

OCTOBER TOPIC ▶▶

Financing Growth Alternatives for Small Businesses

Organizer

Clark Childers, Cherry Bekaert Holland
Jim Handlon, Bottomline Partners

Presenters

Dendy Young, CEO, McLean Capital
Carl Eckstein, Managing Director, NextGen Capital

Small businesses seeking growth funding have unique needs, sometimes complex growth paths and business execution situations, increasingly global competitive marketplaces, and often unclear or hard-to-confirm future ROIs on newly invested capital. Outside investors/lenders have varying needs, expectations, ROI hurdles, timelines or liquidity horizons, and operational involvement/control requirements.

Getting the needed growth capital in the bank from the “right” financing partner(s) is critical for small businesses. Two highly regarded small business financing experts coupled with many years of business/leadership and operating experience share their insights with other CXO members and guests during our October 2011 meeting. Topics to be addressed include:

- Financing Alternatives: Traditional and Innovative Choices
- Is It A Proper Process to Get Funded or An Art of the Deal?
- How to Select the “Right” Funding Partner for Your Company
- Choices, Trade-offs, Dos, Don’ts, and Hidden Risks
- What is the “Real” Cost of the Money?

ABOUT OUR PRESENTERS



DENDY YOUNG is the Managing Partner of McLean Capital, LLC, a private equity firm based in McLean, Virginia, that focuses on investments in government information technology as well as other angel investments.

Dendy Young is an award-winning executive with more than 30 years of executive leadership experience in the IT industry, including CEO and Chairman of the Board of GTSI Corp. (NASDAQ: GTSI), an enterprise services and solutions provider. Prior to GTSI, he served as Chief Executive Officer of Falcon Microsystems, Inc., the second of two privately held, federally focused IT companies he founded, and Falcon Systems, Inc. Falcon Systems was sold to Oracle Corp in 1981 and Falcon Microsystems was sold to GTSI in 1994.

Dendy serves on the Executive Committee of the Northern Virginia Technology Council (NVTC) and on the Board of Directors of AFCEA International. He is Chairman of the Board of several companies including Alakai, Navanti Group, Qlarion, Inc., and HadPro Hood & Duct Professionals. Dendy is Lead Outside Director of Obsidian Research, and is on the board of Omnilink Systems, Inc. He is Chairman, President, and co-founder of the Virginia Personalized Medicine Clinic.

CXO Forum 11-12 SERIES

JOIN US!

THURSDAY
OCTOBER 13
2011

7:30am to 8:00am
Networking and
Continental Breakfast

8:00am to 9:00am
CXO Forum
Panelist(s) Presentation

9:00am to 9:15am
Burning Issues

*Discuss your specific
issues and challenges
with colleagues and
fellow CXO members*

Location
Cherry, Bekaert, &
Holland
1934 Old Gallows Road
4th Floor
Vienna, VA 22182
703-506-4440
For directions, visit
www.CXOForum.com

CXO Forum

FOUNDING PARTNER



STRATEGIC PARTNERS



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He holds a Lifetime Achievement Award from VARBusiness magazine and a Federal CIO Council's Azimuth award, which is bestowed upon one industry leader each year. He is a three-time "Fed 100" winner and an Eagle Industry Award winner. Dendy received the President's Award for his efforts in expanding communications between government and industry from the Federation of Government Information Processing Council (FGIPC).

Dendy Young holds a S.B. in Electrical Engineering and Computer Science from the MIT and an M.B.A. from the Harvard Business School.

CARL ECKSTEIN is a Managing Director of NextGen Capital, a venture capital firm located in Northern Virginia that has invested in 22 seed- and early-stage technology firms. He is CEO of Project Management & Control, Inc. (PM&C). PM&C currently serves three early-stage companies helping to develop strategies, complete



teams, write business plans, raise capital, and do business development. PM&C is also completing strategy and planning work for the U.S. Department of Health and Human Services and working to restructure a Baltimore manufacturer.

Carl broad and deep business experience is varied and includes having worked as a systems engineer for IBM in Cleveland, Ohio, where he designed advanced manufacturing systems; a manager for Price Waterhouse in New York City, where he did a broad range of systems consulting; a principal for Arthur Young; and the CEO of five small software and consulting firms. Over the course of his career, he has consulted for more than 200 firms (Fortune 10 to sole practitioner), primarily in areas of re-engineering and strategic planning. His consulting has covered a broad range of industries, from railroads, geographic information systems, financial planning, and insurance to education, office furniture, toothpicks, and many, many more.

Carl received a B.S. in microbiology from Ohio State University.

Mark Your Calendars for 2011-2012 Season

2011-2012 CXO FORUM PRESENTATIONS AND ACTIVITIES.

PAST PRESENTATIONS

9/15/11 How to Practically Apply Social Media Concepts

TODAY'S PRESENTATION

10/13/11 Financing Growth: Debt vs Equity

BRING A GUEST!

UPCOMING PRESENTATIONS

10/27/11 Fall Networking & Membership Social (Reston, Virginia)

11/10/11 ABC's of Employment

12/8/11 CXO Outreach Program

1/12/12 Update on the Regional Economy

2/9/12 Executive Compensation: A Renewed Interest in ESOPs

3/8/12 Corporate Image, Reputation and Damage Control

4/12/12 CXO Roundtable

5/10/12 Tax Laws for Small Business

6/14/12 M&A: Due Diligence and Valuations

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For further information, please contact:

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