

3 September 2012



The MACC BAM project has obtained one semester extension for develop an capitalization strategy which aims to disseminate the major results realized by MACC BAM project, as Toolkits and BASCs operational Plan, collecting feedback from BAs, entrepreneurs and stakeholders. The evaluation survey is started and the results will be presented during the Capitalization Conference which will be held in Marseille at the end of September.

Two others important outputs have been achieved: the publication of the Policy Recommendation Manual and Sustainable Plan for Networks

Finally, Greece will host the 4th Investment forum and International Conference; it'll be held in Athens the 17 and 18 of September.

POLICY RECCOMANDATION MANUAL AND SUSTAINABLE PLAN FOR NETWORKS

The **Policy recommendation manual**, create thanks to Finlombarda, aims to provide policy recommendation addressed to decision makers in European institutions, State administration, Local and Regional Authorities exploiting the results and experiences gained from the implementation of the pilot actions carried out within the framework of the MACC BAM project. This manual is based on a transnational research conducted by partners to analyse the current situation of the BA Markets, in particularly on the partner countries. – [see the full document](#).

The **Sustainable Plan for Networks** elaborates a detailed follow-up plan for the continuity of the BACs networks.

The document indicates cross borders activities useful for the success of Bas network such as: periodical investment forum, exchange of best practices, study tours, investment programme and trade opportunities. – [see the full document](#).

17 – 18 SEPTEMBER: INVESTMENT FORUM AND INTERNATIONAL CONFERENCE IN ATHENS

ETEAN SA, lead partner of MACC BAM project, has organized the MACC BAM INVESTMENT FORUM&CONFERENCE.

The event aims to allow participants to present and discuss their commercially viable ideas to potential investors and provide a platform to link Business Angels (Investors) with participants having commercially viable ideas.

The Forum is articulated in two sessions. In the morning entrepreneurs/would-be-entrepreneurs have shortly present ("elevator pitch") their business proposal to investors who then select the most interesting ones to request one-to-one meetings, scheduled in the afternoon session.

In the second day there has been hosted the International Conference, focusing on discussion about the policies that support Business Angels Activity across Europe.

Next Macc Bam Newsletter will be entirely focused on the results of the Investment Forum and International Conference celebrated in Athens.

OTHER NEWS FROM PARTNERS

1.1 " Opening of the capital of the SME" - FRANCE Valence, 4 June



The event, organized June 4th, 2012 gathered, in addition with the Institutional stakeholders and potential investors, 63 business managers who were able to appreciate the situations where the opening of the capital is possible, to know tools, actors, conditions, methods, cost and necessary time to take for the implementation of this kind of strategy in a firm.

Sybille Desclozeaux, vice-president of the CCI, reminded that " the financing of companies is one of the strong axes that wishes to develop the CCI, which stays your front door in this domain. ". This event was also set as a test for the future implementation of a MaccBam support center in the CCI of the Drôme, in order to raise awareness of the target of entrepreneurs but also the target of potential investors and more widely the network of Innovative Business Economy.

1.2 IBAN (Italian Business Angels Network) XIII Convention – ITALY Milan 25 of June

On Monday, June 25, was held the XIII IBAN convention (Italia Business Angels Association) During this important annual meeting for the first time in Italy innovative topics, such as European Angels Fund and Corporate Venture Capital, were discussed. Markus Schillo, representative of the EIF (European Investment Fund) declared to be willing to export to other countries the co-investment model of European Angel Fund in support of informal investors in venture capital.

During the convention the President of IBAN, Paolo Anselmo, and the Councillor Luigi Amati, announced the creation of a working group that will collaborate with some of the most important exponents of the Italian financial reality to provide a concrete proposal to the EIF, approaching for the first time in Italy this innovative method of investment.

1.3 Experiences share and funding research for the project of innovation – FRANCE **Valence 4 July**

On Wednesday, July 4th, 2012, the CCI of the Drôme – Department Industry, International and Environment - within the framework of the European project MACCBAM (Measure for Accelerate the activities of Business Angels in The Mediterranean Sea area), welcomed 9 entrepreneurs, in a one day meeting with funds and business growth experts.

Under the shape of individual appointments of 45 minutes, these entrepreneurs who play in various economic domains or in the step of creation were able to present their projects and their strategy with specialized private and public experts