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The Private Equity Financial Management Summit

Effective Tax, Accounting & Operational Best Practices
for Buyouts, Mezzanine Funds & Venture Capital

May 21th & 22th 2008

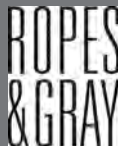
The Harvard Club,
New York

Day 1:

Finance Operations

- Best practices guide
- Capital account maintenance
- Fundraising strategies
- Improving the LP relationship
- Portfolio company management
- Lessons in valuation and audits
- Fine tuning for finance & accounting teams
- Alternative vehicle management & maintenance

Platinum Sponsor:



Day 2:

Tax Practices

- Emerging tax trends
- International & cross-border tax practices
- Domestic tax best practices
- Implementing FASB 157 & FAS 159 fair-value measurement standards
- New developments in regulatory tax issues, disclosures and accounting issues
- Innovative exit strategies

Silver Sponsor:



For CFOs, COOs, CAOs, Controllers & Back Office Partners

To Register:

Call 800-280-8440 or visit us at www.frallc.com

The Conference Sponsor



Financial Research Associates provides the financial community with access to business information and networking opportunities. Offering highly targeted conferences, FRA is a preferred resource for executives and managers seeking cutting-edge information on the next wave of business opportunities. Please visit

www.frallc.com for more information on upcoming events.



LEA is a division of Financial Research Associates, bringing the full weight of its parent company behind it. At LEA we provide highly focused and sophisticated conferences to the legal world. LEA offers many different events that will appeal to a wide range of attorneys and firms, and all are highly specialized in their topic choice. For more information visit www.legaledu.com

Hear Fund Perspectives From:

Citi Private Equity, Draper Fisher Jurvetson, Bessemer Venture Partners, Catterton Partners, Fairhaven Capital, Cornerstone Equity Partners, Pfingsten Partners, HarbourVest Partners, Lubert-Adler Management Company, L.P., Monitor Clipper Partners, Boston Ventures, Newbury Partners, Founders Equity, TVM Capital, New Mountain Capital, Paul Capital Partners, Cortec Group, Landmark Partners

Are you still operating your firm with entry-level finance practices?

It's time to take off the training wheels and take your firm to a higher level. **FRA's Private Equity Financial Management Summit** is a sophisticated two-day event designed for CFOs, COOs, controllers and back office partners to help you improve your firm's financial function and effectiveness. The event has been strategically broken up into two comprehensive days focusing on finance operations and effective tax practices. Whether you're a small, middle or large firm, our distinguished speaking faculty will show you how to **enhance your firm's effectiveness** and **streamline your financial management operations**.

We've brought together private equity's best to show you new strategies and techniques to strengthen your firm's operations, tax and accounting teams. Together they will cover:

- **Best practices** for CFOs, COOs, CAOs and controllers
- **Capital account maintenance** strategies
- Management techniques for **portfolio companies**
- Overview of **co-investments, hybrids** and other **alternative vehicles**
- New ways to approach **valuation**
- Creative **capital raising** techniques
- Tools for improving your **LP relationships**
- Practical advancements in **IT, IR/communications** and **outsourcing**
- Latest **tax trends** and **emerging issues** facing private equity funds
- **Cross-border** and **international tax** formation and structure
- Straight forward approaches for dealing with **domestic tax challenges**
- New **reporting** and **guideline** updates
- Innovative **exit** strategies

And much much more!

As the private equity marketplace is growing increasingly competitive, it is crucial for your firm to tighten and strengthen its financial management. **The Private Equity Financial Management Summit will help you get the competitive edge!**

Register today! Call 800-280-8440 or register online at www.frallc.com.

Sincerely,

Alyson Runnion

Alyson Runnion, *Conference Director*
FINANCIAL RESEARCH ASSOCIATES, LLC

P.S. This is the **ONLY** conference dedicated to upper-level CFOs, COOs and controllers.

Media Partners



Our Distinguished Speaking Faculty:

John Taylor, **NATIONAL VENTURE CAPITAL ASSOCIATION (NVCA)**
Mark Greenstein, **DRAPER FISHER JURVETSON**
Sandy Grippo, **BESSEMER VENTURE PARTNERS**
Gerald Esposito, **NEWBURY PARTNERS, LLC**
John R. Scerbo, **CATTERTON PARTNERS**
William Austin, **CORNERSTONE EQUITY INVESTORS, LLC**
William F. McCormack, **ROPES & GRAY, LLP**
Michael W. Taylor, **HARBOURVEST PARTNERS, LLC**
Adam Weinstein, **NEW MOUNTAIN CAPITAL, LLC**
Benjamin Lichaa, **CORTEC GROUP**
Eric Emrich, **LUBERT-ADLER MANAGEMENT COMPANY, LP.**
Cheryl Goyette, **FAIRHAVEN CAPITAL**
Rom Watson, **ROPES & GRAY, LLP**
April Evans, **MONITOR CLIPPER PARTNERS**
Catherine Bird, **BOSTON VENTURES**
Tina St. Pierre, **LANDMARK PARTNERS**
Jeffrey Cote, **PFINGSTEN PARTNERS, LLC**
Jay Milkes, **ROPES & GRAY, LLP**
Randall Schwed, **PAUL CAPITAL PARTNERS**
John DiBello, **TVM CAPITAL**
Dolores Arton, **FOUNDERS EQUITY**
Dan Kolb, **ROPES & GRAY, LLP**
Fred Sroka, **PRICEWATERHOUSECOOPERS**
Steve Clausen, **ERNST & YOUNG**
Arnold May, **PROSKAUER ROSE**
Arturo Requenez, **McDERMOTT, WILL & EMERY**
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Johnny Randel, **CITI PRIVATE EQUITY**
Dan Byrne, **ROTHSTEIN KASS**

Who Should Attend?

- Chief Financial Officers
- Chief Operating Officers
- Controllers
- Treasurers
- Tax Managers/Partners
- Senior Finance Partners
- Operating Executives
- General Counsel
- Directors of Investor Relations
- Chief Accounting Officers
- Back Office Partners
- Service Providers

Top Reasons to Attend

- Sharpen your skill sets with our advanced best practices guide
- Take your firm's finance function to higher levels of effectiveness
- Hear the financial management secrets used by private equity's leading CFOs
- Attend 2 comprehensive days strategically divided into finance operations and tax practices
- Discover new ways to approach valuation
- Learn how to better manage your portfolio companies
- Get hands on with our popular capital account maintenance course
- Broaden your tax practices in both domestic and foreign markets
- Hear how to improve your relationships with LPs
- Discover the benefits of outsourcing
- Learn about the latest innovative exit strategies
- Network with private equity's key players!

To Register: Call 800-280-8440 or visit us at www.frallc.com

DAY ONE – MAY 21, 2008

OPERATIONAL BEST PRACTICES

8:00 – 9:00 Registration and Continental breakfast

9:00 – 9:15

Chair's Welcome

Chairperson:

William F. McCormack, *Senior Partner*
ROPES & GRAY, LLP

9:15 – 10:30 THE DEFINITIVE GUIDE!

Best Practices: The Only Guide You Need Through 2009

Our panelists will give you a comprehensive crash course in best practices for CFOs, COOs, CAOs and controllers to help maximize day-to-day financial operations and implement management solutions. This panel will speak to both small and large firms.

- New firm start-up and creation issues
- Analyzing finance management: Treasury, cash management, banking, bridge and lines of credit
- Managing third-party vendors: Lawyers, accountants and others
- CFOs serving as the human resources department in a small firm
- Lessons on how to evaluate and constantly refine the firm's strategies on outsourcing to maximize efficiency and to control costs
- Strategies for figuring out ways to leverage other resources for the benefit of the firm
- How to adapt the best practices of larger firms to a smaller firm environment, without making the firm too bureaucratic
- Broadening your skill set to be a successful CFO at a small firm

Panelists:

Mark Greenstein, *CFO*
DRAPER FISHER JURVETSON

Gerald Esposito, *CFO*
NEWBURY PARTNERS, LLC

Catherine Bird, *CFO*
BOSTON VENTURES

Dolores Arton, *Principal & CFO*
FOUNDERS EQUITY

Moderator:

John Taylor, *Research*
NATIONAL VENTURE CAPITAL ASSOCIATION (NVCA)

10:30 – 10:45 Mid-Morning Networking & Refreshment Break

10:45 – 11:45

Capital Account Maintenance: Necessary Fundamental Economics for Every CFO, Controller & Manager

- Side-by-side comparison:
 - 704(b)
 - Tax
 - GAAP
- Best practices in GAAP and tax reporting
- Best practices for distributions and return of contributions
- Best practices for tax allocations

Speakers:

John R. Scerbo, *CFO*
CATTERTON PARTNERS

Eric Emrich, *CFO*
LUBERT-ADLER MANAGEMENT COMPANY, LP.

Jay Milkes, *Partner*
ROPES & GRAY, LLP

Case Studies
& Hands-On
Examples

11:45 – 12:30 FUNDRAISING TECHNIQUES!

The Quest for Capital: Strategies for Tapping into Better Sources & Maintaining LP Satisfaction

- Hear brand new trends and emerging practices in the fundraising market
- Looking to the public markets for capital
- Strategies for leveraged recapitalization
- Building from within: How can the back-office help?
- Withholding tax considerations you should be thinking about
- Analyzing phantom income issues
- Navigating rules for denial of interest deductions
- Boosting the LP relationship and improving LP satisfaction

Speakers:

Michael W. Taylor, *Managing Director*
HARBOURVEST PARTNERS, LLC

Gary B. Mandel, *Partner*
SIMPSON THACHER & BARTLETT, LLP

12:30 – 1:30 Luncheon

1:30 – 2:30

Portfolio Company Housekeeping: Strategies for Monitoring and Managing Portfolio Companies & Dealing with M&As

- Analyzing challenges when faced with M&A integration
- How successful have mergers and acquisitions been in private equity?
- How do you increase the probability of success in M&A due diligence and integration
- Strategies for cost reduction
- Designing a plan for managing portfolio company finances
- Implementing the plan
- Building a relationship with the portfolio company as you build the senior team
- Recruiting and staffing for portfolio company management
- Strategies for improving the management operations team
- Generating revenue recognition

Speakers:

John DiBello, *COO*
TVM CAPITAL

2:30 – 3:30

Valuation: Mastering the Phrase "Subject to Interpretation"

- Reinventing the global standard of valuation guidelines
- High-level case study examples of valuation scenarios
- Hands-on applications of best valuation practices
- What are M&A values of private equity today? What is the outlook?
- Mapping out the role of a CFO in the valuation process
- When is using a third-party valuation firm appropriate?
- How to satisfy the auditors
- Lessons learned in the 2007 audit
- Fair value analysis: Is fair value fair?
- How have things changed with your LPs?
- What is it that the GPs are being asked for by their LPs?

Panelists:

Randall Schwed, *Controller*
PAUL CAPITAL PARTNERS

Adam Weinstein, *Controller*
NEW MOUNTAIN CAPITAL, LLC

Sandy Grippo, *CFO*
BESSEMER VENTURE PARTNERS

Moderator:

John Taylor, *Research & Financial Affairs Executive*
NATIONAL VENTURE CAPITAL ASSOCIATION (NVCA)

3:30 – 3:45

Mid-Afternoon Networking & Refreshment Break

To Register: Call 800-280-8440 or visit us at www.frallc.com

3:45 – 4:30

Fine Tuning for Finance & Accounting Teams

- Tools for forming the best investor relations team
- New IT you should be budgeting for now
- How can outsourcing help you?
- Uncovering the hottest gadgets and web services
- Strategies for boosting IR communications
- Analyzing the direct effects your team has on the funds' productivity

Speakers:

Sandy Grippo, *CFO*

BESSEMER VENTURE PARTNERS

April Evans, *Partner & CFO*

MONITOR CLIPPER PARTNERS

Tina St. Pierre, *Principal*

LANDMARK PARTNERS

4:30 Day One Sessions Adjourn



4:30 – 5:30

Cocktail Reception Immediately Following

Sponsored by Ropes & Gray, LLP

**ROPES
& GRAY**

DAY TWO – MAY 22, 2008 TAX & ACCOUNTING BEST PRACTICES

8:30 – 9:00 Continental breakfast

9:00 – 9:10

Chair's Welcome & Day One Re-Cap

Chairperson:

William F. McCormack, *Senior Partner*

ROPES & GRAY, LLP

9:10 – 10:30

Emerging Trends and Key Tax Issues Facing Private Equity, VC & Mezzanine Funds

- What's on the horizon for 2009?
 - Forecasting what's to come in venture capital and private equity tax
- Investing in and structuring LP investments; accommodating LP investors on tax-related issues
- Clarifying what role is played by economists in setting and defending prices for transactions between affiliates in members of corporate groups
- Hear the latest trends and understand what's working and what isn't

Speakers:

Arnold May, *Partner*

PROSKAUER ROSE

Perry Urken, *Vice President*

THE BALLENTINE BARBERA GROUP, A CRA INTERNATIONAL COMPANY

9:30 – 10:45 CROSS-BORDER MASTER-CLASS!

International Tax: Formation & Structure Workshop

- Overview of tax implications for foreign market & cross-border investments
- Exploring China & India funded structure & formation
- Discover the advantages of European tax regulations and requirements
- Learning how to effectively set-up overseas offices

Speakers:

Arturo Requenez, *Partner*

McDERMOTT, WILL & EMERY

Philip Wagman, *Partner*

CLIFFORD CHANCE

Rom Watson, *Partner*

ROPES & GRAY, LLP

Moderator:

Steve Clausen, *Partner*

ERNST & YOUNG

10:45 – 11:15 Mid-Morning Networking & Refreshment Break

11:15 – 12:30 ALL IN ONE DOMESTIC TAX COURSE!

Domestic Tax: Straight Forward Approaches to Structure & Formation

- Fund formation basic strategies & techniques
- Overview of fund structuring issues:
 - Clawback provisions
 - Using parallel funds
- Effective structures for new fund formation: Critical tax issues in creating a new fund
- Innovative & creative tax techniques to avoid UBTI/ECI
- What you should know about investing in LLCs and other pass-through entities
- The Venture Capital Operating Company (VCOC) exception:
 - The importance of qualifying as a VCOC
 - Certain issues with non-US investments
 - Investment structures and their VCOC consequences
- Winning strategies for DOL plan asset rules: ERISA & VCOC & the less than 25% exception
- How to comply with the 25% exception
- Changes from the Pension Protection Act of 2006

Panelists:

Phyllis Schwartz, *Partner*

SCHULTE ROTH & ZABEL

Jeffrey Cote, *CFO*

PFINGSTEN PARTNERS, LLC

Cheryl Goyette, *Partner & CFO*

FAIRHAVEN CAPITAL

Dan Kolb, *Partner*

ROPES & GRAY, LLP

Moderator:

Joseph (Tony) Hugg, *Partner*

DLA PIPER

12:30 – 1:30 Luncheon

1:30 - 2:30 BRAND NEW UPDATES!

Reporting & Guideline Updates: A Guide to Implementing & Integrating the Changes

- Implementing FASB 157 & fair value measurement standards
- Analyzing FIN 48 issues and its impact
- Dealing with FAS 159 fair value options
- PEIGG valuation guidelines
- What does GAAP require of private equity funds?
- Impact of FIN48: What you need to know for 2009
- Other developments in regulatory tax issues, disclosures and accounting issues
- Recent financial accounting changes: Update on financial reporting and disclosure changes
- Developments in regulatory tax issues, disclosures and accounting issues

Speakers:

Fred Sroka, *Partner*

PRICEWATERHOUSECOOPERS

Perry Urken, *Vice President*

THE BALLENTINE BARBERA GROUP, A CRA INTERNATIONAL COMPANY

2:30 – 3:30

Getting Ready for the Exit: Innovative Exit Strategies & Preparation Techniques

- Reverse mergers, SPACS, and other public market exits
- IPOs: Are they the way to go?
- Explore what IPO opportunities are open
- Strategies for tackling the challenges of existing venture investments
- What valuation decisions you need to be making at the time of an exit
- What about secondary market participants and buyouts?
- Looking at M&A as the best option
- Creating flexible structures for minimizing tax on the exit
- Obtaining qualified dividend treatment
- Minimizing dividend income on leveraged recapitalization receiver
- Common legal issues involved in exits

Speakers:

William Austin, *CFO*

CORNERSTONE EQUITY INVESTORS, LLC

Christopher M. Leich, *Partner*

ROPES & GRAY, LLP

Dan Byrne, *Partner*

ROTHSTEIN KASS

To Register: Call 800-280-8440 or visit us at www.frallc.com

3:30 - 4:30

CO-INVESTMENTS, HYBRIDS & OTHER CREATIVE VEHICLES!

New Alternative Investment Vehicles: Comparing These Vehicles and Their Tax, Accounting & Operational Issues

- Analyzing late stage co-investing and alternative investment vehicles
- Overview of alternative fund investment opportunities
- Co-investing rights and set-up
- Looking at hybrid funds for PEs
- Operational issues with respect to illiquid securities; drafting the right documents
- Accounting for performance of liquid & illiquid securities
- Incentive allocations: Computation and timing issues
- Alternative regulatory issues to be on the look out for
- Applying GAAP & CAAS to illiquid securities
- Tax & accounting issues with respect to illiquid securities: Drafting the right documents
- Hear about management fee offsets
- Deconstructing side-letters
- Do these types of alternative investments make sense or is there a better way?

Speakers:

Johnny D. Randel, CFO

CITI PRIVATE EQUITY

Benjamin Lichaa, Controller

CORTEC GROUP

Lee Allison, Partner

ROPES & GRAY, LLP

4:30

Conference adjourns

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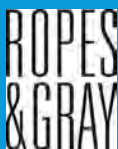
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Upon conclusion, this program will be submitted for review and approval to the NY State Board of CLE. Approval decision timeframe from NY State CLE Board is approx 24-36 weeks. Certificates will be sent upon receipt of approval.

The company policy for financial hardship guidelines and procedures is as follows.

Financial Research Associates' hardship policy is handled on a case-by-case basis. For those who cannot afford the standard fee to attend, our executive committee reviews each request for a reduced fee and will in nearly all cases accommodate the person needing to attend at a reduced fee. This reduced fee is determined by contacting the person directly and determining how much s/he can afford to pay. Typically, sole practitioners or attorneys in offices with fewer than 5 employees with revenues of less than \$500,000 per year are entitled to a 20% discount.

Platinum Sponsor:



Ropes & Gray LLP has one of the largest private equity practices in the country as well as an extensive international private equity practice, and advises on all tax aspects of private equity funds and transactions, including leveraged acquisitions, recapitalizations, structuring all forms of debt and equity, novel financing techniques, the representation of management, and special issues for taxexempt and non-U.S. investors in private equity funds. The firm is currently ranked 1st in the U.S. in fund investment work by Private Equity Analyst and is one of only a few national law firms that makes serving the needs of private equity clients a major focus. For more than 30 years, the firm has represented various participants of the private equity industry, including sponsors, institutional investors, lenders and portfolio companies. Ropes & Gray's Private Equity Practice brings an unsurpassed depth of experience and a distinctive approach to provide astute advice and assessments of risks, practical solutions and first-class service for our clients.

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Important Information

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The Private Equity Financial Management Forum

May 21st & 22nd, 2008

The Harvard Club

35 West 44th St., NYC, New York, 10036
(212) 840-6600

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Fees and Payments:

The fee for attendance at **The Private Equity Financial Management Summit** is: \$2,095

Please make checks payable to Financial Research Associates, and write code B612 on your check. You may also pay by Visa, MasterCard, Discover, or American Express. Purchase orders are also accepted. Payments must be received no later than May 14th, 2008.

Team Discounts:

- Three people will receive 10% off.
- Four people will receive 15% off.
- Five people or more will receive 20% off.

In order to secure a group discount, all delegates must place their registrations at the same time. Group discounts cannot be issued retroactively. For more information, please contact Cassie Jackson at 831-465-2298 or cjackson@frallc.com.

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If we receive your request to cancel 30 days or more prior to the conference start date, your registration fee will be refunded minus a \$175 administrative fee. Cancellations occurring between 29 days and the first day of the conference receive either a 1) \$200 refund; or 2) a credit voucher for the amount of the original registration fee, less a \$175 administrative fee. No refunds or credits will be granted for cancellations received after a conference begins or for no-shows. Credit vouchers are valid for 12 months from the date of issue and can be used by either the person named on the voucher or a colleague from the same company.

Please Note: For reasons beyond our control it is occasionally necessary to alter the content and timing of the program or to substitute speakers. Thus, the speakers and agenda are subject to change without notice. In the event of a speaker cancellation, every effort to find a replacement speaker will be made.

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To Register: Call 800-280-8440 or visit us at www.frallc.com

The Private Equity Financial Management Summit



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