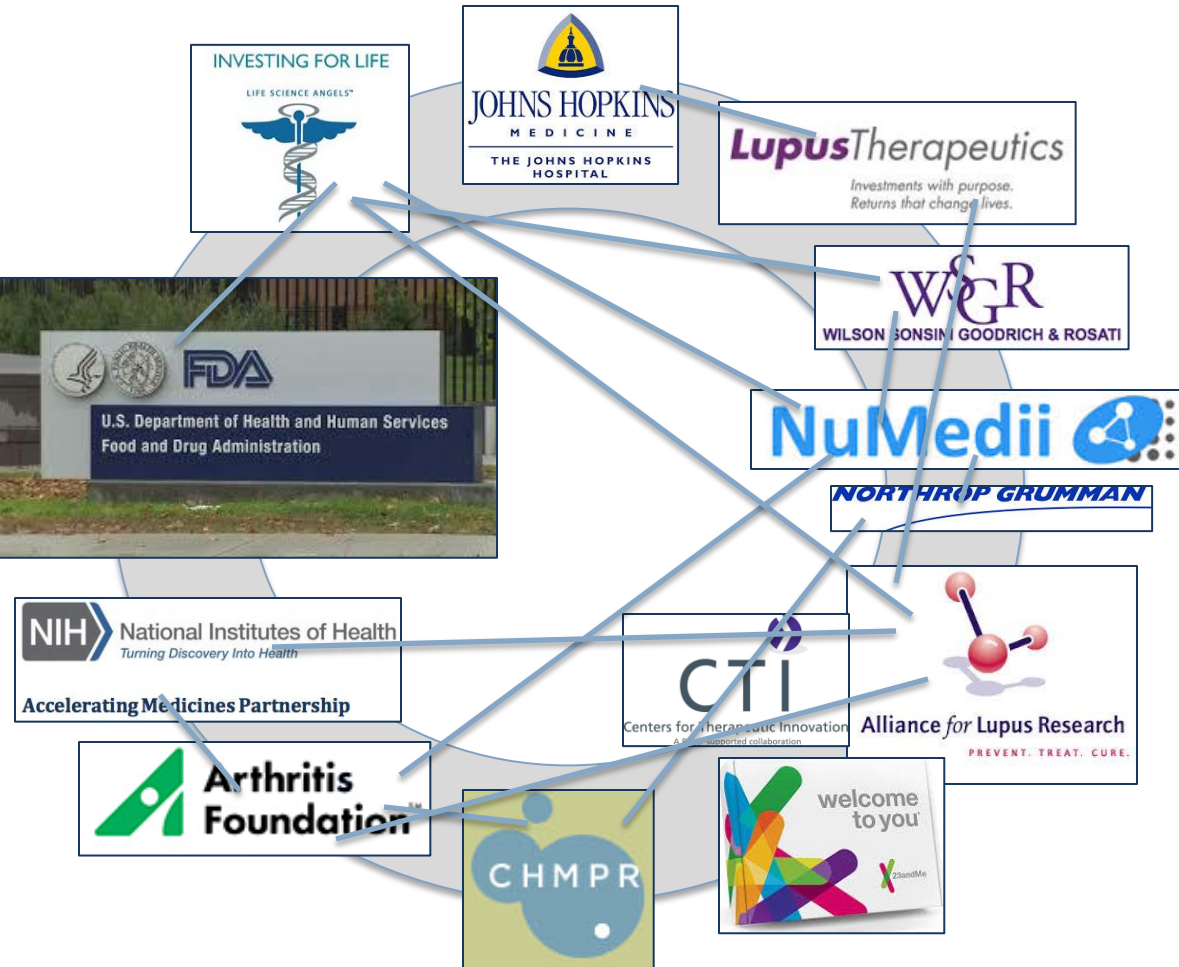
# HOW DO THE 'ACCIDENTAL ANGELS' OF LUPUS SCAFFOLD INDUSTRY & GOV'T?



## The Role of Three Forces:

- The role of misfortune
- The spectacular role of network effects...network of human relationships in the 'life interface' of an angel
- The role of venture philanthropy and impact investing

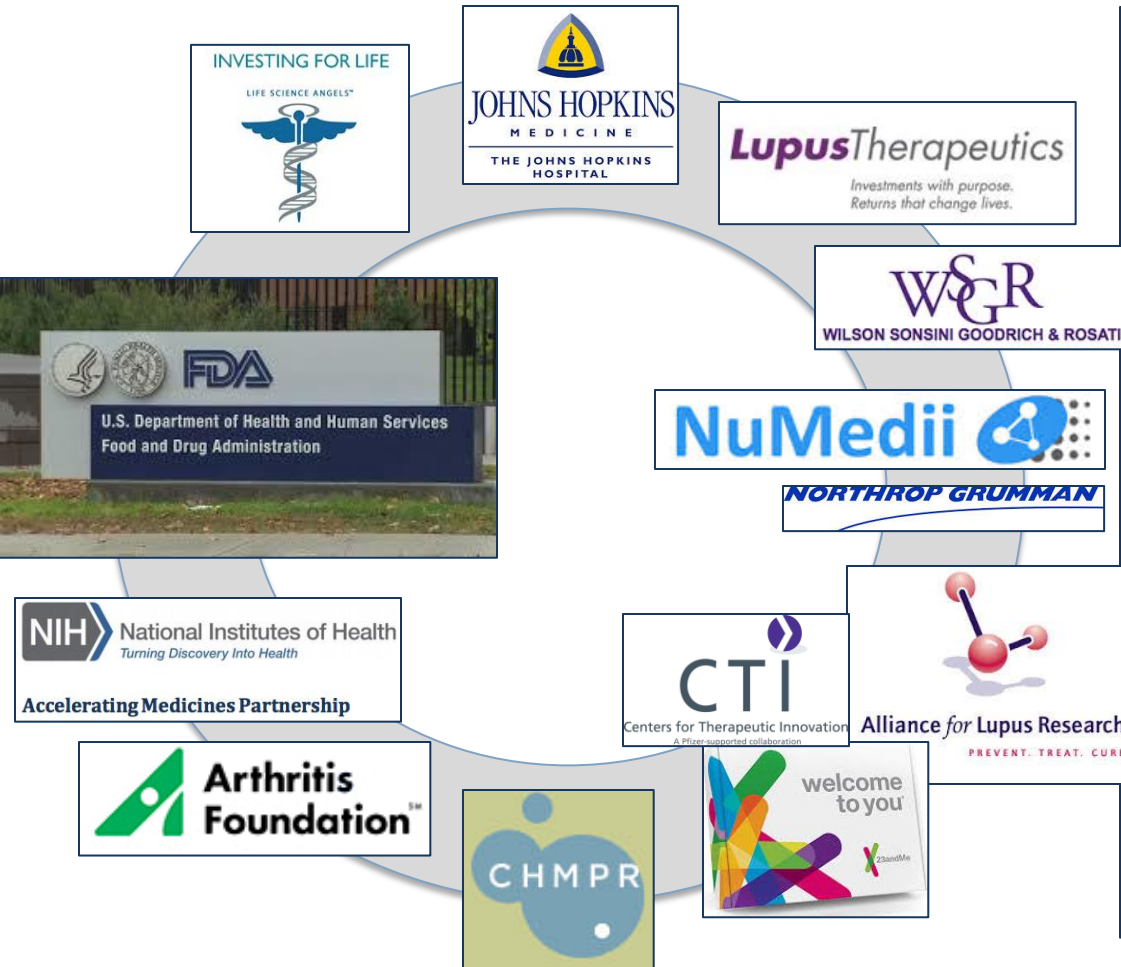
# THE SPECTACULAR FORCE OF NETWORKS: THE 'LIFE INTERFACE' OF THE ANGEL



- Simple cell phone and email infrastructure
- Social media algorithms pale
- Speed, accuracy and results. No patience for bureaucracy.
- Open-minded in a way academics and agencies sometimes are not



# THE ROLE OF VENTURE PHILANTHROPY AND IMPACT INVESTING IN LUPUS



- Impact of Alliance for Lupus Research
  - <https://www.youtube.com/watch?v=d7LErQph8bE>
  - <https://www.youtube.com/watch?v=5qu8GFpH7wc>
  - <https://www.youtube.com/watch?v=F6dHrn8Eqag>
- Impact of Accelerating Medicines Partnership (AMP)
  - <https://www.youtube.com/watch?v=q1-vwwPSBQM>
- Impact of Life Science Angels
  - <http://lifescienceangels.com/portfolio/>

# Wrap-Up

- Thank You NAS-GUIRR and ACA
- ACA Website [www.angelcapitalassociation.org](http://www.angelcapitalassociation.org)
- ACA Annual Summit: May 9-11, 2016 Philadelphia
- Importance of good Public Policies (laws and regulations) on Innovation Ecosystem