



ANGEL CAPITAL ASSOCIATION

Funding for Innovation in Your Region

January 8, 2020

HOW TO GET VALUE FROM THIS DEMO



- Use chat to submit questions
- Yes, you'll get the slides and video
- We're recording, so come back and listen again
- Contact Heather Krejci with questions:
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ANGEL CAPITAL ASSOCIATION TODAY

World's largest association of active accredited angel investors - www.angelcapitalassociation.org



14,000+ investors across North America



Data Analytics



Gold Standard
Education



Advocacy in DC



Great Connections

Mission: fuel the success of the accredited angel investor community
through advocacy, education, data and connection building



ANGEL CAPITAL ASSOCIATION



REGIONAL INNOVATION STRATEGIES

Office of INNOVATION *and* ENTREPRENEURSHIP

8 January 2020

INNOVATION. REGIONAL COLLABORATION. JOB CREATION.



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The REGIONAL INNOVATION STRATEGIES (RIS) PROGRAM was authorized by the America COMPETES Reauthorization Act of 2010, as amended by the Revitalize American Manufacturing and Innovation Act of 2014 (15 U.S.C. § 3722), and aims to SPUR INNOVATION CAPACITY-BUILDING ACTIVITIES IN REGIONS ACROSS THE NATION.



EDA's 2019 REGIONAL INNOVATION STRATEGIES PROGRAM consisted of the 16 CHALLENGE and SEED FUND SUPPORT grant competitions.





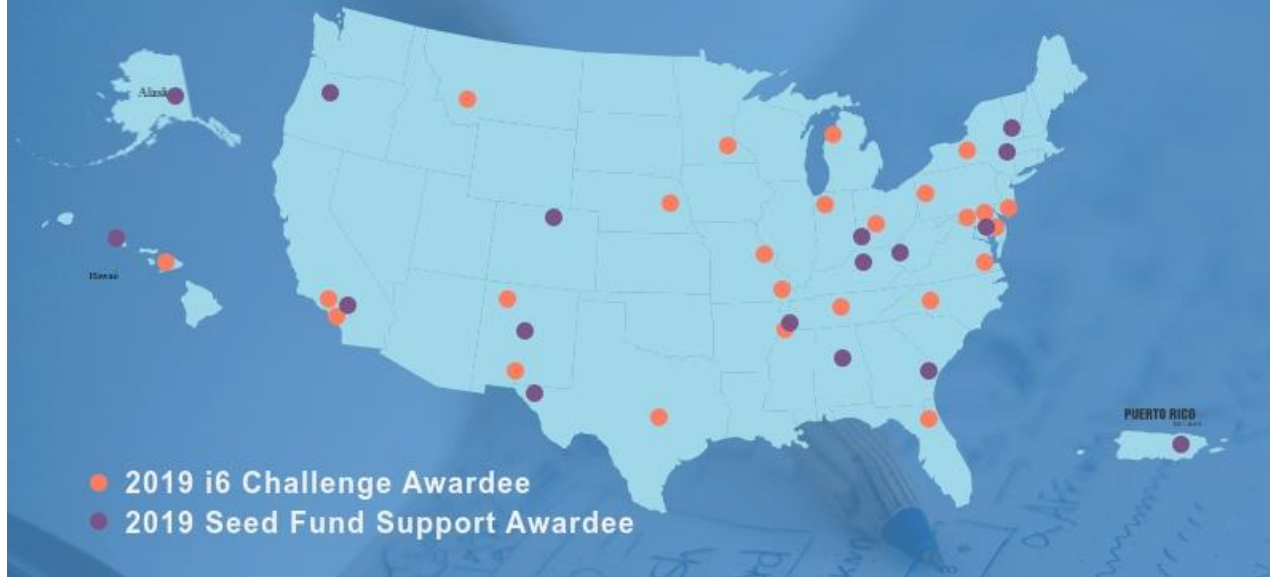
SINCE THE FIRST ROUND OF RIS IN 2014 . . .

- **224 Investments in 47 states & 2 territories**
- **\$100 MILLION in Federal funding**
- **\$120 MILLION in community match**
- **>8,200 jobs**
- **>\$1 BILLION in follow-on capital**

project profiles @ <https://www.eda.gov/oie/historical/>



2019 Regional Innovation Strategies Awardee Cohort





The i6 CHALLENGE funds a range of programs and services that support innovation-based, high-growth entrepreneurship and startup acceleration through services such as TECHNOLOGY ADVISEMENT, MARKET EVALUATION, BUSINESS PLANNING, MENTORSHIP, and ACCESS TO EARLY-STAGE CAPITAL.

Project funds CANNOT be given directly to startups.



 **2017 i6 Awardee**

\$700,000+
Investment capital raised



86

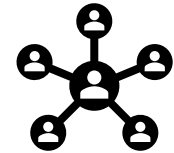
Mentoring and Coaching Sessions



Mohawk Valley Upstate Innovation Accelerator

Mohawk Valley Community College's Upstate Innovation Accelerator project builds on and interweaves existing entrepreneurial and technology resources in the Mohawk Valley region of upstate New York. The region is currently experiencing an economic renaissance facilitated by new technologies in unmanned aerial systems, cyber, and other fields.

502
Technical assistance meetings



95

Entrepreneurs/startups participating in program



The SFS GRANT COMPETITION provides funding for TECHNICAL ASSISTANCE, OPERATIONAL COSTS, MARKETING, and OUTREACH related to the planning, formation, launch, or expansion of cluster-based seed capital funds that deploy capital in innovation-based startups with a potential for high growth.

Project funds CANNOT be used to capitalize a fund, or invested in a startup.



\$8 million +

Total amount of target raised for (prospective) seed capital fund

284

Jobs supported by fund investments



\$5,500,000

Total amount of capital deployed



166

Venture/investor participants in fund's investment rounds

90

Prospective investments screened



St. Louis Regional Bioscience Cluster Seed Fund Expansion

BioGenerator, through its St. Louis Regional Bioscience Cluster Seed Fund Expansion Project, will increase access to early stage capital for emerging companies in St. Louis' bioscience cluster by scaling BioGenerator's Seed Fund programs through a new investment strategy, an expanded investment thesis, education and technical assistance for startups, and outreach to investment and syndication partners. BioGenerator estimates that it will support 60 jobs supported and \$110 million in additional investment attracted during the project and a total of 160 jobs and \$411 million in additional investment after the project closes.



2019 SFS Awardee



DC Impact Angels

Halcyon and its partners will launch the DC Impact Angels to increase equity capital access for social entrepreneurs in the DC region. Their initiative is designed to increase investment in DC area social enterprises, to commercialize new technologies, and to empower and enable great entrepreneurs. By partnering with existing players in the local equity investment ecosystem, and by attracting and educating angels new to investing, the project will increase the total available capital and accelerate the growth of local tech ecosystems

This new project seeks to...

attract **60+** angel investors — ultimately targeted to grow to over 100.

Each investor will invest an average of **\$30,000** per year into local social enterprises.

DC Impact Angels will invest **\$3.9M** into **17** local social enterprises in the first three years and grow to invest over \$14M into 80+ enterprises over eight years.

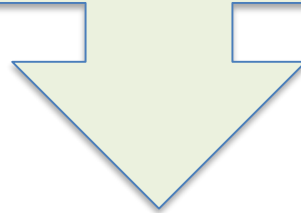


2019 SFS Awardee

Country Roads Angel Network (CRAN)



This program supported by the New River Gorge Regional Development Authority, will address the gap in access to capital in West Virginia and provide support to early-stage innovation-based companies. Without crucial access to capital, job growth and rural economic development will continue to fall behind the rise in prosperity of the rest of the country.



Over the three-year project ...

CRAN seeks to bring at least **\$2 million** from **40** potential private investors, creating at least **25** jobs, and launching **8-12** new and existing innovation-based businesses and community-based, social-impact businesses, ultimately creating new job opportunities in West Virginia.



I6 CHALLENGE

\$750k Federal funds cap; min. **1:1 match required**
3 year project period

2019 i6 Awards - <https://www.eda.gov/oie/ris/i6/2019/>

SEED FUND SUPPORT (SFS) GRANT COMPETITION

\$300k Federal funds cap; min. **1:1 match required**
3 year project period

2019 SFS Awards - <https://www.eda.gov/oie/ris/seed/2019/>



I6 CHALLENGE + SEED FUND SUPPORT

EDA anticipates releasing NEW competition in **early 2020**

Spirit of competitions will remain the same

Strategic Plan + Partnerships + Budget

Applications may be due as early as **March 2020**

<https://www.eda.gov/oie/ris/>



BEST PRACTICES

Clearly defined strategy and partnerships

Complete budget including match

Narratives that provide specific and actionable program details

Be authentic to your capacity & community



U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

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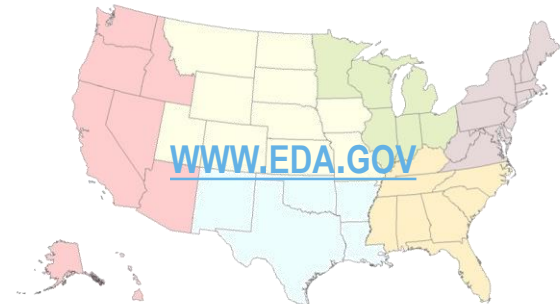
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QUESTIONS (AND THANKING OUR PARTNERS)



ACA Data Partner



ACA Education Partner



Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

Platinum Partner

Gold Partners



Feed the Future
Rwanda Nguriza
Nshore Project

Silver Partners



Bronze Partners



ANGEL CAPITAL ASSOCIATION

UPCOMING WEBINARS AND DEMOS

**How to Invest (Successfully) in
Medical Device Startups – January 29**

www.angelcapitalassociation.org/webinars/



SEMINARS – BRING ACA PROGRAMS TO YOUR COMMUNITY

Programs you can present yourself – or bring in an ACA instructor:

- Fundamentals of Angel Investing
- Term Sheet Basics
- Advanced Workshop on Capitalization Tables
- Valuation Clinic
- Startup Boards
- Additional programs coming soon



www.angelcapitalassociation.org/seminars/



ANGEL CAPITAL ASSOCIATION

UPCOMING ACA GOLD STANDARD EVENTS & EDUCATION

- April 6, 2020, ACA New England Regional Meeting (*Boston, MA*)
- May 12-14, 2020, ACA Summit (*Denver, CO*)
- <https://events.angelcapitalassociation.org/2019summit>

