4th Annual TMA Western Regional Conference
July 11-13, 2012
Fess Parker’s Resort
Santa Barbara, CA
TMAconference.com

Conversation in Action: A Behind the Scenes Look

Platinum Sponsors
Cordes & Company
Wells Fargo

Gold Sponsors
AlixPartners
Bryan Cave
Epiq Systems
Latham & Watkins LLP
Fox Rothschild LLP
PwC
Dear TMA Members and Turnaround Professionals:

It is our pleasure to invite you to attend the 4th Annual Turnaround Management Association (TMA) Western Regional Conference at the renowned Fess Parker’s Resort in Santa Barbara, CA, July 11-13, 2012. We encourage you to take advantage of this special event - an opportunity to see the “Conversation in Action” with fellow professionals in a case study format.

Based on the very positive feedback that you provided after last year’s regional conference, the educational programs will feature case studies presented by turnaround professionals. Professional networking will continue to be emphasized at the 2012 TMA Western Regional Conference and will include family friendly networking activities. Our goal is to provide a forum for relevant, meaningful content and the opportunity to make an impression on new professional contacts that extends beyond trading business cards and sharing a cocktail.

This year’s keynote luncheon will feature a panel of experts discussing professional sports teams’ bankruptcies and is sure to entertain and enlighten with behind the scenes stories of the in’s and out’s of the cases.

We are energized about the 4th Annual Western Regional Conference. The conference board has worked very hard to build a memorable event and we hope that you will support the TMA, get involved, and see the “Conversation In Action”!

See you in Santa Barbara,

Annette W. Jarvis
Dorsey & Whitney LLP

Bennett G. Young
Jeffer Mangels Butler & Mitchell LLP

Conference Co-Chairs

Conference Co-Chairs:
ANNETTE W. JARVIS
Dorsey & Whitney LLP
BENNETT G. YOUNG
Jeffer Mangels Butler & Mitchell LLP

Attendance & Activities Co-Chairs:
MITCH RYAN
Epiq Systems
LINDA ZIMMERMANN
Markus Williams Young & Zimmermann LLC

Education Committee Co-Chairs:
WILLIAM K. CREELMAN
BDO Consulting
ANDREW M. TOFT
Law Office of Andrew M. Toft

Sponsorship Committee Co-Chairs:
BELLA NN RAILE
Cordes & Company LLC
JOHN SCHAFER
Manderson Schafer & McKinlay LLP

Committee Members:

George Blanco
Avant Advisory Group

Josh Cashman
Intrinsic Valuation

Laurel E. Davis
Fennemore Craig PC

William Epstein
Capstone Valuation Services LLC

Brian Evans
Guaranty Solutions

Anne W. Gardner
Bank of America Merrill Lynch

Daniel J. Garfield
Brownstein Hyatt Farber Schreck LLP

Sheila Hamilton
Getting It Done

Steve Hinrichs
Bank of America Business Capital

Nicole Horton
Ernst & Young

Peggy Hunt
Dorsey & Whitney LLP

Sheri Kanesaka
Bryan Cave

Thomas Kim
r² advisors llc

Richard Lapping
Winston & Strawn LLP

Curt Mcclam
PricewaterhouseCoopers LLP

Robert Miller
Bryan Cave

Steve Ogus
Wells Fargo Capital Finance

Ray Strong
Berkeley Research Group

Tres Winius
Integra Realty Resources

Meeting Management:

Jeanne B. Sleeper
JBS & Associates

Gail Squar
JBS & Associates

TMAconference.com
Bankruptcy in Professional Sports: Instant Replay….
Who is Doing What, Outside the Lines

12:30 – 2:00pm
An educational and entertaining first-hand look from professionals involved in recent high profile cases, including Dodgers, Rangers, and Coyotes, into the unique aspects that surround professional sports teams that enter bankruptcy. Why it’s so outrageous…but you can’t look away!

OUR SPORTS TEAM PROS….

Hon. Redfield T. Baum
Partner
U.S. Bankruptcy Court District of Arizona
Judge for Phoenix Coyotes Bankruptcy

Thomas J. Salerno
Partner
Co-Chair International Restructuring Group
Squire Sanders
Counsel for Phoenix Coyotes

Robbin L. Itkin
Partner
Steptoe & Johnson LLP
Counsel for Ad Hoc Committee of Los Angeles Dodgers Season Ticket Holders, LA Dodgers Bankruptcy

William K. Snyder
Managing Partner
CRG Partners Group LLC
Chief Restructuring Officer for Texas Rangers in Bankruptcy

Moderator:
Cathy L. Reece
Director
Fennemore Craig PC
Represented the City of Glendale, AZ, the arena landlord concerning the management and lease of the arena, in the bankruptcy of the Phoenix Coyotes

Conference Schedule

Wednesday, July 11, 2012
8:00am ........... TMA Registration opens in Conference Center Lobby
10:00am .......... Sandpiper Golf Course Tee Times begin
6:30 – 7:30pm .......... Welcome Reception

Thursday, July 12, 2012
7:00 am .......... TMA Registration Opens in Conference Center Lobby
7:00 – 8:00am .......... Attendee Hot Breakfast in the Café
8:00 – 9:00am .......... Attendee Continental Breakfast in the Education Session
8:00 – 9:00am .......... Receivership & Turnaround Part I
9:00 – 9:15am .......... Break
9:15 – 10:30am .......... Panel Discussion
10:30 – 10:45am .......... Break
10:45 – 12:00pm .......... Concurrent Sessions: Case Studies A & B
12:30 – 2:00pm .......... Keynote Luncheon
2:00 – 5:00pm .......... Networking Activities
7:00 – 10:00pm .......... Reception & Dinner “TMA War Stories”

Friday, July 13, 2012
7:00 – 8:00am .......... Attendee Hot Breakfast in the Café
8:00 – 9:00am .......... Attendee Continental Breakfast in the Education Session
8:00 – 9:00am .......... Receivership & Turnaround Part II
9:00 – 9:15am .......... Break
9:15 – 10:30am .......... Panel Discussion
10:30 – 10:45am .......... Break
10:45 – 12:00pm .......... Concurrent Sessions: Case Studies C & D
12:00 – 12:15pm .......... Closing Remarks
1:00 – 2:00pm .......... 2013 Planning Committee Lunch and Meeting
THURSDAY, JULY 12

8:00 – 9:00am  Receivership Panel I and Continental Breakfast
Current Topics in Receivership, including Receiverships of Operating Companies
A case study format will be used to discuss current topics in receiverships, including an operating winery, and the lessons to be learned from challenges that arise in receivership cases, as well as recent successes using receivers in workouts, restructuring and even bankruptcy cases.

MODERATOR:
Laurel E. Davis
Director
Fennemore Craig PC

PANELISTS:
Brett A. Axelrod
Partner
Fox Rothschild LLP

David Flemmer
Principal
Flemmer Associates LLP

Winston Mar
Managing Director
CRG Partners Group LLC

Alan Mirman
Partner
Mirman Bubman & Nahmias LLP

9:00 – 9:15am  Break

9:15 – 10:30am  Ins and Outs of a Sales Process in Bankruptcy - How to Maximize Value and Who is Really in Control of the Process?
This panel will discuss current case examples and strategies from various constituents’ perspectives regarding how to exert the most influence in a 363 sale process. What type of bidding procedures are the bankruptcy courts approving today? What are the differences between a pre- and post-petition market test? How much time is enough? What are the inherent conflicts of interest arising in these bankruptcy sale processes? What are the latest developments with credit bidding.

MODERATOR:
Ricardo S. Chance
Managing Director
KPMG Corporate Finance LLC

PANELISTS:
Gail K. Bernstein
Executive Vice President
PNC Business Credit

Mary Ann Kaptain
Managing Director
FTI Consulting

John P. Schafer
Partner
Manderson Schafer & McKinlay LLP

Lori Sinanyam
Of counsel
Jones Day

10:30 – 10:45am  Break

10:45 – 12:00pm  Concurrent Case Study Sessions A & B:
Session A: The Increased Importance of Intellectual Property in the Context of Distress and Bankruptcy: Useful Strategies to Protect/Extract Value
The discussion will include case examples of special issues surrounding intellectual property (IP) in bankruptcy. Case examples of how different types of IP are impacted and how they are best handled in bankruptcy will be featured. Panelists will also comment on what the different agendas and motivations of the various stakeholders and potential buyers are and how it impacts the case.

MODERATOR:
William K. Creelman
Managing Director
BDO Consulting

PANELISTS:
George P. Blanco
Managing Director
Avant Advisory Group

Robert Heath
Vice President
RPX Corporation

Gregory O. Lunt
Partner
Latham & Watkins LLP

Mark Thomann
Partner
Pluritas LLC

Suzanne Uhland
Partner
Chair of the Restructuring Practice
O’Melveny & Myers LLP

Session B: Lower Middle Market Turnarounds - Unique Aspects of Turnarounds When There Are Fewer Digits On the Financials
Our panelists will provide insight into the issues faced by a middle market company in a turnaround. Using a real case, they will discuss the situations from the perspectives of the debtor, senior secured lenders, trade creditors, and equity investors. Participants will learn useful techniques and options for the unique aspects of middle market turnarounds.

MODERATOR:
Thomas Kim
Managing Director
r² advisors llc
Role: Principal Officer of Debtor Company

PANELISTS:
Lawrence Bass
Of Counsel
Faegre Baker Daniels LLP
Role: Lender/Trade Creditor Counsel

Michael Gardner
Vice President
Union Bank NA
Role: Senior Secured Lender

Michael J. Pankow
Shareholder
Brownstein Hyatt Farber Schreck LLP
Role: Company Counsel

Robert Vacek
Principal
Rockmont Capital Partners Ltd
Role: Distressed Equity Buyer
FRIDAY, JULY 13

8:00 – 9:00am  Receivership & Turnaround Part II and Continental Breakfast
Real Property Receiverships, Pesky Documentation and Other Challenges, Including Who Is In Charge of a Receivership

The panel will identify and discuss the players in a receivership and their appropriate roles, discussing important topics such as how to make sure that professionals get paid, current trends in what Courts will and will not approve, and issues unique to real property receiverships, including tenant issues, borrower shenanigans, and hazardous waste and sale matters.

MODERATOR:
Laurel E. Davis
Director
Fennemore Craig PC

PANELISTS:
A. Kyle Everett
Vice President & General Manager
San Francisco Office
Development Specialists Inc

Benjamin King
Partner
Loeb & Loeb LLP

Richard P. Ormond
Shareholder
Buchalter Nemer PC

9:00 – 9:15am  Break

9:15 – 10:30am  (R)evolution of the Restructuring Market

How was the Great Recession different from previous cycles? Liquidations, emergency 363 sales, and handing the keys to the lender were a typical result in this cycle. What does a restructuring professional do now that has changed from previous cycles and what might they do differently in the next crisis?

MODERATOR:
Daniel J. Garfield
Shareholder
Brownstein Hyatt Farber Schreck LLP

PANELISTS:
J. Gregory Barrow
Founder and Managing Director
General Capital Partners

Stephen Krawchuk
Managing Director
Crystal Financial LLC

M. David Minnick
Partner
Pillsbury Winthrop Shaw Pittman LLP

Matt Nelson
Head of Gaming Capital
Wells Fargo LLC

Andres Pinter
Managing Director
Ernst & Young Capital Advisors LLC

10:30 – 10:45am  Break

10:45 – 12:00pm  Concurrent Case Study Sessions C & D:

Session C: An Interactive Discussion: Got Milk?
Dairy and other agricultural operations present unique issues and challenges. Learn how to work through these kinds of distressed situations without major problems and while maximizing value.

MODERATOR:
Jun H. Song
Managing Director
Capstone Advisory Group LLC

PANELISTS:
Edward B. Cordes
Founder and Managing Director
Cordes & Company LLC

Robert J. Miller
Partner
Bryan Cave LLP

Steven C. Petrie
Partner
Summit Investment Management

Donald J. Roberts
Associate Partner
PricewaterhouseCoopers LLP

Session D: An Interactive Discussion: The Legacy of Charles Ponzi: New Strategies for Combating Old Problems
Using examples from real cases you’ll learn how to spot a problem and what you can do about it. What are the critical elements to address and strategies to employ once the scheme implodes? Learn the important lessons without having to live through the entire case yourself!

MODERATOR:
Annette W. Jarvis
Partner, Finance and Restructuring
Department Co-Head
Dorsey & Whitney LLP

C. Randel Lewis
Principal
Western Receiver Trustee & Consulting Services Ltd

Alan H. Martin
Partner
Sheppard Mullin Richter & Hamilton LLP

Karen Martinez
Assistant Director
Salt Lake Regional Office of the Securities and Exchange Commission

Susan M. Smith
Senior Manager
Marcum LLP
Zoo Encounter - Family Friendly *Come walk on the wild side...with the elephants and lions, oh my!* Come to the Santa Barbara Zoo for a *wild* once-in-a-lifetime experience with this behind-the-scenes tour and animal encounter! You will have the rare opportunity to watch two different training sessions with your favorite four-legged friends, speak with knowledgeable keepers and see areas of the zoo that the general public does not have access to. After the guided activities, enjoy a self-guided tour of the rest of the zoo. Parent must accompany children. Fees apply for children and non-registered guests/spouses. Participants are responsible for their own transportation to the zoo, which is near hotel.

Mixology Challenge - *How do a few simple ingredients combine to make a memorable, exciting cocktail? Learn from our Master Mixologist the Art of Mixing Cocktails...how different flavors, bases, simple syrups and alcohols create unique cocktails. Make It, Name It and Present It!* The winning team’s cocktail will be served at the Thursday night reception. This team building activity will be at the hotel and is open to registered attendees and their registered guests/spouses. Participants must be of legal drinking age.

Wine Tasting Experience - *If you are interested in some of the most exclusive wines in the Santa Ynez/Santa Barbara area you will want to participate in the TMA Wine Experience. Two groups of 20, will start in different locations in Santa Barbara. They will have the opportunity to taste a variety of wines from two award-winning Santa Barbara wineries. The first stop will be hosted by Santa Barbara Winery Tasting room for a sampling of their wines, while enjoying specially prepared appetizers to enhance the profile of the wines selected. The second group will start their tasting at the Oreana Winery known for its great wines in a unique setting. The TMA-provided bus will rotate the guests, so everyone enjoys both wineries offerings. Registered attendees and registered guests/spouses may participate. Participants must be of legal drinking age.*

OPT OUT - If you plan to opt out of the activities listed above, please let us know. Each reserved person in an activity costs the conference pre-paid fees. We understand that conference calls, work projects or the lure of other Santa Barbara activities may preclude your participation in group activities, just let us know.

GOLFERS! - *Welcome to Sandpiper Golf Club*  
An inspiring combination of challenge and beauty as championship golf brings you to the edge of the Pacific Ocean. With breathtaking ocean and mountain views from every hole, Sandpiper is truly a memorable experience. The course was designed by William F. Bell and opened in 1972 featuring beautiful rolling fairways and challenging greens in a seaside link style layout. Sandpiper’s dynamic design attracts players of all skill levels. Sandpiper combines traditional championship golf and spectacular surroundings to provide their guests with something much more than a round of golf. Sign up on the TMA Conference Registration Form online for the Wednesday, July 11th tournament 10:00 am start of tee times. The tournament cost of $185 includes green fees, cart and lunch. Visit www.sandpipergolf.com for more course information.

EXHIBITORS  
Don’t miss this great opportunity...exhibits are limited to accentuate your exposure. The fee includes one free registration and discounts for additional staff. Exhibitors also benefit as a Bronze Sponsor and participate in the education and social activities.
Go to www.TMAConference.com and click on the “Hotel Reservations” tab on the home page or go to www.tinyurl.com/TMAhotel2012

These are special links to a TMA Conference hotel reservations page to receive the TMA group rate of $189 to $455 plus tax.

Reserve in the TMA block for the best deal: Greatly reduced room rates; $6 daily self parking (regular $18); $6.50 daily Internet in your guest room (regular $13); Option to book at the group rates 3 days pre and post, subject to availability, if you reserve the extra days at the time of your original reservation. If you prefer reservations by phone, call 877.893.0892 and ask for the TMA Group Block. Hotel reservations are on a first-come, first-served basis. The group block or the various room types may sell out before the reservation deadline. Suites will sell out very quickly.

Reservations made after June 1, 2012 will be accepted by the Resort on a space and non-group rate available basis. **The Resort closes the group block on Friday June 1st at midnight Pacific time or whenever it sells out.** Reservation rates after the cut off will be at substantially higher rates, if available. All rooms are **non smoking**.

Important Information: **Deposit Policy:** All reservations must be guaranteed with a first night’s room charge, taxes and fees as listed above as a deposit. This will be applied to your account. If you fail to arrive for the 1st night of your reservation, you forfeit your deposit if by check or your credit card guaranteeing the reservation will be charged and the remainder of your reservation will be cancelled. A new reservation is subject to availability and prevailing rate, which is substantially higher than the group rate. Fess Parker’s Resort and TMA will not honor group block Hotel reservation requests, if you are not also registered for the TMA Conference.

**The Fine Print:**
If you check out earlier than the last date on your reservation and it causes TMA to pay an attrition penalty, you agree that your provided credit card may be charged by TMA pro rata for any changes TMA is required to pay the hotel for your room night(s), in addition to any early departure fees or lost deposits charged by the hotel. The hotel’s early departure fee is 50% of your daily guest room rate plus taxes. You may change your departure date, without hotel penalty, up to the date of your check-in. You may cancel a reservation 72 hours in advance of your day of arrival without hotel penalty. By registering in the group block you approve the hotel providing your registration information to the conference organizers. All reservation details are “requests” subject to availability.
A request to the State Bar of California for approval of up to 7 hours of MCLE and CPE credit is pending. California MCLE credit records will be maintained by TMA Southern California Chapter. Arizona, Colorado and Utah TMA Chapter administrators will also apply for CLE credit in their states.

TMA Conference
954 La Mirada St.
Laguna Beach, CA 92651

TMAconference.com

Register Now