



Mt. Washington Valley Economic Council presents

## Growth Capital Resources in New Hampshire

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<b><u>Location:</u></b>	Merrill Farm Resort, 428 White Mountain Highway (Route 16), Conway Village, NH
<b><u>Date:</u></b>	Tuesday, January 31, 2006
<b><u>Time:</u></b>	10:00 A.M. to 12:00 followed by <b>Lunch</b> and <b>Reception</b> and <b>1pm tour</b> of the new Technology Village Business Center (optional)
<b><u>RSVP:</u></b>	By email at <a href="mailto:carol@mwvec.com">carol@mwvec.com</a> (email your name, affiliation, phone) Please include Growth Financing in the subject line.
<b><u>Presented by:</u></b>	CEI Community Ventures, Borealis Ventures, Vested for Growth, NH SBIR, 1 <sup>st</sup> Run Angels

Fast growing businesses need capital from a variety of sources, including non-traditional sources. Our distinguished panel will explore venture capital, angel investors, mezzanine capital, and grants. If your business needs capital to finance research and development, or if you anticipate needing growth capital, you can't afford to miss this information and networking opportunity.

The program will describe programs and funds currently available to the region. Panelists are professional investors or fund managers and will be available at the lunch and reception following the presentation. This program is open to any high growth, high tech, or innovative businesses, as well as advisors to this group who want to learn more about non-traditional sources of funding.

Attendees will learn about equity sources and how to tap them, the Venture Capital process, how Angel Investors differ from Venture Capital, and innovation and technology grants, including SBIR and state grants.

Panelists will include **Michael Burgmaier** of CEI Community Ventures, **John Hamilton** of NH Community Loan Fund's "Vested For Growth", **Jesse Devitte** (Borealis Ventures), **John Bruni** of 1<sup>st</sup> Run Angels and **Mary E. Collins** of NH Small Business Development Center.



**Michael Burgmaier is a Principal of the CEI Community Ventures Fund**, a \$10 million Maine-based venture capital fund that provides from \$250,000 to \$750,000 in equity capital to growth oriented businesses, located in targeted regions of Maine, New Hampshire and Vermont. In addition to providing an overview of his fund, Mike will discuss the equity investment process and sources of capital for early stage companies. CEI Community Ventures is a for-profit subsidiary of Coastal Enterprises, Inc., a non-profit community development company operating in Maine.



**Jesse Devitte is the Founder and Managing General Partner of Borealis Ventures**, a \$20M technology venture capital fund serving NH and ME. Jesse's experience includes helped NH software startup Softdesk grow to a multinational public company. Jesse serves on the New England executive committee for [TechNet](#) and the Advisory Board of the UNH Whittamore School's [Hamel Center](#) for Entrepreneurship. He is a Founding Member of both Network NH and NH eCares, and an Incorporator of the New Hampshire Charitable Foundation. Jesse is the immediate past Chairman of the Software Association of New Hampshire ([SwANH](#)). Jesse graduated with Distinction from Indiana University.



**John Hamilton leads Vested for Growth (VfG)**, an alternative investment resource for NH entrepreneurs who seek robust growth and profits from strong employee, owner and customer partnerships and long-term thinking. As an additional option to conventional financing and venture capital, VfG provides capital up to \$500,000 +/- to help companies with plans for expansion, succession or employee buy-out. It also offers forums and tools for entrepreneurs to share approaches to helping employees and owners achieve growth and profitability. VfG is an initiative of the NH Community Loan Fund, a 20-year-old private non-profit that has made more than \$55 million in loans for community development in all areas of the state.



**Mary E. Collins has been the State Director of the New Hampshire Small Business Development Center (NH SBDC)**, an outreach center of UNH's Whittamore School of Business & Economics since 1997. As State Director, Ms. Collins oversees six regional offices; several satellite offices, the lead center in Durham and all SBDC statewide programs. Specialty programs include International Trade, Manufacturing/Technology Management Assistance, Environmental Compliance Assistance and Economic Development. Ms. Collins currently serves as Executive VP of the Board of Directors of the New Hampshire High Technology Council, is a member of NH's International Trade Advisory Board and participates on the Economic Development Committee of the Business and Industry Association. At the national level she chairs the Association of Small Business Development Center's (ASBDC) Legislative Committee and is a member of the National Association of Management and Technical Assistance Centers (NAMTAC).



**John Bruni is the Chair and a founder of the 1st Run Angels Group.** John served in Office of the Chairman and as the Senior Vice President of sales and marketing for NEC Technologies. He spent 37 years in computer industry, and has a strengths in sales, marketing and business process.

**The program and luncheon is free, but you must pre-register by calling the Mount Washington Valley Economic Council at 603-447-2516 or emailing at [carol@mwvec.com](mailto:carol@mwvec.com)**

**Please include Growth Financing in the subject line.**

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# Directions to Merrill Farm Resort



**From Portsmouth and points south:** Take I-95 north to Spaulding Turnpike to Route 16 into Conway, NH. (see below).

**From Concord and points west:** Take I-93 north to exit 23, Route 104, Meredith, New Hampton. Follow Route 104 east to intersection with Route 3 in Meredith. Turn left onto Route 3 north. Go approximately 1 mile to intersection with Route 25 east. Turn right onto Route 25 east. Follow Route 25 to intersection with Route 16 in Ossipee. Turn left onto Route 16 north. (see below).

Follow Route 16 north into Conway Village. At the 2nd traffic light in Conway (Irving Gas Station on Corner), turn left, continuing on Route 16 north. Continue 8/10ths of a mile to Merrill Farm Resort on Left.

**From Maine and points east:** Follow Route 302 west, through Fryeburg Maine into New Hampshire. Approximately 4 miles from state line, Route 302 will turn sharply right. Do not turn right here; continue straight on Route 113 towards Conway. At next light in Conway Village, (Irving Gas Station on Corner) turn right onto Route 16 north. Continue 8/10ths of a mile to Merrill Farm Resort on left.

**If you have any problems or questions  
please call the Inn at 603-447-3866.**

