

# **Atlantic Conferences Symposium The Summit for Middle Market Debt Finance ®**

## **SBIC Seminar Session**

**Thursday, May 17<sup>th</sup>**

**11:15 am – 12:00 pm**

### **Moderator:**

#### **Alan Roth**

Partner, Winston & Strawn LLP

Alan B. Roth focuses his practice in the areas of venture capital and private equity representation, including small business investment company (SBIC) licensing, investment and compliance, fund formation, corporate acquisitions, and representation of closely held corporations and individuals. Mr. Roth is Chambers-ranked and leads one of the most active fund formation and SBIC practices in the United States, having practiced more than 30 years in this area. Private equity sponsors seek his vast fund formation experience, including both in the pre-licensing and post-licensing stages of the process.

### **Speakers:**

#### **Samuel J. Boyd, Jr.**

Chief Investment Officer & Director of Program Development  
US Small Business Administration

Samuel J. Boyd, Jr. joined the U.S. Small Business Administration, Investment Division on June 4, 2012 as the Chief Investment Officer and Director of Program Development. In this role, Mr. Boyd is in charge of managing the initial assessment of SBIC applicants and preparing the applications for presentation to the SBIC Investment Committee. This critical phase of the SBIC applicant review process entails analyzing all Management Assessment Questionnaires (MAQ) to determine SBIC program fit regarding team, strategy, capital structure and track record. He is also responsible for creating and executing SBIC's outreach strategy, particularly as it pertains to engaging institutional investors and underrepresented investment funds. Mr. Boyd is a voting member of both the SBIC Investment and Licensing Committees.

Immediately prior to joining the SBIC program, Mr. Boyd served as the president & CEO of the National Association of Investment Companies (NAIC), the private equity trade association for firms that represent or invest in the underserved market. Mr. Boyd has an MBA from the Darden Graduate School of Business at the University of Virginia and a BS in Civil Engineering from North Carolina A&T State University.

**Carl Kopfinger**

Senior Vice President, TD Bank

Mr. Kopfinger is a Senior Vice President and Managing Director of TD Bank, N.A. based in Philadelphia, Pa. He is responsible for managing the Bank's venture capital and mezzanine SBIC investment portfolio comprised of more than 70 funds from Maine to Florida. He joined TD Bank and its predecessor Bank in 2004.

He represents the Bank as a Limited Partner, Advisory, and/ or Valuation Committee member in many of its venture, mezzanine and lower middle market buyout fund investments, specifically Argentum Capital, Argosy Capital, Balance Point Capital, Bay Capital Partners, Boathouse Capital, Brightwood Capital, Brookside Mezzanine Partners, CapitalSouth Partners, Enhanced Capital Partners, Farragut Capital, Graycliff Partners, Greycroft Partners, Ironwood Capital, Leeds Novamark, Lineage Capital, Long River Ventures, NewSpring Mezzanine, NY Credit SBIC Fund, Patriot Capital, Pine Street Capital, Plexus Capital, Primary Venture Fund, Renovus Capital, Seacoast Capital, Spring Capital and Stonehenge Growth Equity Partners to name a few. Additionally, he has coached and judged venture-backed companies for the Mid-Atlantic Venture Conference, the Three Rivers Venture Fair, Early Stage East and the NJ Venture Conference.

Prior to joining TD Bank, Mr. Kopfinger worked for FleetBoston Financial, now Bank of America, and with Comerica Bank's Technology & Life Sciences Division. He has also worked with Fortune 1000 companies, providing them with structured finance and other credit and non-credit products with his prior employers - Bank Hapoalim, PNC and Mellon Banks. He has more than 35 years of progressive financial experience.

Mr. Kopfinger is a frequent speaker at regional and national events on SBIC investing. He was on the National Board of the Small Business Investors Alliance ("SBIA") from 2011 – 2017, including serving as the Inaugural Chairman of the LP Committee. He is on the Board of the University City Science Center (2009 – Present) and is Chairman of the Asset Committee (2011 – Present). His professional affiliations include the Association for Corporate Growth (ACG) and the SBIA.

**Brett Palmer**

President, Small Business Investor Alliance

Brett Palmer became the President of the Small Business Investor Alliance in 2008. In this role, Mr. Palmer works to foster a healthy environment for small business investing and a strong and profitable private equity industry. In addition to managing the SBIA organization, he serves as its principal liaison with Congress, the Executive Branch, the media and other industry organizations. Under his leadership the SBIA has grown dramatically and achieved numerous legislative victories, including exemption from SEC Investor Advisor Registration and the only explicit investment permissions under the Volcker Rule.

Mr. Palmer most recently served the states as Managing Director of Government Affairs for the National Association of Insurance Commissioners (NAIC). By focusing on problem solving and

**Brett Palmer Cont'd**

outreach, he guided the NAIC through the turbulence of the Katrina disaster and debates over financial regulatory reform.

After serving as Deputy Assistant Secretary for Trade Legislation, President George W. Bush appointed and the Senate confirmed Mr. Palmer as Assistant Secretary of Commerce for Legislative and Intergovernmental Affairs. In this capacity he worked with nearly every Congressional Committee in both the House and Senate. During his tenure at Commerce, the President submitted and Congress passed numerous free trade agreements including those with Chile, Singapore, Morocco, and Australia. In 2004 Secretary Donald Evans awarded Mr. Palmer one of the agency's highest honors, the gold medal. He held several positions in Congress including as a policy aide for the Speaker of the House.

Mr. Palmer graduated from Davidson College with a degree in history.

**Moritz Poehl**

Co-Founder & Managing Partner, Everside Capital Partners

Moritz is a founder and Managing Partner of Everside Capital Partners ("Everside"). Prior to Everside, Moritz worked at Barclays Capital in its leveraged finance group managing natural resource, infrastructure, renewable energy and power transactions. Moritz was actively involved in the financing of LBO's, dividend recapitalizations, debut high yield and corporate loan issuances, in addition to several re-financings and corporate restructurings.

Previously, Moritz was a junior Portfolio Manager at Gabelli Asset Management, a \$50 billion publicly listed asset management company based in New York, focusing on merger arbitrage, special situations, workouts and energy companies in the US and Europe. Before Gabelli, Moritz worked at Lehman Brothers in Lehman's Technology, Media & Telecom Investment Banking group.

Moritz grew up in Germany and the UK and served in the German Army's Mountaineers. He holds a B.A. from the European Business School in London and an M.B.A. from Columbia Business School in New York. He lives in New York City with his wife and daughter.

**Don K. Rice**

Partner, LBC Small Cap Management

Don Rice is a Partner at LBC Small Cap Management, where he is responsible for overseeing the originations, negotiations, due diligence, and portfolio management activities of the LBC Small Cap fund. Over the course of his 30 year career, Don has invested over \$1.0 billion of senior debt, subordinated debt and equity capital, and has served on numerous boards of middle market companies across the United States. He has also held executive positions within operating companies and investment banking firms. Don is a member of the Association for Corporate Growth (ACG).

**Peter Rothschild**

Co-Founder and Managing Partner, RF Investment Partners

Peter is a Co-Founder and Managing Partner of RF Investment Partners, LLC and will share responsibility with Peter Fidler for all activities of the firm. Peter has worked in the financial industry since 1996 and has 14 years of principal investment experience within the lower-middle-market. During his career, he has played the role of advisor, control and non-control equity investor, and lender to companies across a wide variety of industries.

Prior to co-founding RF, Peter co-founded Tamarix Capital Partners, an SBIC Fund dedicated to providing flexible financing solutions to lower-middle-market companies, which was later merged into OFS Capital Corporation (Nasdaq: "OFS"). At OFS, he served as a Managing Director and Investment Committee member of both the SBIC Fund and the Business Development Company. Before co-founding Tamarix Capital, he held positions at Sandell Asset Management, an international multi-strategy alternative asset manager; Levine Leichtman Capital Partners, a Los Angeles-based private equity firm focused on control and structured equity investments in middle-market companies; imc2, a full-service interactive agency; Graham Partners, a Philadelphia-based private equity firm; and the investment banking division of Salomon Brothers.

Peter earned a BA in Political Science from the University of Pennsylvania and an MBA from the University of Chicago Graduate School of Business where he graduated with High Honors and was a member of the Beta Gamma Sigma Honor Society. Peter recently served as President of the Board of Directors at the Jewish Community Center of Mid-Westchester, is an avid ping-pong player, and a lifelong suffering fan of the Philadelphia 76ers.