



Getting Your Lender Across the Goal Line

January 12, 2011
2:35 p.m.- 3:30 p.m.

Agenda

2:35 p.m. – 2:45 p.m.

**Panelist Introductions &
Private Capital Markets Update**

2:45 p.m. – 3:20 p.m.

Panel Q&A:

- Deals Getting Done
- Price
- What Are the Terms?

3:20 p.m. – 3:30 p.m.

Audience Q&A

Introductions

- **Moderator**

- Steven Silverman:

- Director of Mergers & Acquisitions at TR Moore & Company, A Doeren Mayhew Firm
 - Nearly 20 years of financial and marketing experience
 - Currently a member of AM&AA's Research, Conference and Sponsorship committees

Introductions

- Panelists

- Castel Hibbert

- Senior Vice President at BBVA Compass Bank
 - More than 25 years experience in commercial banking
 - Focuses on businesses ranging from \$10 million to \$250 million in revenues, primarily as a cash flow lender

Introductions

- Panelists

- Charles King:

- Managing Director at Prudential Capital Group and Principal at Prudential Capital Partners
 - Served as the head of Prudential Capital Group's New York Corporate Finance office for more than 10 years
 - Senior, mezzanine and equity capital provider for management and sponsored leveraged buyouts, recapitalizations, acquisitions and growth financing
 - Focuses on middle-market companies with revenues between \$30 million to \$50 million, and EBITDA of at least \$5 million

Introductions

- Panelists

- Lizette M. Terral:

- President at J.P. Morgan Chase Bank – New Orleans Region
 - More than 20 years experience in commercial banking
 - Focuses on businesses with revenues between \$10 million to \$1 billion, offering both cash-flow and asset-based alternatives
 - Received the Young Leadership Council’s 2010 “Role Model” award

Private Capital Markets Update

Private Cost of Capital Data (gross annualized rates %):

Bank (\$1M CF loan)	6.5%
Bank (\$10M CF loan)	5.5%
Bank (\$50M CF loan)	5.0%
ABL (\$1M loan)	12.0%
ABL (\$10M loan)	5.5%
Mezz (\$1M EBITDA)	20.0%
PEG (\$1M EBITDA)	30.0%
PEG (\$50M EBITDA)	25.0%
VC & Angel (Early Stage)	35.0%

Private Capital Markets Update

Debt Multiples:

	Sr. Debt/EBITDA	Sub Debt/EBITDA	Total Debt/EBITDA
2006	2.7	1.1	3.8
2007	2.8	0.9	3.7
2008	2.3	0.9	3.2
2009	1.7	0.7	2.4
YTD 2010	2.2	0.5	2.7

Panel Discussion

- Q & A

Thank You

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