Access to Capital

November 13, 2014
Melinda Little, Coordinator

Point Positive, Inc.
Fostering our Entrepreneurial Ecosystem through Angel Investing
Who are we?

- Point Positive is a newly incorporated Angel Investing group focused on the Adirondack Region
- Brings the best ideas for new ventures to its member investors in a pitch event
- Members decide individually on investing in any venture pitched
- Working closely with area colleges

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What We are Looking For

- Opportunities must be promising and scalable – not one-offs
- Approximately within 2 hours of SLK
- Entrepreneurs receptive to active investing and mentoring
- Typical deals will be $50K - $500K

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Incubator, School, Lab

Existing Business Scaling Up

Individual Entrepreneur

Feedback from Investors

Point Positive Criteria

4 to 6 Pitches

Learning & Networking

PP Pitch Event

Due Diligence, Investment, Mentoring by Member Investors

Ventures to Consider Funding

Funded Venture

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Initial Areas of Interest

- Green energy, energy efficiency, energy services
- Beverage
- Light manufacturing
- Software, app development
- Adirondack branded goods
- Tourism
- Open to anything with good upside potential
Why Now?

- Economic revival in the region
- NYS funding: partnership btw Clarkson and Trudeau, hotel projects, Innovation Hotspots, Green Bank, much more
- StartupNY gives big tax breaks to startups at schools
- Time for the private sector to participate
Come Join Us

• We are actively seeking:
  • Additional member investors willing to invest $25K/year
  • Entrepreneurs with great opportunities
  • Sponsors to help make the group work (banks, law firms, etc.)

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