

Registration & Hotel Information

TMA MidAmerica Regional Conference

The Conference registration fee includes the two-day conference, two networking receptions, dinner, and a hot breakfast buffet, and all breaks.

Registered attendees will receive a name badge at the conference that must be worn for admittance into all sessions and networking receptions.

The member registration fee is for current and active TMA members only. Please note that TMA membership is on an individual basis.

Registration can be completed in one of three ways:

Mail your completed registration form and payment to:

TMA Chicago/Midwest Chapter
Christine Glatz
P.O. Box 33
Frankfort, IL 60423

Fax the completed registration form along with your credit card payment information to:

TMA Chicago/Midwest Chapter
(815) 469-1901
Attn: Christine Glatz

To register online, simply visit:
www.tmachicagomidwest.org

ALL REGISTRATIONS MUST BE RECEIVED BY
SEPTEMBER 4, 2014.

Registered attendees will receive confirmation of their registration via email. If you do not receive a confirmation notice within five business days of sending your registration, please contact Christine Glatz at (815) 469-2935. On-site registrations will be taken on a space-available basis only; an additional \$25 on-site registration fee will be applied.

Cancellation Policy

A full refund will be issued if notification of cancellation is submitted in writing (email is acceptable) by end of business, September 4, 2014. After that date, refunds will not be issued; however, substitutions are allowed. Please contact the TMA Chicago/Midwest Chapter office at (815) 469-2935 or via email at sue@managementservices.org to advise of a cancellation or change in attendee.

Business casual attire appropriate.

Please reproduce this form for each registrant.

On or before 08/31/14	Member Rate	Non-Member Rate
Conference	\$225	\$275
NextGen (35 & under)	\$100	\$100
Total:	_____	_____

After 08/31/14	Member Rate	Non-Member Rate
Conference	\$250	\$325
NextGen (35 & under)	\$100	\$100
Total:	_____	_____

Spouses welcome; please inquire with the TMA chapter office for more information

Full Name _____
 Name as it is to appear on Badge _____
 Spouse/Guest name _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____
 Email _____

Payment:

Check enclosed
(Payable in U.S. funds to TMA Chicago/Midwest Chapter)

Please charge my (circle):
 Visa MasterCard American Express

Credit Card Number _____
 Expiration Date _____ Total Amount Paid _____
 Signature _____
 Special Needs & Dietary Restrictions _____

Hotel Information

L Loews Minneapolis (formerly The Graves 601 Hotel)
 601 1st Avenue North
 Minneapolis, MN 55403



MARC attendees should make their own reservations by calling 866-523-1100 by August 25, 2014. Please identify yourself as a member of the Turnaround Management Association group for the \$179/night plus tax rate, based on availability. All reservations must be guaranteed and accompanied by a first night room deposit or guaranteed with a major credit card. Reservations received after August 25, 2014 are subject to space availability and at the prevailing room rates. Failure to cancel a guaranteed reservation 24 hours prior to the day of arrival or occupy the room will result in a charge of one night's room and tax applied to the individual's credit card.

CPE Available

Recommended CPE—5 hours (based on a 50-minute hour); Program Level—BASIC;
 Prerequisites—NONE; Advanced Preparation—ONE; Instructional Method—Group Live



The Detroit and Chicago/Midwest Chapters of the Turnaround Management Association are registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. www.nasba.org.

CLE credits for attorneys is pending approval.



Christine Glatz, Chapter Administrator
 TMA Chicago/Midwest
 P.O. Box 33
 Frankfort, Illinois 60423
 (815) 469-2935 Fax (815) 469-1901
 Email: cglatz@managementservices.org



For more information and to register for this event, please visit:
www.tmachicagomidwest.org

MidAmerica Regional Conference 2014 Sponsors

Platinum Sponsors



Gold Sponsors

Alliance Management ■ Associated Bank ■ Capitol Lien Records & Research Inc.
 Cole Taylor Business Capital ■ Community Reinvestment Fund USA ■ First Business Capital Corporation
 Lighthouse Management Group Inc ■ Linquist & Vennum LLP ■ Manty & Associates P.A. ■ Maynards Industries
 NRC Realty & Capital Advisors ■ Plunkett Cooney ■ Wipfli LLP

Event Sponsors

Opening Reception: Fredrikson and Byron P.A.
 Dinner: Huron Business Advisory ■ Winthrop & Weinstine P.A. ■ Maslon Edelman Borman & Brand LLP
 Nightcap Reception: Sugar Felsenthal Grais & Hammer LLP
 Breakfast: Hilco Global
 Coffee Break: Golan & Christie LLP ■ Barron Business Consulting
 Raffle: Chicago Capital Holdings LLC ■ Great Lakes Business Credit LLC ■ Halpern Law Firm PLLC
 Marsh & McLennan Companies ■ Schechter Dokken Kanter CPAs

Is the glass finally half full?
 Creating Value for Corporate Renewal



Join your colleagues from the
 TMA Chicago/Midwest, Ohio,
 Detroit/Grand Rapids, Missouri,
 and Minnesota Chapters for
 two days of educational
 sessions and networking.

Visit tmachicagomidwest.org
 to register and learn more.





Carey Lohrenz knows what it takes to win in one of the highest pressure, extreme environments imaginable: in the cockpit at Mach 2. As the first female F-14 Tomcat Fighter Pilot in the U.S. Navy, having flown missions worldwide as a combat-mission-ready United States Navy pilot, Lohrenz is used to working in fast moving, dynamic environments where inconsistent execution can generate catastrophic results. The same challenges are found in business: markets change, customer needs evolve, and if you do not adapt quickly your company is at risk.

In her motivating and engaging keynote presentation, Lohrenz will share her fascinating experiences operating in one of the world's most challenging environments—an aircraft carrier. She is uniquely qualified in the fundamentals of winning under pressure, reducing errors, and overcoming obstacles. Her mastery of these fundamentals can help your team triumph in this high-risk, time-crunched world.

Lohrenz's timely message about High Performing Teams and developing a Culture of Learning is based on the best-practices of high reliability organizations. The processes of Planning, Briefing, Debriefing, and Adjusting help businesses manage risk while becoming a High Performing Organization. This message resonates with diverse audiences at every level of the company. Lohrenz has been requested by name from some of the top Fortune 100 businesses. Her ability to connect with both an audience and on a one-on-one level, coupled with her knowledge and experience in leading high-performing, diverse teams, has made her highly sought after as a business consultant and speaker.

Lohrenz is a powerhouse in the field of delivering engaging Leadership, High Performing Organizations and Diversity Training that directly impacts a company's ROI and bottom line. Her experience in the all-male environment of fighter aviation and her ability to pass on the Lessons Learned in her career allow her to deliver insight and guidance from a credible platform on Women's Leadership Issues.

Lohrenz has delivered her leadership and strategy experience to such companies as Cisco, Underwriters Laboratories, AT&T, Kimberly Clark, State Farm Insurance, and Sea Ray Boats, to name a few. She graduated from the University of Wisconsin where she was a varsity rower, also training at the pre-Olympic level. After graduation, she attended the Navy's Aviation Officer Candidate School before starting flight training and her naval career. She is currently working on her Master's in Business Administration in Strategic Leadership.

Friday, September 12, 2014



Nina Easton is FORTUNE's award-winning Washington columnist and senior editor-at-large, covering politics and economics in the nation's capital for a readership of more than 5 million. She is a regular TV presence as a commentator on American politics, the global economy, and foreign policy. Over the course of her career, she has interviewed a range of luminaries—from Hollywood (Bette Davis, Meryl Streep, Tom Hanks) to politics (Hillary Clinton, Barack Obama, Mitt Romney) to business (Christine Lagarde, Steve Wozniak, Sheryl Sandberg).

Easton serves as co-chair of the FORTUNE Most Powerful Women Summit, providing programming and stage presence for one of the company's most financially successful franchises. This gathering of pre-eminent women in business, government, and the arts has now expanded to international venues, including Europe and China.

For nine years, Easton has been a panelist on Fox News Sunday and the primetime Special Report with Bret Baier, as well as other top-rated Fox News shows. She also has provided commentary on NBC's Meet the Press, CBS's Face the Nation, ABC's This Week, PBS's Washington Week in Review, The Charlie Rose Show, and National Public Radio, among others.

In 2008, she was a member of the Fox News election desk, where she analyzed the campaign each primary election night and during primetime coverage of the conventions and the general election. She was also an analyst for the 2006 and 2010 midterm elections, and for signature political events such as the State of the Union.

In 2012, she was awarded two fellowships at the Harvard Kennedy School where she produced a scholarly paper on inequality at the school's Shorenstein Center, and later taught an Institute of Politics seminar on the 2012 presidential campaign and the economy. In 2004, she co-wrote the book *John F. Kerry: A Complete Biography* and coordinated much of the *Boston Globe's* political coverage as deputy chief of its Washington bureau, a position she held from 2003 to 2006. During the 2004 election, she was a commentator on CNN.

Easton is author of the acclaimed political history *Gang of Five: Leaders at the Center of the Conservative Ascendancy* (Simon & Schuster, 2002), which was praised by the *Washington Post* for telling the story of post-Reagan conservatism "more inventively, exhaustively and entertainingly than anyone else." Her insights into the rise of the modern political right prompted the *Wall Street Journal* to dub her "the Dian Fossey of conservatism." In 1982, she co-authored *Reagan's Ruling Class: Portraits of the President's Top 100 Officials*, a *Washington Post* best-seller that profiled the capital's new leaders.

Easton grew up in California and is a Phi Beta Kappa graduate of U.C. Berkeley.

Closing Panel: The Art of Rainmaking

The days of protracted turnarounds and bankruptcy cases appear to be dwindling, giving way to prearranged filings, quick sales or liquidations and further debt extensions. There are new participants in the distressed investing world changing the rules and value hurdles. The old turnaround strategies and timelines may no longer apply today. So how do you win business in these market conditions? This program starts with getting back to the basics of business development and implementing winning strategies. Even the most prolific rainmakers should welcome a refresher in these fundamental elements. A moderated panel of nationally recognized restructuring practitioners and leaders of their organizations will then discuss their process for uncovering opportunities in this slow growth period in the turnaround business. Explored topics include: how and where should you invest time and resources in looking to grow revenue? What strategies tend to produce results? How to make friends and keep them in this business? Expect a frank discussion on what it means to carry the water for your organization.

Moderator: Susan Snieder, Principal, New Vistas Consulting LLC
 Panelists: Van E. Conway, President and CEO, Conway MacKenzie LLC
 Aaron L. Hammer, Partner, Sugar Felsenthal Grais & Hammer LLP
 Jack Butler, Executive Vice President, Hilco Global
 Tim Becker, Co-founder and Principal, Lighthouse Management Group Inc.

Agenda

Thursday, September 11, 2014

10:00 a.m.-3:00 p.m. Registration Desk Opens

1:00 p.m. Conference Begins / General Session

1:45 p.m. Panels 1A & 1B Concurrently*

2:45 p.m. Coffee Break

3:15 p.m. Panels 2A & 2B Concurrently*

4:15 p.m. Break

5:00 p.m. Cocktail Reception

6:00 p.m. Conference Dinner, Keynote Speaker Featuring Carey Lohrenz

8:30 p.m. Nightcap Reception

Friday, September 12, 2014

7:30 a.m. Registration Desk Opens

8:30 a.m. Breakfast Buffet

9:00 a.m. Keynote Speaker Featuring Nina Easton

10:30 a.m. Coffee Break

10:45 a.m. Closing Panel: The Art of Rainmaking

12:00 p.m. Conference Concludes; Raffle Prize winners must be present to win!

*Attendees will ultimately attend two out of the four panel options

Concurrent Panel 1A

Wrapping Up the Detroit Bankruptcy Case: What Are the Implications for Other Municipalities and What is the Future of Chapter 9?

Municipal insolvencies present uniquely painful choices for multiple stakeholders. Detroit's chapter 9 proceeding will be at the plan confirmation stage when we meet in September. This case has helped the turnaround and legal communities move well beyond just understanding the differences between chapter 9 and chapter 11 or the issues surrounding eligibility requirements. Answering the following questions teaches us much about the post-Detroit state of chapter 9 law: What were the key outcomes in this case? How did the specific issues surrounding union and pension issues get resolved? What were the outcomes for the various bondholders? Who were the advisors to the key constituents and how were professional fees managed? Are there any strategies that can be employed in similar municipal restructurings, both in and out of court? Who are the next municipalities on the chapter 9 watch list? Panelists have first-hand operational, financial, and legal knowledge of the Detroit chapter 9 case as well as other significant municipal cases, including Vallejo and Stockton, California and Jefferson County, Alabama.

Moderator: Joel Schneider, Senior Vice President, Hilco Global
 Panelists: Sharon Levine, Partner, Lowenstein Sandler LLP
 Patrick Darby, Partner, Bradley Arant Boult Cummings LLP
 Charles Moore, Senior Managing Director, Conway MacKenzie Inc.
 Gaurav Malhotra, Senior Managing Director, Ernst & Young LLP

Concurrent Panel 1B

View from Inside the Special Asset and Workout Groups

Offering a rare peek inside the world of special asset and workout groups, these panelists will provide an update on the current state of their respective portfolios of bad credits and how it has changed over the past year, as well as examine what options or strategies lenders consider when deciding how to move forward with a defaulted credit and how those options and strategies are impacted by federal rules and regulations. The panelists will also discuss the timing and retention of professionals, including providing guidance on the skill sets that are necessary for professionals to compete.

Moderator: Michael A. Rosow, Attorney, Winthrop & Weinstine P.A.
 Panelists: Kristine B. Netjes, Senior Vice President, Wells Fargo Bank N.A.
 Ziad W. Amra, Vice President, Special Assets Group, U.S. Bank National Association
 Alison K. Tregilgas, Vice President, Special Loan Group, Associated Bank NA

Concurrent Panel 2A

Capital Markets Update

Despite the uncertainties we have faced in Capital Markets, we are constantly looking for opportunities. The U.S. economy seems to be gaining strength, unemployment is falling, and the majority of investors seem to be gaining confidence in the market again. What deals are investment bankers, commercial banks, and asset-based lenders seeing, and which ones are getting done? Where do they see opportunity, and what are the prospects for the rest of 2014? Will interest rates finally rise this year? If so, how fast will they climb and what impact will this new reality have on the market? Expect a lively discussion about how the eventual shift in the markets will affect middle market, large cap, and high-yield opportunities.

Moderator: Tom Goldblatt, Managing Director, Ravinia Capital LLC
 Panelists: David Glickman, Partner, Resilience Capital
 Tom Siska, Senior Vice President, North Mill Capital LLC
 Brian Boorstein, Managing Partner, Granite Creek Partners LLC
 Joseph Fobbe, Senior Vice President—Originations, Cote Taylor Business Capital

Concurrent Panel 2B

The New Frontier: U.S. Distressed Investing in China

With the rise of China's economy and their increasing presence in corporate reorganizations under the Bankruptcy Code, a familiarity of the complexities of recovering assets and other issues unique to China is becoming increasingly important for bankruptcy practitioners. This panel will provide insight into what the rise of China's economy means to restructuring professionals by examining the factors driving the growth in outbound investments from China and the importance of China to the global investing market. These panelists will also compare distressed sale transactions in China to those under §363 of the Bankruptcy Code, review cultural differences in negotiations and discuss the current state of regulatory and sophistication of conducting business in China. Keith A. Maib of Mackinac Partners will lead this discussion, having acted as CRD to AgFeed Industries Inc. in its sale of Chinese assets under §363 to Murphy-Brown LLC and TriOak Foods Inc., a transaction that received the §363 Sale of the Year award from *The M&A Advisor*.

Moderator: Keith Maib, Senior Managing Director, Mackinac Partners LLC
 Panelists: Rafael X. Zahradddin-Aravena, Elliott Greenleaf
 Wayne Weitz, Managing Director, Gavin/Solmonese
 Steve Jakubowski, Partner, Robbins, Solomon & Patt Ltd.
 Selig D. Saks, Partners, Foley & Lardner LLP
 Euan Rellie, Senior Managing Director, Business Development Asia LLC



Aaron Hammer
 Sugar Felsenthal Grais
 & Hammer LLP



Mike Wolf
 Cole Taylor

On behalf of the Chicago/Midwest, Detroit, Missouri, Ohio and Upper Midwest/Minnesota Chapters, we invite you to join us for the 8th Annual MidAmerica Regional Conference (MARC) at the Loews Minneapolis Hotel (formerly the Graves Hotel) in downtown Minneapolis on September 11-12, 2014. This year's MARC is bringing together corporate renewal professionals from across the United States to lead interesting, dynamic, and thought provoking discussions related to this year's theme: Creating Value for Corporate Renewal.

MARC 2014 boasts an exceptionally strong lineup of relevant and informative panels. With all of us looking for ways to succeed in this ever-changing and uncertain business environment, professionals must consider what adaptations, if any, are necessary to meet the challenges presented during a slow growth economy. Our panels are loaded with highly regarded industry experts and frontline practitioners who will reveal what opportunities the current economic and international climate hold for practitioners. MARC 2014 closes with a panel titled "The Art of Rainmaking," which explains how to win business and stay ahead in the restructuring industry when traditional strategies and timelines may no longer apply.

This year features two prominent keynote speakers, Carey Lohrenz and Nina Easton. Lohrenz's experience as the first female F-14 Tomcat Fighter Pilot in the U.S. Navy gives her a unique perspective of how to work in fast moving, dynamic environments where inconsistent execution can generate catastrophic results. Lohrenz has contributed her leadership and strategy experience to several Fortune 500 companies. Easton is an award-winning Washington columnist, senior editor-at-large, and a regular TV presence as a commentator on American politics, the global economy, and foreign policy.

MARC 2014 would not have been possible without the tireless efforts of our MARC planning committee in organizing session topics and securing speakers, industry experts, panelists and sponsors. With representatives from all five participating chapters, the committee has diligently worked to make this year's MARC an enlightening and engaging program. We would like to personally thank and recognize the following committee members:

Bob Koester, Fix Business Debt	Rhett Rowe, Great Lakes Business Credit
Harold Israel, Goldstein & McClintock	Jim Nichols, Eide Bailly
Matt Michael, FTI	Russ Long, O'Keefe
Mike O'Neil, Taft Stettinus & Hollister	C.J. Harayda, Faegre Baker Daniels
Meagan Hardcastle, Harmon Partners	John Hoagberg, First Business Capital
Barb Yong, Golan & Christie	Steve Wybo, Conway MacKenzie
Ben Smith, Huron Business Advisory	Ed Kammeyer, The Platinum Group
Larry Fox, Huron Business Advisory	Amy Swedberg, Maslon
Tom Goldblatt, Ravinia Capital	Mike Deighan, O'Keefe
Joel Schneider, Hilco Global	Michael A. Rosow, Winthrop & Weinstine
Donna Hinrichs, Amerisource Funding	Dan Dooley, MorrisAnderson
Brendan Best, Schafer and Weiner	Paul Hage, Jaffe Law
Pat Mears, Barnes & Thornburg	Conn Walters, Tranzon Asset Strategies

Additionally, we would also like to express our gratitude to Chris Glatz, Sue Fischer, and Brenda Ryan for their administrative support and attention to detail, which have been imperative to the success of this program. Finally, MARC 2014 would not have been possible without the generous support of our sponsors. Their continued financial support is an invaluable resource to MARC. In particular, the MARC planning committee thanks our Platinum Sponsors for their commitments to the success of MARC 2014.

Thank you for attending MARC 2014 in Minnesota!

Aaron Hammer & Mike Wolf
 2014 MidAmerica Conference Co-chairs