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## The ACG Utah 2008 Capital Connection

February 12, 2008

# ACG Utah

**REGISTER TODAY** for the ACG Utah 2008 Growth Conference and Capital Connection, sponsored by Zions Bank. In it's fourth year, this conference has become the "can't miss" event in Utah for those involved in corporate growth.

ACG Utah's Growth Conference and Capital Connection will be the year's premier Mergers & Acquisitions and Private Equity event in Utah. Meet with the principals of over 30 Utah-focused Private Equity Groups and Mezzanine lenders representing billions of dollars of buy-out and growth capital and network with the 400 business leaders expected to attend.

Keynote speakers include Robert B. Reich, the 22<sup>nd</sup> Secretary of Labor of the United States and one of the nation's leading thinkers about business and the economy. On behalf of the ACG Utah Board of Directors, we look forward to seeing you in February!

**REGISTER TODAY** at [www.ACGUtah.org](http://www.ACGUtah.org).

Select the *Events* tab and click on the conference date.

For questions, please email [info@ACGUtah.org](mailto:info@ACGUtah.org) or call us at 801.359.8613.

### Sponsors:

## ZIONS BANK

SORENSEN CAPITAL

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The GRAND AMERICA Hotel



# Attend the ACG Utah 2008 Capital Connection February 12, 2008 Grand America Hotel, Salt Lake City, Utah

## Speakers



### Keynote Address

**Robert B. Reich**, Professor of Public Policy, UC-Berkeley  
22<sup>nd</sup> Secretary of Labor of the United States  
*Economic Policies at Stake in the 2008 Elections*



### Keynote Address

**Joel Peterson**, Co-Founder of Peterson Partners  
*Trust in Culture, Dealmaking and Entrepreneurship*



### Utah Economic Update

**Jason P. Perry**, Executive Director  
Governor's Office of Economic Development

**REGISTER TODAY** for the ACG Utah 2008 Growth Conference and Capital Connection, title sponsored by Zions Bank and with a lunch co-hosted by MountainWest Capital Network. In its fourth year, this conference has become the “can't miss” event in Utah for those involved in corporate growth.

ACG Utah's Growth Conference and Capital Connection is an opportunity for business owners, executives, development officers, intermediaries and other service providers in Utah and throughout the Intermountain West to meet with the principals of over 30 Utah-focused Private Equity Groups and Mezzanine lenders representing billions of dollars of buyout and growth capital and to network with the 400 business leaders expected to attend.

Participants will benefit from four intensive educational sessions addressing current topics of interest in the corporate growth and dealmaking community.

At ACG Utah's 2007 Growth Conference and Capital Connection, connections were made and deals were forged. Don't miss out on dealmaking opportunities at our 2008 conference. Register today and be ahead of the curve in dealmaking in Utah.

**> Register Today @ [www.ACGUtah.org](http://www.ACGUtah.org)!**

## Registration and Networking

7:15 – 8:00 am

## Opening Remarks and Morning Keynote Address

8:00 – 9:10 am

Utah Economic Update: Jason P. Perry

Jason is Executive Director of the Governor's Office of Economic Development (GOED), which oversees economic development in the State of Utah. Prior to GOED, Jason was Deputy Director of the Utah Department of Commerce, overseeing recommendations, reports and proposals before the Utah State Legislature.

Keynote Speaker: Joel Peterson

Joel co-founded Peterson Partners in 1995. He holds an MBA from Harvard and currently teaches entrepreneurial management at Stanford's Graduate School of Business. Joel serves on the boards of jetBlue and Asurion. Before co-founding Peterson Partners, Joel was the managing partner of Trammell Crow Company.

## Conference Workshops

9:30 – 11:50 am

Please refer to the session details to the right and choose the track that fits you best.

## Luncheon and Afternoon Keynote Address

12:00 – 1:50 pm

Welcome: George M. Flint III, ACG Utah President  
Presentation of the ACG Utah “Dealmaker of the Year” Award: Larry Cook, Vice President - Awards

Keynote Speaker: Robert B. Reich

As U.S. Secretary of Labor, Robert B. Reich directed President Clinton's economic transition team at the start of his first administration. Reich is currently Professor of Public Policy at UC-Berkeley and author of 11 books and over 200 articles on the global economy. Join us as Reich analyzes the 2008 elections in terms of economic policy—what are the various candidates likely to do on trade, fiscal policy, tax policy, and antitrust and regulatory policy, and what are the candidates' overall approaches to the economy? Also, where is the economy likely to be over the next few years, and which economic approaches are likely to be the most (or least) successful?

## Capital Connection/ Private Equity Marketplace

2:00 – 4:30 pm

One-on-one networking by conference attendees with principals of over 30 Private Equity Groups and Mezzanine lenders representing billions of dollars of buyout and growth capital and 400 business leaders in attendance at the ACG Utah 2008 Growth Conference and Capital Connection, title sponsored by Zions Bank.

## SESSION 1: 9:30 – 10:30 am

### Track A - Market Trends

#### Private Equity and M&A: Trends and Outlook

A discussion of current trends and the 2008 outlook for private equity and middle-market mergers and acquisitions. Topics will include an update on valuations, sectors in and out of favor, current developments in transaction structures, how to position your company and select a private equity partner, and minority vs. majority recapitalizations.

#### Moderator:

**Daren Shaw, Managing Director - Investment Banking, D.A. Davidson & Co.**  
Mr. Shaw has served as the lead investment banker in a wide variety of transactions including mergers and acquisitions, public stock offerings and private placements.

#### Panelists:

**Fraser Bullock, Founder/Managing Director, Sorenson Capital**  
**Thomas A. Turpin, Managing Director, Allied Capital**  
**Rick Durham, Managing Partner, Aries Capital**

1.0 Hour CPE\*

### Track B - Making Better Deals

#### Deals Gone Wild: Lessons Learned from "My Worst Deal"

Sometimes the deal gets out of control—for the acquirer or the acquired or both. This panel discussion focuses on deals gone wild, including war stories, lessons learned, and how the problems that lead to the fall of the deal could have been avoided.

#### Moderator:

**Ward Cerny, Vice President, Green Manning & Bunch**  
Mr. Cerny is a seasoned advisor in the international M&A community. He has lived on five continents and executed mergers & acquisitions and private equity financing transactions throughout the developing and developed world.

#### Panelists:

**Barbara Bagnasacco, Partner, Ballard Spahr Andrews & Ingersoll**  
**John Hendrix, Managing Partner, Tatum LLC**  
**Neil Beaton, Partner-in-Charge - Valuations Services Group, Grant Thornton LLP**

1.0 Hour CPE\*

## SESSION 2: 10:50 – 11:50 am

### Track A - Market Trends

#### Debt: Who is Financing Deals Today?

An update of current trends and developments in the lending market, including trends in Senior, Mezzanine and alternative lending markets.

#### Moderator:

**Thomas B. Stringham, Vice President, ROTH Capital Partners**  
Tom Stringham is a director in the Corporate Finance Group of ROTH Capital Partners. Mr. Stringham's expertise includes merger and acquisition (M&A) advisory, private placements of equity and debt, and raising capital for publicly traded companies.

#### Panelists:

**Joseph P. Longosz, Managing Director, Golub Capital**  
**David Mathis, Senior VP & Manager - Corporate Banking, Zions First National Bank**  
**Beth A. Page, Regional Director, The Riverside Company**

1.0 Hour CPE\*

### Track B - Making Better Deals

#### Due Diligence—Improving the Odds

The current fever pitch deal making environment greatly increases the chance of missing something that results in a bad decision. This panel is designed to help you learn how to organize and manage an effective due diligence process in this climate, including timing, vendor selection and budgeting.

#### Moderator:

**Gregory Seare, Founder/Managing Director, Seare Marriott & Co.**  
As Managing Director of Seare Marriott, a premier investment bank, Mr. Seare focuses on advising private, market-lending companies on a national basis. His clients are typically valued between \$20 and \$300 million.

#### Panelists:

**Peter Turecek, Managing Director, Kroll**  
**Geoffrey W. Mangum, Shareholder, Parsons Behle & Latimer**  
**Michael Drury, Founder/Managing Director, United Mergers & Acquisitions**  
**Rhett Neuenschwander, Principal, H&G Capital Partners**

1.0 Hour CPE\*

## ACG Utah 2008 Capital Connection Registration

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Select the *Events* tab and click on the conference date.

For questions, please email [Info@ACGUtah.org](mailto:Info@ACGUtah.org)  
or call us at 801.359.8613.

**Date:** Tuesday, February 12, 2008

**Location:** Grand America Hotel (555 S. Main St. SLC, UT)

**Prices:** \$135 ACG Utah Members; \$165 MWCN Members;  
\$185 Guests — Prior to January 19, 2008

\$175 ACG Utah Members; \$195 MWCN Members;  
\$225 Guests — After January 19, 2008

Or to register for the  
Capital Connection by mail,  
please send to:

**Linda Blake**  
**PO Box 1413**  
**Salt Lake City, UT 84110**

ACG Utah Member <input type="checkbox"/>	MWCN Member <input type="checkbox"/>
Name _____	
Company _____	
Address _____	
City _____	State _____ Zip Code _____
Phone ( ) _____	Fax ( ) _____
Email _____	

**Payment Information:** Payment prior to the day of the conference is required.  
Please provide a credit card number or request to be invoiced.

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> Or Register Online @ [www.ACGUtah.org](http://www.ACGUtah.org)

\*CPE Pending.

## Want to make a deal?

Here are some of the 35 Private Equity Groups you will network with at the ACG Utah 2008 Capital Connection:

Sorenson Capital

Peterson Partners

The Riverside Company

H & G Capital Partners

Aries Capital Partners

Allied Capital Partners

Clarion Capital Partners, LLC

Monomoy Capital Partners LP

Chicago Growth Partners

Golub Capital

Eos Partners, LP

Key Principal Partners

VMG Partners

Mainsail Partners

Calvert Street Capital Partners

Industrial Opportunity Partners

Sentinel Capital Partners

Sentry Financial/Framework

TSG Consumer Partners

Atalaya Capital Management

Hammond Kennedy Whitney & Co.

Marwit Capital

ICV Capital Partners, LLC

Sun Capital Partners

Waud Capital Partners

Transition Capital Partners

GenCap America

Source Capital

Actium Partners LLC

Branford Castle, Inc.

H.I.G. Capital

Long Point Capital

Ridgeview Capital

CID Capital

Riordan, Lewis & Haden

Rosewood Capital

Weston Presidio