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Art Reidel
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Denis Coleman
Paul Quadros

Membership Committee
Mike Bateman
David Burwen
Brian Frenzel
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Dinner Details

Date: Wed., August 20th, 2008
Place: Los Altos Golf and Country Club
Time: 6:15 - 9:00 pm
RSVP: 650.321.0854
rsvp@bandangels.com

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Introduction

We've received feedback from some of you, and some of our entrepreneurs, that we need to improve our follow-up procedure. So, starting this month, we are going to experiment with a new way of engaging with our companies after the dinner. Rather than schedule lunches for each company on different days after the dinner, we will establish a single standard day for three consecutive two hour due-diligence sessions. This will allow you to know months in advance what day follow-ups will be and to generally reserve this time in your calendar; hopefully facilitating your attendance. Henceforth, the first Tuesday after each Band dinner will be reserved for follow-up meetings with the companies. The first will begin at 10am, the second at 12pm and the final company will begin at 2pm. The exact ordering will be based on the feedback sheets you provide after the dinner (hence, if there is overlap of interests between two companies, we will be able to schedule them consecutively). The Band will provide lunch for our members and beverages will be available throughout the day.

Additionally, we are going to try to take a more active role coordinating the interest of the membership and communicating this to the company. Currently, our feedback to the company is inconsistent; depending on the experience and engagement of the member coordinating interest and the responsiveness of members who indicated an interest. Henceforth, the Band staff will take a more proactive role in soliciting interest from our members and communicating this to the companies and Band sponsors. Since we've been coordinating with them for some time prior to the meeting, this will be a natural way of closing the loop with our companies and either moving the process along to the next step or facilitating a quick no. Though all our companies would love to be funded they know that on average only one in three are in any given month; what the ones that don't receive funding really value is a quick no and some feedback. We are going to make it a higher priority to provide this to them.

Our goal is to continually improve our operating procedure to facilitate your consideration of potential opportunities and help our entrepreneurs best engage with the Band and spend their limited time in the best way possible. So, if you have any other feedback on process or procedure as you see this system unfold, please let us know.

At the Band of Angels' dinner in August, we have a special treat for you! Our former intern, Leon Glover, learned that the real money in startups is not mining gold, but selling pick-axes to the miners; in our case, Leon seems to think the analogy is making wine for investors. After his internship with us he founded Lionheart Wines, a boutique winery specializing in premium food-friendly wines produced from some of the best California vineyards. These wines are really good and Leon is taking the craft seriously, having earned a diploma from the Wine and Spirit Education Trust and entering its Master of Wine program. He will personally be pouring some of his best wines during the August cocktail hour; these include:

- * 2007 The Angel's Share, Marsanne/Roussanne/Viognier, Saralee's Vineyard, Russian River Valley
- * 2007 McGinley Vineyard, Roussanne, Santa Barbara County
- * 2006 Syrah, Santa Barbara County
- * 2006 Roaring Red, Proprietary Red Blend
- * 2006 Cabernet Sauvignon, Napa Valley

And a final reminder of a great discount we received for Band members to attend the 2008 DEMO conference at more than 50% off; see the events section for details.

- Ian