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The Third Annual TMA/ACG Liquidity Conference and Distressed Capital Connection

Panel: **You Want to Buy What? –What You NEED to Know About Buying a Stressed-Out Company**

An eminent panel of seasoned deal making professionals will share their experience and knowledge in working with and counseling companies that are suffering from economic turmoil. The panel along with audience participation will discuss the best course of action for over-leveraged stressed companies. The panel will specifically focus on the opportunities as well as pitfalls in the sale, financing, operations, and growth of “good companies with bad balance sheets”. In addition, principals and advisors will guide attendees on buying in and out of a 363, valuation and structuring for success.

Moderator	Robert Blumenfeld, Managing Director	Buccino & Associates
Panel Members	John Black, Managing Director	H.I.G. Capital
	William Lenhart, Nat’l Director Business Restructuring	BDO Consulting
	Garry Graber, Partner Restructuring Practice	Hodgson Russ
	R. Dixon Thayer, Executive Advisor	Bryant Park Capital
	Deirdre Martini, Managing Director	Wachovia/Wells Fargo

Panel Biographies



Bobby Blumenfeld, Managing Partner, Buccino Associates
Panel Moderator

Mr. Blumenfeld is currently a Senior Vice-President and Managing Director of Buccino & Associates an international restructuring and turnaround consulting firm. Buccino & Associates has been involved in over 1,000 engagements in a host of industries, (supermarkets, food companies, technology, retail, real estate, health services, banking, and defense), and in a number of positions of responsibilities which have included acting as a court appointed Receiver, Chief Restructuring Officer, Business Monitor, Consultant, as well as fraud investigations and fraudulent conveyance issues.

Mr. Blumenfeld is President of the New York Chapter of the Association for Corporate Growth where he also serves as a Global Board Member and Executive Committee Member. Mr. Blumenfeld is also sits on the Board of the New York Chapter of the Turnaround Management Association where he has held the national leadership position of Founder and Chair of TMA’s Public Relations Chapter Initiative. Mr. Blumenfeld has a B.S. degree from Babson College, an M.B.A. from Fordham University of New York, and holds a Series 7 and 63 financial industry license.



John Black, Managing Director, H.I.G. Capital

John is a Managing Director of H.I.G. Capital. Since joining H.I.G. in 1996, John has led more than 20 middle market transactions including acquisitions, leveraged recapitalizations and industry consolidations of both public and private companies. He is involved in all aspects of the investment process from sourcing, transaction negotiations, and execution of post closing development. John currently serves on the boards of several portfolio companies. John is located in H.I.G.’s Boston office.

Prior to H.I.G., John was a senior professional with several leading consulting firms, working with middle market companies to develop and implement strategic and operational business plans. In this capacity, John has held several executive management positions including chief operating officer and chief financial officer. John began his career in the Corporate Finance Group at Ernst & Young. John is a graduate of Harvard University with a dual degree in applied mathematics and economics.

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William Lenhart, National Director Business Restructuring, BDO Consulting

William Lenhart is a Partner in the New York Office of BDO Consulting. He is the National Director of the Business Restructuring practice and the President of BDO Consulting Corporate Advisors, LLC. Mr. Lenhart is a Certified Public Accountant, Certified Fraud Examiner, Certified Turnaround Professional and a Certified Insolvency and Restructuring Advisor with over twenty-five years of experience assisting clients with accounting, auditing, tax, as well as bankruptcy and insolvency matters.

Mr. Lenhart has significant experience serving clients in a wide range of industries including retail, manufacturing, construction, media/internet, real estate, sub-prime mortgages, hedge funds and services. He has represented a range of clients on complex bankruptcy and insolvency and turnaround matters, from initial strategy through implementation and project management, including shareholders, debtors, secured lenders, bondholders, official and unofficial creditor and equity committees, as well as trustees and their counsel. Mr. Lenhart served as the Independent Examiner approved by the SEC in their action against AOL/Time Warner and as a testifying expert on the Bayou Group, LLC hedge fund fraud. He has also served as a financial advisor to various creditors' constituencies on matters including Owens Corning, Parmalat USA Corp. et al, Mervyn's Holdings, DJK Residential LLC, et al and Tousey, Inc.



Garry Graber, Partner Restructuring Practice, Hodgson Russ

Mr. Graber has over 27 years of experience practicing bankruptcy, corporate and financial restructuring, creditors' rights, financial services, commercial and corporate litigation, and general business law. He represents troubled business entities, their secured and unsecured creditors, and their shareholders and principals inside and outside of bankruptcy, as well as creditors' committees, equity committees, trustees, examiners, and purchasers in bankruptcy and insolvency proceedings across the United States and in cross-border matters, primarily with Canada. He has also handled complex loan work-out transactions, lender liability, director and officer liability, bank fraud, UCC and mortgage foreclosures, and other litigation.

Mr. Graber or one of his colleagues plays a major role in virtually every large Chapter 11 case filed in Upstate New York. He has also played substantial roles in numerous regional and national cases, including *In re Al Tech Steel*, *In re Adelphia*, *In re Ames*, *In re ANC Rental*, *In re BSC Development BUF, LLC* (the Statler Towers), *In re Beat Publications*, *In re Bennett Funding*, *In re Bethlehem Steel*, *In re Bry Lin Hospital Legacy Nursing Homes*, *In re Buffalo Color*, *In re Buffalo Sabres*, *In re Bush Industries*, *In re Carpenter*, *In re CNB International*, *In re Colad*, *In re Corson Manufacturing*, *In re Crouse Hospital*, *In re Dow Corning*, *In re Enron*, *In re Euro-United*, *In re Exodus*, *In re Federal Mogul*, *In re Grand Union*, *In re Hamlin Terrace*, *In re Laidlaw*, *In re Leaseway*, *In re LTV*, *In re Lyon Capital*, *In re Nanodata Computer*, *In re Northwestern Steel and Wire*, *In re Odds & Ends*, *In re Osage*, *In re P. J. Schmidt*, *In re Premier Cruise Lines*, *In re Prime Capital*, *In re Prudential Associates*, *In re The Rama Group*, *In re Sunbeam*, *In re The Upson Company*, *In re Valeo*, *In re Victory Markets*, and *In re W&F Manufacturing*. In addition, since 1991 Mr. Graber has served as an adjunct professor at the University of Buffalo School of Law, where he teaches Chapter 11 Bankruptcy.



R. Dixon Thayer, Executive Advisor, Bryant Park Capital

Mr. Thayer is an Executive Advisor to Bryant Park Capital. He has over twenty-five years experience in direct leadership of line management in the U.S and abroad. His areas of expertise are establishing and leading breakthrough growth strategies, high performance leadership teams, regenerative turnarounds and tangible value creation. Mr. Thayer has led the acquisition and integration of several businesses, as well as a number of significant divestitures. He has held several senior leadership positions in large organizations in the US, Europe and Latin America during critical times of change; and he has led several smaller companies to success at critical times in their history.

Mr. Thayer has served as a personal advisor to the CEO of Kellogg's (NYSE: K) to help restructure and revitalize the company for more growth, Senior partners of Pricewaterhouse Coopers in their pursuit of value added services, senior executives of Bank of America (NYSE: BAC) in the development of organic growth strategies, and to senior executives of NuSkin International (NYSE: NUS) on the reviving of their creativity and innovation in health and wellness products, as well as their successful shift to global operations.



Deirdre Martini, Managing Director, Wachovia/Wells Fargo

Deirdre A. Martini is a Managing Director at Wachovia Capital Finance focusing on business development for the restructuring sector in the Northeast United States and based in New York.

Ms. Martini comes to Wachovia from CIT Group, where most recently she was Managing Director and Senior Restructuring Advisor for Commercial Finance and the National Restructuring Group. Prior to that, she was appointed by the U.S. Attorney General as the United States Trustee in the Southern District of New York. In that role, she oversaw the administration of some of the largest and most complex Chapter 11 restructurings in recent history. Martini also served as chair of the restructuring practice at Ivey, Barnum & O'Mara, LLC in Greenwich, Conn., and was an Assistant United States Attorney for the District of Connecticut, representing federal agencies in the bankruptcy court and prosecuting bankruptcy crimes. Ms. Martini received a Doctor of Law degree from Quinnipiac University School of Law in New Haven, Conn., and holds a bachelor's from New York University. She is currently an adjunct professor of law at St. John's University in Queens, New York.