

**You Are Cordially Invited to Attend  
the 3<sup>rd</sup> Annual**



ANGEL CAPITAL ASSOCIATION

**Southwest Regional Angel Summit  
in Tucson, Arizona**

**March 21-22, 2010**

**Lodge on the Desert  
306 N Alvernon Way  
Tucson, AZ 85711**

Please join fellow angel investors from across the Southwest to discuss key angel issues, including deal syndication, term sheets, developing a regional deal database, and receive updates on the state of follow-on VC funding.

**\$150 Summit Registration Fee**

*Includes all meals indicated on agenda  
(see agenda on next page)*

Special group rate of \$129/night  
available for Summit participants  
Visit [www.lodgeonthedesert.com](http://www.lodgeonthedesert.com) and  
use Group Code ANGEL to reserve your  
room at the special rate

**Register Today at:**

<http://www.tfaforms.com/142362>

**For More Information:**

Bob Morrison  
Executive Director, Desert Angels  
(520) 490-8137  
[bob@desertangels.org](mailto:bob@desertangels.org)

**Golf Tournament • Sunday, March 21<sup>st</sup>**

Skyline Country Club • \$66 fee  
*(see further details on agenda)*

**University of Arizona Innovation Day • Tuesday, March 23<sup>rd</sup>**

Angel investors encouraged to judge student and incubator companies  
*(See agenda for further details and visit <http://innovation.arizona.edu>)*

# SOUTHWEST REGIONAL ANGEL SUMMIT AGENDA

**Sunday, March 21, 2010** (optional)

**Golf Tournament**, Skyline Country Club, 5200 E Saint Andrews Drive, Tucson, AZ

12:30 pm Check-In, 1:00 pm Tee-Off, \$66 fee (includes cart)

*Please RSVP for golf no later than Friday, March 12<sup>th</sup>*

**Cocktail Reception**, Lodge on the Desert, 306 N Alvernon Way, Tucson, AZ

6:00 pm Meet rising stars from Arizona's entrepreneurial community (cost included in Summit registration fee)

**Monday, March 22, 2010** – Lodge on the Desert, 306 N Alvernon Way, Tucson, AZ

7:30 am **Continental Breakfast / Registration**

8:30 am **Welcome and ACA Update**

Bob Morrison, *Executive Director, Desert Angels*; Sarah Dickey, *Member Services Manager, Angel Capital Association*

8:45 am **Roundtable Discussion of Southwest Region Angel Issues** - Angel groups to introduce themselves and bring up issues that are keeping them awake at night

9:45 am Break

10:00 am **Deal Syndication** – What does it really mean? Who leads? Who follows?

*Mic Williams, President and Founder, Boston Harbor Angels*

11:00 am **Term Sheets** – Panel discussion covering valuation screw-ups, to term sheet wars, to doubting your peers' due diligence

*Moderator: Frank Peters, Member and Former Chairman, Tech Coast Angels*

12:00 pm **Lunch**

1:00 pm **Developing a Regional Deal Database** - Having a “book of comps” could be a very important tool for striking realistic deals with entrepreneurs

*Paul Winandy, Chairman, Arizona Technology Investor Forum*

2:00 pm **Deal Histories** – Participating angel networks report on past deals and their outcomes

*Moderator: Paul Winandy*

3:00 pm Break

3:15 pm **Report from Southwest VCs** - Update from regional VCs on the state of follow-on capital

*Moderator: Harry George, Managing General Partner, Solstice Capital*

4:30 pm Adjourn

6:30 pm **Dinner**

**Tuesday, March 23, 2010** (optional)

**University of Arizona Innovation Day**, UA Student Union Memorial Center, Tucson, AZ

2:00-4:00 pm New Venture Showcase, 4:00-5:00 pm New Venture Presentations, 5:00 pm Reception

*Spend an extra day in Tucson to review student companies from the award-winning McGuire Center for Entrepreneurship and companies from the incubator Arizona Center for Innovation. Angels will serve as judges who select a handful of companies to deliver a full venture pitch. For more information, visit <http://innovation.arizona.edu>.*