



## ANGEL CAPITAL ASSOCIATION

### 2018 ACA Summit

The Westin Copley Place, Boston

**Wednesday, April 18**

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**2:00-2:45**

AMERICAN  
BALLROOM

**Orientation for New Summit Attendees**

***Marcia Dawood, ACA Membership Committee Chair***

Is this your first ACA Summit? Attend this session to get a lay of the land and make some early friends.

**ACA SUMMIT BEGINS**

**3:00-5:30**

AMERICAN BALLROOM

**Opening Session: Keynotes and Innovation Showcase**

**3:00**

**Welcome**

***Linda Smith, ACA Chair and Christopher Mirabile, Summit Co-Chair***

**3:10**

**The Things I've Learned from Investing in Women**

***Joanne Wilson, Gotham Gal Ventures***

**3:45**

**The Economic Outlook for Angel Investors**

***Jeffrey Mortimer, Director of Investment Strategy, BNY Mellon***

**4:30**

**The Power of Diversity to Grow Profits and Returns**

***Tom Crowell, CEO, Tufts Health Plan***

***Interviewed by Shirley Leung, The Boston Globe***

**5:15**

**Innovation Showcase**

Fast pitches by interesting companies. Provide your feedback on each startup via the "Showcase" module in the Summit mobile app.

**Abilis Life Sciences, Inc.** (Washington, DC) – Life Science

**Astarte Medical Partners** (Yardley, PA) – Software/Internet/IT

**Aeronics** (Pittsburgh, PA) – Life Science

**AirStoveOne** (Kanata, ON) – CleanTech

**Alba-Technic, LLC** (Winthrop, ME) – Materials Tech

**5:30**

**Annual Member Meeting**

***Linda Smith, ACA Chair***

***Parker MacDonell, ACA Secretary-Treasurer and Nominations Chair***

**5:45-7:30**

3 AND 4 FOYERS

**Opening Reception**

Connect with your colleagues, meet new friends, and see how ACA's annual partners and sponsors can add value to your world.

**7:00 on**

**Affinity Dinners (off-site)**

## Thursday, April 19

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### 7:00-7:50 Breakfast Briefings – Select Your Breakfast

INDEPENDENCE

#### **Propel(Live) – Startup Pitch**

ACA and Propel(x) have jointly selected three startups to participate in Propel(Live), a program that features cutting edge startups available for live pitching, networking and investment via Propel(x). Investor transaction and carry fees are waived during the ACA Summit. These startups were selected based on the following criteria: quality of the executive team, impact of their innovation, traction with prominent angels and ability to pitch and showcase their business.

*Please note that the startups participating in Propel(Live) are offering their Securities through North Capital Private Securities Corp., member FINRA / SIPC. Investments in early-stage companies are illiquid and carry a significant risk of complete loss of invested capital.*

ESSEX SOUTH

#### **Connected Community National Angel Fund (Seraph Group)**

Come hear about the launch of a new combination local and national angel investment model. Smart investing means finding the best deals, leveraging unique expertise and building a diversified portfolio. How can you do this efficiently? How can you blend the advantages you have in your local community with your desire to gain exposure to hot companies outside your community? Grab breakfast and see how you can participate or even help lead the effort.

ESSEX NORTH

#### **Dolphin Tank**

The Dolphin Tank®, hosted by Springboard Enterprises, is a “helpful feedback-driven” pitch session for entrepreneurs to receive constructive insights from knowledgeable professionals. Dolphin Tanks aren’t about sharks or competing for the best idea – they’re about channeling the expertise of the people in the room. The session will be an interactive discussion led by an expert panel that focuses on one thing: “How can we help?” The objective is to provide connections and advice to enable entrepreneurs to overcome their challenges and capitalize on opportunities. You won’t want to miss it!

ST. GEORGE

#### **Corporate Synergies with Angel Portfolio Companies (Proseeder)**

Join this discussion of how angel groups can connect their portfolio companies to the corporate venture and innovation ecosystem of Fortune 500 companies for partnerships, follow-on investment and exits.

STAFFORDSHIRE

#### **Achieving Maximum Value from Private Banks (Cambridge Trust)**

Angels understand that dilution impacts our returns more than valuation, so we encourage our portfolio companies to seek non-dilutive capital at the earliest possible juncture. But this does not suggest that entrepreneurs should delay crafting a commercial banking strategy until they are confident the venture is “bankable.” Cambridge Trust caters to New England’s innovation community, and two of its executives will provide insights into ways to derive maximum value from a banking strategy. Entrepreneurs, angels, and especially angel directors will benefit from their candor and experience.

ESSEX CENTER

#### **The Future Is Impact**

Are you an impact investor or want to learn more about impact investing? Join us for a discussion on how we can align our values with our investment strategy and do well by investing in companies doing good. We will provide a summary of deliverables and next steps coming out of our Impact Investor Landscape Mapping Event from April 17, as well as hear from investors from the Next Wave Network, Investors’ Circle, and others about how we are syndicating deals that seek both financial and social returns from the companies that they invest in. Grab the breakfast provided and join us to learn more.

### 8:00- 9:30 **Morning Keynotes and Innovation Showcase**

AMERICAN BALLROOM

8:00-8:30

**Keynote: Data, Algorithms and Insights: Introducing the New Playbook for Startup Investing**  
***Swati Chaturvedi, CEO, Propel(x)***

8:30-9:15

**Keynote: ON Innovation – Building Innovation in Our Increasingly Digital World**  
***Terry Jones, Founder of Travelocity.com and Founding Chairman of Kayak.com***

9:15-9:30

**Innovation Showcase**

Fast pitches by interesting companies. Provide your feedback on each startup via the “Showcase” module in the Summit mobile app.

**Circadiance** (Pittsburgh, PA) – Life Science

**Go Together/ CarpooltoSchool** (Washington, DC) – Software/Internet/IT

**CuronBiotech** (Shaker Heights, OH) – Life Science

**CarLabs** (Calabasas, CA) – Software/Internet/IT

**Bonnti** (Washington, DC) – Consumer Product

**BlockSafe Technologies, Inc.**® (Edison, NJ) – Software/Internet/IT

9:45-10:30

**Concurrent Sessions**

INDEPENDENCE

**Propel(Live) Startup Session – Cleantech Startup**

Backed by Maine Angels, Maine Venture Fund, LearnLaunch and others.

***Introduced by Jean Hammond (invited), LearnLaunch and multiple angel groups.***

ESSEX NORTH

**How Women Are Changing the Angel Field**

***Anu Pansare, Houston Angel Network***

***Asha Collins, Pipeline Angels***

***Deb Kemper, Golden Seeds***

***Jenny Tooth, UK Business Angels Association/ Business Angels Europe***

Women investors are not only growing as a percentage of angels in the US and Canada, but they are also taking the lead in innovations for everything from models for investing and mentoring to new ways to attract and educate new investors. As a special bonus, hear about a new research study on the barriers and opportunities for women investors in Europe.

ESSEX CENTER

**Leveraging Technology and Power Tips for Mature Groups**

***Ben Pidgeon, VisionTech Partners***

***Jodi Collier, Launchpad Venture Group***

Two angel group leaders discuss some of the things they have seen help in the running of an angel group and some of things that don't work. Our hope is that people will walk away with some practical ideas of tools/technologies that they may want to implement around (1) deal flow, (2) communication, (3) running meetings and (4) member retention.

ESSEX SOUTH

**Valuing Startups: A New and Nuanced Approach**

***Hambleton Lord, Launchpad Venture Group***

***Christopher Mirabile, Launchpad Venture Group***

Valuing early stage companies is never easy. By applying a thoughtful approach, setting an appropriate valuation does not have to be a complete guess. In this interactive workshop, we will briefly survey current valuation methods. Next, we will introduce a new, comprehensive, “realism” based framework anyone can adopt to better understand the drivers and trade-offs involved in valuing startups. Attendees will leave with the skills and framework to be more consistent and more confident in the valuations they review and/or negotiate. This class will contain advanced concepts for experienced angels and deal leads, but it is designed to provide insights for newer angels as well.

STAFFORDSHIRE

**Blockchain Opportunities Beyond Currencies and ICOs**

***Ty Danco, Angel Investor and Mentor***

***Alfred Browne, Cooley LLP***

***Hadley Stern, Fidelity Investments***

***Xiaochen Zhang, FinTech4Good***

The concept of the Blockchain enables the transfer of secure information over an unsecured network. It is a revolutionary technology which allows digital information to be distributed, but not copied. This session will educate angel investors on the potential Blockchain technology has in FinTech and other industries.

ST. GEORGE

**The Wisdom of Hunting Game Smaller Than Unicorns**

***Dan Rosen, Alliance of Angels***

***Lauren Flanagan, BELLE Capital USA***

Low odds and high dilution suggest that hunting unicorns is an unwise strategy for angels, particularly if that is the only strategy. Fortunately, adequate returns can be enjoyed from ventures that exit at \$100 million

or less. Two angels present the unicorn case and discuss specific tactics angels should follow to hit their investment hurdle rate from smaller M&A liquidity events, or a blend of planned returns.

**10:30-11:00      Networking Break (In Foyers)**

**11:00-11:45      Concurrent Sessions**

INDEPENDENCE      **Propel(Live) Startup Session – Augmented Reality and AI Based Medical Device Startup** Backed by the Newton Fund and others  
*Introduced by Vikram Simha, Informatics in Context Inc.*

ESSEX NORTH      **The New Breed of Seed VCs**  
*Juliana Garaizar, Houston Angel Network*  
*Melissa Bradley, Project 500*  
*Trish Costello, Portfolia*  
*Angela Jackson, Portland Seed Fund*

As a new breed of VCs exert their financial power—led by women, people of color, millennials--new models, approaches and value are proving to be highly successful for 21<sup>st</sup> century innovation. These speakers represent some of the most innovative new designs and approaches, blurring the lines of high value angel investing and venture capital, and providing new opportunities for innovative solutions and development of wealth.

ESSEX CENTER      **Extending Membership Through Online Platforms**  
*Kiki Tidwell, Element 8*  
*Faz Bashi, Life Science Angels*  
*Eric Berman, Element 8*

Angel groups would like to increase membership, expand beyond geographic limitations, encourage more active member participation in due diligence, get more checks written and syndicate. Growth in online platforms has been exponential - can platforms help solve these pain points for angel groups? Angels with experience working with these platforms will discuss some of the various platform models and how they can work best with the realities and needs of a non-profit angel group.

ESSEX SOUTH      **What (Probably?) Works in Early-Stage Investing**  
*John Lilly, Lateral Capital Management*

With investments to-date in 60 early-stage companies and plans to do 100 more, John Lilly has concluded that much of what he was first told about how to be successful as an angel investor isn't always right. This presentation reviews 13 different "We Don't Do" elements which have so far produced about a 3X actual and projected return for Lateral Capital. Many of the points are controversial ("We bet on the horse, not the jockey"), but the approach here is to challenge traditional wisdom.

STAFFORDSHIRE      **Cyber, EdTech and Advanced Manufacturing/ IoT: Three Hot Sectors for Angel Investors**  
*Jean Hammond, LearnLaunch, Golden Seeds, Launchpad Venture Group, Hub Angels*  
*Professor Alex "Sandy" Pentland, MIT Media Lab*  
*Steven Taub, GE Ventures*

Hear two TED-styled talks and an interview focusing on these critical technology sectors, where opportunities abound for angel investors. Sandy Pentland is one of the most cited social scientists in the world, and runs MIT's Media Lab entrepreneurship program. Jean Hammond is a Boston-local super angel, and is a passionate advocate about improving education through innovation. Steve Taub is Senior Director of GE Ventures and a very active investor in the advanced manufacturing and industrial Internet of Things space. They'll talk about "what every angel investor should know" about cyber security, education technology and advanced manufacturing/IoT.

ST. GEORGE      **Improving Outcomes with Data Analysis**  
*John Harbison, Tech Coast Angels*  
*Hambleton Lord, Launchpad Venture Group*  
*Rick Timmins, Central Texas Angel Network*

Gathering data from angel group members requires much effort, yet remains the best way to hone investment strategy and tactics as an angel portfolio matures. Three leaders present their group's data and discuss the course corrections they have made as a result of their analytics. Their metrics should interest any group leader or individual angel seeking to improve returns via lessons learned by others.

**11:45-12:30**  
GREAT REPUBLIC

**Serving You: The Latest on ACA's Public Policy Work**

*Angela Jackson, Portland Seed Fund*

*Chris McCannell, Eris Group*

*Greg Mesack, Eris Group*

ACA works every day with our political affairs firm, Eris Group, to ensure our members have the best possible environment to invest in. Get the latest on what's going on in Washington, DC and ask the experts your questions!

**12:00-2:00 Lunch with Keynote Speaker and Awards**

AMERICAN BALLROOM

**12:30-12:45**

**Innovation Showcase**

Fast pitches by interesting companies. Provide your feedback on each startup via the "Showcase" module in the Summit mobile app.

**Hillhurst Biopharmaceuticals** (Montrose, CA) – Life Science

**Otonexus** (Seattle) – Software/Internet/IT

**Salarius Pharmaceuticals** (Houston) – Life Science

**MITO Material Solutions** (Stillwater, OK) - CleanTech

**ACA Angel Funders Report – Rick Timmins, ACA Data Analytics Committee**

**12:45-1:30**

**Keynote Panel: Insights from Angels Who Have Backed 100+ Companies Each**

*Dave Berkus, Tech Coast Angels/ Wayfair Ventures*

*Mike Cegelski, Panache Ventures/ 500 Startups Canada*

*Jean Hammond, LearnLaunch/ Golden Seeds, Launchpad Venture Group, Hub Angels*

*Interviewed by David Verrill, Hub Angels and ACA Summit Co-Chair*

**1:30-2:00**

**Presentation of the Luis Villalobos and Hans Severiens Awards**

*Richard Sudek, Tech Coast Angels (for the Luis Villalobos Award)*

*Catherine Mott, BlueTree Allied Angels (for the Hans Severiens Award)*

Awards ceremony where you get to hear from four ACA member portfolio companies that are finalists for the Luis Villalobos Award, given to the most innovative companies. Following that award, the person who has made the biggest impact on the angel field is awarded the Hans Severiens Award.

**2:15-3:00**

**Concurrent Sessions**

INDEPENDENCE

**Propel(Live) Startup Session – Medical Device Startup**

Backed by Thiel Foundation, National Science Foundation and others

*Introduced by Lauren Flanagan, BELLE Capital USA and Springboard Enterprises*

ESSEX NORTH

**Family Offices Are Doing More Direct Investment**

*James Cornell, TIGER 21/ Fiduciary Partners LLC*

*Kim Pasquino, Wake Stream Ventures*

One of the largest shifts in early-stage private investing is the entrance of family offices, both in the innovation-laden coasts and around the country. As different in their motivations as the traditional angel, family offices and the vehicles and staffs they employ, provide an opportunity to enrich the innovation landscape and enhance returns. This session delves into various approaches used by family offices in their private investing and how to make it work for all.

ESSEX CENTER

**Developing Culture to Drive Investor Engagement**

*Laura McCoolidge Classen, Mid-America Angels*

*Gale Bowman, IrishAngels*

Join us for a presentation and discussion of easy to implement tips and tricks to improve culture, resulting in increased member engagement. Topics covered include increasing meeting attendance, due diligence participation, overall number of investments completed and number of investors participating in each deal as well as methods to streamline communications.

ESSEX SOUTH

**The Art of the Deal: Best Practices in Leading an Angel Round**

***Ron Weissman, Band of Angels***

As investors, we often focus on the prospective investee company’s product, vision and team. But if we like the deal, how do we actually get it over the finish line? How do we form teams, keep members involved and turn an exciting dinner meeting talk by a great CEO into an executed deal? This session will discuss best practices for the key elements of deal making: diligence, valuation, managing and motivating deal teams, negotiating fair deal terms and post-deal follow-up. The session will be interactive so please bring your toughest deals with you!

STAFFORDSHIRE

**AI and ML: Separating Transformative Opportunities from Hype**

***Jason Pontin, Flagship Pioneering***

***Sarah Fay, Glasswing Ventures***

***Slater Victoroff, Indico***

Artificial Intelligence and Machine Learning (AI/ML) is one of the most exciting and transformative opportunities of our time. The rise in AI/ML investments are creating significant momentum for us to jump in — or risk not having a seat at the table. However, the hype about AI/ML makes it difficult for experienced investors to understand where the real value, innovation and risks are. Through this session we’ll gain insight into AI/ML opportunities, risks and potential returns.

ST. GEORGE

**Executing Effective Exit Strategies**

***Frank Apeseche, Amstar***

***Robert Gervis, Launchpad Venture Group***

Attendees will glean exit strategies and tactics from two seasoned angels with deep involvement as Directors, CEOs and Finance Executives of many public and private companies across multiple industries. They have experienced numerous liquidity events (including IPOs) from the company, angel investors’ and lawyer’s perspective.

**3:00-3:15 Break (In Foyers)**

**3:15-4:15 Hot Topic Roundtables – Select the Discussion That Most Interests You**

EMPIRE	Cross Border Investing
ESSEX SOUTH	Deal Flow – How to Attract the Best Companies & Deals
ESSEX CENTER	Experienced Angels - Investors with 30+ Investments
ESSEX NORTH	Female Investors – What Initiatives Have Activated & Engaged More Women?
ST. GEORGE CD	Funding for Your Work – Talk with Government Reps on Enhancing Angel Communities
ST. GEORGE AB	ICOs – Are Initial Coin Offerings Friends or Foes of Angels?
STAFFORDSHIRE	Impact Investing – Aligning Values and Passions with Good Companies
GREAT REPUBLIC	KPI Metrics for Fast Growing Companies
AMERICAN	Negotiating the Best Deals

**4:15-4:30 Break**

**4:30-5:30 Keynotes and Innovation Showcase**

AMERICAN BALLROOM

**Innovation Showcase**

Fast pitches by interesting companies. Provide your feedback on each startup via the “Showcase” module in the Summit mobile app.

4:30	<b>PlenOptika, Inc.</b> (Alston, MA) – Life Science <b>Precision Image Analysis</b> (Kirkland, WA) – Software/Internet/IT <b>Onboard Dynamics</b> (Bend, OR) – CleanTech <b>SouSou</b> (Washington, DC) – Software/Internet/IT
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**4:40 Keynote - Can Your Questions and Actions Impact Your Returns?**

***Dana Kanze, Columbia University and***

***Rania Anderson, The Way Women Work/ Women’s Capital Connection***

Does our unconscious bias impact our investment decisions? How you frame questions and interact with entrepreneurs could influence your investment decisions. Dana Kanze, Columbia University Doctoral Fellow, reveals research between the questions we ask male and female entrepreneurs. Rania Anderson,

angel investor and founder of The Way Women Work, outlines how to transform your awareness into actions that make a difference.

5:25

**Innovation Showcase**

Fast pitches by interesting companies. Provide your feedback on each startup via the “Showcase” module in the Summit mobile app.

**TouchJet USA** (Campbell, CA) – Software/Internet/IT

**Words Liive** (Washington, DC) – Software/Internet/IT

**OpConnect** (Portland, OR) – CleanTech

**1World Online** (San Jose, CA) – Software/Internet/IT

5:35-7:00

**Reception and Venture Bucks with Innovation Showcase Companies** (In Both Foyers)

During this reception, we’ll hold a “Venture Bucks” competition for all Innovation Showcase companies.

7:00 on

**Affinity Dinners and Receptions** (off-site)

## Friday, April 20

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7:00 – 7:50

**Breakfast Briefings – Choose Your Session**

ESSEX SOUTH

**Angel Investment Opportunities in Cannabis (Salveo Capital)**

Get an understanding of the current cannabis industry landscape and the opportunities for investment and exit, led by an organization that has recently sold one of its portfolio companies in the space.

ESSEX NORTH

**Augmenting Decision Making (The Decision Platform)**

By combining AI, machine learning, big data, and human intelligence, TDP Data Systems accelerates Global 2000 corporate strategy and investment decision-making, including startup acquisition and partnering. Corporate functions can now analyze and generate data-driven insights in seconds, and in real time, which used to take them months or more. Join us for a presentation on how this same approach can be applied to the supply-side of startups and the angel community. Come grab the breakfast provided to learn more.

STAFFORDSHIRE

**The Future Is Impact**

Are you an impact investor or want to learn more about impact investing? Join us for a discussion on how we can align our values with our investment strategy and do well by investing in companies doing good. We will provide a summary of deliverables and next steps coming out of our Impact Investor Landscape Mapping Event from April 17, as well as hear from investors from the Next Wave Network, Investors’ Circle and others about how we are syndicating deals that seek both financial and social returns from the companies that they invest in. Grab the breakfast provided and join us to learn more.

ST. GEORGE

**University Angel Groups**

As the number and variety of angel networks and funds connected to universities grow, so does the opportunity to make valuable peer connections across these affinity groups. This lightly facilitated networking breakfast will provide a connection point for those building investing organizations connected university programs, entrepreneurs and/or alumni. We will explore smart practices for building and sustaining these groups and ways to support each other’s efforts.

ESSEX CENTER

**Using Predictive Data to Improve Returns (CrowdSmart)**

Lack of data presents a significant challenge in making profitable investments. All startups create predictive signals, but few investors advantageously capture and use these signals. These signals result from startup interactions with the market, prospects, customers and investors. Dr Thomas Kehler will show how collective intelligence and Bayesian learning create repeatable, scalable and scientifically grounded processes for improving investment decisions. He will show angel investors how to capture and use predictive data to improve investment results.

7:15-8:00

**Continental Breakfast** (In American Ballroom and Foyer)

**8:00-8:45**      **Closing Plenary Session**

AMERICAN BALLROOM

**Showcase Winner Ceremony**

**Investing in Deep-Science Startups on Behalf of the American Taxpayer**

*Interview of Dr. Ben Schrag, National Science Foundation by Cathy Connett, Sofia Angel Fund*

**How ACA's Work Affects Your Investing Activity – New Strategic Plan**

*Tony Shipley, ACA Vice Chairman*

**Keynote – Jenny Lawton, Chief Operating Officer, Techstars**

**9:00-9:45**      **Concurrent Sessions**

ESSEX NORTH

**How Non-Financial Unconscious Biases Drives Your Interest in Ventures - and How to Get Past Them**

*Lakshmi Balachandra, Babson College*

This session focuses on the subtle cues and non-verbal behaviors that influence angels to be favorably or unfavorably biased towards a venture following a pitch. Specifically, the session will explore how and why these cues and behaviors drive angel investor interest, specifically identifying the underlying rationales and implicit associations that lead to trust in the entrepreneur and funding interest in the venture. Participants will observe different real entrepreneur pitches (via videos) to angel investors, learn to identify different cues and behaviors entrepreneurs exhibit during the pitch as well as gendered venture qualities that act as subconscious biases. Then, we will explore techniques to combat and reassess the value of these non-financial influences when considering ventures for investment.

ESSEX CENTER

**Data to Dollars—ACA Angel Funders Report**

*Steve Flaim, Tech Coast Angels*

*Tony Shipley, Queen City Angels*

*Rick Timmins, Central Texas Angel Network*

*Jim Beddows, The Decision Platform*

*Raymond Luk, Hockeystick*

ACA is building the future to improve investment results for ACA members. Hear the initial findings of our first ever ACA Angel Funders Report, future strategies to support members and plans for new tools to make reporting easier for you.

ESSEX SOUTH

**What Angels Need to Know About Taxes in 2018**

*Kevin Learned, Boise Angel Alliance*

*Harry Tuul, Clifton Larson Allen*

Angels can improve our returns if we know about a few tax benefits and can make sure our accountants are up to speed too. This is a session with an expert CPA with information angels can understand. Get the info on how to benefit from your losses, to excluding gains in Qualified Small Business Stock, to changes in how carried interest is taxed – and more.

STAFFORDSHIRE

**ICOs and the Regulatory Quandary**

*Catherine Mott, BlueTree Allied Angels*

*Victor Santos, Airfox*

*Carol Van Cleef, Luminous Group, LLC/ LeClair Ryan*

*Mark T. Williams, Boston University*

430 ICO offerings raised \$4.6 Billion in 2017, and continue to be the subject of much debate. 40% of those ICO's failed within months of their offering. Recently the SEC made public comments to affirm that ICOs are a security offering and need to be registered with the SEC. This panel includes an attorney familiar with papering ICOs, and an entrepreneur who has successfully executed an ICO. Join us as we discuss the process for raising capital via an Initial Coin Offering and debate the viability of such offerings.



ST. GEORGE

### **You Can Do Good AND Make Money with Impact Investing**

*Bob Bridge, Southwest Angel Network*

*Allie Burns, Village Capital*

*Alexandra LaForge, Investors' Circle*

*Nancy Rosenzweig, Big Path Capital*

Experienced impact investors explain and discuss how others are successfully investing in startups which simultaneously have a positive impact in the world. "Doing good" isn't just for philanthropists.

9:45-10:00

Break (In Foyers)

10:00-10:45

Concurrent Sessions

ESSEX NORTH

### **How Can We Continue to Drive Diversity? Women, Veteran, LGBT, NexGen, Latina and Afro-American Focused Investors Are in Our Ecosystem**

*Marcia Dawood, Golden Seeds/Next Wave*

*Barbara Clarke, Pipeline Angels*

*Alicia Robb, Next Wave Ventures*

*Kwame Ulmer, Tech Coast Angels*

The best way to get more money into diverse entrepreneurs is to get more angels with an interest in inclusion and more diverse angels backing companies they want in the marketplace. This panel addresses both issues with angels, of all backgrounds, who have made it their mission to back diversity, and angels and groups that focus on activating NextGen, Women, LGBTQ and People of Color investors. Key also is ways to build more inclusive angel groups.

ESSEX CENTER

### **How to Better Drive the Success of Group Portfolio Companies**

*Peter Cowley, Cambridge Angels*

*Wendee Wolfson, Next Wave Impact/ New Dominion Angels*

Peter and Wendee share war stories, successes and tips they have gathered from decades of experience in helping portfolio companies with the mentoring, monitoring and other support that help companies be successful. Although the US and UK have been described as "two nations divided by a common language," there are many more similarities than differences in helping entrepreneurial journeys in each country.

ESSEX SOUTH

### **Syndication: Harnessing the Power of Angel Networks to Accelerate Funding and Increase Returns**

*Lisa Crump, Sofia Angel Investment Fund*

*Matt Dunbar, VentureSouth*

*John Harbison, Tech Coast Angels*

Angels are in a strong position to syndicate. Participants will gain power strategies to: leverage syndication opportunities; create and manage effective syndication strategies; optimize relationships to be in sync on expectations for due diligence, post-funding company support and communications. We'll include a "blitz-connect" exercise to help you establish more relationships.

STAFFORDSHIRE

### **Changes in Healthcare Delivery and Regulations Impacting Investing in Life Science Companies**

*Allan May, Life Science Angels*

*Chris Coburn, Partners HealthCare and Partners HealthCare International*

*James Jordan, Pittsburgh Life Sciences Greenhouse*

To be successful in life science investing, we must be constantly aware of changes in the regulatory and reimbursement environment. Recently, these factors have been further compounded by the structural changes in healthcare delivery created by hospital consolidations, mergers between insurers and providers, and "costs over outcomes" as key decisions for mass adoption. These drivers impact investment decisions for angel investors, and ultimately the strategy to achieve successful exit multiples.

ST. GEORGE

### **10 Things Learned from 10 Years of Impact Investing**

*Schuyler (Sky) Lance, SustainVC*

Early-stage impact investing *IS* angel investing – so what's different? What's the same? Learn from a veteran "super angel" investor how you can get the benefits, and avoid the pitfalls, of angel investing with the goal of successfully backing companies solving meaningful social and environmental problems with for-profit capital.

**10:45-11:15      Networking Break (In Foyers)**

**11:15-Noon      Concurrent Sessions**

ESSEX NORTH

**Models Angels Can Use to Enhance Deal Flow from Diverse Entrepreneurs**

*Meredith Haviland, Foley Hoag LLP*

*Janis Collins, The Refinery*

*Autumn Carter, Porfolia*

*Rachel Gutierrez, Bom Dia Brands*

*Kelly Sievers, Women's Capital Connection*

Tremendous company growth is coming from companies in 'fly-over' country, and those led by women, people of color and millennials. How do we tap into these high-potential networks and companies, speak their language, add value and share in the returns? This panel represents some of the top thinkers in the field, as well as new millennial practitioners who are shaking up the investing world.

ESSEX CENTER

**Working with VCs**

*Jodi Collier, Launchpad Venture Group*

*Walter M. (Jerry) Bird, MassVentures*

*Neil Chheda, Romulus Capital*

*Norm Meisner, Launchpad Venture Group*

*R. Gregg Stone, Launchpad Venture Group*

VCs and angels, all with experience working on deals together address: How do angels and VCs best work together, what are the best practices and pitfalls, and how can we learn from past mistakes? We'll highlight examples of how it can work well and what to do in the event things fall apart.

ESSEX SOUTH

**How to Spot a High Performing Team**

*Chris Wadden Pasadena Angels*

The one thing angel investors can agree upon is that the entrepreneur is the largest single factor for success. What methodologies are available to evaluate entrepreneurs, what is the foundation and is their supporting data to validate their use? In this session we will discuss a couple of different options and then reach out to the audience for their best practices:

- Classic applications: Steve Phrenzinger's application of Meyers Briggs
- Online testing with comparing against results from successful entrepreneurs. We will use Entremetrics as an example of the testing tools available.
- Academic research: There are several studies with early results.
- Audience best practices

We do not endorse any specific method. The goal is to create awareness of these applications and add to their investor tool box to help make better investment decisions.

STAFFORDSHIRE

**Achieving Clean Energy Success in a Policy-Challenged Environment**

*Vivek Soni, TiE Boston Angels*

*Ryan Katofsky, Advanced Energy Economy*

*Mitch Tyson, Clean Energy Venture Group*

*Tibor Toth, Massachusetts Clean Energy Center*

What are the major changes in energy policy at the federal level and how are states, businesses and investors dealing with the changes? At a time when there is confusion about energy policy, this group of experts discuss opportunities for growth and success in investing in the clean energy sector.

ST. GEORGE

**Investing WITHOUT Waiting for Exits**

*Luni Libes, Fledge*

It sounds crazy and presumptuous to say that angels are investing all wrong, but for 99.9% of angel investments, it's true. The flaw comes in following the decades old paradigm of making investments where the only return comes from exits. This only gets truer for impact investing (or investing outside of CA, NY, and Boston) in geographies and markets that have never seen an acquisition. This hands-on workshop will teach you alternative structures for investing without exits, including revenue-, dividend- and royalty-based structures used around the world today.

**12:00-12:45**

**Closing Lunch (In Essex Ballroom)**

1:00 – 6:00

AMERICAN BALLROOM

**Techstars Autonomous Tech Accelerator Demo Day**

This event will be in our hotel and [registration](#) is free. See 10 amazing companies in the Techstars Autonomous Tech Accelerator, meet the team, and a four-star general with the U.S. Air Force. Techstars specifically changed the date of the program for ACA Summit attendees. The Techstars Autonomous Technology Accelerator with the U.S. Air Force is based in Boston. The U.S. military is an innovation driver, serving as the primary funder for early growth of Silicon Valley. It focuses on commercially viable startups with dual-purpose technologies - a private sector and a government application, including companies with autonomous technology with the ability to detect, track, identify, characterize, attribute and mitigate unmanned aerial systems, or anything related.

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