



October 2015

I spoke recently to students of the Entrepreneur's Law Clinic at the Santa Clara University School of Law in Silicon Valley about the basics of angel investments. For the students it was a chance to learn how to negotiate a term sheet and understand the differences between various investment instruments. For me, it was a chance to review some of the latest statistics on angel investors.

Most of my savvy readers don't need the Angel 101 lecture, but in reviewing the numbers, it just reaffirmed that angel investing across the U.S plays a critical role in providing funding to entrepreneurs and early stage companies. There are approximately 300,000 angel investors across the country with 70,000 to 75,000 angel investments made each year, totaling around \$25 billion. According to the most recent [Halo Report](#) from the Angel Resource Institute that tracks angel investments by region, California gained a 19.6% share of total deals over the last five years. So, not surprisingly, California continues to be the primary location for investment, including angel investment.

As someone who represents angel individuals and investment groups, it's an exciting time to be looking for opportunities to invest in the next big thing in Silicon Valley. One of my roles is to help clients tune in to what promising start-ups are looking for. In this environment – where start-up costs are declining and alternative capital sources are growing in popularity – entrepreneurs are looking for angel investors that understand their industry and can add value to their business.

That's it for the October edition. Happy Halloween! Talk to you next month.

Best, Steve



[Steve Clinton](#)

408.341.3050

SClinton@wcsr.com | [LinkedIn](#)



[Michael Gencarella](#)

408.341.3015

MGencarella@wcsr.com | [LinkedIn](#)



Please note our new address:

2479 East Bayshore Road
Suite 290
Palo Alto, CA 94303

#GetToKnowUs | wcsr.com

Upcoming Event

[ACC San Francisco Bay Area Chapter Presents: "Deal or No Deal 2015"](#) | Nov. 19, 2015 | Hyatt Regency Santa Clara | Womble Carlyle to lead panel on "Privacy & Data Security Issues in the U.S. & Overseas"

About Womble Carlyle

[New Report Finds Growing Diversity in Middle Market](#)

[Case Law Arguments for "Abstract Ideas" Rejection of Patent Claims](#) (by [Christopher Hall](#), Womble Carlyle Patent Agent)

[California](#) | [Delaware](#) | [Georgia](#) | [Maryland](#) | [North Carolina](#) | [South Carolina](#) | [Virginia](#) | [Washington D.C.](#)

This e-mail message is a commercial message.

IRS CIRCULAR 230 NOTICE: To ensure compliance with requirements imposed by the IRS, we inform you that any U.S. tax advice contained in this communication (or in any attachment) is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code or (ii) promoting, marketing or recommending to another party any transaction or matter addressed in this communication (or in any attachment).

This email was sent by: [Womble Carlyle Sandridge & Rice, LLP](#)
One West 4th Street, Winston-Salem, North Carolina, 27101, USA

We respect your right to privacy - [view our policy](#)

[Manage Subscriptions](#)