

Northwest Growth Financing Conference



ACG Seattle
August 10th, 2006

**Bell Harbor International
Conference Center**

Pier 66 - 2211 Alaskan Way
Seattle, Washington

**Presented by the Seattle Chapter of the
Association for Corporate Growth**

Want to gain the competitive edge in your business?

Attend the **Northwest Growth Financing Conference** and learn the latest developments affecting the financing of "middle market" companies. The group of highly experienced investment professionals that have been assembled will provide a broad perspective on the wide array of financing options available today.

Conference Agenda

7:00 - 9:00 am Registration and Continental Breakfast

7:30 - 8:45 am Investment Banker Mix & Mingle

An opportunity to informally meet representatives from leading investment banking firms and intermediaries serving Northwest "middle market" companies over coffee and breakfast pastries. Each firm will have a table displaying their firm's literature and collateral materials in one of the center's conference rooms.

The Deal Exchange - Wall Street has the New York Stock Exchange and the American Stock Exchange - ACG Seattle has The Deal Exchange! Whether you want to sell a business, buy a business, finance a business or arrange a strategic alliance, license or joint venture, you will find it at The Deal Exchange. Participants will be given up to one minute to describe in a highly focused presentation, the transaction they are seeking.

9:00 - 10:30 am Private Equity Panel

Mark E. Morris, Partner - Blue Point Capital Partners, Seattle

The panel will examine the current trends and developments impacting today's private equity market and each panelist will provide an overview of a recently completed transaction.

Michael A. Nibarger, Managing Partner - Evergreen Pacific Partners, Seattle

Aaron S. Richmond, Principal - Endeavour Capital, Seattle

Scott T. Svenson, Managing Partner - The Sienna Group, Seattle

John P. Beauclair, Vice President - Sun Capital, Los Angeles

10:30 - 10:45 am Refreshment Break

10:45 am - 12:15 pm Mezzanine/Subordinated Debt Panel

Derek Strong, Director - RoyNat Capital, Vancouver

The current trends and developments that are impacting today's Mezzanine and Subordinated Debt markets will be examined in detail by this panel. Each panelist will provide an overview of a recently completed transaction.

Mark W. French, Principal - Greyrock Capital Group, San Francisco

Jeffrey L. Dickson, Managing Principal - Prudential Capital Partners, San Francisco

John S. Woolley, Co-founder - Tamarack Capital, Portland

Milton S. Iskra, Senior Vice President - Monroe Capital LLC, Dallas

12:15 - 1:30 pm Luncheon

The Northwest's premier conference for financing the growth of "middle market" companies.

- 1:30 - 3:00 pm **Alternative Financing Sources Panel**
Gail K. Bernstein, Executive Vice President - PNC Business Credit, Pasadena
This panel will provide a retrospective of many of the non-traditional sources of financing available to "middle market" companies from an array of financial institutions/products such as Hedge Funds, Second Lien Loans, Business Development Company, Asset Based Lender and Income Trusts.
Tom Turpin, Senior Vice President - Allied Capital, Los Angeles
James Marasco, Executive Vice President - Wells Fargo Foothill, Los Angeles
John M. Cannon, Partner - Silver Point Capital, Chicago
Richard Osborn, Partner - Second City Capital/Gibralt Capital, Vancouver
- 3:00 - 3:15 pm **Refreshment Break**
- 3:15 - 4:45 pm **Anatomy of a Leveraged Recapitalization - Wrapping It All Up: A Case Study**
David T. Dandel, Managing Director - D.A. Davidson & Co., Seattle
The panel will be composed of the key participants in a recently completed Private Equity recapitalization transaction: Investment Banker, Company Owner/CEO, Private Equity Sponsor, Senior Lender, and Subordinated Lender. The participants will discuss the transaction in detail, sharing their perspectives at various stages of the process. Each member will provide their views of the challenges of the transaction as well as how they ultimately came together to make the deal a success.
- 4:45 - 6:45 pm **Middle Market Financing Roundup**
Go one on one with senior executives from a wide array of the nation's leading private equity funds, mezzanine funds, subordinated debt funds, hedge funds, business development companies, income trusts, asset based lenders, second lien loan providers, etc. during the conference's concluding event. Tables displaying materials provided by the participants will be set up in one of the large conference rooms and each firm will have a representative available to answer questions. This unique opportunity to connect with members of these firms is not to be missed.
- 5:00 - 7:00 pm **Northwest Wine Tasting Reception with Hot & Cold Hors D'oeuvres**
- 7:00 pm **Program Concludes**

Conference Sponsors

ACG Seattle is especially grateful to all of the firms listed below for their generous support which has made the **Northwest Growth Financing Conference** possible.

Platinum Sponsor



Washington CEO magazine serves as the only statewide business magazine targeting Washington's business owners, top-level managers and executives. The magazine serves as a resource to learn about regional business trends taking place as well as to provide insight into the personalities shaping the region's economy.

Luncheon Sponsor



Tatum is the largest and fastest-growing executive services and consulting firm in the United States helping companies in transition to accelerate business success and create more value™.

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Allied Capital provides long-term debt and equity capital to primarily private, middle market companies in a variety of industries. This includes providing senior loans, second lien debt, subordinated debt or unitranche debt (a single debt investment that is a blend of senior and subordinated debt) and buying substantial equity stakes.



Blue Point Capital Partners is a national private equity firm with \$415 million of investment capital. It is one of the largest private equity firms domiciled in the Midwest, Pacific Northwest and Southeast, with a focus on investments in middle market companies in these regions.



D.A. Davidson & Co. is a securities broker/dealer member of the SIPC and NASD. It is the largest full-service investment firm based in the Northwest and a leader in investment banking and company research for the region.



Dorsey & Whitney's Seattle office currently has more than 80 attorneys with deep roots in the community and strong reputations in the bar that offer outstanding service to both domestic and international clients.



ENDEAVOUR
CAPITAL

Endeavour Capital manages funds with over \$450 million in capital and believes that great companies and value are created over long periods of time. It seeks to invest in companies in the Western US where they can work as colleagues with management.



PNC Business Credit is one of the nation's largest asset-based lenders, with approximately \$10 billion in commitments under management and specializes in providing secured financing that enables clients to leverage the value of a company's assets and cash flow.

SORENSEN CAPITAL **Sorenson Capital** is a \$250 million private equity firm with three offices in the Western United States. It provides small to middle-market buyout and growth equity investments, with a particular focus on opportunities in the Mountain and Western states.



Stoel Rives has approximately 350 lawyers firm wide. The 75 lawyers located in the Seattle office represent primarily emerging and middle-market companies, providing a full range of legal services.

Silver Sponsors



Aequitas Capital Management has structured and invested more than \$1.5 billion in customized financial transactions since 1993, focusing much of its effort structuring and deploying capital for socially-responsible endeavors.



Merrill Corporation is a leading provider of outsourced document management, branded marketing services and other information management solutions to targeted vertical markets, through organic growth and strategic acquisitions.



Perkins Coie was founded in 1912 and is now the largest law firm in the Pacific Northwest. It serves great companies with more than 600 attorneys in 14 offices across the United States and in China. The firm represents clients that range in size from FORTUNE 100 companies to startups and has historically represented market leaders in traditional and cutting-edge technology industries.



Preston, Gates & Ellis was founded as a sole practitioner when Seattle was a small town on the edge of the Northwest frontier, and has grown into a full-service firm with an international presence with more than 400 attorneys practicing from 11 strategic locations.



RSM McGladrey is a business services firm offering mid-size companies business and tax consulting, wealth management, retirement resources, payroll services and corporate finance. It is part of RSM McGladrey Business Services, a wholly owned subsidiary of H&R Block.

Wine Reception Sponsors



Duff & Phelps is a leading independent financial advisory firm, offering a broad range of consulting services, including financial reporting and tax valuation, fixed asset and real estate consulting, M&A advisory and fairness and solvency opinions.



Wells Fargo Foothill provides revolving lines of credit secured by accounts receivable and inventory, and associated term loans based on fixed assets or other assets, to middle-market companies in a variety of industries.

Conference Registration Form

	By June 30, 2006	After June 30, 2006
ACG Member	<input type="checkbox"/> \$195	<input type="checkbox"/> \$295
Non-Member	<input type="checkbox"/> \$295	<input type="checkbox"/> \$395

Payment On-Line

Register on-line at the conference web site <http://www.acg.org/seattle>.

Payment by Credit Card

Card Type Visa MasterCard American Express

Name as It Appears on Card

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Fax your completed registration form with credit card info to (206) 367-8997.

Payment by Check

The completed registration form should be mailed along with your check made out to:

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ACG Membership (required if ACG Member is checked above)

Member of ACG Chapter _____

A Message from the Conference Chairmen

On behalf of the Board of Directors of the Association for Corporate Growth's Seattle chapter we invite you to join us at the **Northwest Growth Financing Conference**. The conference will provide senior executives of "middle market" companies with an in depth look at the many options available to finance their company's growth.

The conference, the largest of its kind in the Northwest, will bring together a diverse group of the nation's leading investment firms representing more than \$20 billion of capital under management and available for investment in "middle market" companies.

Our outstanding panel moderators and panelists have consummated numerous financing transactions in a wide array of industries. They will provide a keen insight into the current state of the market and their perspective on the critical issues impacting the financing of business growth.

Throughout the day, there will be ample opportunity to meet, network and exchange ideas with the representatives from the numerous sources of investment capital in attendance.

Don't miss the opportunity to meet - up close and personal - investment professionals from a wide array of the nation's leading private equity funds, mezzanine funds, subordinated debt funds, hedge funds, business development companies, asset based lenders, etc. during the unique concluding event, the **Middle Market Financing Roundup**.

We think you will find the day an investment well spent. We promise you it will be intellectually challenging, engaging and stimulating.

Sincerely,

Glenn S. Burroughs
Vice President
PNC Business Credit
Conference Co-Chairman

David T. Dandel
Managing Director
D. A. Davidson & Co.
Conference Co-Chairman

Franz von Bradsky
President
Green Tree Capital
Conference Chairman

