



## News Release

29 January 2010

### Leading US angel investor to help Kiwi businesses

A group of New Zealand businesses and business development agencies has clubbed together to bring leading American angel investor Bill Payne here for six months to share his knowledge with Kiwi entrepreneurs, investors and universities.

Payne will be based at business growth centre The ICEHOUSE from February as the BNZ University of Auckland Business School Entrepreneur in Residence. Other organisations that have supported his visit are the Foundation for Research Science and Technology, Investment New Zealand, Air New Zealand, the New Zealand Venture Investment Fund and Jucy Rentals.

Payne is one of the United States best known angel investors with an investment history stretching back almost 30 years. He has invested in over 50 companies, helped establish four angel networks in the United States and has been referred to as the closest thing America has to an Entrepreneur Laureate. In 2009 he was awarded the Hans Serveriens Award, the United States Angel Capital Association's highest honour.

The ICEHOUSE chief executive Andy Hamilton says Bill Payne's extended stay presents a unique opportunity for New Zealand entrepreneurs and investors to learn from one of the best in the business.

"We are just so lucky that Bill is a keen trout fisherman who has visited New Zealand before and loves the place. So when we suggested he bring his wife Ann and live here for six months he was up for it." Hamilton said sponsorship from BNZ, the University of Auckland Business School and support from other organisations had made the visit possible.

Payne has a busy schedule of meetings with investors, entrepreneurs, businesspeople, universities and government organisations plus speaking engagements throughout New Zealand. More than 50 organisations including six incubators, five universities and potentially thousands of people will be able to gain directly from Bill's visit.

Head of Strategy & Specialists, BNZ Partners Craig Haycock says, "This represents a great opportunity to tap into the learnings and insights of a global investor and entrepreneur. Accessing capital from private investors remains a key challenge for local business and we look forward to hearing from Bill Payne during his time in New Zealand."

The Icehouse website is also hosting a blog for Bill which debuted in late 2009 and will enable many more to share his ideas and commentary during his visit.

**Ends**



## Bill Payne Profile

Bill Payne is an engineer, entrepreneur, angel investor and educator. He started Solid State Dielectrics, Inc. (SSD), a capacitor dielectric materials company, in 1971 and sold the company to DuPont in 1982. Since then he has played a leading role developing entrepreneurship and angel investing in the United States.

His work has included:

- Serving on five university advisory boards
- Teaching over 80 workshops and seminars on angel investing in five countries.
- Providing over 120 man-years of service on profit and non-profit boards of directors
- Acting as the president of the United States Advanced Ceramics Association, National Institute of Ceramic Engineers, and the American Ceramic Society.
- Serving as an Entrepreneur-in-Residence to the Kauffman Foundation for 12 years
- Serving on the founding committee of the Angel Capital Association (US)

From 1995 until 2007 Bill Payne served as Entrepreneur-in-Residence at the Kauffman Foundation, a not-for-profit foundation in Kansas City often referred to as the world's largest foundation devoted to entrepreneurship. Its vision is to "foster a society of economically independent individuals who are engaged citizens, contributing to the improvement of their communities" and it does this through education, entrepreneurship, advancing innovation and research.

In 2007 he published a book, *The Definitive Guide to Raising Money from Angels*, the how-to for anyone seeking investment. He has also written or been interviewed for articles in The New York Times, USA Today, Business Week and many other investor/education articles and websites.

Payne has a track record of sharing his entrepreneurial and investment experience with others. On his last visit to New Zealand, he led the Power of Angels seminars, a Kauffman Foundation Seminar series.

More information about Bill Payne is available on his website: [www.billpayne.com](http://www.billpayne.com)

Bill Payne's blog on The ICEHOUSE website: [www.theicehouse.co.nz/billpayne](http://www.theicehouse.co.nz/billpayne)

## About The ICEHOUSE

The ICEHOUSE is a business growth centre that includes: business growth programmes for SMEs; a business incubator for start-ups; and New Zealand's largest group of Angel Investors. It is a collaborative partnership between The University of Auckland Business School, The Boston Consulting Group, Telecom and Gen-i, BNZ, Ernst & Young, HP and Microsoft. It was established in 2001 in recognition of the importance of SMEs to the New Zealand economy.

The ICEHOUSE's purpose is to take responsibility for delivering 350 of the 3000 firms needed to get New Zealand into the top half of the OECD by 2013. We work with a range of SMEs, from start-ups to established multi-million dollar enterprises. Our vision is to be the place for turning entrepreneurial companies into international successes. Our mission is get alongside people who want to transform their companies, helping to grow both their talent & our country's prosperity.

Over 2,000 entrepreneurs and business owners have already experienced The ICEHOUSE growth difference – new expertise and skills, valuable global network connections and investment pathways.

Visit: [www.theicehouse.co.nz](http://www.theicehouse.co.nz)

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