



Sponsor



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Past Attendees

Cerberus Capital
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Consumer Growth
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Clear the date January 20 on your calendar!
[CLICK HERE](#) now to register before it's too late!

Seventh MasterClass™
On Private Equity Dealmaking
For Independent (fka "Fundless") Sponsors
& the Middle-Market Investors Who Back Them

Best Practices for Successful Independent Private Equity Sponsors -- Financing Deals, Gaining Differentiation, & Overcoming Roadblocks

Attendance Is Limited!
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CHAired BY

Scott S. Johnson, Chief Executive Officer
SJ Partners LLC

Featuring 30 Expert Speakers Including --

- Richard N. Baum, Consumer Growth Partners
- R. David Bergonia, North American Funds LLC
- Hector A. Bultynck, Peninsula Capital Partners LLC
- Joseph J. Catalano, Sentinel Capital Partners LLC
 - Peter G. Davies, Stonehenge Partners Inc.
 - Bart J. deBie, Prospect Capital Corp.
 - Mac Gerlach, Expedition Capital Partners
 - Laurens M. Goff, Goff Management Inc.
 - Jeffrey A. Gonyo, Geneva Glen Capital LLC
- Stephen A. Greene, Tri-Artisan Capital Partners LLC
 - Robert M. Horak, Lincoln International LLC
- James C. Humphlett, ValuePoint Growth Partners
 - Richard A. Izzi, Radius Partners LLC
 - Raymond J. Kane, Duff & Phelps LLC
 - Loren Kennedy, Kennedy Advisors LLC
 - Bruce N. Lipian, StoneCreek Capital Inc.
 - Dan Negrea, MTN Capital Partners LLC
 - J. Herbert Ogden, Westfield Capital Corp.
- Gretchen B. Perkins, Huron Capital Partners LLC
 - Robert T. Puopolo, Epic Partners LLC
 - M. Tatum Pursell, Unlimited Horizons Inc.
 - James T. Rich, Gemini Investors
 - John A. Rogers, Herrick Feinstein LLP
- Douglas S. Rose, Gardner Webster Capital Partners
 - James D. Rosener, Pepper Hamilton LLP
 - Marceau N. Schlumberger, Coral Reef Capital
 - Alexander K. Schneider, Keystone Capital Inc.
 - Martin W. Stein, Blackford Capital LLC

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Crofton Capital LLC
Cypress Group LLC
Delray Partners LLC
Enabled Growth Capital
Epic Partners LLC
Equis Capital Partners
Etico Capital LP
Fenway Partners LLC
Fog City Capital LLC
Founders Equity Inc.
G. C. Andersen Partners LLC
Gardner Webster Capital Partners
GarMark Advisors LLC
Gemini Investors
Generation Equity Investors LLC
Geneva Glen Capital
Glenmount LLC
Goff Management Inc.
Gridiron Capital LLC
Growfire Inc.
Harbert Mezzanine Partners LP
Hickory Group LLC
Highline Equity Partners
Hunt Private Equity Group
Huron Capital Partners
Iona Group
Ironwood Capital Ltd.
Key Principal Partners
Kidd & Co. LLC
Kingsland Capital Management LLC
Kirtland Capital Partners
Lamb & Barnosky LLP
Laurus Transaction Advisors LLC
Liberty Partners LP
Long Point Capital
Lucas Group Inc.
Madison Parker Capital

FULL-DAY CONFERENCE
Thursday, January 20, 2011
8:00 am – 4:30 pm
New York City

Pre-MasterClass “ToolBox” Workshop (Optional)
For Independent Sponsors Only
Wednesday, January 19, 2011
12:00 pm – 5:00 pm

Cocktail Networking Reception
For All Attendees
Wednesday, January 19, 2011
5:00 pm – 6:00 pm

Designed to Meet the Needs of Independent (fka “Fundless”) PE Deal Sponsors, And the Middle-Market Investors, Lenders, & Bankers Who Support Them, As well as the Lawyers, Accountants, & Consultants Who Advise Them

[Faculty](#) | [Schedule](#) | [Registration](#) | [Location](#) | [Sponsorship](#) | [Audio Package](#) |

It seems that the more today’s deal world changes, the more appealing the independent sponsor model looks.

The weakened economy and tight capital and increased competition have caused many investment professionals to completely rethink how to structure their businesses and careers -- choosing to forego raising traditional committed “blind” funds for buying companies in favor of orchestrating specific deals one-by-one.

The same factors are inducing general partners of many traditional private equity and mezzanine and hedge funds, family office managers, and wealthy individuals to be receptive to backing the deals that independent PE sponsors are bringing to the table.

On **Thursday, January 20, in New York City**, we’ll bring you a full day of panel presentations that will highlight a number of experienced investors in independent sponsors’ deals so you’ll hear viewpoints and recommendations that will be invaluable to your business.

This year, we’re introducing a new feature -- thanks to the support of **Detroit-based Huron Capital Partners and other equity investors** -- we’re expanding the agenda to include even more time for sponsors to network with investors, and vice-versa.

What’s more, on the day before, **Wednesday, January 19**, we’ll again have a special workshop that we call our “ToolBox” -- exclusively for independent sponsors (formerly known as “fundless sponsors”) -- that features three panels of veteran independent sponsors, discussing and answering questions on how they find deals, raise capital, and support portfolio companies after the closing.

Immediately following the ToolBox is a gourmet wine and cheese networking reception for all the conference’s attendees -- independent sponsors as well as investors and professional advisors.

Independents like yourself are more than just free agents -- most are specialists who pursue deals based on their own unique talents and proprietary abilities. It’s up to them to locate the deal, find sources of debt and equity, and do all the legwork and homework that get the deal done.

Because you avoid the constraints of limited partners rules and restrictions, you can be completely hands-on with the research and relationships at the heart of a successful deal -- a very appealing situation to entrepreneurial-minded fund managers who often feel boxed in by the pressure of constant fundraising.

And for five years in a row, The Capital Roundtable has championed the role of independent sponsors within the middle-market private equity community. In fact, we led the way in popularizing the term “independent,” since the lack of a committed fund is most often a major advantage -- allowing sponsors to leverage their domain expertise and be well rewarded for their efforts.

Year after year, this MasterClass on private equity dealmaking for independent sponsors is best known as the de facto meeting place for all industry participants.

It’s where independent sponsors, both newcomers and veterans alike, can swap war stories about good and not-so-good deals. Where fund managers, investment bankers,

Management Leadership Resources
Merit Capital Partners
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Nixon Peabody LLP
Pasadena Capital Partners LLC
Peninsula Capital Partners LLC
Pilgrim Capital Partners
Post Capital Partners
Praesidian Capital
Prairie Capital LP
Radius Partners LLC
Rainbow Capital LLC
RFE Investment Partners
Riverside Co.
Riverside Partners
RockBridge Growth Equity LLC
Schwab Capital Management
Shelbourne Capital
Socius Capital
Springwell Capital Partners LLC
StandardAero
Starboard Capital Partners LLC
Stonebridge Business Partners LLC
StoneCreek Capital
Stonehenge Partners
Suwan Capital Partners
Sverica International
Thought Premium Inc.
Topspin Partners LBO
Transtech Industries
Tremont Associates
Triangle Venture Partners LLC
Webster Capital
Yorkshire Equity LLC
Association Partners

and lenders can find new deals and expand their contacts. And where wealthy individuals and family office managers can discover intriguing opportunities.

No other place can offer such possibilities. That's why The Capital Roundtable is so pleased to announce this year's conference designed to kick start your 2011 activities --

**Best Practices for Successful
Independent Private Equity Sponsors --
Financing Deals, Gaining Differentiation,
& Overcoming Roadblocks**

So whether you're a current or prospective independent sponsor, a capital source or an interested investor, you'll want to come join us for what promises to be two days of amazing networking, learning, and problem-solving.

Plus, this is an opportune moment. When you [sign up now](#) for this conference, you can take advantage of our **\$200 Early Bird Discount!**

Multi-Speaker Panels with Fresh Ideas and Sound Advice.

This year, we're very pleased to have one of the industry's most experienced independent sponsors serving as our chair. You'll be in the company of **Scott Johnson, founder and CEO of SJ Partners LLC** in New York, where he specializes in the consumer and services sectors.

Scott was first trained as a securities analyst and has been a Wall Street equity research analyst at both Salomon Smith Barney and Merrill Lynch. Scott complements his financial orientation with operating experience, having served as CFO of an in-store services company. He is the author of "Leveraged Buyouts -- What, Why, When, & How," a chapter in *Q-Finance -- The Ultimate Business Resource*.

Scott holds an MBA in finance and MIA (Masters of International Affairs) from Columbia University. He has also lectured on entrepreneurship and finance at New York University.

Joining Scott for this MasterClass will be six panels totaling 30 speakers representing both successful independent sponsors and savvy private equity investors who frequently partner on deals. You'll hear the unvarnished truth on how to pursue deals, how to finance transactions, how to work with small middle-market businesses, and how to build the relationships that can assure your deals are successful experiences.

[Register now](#) to get timely answers to key questions like these --

- *What are the less-obvious but amazing advantages that independent sponsors have over dependent sponsors in today's marketplace?*
- *Is the landscape going to be easier or more challenging for independent sponsors in 2011?*
- *How can you identify proprietary opportunities before dependent funds take notice?*
- *When is your domain expertise most likely to work in your favor?*
- *What financing strategies tend to maximize the unique freedom that independent sponsors have over dependent funds?*
- *What are some proven tactics for gaining the confidence of sellers and their investment bankers?*
- *What are the best tactics for independent sponsors to obtain and negotiate funding in 2011? From mezzanine investors? Private equity funds? Family offices and wealthy individuals?*
- *What are the tips and tricks independent sponsors need to know -- such as minimizing broken deal expenses?*
- *How are independent sponsors best compensated for their efforts -- acquisition fees, equity interest, post-acquisition revenue, or a combination?*
- *And much, much more.*

Past Conferences Have Filled Quickly, So Make Your Plans Now.

We certainly don't like turning people away, but space is limited and this independent sponsors conference is always in high demand. That's why we encourage you to reserve your place as soon as possible.

Remember, this conference is the one place where sponsors and investors can seek each other out. As you already know, we've set up the agenda to allow for plenty of networking breaks, an open lunch, plus the special cocktail networking reception the night before the conference where you can exchange information with fellow attendees and featured speakers. You'll make contacts and connections that will help you profit throughout 2011 and beyond.

You should attend this **conference** if you are a -- Generated by www.PDFonFly.com at 4/25/2011 7:06:13 AM
URL: <http://capitalroundtable.com/masterclass/Capital-Roundtable-private-equity-Independent-Sponsors-conference.html>

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- Newer independent sponsor looking to meet backers.
- Experienced independent sponsor seeking to swap ideas about negotiating deal terms with backers.
- Entrepreneurial investor considering striking out on your own.
- PE fund manager interested in sourcing new deals.
- Investment banker with deals suited for independent sponsors.
- Lender who works with independent sponsors.
- CEO or CFO of a company in search of private equity funding.
- Venture capitalist looking to exit a portfolio company.
- Attorney or advisor who works with independent sponsors.
- Executive search professional recruiting for the PE industry.

Remember, register with our **Early Bird Discount** by December 10, 2010, and you'll save \$200 off our standard fee! Please make your reservation now so you're not disappointed. We'll be looking forward to greeting you.

For more information, please feel free to contact Dana DeMattia at 212-832-7333 ext. 102 or ddemattia@capitalroundtable.com.

This conference is being produced by The Capital Roundtable, America's leading conference organization focusing on "need-to-know" information for professionals in the middle-market private equity community. For more information about The Capital Roundtable's 20 annual MasterClasses and other events and programs, please visit www.capitalroundtable.com.

P.S. **Who are "independent sponsors?"** These are the hundreds of private equity dealmakers who buy and build smaller middle-market companies on a deal-by-deal basis, without access to a pool of legally committed limited partner capital. Instead, after they orchestrate each deal, they invite other investors and lenders to pitch in. These "fundless" or "unfunded" sponsors get rewarded chiefly by sourcing attractive deals and then rolling up their sleeves and helping their management teams enhance the value of the companies they buy.

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Faculty

Chaired By

- **Scott S. Johnson**, Chief Executive Officer, SJ Partners LLC

Hosted By

- **Burt Alimansky**, Managing Partner, Alimansky & Bethell Group, and Chairman, The Capital Roundtable

Speakers

- **Richard N. Baum**, Managing Partner, Consumer Growth Partners
- **R. David Bergonia**, Managing Partner, North American Funds LLC
- **Hector A. Bultynck**, Partner, Peninsula Capital Partners LLC
- **Joseph J. Catalano**, Dir.--Business Development, Sentinel Capital Partners LLC
- **Peter G. Davies**, Principal, Stonehenge Partners Inc.
- **Bart J. deBie**, Managing Director, Prospect Capital Corp.
- **Mac Gerlach**, Managing Director, Expedition Capital Partners
- **Laurens M. Goff**, Principal, Goff Management Inc.
- **Jeffrey A. Gonyo**, President, Geneva Glen Capital LLC
- **Stephen A. Greene**, Managing Director, Tri-Artisan Capital Partners LLC
- **Robert M. Horak**, Managing Director, Lincoln International LLC
- **James C. Humphlett**, Managing Director, ValuePoint Growth Partners
- **Richard A. Izzi**, Managing Director, Radius Partners LLC
- **Raymond J. Kane**, Managing Director, Duff & Phelps LLC
- **Loren Kennedy**, Principal, Kennedy Advisors LLC
- **Bruce N. Lipian**, Managing Director, StoneCreek Capital Inc.
- **Dan Negrea**, Managing Partner, MTN Capital Partners LLC
- **J. Herbert Ogden**, President & CEO, Westfield Capital Corp.
- **Gretchen B. Perkins**, V.P.--Business Development, Huron Capital Partners LLC
- **Robert T. Puopolo**, Partner, Epic Partners LLC
- **M. Tatum Pursell**, Managing Director, Unlimited Horizons Inc.
- **James T. Rich**, Managing Director, Gemini Investors
- **John A. Rogers**, Partner, Herrick Feinstein LLP
- **Douglas S. Rose**, Managing Partner, Gardner Webster Capital Partners
- **James D. Rosener**, Partner, Pepper Hamilton LLP
- **Marceau N. Schlumberger**, Principal, Coral Reef Capital
- **Alexander K. Schneider**, Vice President, Keystone Capital Inc.
- **Martin W. Stein**, Managing Director, Blackford Capital LLC

Schedule

Toolbox

Wednesday, January 19, 2011

Pre-Conference Toolbox --

Exclusively for Independent Sponsors

12:00 – 01:30	Registration & Networking Luncheon
01:30 – 02:30	First Workshop -- “How to Attract Deal Flow & Do Due Diligence That Works”
02:30 – 02:45	Coffee & Networking Break
02:45 – 03:45	Second Workshop -- “How to Line Up the Equity & Debt That’s Right for Your Deals”
03:45 – 04:00	Coffee & Networking Break
04:00 – 05:00	Third Workshop -- “How to Build Value in Operating Your Portfolio Companies”
05:00 – 06:00	Cocktail Networking Reception -- for all attendees

MasterClass

Thursday, January 20, 2011

07:30 – 08:30	Registration, Networking, & Continental Breakfast
08:30 – 08:45	Welcoming Remarks
08:45 – 09:15	Self Introductions from Each Attendee
09:15 – 10:00	Chairman’s Keynote
10:00 – 10:45	Coffee & Networking Break
10:45 – 12:00	First Panel -- “How to Find Compatible Investors -- Feedback for Independent Sponsors, Coming from Five Experienced Investors”
12:00 – 01:15	Luncheon & Networking
01:15 – 02:15	Second Panel -- “How to Negotiate Win/Win Deal Terms with Investors -- Feedback for Sponsors & Their Investors, Coming from Four Experienced Veterans”
02:15 – 03:00	Interview Keynote
03:00 – 03:30	Coffee & Networking Break
03:30 – 04:30	Third Panel -- “How to Manage Relationships with Independent Sponsors -- Feedback for Their Investors, Coming from Four Successful Independent Sponsors”
04:30	Networking & Adjournment

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Registration

- **Early Bird Registration Fee -- save \$200 off the standard fee!** Register by Friday, December 10, and the fee for the MasterClass is \$1095.
- **Premiere Registration Fee -- save \$100 off the standard fee!** Register by Wednesday, December 29, and the fee for the MasterClass is \$1195.
- After that, the standard fee is \$1295 for the MasterClass.
At the door, if space is available, the fee is \$1395 for the MasterClass.
- Special group rates -- The Capital Roundtable offers a special discount for 2 or more people. For more info, please contact Shaina Mardinly smardinly@capitalroundtable.com or 212-832-7333 ext 103.

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You can pay by credit card (using the links above) or by check. Mail your check and business card to: New York Business Roundtable Inc., 12 East 44 Street, Penthouse, New York, NY 10017.

If the program is oversubscribed, we will notify you immediately and not charge your credit card. (If you need to cancel, please do so by Thursday, January 13, at 5:00pm, and we will credit you for a future MasterClass.)

From time to time, for reasons beyond Capital Roundtable's control, program schedules and speakers become subject to change. We make every effort to announce substantive changes by email to registrants at least 48 hours in advance.

Have a special question? Please contact Shaina Mardinly at 212-832-7333 ext.103 or by email at smardinly@capitalroundtable.com.

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Location

Workshop & Cocktail Location, Wednesday, January 19 --

The University Club
Council Room -- Seventh Floor
One West 54 Street (at 5th Avenue)
New York City

MasterClass Location, Thursday, January 20 --

The University Club
College Hall -- First Floor
One West 54 Street (at 5th Avenue)
New York City

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Audio Package

Can't attend but want to hear the program? You can buy the audio package along with the handouts. [Purchase the audio package online now.](#)

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Sponsorship

The Capital Roundtable offers excellent marketing and business development opportunities to reach the middle-market private-equity community. For more details, please contact Dana DeMattia at 212-832-7333 or by email at ddemattia@capitalroundtable.com.

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