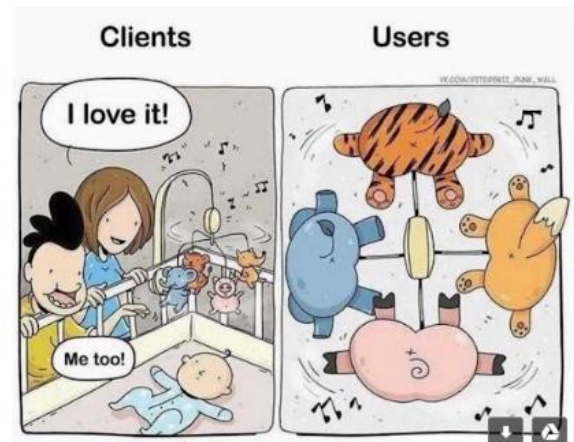


News Letter October 2019

Investors, Advisors and Startup Mentors,
It's been an amazingly busy and eventful Fall. We have done three follow-on investments into Fund I companies and made two new investment out of Fund II as well as significantly increased our equity stake in EasyVote, another Fund II company. Deal flow remains off the charts with several new opportunities coming in every single day. Thanks again to all of our mentors who have helped our companies and given us industry-specific advice as we consider investments.

We are constantly trying to get our companies to think in terms of user experience and circulated this image to help make the point.



Our New Investments



Automation Intellect is a SaaS company that provides a machine performance analytics platform to manufacturing companies. The platform collects and monitors machine data, providing companies with valuable insights that enable improved machine performance and manufacturing throughput. Automation Intellect's out of the box solution enables immediate ROI for manufacturing companies and provides the quickest time to value in the market. Here I am at our first management team dinner.



Element451 is a Raleigh startup with an advanced modular CRM platform for higher education. It empowers universities to manage their student recruitment marketing and engagement, admission criteria, wait lists, drip campaigns, etc. Here, we are lunching with the CEO, Ardis Kadiu, and his founders after our first board meeting.





Entrepreneur Spotlight

A big congrats to Thomas Jepsen, one of our entrepreneurs working out of the Lab, on passing his final green card interview. We had to punk his desk in celebration. Thomas is from Denmark and against all odds and archaic immigration policies, we managed to keep at least one of our international best and brightest innovators and job creators as well as his technology here in the USA.

How You Can Help

Cofounders New Fulltime Partner

We are expanding our team and hiring a new fulltime partner... we just don't know who she is yet. You can help. We'd love to talk to anyone you'd recommend that has worked for a venture fund, sat on boards and preferably is an accomplished entrepreneur in her own right. Tim is leading this process. tim@cofounderscapital.com



Talent Search

Beyond our internal hiring needs almost all of our portfolio companies are struggling to hire especially in the areas of technical and sales leadership. We are spending more time than ever recruiting and vetting candidates for our companies. Some days we really feel like a staffing agency. Please send us anyone you know who might be willing to work in startup world. This is our biggest single challenge at the moment. Refer candidates to david@cofounderscapital.com

In the News

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

WRAL Techwire – [What's our Triangles Startup Ecosystem's Secret Weapon?](#)

Great article on what makes this a great place for startups and investors and of course, they talk about Cofounders Capital.

WRAL – [The State of Venture Capital in NC](#)

Interviews with David Gardner, the CED and others on our growing venture market

WRAL Techwire – [Big names top Startup Summit Lineup](#)

StartUp Summit: [Gardner Keynote: Fostering Collaboration Between Corporations and Startups](#)
This video of my keynote was recently released and the event [promo video](#)



Promo Video



Keynote Address



WRAL Techwire – [VCs say they want more black entrepreneurs](#)

I was asked to comment on why we don't invest in more black entrepreneurs in spite of our best efforts to recruit them.

Our Events

We 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.

[Triad Demo Day](#) Video

Tim's interview here with the Coder Foundry on how to best work with an investor



TechWisdom Conference

Tim spoke at the TechWisdom conference on how to grab an investors attention.



3rd World Entrepreneur's Charity Talk Dinner

This event I founded six years ago just keeps getting bigger every year with over a hundred attending last month. I was given the "Shroud of Respect" which I hear carries real weight in some African villages!

Winston Starts Accelerator

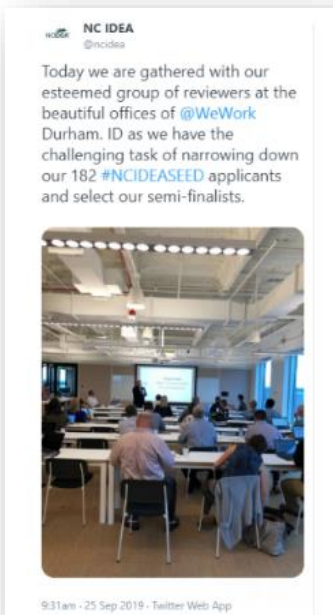
There's a lot going on in Winston Salem. Here I spoke and held office hours at Winston's newest startup space.



NCSU Entrepreneurial Advisory Board

Tom Miller and his team do a great job and I'm happy to server on his NCSU entrepreneur advisory board.





NC IDEA Grant Committee

Tim served again on the NC Idea Grant Selection Committee. This is a very worthy but time-consuming volunteer effort on his part. Factoid...Cofounders Capital has funded more grant winners from this program and any other organization.

Town of Cary Planning Retreat

I enjoyed participating in the Town's planning retreat in Boone discussing local economic development issues here and across the state.



Jefferson Dinner

Jefferson Dinners are always fun and provocative. Here, Thom Rhue, Wake Tech leadership and others debate the role of the state in fostering innovation and corporate giving at the Mayton Inn in Cary.

NC Idea Summit Video

Tim speaks to entrepreneurs about Fundraising





Kenan Institute Grant Retreat

I have enjoyed serving as a Trustee for the Keenan Institute for Education, Technology and Science. Here we are at our annual board retreat in Beaufort NC last month. Our grants are helping to make a real impact on economic development in the Eastern part of the state.

StartUp Summit Panel

I lead a panel discussion on the different types of investors and what makes each unique.



MetLife techstars Insurance Tech Accelerator

Tim paid his dues this year working as a volunteer TechStars mentor.

CED Investors Fly-In Event

Tim introduced several of our companies who presented at this CED event held at the Drive Shack before we all enjoyed dinner and driving some golf balls from the platform.



Other Events

We also attended several other events. Tim attended Black Founders Exchange and an AgTech conference hosted by the NC Biotech Center.

Our Publications

We try to write regularly in publications on topics that we feel are important to our NC entrepreneurial eco system. We spend all day everyday working with entrepreneurs and startup companies and feel that we have our finger on the pulse of NC innovation. You can read these articles below by clicking on the link or picture.



GrepBeat – [Exit Strategies](#)

Tim provides straight talk to entrepreneurs who need to continually be thinking about and planning for an exit

WRAL Techwire – [Legal Insider Trading](#)

My quick guide to early stage investing

WRAL Techwire – [What's better than making money on a startup? – Paying no taxes!](#)

In this article I discussed the little known 1202 tax exemption.



WRAL Techwire – [Why founder's equity requires vesting](#)

My ongoing column on typical terms found in an investment terms sheet

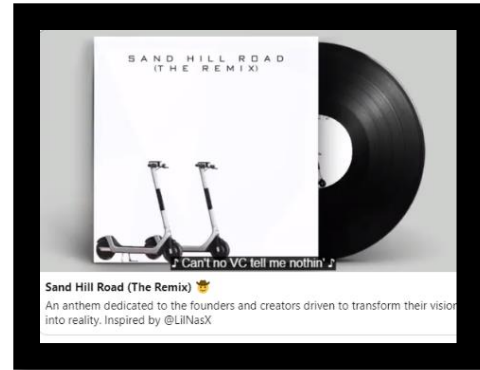
Hustle Unlimited - [Podcast Interview with Tim](#)

Great interview here with Tim on Cofounders and our philosophy.



[Can't No VC Tell me Nothing Rap](#)

OK, we can't take credit for publishing this rap song but we really could have written it!



With Appreciation

I am continuously impressed with how many people and companies generously give of their time and treasure to support innovation and entrepreneurship in NC. I'm adding this section to our newsletter permanently so we can recognize some of these contributors.

This quarter we'd like to take a moment to recognize three of our benefactors. [Fortnight Brewing](#) generously provides a free beer tap to our startup Lab. Likewise, [Tribucha](#) provides a free kombucha tap...got to keep those entrepreneurs healthy. Most important of all, it is the Town of Cary that provides our lab space absolutely free which makes it possible for us to do what we do for entrepreneurs without charging them anything.



Closing

We anticipate some exits from Fund I over the next few months and we have selected about half of our Fund II companies at this point. Deal flow remains unbelievable strong and consistent. As always, feel free to contact us or swing by the Lab anytime.

Well, got to go now as my family has a big weekend coming up with my only daughter's wedding on Saturday. I've never parted with this much capital without getting equity! 😊

