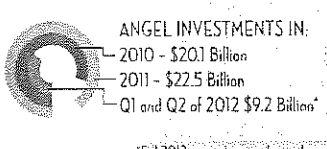
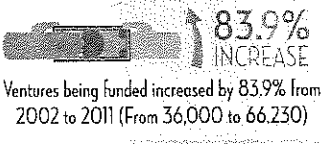
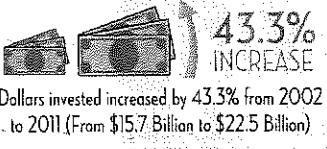
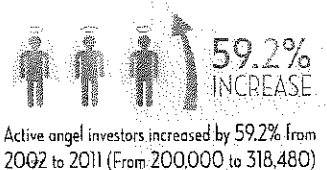
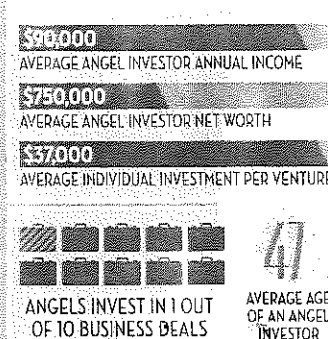


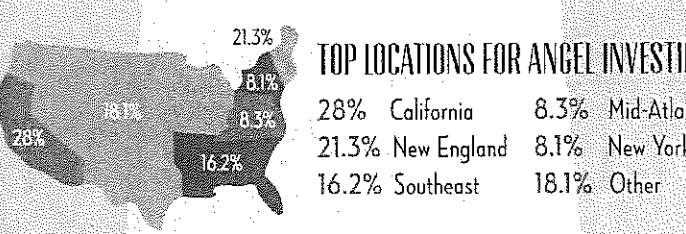
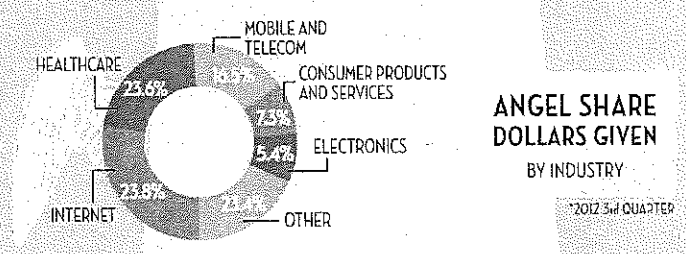
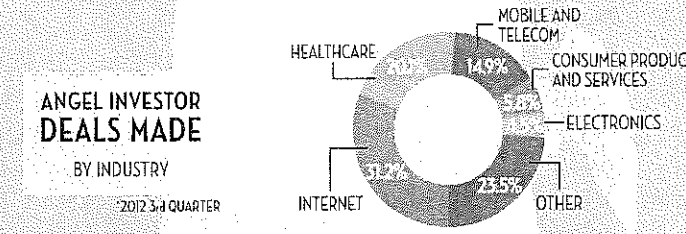
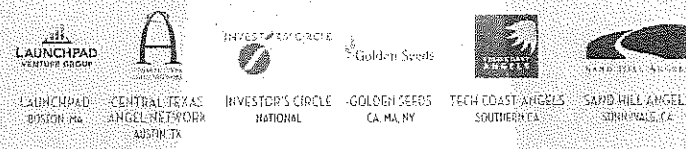
# RISE OF THE ANGEL INVESTOR

**WHAT IS AN ANGEL INVESTOR?**  
 AN AFFLUENT INDIVIDUAL OR GROUP OF INDIVIDUALS WHO PROVIDE CAPITAL FOR A BUSINESS START-UP USUALLY IN EXCHANGE FOR CONVERTIBLE DEBT OR OWNED SHIP EQUITY. (UNLIKE VENTURE CAPITALISTS, WHO MANAGE POOLED MONEY OF OTHERS IN A PROFESSIONALLY-MANAGED FUND, ANGELS TYPICALLY INVEST THEIR OWN FUNDS)



\*For 2012 reports have not been released

## 2012 TOP ANGEL INVESTOR GROUPS:



SOURCES:  
<http://www.enr.com/businessnotes.com/business-finances/angel-investors.html>  
<http://www.angelresourcenetwork.org/date/ACEF/DoinProject/HaloReportQ32012updateJan2013final.pdf>  
[http://www.unh.edu/sites/default/files/2011\\_angel\\_market\\_press\\_release.pdf](http://www.unh.edu/sites/default/files/2011_angel_market_press_release.pdf)  
<http://www.college.unh.edu/venture-research>





January 8, 2014

To whom it may concern,

The Rockies Venture Club would like to offer its support for the AI Angel Tax Credit.

RVC is a non-profit organization founded in 1985 with a mission to further economic development in the state of Colorado by educating and connecting angel investors with promising entrepreneurs. Our demographics include a community over 5,000 individuals, of which 366 have registered as Accredited Investors. In the past two years we have pitched 180 companies to angel investors, facilitated angel investor groups in Denver, Boulder and Golden and RVC pitch companies have raised over \$25 million in early stage investment capital resulting in over 200 jobs created in the state.

We believe that the AI Angel Tax Credit will encourage additional investment in AI firms in the state, resulting in a net economic benefit to the state via increased job growth, economic activity, and out of state capital brought in for investment and for acquisitions and M&A activities for successful companies.

The Rockies Venture Club has endorsed several of our companies for the AI Grant program and we have seen first-hand how this program is already benefitting local startup growth. By adding economic incentives for Angel Investors to participate, this growth can only continue.

Colorado faces a challenge that is not seen in Silicon Valley or the East Coast. We have four of the top ten cities for business startup activity, yet we have a struggling venture capital base and we are working hard to build Angel Networks that can match the investment power that we see on the coasts. The Rockies Venture Club and other Angel groups in the State need all the resources we can muster to organize, educate and facilitate new angel investors. The AI Angel Tax Credit is a powerful tool that we can use to help stimulate Angel Investment activity state-wide.

The Rockies Venture Club feels that the AI Angel Tax Credit bill is good legislation that will encourage development of high growth industries and return revenues to the State far exceeding the cost of the tax credits.

Sincerely,

Peter Adams  
Executive Director, Rockies Venture Club, Inc.



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[www.CSTIonline.org](http://www.CSTIonline.org)

February 10, 2014

Subject: Letter in Support of HB 14-1012

To Whom It May Concern:

The Colorado Springs Technology Incubator is a non-profit 501(c)3 organization founded in 2000. We are entrepreneurs, investors, business professionals and community leaders helping startup entrepreneurs turn their ideas into brilliant reality.

We strive to take early-stage startups to scalable companies. CSTI works with an extensive network of business partners, professional service providers, investors, academic and government resources, who are all dedicated to helping entrepreneurs transition from early stage ventures to successful high-growth businesses.

We are writing to offer our support for the AI Angel Tax Credit. Economic development and furtherance of the startup companies which we mentor and promote is in desperate need of risk capital for survival and eventual success. Any incentives to encourage investors and angels with whom we work will ultimately create quality jobs and new economic activity in our innovation economy.

As a Silicon Valley veteran with extensive experience in taking early-stage startups from conception to multi-million organizations, I highly recommend that our State support the AI Angel Tax Credit in order to encourage and facilitate more risk capital for startup companies.

Sincerely,

A handwritten signature in black ink, appearing to read "Ric Denton".

Ric Denton  
CEO, CSTI

February 17, 2014

Leah Lindahl  
Vice President  
Colorado BioScience Association

Dear Leah,

I wanted to write to you in support of House Bill 1012, which would establish an Investor Tax Credit for the Advanced Industries.

As you know, after spending 30 years in the venture capital industry, I am now making personal investments in start-ups exclusively in Colorado. So far I have invested in three such companies, which in total raised approximately \$8 million. I would like to focus on one in particular.

In 2010 I led a group investing in the formation of Plato BioSciences, in the amount of \$1.2 million. At the time there was an existing Tax Credit Program, and as most of the investors were based in Colorado, we were able to take advantage of that credit. I can tell you that was a big incentive, and I know that at least a couple of us increased our investment amounts once we became aware of the investment credit program.

With that investment, Plato has grown to be a \$4 million company employing roughly 15 highly skilled employees, and is continuing to expand this year. The company was also able to generate enough cash internally to this year invest \$1.5 million in new facilities and equipment, which will further cement its intention to stay and grow in state.

The importance of this program is increased by the paucity of capital available to early stage life science companies in Colorado. As venture capital becomes harder to raise, and attract to Colorado, individual investors will take up an increased role in financing young companies, and programs such as HB 1012 will take on even great value.

Regards,

Dan Mitchell  
[dan@sequelvc.com](mailto:dan@sequelvc.com)





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[www.HighAltitudeInvestors.com](http://www.HighAltitudeInvestors.com)

February 10, 2014

To Whom It May Concern:

The High Altitude Investors (HAI) would like to offer its support for the AI Angel Tax Credit.

HAI is an organization of accredited investors who seek private investment opportunities, largely in Southern Colorado and the Front Range, which also helps local entrepreneurs. HAI looks for scalable high growth companies, including companies with positive cash flow. Since its inception in 2008, HAI has invested in 15 companies, all but one of which were local. Typical investments range from \$250K to \$1.5 million.

HAI is a forum, not an investment pool; individual members invest only in the opportunities of interest to them. HAI is administered by the non-profit Colorado Springs Technology Incubator (CSTI) for the benefit of economic development in the region. HAI has the capacity to complete the entire fundraising needs of a company depending on the total investment required – in other cases HAI networks with other financial resources in the community and in Colorado overall.

Certainly the AI Angel Tax Credit will encourage our group and others to make additional investments in AI firms in the state, promoting a net economic benefit to the state in the form of job growth, economic activity and out of state capital brought in for investment as well as for acquisitions and M&A activities for successful companies.

The HAI is supportive to the AI Angel Tax Credit bill which will encourage development of high growth industries and return revenues to Colorado.

Sincerely,

A handwritten signature in black ink that reads "Chris Blees".

Chris Blees  
Co-Chair, High Altitude Investors

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The High Altitude Investors is administered by the Colorado Springs Technology Incubator, which is a Colorado nonprofit and federally tax-exempt 501(c)3 organization, EIN: 84-1561787.

*Innovate . . . Collaborate . . . Accelerate*