

Jack McGowan
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Western New York Venture
Association/Buffalo Angels





- Bi-monthly meetings open to public
 - two feature companies
 - “one-minute” presenters
- Networking
- Division of WNYVA - limited to accredited investors
- Monthly meetings for “deeper dives”
- Shared due diligence
- Individual investment decisions

MEMBER OF



ANGEL CAPITAL ASSOCIATION

What do Angels Look For?

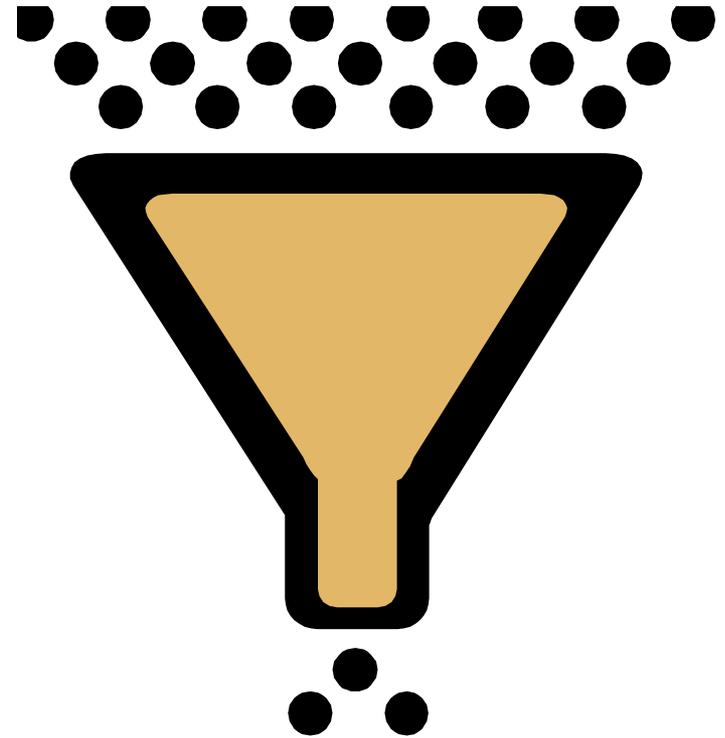
- Committed, qualified & coachable team
- Unique product with advantage over the competition
- Barriers to entry/ intellectual property
- Large market potential - \$10 Million+ sales in 5 years
- Sound business model

What do Angels Look For?

- Traction
 - Evidence of market need & acceptance
 - Evidence of plan execution
- Strong potential return on investment – 5-10X in 5-7 years
- Exit opportunity

Selection Process

- Prescreen & Coaching
- WNYVA presentation
- Buffalo Angels follow-on
- Due diligence
- Final negotiations
- Documentation & funding



Small Business Innovation Research (SBIR)

- Funds innovative R&D with strong commercialization potential
- Solicitations issued by 11 federal agencies (including USDA)
- Grants or contracts
- \$75,000 - \$1 million plus in multiple phases
- www.sbir.gov

Highly Competitive!!

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