



12th Annual TMA Northeast Regional Conference

August 31 – September 1, 2016
Gideon Putnam Spa Resort
Saratoga Springs, New York



Hosted by the Connecticut, Long Island, New Jersey,
New York City, Northeast, and Upstate New York Chapters

Wednesday, August 31

Networking Luncheon
Tennis Tournament: Saratoga Golf & Polo Club
Golf Tournament: Saratoga Spa Golf Course
Networking Reception

Thursday, September 1

Speaker Panel
Keynote Speaker
Luncheon at The Rail Pavilion: Saratoga Race Course

Visit turnaround.org/events to learn more.

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12th Annual TMA Northeast Regional Conference

Event and Golf Sponsors

Conference Program

O'Connell and Aronowitz, PC

Registration

Summit Financial Resources LP

Golf & Tennis Luncheon

TAB Bank

Opening Reception

Blackbird Asset Services, LLC

Breakfast

Bond, Schoeneck & King PLLC

HunterPoint LLC

Coffee Break

Loeb Term Solutions LLC

Beverage Cart

Freed Maxick CPAs, P.C.

Rockland Trust

Lunch at the Rail

Marquette Business Credit

TAB Bank

Agenda

Wednesday, August 31

10:00 a.m. - 6:00 p.m.	Conference Registration	Gideon Putnam Hotel Lobby
10:00 a.m. - 12:30 p.m.	Golf & Tennis Check-In	Saratoga Spa Golf Course
11:00 a.m. - Noon	Luncheon: Welcome!	Saratoga Spa Golf Course
12:30 p.m. - 5:30 p.m.	Golf Outing (shotgun start)	Saratoga Spa Golf Course
1:00 p.m. - 4:00 p.m.	Tennis Tournament	Saratoga Golf & Polo Club
6:30 p.m. - 8:30 p.m.	Opening Reception With Hors D'Oeuvres and Carving Stations	Hawthorne Coesa Ballroom

Thursday, September 1

8:00 a.m. - 9:00 a.m.	Buffet Breakfast	Hawthorne Coesa Ballroom
9:00 a.m. - 10:00 a.m.	Panel: Loan to Own: Strategies & Process <ul style="list-style-type: none"> • David Burger, Senior Vice President at Webster Bank • Brian Davies, Managing Director at Capstone Partners LLC • Jeremy Johnson, Shareholder at Posinelli PC • Mark Patchell, Senior Managing Director, Team Leader at Capital One 	Orenda Geyser Ballroom
10:00 a.m. - 10:30 a.m.	Refreshment Break	Ballroom Gallery
10:30 a.m. - 11:45 a.m.	Keynote Speaker: Michael Steele, Former Chair of the Republican National Committee And MSNBC Political Analyst	Orenda Geyser Ballroom
11:45 a.m.	Adjourn to Saratoga Race Track	
1:00 p.m.	Post Time at Saratoga Race Track* Barbeque lunch will be served trackside	At the Rail Pavilion Tent

*Track tickets will be limited to the first 65 registrants.
A wait list will be compiled.

Sponsorship

Sponsorship opportunities are still available. Please contact Ralph Aurelia at raurelia@summitfr.com or (203) 377-1527.

Registration*

Registration Fees include educational sessions, meals, and social functions. Room charges are additional (see below). All registered attendees will receive a TMA name badge at the Conference that must be worn for admittance to all sessions, meals, and social functions. The member registration rate is for current, active TMA members. If you are not a TMA member, you may join online at turnaround.org.

*The registration deadline for the Attendee List is Wednesday, August 24 at 5PM.

Conference	On or before 8/10/16	After 8/10/16
Member	\$285	\$335
Non-Member	\$365	\$415
Spouse	\$100	\$110
Golf	\$185	\$210
Tennis	\$ 95	\$100
Track**	\$ 50	\$ 60

** Track is limited to the first 65 people. A wait list will be compiled.

Registration is available online (credit card only) at turnaround.org/upstateNY.

For those wishing to **register by mail** (check only), please complete pages 7-8. Registrations cannot be confirmed until payment is received. Please contact Sharon Graber at upstateNY@turnaround.org or 716-440-6615 with registration questions.

Cancellation Policy

The deadline to cancel for a refund is Wednesday, August 24, 2016 at 5:00 PM (the "Cancellation Date"). **After the Cancellation Date, no refunds will be granted but substitutions are welcomed.**

Please consider sending a colleague in your place should you need to cancel after the Cancellation Date. There will be no exceptions.

Room Reservations

Please call the Gideon Putnam Spa Resort at 518-584-3000, quoting the TMA Regional Conference room rate of \$189 plus tax and group code 9N83R9. Reservations must be guaranteed with a major credit card and made **no later than Friday, August 5, 2016** or before the room block sells out, to take advantage of the discounted room rate. **Rooms are limited and subject to a first-come, first-serve basis.** A deposit equal to the first night's stay is required. **All changes or cancellations to room reservations must be made with the resort more than 72 hours prior to your scheduled arrival to receive the deposit refund, equal to the first night's stay. All changes, no-shows, or cancellations received less than 72 hours prior to arrival will be charged the full amount of the reservation.**

Driving Directions

Visit www.gideonputnam.com for detailed driving directions. The closest major airport is Albany, NY.

Attire

Golf (Men and Women): Collared shirts, sweaters, cotton pants. No cut-offs, tank tops, sandals.

Educational Sessions and Networking Events: Business Casual.

Keynote Speaker



Michael Steele

Former Chair of the Republican National Committee; MSNBC Political Analyst

Michael S. Steele was elected Chairman of the Republican National Committee on January 30, 2009. As Chairman, Steele set a new direction for the Republican Party - actively engaging Americans in their local communities and empowering state and local Republican organizations to do the same.

Under Steele's leadership the RNC broke fundraising records in the 2010 cycle by raising over \$192 million; and, for the first time in U.S. history, a party that suffered losses in consecutive elections as catastrophic as Republicans did in 2006 and 2008 rebounded to win a majority in the U.S. House or Senate in the next election. Republicans won 63 House seats, the biggest pickup since 1938, and the largest gain en route to winning a majority since the 1800s. For good measure, Republicans won the greatest share of state legislative seats since 1928.

A self-described "Lincoln Republican," Steele earned a place in history in 2003 when he was elected Lieutenant Governor of Maryland, becoming the first African-American elected to statewide office in the state.

An expert on political strategy and election reform, he served as Chairman of GOPAC, and also held posts on the National Federal Election Reform Commission and the NAACP Blue Ribbon Commission on Election Reform.

Steele's experiences as a successful elected official and his engaging speaking style have launched him into national prominence. He delivered major addresses at the Republican National Conventions in 2004 and 2008 where he coined the phrase 'Drill Baby Drill'. President George W. Bush selected Steele to be part of the U.S. delegation to the investiture of Pope Benedict XVI in 2005, and a member of the Presidential Delegation to the Leon H. Sullivan Summit VIII in Tanzania in 2008.

Steele's ability as a communicator and political analyst have been showcased through his roles as a contributor on the Fox News Channel and regular host of the Salem Radio Network's nationally syndicated *Morning in America* show. Additionally, he has appeared on *Meet the Press*, *Face the Nation* and is an entertaining and eloquent guest on cable political talk shows such as HBO's *Real Time with Bill Maher*, the *Rachel Maddow Show*, and Comedy Central's *The Colbert Report* and *The Daily Show*. In May, he was named as MSNBC's political analyst.

A corporate finance attorney, Steele founded his own company, The Steele Group, a business and legal consulting firm. His writings on law, business and politics have appeared in the *Wall Street Journal*, *The Washington Times*, Politico.com, Townhall.com, and *The Journal of International Security Affairs*, among others. He is the author of *Right Now: A 12-Step Program for Defeating the Obama Agenda*, which is a call to arms for grassroots America in which he argues for a return to core conservative principles and the launching of an uncompromising campaign for limited government.

Born at Andrews Air Force Base in Prince George's County, Maryland, Steele was raised in Washington, DC. He spent three years as a seminarian in the Order of St. Augustine in preparation for the priesthood, but, ultimately, chose a career in law. He earned his law degree from Georgetown University Law Center in 1991. Steele is married with 2 adult sons.

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Panel

Loan to Own: Strategies & Process

David Burger, Senior Vice President at Webster Bank: David is a Senior Vice President of the Restructuring & Recovery team at Webster Bank. Prior to joining Webster in early 2015 David was a Team Leader with the Loss Mitigation Team at GE Capital. David had been engaged in various restructuring roles with GE covering diverse product groups including private equity sponsor finance, asset based lending, distribution finance, Latin America, electronics equipment, vendor finance, dealer finance and franchise finance. David had been with GE for 18 years and engaged in various restructuring and workout roles since 1990. After first joining GE, David also held various roles in ABL origination.

David has two children in college and is a graduate of the State University of New York at Fredonia with a degree in Business Administration. David began his academic career at Westchester Community College in New York.

Brian Davies, Managing Director at Capstone Partners LLC: Brian serves as the Managing Director and Practice Head of CRS, responsible for the firm's corporate restructuring and specialty M & A operations, as well as managing client engagements. He has approximately 20 years of professional experience working extensively in the fields of corporate recovery, business reorganization and interim management services. He has provided financial advisory services to lenders, debtors, creditors' committees, trustees and equity holders in bankruptcy matters and out-of-court restructurings. Brian has provided assistance to underperforming businesses, potential acquirers of distressed assets / entities, and advised clients on general business issues. He has advised and worked with financially distressed companies to develop cost containment and asset rationalization plans, improve liquidity, re-engineer financial and other back-office functions, and enhance cash flow. His industry experience includes Retail, Security, E-Commerce, Real-Estate and Housing, Manufacturing, Distribution, Automotive, Construction, Hospitality, Environmental Testing Laboratories, Aviation, Food/Beverage, Mining and Healthcare.

Brian has served as an Operating Partner in a leading global private equity firm focused on management buyouts and recapitalizations of middle market companies as well as growth equity investments. His primary objective was managing all distressed/challenged operations of any portfolio company experiencing performance issues, liquidity concerns, covenant breaches, availability diminution, management voids and synergy attainment. He has served as an interim "C" level manager, sat on the boards of portfolio companies, and partnered with deal teams on both buy and sell side diligence and negotiations ensuring the portfolio companies are running efficiently and accreting maximum value through strategic planning, cost cutting and operational assessments.

While as a Managing Director and Co-Head of Mesirow Financial Consulting's New England Practice, Brian spearheaded national large-scale projects that ranged in size from \$10 million to over \$30 billion in total revenue focusing on the overall turnaround of at-risk operations within diverse and industry leading clientele platforms. He also coordinated full

project lifecycle, including planning, budgeting, reporting, field operations, negotiations, contract administration, and risk management.

Jeremy Johnson, Shareholder at Posinelli PC: Jeremy is a shareholder in the Bankruptcy and Financial Restructuring group in the New York office of Polsinelli P.C. Jeremy has a wide-ranging finance, financial restructuring and insolvency practice and handles both transactional and litigation matters. Jeremy's financial restructuring practice focuses on representing distressed companies requiring out-of-court corporate or debt restructuring, debtors in Chapter 11 bankruptcy cases (reorganizations and liquidations), strategic and financial acquirers of distressed assets through section 363 asset sales or plans and individual creditors or committees in bankruptcy proceedings. Jeremy also represents borrowers and lenders in financing transactions, healthy companies seeking protection from exposure to distressed entities, international companies involving chapter 15 and lenders or private equity sponsors requiring advice on borrower or portfolio companies. During his 15 years in practice, Jeremy has represented stakeholders across various industries including manufacturing, mining and metals, automotive, energy, retail and financial services. He has developed a particular concentration in distressed health care, both as company counsel or representing purchasers of distressed health care companies.

Mark Patchell, Managing Director, Team Leader at Capital One: is a Managing Director and Team Leader with Capital One's Mid-Corporate and Specialty Banking Group. Prior to joining Capital One, he was a Senior Managing Director in the Corporate Finance group of GE Capital responsible for the Northeast and Mid-Atlantic regions. Mark has over 25 years of structuring middle market secured transactions in multiple industries with Capital One, GE Capital and predecessor banks of Bank of America. Mark's experience includes both leveraged, asset based and restructuring transaction executed on behalf of private equity firms and non-sponsor owned businesses. He is also the former President of the Upstate NY Turnaround Management Association and the current Treasurer of Nick's Fight to be Healed Foundation, a 503(c). He holds a BS from Providence College, an MBA from the State University of New York at Albany, and lives in Saratoga County, NY.

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Registration Form

(If registering by mail and paying by check)

Name: _____

Name for Badge: _____ Title: _____

Company: _____

Address: _____

City / State / Zip: _____

Telephone: _____

Email: _____

TMA Chapter: _____

TMA Member # (required) _____

Golf: Yes _____ No _____

Golf Handicap (required): _____

Conference Registration Fee: \$ _____

Spouse Fee: \$ _____

Golf Fee: \$ _____

Total: \$ _____

Please mail this registration form along with your check payable to
TMA Upstate NY Chapter–Northeast Regional Conference to:
Sharon Graber, 57 Middlebury Road, Orchard Park, NY 14127.

We look forward to another exciting conference and hope to see you there.

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Spouse – Registration Form

(If registering by mail and paying by check)

Guest Name: _____

Name for Badge: _____

Registered Attendee: _____

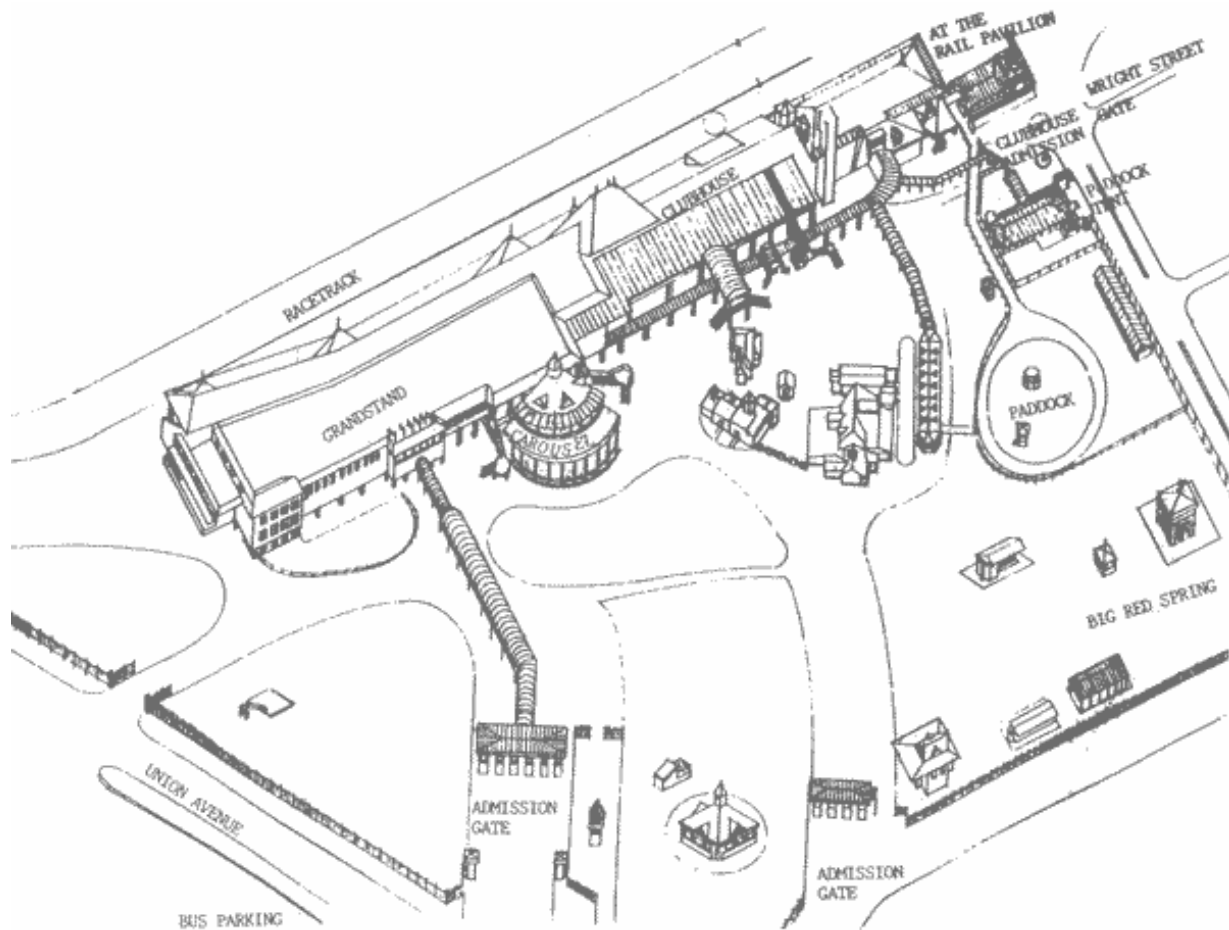
Telephone: _____

Email: _____

Saratoga Race Course

267 Union Avenue
Saratoga Springs, NY
(518) 584-6200

The **At The Rail Pavilion** is air-conditioned, located trackside on the Clubhouse turn and includes a barbeque style buffet luncheon of peppercorn brandy marinated steak tips, BBQ chicken, burgers, hot dogs, macaroni & cheese, coleslaw, cornbread, watermelon, cookies, and iced tea.



Transportation

Hotel Shuttle: Please inquire at the Bell Stand or the Front Desk for availability. The shuttle must be pre-arranged and runs daily to/from the race track and hotel from approximately 11 a.m. to 6:30 p.m.

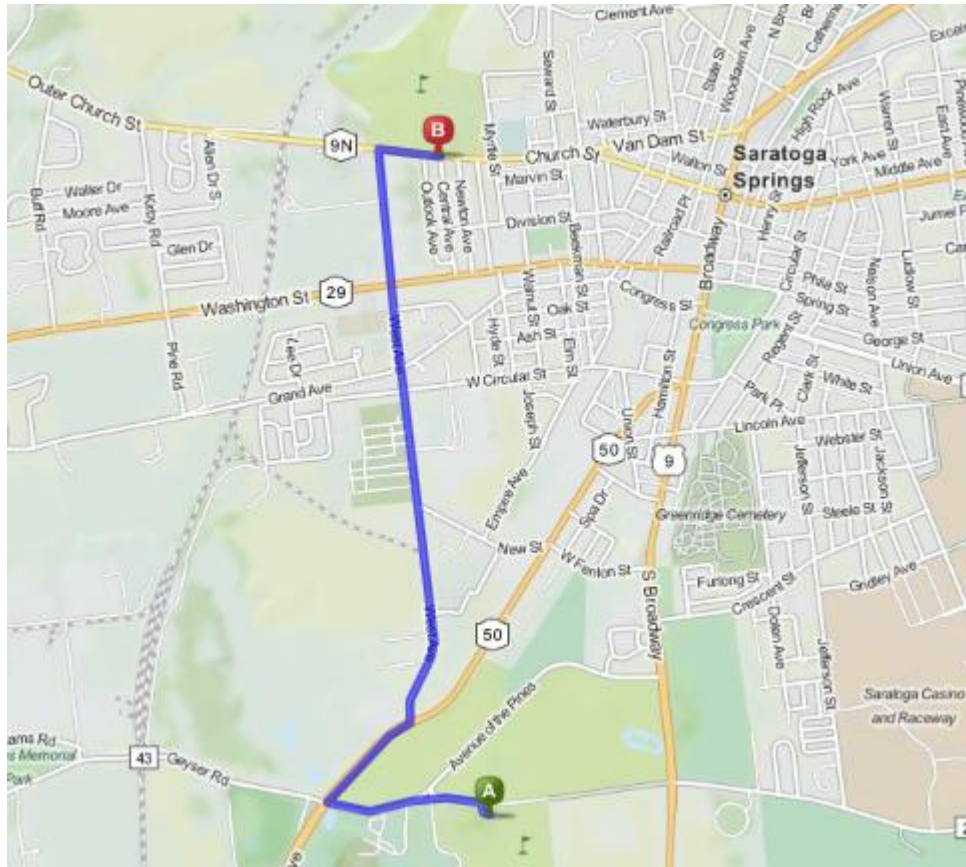
Driving Directions: For detailed directions, visit www.mapquest.com or turn left out of the parking lot, slight right onto Avenue of the Pines. Turn left onto Rte 9N (South Broadway) at the light. Take the 1st right onto Crescent Street, left on Nelson Avenue, and 3rd right onto Union.

Saratoga Hybrid Cab: Call 518-698-4122 or visit www.saratogahybridcab.com.

Saratoga Golf & Polo Club

301 Church Street
Saratoga Springs, NY
(518) 584-8121

Tennis will begin at 1pm.



Driving Directions: For detailed directions, visit www.mapquest.com or turn left out of the parking lot onto Gideon Putnam Road. Turn right onto Ballston Ave/NY-50. Take the 1st left onto West Avenue. West Avenue ends at Church Street: turn right. 301 Church Street is on the left.

Extra Activities

Saratoga Race Course: Popular Activities

Early Morning Breakfast | Saratoga Race Course

Start your day with a scrumptious buffet breakfast on the Clubhouse Lower Porch on Wednesday through Monday throughout the racing season at 7:00 a.m. - 9:30 a.m. The cost is \$14.95 per adult and \$7.95 for children 3-12. Large groups should call in advance for reservations. Call 518-587-5070.

Backstretch Tours | Saratoga Race Course

Get a behind-the-scenes look at thoroughbred racing with a tram tour of the oldest race course in North America and watch the Paddock Show and Starting Gate Demonstration. The first tour departs at 7:30 a.m., with additional tours every 15 minutes, and the last tour departs at 9:00 a.m. daily except Tuesdays. Call 518-587-6200.

Guided Walking Tour | Saratoga Springs

History, legends, lore, and more! Taste the mineral water and learn facts and anecdotes about Saratoga's historic past on Monday through Saturday at 10:30 a.m. - Noon. Meet at the Visitor Center, corner of Broadway and Congress Street. The cost is \$5.00 per person. Call 518-587-3241.

Oklahoma Training Track Tours | The National Museum of Racing and Hall of Fame

This is an exclusive behind the scenes walking tour of the Oklahoma Training Track to see the Spa's racehorses as they are exercised and groomed. The walking tour covers 1.5 miles; sturdy walking shoes are recommended. Reservations are strongly encouraged as space is limited. No strollers, umbrellas, backpacks, or children under the age of 10. Tour meets in the parking lot behind the museum off Ludlow Street. Tours are from 8:30 a.m. - 10:00 a.m. at a cost of \$10.00. Call 518-584-0400 x120.

City of Saratoga Springs

The Saratoga Farmers Market | High Rock Park

Located at High Rock Park on High Rock Avenue, the Saratoga Farmers Market takes place Wednesday from 3:00 - 6:00 p.m. and Saturday from 9:00 a.m. - 1:00 p.m.

Chapter Presidents

12th Annual TMA Northeast Regional Conference

Hosted by the Connecticut, Long Island, New Jersey, New York, Northeast, and Upstate New York TMA Chapters

Connecticut

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maclay@nextpointllc.com

The conference committee would like to acknowledge and extend a special thank you to the chapter executives for their assistance in organizing the 2015 TMA Northeast Regional Conference in Saratoga Springs.

Andrea Fasting - Long Island Chapter
Sharon Graber - Upstate New York Chapter
Betty Mantz - New Jersey Chapter
Marie Shirley - Northeast Chapter
Dorri Weinstein - Connecticut and New York City Chapters

2016 TMA Northeast Regional Conference Committee

Event Co-Chairs	Mark Patchell, <i>GE Capital Corporate Finance</i> Matthew Jackson, <i>O'Connell & Aronowitz PC</i>
Sponsorship	Ralph Aurelia, <i>Summit Financial Resources LP</i>
Golf	Matthew Jackson, <i>O'Connell & Aronowitz PC</i>
Publicity	Harvey Gross, <i>New York Institute of Credit</i>
Event Administrator	Sharon Graber

With special thanks to our program sponsor:

