Southwest Angel Network (SWAN)
501(c)(3) Nonprofit Organization
SWAN Overview

- **Social-impact Investing**: nationally-acknowledged leader in social-impact, angel investing

- **Goal**: positive ROI for SWAN investors while improving societal outcomes

- **Diversity**: typically half of SWAN investments are made into companies with diverse leadership teams

- **Fees**:
  - No charge to companies applying for funding
  - No management fees or carry fees for investors
  - Annual fee for SWAN members
  - Corporate sponsorship options
Focus Investment Areas
“Social Impact”

- Environment and Clean Tech
- Improving Educational Outcomes
- Improving Health Outcomes
- Empowering Disadvantaged groups

Southwest Angel Network
SWAN Investment Selection Process

Typical Applications & Decision Flow
- Four times each year -

1. ➢ 40+ Global Applicants
   ➢ Down-select to ~8

2. ➢ 8 applicants present online
   ➢ Down-select to 3

3. ➢ 3 present at SWAN quarterly meeting
   ➢ Members express interest level

4. ➢ Deep due diligence performed on companies of interest & deal memo done

5. ➢ Individual members make decisions on which company(ies) and the $$$ they want to invest
SWAN Due Diligence
Process and Objective

Provide a point-in-time assessment* of the company’s investment opportunity across the following areas:

- Social Impact
- Team and Operating Ability
- Product and Technology
- Market Size and Customer Problem Verification
- Go-to-Market Strategy
- Competition
- Exit Opportunity
- Proposed Deal Terms
- Corporate Structure and Governance
- Financials

* Note: scoring from 1 (Critical) to 5 (Effective) based on the salient strengths and weaknesses observed for each assessment area.
Since Jan 2016, SWAN members have invested >$2M in >12 companies
Portfolio Examples

**AIQUEOUS** is initially focused on modernizing water conservation with a data-driven approach and mission to help create smarter utilities and smarter cities.

**DayOne Response™** develops and supplies innovative solutions for disaster relief which is focused on water purification that creates clean drinking water in 30 minutes.

**ResilientGrid** provides situational awareness and response software for critical infrastructure resiliency, reliability, and security. Utilizing a single pane of glass for relevant data streams, it improves emergency response through analysis, visualization, and collaboration.
Portfolio Examples - cont.

**OneSeventeen Media** helps children solve complex social emotional (SEL) issues and make wiser decisions by providing easy-to-use, AI-based education tools that adjust content and related mentoring.

**teleCalm®** provides a smarter, safer phone service that helps protect seniors with memory or judgment challenges while improving the overall quality of life for families and caregivers.

**On the Dot** is a women's empowerment organization dedicated to providing advice and mentors to young women all around the world.
National Recognition for SWAN

2018 annual ACA Summit in Boston
  • SWAN was asked to organize and moderate a session on impact investing

ACA monthly syndication conference call
  • SWAN chairs a monthly call for impact investors from across the USA
Giving Back to the Community

➢ SWAN angels have been mentors with the Greater Austin Hispanic Chamber of Commerce’s Superstars entrepreneurial program at Title 1 high schools

➢ At the 2018 final Austin competition, SWAN selected Lizett Abrego and Maria Hernandez from the Travis Early College High School as the Social-impact winners

➢ They presented their company idea to the SWAN network and were awarded scholarships that were raised through a “I Live here, I Give Here” campaign
Opportunities for Engagement

- Quarterly Applicant Pitch Events / Dinners
- Angel Investing – Interactive webinars
- Happy Hours for the entire Austin social-impact entrepreneurial community
- Community Service
- Helping with Applicant screening & due diligence
On being SWAN Angel

- Available to accredited individuals
- We encourage new angels to watch and learn before making an initial investment
- Investment decisions are made by each individual angel
  - Decide how much of your assets to commit to this asset class
  - No contractual requirement to invest
  - Individual investment amounts per company have ranged from $5,000 to $300,000
For more information on SWAN...

- See [www.swanimpact.org](http://www.swanimpact.org)
- Sign up for our [email newsletter](mailto:)
- [Board of Directors & Mentors](#)
- Call or email:
  - +1.512.658.2240
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