



PROPONENT TESTIMONY

SB 66

Angel Investment Tax Credit Program

Senate Commerce Committee

February 1, 2021

Kelly Sievers

Women's Capital Connection

Dear Chairman Olson, Vice Chairman Steffen, Ranking Minority Member Holland, members of the committee, thank you for the opportunity to provide written testimony in support of SB 66, extending and modifying the Angel Investment Tax Credit Program.

My name is Kelly Sievers and I am the Managing Director of the Women's Capital Connection, a partner of OneKC for Women, and a program of The Enterprise Center. We are a network of women investors investing in women-led ventures.

Since Women's Capital Connection (WCC) was founded in 2008, WCC members, alongside Mid-America Angels, have invested more than \$5 million private capital in early-stage deals. The vast majority of our investments have been in Kansas companies, and most of them have utilized Angel Investment Tax Credits.

When Kansas entrepreneurs pitch to our groups, the first question our investors ask is: "Do you qualify for Angel Investment Tax Credits?" If they do, the interest level of our investors increases significantly.

It's no secret that early-stage capital carries higher risk than your average small-cap mutual fund. That's why we do exhaustive due diligence to ensure that MAA investors are well-informed before making their investment decisions. Angel Investment Tax Credits are an essential tool for our angel network to use in mitigating the risk of early-stage investment. The existing tax credits also make Kansas companies more attractive to investors—from Kansas or any other state. It allows angel investors to leverage their real investment in a company—and in some cases, encourage investor to tolerate a bit more risk or make a larger investment than they normally would.

For a decade, Kansas has been a national leader in the angel investment world—investors have grown our state's wealth and Kansas companies have benefitted. But the real winners have been Kansas taxpayers! Businesses that have utilized this created have created over 2000 new jobs and preserved almost 700 existing jobs. This program has directly created jobs, better leveraged private dollars, and helped startup companies secure the capital they need to accelerate.

We urge your support for SB 66.

Kelly Sievers
Managing Director
Women's Capital Connection