

CTO Round Table

September 2, 2026



TOTALS

Angel groups	8
Members	1,000+
Events /yr	12+
Investments	200+

Life Sciences

Founded	2016
Members	300
Events /yr	3
Investments	17

Boston

Founded	2014
Members	TBD
Events /yr	TBD
Investments	40+

UK

Founded	2021
Members	90
Events /yr	3
Investments	5+

NorCal

Founded	2014
Members	691
Events /yr	5
Investments	70

Austin & SA

Founded	2026
Members	TBD
Events /yr	TBD
Investments	0

New York

Founded	2016
Members	TBD
Events /yr	TBD
Investments	27+

Founded	2019
Members	125
Events /yr	3
Investments	32+



MIT Alumni Angels DC

- We are **MIT** alumni accredited **investors**
 - *Bringing insights, expertise, & connections*
- **Identify, invest, and mentor** founders
 - *Enabling them to grow strong new ventures.*
- Focus on **early-stage** startups
 - *With emerging science and technology*
 - *Backed by significant R&D and IP*
 - *Located in DMV and across the USA*
- Leverage the power of MIT alumni **network**
 - *Across DMV, USA, and Globally*
 - *To perform technical and business diligence on investment opportunities.*

YOUR ANGELS DC BOARD



Cyril Draffin

DC Deputy Director
Due Diligence Chair



Terry Hsiao

DC Deputy Director
Cofounder



Mark Johnston

DC MIT Club Past President
Angel Liaison & Newsletter



Michele Kaliski

DC Deputy Director
Selection & Ecosystem Chair



Al Mink

DC Director
Events Chair



Kristin Smith

DC Deputy Director
Portfolio Analytics Co-Chair

Our Offerings

Pitches

Virtual

w NYC, BOS, Norcal

3 / Year

- **4-5 Start-ups**
 - *Curated*
- **Angel Assessments**
 - *In Real-time*
- **Follow-up Sessions**
 - *Pre-scheduled*
 - *Due Diligence Leads*
- **Recap Email**

OCT

15

Fun & Knowledge

In-Person, DMV

2 / Year

- **Informal Interaction**
 - *w/ Ecosystem Partners*
 - *w/ Portfolio Startups*
- **Organized Content**
 - *Guest Speaker*
- **Food & Beverages**
 - *Possible \$ fee*

AUG

13

ANNUAL CALENDAR



PITCH (VIRTUAL)



DC NETWORKING (IN-PERSON)





OUR LARGER TEAM

AROUND THE ANGEL LIFECYCLE

Angel/Entrepreneur Ecosystem

- Michele Kaliski – Lead
- Andrea Jensen
- Yanjia Edward Wang
- Al Mink
- Terry Hsiao

Start-up Selection

- Michele Kaliski – Lead
- Al Mink
- Roy Morris
- Michael Thomas
- Dave Salwen

Events

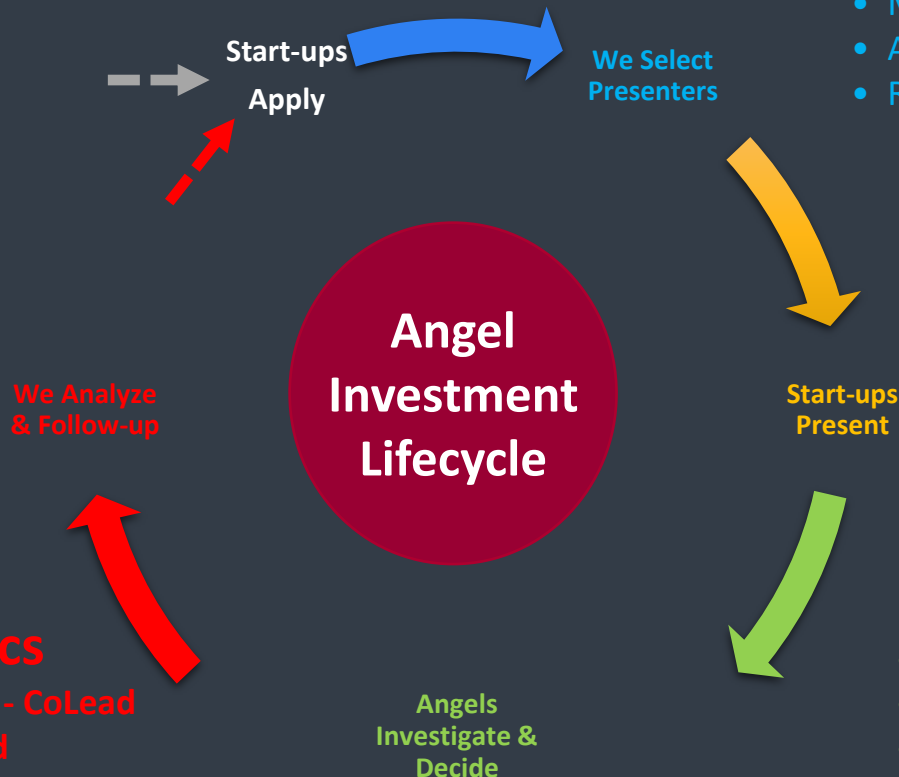
- Al Mink - Lead
- Cyril Draffin
- Michele Kaliski
- Mark Johnston
- Kristin Smith

Due Diligence

- Cyril Draffin – Lead
- Bryan Collins
- Vernon Joyner
- Michele Kaliski
- Al Mink
- Kristin Smith
- Michael Thomas

Portfolio Analytics

- Stephane Mondoloni - CoLead
- Kristin Smith - CoLead
- Al Mink
- Nanda Ramanujam



ANGEL ASSESSMENT CRITERIA

FOR EVALUATING A START-UP

Leadership Team

- ...

Market Potential

Beachhead → TAM

- ...

Technology & Product Development

- ...

Commercialization Strategy (*Incl Business Case*)

- ...

Competitive Environment

- ...

Risks (&Terms)

- ...

TERM SHEETS

Three most common structures for an Angel term sheet

- 1. Equity**
- 2. SAFE**
- 3. Convertible Note**

Key terms

- Valuation / Cap**
- Discount Rate**
- Interest Rate**



THE CHALLENGE

**Discover what may make sound investment in
“XXX Emerging Tech”
Early-Stage Companies**

ENTREPRENEUR ECOSYSTEM



START UP FOUNDER



STRATEGY



ENTREPRENEUR
ECOSYSTEM

Cyril Draffin

Nuclear Industry Council



Koroush Shirvan

OrganiCore



Jay Surina

Pelican Energy



Juan Carlos Puente

Blue Energy



APPROACH/FLOW



\$
Criteria

Investor
Environment

Industry Ecosystem

Nuclear Energy Today

Tonight's Discussion Flow

Insights

- Start-up's Home Region
- Deal Size (per Angel / Deal)
- Portfolio Return
- DC Entrepreneur Ecosystem
- Taxes/Credits
- Other Insights

CTOs & Entrepreneurs
Best wishes on your venture!



