CONNECTICUT ANGEL GUILD

Andrew Hanson

amhanson@optonline.net

203-968-1960
CONNECTICUT ANGEL GUILD

- Founded 2007
- Sponsored by Connecticut Venture Group
- 10-15 Active Members
- 80 Member Mailing List
Group Style

Member Managed

Extensive Due Diligence

$500-750K Funding

Series A Preferred

Complex Structures
## Member Attributes

<table>
<thead>
<tr>
<th><strong>Investment per Member per Deal</strong></th>
<th>$25-175,000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stage</strong></td>
<td>Expansion Stage, i.e. Revenue Positive</td>
</tr>
<tr>
<td><strong>Investments per Year</strong></td>
<td>1-2</td>
</tr>
<tr>
<td><strong>Industry Focus</strong></td>
<td>Software, Health Care x Drugs, Consumer Products, Energy</td>
</tr>
<tr>
<td><strong>Geography</strong></td>
<td>50-150 miles</td>
</tr>
<tr>
<td><strong>Experience</strong></td>
<td>Finance, Consulting, Business Owners</td>
</tr>
<tr>
<td><strong>Network</strong></td>
<td>VCs, Attorneys, Business Contacts</td>
</tr>
<tr>
<td><strong>Involvement</strong></td>
<td>Hands On</td>
</tr>
</tbody>
</table>
**DEAL FLOW AND FUNNEL**

**Deal Flow**
- Connecticut Venture Group
- Member Referrals
- AngelSoft.net

**130 Deals Screened**
- 30 Presentations
- 5 Deep due diligence

**Broken Deals**
- 2 Deals-Economy Issues
- 2 Deals-Management Issues

**1 Deal Done**
## “THRESHOLD” SUPER ACCREDITED INVESTOR

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>$5 Million</th>
<th>$400 k House</th>
<th>$2 Million Business</th>
<th>$2 Million Equities</th>
<th>$500 Angel Deals</th>
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<tbody>
<tr>
<td>2007</td>
<td>$5 Million</td>
<td>$500 k House</td>
<td>$2 Million Business</td>
<td>$2 Million Equities</td>
<td>$500 Angel Deals</td>
<td>2008</td>
</tr>
<tr>
<td></td>
<td>$4.1 Million</td>
<td>$400 k House</td>
<td>$2 Million Business</td>
<td>$1.2 Million Equities</td>
<td>$500 Angel Deals</td>
<td></td>
</tr>
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</table>
CROWDING OUT

FEDERAL DEBT ISSUANCE

2009 $2 Trillion
2008 $1.2 Trillion
2007 $0.6 Trillion

OUTSTANDING AS OF 9/30
$5.2 Trillion

Bigger Burden | U.S. public debt

\[\text{Amount, in trillions}^a\]

\[\text{As a } \% \text{ of GDP}^b\]

\|^a\text{Through fiscal }2007\|^b\text{Fiscal }2008-09\text{ are forecasts by Morgan Stanley}

Note: Fiscal year ends Sept. 30.
Sources: Office of Management and Budget; Morgan Stanley