

The Foundation Accelerator

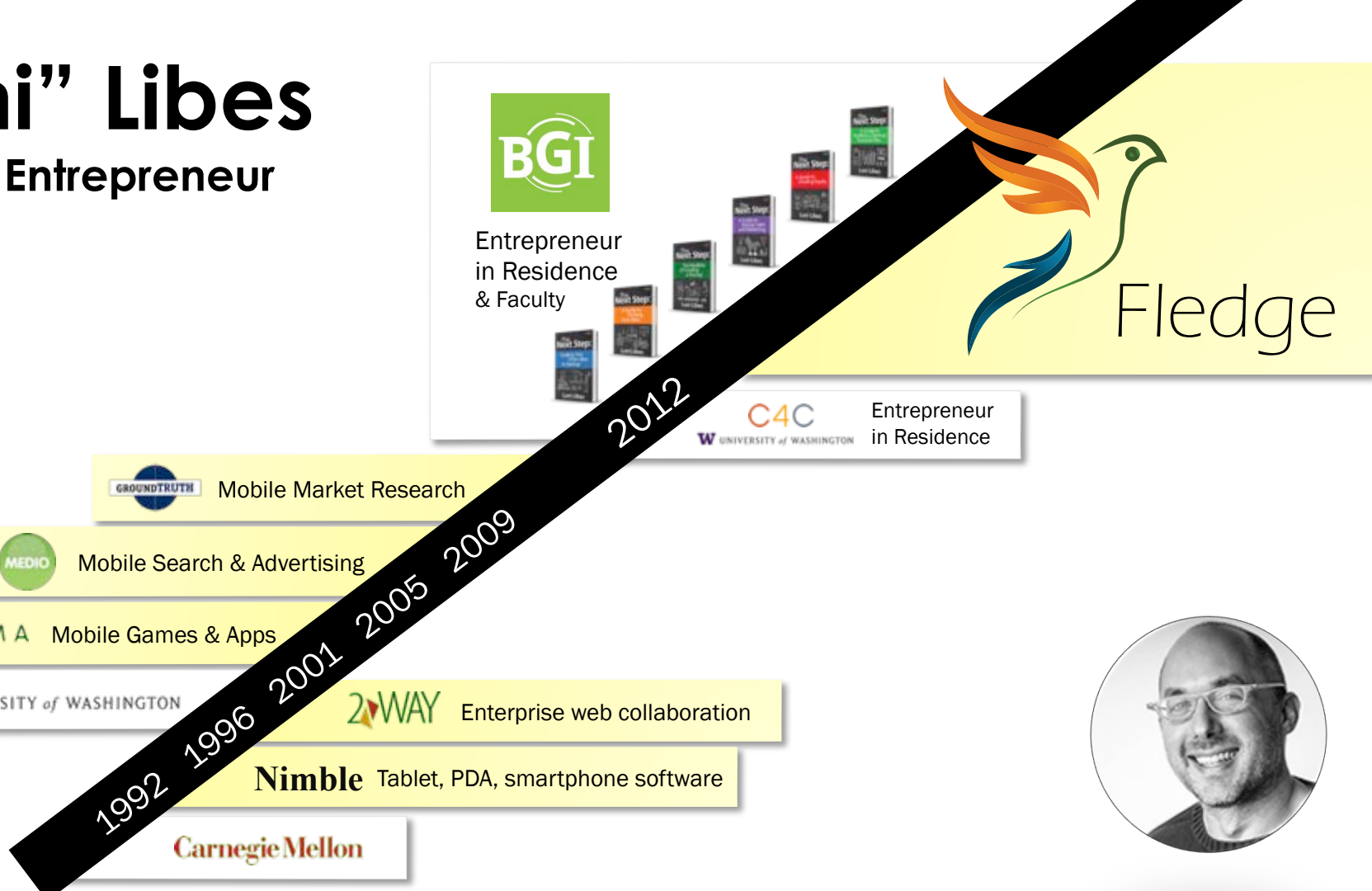
powered by  Fledge

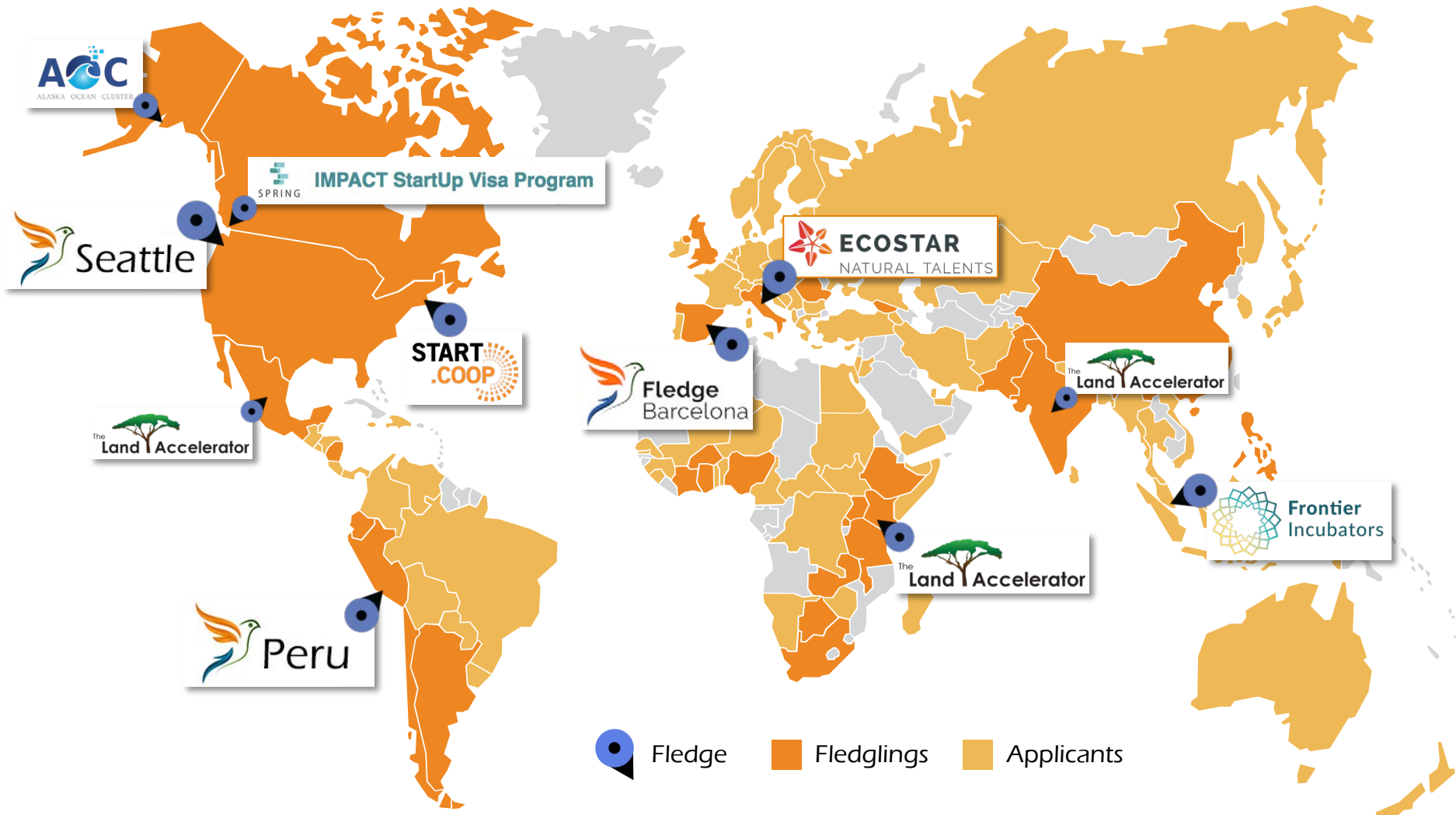
An Accelerator for Foundations?

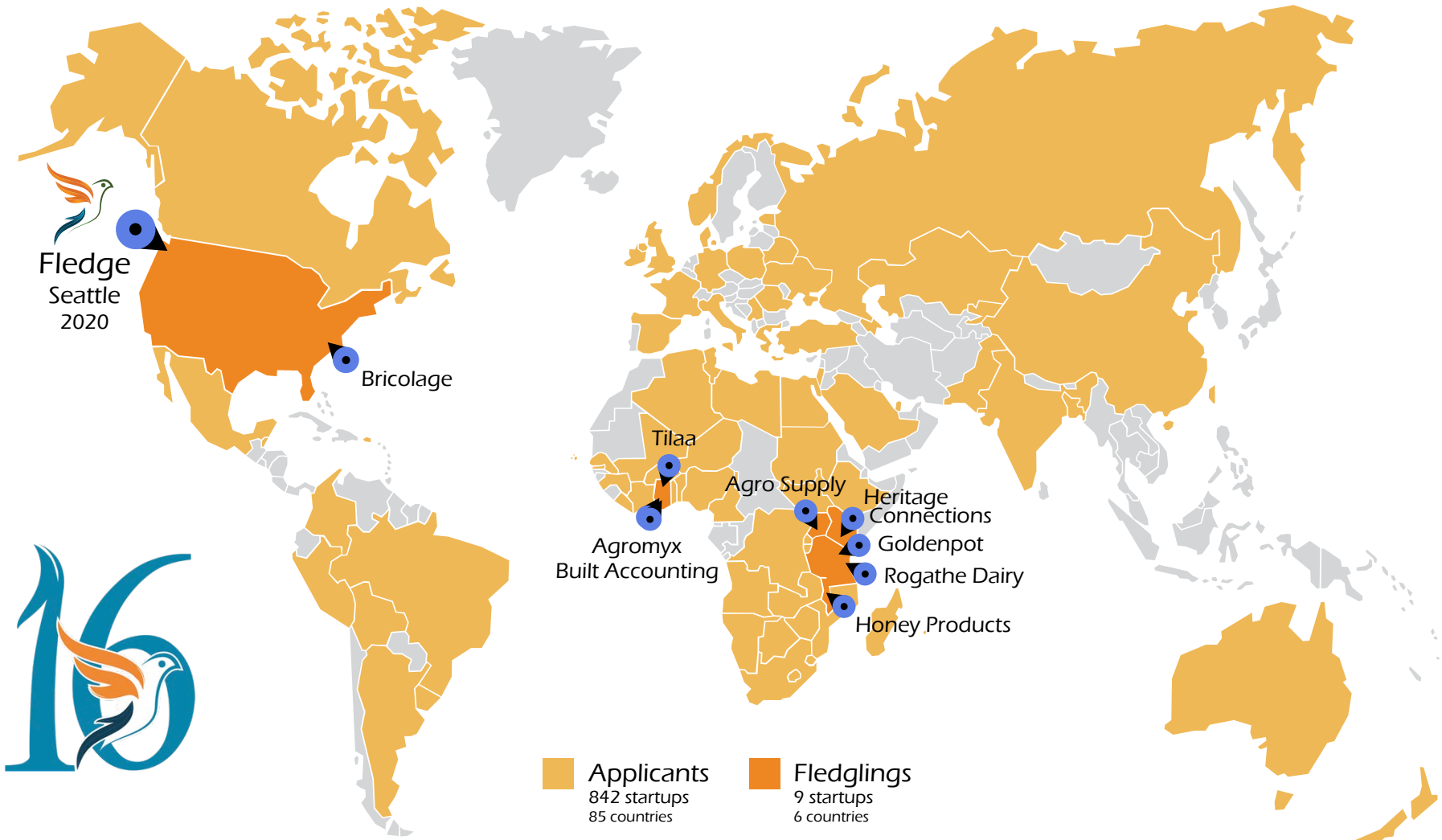
Webinar #1 (of 4)

“Luni” Libes

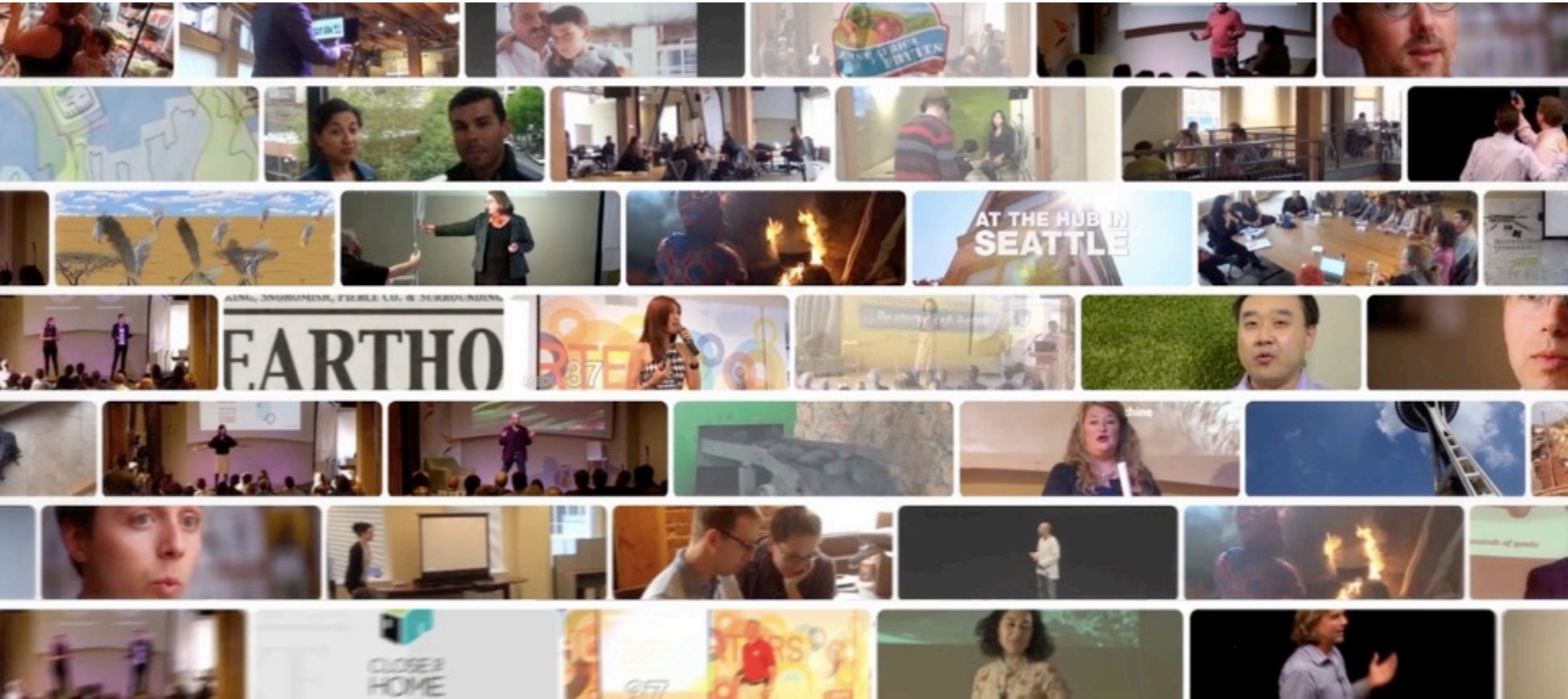
Serial Entrepreneur





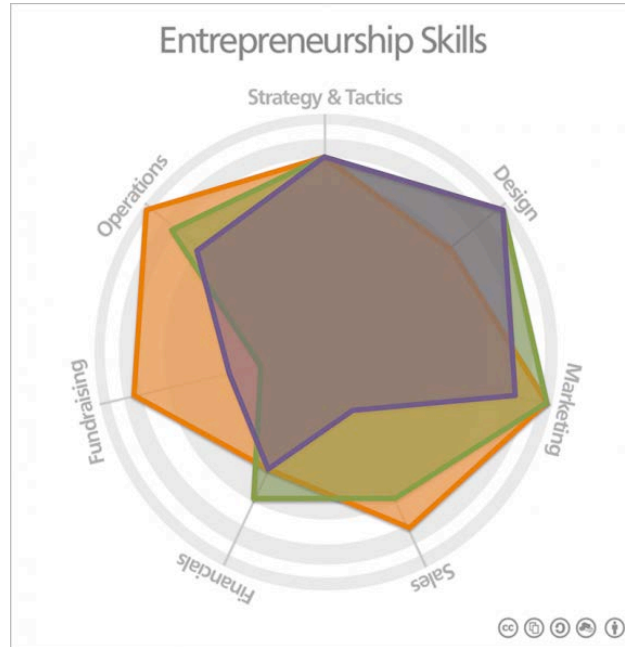


7-10 Startups





Entrepreneurship Education



600+ "Mentors"





\$20,000 per company
exchanged for **6%** equity
uniquely structured as
redeemable equity

JEAN 01 / 02
—
FIRST OF MANY

evrnu™

FUTURE OF APPAREL

www.evrnu.com



SHIFT
LABS



Zr

Zirconia

The end of rust



BRIOTECH

PROVEN PURITY









KEPRO



OTICS

SUPPLEMENTS



Facebook: ChickenBasketKE
www.chickenbasket.co.ke
0776 167 239 / 0720 167 545



Website: chickenbasket.co.ke
Facebook: ChickenBasketKE
Twitter: chickenbasket



\$2+million
(2020)

\$1,200,000
(2019)

\$545,000
(2018)

\$120,000
(2017)

\$47,000
invested





Obamastove



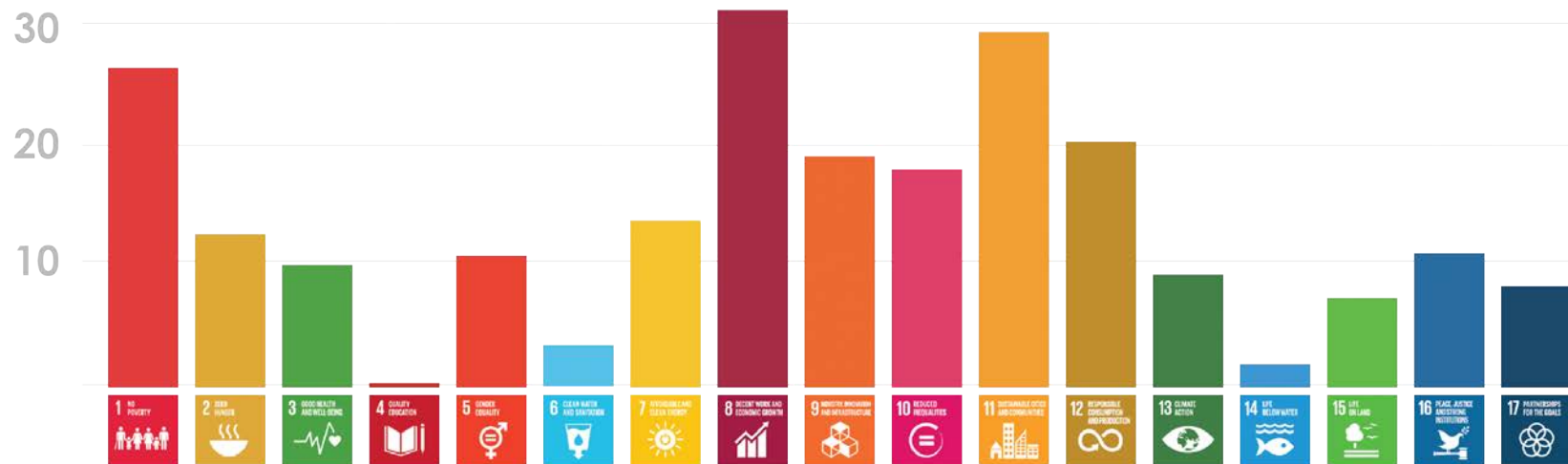
FLEDGLINGS

ALL REGION: NORTH AMERICA LATIN AMERICA AFRICA EUROPE ASIA

SESSION: 1 2 3 4 5 6 X 7 8 9 10 11

IN: SEATTLE PERU BARCELONA ECOSTAR (MAY 2018)

UN SDG: 



The **Angel** Accelerator

powered by  Fledge

Teaching individuals how to be startup investors

The Foundation Accelerator

powered by  Fledge

The Foundation Accelerator invites foundations and families to a 10-week training for program officers, investment officers, and others to learn how to blend investments with grants, using existing capital to catalyze more impact

Foundation **Accelerator**

- What is an Accelerator?
 - *Aren't accelerators for startups?*

Foundation **Accelerator**

- What is an Accelerator?
 - Not just training. **Training + Doing**
 - In a **cohort** of peers
 - With a **structured** curriculum
 - Only a **few weeks**
 - With a **shared goal** at the end

Timeline

- **Free workshops**
 - Today
 - Next 3 Thursdays
- **Commitment**
 - After the 4 workshops
- **Week 1**
 - Thursday
April 23, 2020
- **10 Weeks**
 - April 23 – June 25

Cost

- **\$55,000 recoverable grant**
 - \$50,000 goes into a pool of capital to be invested
 - \$5,000 is the fee to participation fee
- **Grants go to our 501(c)3 partner**
 - Realize Impact (realizeimpact.org)
- **Fledge is a (tiny) venture capital fund**
 - \$3+ million raised from 67 investors
 - 100 investments across 90 companies

4 Free Webinars

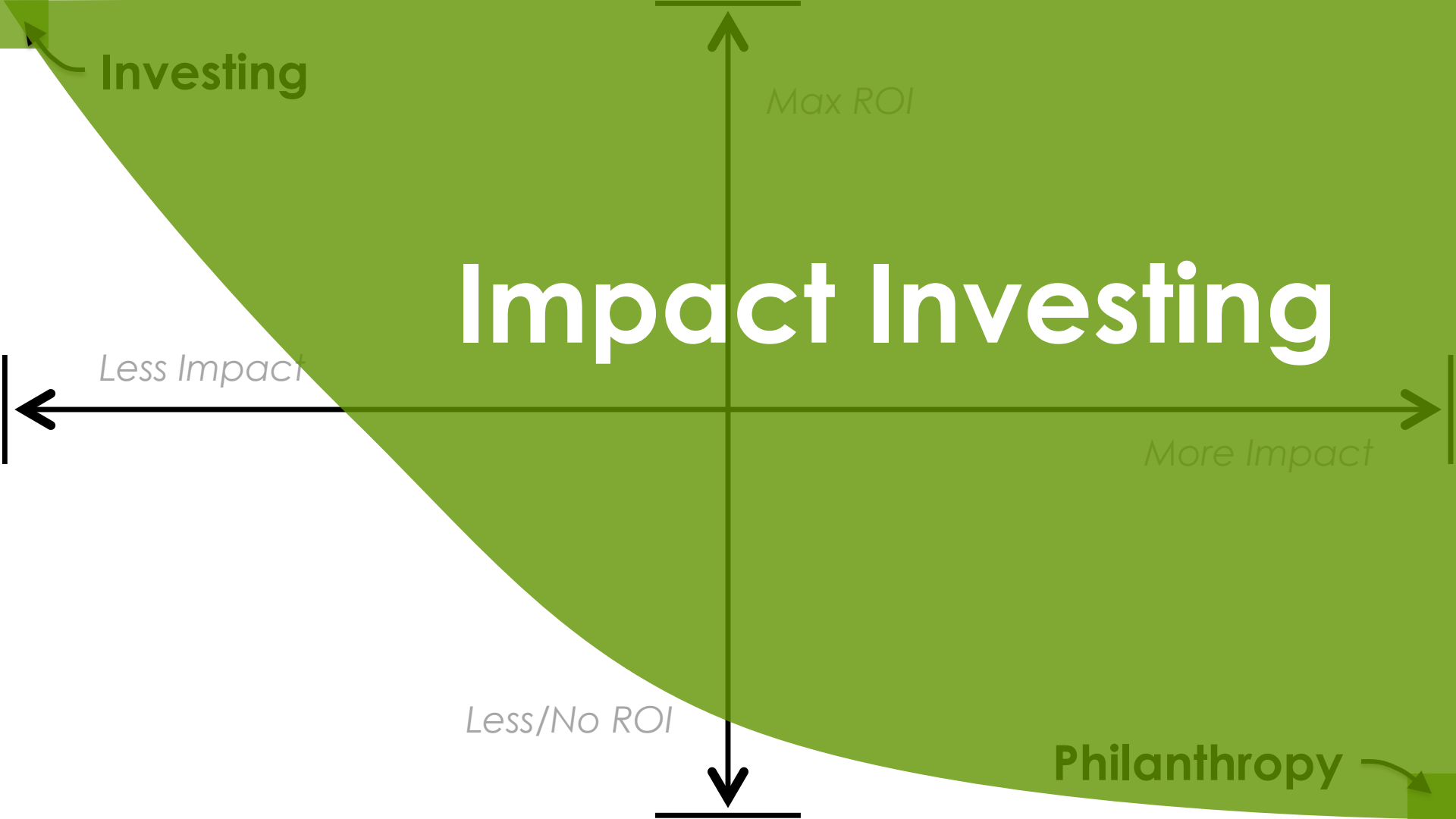
- A. An Accelerator for Foundation?**
- B. Impact Investing vs. Philanthropy**
- C. The Realities of Startups**
- D. A Preview of the 10 weeks,
Q&A on the Foundation Accelerator?**

10 Week Program

1. Blended, Catalytic, Impact Capital
2. Philanthropists and Investors: Divided by a Common Language
3. Integrated, Full-Spectrum, Blended Investing
4. Debt, Equity, and Recoverable Grants
5. Revenue-based Investing
6. Dissecting a Pitch Deck
7. Managing a Portfolio of Investments
8. Transactions vs. Relationships
9. Reviewing the Investment Options
10. Choosing the Investments

PREVIEW

What will you learn?



Investing

Max ROI

Impact Investing

Less Impact

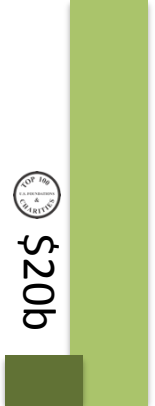
More Impact


Less/No ROI

Philanthropy



 \$20b



 \$290b



↑ \$16,600b



Sifting Success from Failure

1. Team

2. Opportunity Size

3. Impact

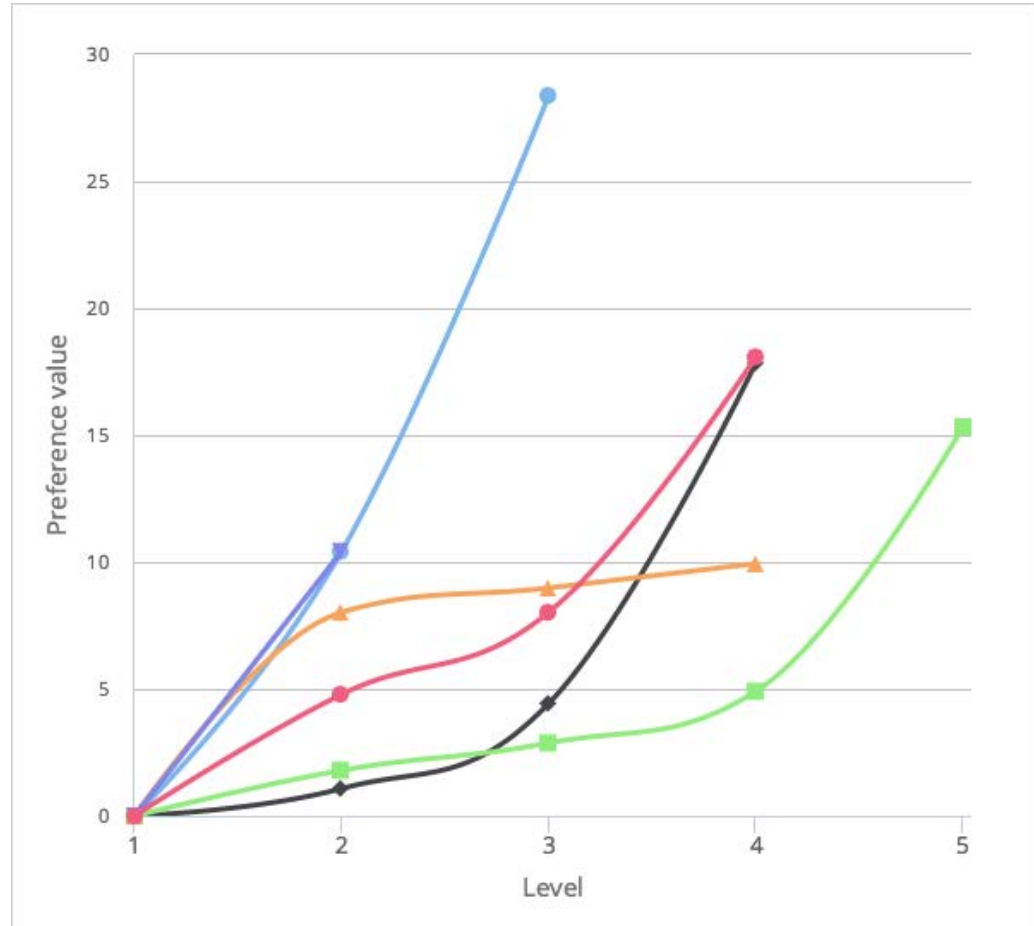
4. Odds of Success

- 3 = High
- 2 = Medium
- 1 = Low



- Complexity
- Competition
- Capital requirements
- Traction

Weights



WHY?

**Why do startups raise money?
What is in it for them?**

Sources of capital

	Seed	Startup	Early-Growth	Rapid-Growth	Exit
Self	█		█		
Friends/Family	█		█		
Crowdfunding	█		█		
Grants	█	█	█		
Angel	█	█	█		
Angel Groups	█		█	█	
Venture Capital	█		█	█	█
SBA Loan	█		█	█	█
Bank Loan	█		█	█	█
Mezzanine	█		█		█
Public Debt	█				█
Acquisition	█				█
IPO	█				█

Stages of capital

	Seed	Startup	Early-Growth	Rapid-Growth	Exit
Angel					
Angel Groups					
Venture Capital					

\$0-\$200K

\$200k-\$2m

\$2m-\$20m

\$20m+

SUCCESSFUL Angel/VC returns

per 10 investments

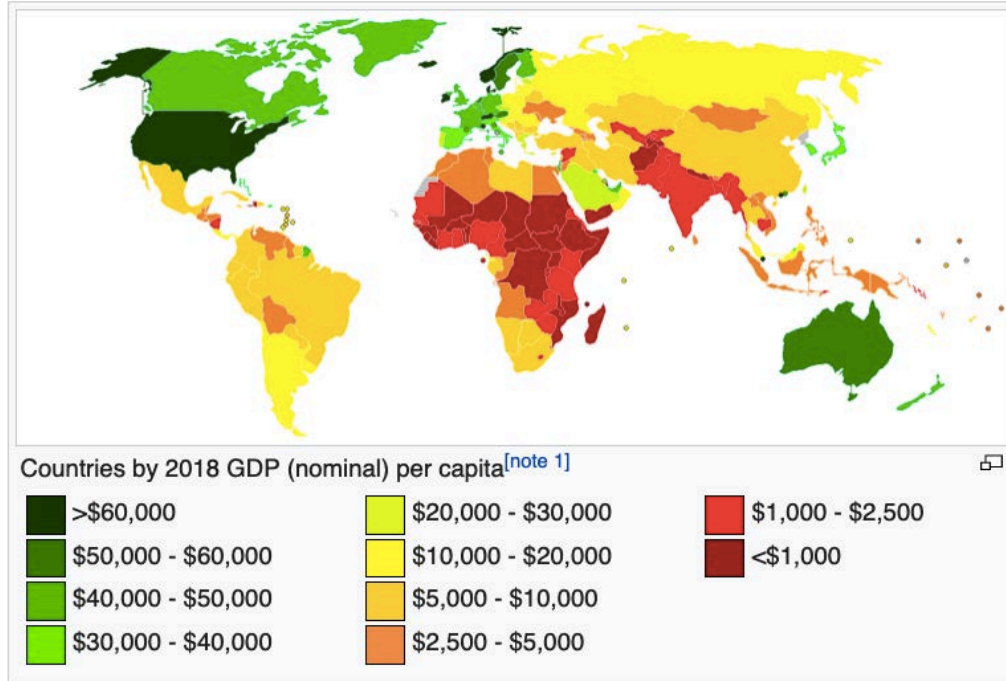
1/10	“Home Run”	>10x
2/10	“Double/Triples”	5x
3/10	“Singles”	1x
4/10	Zeros	0x

Average

$(10\% * 10x) + (20\% * 5x) + (30\% * 1x)$

2.3x

Capitalists should deploy capital where it is most needed



Capitalists do deploy capital
where it is most EFFICIENT



80%+

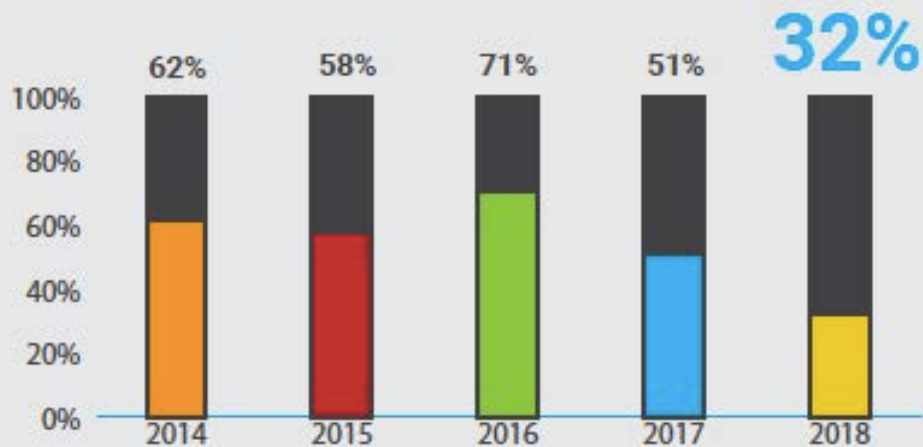
Most Angel Investing is Local

Local to city, state, & region

NEW YORK

% Deals in Region

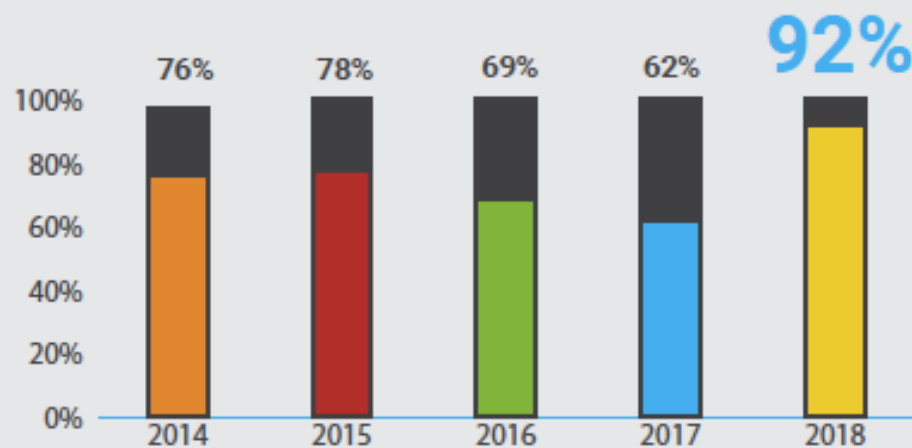
Percentage of Angel group funded deals within own region



NORTHWEST

% Deals in Region

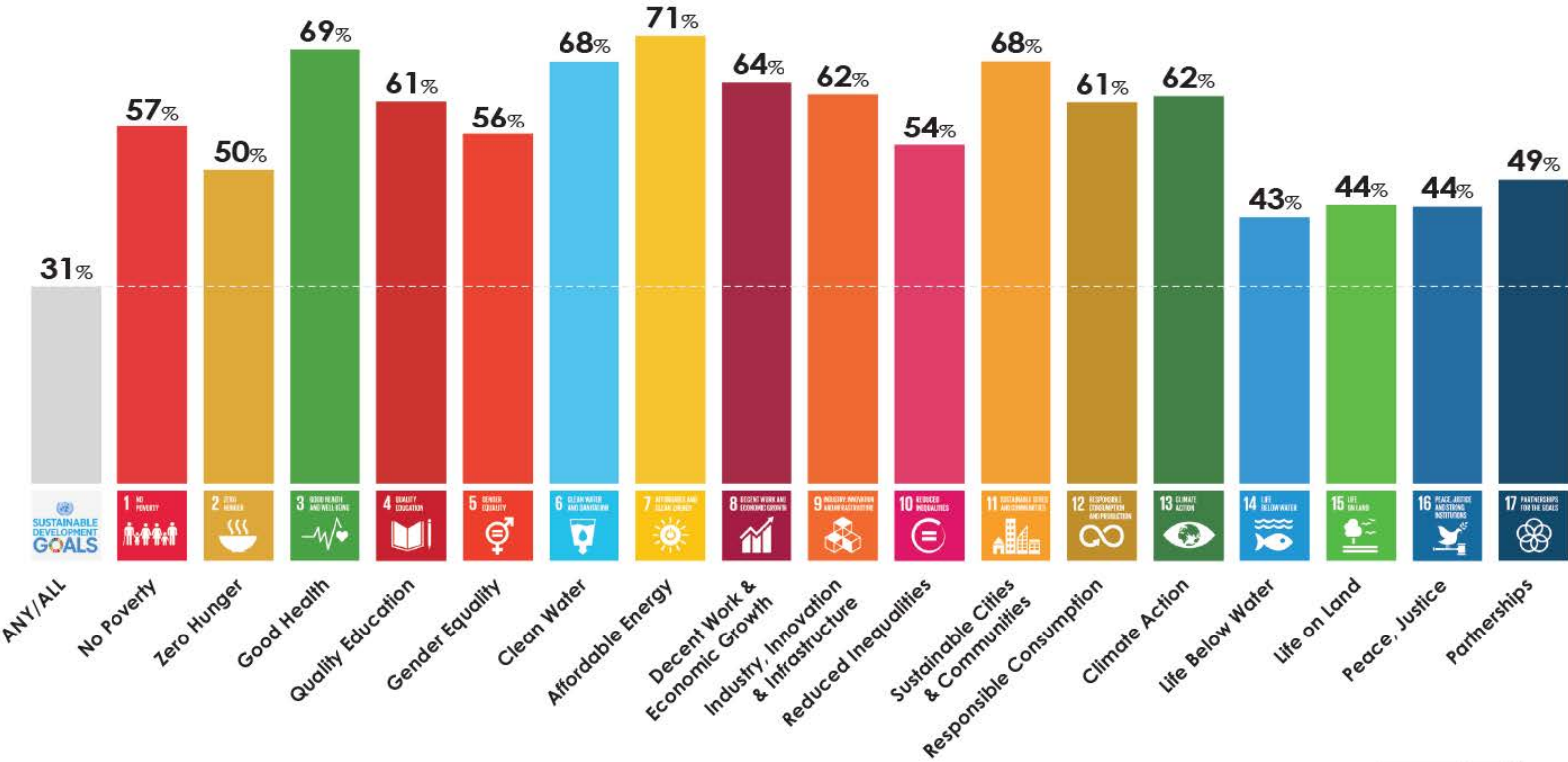
Percentage of Angel group funded deals within own region



Impact



What are the impact goals?



437 Individuals, Families, Foundations Funds & Others

Impact Investing is Complicated

Tech Investing



Impact Investing

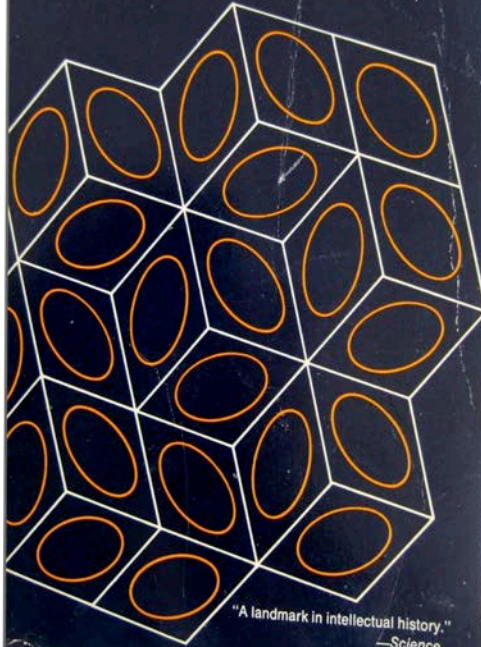


P411
\$3.95

The Structure of Scientific Revolutions

Second Edition, Enlarged

Thomas S. Kuhn



"A landmark in intellectual history."
—Science

500,000

New startups per year

(U.S. SBA & Kauffman Foundation)

4,115

funded by
venture capitalists

(Pitchbook 2016)

726 exits

(Pitchbook 2016)

500,000

New startups per year

(U.S. SBA & Kauffman Foundation)

0.8%

funded by
venture capitalists

(Pitchbook 2016)

0.1% exits

(Pitchbook 2016)

492,000

**“unfundable”
startups**

"I skate to where the puck is going to
be, not where it has been."
-- Wayne Gretzky





Total Confirmed

471,518

Confirmed Cases by Country/Region /Sovereignty

81,727 China

74,386 Italy

69,171 US

49,515 Spain

37,323 Germany

27,017 Iran

25,600 France

10,897 Switzerland

9,640 United Kingdom

9,241 Korea, South

6,440 Netherlands

5,588 Australia



Cumulative Confirmed Cases

Active Cases

Esri, FAO, NOAA

Total Deaths

21,306

7,503 deaths Italy

3,647 deaths Spain

3,169 deaths Hubei China

2,077 deaths Iran

1,331 deaths France

465 deaths United Kingdom

356 deaths Netherlands

Total Recovered

114,858

61,201 recovered Hubei China

9,625 recovered Iran

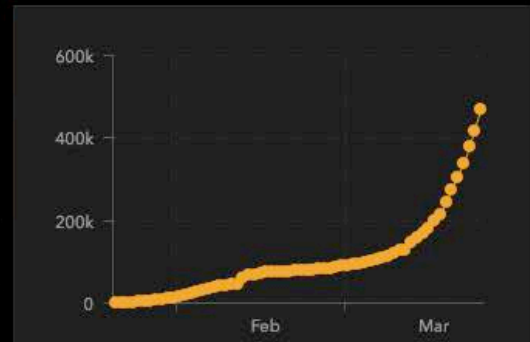
9,362 recovered Italy

5,367 recovered Spain

4,144 recovered Korea, South

3,900 recovered France

3,547 recovered Germany



Wednesday, March 25

175

Last Updated at (M/D/YYYY)

QUESTIONS?

What other information do you need?

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 - \$3+ million raised from 67 investors
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What else are you doing?

It's a great time to **take a moment,**
learn a new skill, and **add a new tool** to
augment your existing toolbox

- Site visits are on hold
- New grants/investments are on hold
- New initiatives are on hold
- Home is the new Office

More Details

- **foundations.fledge.co**
- luni@fledge.co

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“Luni” Libes

luni@fledge.co