

ADAP Newsletter - September 2018

The ADAP Newsletter is back after a bit of a summer hiatus. We are excited to share this update as we enter into a very busy and exciting fall! As always, we welcome your comments and feedback on how we can more effectively communicate.

- Andy Lower and Dan Luscher

ADAP Update



The Real Deal: ADAP Deal Room @ SOCAP18

We are thrilled to again be hosting an action-oriented Deal Room at October's SOCAP Conference in San Francisco this year, after great success with our first Deal Room in 2017. In addition to showcasing our Four-Hour Due Diligence, we will be focusing this year's Deal Room on thoroughly exploring how ADAP Advisory can add value post-investment for companies. We are again partnering with Kyle Westaway, who will contribute a year of legal services to two companies that participate in the Deal Room.

We invite all interested entrepreneurs to go to ADAP's [website](#), review our investment criteria, and apply to join the Deal Room **no later than September 25**. More information is on ADAP's [blog](#).

If you interested in participating in the Deal Room as an investor, please reach out to Andy or Dan.

Pipeline and deals



In the last 12 months we have screened 280 companies for potential investment, and we have an abundance of potential deals coming into our pipeline. We continue to be impressed by the quality of deals that our coming to us through our broad networks. Our [systematic three-step deal review process](#) enables us to effectively review a large number of companies to identify the very best partnership opportunities where we think ADAP can add value. We were also part of the small team that reviewed SOCAP Social Entrepreneur Scholarship applications this summer.

If anyone tells you there is a lack of early-stage deal flow, they must be looking in different places than we are! We are hoping to finalize deals as more investment capital becomes available, and we look forward to meeting more impressive entrepreneurs at SOCAP in October.

ADAP companies in the news



ADAP portfolio company **Naadam** raised \$16 million in Series A funding led by Vanterra Capital. You can read more about Naadam's expansion plans in [Glossy](#).



In what has become an annual tradition, ADAP portfolio company **Yellow Leaf Hammocks** was featured on Good Morning America's segment on must-have products for the summer. Congratulations to YLH co-founders **Rachel Connors** and **Joe Demin**!



The first-ever **Grunin Prize for Social Entrepreneurship** was awarded for the development of Performance Aligned Stock, an innovative investment product first used in a fundraising round for ADAP portfolio company **Relevée**. Performance Aligned Stock was developed by law firm **Womble Bond Dickenson** in conjunction with ADAP founder **Andy Lower**, **Ron Boehm** of BOMA Investments, and Relevée co-founder **John Berger**. [Read more](#) about the award on Womble Bond Dickenson's website.

Where we've been



Dan served as a panelist and judge for the social enterprise pitch session at [Silicon Valley Open Doors](#). A few weeks ago he attended the **Miller Center GSBI Investor Showcase**, featuring pitches and one-on-one conversations with companies in GSBI's impressive 2018 cohort, including **Carl Jensen** of ADAP portfolio company **Good Nature Agro**.



In June, ADAP participated in the **Confluence Philanthropy Advisors Forum** in New York. This great event led to many interesting conversations with other impact investors as we continue to develop our current fund.