

BIRMINGHAM ANGEL NETWORK - MEMBERSHIP SURVEY

Name: _____

Birmingham Angel Network (BAN) is keenly interested in providing members with maximum benefit, which is aligned with member interests. One of the few ways we have to better understand these interests is to conduct membership surveys and carefully review the results for trends, such as: 1. investment interests; 2. need for expertise among membership; and 3. membership skills which may be valuable to the group as well as portfolio companies. Individual data will be treated confidentially and will not be share internally or externally; only BAN Board members will be privy to individual responses. The survey results may be used in aggregate to present BAN as an entity to venture capitalists, businesses, and the media for the purpose of securing high-quality deal flow, membership, and public relations.

COMPLETION OF THIS SURVEY IS A CONDITION OF MEMBERSHIP, NEW OR RENEWING

1. What is your membership status?	<input type="checkbox"/> New	<input type="checkbox"/> Renewing	
2. Have you ever been an angel investor? a. If yes, how long? b. If yes, how many companies have you invested in as an angel investor?	<input type="checkbox"/> No _____ year (s) _____ (number)	<input type="checkbox"/> Yes	
3. In what industry(s) do you have professional experience? (check all that apply)			
<input type="checkbox"/> Health care <input type="checkbox"/> Biotechnology <input type="checkbox"/> Software Other: _____	<input type="checkbox"/> Telecommunications <input type="checkbox"/> Business/Financial <input type="checkbox"/> Consumer Products	<input type="checkbox"/> Media <input type="checkbox"/> Energy <input type="checkbox"/> Agriculture	<input type="checkbox"/> Manufacturing <input type="checkbox"/> E-Commerce <input type="checkbox"/> Hardware
			<input type="checkbox"/> Environment <input type="checkbox"/> Industrial <input type="checkbox"/> Semiconductor
4. What business skills/expertise do you have? (check all that apply)			
<input type="checkbox"/> Senior management <input type="checkbox"/> Research and development <input type="checkbox"/> Insurance	<input type="checkbox"/> Board member <input type="checkbox"/> Financial services <input type="checkbox"/> Legal	<input type="checkbox"/> Operations <input type="checkbox"/> Strategic planning <input type="checkbox"/> Public relations	<input type="checkbox"/> Marketing <input type="checkbox"/> Business plan development <input type="checkbox"/> Infrastructure
			<input type="checkbox"/> Sales <input type="checkbox"/> Employee benefits <input type="checkbox"/> Accounting
5. Have you ever been a company founder or officer? (check all that apply)			
<input type="checkbox"/> Founder <input type="checkbox"/> CIO	<input type="checkbox"/> CEO <input type="checkbox"/> COO	<input type="checkbox"/> President <input type="checkbox"/> VP – Sales & Marketing	<input type="checkbox"/> VP – R&D <input type="checkbox"/> CFO

IF YOU ANSWERED YES TO QUESTION 2, PLEASE COMPLETE THE FOLLOWING QUESTIONS

6. As an angel investor, what is the typical stage a company is in at the time of your first investment? (give percent for each, totaling 100%)

Start-up/seed _____%	Early stage _____%	Expansion _____%		
Later stage _____%	Mezzanine to IPO _____%	Public _____%		

7. As an angel investor, what is the typical relationship you have with portfolio companies? (check all that apply)

<input type="checkbox"/> Board member	<input type="checkbox"/> Advisor/mentor	<input type="checkbox"/> Officer	<input type="checkbox"/> Employee	<input type="checkbox"/> Consultant
<input type="checkbox"/> Passive	<input type="checkbox"/> Other: _____			

8. As an angel investor, what has been your typical investment range? (give percent for each, totaling 100%)

Under \$5,000 _____%	\$5,000 to \$10,000 _____%	\$10,000 to \$25,000 _____%	\$25,000 to \$50,000 _____%	\$50,000 to \$100,000 _____%
\$100,000 to \$500,000 _____%	\$500,000 to \$1 Million _____%	More than \$1 Million _____%		

9. If a renewing BAN member, have you invested in any BAN presenting companies? No Yes
 If yes, which company(s)? _____
 If no, why not? _____

10. What is your preferred form of investment? (rank with 1 highest)

Equity _____	Debt _____	Combination _____	Case by case _____
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11. What is your general expectation on length of time until return on investment?

<input type="checkbox"/> Less than 1 year	<input type="checkbox"/> 1 to 3 years	<input type="checkbox"/> 3 to 5 years	<input type="checkbox"/> More than 5 years
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12. In what industries have you invested? (check all that apply)

<input type="checkbox"/> Health care	<input type="checkbox"/> Telecommunications	<input type="checkbox"/> Media	<input type="checkbox"/> Manufacturing	<input type="checkbox"/> Environment
<input type="checkbox"/> Biotechnology	<input type="checkbox"/> Business/Financial	<input type="checkbox"/> Energy	<input type="checkbox"/> E-Commerce	<input type="checkbox"/> Industrial
<input type="checkbox"/> Software	<input type="checkbox"/> Consumer Products	<input type="checkbox"/> Agriculture	<input type="checkbox"/> Hardware	<input type="checkbox"/> Semiconductor
Other: _____				

13. What has been your historical angel investment rate of return

<input type="checkbox"/> Negative	<input type="checkbox"/> 0% to 10%	<input type="checkbox"/> 10% to 30%	<input type="checkbox"/> 30 to 50%
<input type="checkbox"/> 50% to 100	<input type="checkbox"/> 100% to 200%	<input type="checkbox"/> More than 200%	

14. What do you enjoy about being part of BAN or any angel group? (rank all that apply, with 1 highest)

Deal flow _____	Education _____	Camaraderie/social _____	Joint due diligence _____	Meeting companies _____
Shared expertise _____	Administrative support _____	Professional support _____	Guest speakers _____	Other _____

Name: _____

Phone Number: _____