

Point Positive, Inc. - PO Box 1281 – Saranac Lake, NY 12983 – (518) 354-0202

Membership Survey

Point Positive is keenly interested in providing members with the best possible experience, aligned with member interests. One of the few ways we have to better understand these interests is to conduct member surveys and carefully review the results for trends, such as 1) investment interest; 2) need for expertise among the member group; and 3) member domain expertise and skills which may be valuable to the group as well as portfolio companies. Individual member data will be treated confidentially and will not be shared internally or externally; only selected Point Positive Membership Committee members and the Group Coordinator will be privy to individual responses. The survey results may be used in aggregate to present Point Positive as an entity to venture capitalists, businesses, and the media for the purpose of securing high-quality deal flow, membership, and public relations.

Please Note that the Completion of this Survey is a Condition of Membership

- 1) What is your membership status? New Renewing

- 2) Have you ever been an angel or early-stage investor? yes no
 - a) If yes, how long? years
 - b) If yes, how many companies have you invested in as an angel investor? (number)

- 3) In what industry(s) do you have professional experience? (check all that apply)
Health Care Telecommunications Media Manufacturing Environment Biotechnology Business/Financial Energy E-Commerce Software Consumer Products Agriculture Semiconductor Hospitality/Tourism Building Sports
Engineering Beverage
Other: _____

- 4) What business skills/expertise do you have? (check all that apply)
Operations Marketing Sales Research&Development Finance Strategic Planning Business Plan Development Employee Benefits Insurance Legal Public Relations Accounting Infrastructure Senior Management

- 5) Have you ever been a company founder or officer? (check all that apply)
Founder CEO President VP/R&D CFO CIO COO
VP/Sales & Marketing

- 6) As a Member of Point Positive, what type of relationship would you like to have with portfolio companies (check all that apply)
Board Member
Advisor/Mentor
Officer
Employee
Consultant
Passive
Other: _____

7) As a Member of Point Positive, what will be your target investment level for the first three years?

- \$50,000/year for three years
- \$100,000/year for three years
- \$250,000/year for three years
- \$500,000/year for three years
- \$1,000,000/year for three years
- Other (please specify):

8) What is your preferred form of investment? (check all that apply)

- Equity
- Debt
- Combination
- Case by Case

9) What is your general expectation regarding length of time until return on investment?

- 1-3 years
- 3-5 years
- 5-9 years
- More than 9 years

10) In what industries have you invested? (check all that apply)

- Health Care
- Telecommunications
- Media
- Manufacturing
- Environment
- Biotechnology
- Business/Financial
- Energy
- E-Commerce
- Software
- Consumer Products
- Agriculture
- Semiconductor
- Hospitality/Tourism
- Building
- Sports
- Engineering
- Beverage
- Other: _____

11) What is your expectation regarding your angel investment annualized rate of return?

- 10% to 15%
- 15% to 20%
- 20% to 50%
- More than 50%

12) What are you expecting from your membership in Point Positive? (rank all that apply on a scale of 1 to 5, with 1 highest)

- Deal flow
- Education
- Camaraderie/social
- Joint due diligence
- Meeting companies
- Shared expertise
- Administrative support
- Professional support
- Guest speakers
- Website videos and discussion
- Other: _____

Name: _____

Thank you for completing this survey.