

E20: The Entrepreneur Summit

Chatsworth

19th September 2012

MADE The Entrepreneur
Festival: **Sheffield**
19th - 21st September 2012
madefestival.com

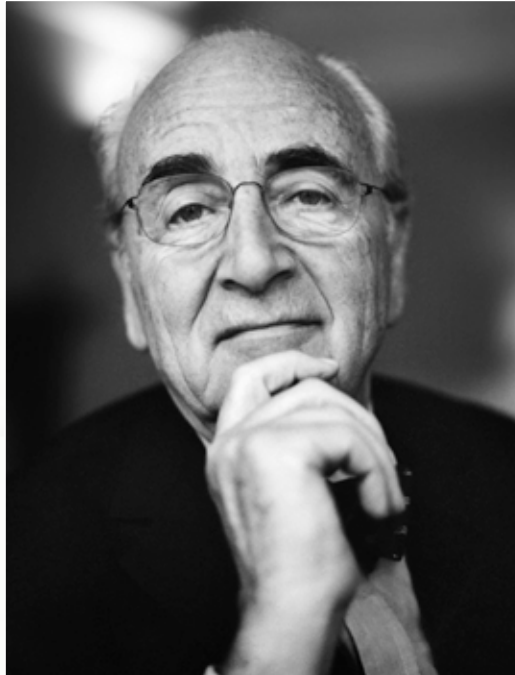
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E20: the Entrepreneur Summit

Hosted at Chatsworth as part of MADE: The Entrepreneur Festival, the E20 Entrepreneur Summit is the inaugural meeting of the E20, bringing together a group of Britain's leading entrepreneurs to address the issue of the 'Missing Million'.

The E20 group will work with a number of experts to explore entrepreneurial solutions that put young people at the centre of an enterprise-led recovery in the UK and will create an 'Action Plan to Combat Youth Unemployment' that will be the cornerstone of ongoing activity.



Lord Young of Graffham

Enterprise Advisor to the Prime Minister
Chair of E20: The Entrepreneur Summit

Lord Young founded Young Associates, a private equity house in 1996 where he is currently chairman, is chairman of a number of companies on AIM, enterprise advisor to the Prime Minister and the pioneer of the StartUp Loan scheme.

He went to Christ's College in Finchley and then University College London to take a law degree as an evening student during his time as an articled clerk to become a solicitor. However, he only practised for a year, after which he joined the Great Universal Stores as an executive and an assistant to the chairman, Sir Isaac Wolfson Bt.

Lord Young was raised to the Peerage in 1984 and almost immediately brought into Margaret Thatcher's cabinet as a Minister without portfolio. A year later he was appointed Secretary of State for Employment and then served as Secretary of State for Trade and Industry following the 1987 general election. He stepped down from Government in 1989, but was brought back to advise David Cameron on enterprise policy in 2010

Agenda

14.00 Lunch on arrival

14.30 Introductory speeches from:
Michael Hayman
Chair of MADE: The Entrepreneur Festival

Lord Young of Graffham
The Prime Minister's Enterprise Adviser

Stephan Shakespeare
Founder and CEO of YouGov

15.00 Workshop One

15.35 Workshop Two

16.10 Break

16.30 Workshop Three

17.05 Workshop Four

17.40 Workshop Five

18.15 Summing up and closing remarks by:
Michael Hayman
Chair of MADE: The Entrepreneur Festival

Lord Young of Graffham
The Prime Minister's Enterprise Adviser

18.30 Break

19.00 Champagne drinks reception in the Painted Hall

19.30 E20 Dinner in the Carriage House Restaurant

21.30 Carriages

E20: the Entrepreneurs



Lord Bilimoria CBE

Founder & Chairman
Cobra Beer

Lord Bilimoria founded Cobra Beer in 1989 and received the CBE in 2004 for services to business. He is the deputy president of the London Chamber of Commerce and Industry as well as an Honorary Life Fellow of the RSA. He is a champion of the Make Your Mark campaign for enterprise and national champion of the National Council for Graduate Entrepreneurship.



Will Butler-Adams

Managing Director
Brompton Bicycle

Will joined Brompton Bicycle in 2002 and has been responsible for the increase of production at the firm since taking the helm in 2008. Vince Cable and Nick Clegg kicked off their recent manufacturing summit with a visit to Brompton's West London factory and his success has seen him appointed to frequent industry panels concerned with promoting the field of engineering.



Tim Campbell

Founder and Chief Executive
Bright Ideas Trust

Tim, a Child Ambassador for London, previously appeared on Lord Sugar's BBC Programme The Apprentice. After winning the first series he worked at Amstrad for two years before launching his own charity the Bright Ideas Trust. The charity provides funding and support from a team of expert advisors and mentors to young people in London, aiding them in process of starting a business.



Michael Hayman

Co-founder
Seven Hills and StartUp Britain

Michael is co-founder of Seven Hills, the campaigning communications consultancy, chairman of Entrepreneurs at Coutts, an associate editor of Real Business, a non-executive member of Festivals Edinburgh, a fellow of the CIPR and the RSA and an ambassador for the Courvoisier Future 500. He is also co-founder of StartUp Britain, the national campaign for early stage enterprise supported by HM Government and Chairman of MADE.



Luke Johnson

Chairman
Risk Capital Partners

Luke Johnson, author of Start It Up, founded private equity firm Risk Capital Partners and is chairman of the restaurant chain Giraffe. He spent six years as chairman of Channel 4 Television. Under his chairmanship, PizzaExpress' share price rose from 40p to over 800p. He also co-founded the largest UK chain of dental surgeries, Integrated Dental Holdings, which was sold for more than £100m.



Emma Jones

Founder
StartUp Britain

Following a career with Arthur Andersen, Emma launched her first business at the age of 27 and successfully sold the company two years later. She launched Enterprise Nation in 2006 as a website to help anyone start and grow a business from home. The company has since expanded to offer services to small businesses across the UK. Emma is also a co-founder of StartUp Britain.



Will King

Founder
King of Shaves

Will King founded King of Shaves after being made made redundant in the early 1990s. Having always experienced problems with shaving, he created a shaving oil product that eased the pain, rash and burn. King fulfilled his first order at Harrods, the London department store, by hand-filling 9,600 bottles in his kitchen, using a "gunk pump" given to him by a friend in the yacht business.



Rupert Lee-Browne

Founder and CEO
Caxton FX

Rupert launched foreign exchange specialist Caxton FX in 2002 and has built it into a £550m-turnover business. He was the key architect of the Caxton FX retail bond, a pioneering method of raising finance without using traditional bank debt. He is also a keen champion of SME interests and currently serves as the deputy chair of the UK Money Transmitters Association.



Paul Lindley

Founder
Ella's Kitchen

In 2004 Paul left his job as deputy MD of Nickelodeon to explore the worlds of retail, food manufacturing and FMCG. Two years later, Ella's Kitchen hit the supermarket shelves, and Paul has never looked back. Last year families spent more than £60m on Ella's Kitchen foods and Paul was named Entrepreneur of the Year at the 2011 National Business Awards.



Lara Morgan

Founder
Company Shortcuts

Lara is the founder of Company Shortcuts, a source of practical advice and frameworks to enable business leaders to achieve accelerated growth. She is the author of More Balls than Most and built her own international business, Pacific Direct, over the course of 17 years before exiting in 2008. She is a regular commentator on current affairs and business issues with Sky and BBC News.



Peter Mountford

**Chairman
Mountford Capital Ltd**

Peter Mountford is a successful financier, experienced non-executive director and active investor. Following the success of Bradmount Investments, Peter formed Mountford Capital Ltd to continue his corporate finance and investment activities. Peter is also chairman of Heropreneurs a UK charity that helps former members of the Armed Forces and the dependents of those killed in service, to set up and run their own businesses.



Dale Murray

Angel Investor

Dale co-founded Omega Logic in 1999 and launched pre-pay mobile "top-ups" in the UK after winning contracts with all the mobile network operators. She sold to a privately held company, Eposs Limited, having built revenues to £7m within three years. Dale left in 2005 and is now an angel investor in early-stage entrepreneurial businesses. She was named Angel Investor of the Year 2011.



Jamie Murray-Wells

**Founder and Executive Chairman
Glasses Direct**

In 2004, whilst still at university, Jamie found a way to offer customers prescription glasses for considerably less than high-street opticians on the web and Glasses Direct has gone on to become the largest online retailer of prescription glasses in Europe. Jamie is a volunteer mentor at the Prince's Trust, and a founder of StartUp Britain..



Jude Ower

**Founder and CEO
PlayMob**

Jude's company PlayMob creates social games for social good. Jude has been developing educational games for ten years across corporate, education and government sectors and is one of the leading thought leaders in the space of "games for good". She is now creating a new wave of games for informal learning on social networks, which link game actions to real world causes.



Penny Power

**Founder
Digital Youth Academy**

In February 2012, Penny brought the Digital Youth Academy to market, offering a sustainable and scalable solution to the skills gap and an employment pathway for Britain's young people. She is a social media expert, author and entrepreneur who founded Ecademy and has spent the past 13 years helping SMEs to grow through the power of the "social web".



Doug Richard

**Former Dragon and Founder
School for Startups**

Doug is the founder of School for Startups, a technology entrepreneur and one of the original panelists on Dragons' Den. He was also the founder of Cambridge Angels, chairman of the Conservative Party Small Business Task Force and an Honorary Recipient of The Queen's Award for Enterprise Promotion in 2006. He is currently conducting a review of apprenticeships for the government.



David Richards

**CEO and co-founder
WanDisco**

David Richards floated WanDisco on the London Stock Exchange at the beginning of June 2012 with a market capitalisation of £37m. He has more than 15 years as an executive in the software industry and sits on both boards and advisory boards of Silicon Valley startup ventures. He has spoken and written widely about standards in application integration and the adoption of open-source technologies.



Stephan Shakespeare

**Founder & CEO
YouGov**

Stephan founded internet-based market research and opinion polls company YouGov in 2000 and has seen it expand throughout Europe, the Middle East and the US. Previously, Stephan was an educationist, writer and pollster and political campaign manager for the Conservative Party. He was founding Principal of Landmark West Preparatory School in Los Angeles and also launched and sold the ConservativeHome and PoliticsHome websites.



Edward Wray

**Co-founder
Betfair**

Edward Wray co-founded Betfair in 2000 and built it into the world's largest internet betting exchange with more than four million customers. Edward stepped down from his role as chairman this year and is now an angel investor and a non-executive director at Funding Circle, an online marketplace to help businesses find low cost loans quickly and investors get better returns.



Shaa Wasmund

**Founder
Smarta**

Shaa is the driving force behind Smarta.com, the UK's leading support platform for business owners and entrepreneurs, which she founded in the midst of recession and has grown to become one of the leading small business resources in the UK with over 600,000 unique visitors a month. Shaa is also a social media evangelist and was an early adopter of Twitter, LinkedIn and Facebook to market her business.

E20: the Experts



Ruth Amos

**Inventor and Managing Director
StairSteady**

The StairSteady, an aid that helps those with limited mobility use their stairs, won Ruth the Young Engineer for Britain award in 2006 and she brought the product to market in 2008. Ruth is an ambassador for Enterprise UK, the youngest person ever to be on Management Today's '35 women under 35' list and won the Women of the Future 'Young Star' Award.



Alice Barnard

**Chief executive
The Peter Jones Foundation**

Alice previously worked at the Countryside Alliance for four years serving as the Regional Director before being appointed Chief executive at the company. She now assumes the same position at the Peter Jones Foundation, a charity that encourages entrepreneurship amongst young, talented individuals.



Hushpreet Dhaliwal

**Chief executive
NACUE**

Hushpreet is chief executive of the National Association of College and University Entrepreneurs, which aims to awaken the entrepreneurial potential of students and graduates across the UK. She sits on the advisory boards for Astia, ISBE and the UK Government's Steering Group on Enterprise on Societies. Hushpreet worked as NACUE's corporate relations and operations manager before taking over in September 2010.



Fintan Donohue

**Chief executive
Gazelle Global and North
Hertfordshire College**

Fintan is the CEO of North Hertfordshire College and of Gazelle Global, which aims to build an recognisable cluster of entrepreneurial colleges within five years. He is widely credited with igniting the debate around entrepreneurship as a change agent in the FE sector and his Bridging the Gap scheme won the Podium Gold award for the most inspirational skills programme of the London 2012 Games.



Paul Firth

**Regional Managing Partner
Irwin Mitchell**

Paul is Regional Managing Partner of the Sheffield office and an experienced senior property and development lawyer. He has advised many major property companies in both public and private sectors over many years. Paul holds a number of external appointments including being a pro-chancellor at the University of Sheffield, chairman of the Children's Hospital Charity and chairman of Creativesheffield, the city's Economic Development Company.



Carrie Green

**Founder
The Female Entrepreneur Association**

In 2011, Carrie founded the FEA, with the aim of motivating, inspiring and changing the lives of women all over the world. The organization now has over 20,000 women involved and continues to expand as an online platform where female entrepreneurs can share their success stories. In 2012, it launched This Girl Means Business: a digital magazine read by thousands around the world.



Andrew Haigh

**Executive director, client propositions
Coutts & Co**

Andrew has led Coutts' Entrepreneurs Group since 2008, with strategic responsibility for developing the service offering to 20,000 entrepreneur clients in the UK and building the bank's involvement in social enterprise. He began his career as an investment banker in London and New York before a stint at NatWest's International Businesses Division in 1993 and joined Coutts a decade ago.



Peter Ibbetson

**Chairman for Small Businesses
RBS Group**

Peter's career with RBS spans 37 years and has seen him operate across the business spectrum, from leading multi billion dollar deals in the Aerospace industry to heading the Business Banking Division in NatWest with responsibility for over a million UK businesses. He also holds several non-executive positions which has given him a valuable insight into the SME world from both a business and bank perspective.



Adam Jackson

**Director of enterprise
Department for Business, Innovation
and Skills**

As director of enterprise and small business at BIS, Adam leads a team responsible for promoting entrepreneurship and making the UK the easiest place to start and grow a business. Adam took up this role in July 2008 having previously been finance director at DTI and his career has included working on small business issues at the UK Permanent Representation to the EU in Brussels.



Thom Kenrick

**Head of Impact Programmes within
Group Sustainability
The Royal Bank of Scotland**

Thom's team draws on RBS' core business capabilities to promote economic and social value in its communities, through programmes including MoneySense (financial education in schools) and RBS Inspiring Enterprise. Thom is a Trustee of the RBS Group Microfinance Funds, an independent charity which lends money to community businesses and social enterprises, and an RSA Fellow.



Ketan Makwana

Co-founder
Enterprise Lab

Ketan is the co-founder of Enterprise Lab, a training and development company, founder and chairman of Youth Enterprise Live, an event focused on youth education, employability and enterprise and a director of Rockstar Youth a mentoring and investor portal. He also advises Enterprise India and Youth Employment UK and is a special advisor on youth employment & enterprise to the UK government.



Michael Mercieca

Chief executive
Young Enterprise

Michael was appointed chief executive of Young Enterprise, the UK's largest business and enterprise education charity, in April 2012 having previously spent nine years at The Prince's Trust. He began his career in manufacturing, before becoming financial controller for BBC Enterprises then BBC World Service TV, launching BBC News around the world and channels such as UK Gold and UK Living.



Kieran Miles

Founder
LIVE Global

Kieran has started a number of businesses, with LIVE Global taking up most of his time. The media channel launched in September 2012 and broadcasts 24/7 youth-orientated content to localised media platforms built into the UK's education establishments and communities. By using in-house developed technology, LIVE Global's scalable model is already prepared for transatlantic and global expansion, to connect education establishments around the world.



Steve Moore

Chief executive
The Big Society Network

Steve Moore is a co-founder of the Big Society Network and was its youth-sector champion before becoming CEO. He has years of experience working with youth sector organisations and running youth events such as the 2morro Festival for the former Shine Week. The Big Society Network is a not for profit group that aims to help organisations deliver the practical benefits of civic engagement.



Henna Mushtaq

Founder
Henna by Henna

Henna Mustaq, 19, graduated from The Peter Jones Enterprise Academy after receiving the award for 'Highly Commended National Entrepreneur of the Year 2012.' She joined the academy in Sept 2011 aiming to acquire the skills and experience needed to set up her own business. She is currently developing the concept of a HennaTattoo machine whilst also representing the academy as an ambassador.



Rob Nunn

Founder
Your Aviation Future

Rob Nunn, 18, launched Your Aviation Future in 2012, aiming to help people realise their dream piloting career, offering courses at a number of bases throughout the UK. It was created as a platform for learners, training facilities and established organisations, creating one voice within the aviation industry. He was recognized with the 2012 Peter Jones Enterprise Academy National Entrepreneur of the Year Award.



John Telling

Group Corporate Affairs Director
MITIE Group PLC

John joined the strategic outsourcing company of MITIE in 2007 and has progressed through various management roles to the position of Group Corporate Affairs Director with responsibility for strategic customer relationships, marketing, investor relations, corporate responsibility and public affairs/communication. Prior to joining MITIE, he worked at Ernst & Young and spent time in the industrial and commercial maintenance field in the USA.



Laura Wyatt-Smith

Senior Head of National Programmes
- Enterprise and Employment
The Prince's Trust

Laura is responsible for the ensuring the effectiveness and quality of the The Trust's enterprise and employment programmes, and oversees the business start up loan fund, national funding contracts and delivery partners. She joined from the National Children's Bureau where she coordinated a wide range programmes promoting the well-being of young people most in need.

MADE

The Entrepreneur
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madefestival.com

MADE:

The Entrepreneur Festival
celebrates of the very best of
British business.

Now in its third year, it brings together Great British inventors, designers, manufacturers, business owners, budding entrepreneurs and UK policy-makers.

In the year that Britain plays host to the Olympic Games, the festival in 2012 will showcase the country's brilliant business talent. From panel discussions and exhibitions to fringe events and quick-fire speaker slots, MADE reveals what it takes to build a successful business in the UK and crack international markets.

Described as "the Davos for entrepreneurs", it brings together 3,000 British businesses with 50 high-profile speakers in venues across the city of Sheffield.

