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What are Angels talking about?

In our last newsletter you may have noticed the growing number of angel groups listed in the directory. This issue you can see to the left the growing support for AAAI from our generous sponsors and supporters.

The National Venture Capital Association (NVCA) in America recently released statistics and analysis of their VC industry. Unsurprisingly, the overall expectation is for continued investment at lower valuations. The changing economic conditions and falling performance of VC returns in recent years mean that fewer funds will be raised. That in turn will lead to consolidation of the market and attrition among VC firms.

So much for the bad, if somewhat expected, news.

The NVCA survey parallels our own research (Vol 1 Iss 5) and predicts strong growth in CleanTech investment.

CLEANTECH INVESTOR FORUM
On February 18th the AAAI is running the CleanTech Investor Forum in Brisbane in association with major supporter, the Queensland Government Department of State Development, Trade & Innovation. Admission is free to AAAI Conference delegates.



Wondering where to find the best niches for CleanTech investment in Australia?

Keynote addresses from Australian and international speakers will address the state of play and opportunities.

Curious to know who's investing in CleanTech?

Ask Forum Bronze sponsors CleanTech Ventures and CVC when they are on the panel, or corner them during the ample networking time.

Not sure what a CleanTech company looks like?

See presentations from four leading Australian CleanTech ventures in diverse sectors of the market. Experienced CleanTech investors and advisors will mentor the companies on the spot.

GOVERNMENT INNOVATION POLICY FORUM

Later that same day, in a closed session supported by Gold sponsor, the Australian

Department of Innovation, Industry, Science and Research, the AAAI Board and leading angel investors from Australia and overseas will meet with federal and state government officers to discuss collaboration around the theme, "Angel Investors Drive Innovation".

*Phew!! That's a busy day!!
But, wait, there's more*

NATIONAL ANGELS CONFERENCE

Commencing with the opening networking drinks by the river the 2009 AAAI National Angels Conference gets going at 6pm on February 18th.

That evening the AAAI Board will host a dinner for our speakers and international guests while delegates enjoy their pick of the many fine Boardwalk restaurants.

Ever wondered how to go about angel investing?

Join us bright and early February 19th for a Master Class introduction to angel investing by serial entrepreneur and investor Dr. Tom McKaskill together with Melbourne Angels

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What are Angels talking about?

founder, Jordan Green.

Already an angel, looking to improve your returns?

The Post Investment Relationship Master Class is for you. The workshop will be presented by immediate past president of the Angel Capital Association of North America (ACA) and Director of the Angel Capital Education Foundation (ACEF), John May. This workshop will focus on the critical relationship with the portfolio company during the challenging period of building value for exit.

Both Master Class workshops are included in the conference fee.

Share your impressions of the workshops, meet new friends, discuss your deals, or just enjoy the food over the conference lunch. To feed discussion, diners will hear from Gold sponsor UniQuest about the group's investment profile and some relevant case studies of portfolio companies.

After lunch, an update on angel investing activity in Australia with statistics and analysis from research conducted by AAAI in 2008/9.

How do we compare with angels overseas?

A panel of international speakers will consider Technology Trends, Market Opportunities, Syndication, Co-Investment Funds, Intercontinental co-investment models, collaboration with VC, collaboration with government, tax incentives and other aspects of the developing angel communities around the world.

Do angel groups work?

One of the oft remarked quirks of angel investing is that angel groups are so rarely financially sustainable. We, who spend so much of our time helping others to design and build commercially successful enterprises, choose a social model for our groups rather than a business model. Drawing on the experience of our colleagues overseas, this panel will explore how to found and fund a sustainable angel group.

Still got your voice? Great! Let's head over to the cocktails

Relax and network at the conference cocktails on the rooftop overlooking the river. Then enjoy the entertainment as you dine above the city lights.

There will be a short update from John May on the progress of the World Business Angel Association, an international collaboration in which the AAAI is playing a founding role.

That was an intense daybetter get some sleep, there's another one to go ...

In association with the Queensland government the

Continued From Page 1

AAAI is hosting a Bio-Breakfast. A panel of local and overseas angel bio investors will lead discussion about the emerging international Life Science Angels Network and the Life Science Angels model.

Confused about the best way to manage IP?

We all know the potential value of intellectual property and the importance of proper protection. Do we know how to formulate and implement an overall IP strategy?

Bronze sponsors Starfish Ventures and Davies Collison Cave will feature on an expert panel to consider the value of IP strategy, what it is and what it's worth.

Do I need a license to be an angel?

Australia has one of the best financial regulation systems and one of the best regulators in ASIC of any in the world. However, angel investors getting together in groups is an odd beast, not quite the sort of thing regulators had in mind when drafting the rules. Bronze sponsor KPMG features in this panel discussion about compliance, director's duties and other matters in the context of an angel group.

Are angels and VC competitors?

No! Okay, sometimes. Most often, the opportunity is for angels and VC investors to be partners. Bronze sponsor Southern Cross Venture Partners will join international speakers to explore the benefits of better relationships between angels and VC.

If all of that doesn't distract you then there are also plenty of occasions to network with fellow angels. Tea breaks, session breaks, breakfasts, lunches and dinners.

Would you like to get more involved in angel investing, or in the work of the AAAI?

The AAAI AGM will be held after lunch, open to all.

Is that all? Well, sort of ...

TANGALOOMA ISLAND RESORT

As has become custom, the AAAI Board has arranged a post-conference weekend to relax and enjoy the company of friends and family in the angel community. Some of our international visitors are coming and everyone is welcome. To get our special rates just click on the Tangalooma logo on our web site and remember to use the code "aaai0209".

Yep, that's all ... If angel conferences are your thing, you might want to join AAAI Board members attending the national angel conferences in the USA and Europe in April.

2009 National Angels Conference – don't miss out!

Register Here

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[All emails and web sites clickable]

Stop Press

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 March 16th, 2009.



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Events**AUSTRALIA**

AAAI National Angel Conference
 February 18-20 2009 Brisbane

Melbourne Angels Lunch
 February 27th 12-2pm Toorak

Capital Angels Meeting
 -to be announced-, Canberra

Brisbane Angels
 -to be announced-, Brisbane

BioAngels Meeting
 February 11th 5:30pm Adelaide

Darling Downs Angels – Inaugural Lunch
 January 21st 12:30-2pm Toowoomba

SA Angels
 January 27th 5:15pm, Adelaide

Sydney Angels Meeting
 -to be announced-, Sydney

AAAI 2009 CALENDAR

February 18 th , Brisbane	- Clean Technology Investor Forum
February 18 th , Brisbane	- Government Innovation Policy Forum
February 18 th -20 th , Brisbane	- National Angel Conference
February 20 th -22 nd , Teralong	- Angel Retreat
May, Adelaide	- AAAI Summit
August, Perth	- AAAI Summit
November, Sydney	- AAAI Summit

INTERNATIONAL

ACA National Summit
 15-18 April 2009 Atlanta, Georgia, USA

EBAN 9th Annual Congress
 27-28 April 2009 Madrid, Spain

NACO National Angel Summit
 October 2009 Halifax, Nova Scotia, Canada

WBAA Inaugural Conference
 November 2009

**AAAI Membership – is it for you?**

Many of you have already contributed by responding to our survey late last year. Others of you lead angel groups and networks and have responded to our group surveys. More than twenty volunteers have worked with the AAAI in 2008 to assist in new group formation, policy development and research.

To continue all this important work and better serve the angel investors of Australia the AAAI needs to continue to grow its membership. Now is your opportunity to join, just download the membership form [here](#).

Membership requires that you adhere to the AAAI Code of Conduct and is available in several categories: Angel, Group, Associate and Student. The membership fees are set out below and benefits include discounts on AAAI events (join now for a discount on the 2009 conference), priority invitations to angel events and preferential booking for angel education workshops to be held several times a year around the country.

TYPE	FEE (INC GST)
<input type="checkbox"/> Angel	\$275
<input type="checkbox"/> Group	On application
<input type="checkbox"/> Associate	\$1,650
<input type="checkbox"/> Student	\$110

If you are already a member of an angel group, or are joining an angel group then ask your group administrator about AAAI membership through the group and enjoy an immediate and sustained discount on AAAI membership.

For further information on AAAI membership call, or write to info@aaai.net.au.