

The Global Entrepreneurship Week <i>Utah!</i> Entrepreneur Conference and 3rd Annual Utah Angel Summit Agenda November 20, 2008 8 A.M. – 5 P.M @ South Towne Expo Center @ Sandy, UT		
Presiding:	Ronald White	Presiding:
Track:	Angel Summit	Track:
8:00-9:00		8:00-9:00
9:00-9:15	Welcome, Update on Angel Activities in Utah: Ron White	
	Receive update on deals, returns, syndication activities, progress of companies, and investment trends in Utah	9:00-9:30
9:15-10:00	ACA – Update, Statistics: Marianne Hudson Familiarize attendees with ACA, including North American angel group statistics, study on returns, angel insurance program, and partnership with Dow Jones VentureSource	9:30-10:00
	Failed vs. Highly Successful Deals Moderated panel to discuss successful and failed deals; will discuss valuations, terms and conditions, challenges, and how they closed the round focusing on why they did what they did.	
10:00-10:45	Tom Lund (Zions & Moderator), Lindsay Atwood (TruVision & Utah Angel), Dick Shanaman (TruVision & Olympus Angel), Mike Alder (BYU), Dave Norton (Island Park Investments)	10:00-10:45
10:45-11:00		10:45-11:00
	Current Issues for Utah Angel Groups Panel discussion about how other angel groups deal with issues such as sustainability of the group, gaining members, attracting deal flow, etc.	
11:00-11:45	Ted McAleer (Moderator & USTAR), Krista Black (Dixie Angel), Andrew Laver (Salt Lake Life Science Angel), Dan McPhun (Park City Angel), Ron White (Olympus Angel), Scott Frazier (Utah Angel)	11:00-11:45

11:45-1:15		11:45-1:15
Track:	"Deal Development & Screening"	Track:
	Deal Flow Management	
1:15-2:00	Moderated roundtable: Best deal source, working with universities, communicating with group members, working with follow-on investors, etc. Devin Thorpe (MWCN), Brock Blake (Funding Universe), Stan Kanarowski (Park City Angel), Craig Earnshaw (Utah & Park City Angel)	1:15-2:00
2:00-2:15		2:00-2:15
	Evaluating Management & Picking Winners in Early-Stage Companies	
2:15-3:00	Presentation or panel on key characteristics and methods for determining high-potential teams and how to support them as portfolio companies grow Steve Roy (Moderator & USTAR), Alan Hall (Grow Utah Ventures/Mercato Partners), Brad Bertoch	2:15-3:00
3:00-3:15		3:00-3:15
3:15-4:00		3:15-4:00
4:00-4:15		
4:15-5:00		4:15-5:00