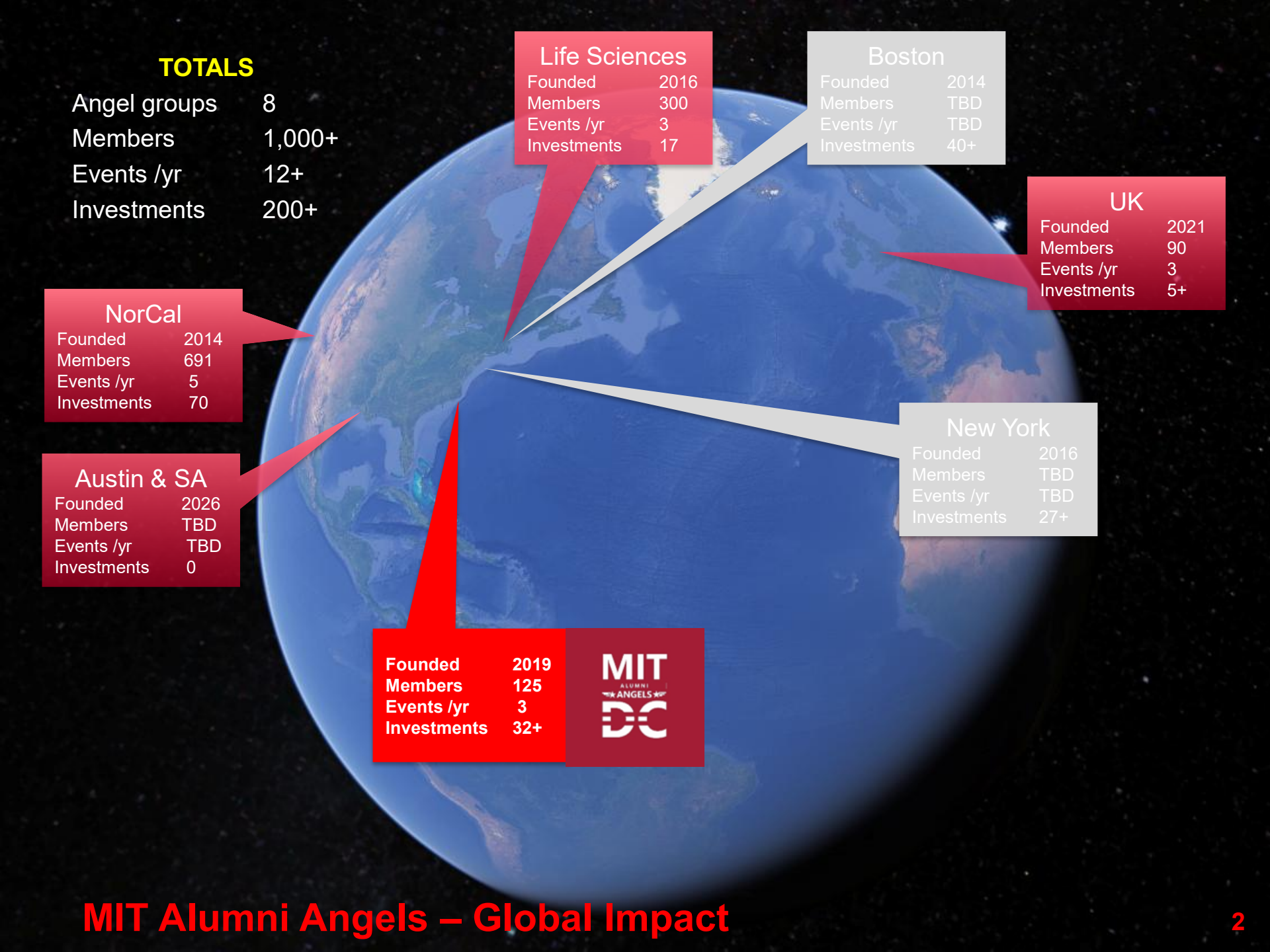
CTO Round Table

September 2, 2026



V1



MIT Alumni Angels – Global Impact

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



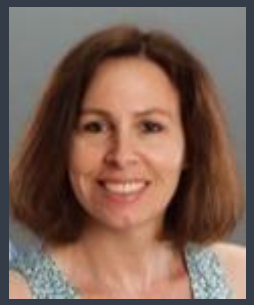
Cyril Draffin
DC Deputy Director
Due Diligence Chair



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**



Fun & Knowledge

In-Person, DMV

2 / Year

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



ANNUAL CALENDAR

PITCH (VIRTUAL)



DC NETWORKING (IN-PERSON)



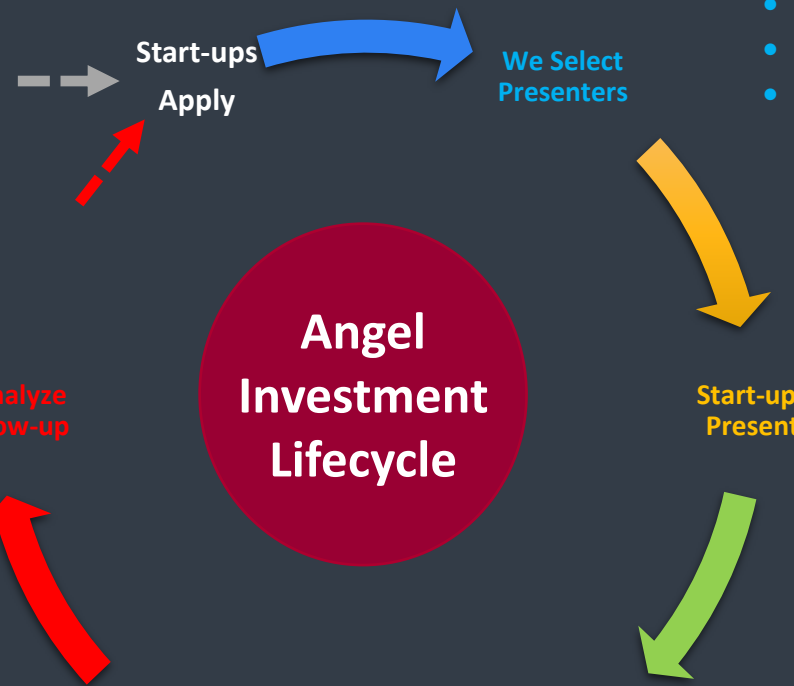

STARTUP
DC
Pitch
Night

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

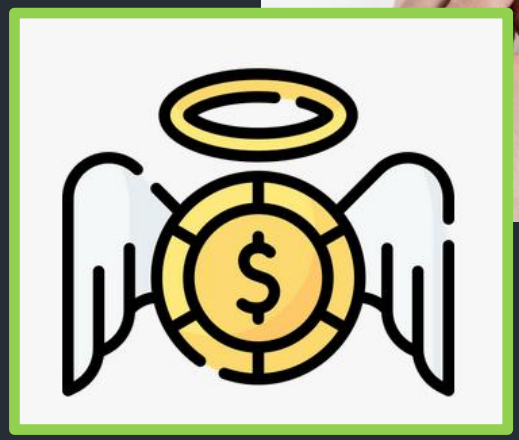
Discover what may make sound investment in

“XXX Emerging Tech”
Early-Stage Companies


ENTREPRENEUR
ECOSYSTEM


START UP
FOUNDER


STRATEGY




yahoo/finance
45.00
40.00
35.00
30.00
25.00
20.00
15.00
5.00



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!



MIT ALUMNI ANGELS DC

