



Newsletter

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Introduction

October 16, 2009

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Paul Quadros—LS/Biotech
Dean Sirovica—Energy
Bob Kyle—Telecom/Security
Ron Weissman—Software
Jan Jannink—Internet

Full Screening Committee
Chris Meyer
Wally Buch
David Overhauser
Daniel Joensen
Rock Clapper
Gene Shklar

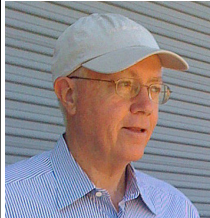
Life Science Committee
Rivka Sherman-Gold
Mike Bates
Art Reidel
Wally Buch
Denis Coleman
Paul Quadros

Membership Committee
Mike Bateman
David Burwen
Brian Frenzel
Martin Lefebvre
Art Reidel
Stephen Taylor

Dinner Details

Date: Wed., Oct 21st, 2009
Place: Los Altos Golf and Country Club
Time: 6:15 - 9:00 pm
RSVP: 650.321.0854
rsvp@bandangels.com

Sad coincidence has turned this month's newsletter introduction into a memorial note for three great contributors to startups. You probably heard of the passing of innovative attorney Craig Johnson, but this month we lost someone as influential to angel groups, Tech Coast Angels founder, Luis Villalobos, as well as the Band's long-time member and friend, Buzz Kramer.



With impeccable timing, Craig Johnson left Wilson Sonsini to start Venture Law Group in 1993. His firm catered to smaller and smaller clients, eventually "firing" Intel and Oracle to better focus on startups. For sure, this focus became a liability with the dot com bust, but VLG made its mark with clients such as Yahoo and Hotmail; it advanced an entrepreneur-centric culture that lives on in other law firms today. Craig had an office upstairs from the Band's when we subleased from Heller Ehrman; I'll always remember the way his face lit up, in one hallway chat, when he spoke about his service in Ethiopia with the Peace Corps. From there to VLG, he showed a real passion around making positive systemic impacts on people.

Similarly, Luis Villalobos was visibly animated when helping nurture the nascent growth of angel groups and the entrepreneurs they fund. Luis was an angel investor in the mid-90s when he heard about this funny group called Band of Angels, recently formed in Silicon Valley. He visited to learn more and over subsequent meetings hammered out a model that he implemented in Southern California. That group, Tech Coast Angels, is now the nation's largest angel group. Luis was generous in giving his time to many educational efforts teaching angels how to run groups and make better investments. His lessons were heavily based on his own experience, and touched on everything from whether angels should do pay-to-plays to whether bridge notes made sense. He won the Hans Severiens Award in 2004 for his contributions and many of our best practices are rooted in the facts Luis has promulgated.



And finally, our own Buzz Kramer was memorialized on Oct 7th after a 15 year battle with multiple myeloma. Dr. Bernard Kramer was an ENT and a long time member of the Band of Angels. He invested in many of our deals, was an LP in the Band side fund, and served on our Life Science Committee. At his funeral it was evident that Buzz's professional success was exceeded by his success as a father, friend, and member of the San Francisco community. I've never heard so many consistent testimonies of a person's humaneness as I did last Wednesday. From his singing of made-up songs, to his 45 year marriage, to the friends of 50 years who spoke about him, it was clear Buzz defined success in simple human terms. He had become less active in only the last two years, and we will miss him dearly. I thought this snippet at the top of his memorial was befitting all three of these great men:

*Ring the bells that still can ring
Forget your perfect offering
There is a crack in everything
That's how the light gets in.*

--Leonard Cohen, "Anthem"

- Ian