



CHAPTER INFORMATION

2019





January 2019

Welcome to the Rocky Mountain Chapter of the Turnaround Management Association. The TMA Rocky Mountain website (<http://www.turnaround.org/rockymountain>) is a great resource that contains up to date event information, member profiles, and other useful links. The Rocky Mountain Chapter has New Member Orientation sessions held quarterly in conjunction with our luncheon programs. Should you join, you will be notified of the upcoming date for the next New Member Orientations.

The benefits of membership in the Turnaround Management Association are invaluable. With 54 chapters worldwide, including 32 in North America, TMA offers countless opportunities to develop your practice and career at the local, national and international level. Learn the latest industry news and trends at our international and regional education programs and conferences, and participate in networking opportunities with fellow colleagues and new business contacts in the industry. In the Rocky Mountain Chapter you will have over 14 different opportunities throughout the year to attend events in UT and CO that provide educational programs and networking which has consistently turned business leads into executed transactions for members in our community.

We want to ensure that your objectives in joining TMA Rocky Mountain are met. If you have any questions, please do not hesitate to contact any of the following board members listed below:

Ethan Birnberg
TMA Rocky Mountain Membership Chair
birnberge@ballardspahr.com

Michael Thomson
TMA Rocky Mountain SLC Membership Chair
thomson.michael@dorsey.com

Louise Richardson
TMA Rocky Mountain Chapter Executive
Louise.Richardson@comcast.net

Thank you again for your involvement in TMA Rocky Mountain and our broader business community.

Warm regards,

Ryan Birnel
TMA Rocky Mountain Board
President ryan.birnel@baml.com



Become a Member

Why Join TMA?

The benefits of membership in the Turnaround Management Association are invaluable. With 55 chapters worldwide, including 32 in North America, TMA offers countless opportunities to develop your practice and career at the local, national and international level. Learn the latest industry news and trends at our international and regional education programs and conferences, and participate in networking opportunities with fellow colleagues and new business contacts in the industry.

The Next Generation of TMA

Understanding the challenges faced by those in the early stages of their career, TMA has the Young Professional program which offers new members, ages 35 and under a special introductory rate of \$175 per year, for up to two years. This was developed to help introduce young professionals to the benefits of TMA membership.

Membership Benefits

No matter your experience level, TMA will make a successful impact on your career through these valuable membership benefits and many more:

- Connect with a network of more than 9,000 members around the world – TMA has 55 chapters, including 32 in North America
- Build contacts with access to turnaround practitioners, bankruptcy attorneys, lenders, bankers/workout officers, investors and other related professionals
- Find your next deal at regular networking and education events held at the local, regional, national, and international level – including two annual national conferences and eight regional events – all offered at significantly reduced fees for members
- Save even more with discounted member pricing for valuable educational resources including webinars, e-learning programs, and publications
- Gain referrals and new business through your listing in the TMA Membership Directory and with exclusive access to the TMA LinkedIn group
- Receive an annual subscription to the recently redesigned Journal of Corporate Renewal—the leading publication for professionals in the corporate renewal industry
- TMA is a 501 (c) 6 not-for-profit organization and does not engage in lobbying. Therefore, 100% of TMA membership dues are tax deductible as allowed under the law.

For more information on the TMA Rocky Mountain Chapter and our upcoming events, please go to <https://turnaround.org/rockymountain>

Thank You 2018 Annual Sponsors!

GOLD



SILVER



NOW





CHAPTER DEMOGRAPHICS

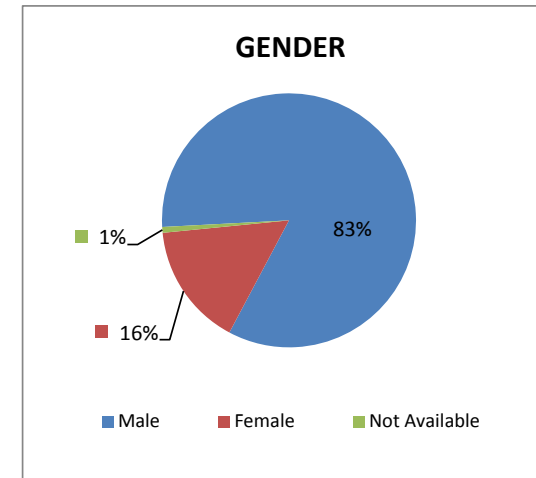
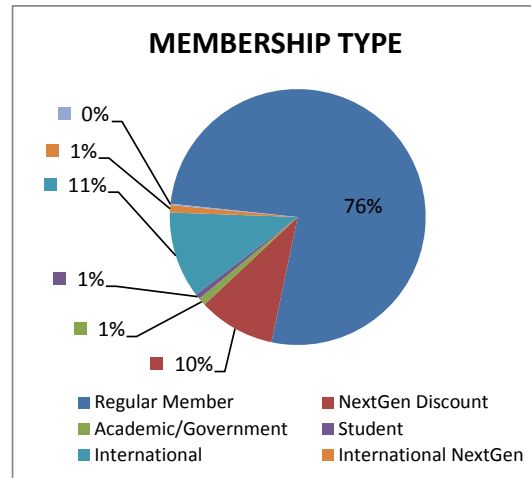
TMA Global

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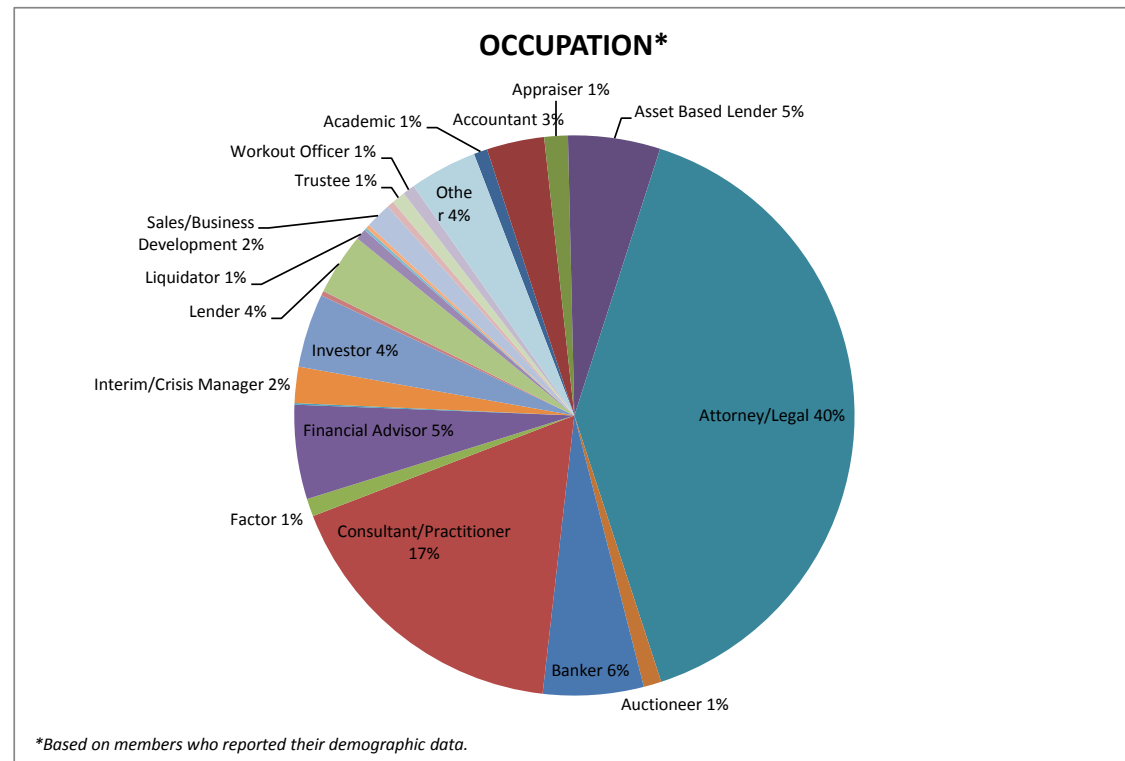
31-Mar-2018

MEMBERSHIP TYPE	Count	% of Total
Regular Member	5008	76.6%
NextGen Discount	634	9.7%
Academic/Government	64	1.0%
Student	43	0.7%
International	714	10.9%
International NextGen	61	0.9%
Honorary	11	0.2%
Total	6535	100.0%

GENDER	Count	% of Total
Male	5464	83.6%
Female	1023	15.7%
Not Available	48	0.7%
Total	6535	100.0%



OCCUPATION	Count	% of Total Reported*
Academic	26	0.8%
Accountant	110	3.3%
Appraiser	45	1.4%
Asset Based Lender	176	5.3%
Attorney/Legal	1325	40.0%
Auctioneer	34	1.0%
Banker	192	5.8%
Consultant/Practitioner	574	17.3%
Factor	34	1.0%
Financial Advisor	180	5.4%
Government	3	0.1%
Interim/Crisis Manager	69	2.1%
Investor	141	4.3%
Judicial	9	0.3%
Lender	118	3.6%
Liquidator	21	0.6%
Receivables/Collections	5	0.2%
Recruiter/Executive Search	7	0.2%
Sales/Business Development	50	1.5%
Student	13	0.4%
Trustee	26	0.8%
Workout Officer	23	0.7%
Other	129	3.9%
Total	3310	100.0%





CHAPTER DEMOGRAPHICS

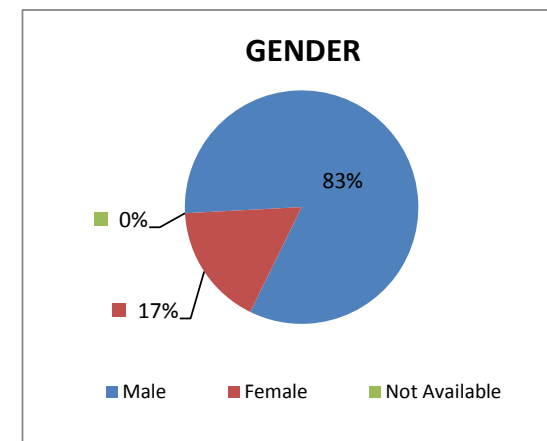
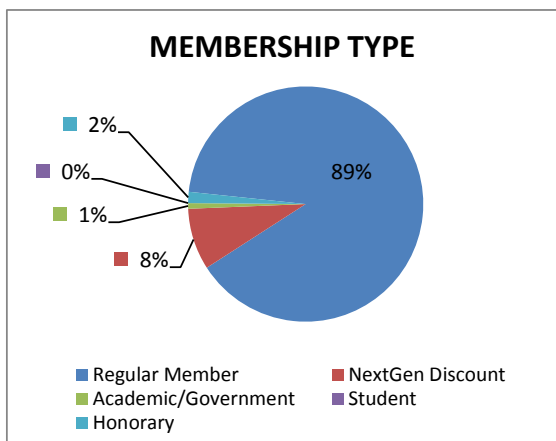
TMA-Rocky Mountain

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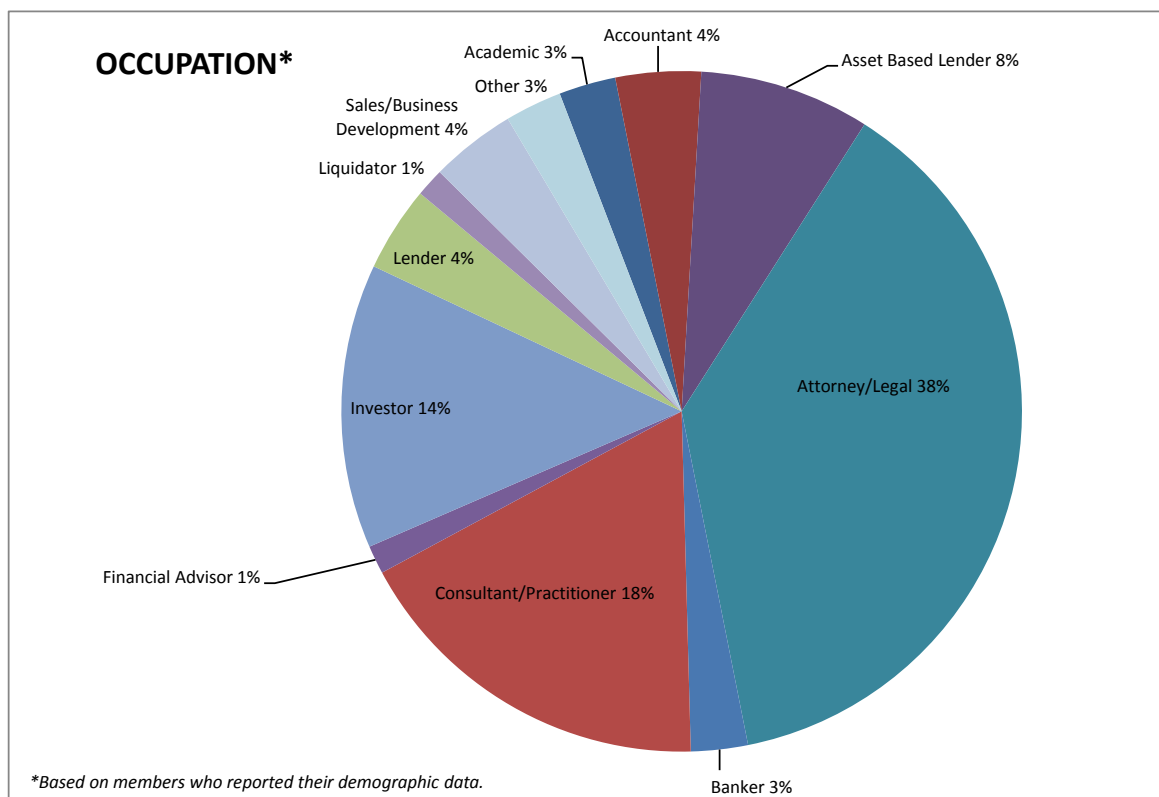
30-Sep-2018

MEMBERSHIP TYPE	Count	% of Total
Regular Member	116	89.2%
NextGen Discount	11	8.5%
Academic/Government	1	0.8%
Student	0	0.0%
Honorary	2	1.5%
Total	130	100.0%

GENDER	Count	% of Total
Male	108	83.1%
Female	22	16.9%
Not Available	0	0.0%
Total	130	100.0%



OCCUPATION	Count	% of Total Reported*
Academic	2	2.7%
Accountant	3	4.1%
Appraiser	0	0.0%
Asset Based Lender	6	8.1%
Attorney/Legal	28	37.8%
Auctioneer	0	0.0%
Banker	2	2.7%
Consultant/Practitioner	13	17.6%
Factor	0	0.0%
Financial Advisor	1	1.4%
Government	0	0.0%
Interim/Crisis Manager	0	0.0%
Investor	10	13.5%
Judicial	0	0.0%
Lender	3	4.1%
Liquidator	1	1.4%
Receivables/Collections	0	0.0%
Recruiter/Executive Search	0	0.0%
Sales/Business Development	3	4.1%
Student	0	0.0%
Trustee	0	0.0%
Workout Officer	0	0.0%
Other	2	2.7%
Total	74	100.0%



2019 Chapter Board and Directors					
TMA Rocky Mountain					
Title	First Name	Last Name	Company	Email Address	Phone Number
Officers:					
President	Ryan	Birnel	Bank of America Merrill Lynch	ryan.birnel@baml.com	(720) 297-7730
Past President	Peter	Wessling	Tranzon	pwessling@tranzon.com	(303) 862-8136
President Elect	David	Silverman	Silverman Law Firm, LLC	david@dsilvermanlaw.com	(303) 858-9850
Treasurer	Tim	Mohan	Foley & Lardner LLP	tmohan@foley.com	(720)437-2014
Secretary	Louise	Richardson	TMA Rocky Mountain	Louise.richardson@comcast.net	(303)748-2231
Membership	Ethan	Birnberg	Ballard Spahr	birnberge@ballardspahr.com	(303)454-0534
Programs	Greg	L'Herault	First Business Capital Corporation	glherault@firstbusiness.com	(303) 506-5095
Utah - Programming	Paul	Shields	Berkeley Research Group LLC	pshields@brg-expert.com	(801) 321-0073
Utah- Membership, Sponsorship,	Michael	Thomson	Dorsey & Whitney	thomson.michael@dorsey.com	(801) 933-8929
Golf	Andrew	Rieke	Access Business Finance	arieke@accessbusinessfinance.com	720-323-5944
NextGen	Joshua	Hantman	Brownstein Hyatt Farber Schreck	jhantman@bhfs.com	(303) 223-1216
NextGen	Joe	Richman	r2, llc	jrichman@r2llc.com	(303) 865-8460
NOW	Anne	O'Donnell	r2, llc	aodonnell@r2llc.com	(615)419-9080
NOW	Heather	Morgan	Ritchie Brothers	hmorgan@ritchiebros.com	(970)408-1958
PEG	Andrew	Wilhemy	First Business Capital Corporation	awilhelmy@firstbusiness.com	(303)818-8200
PEG	Stephen	Emerson	Excelsior Capital Partners LLC	semerson@excelcp.com	(720) 836-6503
At Large	Reed	Gillis	LS Capital	rgillis@lscapital.com	(303)506-1197
At Large	Don	Allen	Markus Williams & Young	dallen@markuswilliams.com	303-830-0800
Sponsorship	Sean	Smith	Blue Spruce Management LLC	sean.smith@bluesprucemgt.com	(917)657-6930
Committees					
Next Gen	Tim	Swanson	Moye White	tim.swanson@moyewhite.com	(303) 292-7954
Next Gen	Chris	Erickson	r2	cerickson@r2llc.com	(303) 865-8460
Programming	Brian	Rothschild	Parsons Behle & Latimer	BRothschild@parsonsbehle.com	(801) 532-1234
NextGen-SLC	Megan	Baker	Dorsey & Whitney	baker.megan@dorsey.com	



2019 Sponsorship Levels

	Gold	Silver	Bronze	NOW **
Display Benefits				
Signage at all events	Most prominent	Prominent	Logo Only	Most Prominent
Company logo and name featured on chapter correspondence	X	X	Name Only	X
Corporate info provided at registration table at TMA meetings	X	X	X	X
Outline of business services provided to TMA members via email	X	X	X	
Logo on chapter website and link to company website	X	X		
Opportunity to showcase a deal in our monthly newsletter	1			
Hole Sponsorship at Golf Tournament	1			
Meeting and Guest Benefits				
Annual TMA Memberships	2 membership*	1 membership		
1 complimentary guest pass to chapter luncheons	All meetings	All meetings	4 meetings	4 Passes/event
Free admission to a TMA networking event - no more than \$50.00 each	2 passes	1 pass		
Complimentary admission to a TMA cross-networking event	2 passes	1 pass		
Additional free admission to chapter luncheons	2 people	1 people		
Opportunity to introduce speaker at one chapter luncheon	X	X		X
Participate as speaker or panel member at one chapter luncheon	X	X		
Four (4) Free admission to the sponsor appreciation event	X	X	X	2 Passes
Cost	\$5,000	\$3,000	\$1,500	
*One membership must be used for a prospective member not associated with the sponsoring firm				
** NOW Benefits are applicable only to NOW related events and materials				
All Inclusive Add On to Any level \$1,500 - not to be sold individually, benefits in addition to sponsor level benefits				
Foursome at the Golf Tournament	1			
Annual TMA Memberships	3			
Complimentary guest pass to chapter luncheons/NOW/NextGen	3			
Free admission to a TMA networking event - no more than \$50.00 each	2			
Complimentary admission to a TMA cross-networking event	2			
Additional free admission to chapter luncheons	2			
Opportunity to introduce speaker at one chapter luncheon	1			
Participate as speaker or panel member at one chapter luncheon	1			
Sponsor appreciation event	4			



PROMOTION THROUGH THE TMA ROCKY MOUNTAIN COMMUNITY

***NETWORK OF WOMEN (NOW)**

***NEXTGEN**

***GOLF TOURNAMENT BENEFITTING-
THE ROCKY MOUNTAIN MS CENTER**

***10 LUNCHEONS FEATURING SPONSOR PANELS IN DENVER AND
SALT LAKE CITY**

***2ND ANNUAL PRIVATE EQUITY NETWORKING GOLF OUTTING**

***2019 TMA ANNUAL**

***TMA CHAPTER WEBSITE**

***ALL CHAPTER COMMUNICATIONS WHICH REACH OVER 3000
RECIPIENTS**

***SPOTLIGHT IN THE TMA RM NEWSLETTER**



2019 TMA Chapter Event Dates

RM Chapter Master Calendar	Location	Event
January 2019		Executive Roundtable Breakfast
January 2019		NOW
January 2019		NextGen
Thursday, January 17, 2019	CO - Maggiano's Little Italy	Chapter Luncheon
February 6-8, 2019	Encore at Wynn, Las Vegas, NV	Distressed Investing Conference
February 2019	SLC	Chapter Luncheon
March 2019	SLC	Chapter Luncheon
Thursday, March 21, 2019	CO – Maggiano's Little Italy	Chapter Luncheon
April 2019	CO	NOW
April 2019	CO	NextGen
April 2019	CO	Executive Roundtable Breakfast
April 18, 2019	CO – Maggiano's Little Italy	Chapter Luncheon
April 2019	SLC	Chapter Luncheon
Wednesday, May 15, 2019	CO-Top Golf	PEG Networking Event
Thursday, May 23, 2018	CO – Maggiano's Little Italy	Chapter Luncheon
June	CO	NextGen/NOW Happy Hour
Summer	SLC	Networking event
Summer	CO	Executive Roundtable Breakfast
Monday, September 16, 2019	CO - Fox Hollow Golf Club	Chapter Golf Tournament
September	SLC	Chapter Luncheon
September 25-27, 2019	Cleveland, Ohio	2019 TMA Annual Meeting
Fall	CO	Executive Roundtable Breakfast
Fall	CO	NextGen/NOW Happy Hour
Thursday, October 17, 2019	CO – Maggiano's Little Italy	Chapter Luncheon
November	SLC	Chapter Luncheon
Thursday, November 21, 2019	CO – Maggiano's Little Italy	Chapter Luncheon
Wednesday, December 4, 2019	CO	Sponsor Member Appreciation Event

the next generation of TMA

nextGen

Join. Connect. Advance.

TMA welcomes the
Next Generation
of turnaround and
corporate restructuring
professionals
with a discounted
membership fee of
\$175 for new members
ages 35 and under.

Join today and find out why more than
9,000 turnaround practitioners, attorneys,
lenders, bankers/workout officers, investors,
and other related professionals have made
TMA the premier turnaround and corporate
restructuring association.

Connect with new business partners and find
your next deal through outstanding networking
opportunities offered at the international,
national, and chapter level – TMA offers 32
North American and 25 international chapters.

Advance your career by learning from and
meeting industry leaders during chapter and
regional educational events, as well as two
annual TMA conferences, webinars, and other
e-learning resources – all offered to members
at a significantly discounted fee.



For more information contact:
Josh Hantman-JHantman@BHFS.com
Joe Richman jrichman@r2llc.com

Join today at turnaround.org/NextGen



ENGAGE.
EMBRACE.
EXCEL.

For more information please contact:
Anne O'Donnell-aodonnell@r2llc.com
Heather Morgan-hmorgan@ritchiebros.com

2018 NOW Sponsors





TMA Executive Breakfast Series

Today's business environment is full of many challenges for executives and decision makers. From the economy to industry and management changes, navigating these rough waters can be difficult at best and devastating at worst. TMA is offering the opportunity to hear from subject matter experts about topics that are relevant and current on managing and surviving today's dynamic Rocky Mountain business climate.

Who

Executives and decision makers facing challenging times in their businesses

What

TMA Executive Breakfast series is an exclusive, quarterly practical education program designed to keep business leaders up to date on the most relevant business topics as shared by industry leaders and experts. It is designed to address real-world business challenges and applicable solutions. Each 1.50 hour program will address a source area of business stress and be interactive to facilitate the sharing of ideas and solutions. Attendance is limited to C-Suite, Executive Managers and company decision makers, (TMA Membership is not required). TMA members may attend with a guest within this category.

For more information

David Silverman, Board Member – President Elect
david@dsilvermanlaw.com

“Applicable solutions for real world business”



TMACONNECT



WHAT IS TMACONNECT?

A new members-only digital platform, sponsored by Ritchie Bros. that offers peer-to-peer networking introductions. Each introduction is specifically selected for each user based on a series of simple questions.



NETWORKING MADE EASY.

TMAConnect helps you take the “work” out of networking. The platform works to pair you with a fellow TMA member that matches the criteria you are looking for in an ideal networking connection.



NETWORKING ON YOUR SCHEDULE.

Determine the criteria that best suits your networking needs. Choose how often you want to be introduced to someone new and set location parameters.



NETWORKING THAT WORKS!

TMAConnect is constantly adapting to your preferences. It aims to deliver introductions that match your requirements.

Each one-on-one introduction is a mutual opportunity to expand your network.

Learn more at tmaconnect.org



BE FOUND.

The TMA Rocky Mountain chapter offers countless opportunities to be found by bringing professionals together who can help each other find their next business deal or engagement.

JOIN AND BUILD RELATIONSHIPS.

TMA is the only networking association that brings together the entire turnaround and restructuring industry. Become a member to start building strategic relationships outside of your current network and advance your professional goals.

ENGAGE WITH TMA ROCKY MOUNTAIN.

“When I began working at my current firm, Summit Investment Management, TMA was the first association I was encouraged to join. It has been the single best organization I have been a part of for expanding my network and knowledge base in the restructuring world.”

Reed Gillis

Summit Investment Management LLC
TMA Rocky Mountain

CONNECT TODAY.

To become involved with TMA Rocky Mountain, contact Louise Richardson at rockymountain@turnaround.org or 303-748-2231

Visit turnaround.org/rockymountain



EXPAND YOUR NETWORK.

Be part of a worldwide community of professionals who drive business to individuals who work with companies to increase enterprise value, preserve equity, manage disruption, and drive significantly improved results.



MAXIMIZE YOUR VALUE.

No matter your experience level, TMA Rocky Mountain will make a successful impact on your career through valuable membership benefits and many more:

- Dual area networking and events between Denver and Salt Lake City
- Access to nearly 150 of the region's top turnaround specialists
- Opportunities to learn about business trends specific to the Rocky Mountain region



DRIVE BUSINESS.

TMA is the go-to source for industry networking opportunities. TMA Rocky Mountain offers:

- Eighteen events per year including the annual charity golf tournament, business executive roundtable series, and private equity/investment banking networking event



LOCAL FOCUS, GLOBAL REACH.

TMA offers opportunities to network locally, regionally, nationally, and internationally:

- Chapters hold over 450 events in local markets that help cultivate new business connections
- Network on the go using TMAConnect, a members-only digital platform offering customized peer-to-peer introductions



ACCESS BEST-IN-CLASS CONTENT.

Stay informed on timely industry topics and trends.

- Access on-demand professional development opportunities via the TMA Institute, like 13-Week Cash Flow and Troubled Loan Workouts
- Receive an annual subscription to the *Journal of Corporate Renewal*, the leading publication for professionals in the corporate renewal industry
- Practitioners can gain a competitive edge with the Certified Turnaround Professional (CTP) and Certified Turnaround Analyst (CTA) designations



BE HEARD. GET CERTIFIED.



**Gain a competitive edge and prepare yourself
for the revamped Certification Exams.**

Start by purchasing the new **Body of Knowledge** books,
available in both print and electronic format.

tmacertification.org

