

News Letter July 2019

Investors, Advisors and Startup Mentors, Hope you are all having a wonderful 4th of July weekend. A lot has been going on at Cofounders and around the Triangle. Here's your summarized update but first we'd like to recognize our venture partners. Many of our investors and mentors have stepped up to the plate to help us and our companies this year but [Scott Albert](#) and [Alex Osadzinski](#) work out of the lab every Monday. They are always on call and are critical to our success in a way that's hard to describe.



Our New Investments

Relay One

On April 18th we investment in Relay One. The Company has created a secure system for both healthcare providers and approved vendors to view surgical schedule in real time and get automatic updates about case status. We first met with the Cofounders and CEO, Cam Sexton, in October 2018. After 6 months of working together, helping move the company forward, and building a relationship this became our 5th Fund II investment.



Waam

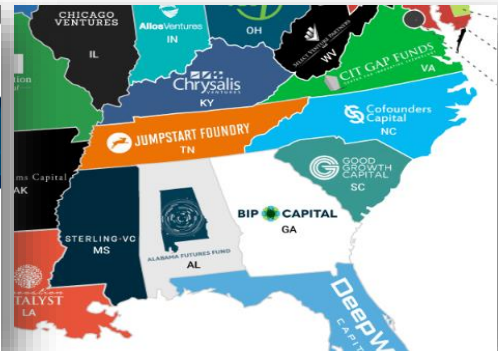
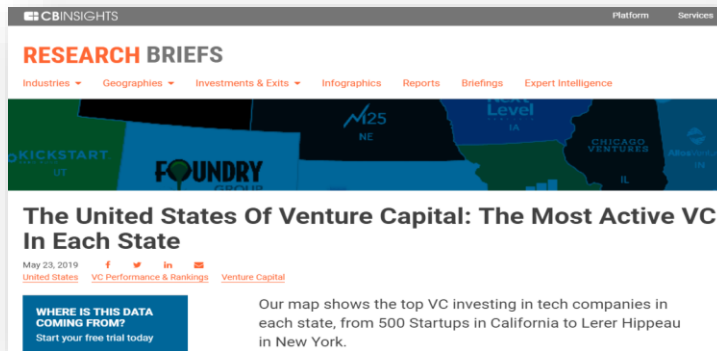
On May 23rd, we made our 6th investment out of Fund II into Bnafit (now WAAM®). The company is a platform for social media influencers in the athletic training space to engage and monetize their followers. End users will be able to create customizable workout regiments (essentially a “playlist” of exercises) that they can perform at home while following their favorite athletes/trainers. We pride ourselves in being able to identify first-time entrepreneurs that will be great, and we were blown away with the activity level of CEO, [Karly Pavlinac](#). Karly, a recent NCSU graduate, was rather excited about her funding and decided to shoot a Champaign cork off our deck to celebrate with her coworkers in the lab. Apologies to those passing below!

In the News

Click on any of the following pictures to read the actual articles below.

Cofounders Capital Ranked Number One in North Carolina

A [National Report](#) by CBI deemed Cofounders the most active venture fund in NC.

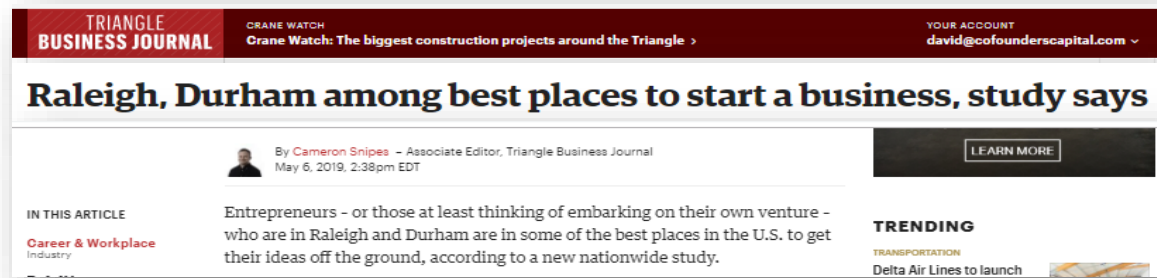


Archive Social!

Congratulations to my good friend and first-time entrepreneur Anil Chawa for engineering a \$53M exit for the investors in his six-year-old GovTech startup. This was one of the last personal investments I made before starting Cofounders Fund I. This 30X return is a good indicator of the potential within some of our current Fund portfolio companies. We play the long game.



Raleigh and Durham Ranked in Top Ten Best Places to Start a Business



Cofounders Completes Final Close on Fund II

Our Events

Tim and I generally host, attend, judge, moderate or speak at several events each month. Our goals are to promote entrepreneurship, encourage local investing and to ensure that we see every startup company in NC that might be a fit for our fund and expertise.



StartUp Summit

The theme this year was Fostering Collaboration between Corporations and Startups. My opening keynote discussed benefits for both of these groups that could be had through working together in a closer way. I also discussed pros and cons of corporate accelerators and the importance of startups focusing hard and early on business development efforts and not just sales. Cofounders CEO's Monica Woods and Rich Brancaccio participated on a panel and really drove these points home.





Wilmington Entrepreneur Network Gathering

Tim moderated his well-attended event in Wilmington. Click the image to read about it in Wilmington Biz.

Hiram College

We also hosted a group of students studying entrepreneurship from Hiram College who made the trip to the Triangle to see how we get startups done. Such trips used to only go to Silicon Valley but the Triangle is quickly becoming a destination.

National Venture Capitalist's Association comes to the Triangle

I was fortunate to participate in this event in Durham. It is amazing how much this small [NVCA](#) group accomplishes lobbying for innovation and entrepreneurship. Every month our Federal Government considers a law or new regulation that would be literally devastating for entrepreneurs. From taxing unexercised stock options to removing all incentives for early stage investors these guys work with both sides of the aisle to educated law makers on the unintended consequences of their decisions. *I only wish entrepreneurs in NC had a similar voice speaking to NC legislators on our behalf.*



Supporting Local Universities

There are usually too many such events to mention but Tim and I perpetually speak to classes at UNC, Duke and NCSU encouraging students in their dreams of becoming an entrepreneur. Tim also served as an [NC Idea grant](#) reviewer and adviser to companies applying for these grants. I participated as a volunteer judge for the [NCSU Chancellor's Innovation Fund](#) and on the board approving [Kenan Institute](#) grants for science, education and technology.

CED Tech Conference

Just like last year Cofounders was well represented at the largest technology entrepreneur/investor event of the region. Myxx, Revibe and Urban Offsets presented to a full house at the Raleigh Convention Center and manned tradeshow-style booths both days. I will be rotating off of the CED Board and Executive Committee this month and Tim will be taking my board seat.



Encouraging Investment in NC

The other meeting we tend to have almost every week is with investors and venture firms from literally all over the world interested in deploying capital in NC, "the new Silicon Valley". Here I am last week hosting a group of investors from China courtesy of Cofounders Fund II investors, Leo and Hanna Chan.



AoPS Graduation

My favorite recent event had to be speaking to this group of elementary school students in Cary. I spoke on the importance of showing up.

“Participate, apply, try out, attend, volunteer, compete...every great opportunity and connection that will determine the trajectory of your life will happen because you chose to show up that day!”

At the end of my talk I asked the question, “So what are you going to do?” The students unanimously yelled back to me, “Show up!”

Our Publications

Tim and I try to write regularly in NC publications on topics that we feel are important to our entrepreneurial eco system. You can read these articles below by clicking on them.



Closing

We consider our free accelerator and community activities the charity side of our business but there is a great benefit our funds also receive. Entrepreneurs from all over North Carolina know about Cofounders and the investment dollars, expertise and connections we can bring to their ventures. Our deal-flow is the envy of every VC we meet. You would be hard pressed to find any SaaS-based startup in NC that does not know about Cofounders Capital.

For his vacation this Summer Tim took his family to Italy but as you can see, he was still working some promoting our Fund I Shark Tank winning company, [RewardStock](#) to the locals. By the way, using the travel points he got through RewardStock, most of his trip was free.

Finally, here we are in our Monday partners' meeting debating the merits of some go-to-market strategy. I'm chocking Alex for once again confusing me with relevant facts!

