

Financing Fast Growth in New Hampshire

Portsmouth Area Session

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<u>Location:</u>	Sheraton Harborside Portsmouth: 250 Market Street, Portsmouth, NH
<u>Date:</u>	Wednesday, July 19, 2006
<u>Time:</u>	10:00 AM to 1:00 PM (presentation with Q&A followed by networking lunch)
<u>Registration:</u>	By Friday, July 14, 2006 via phone (603) 772-2655 or via email at kim@redc.com
<u>Presented by:</u>	CEI Community Ventures, Borealis Ventures, Vested for Growth, NH Small Business Development Center, eCoast Angels

Fast growing businesses need capital from a variety of sources, including non-traditional sources. Our distinguished speakers 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. Speakers 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.

Speakers 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, **Bill Nyhan** of the eCoast Angel Network and **Mary Collins** of the NH Small Business Development Center.

NOTE: The program and lunch are free, but you must register by July 14th by contacting Kim at (603) 772-2655 or e-mail at kim@redc.com



Michael Gurau is President of CEI Community Ventures, 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.



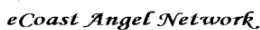
Jesse Devitte is the Founder and Managing General Partner of Borealis Ventures, a \$20M technology venture capital fund serving NH and ME. Jesse's experience includes helped NH software startup Softdesk grow to a multinational public company. Jesse serves on the New England executive committee for [TechNet](#)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



Bill Nyhan is a founding member of the eCoast Angel Network. He is Principal at Nyhan Associates, an investment and strategy firm. Previously he co-founded Office Environments of New England, and has been a Principal at York Hill Company and a General Partner at Anconcagua Company, a venture capital firm, among others. Bill currently sits on several boards. A lecturer at Boston College Graduate School of Management, from which he received his BA Degree, Bill also has an MBA from the Harvard Graduate School of Business.

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Directions to Sheraton Harborside Portsmouth

The Sheraton Harborside Portsmouth is located just two blocks away from Market Square, the center of historic Portsmouth, and is directly across from the Isles of Shoals Steamship Company dock which offers daily harbor and whale watch cruises. From its vantage point on the Piscataqua River, the hotel looks out onto the coast of Maine and ships from around the world. Located just an hour north of Boston and south of Portland, Maine, the hotel offers a scenic and convenient setting for your business or pleasure visit.

Directions:

Portsmouth is situated off I-95 only 55 miles north of Boston. The Sheraton Harborside Portsmouth Hotel is located just a few blocks from Exit 7. From exit 7 northbound, turn right off the exit onto Market Street and head east to the city. The hotel will be in front of you at the first blinking traffic light. From exit 7 southbound, turn left off the exit, and follow these same directions.

From Concord,
follow Route 4 East to Portsmouth Traffic Circle,
take I-95 North to Exit 7

From Manchester,
follow Route 101 East to I-95 North to Exit 7



From Boston and Logan International Airport,
take I-95 North to Exit 7

From Hartford and New York City,
follow I-84 North to I-90 East, take I-495 North to I-95
North, Exit 7

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