



**Venture Capital Outlook Survey 1st Quarter 2010
Raw Data**

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Question: Overall Confidence

Question: 1) For the coming quarter, what is your confidence in the *quality* of the NEW deal flow compared to the prior quarter?

Substantially Better	20%
Moderately Better	20%
Same	60%
Moderately Worse	0%
Substantially Worse	0%

Question: 2) For the coming quarter, what is your confidence in the *quality* of the deal flow expected to close, compared to the prior quarter?

Substantially Better	0%
Moderately Better	30%
Same	70%
Moderately Worse	0%
Substantially Worse	0%

Question: 3) For the coming quarter, what is your confidence in the *quantity* of the NEW deal flow compared to the prior quarter?

Substantially Higher	10%
Moderately Higher	60%
Same	30%
Moderately Lower	0%
Substantially Lower	0%

Question: 4) For the coming quarter, what is your confidence in the *quantity* of the deal flow expected to close, compared to the prior quarter?

Substantially Higher	0%
Moderately Higher	60%

Same	30%
Moderately Lower	10%
Substantially Lower	0%

Question: 5) For the coming quarter, what is your expectation for the deal valuations for new investments in early-stage (pre-revenue) companies, compared to the prior quarter?

Substantially Higher	0%
Moderately Higher	0%
Same	90%
Moderately Lower	10%
Substantially Lower	0%

Question: 6) For the coming quarter, what is your expectation for the deal valuations for new investments in mid-stage (revenue to \$10m) companies, compared to the prior quarter?

Substantially Higher	0%
Moderately Higher	20%
Same	70%
Moderately Lower	10%
Substantially Lower	0%

Question: 7) For the coming quarter, what is your expectation for the deal valuations for new investments in late-stage (\$10m+ revenue) companies, compared to the prior quarter?

Substantially Higher	0%
Moderately Higher	33%
Same	56%
Moderately Lower	0%
Substantially Lower	11%

Question: 8) As you look at the quarter ahead, describe the biggest challenge you see regarding the investment environment.

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Question: GENERAL TRENDS OF EXISTING PORTFOLIO COMPANIES BASED IN WASHINGTON STATE

Question: 9) For the next twelve months, do you expect the Washington State workforce for your portfolio companies to:

Decrease by More Than 10%	9%
Increase by More Than 10%	27%
Stay Approximately the Same	64%
Don't Know	0%

Question: 10) In the next twelve months, what percentage of your portfolio companies do you expect to offshore any significant business functions?

Zero	36%
1-15%	45%
16-30%	9%
31-45%	9%
46-60%	0%
61-75%	0%
76-100%	0%

Question: 11) How do you see the revenue growth for your portfolio companies in the upcoming quarter?

Substantially Better	9%
Moderately Better	82%
Same	9%
Moderately Worse	0%
Substantially Worse	0%

Question: 12) Rate the main challenges for your portfolio companies? (Most challenging to Least challenging)

0 %	36 %	36 %	%	0 %	9 %	0 %
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Question: Attracting & Retaining Talent: Senior Leadership (Most challenging to Least challenging)

18 %	9 %	27 %	%	%	9 %	0 %
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Question: Attracting & Retaining Talent: Staff (Most challenging to Least challenging)

0 %	9 %	9 %	%	9 %	%	0 %
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Question: Overall Market Growth (Most challenging to Least challenging)

9 %	36 %	27 %	%	9 %	0 %	0 %
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Question: Competition (Most challenging to Least challenging)

0 %	9 %	27 %	%	%	0 %	0 %
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Question: Local Business Conditions (e.g. Taxation, Transportation) (Most challenging to Least challenging)

0 %	0 %	9 %	%	%	%	9 %
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Question: National Business Conditions (Most challenging to Least challenging)

27 %	18 %	27 %	9 %	9 %	0 %	9 %
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Question: VENTURE CAPITAL INVESTMENT OUTLOOK

Question: 13) How many NEW investments in Washington State companies do you plan to make this quarter?

0	20%
1-2	70%
3-5	10%
more than 5	0%

Question: 14) How many FOLLOW-ON investments in Washington State companies do you plan to make this quarter?	
0	0%
1-2	82%
3-5	18%
more than 5	0%
Question: 15) What do you expect the average size of the NEW investment rounds to be this quarter?	
\$1-3M	10%
\$3-6M	60%
\$6-10M	10%
\$10-20M	0%
\$20M+	0%
N/A	20%
Question: 16) What do you expect the general stage of NEW investment to be for this coming quarter?	
Seed	10%
A Round	60%
B Round	30%
C Round	0%
Question: 17) Do you plan to co-invest with out-of-Washington State firms this coming quarter?	
Yes	No
100 %	0 %
Question: 18) Do you plan to co-invest with in-state VC firms this coming quarter?	
Yes	No
91 %	9 %
Question: 19) Do you expect any of your portfolio companies to go public this coming quarter?	
Yes	No
10 %	90 %
Question: 20) Do you expect any of your portfolio companies to be acquired this coming quarter?	
Yes	No
30 %	70 %
Question: 21) How would you characterize the current competition from other VC's in or outside the region?	
Greater than last quarter	10%
The same as last quarter	90%
Less than last quarter	0%