

Financing Fast Growth

A Seminar on Capital for your Growing Business

April 11th 2007, 10AM-12:00PM, Wyndham Burlington Hotel

Produced and Hosted by



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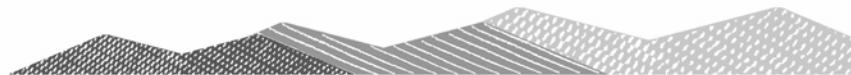


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Vermont Business Center
at the
School of Business Administration



About the Program

Fast growing businesses need capital from a variety of sources, including non-traditional sources. In a two hour seminar, our presenters will demystify angel, venture and mezzanine capital, and will describe SBIR and State grants available to Vermont-based businesses. 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. In addition to hearing from the presenters, you will also have a chance to network with them during the luncheon 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.

The event will be held at the Wyndham Burlington Hotel located at 60 Battery Street in Burlington; a buffet lunch is included. The program is free, but you must pre-register by contacting GBIC; phone: 802-862-5726, ext. 19, or email: Joe@Vermont.org.

About the Presenters

The presenters are professional investors or fund managers and include Michael Gurau of CEI Community Ventures, Cairn Cross of FreshTracks Capital, Walter Beinecke of Brook Venture Fund and Mark Blanchard of Vermont Small Business Development Center.

Michael Gurau is President 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., an economic development company based in Maine.

Cairn Cross, co-founder and one of the Managing Directors, FreshTracks Capital, will discuss this \$15 Million Vermont-based fund that invests equity capital primarily in early stage, high-growth companies throughout Vermont and New England. FreshTracks is a member of the national Village Ventures capital network (www.villageventures.com), which provides FreshTracks Capital portfolio firms access to later stage capital along with technical and economic resources.

Walter Beinecke, Partner, Brook Venture Fund II, L.P. Drawing on his extensive operating background, Walter provides Brook's portfolio companies with counsel and mentoring in sales, business development and strategy. Mr. Beinecke has served as CEO, President and EVP of seed and expansion stage companies from inception to \$50 million/year in revenue. Prior to joining the venture capital world, Mr. Beinecke raised over \$100 million for 6 expansion stage private companies, where he played the founding and/or senior leadership role leading these companies and generating successful exits for

investors. Mr. Beinecke is a recognized leader and regular speaker in the digital marketing and loyalty marketing field.

Mark Blanchard, Tech Commercialization Advisor, Vermont Small Business Development Center (VtSBDC), will discuss funding R&D and the federally funded Small Business Innovation Research (SBIR) grant program that's been described as the *most important source* of tech-based *venture capital* funding in the U.S. for innovative start-ups and knowledge-based small businesses. This highly competitive program encourages small business to explore their technological potential and provides the incentive to profit from its commercialization. Through the Vermont SBIR/STTR Outreach Program, there are a variety of resources to help businesses throughout the grant application and administration process including direct technical assistance, workshops, web resources and mentorship opportunities.

About the Producer and Host

CEI Community Ventures (CCVI) has led nearly 40 Financing Fast Growth events in northern New England (a third of which in Vermont) over the past 4 years. CCVI partners with economic development organizations (such as GBIC) and its co-presenters to help educate the region on issues of finance for small business. Learn more about CEI Community Ventures at www.ceicommunityventures.com.

GBIC is a non-profit economic development corporation primarily supported by Chittenden County businesses and municipalities. The Greater Burlington Industrial Corporation is a certified Regional Development Corporation (RDC) serving Chittenden County. GBIC was one of the first RDCs incorporated in Vermont; today there are twelve RDCs covering all regions of the State. GBIC's mission is to attract, retain, and expand environmentally sensitive high-paying jobs in the Champlain Valley; and to initiate and support advocacy, education, and collaborative programs in promoting the joint GBIC-Cynosure Vision. To learn more about GBIC, please visit <http://www.vermont.org/gbic/>.