7TH ANNUAL

PRIVATE EQUITY MARKETPLACE

DEAL FLOW & WINE TASTING EVENT

For over 25 years, Association for Corporate Growth (ACG) Orange County has been the premier association for professionals involved in corporate growth, corporate development and mergers & acquisitions for medium to large companies.

We are pleased to host the 7th Annual Private Equity Marketplace 2009 Deal Flow & Wine Tasting. This evening offers you the opportunity to meet private equity firms as well as the Who's-Who of the M&A community of Southern California.

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ACG Orange County

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www.acg.org/occ

Tracy Albert

Dear ACG Members and Prospective Members,

Since 1981, ACG OC has represented the “best in class” among professional organizations in Southern California. The primary mission of our association is to add value to Orange County’s marketplace by offering unparalleled access to the people, companies, information and resources that can help our members solve their business challenges. Be it through our members, our sponsors or our events, ACG OC provides direct access to the gatekeepers that drive deal flow and business growth in Orange County.

As a part of delivering on this mission, we are pleased to host the 7th Annual Private Equity Marketplace Deal Flow & Wine Tasting event. The event represents our shared belief that business is done within a cultivated, engaging and open environment. Our commitment to this ideal is evident from the minute you walk into the Marconi Museum for the event. Whether you are sharing business intelligence, exchanging contact information, or just enjoying the wine, the ability to network one-on-one makes this the “must attend” event for business leaders from our community and around the country; especially in today’s difficult economic environment.

As we look forward to 2009, I would like to thank those listed below who have worked tirelessly for months to make this year’s event a success. Their support and dedication is greatly appreciated. These people and organizations have gone above and beyond the call of duty for a simple reason – their commitment to our purpose:

- Our Event, Platinum, and Gold Sponsors, listed on the cover of this supplement, who have made the night possible through their generous funding;
- The Orange County Business Journal, which has partnered with ACG OC once again to make this supplement an important, year-round resource;
- Sarah Byus, Tatum LLC, for coordinating all event activities in conjunction with our host, the Marconi Auto Museum, and the ACG OC Staff at GSE, Inc.;
- ACG Board of Directors, who are listed in this supplement; and
- ACG Private Equity Night Committee, who through their hard work, have brought this event to life:
  - Brett Crabtree, Committee Chair
  - Karl Hardesty, Tatum, LLC, Committee Co-Chair
  - Mark Looft, GMAC Commercial Finance
  - Scott Appel, HEIN & Associates
  - Bill Simpson, Paul Hastings, LLC
  - Peter Lambert, AON Risk Services

Please consider this event and this supplement, an invitation to the power and promise ACG OC membership offers you in achieving your business goals.

Sincerely,

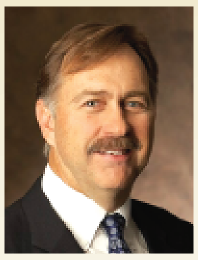
Tracy Albert
President
ACG Orange County Chapter

ACG Orange County
The Leading Authority on Corporate Growth

ACG-OC 2008 Private Equity Night Committee

We wish to thank our sponsors, participating equity firms, the Orange County Business Journal, and all of the individuals who support this event.

Brett Crabtree
Bridge Financial
Chairman Private Equity Night



Karl Hardesty
Tatum LLC
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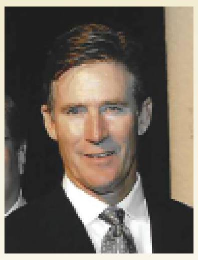

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M&A Success

How Professional Due Diligence Reduces Risks

Half of all business mergers and acquisitions fail because things just don’t turn out as executives planned. Acquisition value is often based upon a business’s past performance, and many executives rely on in-house personnel to conduct historical financial analysis only to be surprised later because the past isn’t always indicative of future earnings.

An acquired company may not sustain growth if market conditions change, key employees leave or the company’s expense levels are too high compared to industry norms. An external financial due diligence review will uncover many of these hidden risks so executives can appropriately determine the acquired company’s true value.

Projecting future earnings

Several questions come to mind when businesses traverse M&A transactions. For example, how can financial due diligence project future earnings quality? To answer this, it is vital to understand how the target company earns its profits to know if it will continue. Sometimes a highly profitable division may have been sold or a competitor may have gained the upper hand in the marketplace with new technology. If margins or revenues will be impacted in the future, you won’t know that by looking at past or current financial statements, which are typically backward looking. Executives also need to know if the target has a consistent, stable customer base or if there have been large one-time orders that will not repeat, or non-operational gains. It’s important for the due diligence team to assess the marketplace and the target’s position to know if the acquisition price is right. Often an external review of these positions is the most effective measure.

Identifying hidden risk

There often is hidden risk associated with M&A activity. Back taxes, IRS liens, and EEO lawsuits can be disruptive or even catastrophic if CEOs have to deal with them after the acquisition; a solid external due diligence review can uncover the potential of any of these events occurring. Also, it is essential to secure clear title to the assets being purchased, to ensure that the company has effective accounting controls and processes in place, and that the business has been adequately insured. The likelihood of a lawsuit or claim surfacing after the acquisition increases if the business hasn’t practiced sound management or risk management fundamentals in the past.

Setting parameters for due diligence review

Most importantly, setting parameters for a proper external financial due diligence review is critical. The due diligence professional should sit with management in the preliminary stages to gain an understanding of the proposed deal, including the upside and potential downside, allowing them to calibrate the due diligence procedures to assess the potential risks in a variety of financial and nonfinancial areas. A customized plan should be prepared to perform investigative procedures around those risks and determine if there are real or perceived risks and any potential mitigating factors.

With the help of a quality external audit partner, the due diligence process can help eliminate potential post-acquisition problems. The key is to understand if the deal is likely to look just as attractive in a few years as it does today.

For more information, please contact Haskell & White LLP, phone (949) 450-6200 or visit the website at www.hwcpa.com.

Dealmakers' Confidence Reaches All-Time Low

ACG/Thomson Reuters Year-End 2008 DealMakers Survey Reveals Obstacles and Opportunities for M&A and Private Equity Investing in First Half of 2009

The latest twice-yearly survey of middle market merger professionals by the Association for Corporate Growth (ACG) and Thomson Reuters reveals the most negative outlook in the history of the survey, with 86% of dealmakers saying the current M&A environment is fair or poor. The percentage of those who say the current deal environment is good or excellent has fallen to 14% in December 2008, from a high of 93% in June 2007. The percentage has steadily dropped to 72% in December 2007, and to 43% in June 2008.

Most do not see it getting better any time soon. Looking out six months, dealmakers expect the M&A environment to be:

- Worse (44%);
- The same (31%);
- Better (24%).

The 970 middle market investment bankers, private equity professionals, corporate development officers, lawyers, accountants and business consultants polled say the greatest obstacle to M&A activity is:

- Credit crunch (43%);
- Sellers unwilling to sell at multiples offered (22%);
- Weak economy (16%).

The latest data from Thomson Reuters supports the survey findings. The volume of all worldwide mergers and acquisitions totaled $2.4 trillion in announced deals during the first three quarters of 2008, a decrease of 28% over the record-breaking first three quarters of 2007, according to Thomson Reuters. Of this total, M&A deals in the mid-market, defined by Thomson Reuters as transactions under $500 million, fared better. Less reliant on the global credit markets, they declined only 16%, with a total value of $569.6 billion.

As for which sectors will experience the most M&A activity in the next six months, dealmakers are most bullish on:

- Financial services (30%);
- Healthcare/life sciences (20%);
- Energy (12%);
- Manufacturing and distribution (12%).

"While larger buyout deals diminished significantly in the second half of 2007, middle market merger and acquisition activity continued into early 2008," said Tracy Albert, ACG OC President and Managing Director of investment bank Houlihan Lokey. "Middle market deals had been closing because they are less dependent debt. However, with credit all but dried up, activity has slowed significantly since late summer 2008 with the exception of some distressed situations and limited activity by strategic buyers."

Private Equity Firms' Greatest Threats, Best Strategies

Among survey respondents, private equity professionals say the sectors with the greatest opportunities for buyout investments over the next six months are:

- Manufacturing and distribution (20%);
- Healthcare/life sciences (19%);
- Financial services (17%).

Private equity professionals believe today's greatest threats to their business are:

- Credit crunch (65%);
- Overall economy (46%);
- Lack of exit opportunities (35%).

"Beyond deal-making, the credit crunch is also having an impact on PE portfolios," said Jim Beecher, Publisher of *Buyouts Magazine*, a Reuters Media publication. "PE firms are trying to shore up performance of their portfolio companies in the wake of a global recession, and in certain cases, are dealing with highly leveraged companies where refinancing their debt will be very difficult in this credit environment."

More private equity professionals say they are modifying their investment strategy (38%), versus 28% in June 2008. They say the best strategies for success in the current environment are:

- Focus on portfolio companies (38%);
- Focus more on add-on acquisitions than platform acquisitions (33%);
- Cut costs at portfolio companies (30%).

"Given the current shut-down in the credit markets, private equity firms have been focusing on managing their portfolio companies rather than pursuing new deals," said James Hickey, ACG OC President Elect and Partner, Private Equity Services – Pacific Region for Tatum LLC. "They are coming to a time where they will have to make decisions regarding which companies survive, which are sold, and which go under."

The lack of acquisition financing has affected 91% of private equity professionals, and 58% expect to put more equity into their deals in the next six months. They are primarily securing debt financing from:

- Commercial banks (63%);
- Mezzanine lenders (53%);
- Seller debt (46%).

Six months from now, private equity professionals expect the debt markets will be:

- Better (65%);
- The same (22%);
- Worse (13%).

"Similar to the economy at large, there's been a perfect storm in middle market M&A," said Brett Crabtree, Chairman of the ACG OC Private Equity Night Committee and former Vice President, Bridge Finance Group. "Mortgage related write-downs compounded an across-the-board repricing of risk, a shrinking universe of credit providers, and a lack of confidence in near-term corporate sales and earnings projections. Added together, this environment has led many companies to delay or reconsider accessing capital markets. The potential good news is that we've probably been heading down for longer than initially estimated which means we're closer to coming out of it than previously thought."

Most private equity respondents say they have not adopted fair value accounting standards consistent with FAS 157.

- Have adopted (40%);
- Plan to adopt (26%);
- Do not plan to adopt in near term (34%).

Many private equity firms plan to mark down their portfolio company values in their next quarterly statements.

- Plan to mark down (40%);
- Plan to hold steady (55%);
- Plan to mark up (4%).

For a copy of the full survey results, please go to www.acg.org.

Bringing the Bank to Clients

Irwin Union Bank, located in Orange County and headquartered in Columbus, Indiana, has flourished by following an independent, community-minded banking strategy. The Bank has developed a competitive advantage versus its larger commercial and retail banking rivals by focusing on relationships, providing highly personalized services and leveraging practical technologies to make banking far more convenient for its clients.

The history of Irwin Union Bank can be traced to a safe in a Columbus, Indiana, dry goods store in the 1860s. The store's owner, Joseph I. Irwin, was well respected in the community and other merchants in town trusted his integrity enough to keep their cash in the store's safe (known as the "safest safe" in town). When a worker tried to cash a "check" from his employer which, legend has it, was written on sycamore bark, Irwin realized he was in the banking business. Irwin opened a banking department in his store. In 1871, when another bank in town failed, he officially established Irwin's Bank as a separate entity.

Today, Irwin Union Bank, a wholly owned subsidiary of Irwin Financial Corporation (NYSE: IFC) has grown to operate locally managed banks in ten Midwest and Western states including Indiana, Michigan, Utah, Nevada, Arizona, Missouri, Nevada, New Mexico, Wisconsin, Kentucky, and California. Irwin Union Bank continues to focus on the principles that allowed its founder to succeed: integrity, personalized service, local management, and financial solutions tailored to meet the needs of our clients. Refreshingly, the Irwin family still holds controlling interest in the bank and a fifth generation member of the family is at the helm of Irwin Financial Corporation (the Bank's parent company).

Irwin Union Bank offers a full suite of personal and business banking products and services. From commercial lending and cash management services for business clients to platinum checking, CDs, mortgage options, loans and investments for retail consumers, the Bank provides the mix of financial services solutions that you would expect to find from industry providers. However, Irwin sets itself apart from its peers based on the Bank's uncommon ability to serve business clients. Irwin Union strives to 'bring the bank' to our clients by offering convenient options such as courier services, microbank™ and robust online banking via IrwinUnion.com.

By remaining flexible and highly responsive to the needs of clients, the Bank has become known as a valuable resource in the Orange County business community. Those clients often look to Irwin Union Bank for information and business advice. The Bank, which also fosters a highly entrepreneurial culture, focuses its operations on offering services that enable businesses to worry less about banking so more time can be spent concentrating on business demands.

For more information on Irwin Union Bank, please visit our Web site at www.IrwinUnion.com. Contact Caroline Harkins, Market President, Irwin Union Bank at 714.850.6441 or caroline.harkins@irwinunion.com

Lending Crisis Rocks Middle Market Buyouts

This is an unsettling period for private equity. The constriction of credit following the collapse of Lehman Brothers precipitated a sharp decline in deal volume within the middle-market. Now desks suddenly appear less cluttered than they did a few months ago.

So for those deals that are getting done, what does the lending market look like? Well, that depends. For larger deals, most all of the traditional sources of debt capital disappeared with the breakdown of the syndication market for senior debt. Within the middle-market, some of the traditional players are still "open for business." However, the terms for new deals after the Lehman collapse reflect a severe reluctance to take risk by senior lenders.

Larger spreads

The October issue of Buyouts Magazine reported that the average spread for investment-grade senior loans had increased from 225 basis points to 625 basis points above Libor. Our review of commitment letters for lower middle-market deals (senior facilities under $100 million) issued since the Lehman Brothers collapse indicates that spreads range anywhere from 525 to 800 basis points above Libor. Many of these loans have a Libor floor of around 300 basis points. The wide range in rates reflects both the weakness in the senior debt market and the variability of these particular credits.

Lower leverage ratios

Recent term sheets reflect a reduced appetite for leverage. Buyouts Magazine reported senior leverage in mid-market deals had fallen from 4.7x to 2.9x. from Q2 2007 to Q2 2008. From the commitment letters we have reviewed for middle market deals, that number appears more like 2.5x in Q3.

Larger equity checks

The lower leverage has caused private equity sponsors to write larger equity checks. This trend will continue until sellers agree to accept lower sales price multiples or the lending markets become more robust. Equity checks, which include management re-investments, are approaching 50% of the purchase price in many transactions.

Sub-debt resurgence

Subordinated debt lenders have stepped up to help fill the void created by the lack of senior lending. Sources of mezzanine funding are stable and less reliant on the syndication market. However, interest rates (historically in the range of 13% to 17%), seem to be inching higher. Non-call options, which prevent companies from repaying debt within a set period of time, have become standard and in some cases lenders are also asking for warrants.

Although these are challenging conditions, most private equity sponsors are still positive on the opportunities and have healthy amounts of capital to invest at the present time. It will take some time for lenders to return to the market with renewed confidence. The $250 billion infusion from the Treasury to purchase preferred stock of qualified financial institutions will help, but not overnight.

For more information about Paul Hastings, please visit www.paulhastings.com.

Financing Alternatives in the Turbulent Market

by Lisa Westhafer, Vice President, PNC Business Credit

A turnaround is usually defined as a sharp, positive reversal in the performance of a company; but the current market is anything but usual. While economic cycles are anticipated by experienced business executives and investors, the magnitude of the current credit crunch and cascading impact throughout the economy is most extraordinary and ongoing.

With nonaccruals and delinquencies reaching the highest levels in four years (Risk Management Association, May 9, 2008), many credit facilities are being renegotiated with tighter structures, increased pricing, and in many cases, different lenders. While these deals may not meet the traditional definition of turnaround financing, they may be able to seek the necessary capital from an experienced asset-based lender.

Turnaround financing traditionally suits companies that have found themselves in the midst of tough times, have identified areas to improve their financial performance, and have implemented a profit improvement program. Every day, covenants are being breached by companies whose performance is reflective of today's economic environment. To make matters worse, few banks or other traditional lenders want to take on the risk associated with turnaround loans because of the subprime mortgage fallout.

Many deals landing on the desks at asset-based lenders today could be labeled as "broken deals." Whether the prior lender is looking to exit the relationship or the borrower is seeking funding sources for other reasons, lenders with liquidity are still willing to underwrite asset-based deals for those companies that meet certain parameters. The terms are very much like those designated in "turnaround financing." The only difference may be the absence of a specialized team of turnaround consultants.

Asset-based lenders can expect this current wave to continue as businesses seek to renegotiate the terms of their loans or find new lenders. Each of these deals will most likely have some terms or conditions that will look and feel like turnaround financing. Whatever the label, business executives will be tightening the belt a little more and looking for those cost efficiencies to enable their business to emerge safely from this tight credit market.

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Lisa Westhafer is Vice President with PNC Business Credit, the asset-based lending arm of PNC Bank, National Association, a member of The PNC Financial Services Group, Inc. For information regarding PNC's asset based and cash flow lending capabilities, Lisa can be reached at (949) 273-8835 or lisa.westhafer@pnc.com

Capital Preservation and Growth through the Implementation of Operational Excellence

by Tim Ristoff, TriVista Business Group Inc.

Who wins in times of business uncertainty, global economic challenges, and periods of chaos? History has demonstrated that "Operationally Excellent" companies not only survive during times of economic uncertainty, but become stronger.

We all know that in good times, when demand outpaces supply, that even the poorest of performers can effectively sell their products and make a profit. However, when demand diminishes and the power shifts once again to the customer, actions speak louder than words – exceptional quality, on-time delivery, reduced lead times and of course "excellent pricing" all become part of the equation. The best companies in the world seize this opportunity to differentiate themselves – making them more efficient, more focused and more profitable.

So what does it mean to be "Operationally Excellent?" At TriVista, we would subscribe that an "Operationally Excellent" company is one that balances continuous process improvements such as cycle time reduction, supply chain velocity and design for manufacturability while enhancing and building the leaderships operational skills and value system across the organization. Far too often an organization focuses on one activity and not both. A recent article in Fortune Magazine regarding the transformation of Home Depot is a great example. The prior CEO focused relentlessly on the operational effectiveness of the company and missed the fact that unhappy leaders across the organization resulted in poor customer service and store cleanliness, ultimately resulting in lower sales and profit. However, through inclusion, education and a focus on the *most critical* operational activities, a company's leadership can help ensure capital preservation and growth - even in the most difficult of economic times. This powerful combination is what TriVista refers to as "Operationally Excellent."

Weathering today's economic storm is not enough for Private Equity investors. Today's most successful Private Equity firms are aligning themselves with operational advisors that can provide greater insight into operational efficiency and thus greater velocity. Velocity is the key to driving cash flow, increasing customer satisfaction and ultimately greater profit. Velocity in a company's supply chain, manufacturing process and new product development process will drive meaningful and sustainable financial results both in the short term as well as in the long term.

Most Private Equity firms make the decision to buy a company both on the financial merits of the company as well as the leadership talent. As such, helping this same talented team of leaders grow and embrace the benefits of operational excellence is critical. Likewise, it is imperative that the continuous improvement initiatives deployed be adapted to the size, culture and maturity of the business.

About TriVista Business Group Inc.

TriVista Business Group is a boutique management consulting and advisory firm focused on creating value for middle market private equity firms across three main service areas – Transaction Advisory, Operational Performance Improvement, and Global Supply Chain TriVista has offices in San Juan Capistrano, CA and Tianjin, China.

Tim Ristoff is Managing Director and CEO of TriVista Business Group Inc. For more information, please phone 949-218-4830 or visit TriVista's website at www.trivistabuisnessgroup.com.


Adaptability is Key to Survival
Today's economic uncertainty presents unique challenges for business owners, private equity firms and legal advisors looking for new ways to structure their deals, enhance their portfolios or reach their financial goals.
At McGladrey Capital Markets, our experienced professionals understand these challenges and work closely to bring business owners and members of the M&A community together by tailoring investment banking solutions to fit the needs of each unique transaction. It's the kind of service that makes McGladrey Capital Markets the largest, most active investment bank headquartered in Orange County and one of the nation's top 20 M&A advisory firms.
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Private Equity Night Participating Companies

Company Name, Address, Website	Contact Name, Phone	Years in Bus.	Revenue	Equity Investment	Preferred Industries	Visit the Web site at www…
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Audax Group 101 Huntington Ave. Boston, MA 02199	Edward Feuerstein 617.859.1500	10	$25M-$350M	$10M-$100M	Industrial Mfg., Consumer Healthcare, Tech., Aerospace…	*audaxgroup.com*
Bertram Capital Partners 800 Concar Dr., Ste 100 San Mateo, CA 94402	David Hellier 650.358.5083	2	$20M +	$20M-$100M	Bus. Serv., Healthcare, CleanTech, Aerospace Mfg. & Operations	*bertramcapital.com*
Bison Capital 10877 Wilshire Blvd., Ste. 1520 LA, CA 90024	Ping Chu 310.260.6574	7	$15M-$400M	$10M-$45M	Generalists	*bisoncapital.com*
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Compass Equity Partners 24422 Ave. de la Carlota, Suite 370 Laguna Hills, CA 92653	Pat Maciarello 949.420.0700	11	$25M-$600M	$20M-$50M	Industry Agnostic	*compassequity.com*
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Excellere Partners 100 Fillmore - Ste. 300 Denver, CO 80206	Ryan Heckman 303.765.2400	2			Healthcare, Life Sciences, Education/Training, Financial…	*excellerepartners.com*
FdG Associates 11601 Wilshire Blvd., Suite 2160 Los Angeles, CA 90025	Kyle Wheeler 310.478.8736		$40M-$200M	$15M-$50M	Business & Financial Services, Consumer Products & Services, Value-added Distrib.	*fdgassociates.com*
Grey Mountain Partners 1426 Pearl St. Ste. 400 Boulder, CO 80302	Ben Ault 303.449.2181	6	$30M-$200M	$15M-$40M	Mfg., Business Services, Healthcare, General Distribution	*greymountain.com*
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HIG Capital 1001 Brickell Bay Dr., 27th Floor Miami, FL 33131	Bob Lee 415.439.5500	15	Up to $2.0B	$1M-$100M	Materials, Chemicals, Industrials, Defense, Media, Healthcare…	*higcapital.com*
KCB Management 117 E. Colorado Blvd. Ste.400 Pasadena, CA 91107	Robert Blair 626.356.0944	22	$3M-$50M		Retail, Consumer, Healthcare, Business Prod. & Services…	*kcbm.com*
Key Principal Partners 50 California St., Ste. 2525 SF, CA 94111	Greg Davis 415.692.4658	11	$25M-$250M	$7M-$40M	Manufacturing., Distribution, Business Services	*keyprincipalpartners.com*
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Riordan, Lewis & Haden 18300 Von Karman #730 Irvine, CA 92612	Murray Rudin 949.428.2200	26	$20M-$250M	$10M-$35M	Business Services, Outsourcing, Healthcare	*rlhequity.com*
River Associates Investments 633 Chestnut Street #1640 Chattanooga, TN 37450	Mark Jones 423.755.0888	18	$15M-$80M	$2M-$10M	Opportunistic, Manufacturing, High-Margin Distribution, Industrial Services	*riverassociatesllc.com*
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Sun Capital 11111 Santa Monica #1050 LA, CA 90025	John Beauclair 310.473.1116	14	$50M-$5B	$10M-$200M	All Industries	*SunCapPart.com*
The Riverside Company 1453 3rd St.-Suite 305 Santa Monica, CA 90401	Beth Page 310.499.5080	20	$1M-$100M	$3M-$30M	Healthcare, Training, Franchising, Consumer Packaging	*riversidecompany.com*
TSG Consumer Partners 600 Montgomery St. #2900 SF, CA 94111	Hadley Mullin 415.217.2321	21	$10M-$500M+	$10M-150M+	Consumer	*tsgconsumer.com*
Vance Street 11150 SM Blvd. #750 LA, CA 90025	Jake Blumenthal 310.231.7113	20+		$50M-$200M	Aerospace & Defense, Precision Mfg., Bus. & Healthcare Services	*vancestreetcapital.com*
Vintage Capital 11611 San Vicente Blvd. 10th Floor LA, CA 90049	Mark Sampson 310.979.9090	7	$20M-$250M	$5M-$20M	Manufacturing & Business Services	*vintagecapitalgroup.com*
VMG Capital 55 Francisco St. #400 SF, CA 94133	Scott Case 415.385.5579	3	$10M-$200 M	$10M-$60M	Consumer Products	*vmgpartners.com*
Weston Presido Pier 1, Bay 2 SF, CA 94111	Sean Honey 415.249.7832	17	$25M-$1B	$10M-$150M	Consumer, Retail, Business Services, Industrial Growth, Media, Tech	*westonpresidio.com*
Windjammer Capital 610 Newport Center #1100 NB, CA 92660	Matt Anderson 949.720.4204	18	$30M-$300M	$20M-$100M	Niche Mfg, Business Services, Value Added Distribution	*windjammercapital.com*

Leads. Resources. Results.

Leveraging membership in ACG OC to drive your business and career.

Hundreds of professional organizations in Southern California cater to a myriad of specific markets and business interests. But only one stands as the hub of professional services knowledge, leadership, and networking in Orange County — the Association for Corporate Growth, Orange County chapter (ACG OC).

Yet, given today's turbulent economic environment, can you afford to join?

The answer is simple: You can't afford not to, especially in a time of uncertainty, because knowledge-sharing and networking are more important than ever to survival and success.

ACG OC is the premier umbrella organization of business leaders dedicated to helping one another generate the leads and resources they need to deliver results, grow their business, and advance their careers.

We know the people and companies who make things happen

Orange County is the nexus of Southern California's economic engine. Draw a 90-mile radius from the heart of Orange County and you've captured the lion's share of middle market activity in the region. For over 25 years, ACG OC has provided its members unprecedented access to the leaders of this middle-market development and growth. At nearly 400 members and growing, our membership is composed of:

- Corporate development officers;
- Private equity investors;
- Investment bankers;
- Banks and finance companies;
- Transactional law attorneys;
- CPAs;
- Marketing communications experts;
- Real Estate firms;

Other professional service firms focused on building value in middle-market growth companies.

No veneer, just business opportunity after opportunity

A professional organization is defined not just by its mission, but also by its culture. What makes membership in ACG OC valuable is its unique culture; our only aim is to help one another drive business. No veneer, just opportunity after opportunity to connect with people who can help you. Ours is a community committed to collaborative partnerships and world-class service to one another to enhance business development and build strong, mutually beneficial relationships.

According to Tracy Albert, ACG OC President and Managing Director of Houlihan Lokey Howard & Zukin, an international investment bank, "ACG OC is where business happens. Whether you are an existing member or are considering joining, ACG OC has something for everyone. You'll find a multitude of events, activities, and programs to help you connect with the faces you want to meet in Orange County to support your networking and business development efforts."

Focus on Results

The heart of ACG OC lies in its focus to create opportunities for members to network and interact with other members through events and educational programs, committees and pods, and one-on-one meetings. These three areas of activity are highly integrated and form the basis of core benefit for its members — access, involvement, and success.

Events and Educational Programs

***Events**:* ACG Evening Events are the highest-profile, premiere networking events on our calendar. We organize and host 10 to 12 evening events each year. Each is focused on a specific theme such as Private Equity, Annual Awards and Taste of ACG OC.

Events typically run from 5:00 p.m. to 7:30 p.m. on the second Thursday of the month and usually feature a specific theme as well as dinner and cocktails with thought leaders from the Orange County business community. Past events have featured such luminaries as John Wooden. Depending on the event, attendance ranges from 100 to 500+ and includes a mix of ACG OC members and non-members from the Orange County, Los Angeles and San Diego business communities.

Educational Programs: ACG Academy is the professional development and education arm of ACG OC that concentrates on professional education and topical information. In addition to excellent networking opportunities, the events are designed to refine knowledge or techniques that will directly result in new business opportunities. The Academy hosts six to eight breakfast events each year. Each event is focused on an aspect of professional or educational development such as improving networking and business development skills, reacting to current market conditions, understanding business trends, etc.

The events run 7:30 a.m. to 9:30 a.m. on the third Thursday of the month and usually feature a speaker or panel of thought-leaders from the Orange County business community. Past events have included an economic forecast from the Federal Reserve, Effective Networking and Brand-Based Strategic Planning. Event attendance is usually 75 to 125 people and includes a mix of ACG OC members and non-members from the Orange County, Los Angeles and San Diego business communities.

Committees and Pods

Committees: Joining an ACG OC committee is the best way to network within the organization and grow your rolodex. Our committees perform the most important work of the association, and provide the unparalleled access to Orange County business leaders. Committees include:

- Academy
- ACG Cup
- Annual Awards
- Corporate Relations
- Events
- Leads & Resources
- Marketing
- Membership
- Networking
- Past Presidents
- Private Equity
- Sponsorship
- Strategic Planning

PODs: POD stands for Professionals Opening Doors. PODS were developed as a way to help ACG OC members better leverage their membership. A POD is a smaller networking group created with the sole purpose of helping members develop relationships and refer business. How PODs work is simple: One or two members sponsor the POD, 8 to 10 other members join, and these members meet on a regular basis to build relationships, trade industry intelligence, and share new business leads. As participants find value and build relationships, they split off into their own PODs to continue the flow of business and leverage an ever increasing number of potential referral partners. Other POD members stay with the same group for several years in order to build greater depth & breadth with each member.

One-on-One Meetings

The real benefit of ACG OC membership is found in the countless one-on-one meetings that result from initial contacts at events, educational programs, committee meetings and activities, and POD involvement. One-on-one meetings are where competitors become collaborators; where service providers become partners; and where strangers become friends.

Advance your business and advance your career by joining ACG OC. Please contact Erin Bello (acgoc@associationplanet.com), ACG OC Executive Director, at 714-259-1229 or visit the website at ACGOC.org.

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The Board of Directors of the Orange County Chapter of the Association for Corporate Growth wishes to thank our sponsors and the private equity community for their generous support of the 7th Annual Private equity Marketplace

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The Leading Authority on Corporate Growth

7TH ANNUAL

PRIVATE EQUITY MARKETPLACE

DEAL FLOW & WINE TASTING EVENT

THURSDAY, JANUARY 15, 2009
5:00PM - 8:00PM

MARCONI MUSEUM
1302 Industrial Drive
Tustin, CA 92780

RSVP
714.259.1224 OR ACGOC.ORG

COST
EARLY: $50 FOR ACG MEMBERS;
$95 FOR NON-MEMBERS
AFTER JAN 9TH:
$75 FOR ACG MEMBERS;
$125 FOR NON-MEMBERS

We invite you to join us for networking, socializing and wine tasting at ACG Orange County's premier event:
The 7th Annual Private Equity Marketplace

We are expecting over 400 attendees from the M&A Community such as:

PRIVATE EQUITY FIRMS
INVESTMENT BANKERS
ATTORNEYS
INTERMEDIARIES
CEO'S
CFO'S
COMMERCIAL BANKERS

ACG Orange County

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