

Finding **Certainty** in **Uncertain** Times

Presenting the Fifth Annual Turnaround Management Association

MidAmerica Regional Conference

September 21-22, 2011

Radisson Plaza Hotel—Minneapolis, MN



TMA MidAMERICA REGIONAL CONFERENCE 2011



Brian Klein
Co-Chair

Welcome to Minnesota!

On behalf of the Upper Midwest, Chicago/Midwest, Detroit and Missouri Chapters, we invite you to join us for our 5th Annual MidAmerica Regional Conference (MARC) at the Radisson Plaza Hotel Minneapolis, September 21-22, 2011. We have an exciting lineup for this year's conference: **Finding Certainty in Uncertain Times**.

All of us are looking for ways to succeed in this ever-changing and uncertain business environment. There is no doubt that the old rule books are being rewritten as a result of the many dynamic and turbulent forces impacting our daily lives, including changing and growing government regulations, depressed real estate markets, a struggling banking industry, persistently high unemployment and the domestic and foreign sovereign debt crisis. Each of our panels are loaded with industry experts and should prove to be helpful in finding alternative ways to deal with today's challenges on many topical issues - from loan workouts and receiverships, to the state of the turnaround market. You will certainly not want to miss these great sessions and as always, there will be plenty of opportunities to network and have fun with business contacts from each of the sponsoring regions. Be sure to also check out this year's golfing option noted in the box below.



Harold Israel
Co-Chair

Further highlighting the conference are our Keynote Speakers, Irwin Jacobs and Don Yaeger. Jacobs is a well known and successful turnaround investor and business entrepreneur, and Yaeger is an award-winning journalist and author. Their personal insights into surviving—and thriving—in difficult times will give us a unique perspective into the riding out this next wave of recovery.

We would like thank this year's MARC committee members who invested a great deal of time and effort in lining up our sponsors as well as topical and informative panels. Kudos to:

David Burke, Alliance Management, Inc.
Lenny Dacanay, PAF Investments LLC
Michael Egan, Monroe Capital LLC
Scott Eisenberg, Amherst Partners LLC
Tom Goldblatt, Monomoy Capital Partners
Aaron Hammer, Freeborn & Peters LLP
John Hoagberg, First Business Capital Corporation
James Kelly, First Business Capital Corporation
Bob Koester, MSI Financial
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Dave Onion, Chicago Capital Holdings LLC
Philip Ostroski, Citizens Bank Business Finance
John Ratelle, United International Group LLC
Nate Rybski, Maynards Industries
Craig Siiro, Integrated Consulting Services LLC
Steve Wybo, Conway MacKenzie Inc.
Hee-Jin Yi, ValStone Partners
Suzanne Yoon, Versa Capital

We must also express our extreme gratitude to Chris Glatz, Brenda Ryan and Sue Fischer. They have been the backbone of this conference and continue to be instrumental in managing all of the important logistical details. Their efforts are very much appreciated! Lastly, special recognition goes out to all of our conference sponsors. Their support has been extraordinarily generous and unwavering, including the contributions made by our Platinum Sponsors:

Conway MacKenzie Inc.
Dorsey & Whitney LLP
Manchester Companies Inc.

Maslon Edelman, Borman & Brand LLP
Wells Fargo Capital Finance

We look forward to seeing all of you in Minneapolis!

Brian Klein
Maslon Edelman Borman & Brand LLP

Harold Israel
Kaye Scholer LLP

Returning this year! Start your Conference Experience with Golf!



Start your MidAmerica Regional Conference experience with a round of golf and lunch on September 20, 2011 at the renowned **Windsong Farm Golf Club**. This is a casual opportunity to network with colleagues and friends. It is not a structured outing with contests or prizes. A **limited number** of tee times are available for conference attendees from 1:00 p.m. to 2:30 p.m. at this exclusive private course. Individual golfers or pairs will be grouped into foursomes as registrations allow. Registration includes golf, cart and box lunch.

Windsong Farm Golf Club is a traditional links-style course set in the gentle rolling hills of Independence, MN. A classically designed course by Tom Lehman and John Fought, Windsong is a superbly maintained course in an informal atmosphere for those who love the game of golf and wish to honor the history of the game by upholding golf's traditions.

Golfers: The Minneapolis area is hosting a number of conferences the week of September 19 with limited rooms available on September 20. If you plan to golf and arrive a day early, **book your room now!** Contact Jessica Dietel at the Radisson Plaza Hotel directly at 612-547-6233 for personal assistance. Let her know you are part of the TMA MidAmerica Regional Conference. Room rates for the evening of September 20 will be determined by availability.



CPE Available

Recommended CPE – 5 hours (based on a 50-minute hour); Program Level – BASIC
Prerequisites – NONE; Advanced Preparation – NONE; Instructional Method – Group Live

The Detroit and Chicago Chapters of the Turnaround Management Association are registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. www.nasba.org

CLE credits for Illinois attorneys is pending approval.

Concurrent Panel 1A: A View from Inside the Special Asset and Workout Groups of Commercial Banks

This panel will provide an update on the current state of their respective portfolios of bad credits and how it has changed over the past year, as well as examine what options or strategies lenders consider when deciding how to move forward with a defaulted credit and how those options and strategies are impacted by federal rules and regulations. Lastly, the panel will discuss the timing and retention of professionals, including providing guidance on the skill sets that are necessary for professionals to compete.

Moderator: Tom Goldblatt, Business Development, Monomoy Capital Advisors

Panelists: Troy F. Jefferson, Loan Team Manager, Sr. Vice President Credit Resolution Group, Wells Fargo Bank N.A.

Ziad Amra, Vice President Special Assets Group, U.S. Bank

R. Scott Purdy, Managing Director & Unit Head—Special Accounts Management Unit—Enterprise Risk and Portfolio Management, Bank of Montreal/Harris N.A.

Nick Tally, Vice President and Global Agency Head, Wilmington Trust FSB

Concurrent Panel 1B: Receiverships: A New Opportunity

When is receivership appropriate and what are its advantages and disadvantages? This panel will answer these questions as well as look at sources of receivership opportunities and the technical requirements for receivership and share success stories in which creditors were able to achieve their goals through a court-appointed receiver.

Moderator: Tom Pabst, President, HYPER AMS LLC

Panelists: Robert G. Koester, Principal, MSI Financial

John McFarland, Partner, Chicago Capital Holdings LLC

Scott A. Eisenberg, Managing Partner, Amherst Partners LLC

Concurrent Panel 2A: Effective Chapter 11 Case Administration through Functional Creditor Committees

The panelists will share their insights on best practices involving the pre-formation committee solicitation process; successfully working with debtors, bank groups and their professionals in administering complex chapter 11 cases; finding value for unsecured creditors in liquidating chapter 11's given today's valuations; and current trends in chapter 11 liquidation plans and post-confirmation creditor trusts.

Moderator: Aaron L. Hammer, Partner, Freeborn & Peters LLP

Panelists: William Kaye, President, JLL Consultants Inc.

Joseph M. Geraghty, Senior Managing Director, Conway MacKenzie, Inc.

Douglas L. Lutz, Member, Frost Brown Todd LLC

David D. Onion, CEO, Chicago Capital Holdings LLC

Sean D. Malloy, Partner, McDonald Hopkins

Concurrent Panel 2B: State of the Turnaround Market

The uncertainty in the current market provides opportunities and obstacles to the turnaround market. This multi-dimensional panel will provide their perspective on the current market, where they see future opportunities, skills sets necessary to compete and key points of contact for new business development.

Moderator: Dan Wikel, Managing Director, Huron Consulting Group

Panelists: Thomas O. Kelly III, Partner, Dorsey Whitney

Stephen Bishop, EVP/National Origins Manager, Wells Fargo Capital Finance/Business Credit

Steven Wybo, Managing Director, Conway MacKenzie Inc.

Keynote Speaker: Irwin Jacobs



Irwin Jacobs

Irwin Jacobs is an Investor and Chairman of Jacobs Enterprises and J & D Acquisitions, LLC, the owner of Larson, Seaswirl, Triumph and FinCraft boats in Little Falls, MN, and Carver/Marquis Yachts in Pulaski, WI. He is also Chairman of VEC Technology, LLC, located in Greenville, PA, which has a proprietary, closed-molded process that is employed by Jacobs' boat companies in the manufacture of fiberglass components, most notably boat hulls, for use in the manufacture of recreational boats, in the building of storage containers for the U.S. Army National Guard and for blades and other components used in the wind energy market.

Jacobs has been involved in a number of turnaround and distressed company investments, as well as owned or controlled large, small and start-up companies. He has spent the majority of his energies focused on developing such investments and businesses and creating opportunities for employees. Through his organization and diversified investments, Jacobs has been involved with companies in the television, shopping; sports products, transportation, banking and oil and gas industries as well as professional football. In addition to power boating, he currently owns businesses involved with direct marketing, close-out and return merchandising and value DVD and professional fishing tournament management.

Among his personal accomplishments, Jacobs underwrote and served as Chairman of the 1991 International Summer Special Olympic Games which were held in Minneapolis/St. Paul and has personally funded the building, furnishing and overall operations of Dells Place, a group home for developmentally challenged individuals. Jacobs is also a leader of Functional Industries, an occupational workshop for physical and mentally disabled individuals and the Art Center of Minnesota; and he supports several other local and national non-profit organizations benefiting the arts, the disabled and developmentally challenged, and the homeless.

Keynote Speaker: Don Yaeger



Don Yaeger

As the author of more than a dozen books, four of which became instant *New York Times* best-sellers, Don Yaeger has a reputation as one of America's most provocative journalists. His award-winning writing career, including 10 years as associate editor of *Sports Illustrated*, has led to guest appearances on every major talk show in America—including *The Oprah Winfrey Show*, *Nightline*; CNN talk shows; and *Good Morning America*.

Few can lay claim to as exciting and colorful a career as Yaeger. In his 20-plus years as a journalist, he has conducted interviews with some of the greatest athletes of our time—Michael Jordan, Mia Hamm, Emmitt Smith, Serena Williams, Jimmy Connors and countless others. He has lived with Walter Payton and co-wrote the NFL legend's autobiography as Payton courageously battled cancer, has walked into Afghanistan with the mujahadeen as they fought the Soviets, chronicled the high-profile Duke lacrosse scandal, and interviewed then-President George W. Bush in the Oval Office.

Currently living in Tallahassee, FL, Yaeger spends much of his time sharing the lessons he's learned through his career with audiences across the country. He is also an entrepreneur and recognized business leader. He currently owns a political consulting business, a public relations firm, a sports bar and comedy club.

Closing Panel: Capital Markets Update

While there are still uncertainties, the economy is clearly showing signs of recovery. What deals are investment bankers, commercial banks and asset-based lenders seeing, and which ones are getting done? Where do they see the opportunities and what are the prospects for the rest of 2011 and beyond? How did the improving economy change the terms or the deals? Please join us as our panel of top capital providers and advisors discusses their views on current state of capital markets and challenges to be addressed when structuring and closing financings in today's market

Moderator: Carlin Adrianopoli, Senior Managing Director, FTI Consulting Inc.

Panelists: Andrew Turnbull, Managing Director, Houlihan Lokey

John Stewart Executive Vice President and Regional Manager, Wells Fargo Capital Finance

Suzanne S. Yoon, Principal, Versa Capital Management, Inc.

Michael J. Egan, Managing Director & Chief Credit Officer, Monroe Capital LLC

AGENDA

Tuesday, September 20, 2011

- 1:00 p.m. - Golf Outing Tee Times
- 2:30 p.m. *Windsong Farms*

Wednesday, September 21, 2011

- 10:00 a.m.- 3:00 p.m. Registration Desk Open
- 1:00 p.m. Conference Begins
- 1:45 p.m. Panels 1A & 1B Concurrently*
- 2:45 p.m. Coffee Break
- 3:15 p.m. Panels 2A & 2B Concurrently*
- 4:30 p.m. Young Professionals/Next Generation Reception
- 5:00 p.m. Cocktail Reception
- 6:00 p.m. Conference Dinner, Keynote Speaker
*Featuring Irwin Jacobs,
Investor and Chairman
of Jacobs Enterprises*
- 8:30 p.m. Nightcap Reception

Thursday, September 22, 2010

- 8:00 a.m. Breakfast
- 9:00 a.m. Keynote Speaker
*Featuring Don Yaeger,
New York Times bestselling author,
long-time Sports Illustrated writer,
cancer survivor and entrepreneur*
- 10:30 a.m. Coffee Break
- 10:45 a.m. Closing Panel on Capital Markets
- Noon Conference Concludes

*Attendees will ultimately attend two out of the four panel options

REGISTRATION & HOTEL INFORMATION

TMA MidAmerica Regional Conference

The Conference registration fee includes the two-day conference, a continental breakfast, all breaks, the networking receptions and dinner on Wednesday. Golf is a separate fee.

Registered attendees will receive a name badge at the conference that must be worn for admittance into the seminars and networking receptions.

The member registration fee is for current, active TMA members only. Please note that TMA membership is on an individual basis.

Registration can be completed in one of three ways:

Mail

Mail your completed registration form and payment to:

TMA Chicago/Midwest Chapter
Christine Glatz
P.O. Box 33
Frankfort, IL 60423

Fax

Fax the completed registration form along with your credit card payment information to:

TMA Chicago/Midwest Chapter
(815) 469-1901
Attn: Christine Glatz

Online

To register online, simply visit:
www.tmachicagomidwest.org.

ALL REGISTRATIONS MUST BE RECEIVED BY SEPTEMBER 14, 2011.

Registered attendees will receive written confirmation of their registration via email. If you do not receive a confirmation notice within five business days of sending your registration, please contact Christine Glatz at (815) 469-2935. On-site registrations will be taken on a space-available basis only; an additional \$25 on-site registration fee will be applied.

Cancellation Policy

A full refund will be issued if notification of cancellation is submitted in writing (email is acceptable) by end of business, September 14, 2011. After that date, refunds will not be issued; however, substitutions are allowed. Please contact the Chicago/Midwest Chapter office at (815) 469-2935 or via email at cglatz@managementservices.org to advise of a cancellation or change in attendee.

Business casual attire appropriate.

Please reproduce this form for each registrant.

| On or before 09/07/11 | Member Rate | Non-Member Rate |
|--------------------------------|--------------------------------|--------------------------------|
| Conference | <input type="checkbox"/> \$185 | <input type="checkbox"/> \$225 |
| Golf | <input type="checkbox"/> \$200 | <input type="checkbox"/> \$225 |
| Spouse/Significant Other Rate* | <input type="checkbox"/> \$75 | <input type="checkbox"/> \$75 |

Total: _____

| After 09/07/11 | Member Rate | Non-Member Rate |
|--------------------------------|--------------------------------|--------------------------------|
| Conference | <input type="checkbox"/> \$210 | <input type="checkbox"/> \$250 |
| Golf | <input type="checkbox"/> \$200 | <input type="checkbox"/> \$225 |
| Spouse/Significant Other Rate* | <input type="checkbox"/> \$75 | <input type="checkbox"/> \$75 |

Total: _____

* Spouse rate includes attendance at all conference sessions and all meals.

Full Name

Name as it is to appear on Badge

Spouse/Guest name

Company

Address

City

State

Zip

Phone

Fax

Email

Payment:

Check enclosed
(payable in U.S. funds to TMA Chicago/Midwest Chapter)

Please charge my:
 Visa MasterCard American Express

Credit Card Number

Expiration Date

Total Amount Paid

Signature

Special Needs & Dietary Restrictions

Hotel Information

Radisson Plaza Hotel Minneapolis
35 South Seventh Street
Minneapolis, MN 55402

Room Reservations: Contact the hotel at 800-395-7046 by Wednesday, September 7, and reference the Turnaround Management Association (or TMA). The conference rate is \$145 per night plus tax, based on availability.

Christine Glatz, Chapter Administrator
TMA Chicago/Midwest
P.O. Box 33
Frankfort, Illinois 60423
(815) 469-2935 Fax (815) 469-1901
Email: cglatz@managementservices.org



For more information and to register for this event, please visit:

www.tmachicagomidwest.org

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Event Sponsors

Opening Reception: MorrisAnderson

Dinner: Chicago Capital Holdings LLC, Kaye Scholer LLP, Lindquist & Venum LLP

Breakfast: Baker Tilly Virchow Krause LLP, McDonald Hopkins LLC

Nightcap Reception: Freeborn & Peters LLP, North Central Management Services LLC

Coffee Break: Amherst Partners LLC, Lake Pointe Partners LLC

Raffle: Chicago Capital Holdings LLC, Citizens Bank Business Finance, CRG Partners, Schechter Dokken Kanter