

# REDC

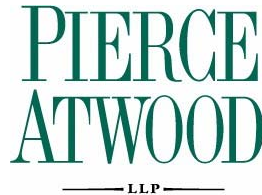
Rochester Economic Development Commission

31 Wakefield Street - Rochester, NH 03867 - [www.rochesternh.net](http://www.rochesternh.net)

presents

## Growth Capital Resources in New Hampshire

Sponsored by:



Location: The Governor's Inn, 78 Wakefield Street, Rochester NH 03867

Date: September 14, 2004

Time: 10:00 A.M. to 12:00 followed by **Lunch** and **Reception**

RSVP: To REDC at 603-332-1167 or [patty.kairo@rochesternh.net](mailto:patty.kairo@rochesternh.net)

Presented by: Rochester Economic Development Commission, CEI Community Ventures, Borealis Ventures, Vested for Growth, and NH SBIR.

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 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) 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, low-income 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 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 leads Vested for Growth (VfG)**, an alternative investment resource for New Hampshire 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 Whittemore 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).

**The program and luncheon is free, but you must pre-register by calling the Rochester Economic Development Commission at 603 332-1167, ask for Patty, or emailing at [karen.pollard@rochesternh.net](mailto:karen.pollard@rochesternh.net) .**

**DIRECTIONS to  
THE GOVERNOR'S INN**

78 Wakefield Street  
Rochester, NH 03867  
(603) 332-0107

[www.governorsinn.com](http://www.governorsinn.com)



**From Boston:**

Take Rt. 1 North to Rt. 95. After the Hampton tolls take Exit 4 onto Rt. 16, also known as the Spaulding Turnpike. (You will see signs that say "White Mountains, Lakes Region"). Take the Spaulding Turnpike heading North.

**From the Spaulding Turnpike (heading North or South):**

Take exit 12 onto 125 N. Veer right off the ramp towards Rochester. Continue through three sets of lights at the fourth veer left staying on 125 N. At the fifth turn left onto south Main, get in the right lane, go through two sets of lights. 200 yards beyond the second light on the left is the Governor's Inn.

**From Manchester:**

Rt. 101 East to 125 North (Epping). Continue on 125 North until passing Rt. 16 (Spaulding turnpike) Continue through three lights at the forth veer left staying on 125 N. At the fifth, turn left onto South Main, get in right lane, go through two sets of lights, 200 yards beyond the second light on the left is the Governor's Inn.

**From Portland:**

95 South (Maine Turnpike) Exit four South onto 111 West to 202 south into Rochester. Eastern Ave to end, left then first right go to second light, turn right continue 200 yards and the Governor's Inn is on the left.