

Grafton County
Economic Development Council

and

Greater Lebanon
Chamber of Commerce

present:

Growth Capital Resources in New Hampshire

Sponsors:

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CERTIFIED PUBLIC ACCOUNTANTS
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LAWYERS FOR GROWTH COMPANIES

<u>Location:</u>	Dowd's Country Inn, Lyme, NH
<u>Date:</u>	Friday, April 7 2006 (snow date April 10)
<u>Time:</u>	10:00 A.M. to 12:00 followed by Lunch and Reception
<u>Registration:</u>	By Friday, March 31, 2006 via phone (603) 744-2393, e-mail gcedc@metrocast.net
<u>Presented by:</u>	Community Ventures, Borealis Ventures, Vested for Growth, NH Small Business Development Center, and Granite State 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 Community Ventures, **John Hamilton** of NH Community Loan Fund's Vested For Growth, **Phil Ferneau** of Borealis Ventures, **Fred Wainwright** of Granite State Angels, and **Mary Collins** of the NH Small Business Development Center.

NOTE: The program and luncheon are free, but you must register by March 31, 2006 by contacting GCEDC at (603) 744-2393 or e-mail at gcedc@metrocast.net



Michael Burgmaier is Principal of Community Ventures, Inc., 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. Community Ventures is a for-profit subsidiary of Coastal Enterprises, Inc., a non-profit community development company operating in Maine. Michael joined Community Ventures from Bain & Company, a global management consulting firm where he worked with clients across several industries, including consumer products, biotechnology, durable goods and health care.



Phil Ferneau is the Co-Founder and Managing Director of Borealis Ventures, a \$20M technology venture capital fund serving NH and ME. Prior to Borealis, Phil is an adjunct professor at Dartmouth College's Tuck School of Business and the founding Executive Director of Tuck's Foster Center for Private Equity, where he built an extensive network of prominent venture investors and other technology industry leaders. Phil previously served in senior strategy and business development roles at a software firm offering business modeling and simulation solutions. Phil began his career as a lawyer in private practice in Washington, D.C, specializing in international trade.



John Hamilton is the Managing Director of Vested for Growth (VfG), a source of risk tolerant capital for existing and growing New Hampshire companies whose growth, acquisition or succession plans are not entirely bankable, but who seek an alternative to equity. VfG offers royalty financing up to \$500,000 +/- to promote long-term growth and avoid the need to "cash out" through the future sale of the business. It also offers peer learning forums for CEOs to learn ways to drive better business results. VfG is an initiative of the New Hampshire Community Loan Fund, a 22 year-old private non-profit that has made more than \$76 million in loans for community development in all areas of the state.



Mary E. Collins is the State Director of the New Hampshire Small Business Development Center, an outreach program of UNH's Whittemore School of Business and Economics. Ms. Collins provides leadership in creating, implementing and administering concepts and programs for small businesses throughout NH. She oversees counseling and educational training offices throughout NH, as well as specialized programs in environmental compliance assistance, economic development and technology/manufacturing assistance. Collins currently serves on the Board of the NH High Technology Council, the Association of Small Business Development Centers' Legislative Committee and NH EPSCOR (Experimental Program to Stimulate Competitive Research), a statewide science and technology initiative. In addition, Ms. Collins is a member of the International Trade Advisory Board. Ms. Collins experience includes 20 years in the private sector where she held positions in finance, business development, sales and marketing for NH manufacturing and civil engineering firms.



Fred Wainwright is the Executive Director of the Center for Private Equity and Entrepreneurship at the Tuck School of Business. Fred is also Adjunct Associate Professor at Tuck and teaches MBA and executive education courses in private equity, finance, and entrepreneurship. Fred has authored and co-authored numerous reports, cases, articles, and a book on various finance, entrepreneurship, and strategy topics. He is an investor and board member in growth companies. Fred is a member of the Board of Advisors of North Atlantic Capital, a late stage venture capital firm, and is Executive Director of North Country Angels and Granite State Angels. Fred also serves on the editorial board of the Journal of Entrepreneurial Finance and Business Ventures. He earned his BA in Economics and BS in Engineering from Stanford University and his MBA from the Tuck School of Business.

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Directions to Dowd's Country Inn

From I-89 driving North or South, take Exit 18 (Route 120) toward Dartmouth College. After 4.5 miles, continue straight at a fork in front of the Co-op Mobil Station on the right. Turn right at the third traffic light onto Route 10 North. Travel 10.5 miles to Lyme. The Inn is on the left side of the Village Green.

From I-91 driving North or South, take Exit 14 at Thetford, VT. Turn onto Route 113 East and drive 1.3 miles to Route 5. Turn right and then an immediate left. Cross the bridge and go 1.6 miles until you reach a stop sign at Route 10 in Lyme. The Inn is on the left side of the Village Green.

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Hosts

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