

Democratizing Venture Capital

The Alumni Ventures Origin Story

MIKE COLLINS

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They thought I was crazy.

In 2014, when I set out to create Alumni Ventures, many people couldn't understand why I was so determined to start a community-oriented venture capital firm. They said dealing with individual accredited investors wasn't practical or profitable. Co-investing wasn't what "real VCs did." Letting customers invest in the management company wasn't done.

But I saw the world differently. I saw a very important asset class that wasn't readily accessible even to most sophisticated American investors. I believed that we could do better together than any of us could do alone. I think that co-investing alongside leading VCs is smart. I think that alignment between stakeholders is a superpower.

We launched with just three passionate individuals. In those early days, I met with potential customers in their living rooms, honing our pitch and hearing firsthand their questions and concerns. It took a year to raise Green D Fund 1 (for Dartmouth alumni), closing just under \$1 million. These meetings were not only about selling our vision. They were about building trust and understanding the needs and concerns of our investors.

A good idea was necessary, but the true formula for AV's success has been ruthless, unrelenting, continuous improvement. We've been grinding from Day 1, overcoming skepticism, roadblocks, and naysayers. Scaling issues abounded — anyone up for processing 35,000 K-1s? Market downturns tested our customers' resolve, and the unprecedented disruption of COVID-19 was crazy town.

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Mike Collins
CEO & Founder



But we aren't a fragile team or company. We focused on community, investing, and operating excellence. Our distinct model has allowed us to open doors for thousands of accredited investors to participate in the growth of promising startups.

Today, Alumni Ventures proudly stands as the most active venture capital firm in the U.S., according to [PitchBook](#). We've raised almost \$1.4 billion, invested in 1,400 companies, and serve nearly 11,000 customers. Our performance has also been highly rated, with Alumni Ventures among the top 20 performing VCs in North America, per [CB Insights](#). Point proven: A small group of dedicated individuals can make a difference.

And we believe we're just getting started. We'll continue to enhance our investment strategies, support our portfolio companies, and expand our community. While much will change, the same vision that sparked our founding remains: to democratize venture capital and create lasting impact by investing in amazing ventures. We hope you'll be considering us as your venture partner. [Join us](#).



MIKE COLLINS
CEO & Founder



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