



ABOUT FRONTIER ANGELS

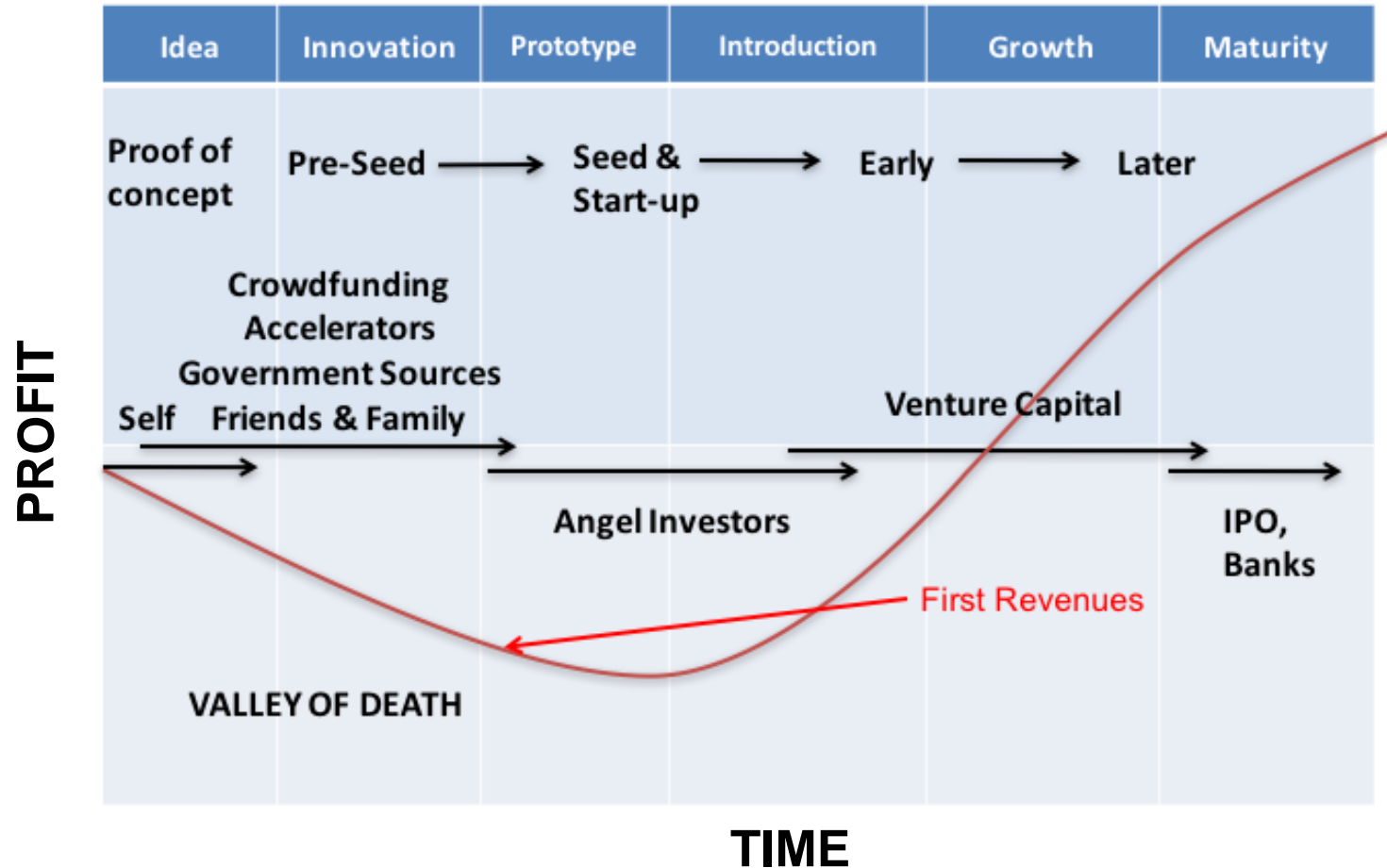
- 60+ members from Billings to Bozeman to Missoula to Flathead
- Most are current/former CXO executives and successful entrepreneurs
- Representing diverse range of expertise from energy to software to retail to real estate to banking



WHAT IS *ANGEL* INVESTING?



PRODUCT AND CAPITAL LIFECYCLE





TYPICAL INVESTMENT SIZES

- Friends and Family
 - \$1000 to \$25K; seldom larger than \$100K
- Angels
 - Groups \$75k to \$500K; seldom larger than \$1M
 - Syndications across groups of \$1M to \$40M
- Venture capital firms
 - \$4M+; seldom less than \$1M



MOTIVATIONS:

Venture Capitalists = make money.

Angels = a blend of:

- Return on Investment
- Staying current with innovation
- Affection for Entrepreneurs
- Investing in community

OUR INVESTMENT FOCUS IS “TECH”

- Enterprise software-as-service (SaaS)
- Internet-of-things (IoT)
- Data & analytics
- Cloud-based applications
- Medical devices
- Biotech and life sciences
- Ag-tech
- Energy tech and “clean tech”



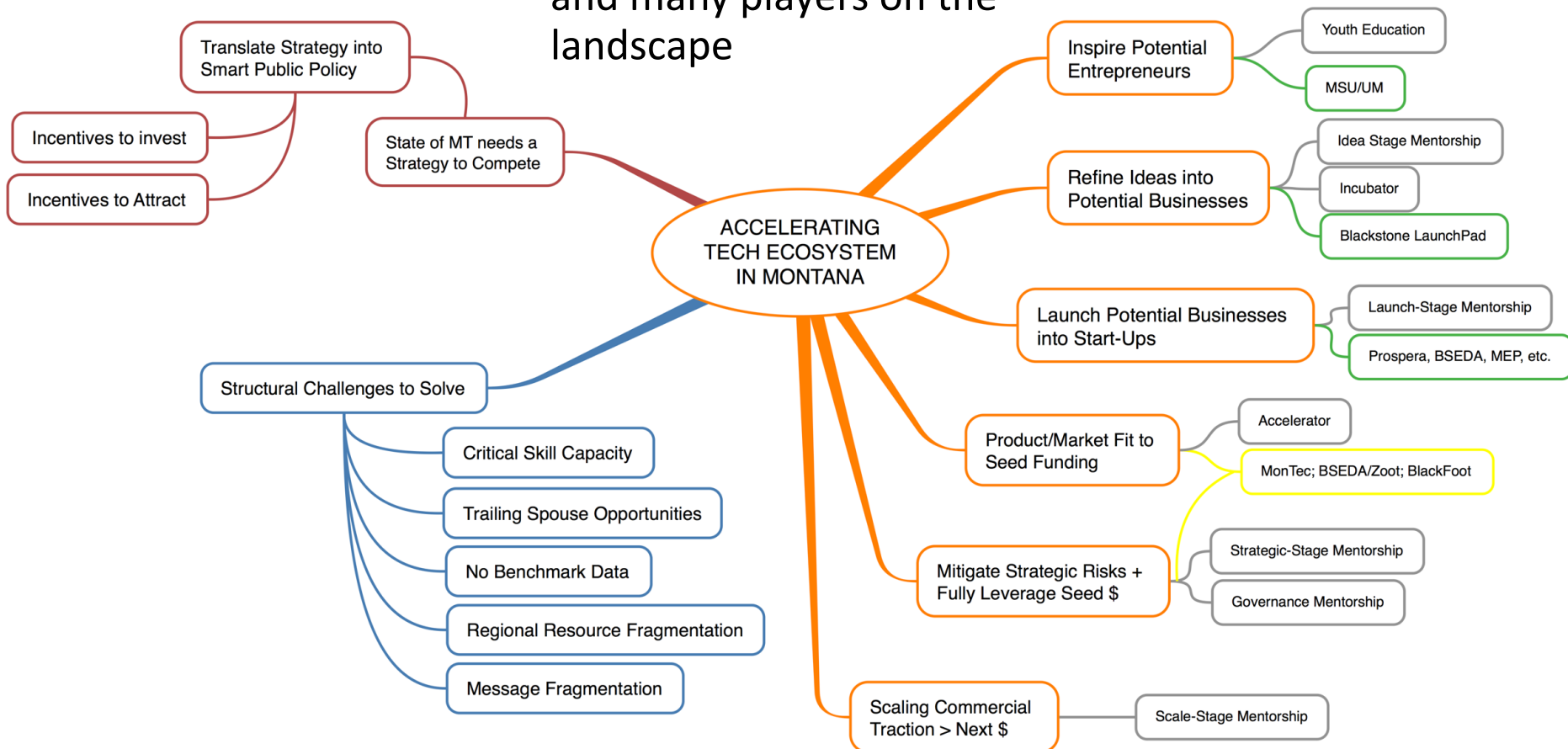


MISSION:

To accelerate the growth of the tech ecosystem in Montana.

A MULTI-DIMENSIONAL CHALLENGE

There are many challenges and many players on the landscape





WE NEED MANY ELEMENTS TO SUCCEED

Incubators – structured 3-6 month programs to help prospective entrepreneurs shape an idea into something that has business potential

Accelerators – structured 6 month programs to help entrepreneurs take a good idea, turn it into a business and get it off the ground

Hyper Accelerators – one-week intensive programs to help operating businesses overcome obstacles to growth more quickly

Mentorship Programs – organizing our best business mentors across the state and matching them with entrepreneurs who need their help and expertise to grow faster

Shared Workspaces – places where emerging companies have access to equipment and resources they couldn't possibly afford on their own, at rents conducive to growing businesses

Education – inspiring the entrepreneurs of tomorrow, whether they're in high school, college, or in the workplace today.

OUR ROLE

Frontier Angels can best help by coordinating and focusing efforts of multiple stakeholders and bring expertise, resources, perspective, and accountability to help the tide rise to national standards of competitiveness





REACHING OUT TO ALL ECOSYSTEM PARTNERS:

- Blackstone Launchpads – Bozeman, Missoula
- Montech – Missoula; 406 Labs - Bozeman
- Next Frontier Capital
- Regional Economic Development Agencies
- MSU and UM
- MT Chamber of Commerce - OneMontana
- Other SBDC groups
- Private Sector firms – Zoot, Blackfoot, etc.

NEW FOR 2018!



Early-Stage Montana

a showcase of Montana's emerging tech companies

- **May** - “preliminary” showcases – 6-8 companies in 2-hour events in Billings, Bozeman, and Missoula.
- **July** – hyper accelerator – one week FREE intensive program for winners of the preliminary competitions to get their plans and presentations polished
- **Sept** – Final full-day showcase in Big Sky featuring 2 winners from each preliminary event, plus 4-6 companies from outside MT. Winner takes home \$50k funding.



WHAT YOU CAN DO TO HELP:

1. Send us companies we should know about
2. Help us recruit “angels” in your communities
3. Spread the word!



**THANK
YOU**

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