



and

present:



Financing Fast Growth in New Hampshire

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<u>Location:</u>	Highlander Inn & Conference Center, Manchester, NH
<u>Date:</u>	Thursday, June 22, 2006
<u>Time:</u>	8 A.M. to 10:30 A.M. - Networking and breakfast begin at 8 A.M.; presentation begins at 8:30 A.M.
<u>Registration:</u>	By Tuesday, June 20, 2006 via phone (603) 666-6600, online at www.manchester-chamber.org , or via email meredithn@manchester-chamber.org
<u>Presented by:</u>	CEI Community Ventures, Borealis Ventures, Vested for Growth, NH Small Business Development Center, Northeast Angels and Jay Borden

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 these groups 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 Gurau** and **Michael Burgmaier** of CEI Community Ventures, **John Hamilton** of NH Community Loan Fund's Vested For Growth, **Jesse Devitte** of Borealis Ventures, **Hollis McGuire** of Northeast Angels **Jay Borden** of Renesys Corporation and **Mary Collins** of the NH Small Business Development Center.

NOTE: The program and breakfast are free, but you must register by June 20 by contacting the Greater Manchester Chamber at (603) 666-6600 or e-mail at meredithn@manchester-chamber.org



Michael Gurau is President of CEI 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 the fund, Michael 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.



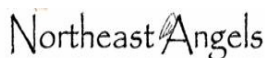
Jesse Devitte is the Founder and Managing General Partner of Borealis Ventures, a \$20M technology venture capital fund serving NH and ME. Jesse's experience includes helped NH software startup Softdesk grow to a multinational public company. Jesse serves on the New England executive committee for [TechNet](#) and the Advisory Board of the UNH Whittemore 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 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 a 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. Mary 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.



Hollis McGuire is the Founder of the Northeast Angels, an angel investment group focusing on businesses in the Merrimack Valley of Southern New Hampshire. Hollis, CPA, MBA, serves Merrimack Valley companies as the Nashua Small Business Development Center Manager. In this role, she counsels hundreds of area companies each year on issues ranging from financing to company management. Hollis serves on the Board of Directors of the New Hampshire High Technology Council and is the Chair of the NH MIT Enterprise Forum and Business Clinic.



Jay Borden is Chairman of Renesys Corporation, an internet intelligence startup based in Manchester, NH, and works with other entrepreneurs in early stage ventures. He founded and was CEO of Granite Systems, a venture-backed telecommunications software developer, from its inception through its sale in 2004 to Telcordia. He lives in Boston and Amherst, NH."

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Directions to Highlander Inn & Conference Center

FROM THE NORTH

Take I-93 South. After the \$0.75 toll, bear LEFT onto I-293/Everett Turnpike South to Manchester. I-293 and the Everett Turnpike will fork in Manchester, bear RIGHT on I-293 (you'll see Macy's on your right hand side). Once bearing RIGHT on I-293, the highway forks again; bear LEFT on I-293 South/101 East. Get off at Exit 2 (Brown Ave). Turn RIGHT onto Brown Ave. After 1.5 miles you will find the Manchester Airport. At the set of LIGHTS, go STRAIGHT. Take your first RIGHT onto HIGHLANDER WAY. This is the entrance to the Highlander.

FROM THE SOUTH

Take I-93 North into Manchester NH. Bear LEFT onto I-293 North. Get off at Exit 2 (Brown Ave), and turn LEFT. After 1.5 miles you'll find the Manchester Airport. At the set of LIGHTS, go STRAIGHT. Take your first RIGHT onto HIGHLANDER WAY. This is the entrance to the Highlander.

OR

Take Route 3 North. In NH it becomes the F.E. Everette Turnpike. Continue North through the Bedford Tollbooth. Take the next right for I-293 South. Get off at Exit 2 (Brown Ave). Turn RIGHT onto Brown Ave. After 1.5 miles you will find the Manchester Airport. At the set of LIGHTS, go STRAIGHT. Take your first RIGHT onto HIGHLANDER WAY. This is the entrance to the Highlander.



FROM THE EAST

Take 101 West into Manchester. Bear LEFT onto I-93 South. Bear RIGHT onto I-293 North. Get off at Exit 2 (Brown Ave), and turn LEFT. After 1.5 miles you'll find the Manchester Airport. At the set of LIGHTS, go STRAIGHT. Take your first RIGHT onto HIGHLANDER WAY. This is the entrance to the Highlander.

FROM THE WEST

Take 101 East into Bedford, where you will merge with I-293 South. Get off at Exit 2 (Brown Ave). Turn RIGHT onto Brown Ave. After 1.5 miles you will find the Manchester Airport. At the set of LIGHTS, go STRAIGHT. Take your first RIGHT onto HIGHLANDER WAY. This is the entrance to the Highlander.

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