



**\*\*\*\* BRITISH BUSINESS ANGELS ASSOCIATION CONFERENCE AND AWARDS DINNER\*\*\*\***

**\*\*\*\* NOW ONLY FOUR WEEKS AWAY \*\*\*\***

Dear Reader

Welcome back to BBAA News. This special issue is devoted to giving you a full update on the **BBAA annual conference and awards dinner on 6<sup>th</sup> and 7<sup>th</sup> June**. I really hope that you will come along and have a chance not only to hear about the most important issues and developments in the industry today, but also to network with your associates across the country. The conference will include speakers and panellists who reflect a broad cross section of views and opinions on angel investing and related issues.

All full members have the opportunity to invite two representatives from their organisation as well as two investors to the conference event, free of charge. All Associates are also able to bring two representatives free of charge to the event. In order to make this conference a great success with a wide representation, we ask you to promote this event widely in your area to organisations interested in the investment market and the SME Equity gap. We hope you will use your web-sites, newsletters and also send out the conference brochures.

To reinforce this opportunity we are also offering **full members** the opportunity chance to invite all organisations who they work with as a part of their investment activities to attend the conference at a **50% discount of the fee**. To achieve this discount they should quote the name of the full member organisation when returning their registration form. Both a brochure and a booking form are attached to this email.

Please fax back your completed application for a place to 0207 089 2301 or email [liz@bbaa.org.uk](mailto:liz@bbaa.org.uk) to confirm your place(s).

I also hope that you will join us at the special **BBAA Awards Dinner** to be held in the evening of 6<sup>th</sup> June. Don't miss the opportunity to nominate investors or entrepreneurs for the special award categories. Please see details below.

We are looking forward to seeing you at the conference in Birmingham.

Anthony Clarke, Chairman

**\*\*\*\* BBAA ANNUAL CONFERENCE - AUSTIN COURT, BIRMINGHAM B1 2NP \*\*\*\***

The conference is taking place over two half days starting at 1.45pm on 6th June 2005.

**Day one:** will begin with an important opportunity to hear from the Minister for Small Business who will set out the post election agenda for investment and entrepreneurship. A key focus on day one will be the relationship between angel investment and the VC market. Expert speakers and panel members will cover subjects such as the challenges and strategies to address the disconnect between the VC and Angel markets and new funding models to accelerate and reinforce angel finance to fill the equity gap will be reviewed.

The first day of the conference will close with a networking reception, followed by a dinner featuring an exciting new BBAA Business Awards event. Further details can be found below.

**Day two:** will focus on emerging trends in angel investing, examining the changing face of angel investment, looking at women investors and younger entrepreneur investors, including new European models. A cross regional panel will look at the growth of angel syndicates and assess whether these are now replacing conventional investor network groupings. The conference will end with an interactive discussion examining whether a slick investor pitch will influence investor behaviour more than a well polished business plan and implications for investment readiness approaches.

The event will be followed in the afternoon of 7<sup>th</sup> June by the **BBAA AGM** when relevant full members will be given the opportunity to vote in the new governing body of the BBAA.

**\*\*\*\*\* BBAA AWARDS DINNER – HYATT HOTEL, BIRMINGHAM \*\*\*\***

As mentioned in the last newsletter, the BBAA's first sponsored awards event will take place on 6<sup>th</sup> June 2005 at Birmingham's prestigious Hyatt Hotel starting at 8.15pm. The event will include a dinner as well as the awards presentations. This will be an exciting opportunity for BBAA to recognise the investors, practitioners and businesses that have made a significant contribution to the development of the angel investment market and SME growth in the past year. **In order to participate, please do the following:**

- 1. Book your place now** at a celebration that promises to be a fantastic party with 120 in attendance. Email: [Liz@bbaa.org.uk](mailto:Liz@bbaa.org.uk) for a booking form or download it from the [events section](#) at the website, the cost is £50 for dinner.
- 2. As soon as possible, nominate someone for one or more of the awards.** You can download the awards criteria and nomination forms from [hear](#) on the website. Remember you must be a full member or associate to submit a nomination and the deadline is 25<sup>th</sup> May 2005.

The Awards categories are as follows:

**Angel Exit of the Year - Sponsored by TECHINVEST (Northwest Regional Development Agency)**

This award is open to any business angel grouping whose businesses achieved a profitable exit for shares or cash or via a trade sale between 1<sup>st</sup> April 2004 and 1<sup>st</sup> April 2005.

**Most Active Business Angel - Sponsored By TECHINVEST (Northwest Regional Development Agency)**

This award is open to individual business angels. They must have invested in a minimum of two businesses in the last year at a level of at least £50k per investment between the two. They must have an active involvement in at least one other business.

**The Most Promising Angel Funded Business - Sponsored By GLE**

This award is open to innovative entrepreneurs driven by their vision and a strong will to succeed. The business should be able to demonstrate strong trading figures and should be in its third/fourth year of trading.

**Most Exciting New Entrant to The Market - Sponsored by AngelNews**

This award is open to innovative entrepreneurs, business angel groups, intermediaries or professional services, relevant to the small business equity market, driven by their vision and a strong will to succeed. They should have been in operation for at least one year, but can have been in business for longer.

We will be looking forward to receiving your nominations and booking forms as soon as possible. If you have any questions in the meantime, please call Liz Carrington on 0207 089 2305 or email her [liz@bbaa.org.uk](mailto:liz@bbaa.org.uk).

We look forward to seeing you on 6<sup>th</sup> – 7<sup>th</sup> June at what promises to be a very interesting inaugural conference and awards event.

**ABOUT BBAA NEWS**

BBAA News is a monthly e-newsletter delivered to all members and to other interested parties. It is a plain text email with appropriate links to PDFs or websites etc for further information. BBAA News circulation currently comprises our existing members, prospective members, the press, government officials, the academic community, advisers who take an interest in the industry and other interested parties.

BBAA News offers a major form of communication with members and other recipients. Readers and others provide regular information about their activities - particularly opinion, research results and, in the case of full members, investment success stories to provide readers with an up-to-date and interesting news service on the business angel industry in the UK and how it fits into the wider national financial services environment and the international business angel community. BBAA News also offers a forum to support BBAA's role in lobbying government and promoting the growth of angel investing.

## ABOUT THE BBAA

The British Business Angels Association is the new National Trade Association of the nation's business angel networks and associate organisations. It has a number of other roles ranging from supporting its members and lobbying government to encouraging the exchange of best practice, experiences and ideas between its members. It specifically does not have a purpose to promote investment opportunities to investors or to advisers.

Our current membership is:

### Full members

- o C2 Ventures - [www.c2ventures.com](http://www.c2ventures.com)
- o Entrust - [www.entrust.co.uk](http://www.entrust.co.uk)
- o Envestors - [www.envestors.co.uk](http://www.envestors.co.uk)
- o Equitylink - [www.equitylink.co.uk](http://www.equitylink.co.uk)
- o Great Eastern Investment Forum - [www.geif.co.uk](http://www.geif.co.uk)
- o Katalyst - [www.katalystventures.com](http://www.katalystventures.com)
- o Kingston Business Angels - [www.kingstoninnovation.org](http://www.kingstoninnovation.org)
- o London Business Angels - [www.lbangels.co.uk](http://www.lbangels.co.uk)
- o OION - [www.oion.co.uk](http://www.oion.co.uk)
- o E-Synergy - [www.e-synergy.com](http://www.e-synergy.com)
- o Finance South East - [www.financesoutheast.com](http://www.financesoutheast.com)
- o Beer & Partners – [www.beerandpartners.com](http://www.beerandpartners.com)
- o Advantage Business Angels - [www.abangels.com](http://www.abangels.com)

### Associates

- o Kingston Smith - [www.kingstonsmith.co.uk](http://www.kingstonsmith.co.uk)
- o NESTA - [www.nesta.org.uk](http://www.nesta.org.uk)
- o Connect Midlands- [www.connectmidlands.org](http://www.connectmidlands.org)
- o James & Cowper - [www.jamescowper.co.uk](http://www.jamescowper.co.uk)
- o Independent Growth Finance - [www.independentgrowthfinance.com](http://www.independentgrowthfinance.com)
- o London Seed Capital - [www.londonseedcapital.com](http://www.londonseedcapital.com)
- o Advantage Early Growth Fund - [www.aegf.co.uk](http://www.aegf.co.uk)
- o Royal Bank of Scotland - [www.rbs.co.uk](http://www.rbs.co.uk)
- o The Share Centre Limited - [www.share.com](http://www.share.com)
- o The Summit Group Limited - [www.summit-group.co.uk](http://www.summit-group.co.uk)
- o Ofex plc – [www.ofex.com](http://www.ofex.com)

If you would like to obtain more detail about the purpose and objectives of the BBAA or to obtain membership application forms please go to [www.bbbaa.org.uk](http://www.bbbaa.org.uk). In the meantime, if you have any other questions you can contact the BBAA administrator, Liz Carrington either by telephone 0207 089 2305 or e-mail [liz@bbaa.org.uk](mailto:liz@bbaa.org.uk)

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