



hpa
HYDEPARK
ANGELS

—
1871

2016 Entrepreneurial Education Series

A Comprehensive Guide to Early-Stage Investment



Hyde Park Angels is the largest and most active angel group in the Midwest. With a membership of over 100 successful entrepreneurs, executives, and venture capitalists, the organization prides itself on providing critical strategic expertise to entrepreneurs and the entrepreneurial community. By leveraging the members' deep and broad knowledge of multiple industries and their financial capital, Hyde Park Angels has driven multiple exits and invested tens of millions of dollars in dozens of portfolio companies that have created hundreds jobs in the Midwest since 2006.

1871

The flagship project of the Chicagoland Entrepreneurial Center, 1871 is the home of more than 325 early-stage, high-growth digital startups. The 75,000 square foot facility in The Merchandise Mart is the headquarters of Techstars Chicago and Impact Engine, half a dozen industry-specific incubators, several emerging tech talent schools, and the Illinois Science and Technology Coalition. It is also home to offices for numerous Chicago-based VCs, Northwestern University, University of Illinois, University of Chicago, Illinois Institute of Technology, and DeVry.



Hyde Park Angels is bringing together successful, influential entrepreneurs and investors to teach you everything you need to know about early-stage investment. Attend all four programs and walk away with a thorough understanding of the early-stage investment cycle from start to finish or pick and choose program to supplement existing knowledge. In either case, you will have the chance to learn the pros and cons of raising a round, the mechanics of doing a deal, how to grow your business through corporate partnerships, and how to manage relationships with different advisors and investors.

Each program begins with a 30-minute networking session. Howard Tullman will then introduce a 1.5 hour panel moderated by Peter Wilkins, which concludes with a Q&A.



HOST:
Howard Tullman
CEO, 1871



MODERATOR:
Peter Wilkins
Managing Director,
Hyde Park Angels



When to Raise Venture Capital or Bootstrap

How do you know if you're ready to raise your first round, or if raising is even your best option? Hear from successful entrepreneurs and investors to learn:

The pros and cons of early-stage investment versus bootstrapping

What is the right time to raise and when is too early

What investors look for in a founder and a business

What counts as proof of concept and what doesn't

What investors see as red flags

How to move forward if you are ready

PROGRAM ONE

Thursday, March 3

6:00 pm – 8:00 pm.

1871 Auditorium

Register Now!

hydeparkangels.com/about/programs

Panelists:



Phil Harris

CEO & Founder, Geofeedia



Kristi Ross

Co-CEO & President,
dough & tastytrade



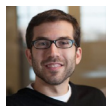
Pam Netzký

Co-Founder & President,
SkinnyPop Popcorn



Craig Vodnik

Co-Founder, cleverbridge



Bill Pescatello

Partner, Lightbank

Moderator: Pete Wilkins, Managing Director, Hyde Park Angels

Format: 1.5 hour panel with Q&A and a 30-minute networking session

Location: 1871 Auditorium

Video highlights will be available after the panel at our website, hydeparkangels.com.

For more insights into this topic, check out the HPA blog, medium.com/@hydeparkangels.

M = HPA Members, **C** = HPA Portfolio Companies, **P** = HPA Partners

How to Raise Venture Capital

We are pulling back the curtain on the investment cycle to teach you the in's and out's of raising a round. Hear from successful entrepreneurs and investors who have seen every kind of early-stage investment to learn:

The differences between funding stages (seed, Series A, etc.)

What are the key deal points to negotiate

How convertible debt stacks up against equity

Who the right investors are and how to find them

The timeline for the investment cycle

How to "read" a venture capitalist

The mechanics of closing a round (deal leads, legal best practices, board seats, etc.)

PROGRAM TWO

Wednesday, June 8

6:00 pm – 8:00 pm.

1871 Auditorium

Register Now!

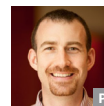
hydeparkangels.com/about/programs

Panelists:



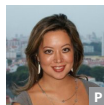
Al Goldstein

CEO, Avant



Guy Turner

Partner, Hyde Park
Venture Partners



Rumi Morales

Executive Director,
CME Ventures



Adam Tilton

Co-Founder & CEO, Rithmio



Nick Solaro

Partner, Drive Capital

Moderator: Pete Wilkins, Managing
Director, Hyde Park Angels

Format: 1.5 hour panel with Q&A and
a 30-minute networking session

Location: 1871 Auditorium

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Fund Your Startup through Corporate Sales, Partners, and Investment

Working with corporations—whether as a client, partner, or strategic investor—can help you significantly grow your business. Hear from successful entrepreneurs, industry experts and venture capital professionals to learn:

Whether you should build client, partner, or strategic investor relationships

How to build corporate relationships

Successful examples of corporate relationships

How a strategic partnership will help or hurt your business

How to secure investment capital from a Fortune 500 company

How to manage the sales process to close your first big deal

PROGRAM THREE

Wednesday, September 21

6:00 pm – 8:00 pm.

1871 Auditorium

Register Now!

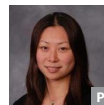
hydeparkangels.com/about/programs

Panelists:



Steve Garrou

Executive Vice President,
Westcon



Lily Yeung

Director of Corporate
Development, Molex



Marc Grabowski

CEO, Persio



Jai Shekhawat

Co-Founder, Fieldglass



Reese Schroeder

Managing Director, Motorola
Solutions Venture Capital

Moderator: Pete Wilkins, Managing
Director, Hyde Park Angels

Format: 1.5 hour panel with Q&A and
a 30-minute networking session

Location: 1871 Auditorium

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Attract World-Class Advisors, Board Members, and Investors

Knowing how to effectively target the right advisors, board members, and investors can make or break your business. Hear from entrepreneurs and investors with valuable experience building these complex relationships to learn:

How to target the right advisors, board members, and investors

How to build relationships with key leaders and experts

How to ask for advice and give permission to advise

How to leverage the different resources and skills your advisors, board members, and investors offer

PROGRAM FOUR

Thursday, November 17

6:00 pm – 8:00 pm.

1871 Auditorium

Register Now!

hydeparkangels.com/about/programs

Panelists:



Jim Gray

CEO, G-Bar Limited
Partnership; Co-Founder,
OptionsXpress (sold to
Charles Schwab)



Michael Small

CEO, Gogo



Amanda Lannert

CEO, Jellyvision



Kevin Willer

Partner, Chicago Ventures



Badal Shah

Co-Founder & CEO,
TurboAppeal

Moderator: Pete Wilkins, Managing
Director, Hyde Park Angels

Format: 1.5 hour panel with Q&A and
a 30-minute networking session

Location: 1871 Auditorium

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When to Raise Venture Capital or Bootstrap

5 Key Takeaways:

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3

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5

Notes:

How to Raise Venture Capital

5 Key Takeaways:

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Notes:

Fund Your Startup through Corporate Sales, Partners, and Investment

5 Key Takeaways:

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Notes:

Attract World-Class Advisors, Board Members, and Investors

5 Key Takeaways:

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Notes:

Industry Partners

Our Industry Partners are committed to driving innovation and building relationships with the entrepreneurial community. Hyde Park Angels helps by collaborating with them in the startup community and providing education programs that transform the way they approach corporate venturing and corporate innovation.





Corporate Sponsors

Our corporate sponsors provide entrepreneurs with the tools and resources they need to grow their companies and achieve success in the market. We work with them to build relationships and share their knowledge with our members and companies, as well as help strengthen their role in the early-stage investment ecosystem.

Recruiting Services



Technology



Real Estate



Insurance



Banking



Accounting



Legal



IT Services



Cornerstone Partners

Our cornerstone partners provide ongoing resources to help HPA support our members, companies and community.





How We Operate

Hyde Park Angels uses financial and human capital to drive success for entrepreneurs and their companies. Our 100+ high-profile accredited investors have deep expertise in a variety of industries and a genuine commitment to the Midwest's entrepreneurial ecosystem. We provide strategic advice and coaching as well as capital. We also connect our companies with our industry partners and sponsors, which provide valuable insight, expertise, and support. Hyde Park Angels does not invest in companies outside the Midwest or in the ideation or prototype stages. We invest in scalable companies led by talented management teams with market-ready solutions that solve big problems or create unique value in game-changing ways. If you qualify, visit hydeparkangels.com.



hydeparkangels.com

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