



ANGEL CAPITAL ASSOCIATION

August 8, 2018

Dear Angel Colleague:

Thank you for participating in the Angel Capital Association (ACA) Grassroots Initiative. Your efforts will play an instrumental role in the long-term success of innovation and new business formation in our country and the critical role Angel investors play in helping young companies.

The purpose of the ACA Grassroots Initiative is to assist policy makers at the national and local level in understanding and supporting the efforts of angels relative to new job creation, business formation, and access to capital. Many of the decisions that impact angel investing are being made in our *Nation's Capital*. That is why we are asking you to start by focusing your efforts on Members of Congress, but on the local level. Make sure they understand that angel investors are important to the economies of their districts and states, and that there are startups in their districts that create jobs and innovations with the help of local angels' financial and mentor capital.

Here's what we mean: ACA has identified 140 members of the House and Senate in the 115th Congress who will play a critical role in developing, supporting and passing legislation beneficial to angel investing. ***The most effective voice in reaching and persuading these Senators and Representatives are people from their home state and district, or those who have had a prior relationship with the Member of Congress. They listen most to their constituents.*** You have been selected as part of our Grassroots team because you reside in one of the districts which elect these key legislators.

This Grassroots Toolkit provides materials to use in educating these policymakers and in helping them craft legislation and regulatory policies that positively impact angel investing. The materials include:

- A. A list of the key legislators and those you are being asked to cultivate
- B. Congressional meeting guidelines
- C. 2018 Legislative calendar identifying the best times to arrange these meetings
- D. An example request for a meeting
- E. One-page summary of key ACA public policy issues and their status
- F. ACA Public Policy Brochure to provide as a handout
- G. A one-page summary of the HALOS Act (Helping Angels Lead our Startups)

It is critically important that we use 2018 to increase the profile of angels in Washington DC, to ensure Members of Congress know us and understand our issues, and that we gain successful passage of positive legislation. *Your efforts will be instrumental to our success.*

The Public Policy Team looks forward to working with you in creating a long-lasting grassroots relationship with national legislators. We can help facilitate these meetings and provide additional background information if you need it.

On behalf of ACA, angel investors nationwide, and the thousands of young companies that depend upon our support and help, thank you for being a part of our Grassroots Initiative. We look forward to your reports, comments, and suggestions as you share the good news about Angel investing and its importance to our national economic well-being.

Sincerely,

Linda Smith
ACA Board Chairman

Angela Jackson
ACA Public Policy Grassroots Team Chair

Marianne Hudson
ACA Executive Director

Christopher Mirabile
ACA Public Policy Chairman