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From the Editors

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New England Journal of Entrepreneurship

From the Editors

In a departure from our usual practice of interviewing one or two entrepreneurs for the *Journal*, we are providing five interviews in this issue. In another departure, these entrepreneurs are not U.S.-based; rather, these business people are all from New Zealand, a spirited country where independent thinking, homegrown solutions, and their own Kiwi take on innovation makes their stories both interesting and varied.

The opportunity to meet and interview a total of nine entrepreneurs representing five different organizations from both the North and South Islands of New Zealand (see map) came about when our Editor spent his Spring 2003 sabbatical touring that country. Over a seven-week period, Laurence Weinstein, starting in Auckland and ending his trip in Christchurch, sought out New Zealanders who had intriguing stories to share with our *Journal's* readers.

- *TeWhau Lodge near Auckland*: Gene O'Neill and Liz Eglinton both left high-paying corporate jobs to start their own upscale lodge on Waiheke Island. Their income is much less than it used to be, but they could not be happier as they now control their own destiny.
- *Raconteur Productions in Christchurch*: William De Friez serves occasionally as the company's director when they are filming documentaries. Veronica McCarthy is the full-time producer. Their views on the how, what, and when's of making these documentaries often clash, but their highly respected productions reflect the value of melding their creative energies and intelligence.
- *Bay House Café in Westport, near Greymouth*: Dudley-Anne Thomson manages this out-of-the-way gourmet restaurant that is a destination for travelers from around the world. Brian Finlayson and Michael Varekamp started the restaurant despite strong local government resistance to their business concept.
- *Philip King Booksellers in Christchurch*: Philip King started his business in his home as an after-hours hobby and turned his passion for books into a huge pay-off.
- *Jade Software in Christchurch*: Although Sir Gilbert Simpson is considered a software development genius in his own country, Jade Software applications are just now making a splash outside of New Zealand. His goal: "Invade" the United States.

To round out the issue, we are pleased to present, in addition to our regularly peer-reviewed articles, a special "Practitioner's Corner." In this segment, we offer the entrepreneurial musings of Joe Levangie, a very successful venture capitalist for the past twenty-five years.

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