

## Join Northwest Business Leaders at the Northwest Growth Financing Conference and Gain the Competitive Edge!

### Conference Agenda

The **Northwest Growth Financing Conference** will explore the latest trends and developments affecting the financing of “middle market” companies. The highly experienced professionals that have been assembled will provide a broad perspective and a keen insight into the current state of the market.

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

8:20 - 8:30 am Opening Remarks

8:30 - 10:00 am Alternative Financing Sources Panel

**Gail K. Bernstein**, Executive Vice President - PNC Business Credit, Pasadena

The panel will provide a retrospective of the non-traditional sources of financing available to “middle market” companies from an array of financial institutions such as hedge funds, business development companies, venture capital funds, asset based lenders, etc. The panel will review the current trends and developments impacting today’s financing market.

**Thomas A. Turpin**, Managing Director - Allied Capital, Los Angeles  
**John P. Beauclair**, Vice President - Sun Capital, Los Angeles  
**Stephen Krawchuk**, Managing Director - Crystal Capital, Los Angeles  
**Andrew Dale**, Managing Partner - Buerk Dale Victor LLC, Seattle

10:00 - 10:30 am Refreshment Break

10:30 - 11:30 am Keynote Presentation

**James M. Weber**, CEO & President - Brooks Sports, Inc., Bothell

Jim joined Brooks Sports as CEO in April 2001. Under his leadership, Brooks repositioned its 90+ year old brand to high end performance running shoes. The result has been dramatic - record growth of sales and profits for 5 consecutive years. Sales are in the \$150 million range today and EBITDA which was negative when he joined the company is now in the mid to high teens.

Brooks was owned by J. H. Whitney when Jim joined the company - the fourth CEO in four years. In late 2004 Brooks was acquired by Russell Corporation, a \$1.4 billion NYSE firm. Russell was acquired by Warren Buffett’s Berkshire Hathaway in 2006 and Jim now reports to the CEO of Fruit of the Loom.

11:30 am - 1:00 pm Luncheon

1:00 - 2:30 pm Mezzanine and Subordinated Debt Panel

**Stephen W. Etter**, Partner - Greyrock Capital Group, San Francisco

The panel will examine the intricacies of mezzanine and subordinated finance and discuss what’s new, what’s changed and what the future holds during while reviewing the current trends and developments impacting today’s junior debt financing market.

**Jeffrey L. Dickson**, Managing Principal - Prudential Capital Partners, San Francisco  
**Paul Kreie**, Managing Director - Midwest Mezzanine Funds, Chicago  
**Jeff Miehe**, Managing Director - Windjammer Capital Investors, Newport Beach

2:30 - 3:00 pm Refreshment Break

## The Northwest’s premier conference for financing the growth of “middle market” companies.

3:00 - 4:30 pm

Private Equity Panel

**Aaron S. Richmond**, Principal - Endeavour Capital, Seattle

The panel will explore all aspects of private equity financing and discuss what’s new, what’s changed and what the future holds during an in-depth review of the current trends and developments impacting the private equity market. Panelists will comment on the record amount of \$\$\$\$ raised by private equity firms in 2006.

**Mark E. Morris**, Partner - Blue Point Capital Partners, Seattle  
**C. Morris Stout**, Managing Director - Swander Pace Capital, San Francisco  
**Bill McNichols**, Associate Director - Vulcan, Inc., Seattle  
**Maneesh K. Chawla**, Principal - Prospect Partners, LLC, Chicago

4:30 - 7:00 pm

Middle Market Financing Roundup

The conference’s signature event provides registrants the opportunity to meet - up close and personal - senior executives from 50 of the nation’s leading private equity funds, mezzanine and subordinated debt funds, business development companies, etc. In 2006, 45 firms interested in providing growth financing to Northwest “middle market” companies participated in the event.

4:30 - 7:00 pm

Northwest Wine Tasting Reception with Hot & Cold Hors D’oeuvres

7:00 pm

Program Concludes

### Middle Market Financing Roundup

The following is a partial list of the 35 investment firms already registered to participate in the ***Middle Market Financing Roundup***.

**Allied Capital**  
Los Angeles, California

**Greyrock Capital Group**  
San Francisco, California

**Red Diamond Capital**  
New York, New York

**American Capital Strategies**  
San Francisco, California

**Hammond Kennedy Whitney & Co.**  
Indianapolis, Indiana

**Riordan, Lewis & Haden**  
Los Angeles, California

**Audax Group**  
Boston, Massachusetts

**Harbour Group**  
St. Louis, Missouri

**River Associates Investments**  
Chattanooga, Tennessee

**Blue Point Capital Partners**  
Seattle, Washington

**ICV Capital Group**  
New York, New York

**Riverside Company, The**  
Manhattan Beach, California

**Brookside Group, The**  
New York, New York

**Key Principal Partners**  
San Francisco, California

**Sun Capital Partners**  
Los Angeles, California

**Calvert Street Capital Partners**  
Baltimore, Maryland

**Lineage Capital**  
Boston, Massachusetts

**Svoboda, Collins**  
Chicago, Illinois

**Castanea Partners**  
Newton, Massachusetts

**Linsalata Capital Partners**  
Mayfield Heights, Ohio

**Swander Pace Capital**  
San Francisco, California

**CHB Capital Partners**  
Denver, Colorado

**Merit Capital Partners**  
Phoenix, Arizona

**TD Capital Mezzanine Partners**  
Toronto, Ontario

**Endeavour Capital**  
Seattle, Washington

**Nautic Partners**  
Providence, Rhode Island

**TSG Consumer Partners**  
San Francisco, California

### About ACG

The **Association for Corporate Growth (ACG)** was founded in 1954 and is the premier global association for executives involved in corporate growth, corporate development, and mergers and acquisitions for Fortune 500 firms and “middle market” companies. Membership is comprised of leaders from public and private corporations, private equity firms, financial institutions, and professional service firms.

These leaders are charged with building value in their organizations and typically focus on strategic activities that increase revenues, profits and, ultimately, stake-holder value. Today, there are almost 12,000 members in 53 chapters in North America and Europe.

ACG Seattle provides members and guests with the finest quality educational and technical programs. The diverse programming provides access to a myriad of ideas to successfully and consistently achieve sound corporate growth, whether through internal or external means. Programs cover virtually every aspect of corporate growth and development and have included topics such as:

- Developing new products and services
- Developing new markets for existing products and services
- Brand building and positioning
- Managing intellectual capital
- Strategic planning and development
- Competitive intelligence = competitive advantage
- Mergers, acquisitions and divestitures
- Joint ventures, partnerships and strategic alliances
- Recapitalization and “going private” transactions
- Alternative financing structures

As the business environment becomes more complex, executives face new challenges to profitability and success. The presentations offered by ACG Seattle provide senior corporate executives and professionals the opportunity to learn, grow and hone the skills necessary to successfully compete in a rapidly changing global economy.

### Fees & Registration

**Registrations can be made with a credit card on-line at <http://www.acgseattle.org> or complete and fax the below form to (206) 274-6288.**

Register by June 15, 2007 and receive a \$100 discount off the regular price.

**By June 15, 2007**

ACG Member - \$295 Non-Member - \$395

**After June 15, 2007**

ACG Member - \$395 Non-Member - \$495

First Name	Middle Name/Initial	Last Name
Job Title		
Company		
Address		
City	State/Province	ZIP/Postal Code
Phone	Fax	E-mail Address
Name as It Appears on Card		
Card Number	Expiration Date	
Authorized Signature	Card Type: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express	
Member of ACG Chapter (if applicable, please write chapter name) _____		

## 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.

### Welcome Reception Sponsor



**PNC Business Credit**, one of the top asset based lenders with \$10 billion in commitments, provides middle market companies across the country and across a wide spectrum of industries with financing solutions ranging from \$7 million to \$25 million. We have been a consistent source of capital for our clients throughout the peaks and troughs of economic cycles.

### Sponsors



**Allied Capital** is a leading business development company ("BDC") specializing in long-term debt and equity investments in middle market companies. With over \$4.5 billion in total assets, Allied Capital provides capital to support management and sponsor-led buyouts, as well as to finance growth, acquisitions and recapitalizations of companies.



**Blue Point Capital Partners** is a national private equity firm with over \$800 million of equity under management. 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 manufacturing, business services and distribution companies in these regions.



**D.A. Davidson & Co.** is the largest full-service investment firm based in the Northwest, with offices in 16 states. The firm's professionals work with institutional and individual clients to provide integrated services that range from investment banking, sales, trading and research to personalized investment services and trust and asset management.



With more than 650 lawyers in 19 locations in the U.S., Canada, Europe and Asia, clients rely on Dorsey as a valued partner. Dorsey represents growth, middle market, and Fortune 500 companies, including leaders in the retail, financial, technology and energy sectors, providing outstanding counsel in a variety of disciplines.



**Endeavour Capital** has invested for 15 years in high-quality, middle market companies, such as Northland Transportation, WinCo Foods, SpeeCo, Tidewater Barge Lines, Columbus Foods, Silver Eagle Manufacturing, Grand Canyon University, Policy Studies and many others. With \$450 million currently under management, Endeavour has proactively targeted opportunities in the food, logistics/transportation, healthcare and business services industries.

### Media Sponsor



**Puget Sound Business Journal** has been serving the local business-information needs of the area for more than 26 years. The Business Journal's audience is served both by the weekly newspaper and its various special products, as well as via the newspaper's Web site and daily headline e-mail updates from the publisher.



**Green Tree Capital** has specialized in arranging the sale, purchase and financing of privately owned "middle market" companies in the Western United States for clients since its inception in 1986.



**K&L Gates** comprises approximately 1,400 lawyers in 22 offices located in North America, Europe and Asia, and represents capital markets participants, entrepreneurs, growth and middle market companies, leading FORTUNE 100 and FTSE 100 global corporations and public sector entities.



Founded in 1968, **Merrill Corporation** is a leading provider of outsourcing solutions for complex business communication and information management. Merrill's services include document and data management, litigation support, branded communication programs, fulfillment, imaging and printing. With more than 6,100 people in over 70 domestic and 15 international locations, Merrill empowers the communications of the world's leading companies.



**RSM McGladrey** is a professional services firm for companies on the move. With 8,000 employees in more than 120 offices nationwide, RSM McGladrey is the 5th largest provider of accounting, tax and business consulting services in the United States. RSM McGladrey is a member of RSM International, bringing together 24,000 employees from more than 630 offices located in 70 countries.



**Stoel Rives** is a business law firm providing counseling and litigation services to a wide range of clients throughout the United States. The firm's 350 attorneys operate out of nine offices in five states. Stoel Rives is regarded as a leader in energy, natural resources, environmental, litigation, corporate and intellectual property law.



8163 NE 165th Street  
Kenmore, WA 98028

## A Message from the Conference Chairmen

On behalf of the Association for Corporate Growth's Seattle chapter we invite you to join us at the Northwest Growth Financing Conference. The conference is for senior executives of "middle market" companies who are interested in the options available to finance growth.

The conference is the largest of its kind in the Northwest and brings together a diverse group of the nation's leading investment firms representing more than \$40 billion of capital under management and seeking investment opportunities in Northwest companies.

Three panels led by industry veterans will examine the many financing alternatives available to "middle market" companies in a format guaranteed to generate lots of interaction among the panelists as well as the audience.

Keynote speaker, Jim Weber - CEO of Brooks Sports, will describe the transformation of this \$150 million manufacturer of high end performance running shoes that has resulted in record growth in sales and earnings for five consecutive years.

Throughout the day, there will be ample opportunity to meet, network and exchange ideas with representatives of the many investment firms in attendance.

The conference's signature event, the Middle Market Financing Roundup, is not to be missed. This is a unique opportunity to meet - first hand - investment professionals from a wide array of the nation's leading private equity funds, mezzanine/subordinated debt funds, hedge funds, business development companies, venture capital funds, etc.

Prepare to go one on one with some of the best and brightest in their respective fields during the Middle Market Financing Roundup. At the 2006 conference, 45 investment firms from across the United States and Canada participated in the event.

We are certain you will find the day a worthwhile investment of your time and promise it will be an intellectually engaging and stimulating program.

Be sure and register early as the 2006 conference sold out!

Sincerely,

**Franz von Bradsky**  
Conference Chairman  
President  
Green Tree Capital

**Glenn S. Burroughs**  
President - ACG Seattle  
Vice President  
PNC Business Credit

# Northwest Growth Financing Conference



**ACG Seattle**  
**August 9, 2007**

**Bell Harbor International  
Conference Center**

Pier 66 - 2211 Alaskan Way  
Seattle, Washington

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