



ANGEL CAPITAL ASSOCIATION
2018 ACA Summit
Agenda

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|----------------------------|-------------|--|--|---|--|
| Wednesday, April 18 | 7:30 | <i>Registration</i> | | | |
| | 8:00 – 2:30 | Fundamentals of Angel Investing: Registration and coffee – 8:00 Programming - 8:30 – Noon <i>Essex North</i> | Boston Startup Ecosystem Tour: Registration - 8:00 Buses leave at 8:45 and return at 2:30 | International Exchange Workshop: 8:30 – 2:30 <i>Essex Center</i> | Portfolia’s Annual Women’s Investor Summit: 8:00 – 2:00 <i>Essex South</i> |
| | 2:00 – 2:45 | Orientation for New Summit Attendees <i>American Ballroom</i> | | | |
| | 3:00 – 5:30 | Opening Keynotes/ Innovation Showcase The Things I’ve Learned from Investing in Women – Joanne Wilson, Gotham Gal Ventures The Economic Outlook for Angel Investors - Jeffrey Mortimer, BNY Mellon The Power of Diversity to Grow Profits and Returns - Tom Croswell, Tufts Health Plan, interviewed by Shirley Leung, The Boston Globe Innovation Showcase Companies <i>American Ballroom</i> | | | |
| | 5:30 – 5:45 | Annual Member Meeting <i>American Ballroom</i> | | | |
| | 5:45 – 7:30 | Opening Reception <i>Foyers on 3rd and 4th Floors</i> | | | |
| | 7:00 on | Affinity Dinners – on your own or with colleagues | | | |

For WiFi Access:

- 1. Select the Angel Capital Network**
- 2. Open your browser**
- 3. Enter access code: acasummit18**
- 4. Press “next”**
- 5. Review & Agree to terms and conditions**

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| 7:00 | <i>Registration</i> | | | | | |
| 7:00 – 7:50 | Breakfast Briefing – Propel(Live) Startup Pitch <i>Independence</i> | Breakfast Briefing – Dolphin Tank <i>Essex North</i> | Corporate Synergies with Angel Portfolio Companies <i>St. George</i> | Breakfast Briefing – The Future Is Impact <i>Essex Center</i> | Breakfast Briefing – Connected Community National Angel Fund (Seraph Group) <i>Essex South</i> | Breakfast Briefing – Achieving Maximum Value from Private Banks (Cambridge Trust) <i>Staffordshire</i> |
| 7:15 - 8:00 | Continental Breakfast <i>American Ballroom</i> | | | | | |
| 8:00 - 9:30 | Keynote - Data Algorithms & Insights: Introducing the New Playbook for Startup Investing – Swati Chaturvedi, Propel(x) Keynote – ON Innovation – Building Innovation in Our Increasingly Digital World, Terry Jones, Founder of Travelocity and Kayak.com Innovation Showcase Companies <i>American Ballroom</i> | | | | | |
| 9:30 – 9:45 | Networking Break | | | | | |
| TRACKS | <i>CHANGING FACE OF ANGELS</i> <i>(Essex North)</i> | <i>RUNNING ANGEL GROUPS</i> <i>(Essex Center)</i> | <i>NUTS & BOLTS OF INVESTING</i> <i>(Essex South)</i> | <i>INVESTING IN DISRUPTIVE TECHNOLOGIES</i> <i>(Staffordshire)</i> | <i>THE CHANGING EXIT CLIMATE</i> <i>(St. George)</i> | <i>PROPEL(LIVE)</i> <i>(Independence)</i> |
| 9:45 – 10:30 | How Women are Changing the Angel Field | Leveraging Technology & Power Tips for Mature Groups | Valuing Startups: A New and Nuanced Approach | Blockchain Opportunities Beyond Currencies and ICOs | The Wisdom of Hunting Game Smaller Than Unicorns | Propel(Live) - Cleantech Startup |
| 10:30 – 11:00 | Networking Break | | | | | |
| 11:00 – 11:45 | The New Breed of Seed VCs | Extending Membership Through Online Platforms | What (Probably?) Works in Early-Stage Investing | Cyber, EdTech & IoT: Three Hot Sectors for Angel Investors | Improving Outcomes with Data Analysis | Propel(Live) - Augmented Reality & AI Based Medical Device Startup |
| 11:45-12:00 | Networking Break | | | | | |
| 11:45 – 12:30 | Serving You: The Latest on ACA’s Public Policy Work <i>Great Republic</i> | | | | | |
| 12:00-2:00 | Lunch with Keynote Speaker and Awards Innovation Showcase Companies 12:45-1:30 – Keynote Panel: Dave Berkus, Mike Cegelski and Jean Hammond, interviewed by David Verrill 1:30–2:00 – Presentation of the Luis Villalobos Award Finalists and Winner, followed by presentation of the Hans Severiens Award <i>American Ballroom</i> | | | | | |
| 2:00-2:15 | Networking Break | | | | | |
| 2:15-3:00 | Family Offices are Doing More Direct Investment | Developing Culture to Drive Investor Engagement | The Art of the Deal: Best Practices in Leading an Angel Round | AI & ML: Separating Transformative Opportunities from Hype | Executing Effective Exit Strategies | Propel(Live) - Medical Device Startup |

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| Thursday, April 19 | 3:00-3:15 | Networking Break | | | | |
| | 3:15-4:15 | Ten Hot Topic Roundtables: <i>Empire</i> Cross Border Investing <i>Essex South</i> Deal Flow – How to Attract the Best Companies & Deals <i>Essex Center</i> Experienced Angels - Investors with 30+ Investments <i>Essex North</i> Female Investors – What Initiatives Have Activated & Engaged More Women? <i>St. George CD</i> Funding for Your Work – Talk with Government Reps on Enhancing Angel Communities <i>St. George AB</i> ICOs – Are Initial Coin Offerings Friends or Foes of Angels? <i>Staffordshire</i> Impact Investing – Aligning Values & Passions with Good Companies <i>Great Republic</i> KPI Metrics for Fast Growing Companies <i>American</i> Negotiating the Best Deals | | | | |
| | 4:15-4:30 | Networking Break | | | | |
| | 4:30-5:30 | Innovation Showcase Companies Keynote - Can Your Questions and Actions Impact Your Returns? - Dana Kanze, Columbia University & Rania Anderson, The Way Women Work Innovation Showcase Companies <i>American Ballroom</i> | | | | |
| | 5:30-7:00 | Reception and Venture Bucks with Innovation Showcase Companies During this reception, we'll hold a "Venture Bucks" competition for all Innovation Showcase companies. <i>Foyers on 3rd and 4th Floor</i> | | | | |
| | 7:00 on | Affinity Dinners – on your own or with colleagues | | | | |
| | Friday, April 20 | 7:00 | <i>Registration</i> | | | |
| 7:00 – 8:00 | | Breakfast Briefing – Angel Investment Opportunities in Cannabis (Salveo Captial) <i>Essex South</i> | Breakfast Briefing – The Future Is Impact <i>Staffordshire</i> | Breakfast Briefing – Augmenting Decision Making (The Decision Platform) <i>Essex North</i> | Breakfast Briefing – University Angel Groups <i>St. George</i> | Breakfast Briefing – Using Predictive Data to Improve Returns (CrowdSmart) <i>Essex Center</i> |
| 7:15-8:00 | | Continental Breakfast <i>American Ballroom and Foyer</i> | | | | |
| 8:00-8:45 | | Showcase Winner Ceremony Investing in Deep-Science Startups on Behalf of the American Taxpayer – Dr. Ben Schrag, National Science Foundation How ACA's Work Affects Your Investment Activity – New Strategic Plan – Tony Shipley, ACA Vice Chairman Keynote – Jenny Lawton, Techstars <i>American Ballroom</i> | | | | |
| TRACKS | | UNCONCIOUS BIAS/ CHANGING FACE OF ANGELS <i>(Essex North)</i> | RUNNING ANGEL GROUPS <i>(Essex Center)</i> | NUTS & BOLTS OF INVESTING <i>(Essex South)</i> | CHANGES IN POLICY CLIMATE <i>(Staffordshire)</i> | GROWTH OF IMPACT INVESTING <i>(St. George)</i> |

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| Friday, April 20 | 9:00-9:45 | How Non-Financial Unconscious Biases Drives Your Interest in Ventures – and How to Get Past Them | Data to Dollars – ACA Angel Funders Report | What Angels Need to Know About Taxes in 2018 | ICOs and the Regulatory Quandary | You Can Do Good AND Make Money with Impact Investing |
| | 9:45-10:00 | Networking Break | | | | |
| | 10:00-10:45 | How Can We Continue to Drive Diversity? Women, Veteran, LGBT, NexGen, Latina, Afro-American Focused Investors Are in Our Ecosystem | How to Better Drive the Success of Group Portfolio Companies | Syndication: Harnessing the Power of Angel Networks to Accelerate Funding and Increase Returns | Changes in Healthcare Delivery and Regulations Impacting Investing in Life Science Companies | 10 Things Learned from 10 Years of Impact Investing |
| | 10:45-11:15 | Networking Break | | | | |
| | 11:15-12:00 | Models Angels Can Use to Enhance Deal Flow from Diverse Entrepreneurs | Working with VCs | How to Spot a High Performing Team | Achieving Clean Energy Success in a Policy-Challenged Environment | Investing WITHOUT Waiting for Exits |
| | 12:00-12:45 | Lunch <i>Essex Ballroom</i> | | | | |
| | 1:00-6:00 | Techstars Autonomous Tech Accelerator Demo Day <i>American Ballroom</i> | | | | |

Plenaries are on the 3rd floor with breakouts on the 4th and 7th floors. Be sure to check out our great sponsors and Innovation Showcase companies on the 3rd and 4th floors.



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