

## MAY 27<sup>TH</sup> EVENT SCHEDULE:

Panel Discussion  
3:30 – 4:15 pm

Audience Q&A  
4:15 – 4:30 pm

Structured Networking  
with all Attendees  
4:30 – 5:00 pm



Rick DeAvila  
Principal

Rick DeAvila joined Alerion Capital Group, LLC soon after its founding by former operating executives with technology industry experience. Alerion exclusively invests across the broad B2B technology sector leveraging direct or closely related investment or operating experience. Investments have been made in semiconductor, test and measurement instrumentation and software, kiosk hardware and related application software, enterprise cloud software, IT services, security, semiconductor capital equipment, and hardware companies. Investments have been focused on companies with an EBITDA range of \$1.5 million - \$5 million and usually structured as majority recaps of founders.

Prior to joining Alerion, Rick's experience was in support of growth investments and M&A activities in the middle market through mezzanine and senior debt investments while in various roles at Banc One Capital Partners and LaSalle Bank.

Current board activity includes Navigator Business Solutions - UT (SAP #1 SMB Cloud Partner), Tiempo Development Corp - AZ (software development), and UMB Bank AZ as an advisory board member. Rick is also a founding member of the Blue and Gold Fund and member of the investment committee. The Blue and Gold Fund is a venture fund affiliated with Marquette University investing in student founded businesses.

Rick received his B.S. in Business Administration with a specialization in Finance from Marquette University, an MBA from Arizona State University, and is a CFA charter holder.



Mark Dorman  
Managing Director

Mark Dorman is a Managing Director at Endeavour, a private equity firm with offices in Denver, Portland, Seattle, and Los Angeles. Endeavour was founded in 1991 to serve as a long-term capital partner to leading companies in the Western United States. Endeavour is currently investing its seventh equity fund and has approximately \$2.25 billion in assets under management.

Mark currently serves on the boards of Alpha Media, Arizona Nutritional Supplements, Equality Health, and Nordic Ice. He is also a Life Trustee at Lewis & Clark College, a Board Member of the National Association of Corporate Directors (NACD) Colorado Chapter, and an Executive Board Member of Boy Scouts of America, and Denver Area Council.

Mark received a B.S. from Lewis and Clark College and an M.B.A. from Harvard Business School. He and his wife live in Denver, Colorado, and have three grown children.



ENDEAVOUR



Iain Douglas  
Managing Director and Co-Founder

Iain Douglas is a Managing Director and Co-Founder of True West Capital Partners ("True West"), a \$225 million private credit fund focused on middle market companies and private equity sponsors typically located in the Western US. True West invests \$5 million - \$25 million in support of acquisitions, buyout, growth capital, and recapitalizations for privately owned, family owned, and private equity backed companies. Our reputation is our greatest asset and our investment philosophy is relationship based above all else.

Prior to True West, Iain was EVP, Chief Sales Officer, and Western Region Manager for CIT's Commercial & Industrial Group, overseeing business development and risk management efforts in the Western and Southwestern United States for leveraged, distressed, and special situations senior debt. Iain also managed CIT's industry-vertical focus on Food, Beverage, and Agribusiness on a national basis. Prior to CIT, Iain was with GE Capital in various leadership capacities including Capital Markets and Risk Management positions. Previously, Iain also held business development and risk positions with First Interstate Ltd., Security Pacific National Bank, and Philadelphia National Bank.

Iain earned a Masters of Business Administration with a concentration in Finance from the Anderson Graduate School of Management at University of California Los Angeles, and a Bachelor of Arts in Economics from Cornell University.



John Farr  
Managing Director

John Farr has spent his career serving companies in the Health & Wellness, Consumer, Manufacturing, Technology, and Aerospace industries. His transaction experience includes public and private companies such as Honeywell International, General Electric, Nutraceutical International, Boeing, General Dynamics, Kroger Inc., The Vanguard Group, and Atrium Innovations.

John was previously with Honeywell Aerospace's Mergers & Acquisitions team making acquisitions in the commercial and business aviation and defense markets. Additionally, John was the Finance Manager for a \$500 million MRO division.

Previously John worked with PNC Equity Management, a \$1 billion private equity group engaged in growth equity, leveraged buyout, and mezzanine loan investing primarily in consumer, manufacturing, distribution, and services businesses.

John began his investment banking career in New York where he worked as an Analyst and Associate with the Private Placement team at Deutsche Bank Alex Brown. John earned a B.A. in Economics and Business Administration from Vanderbilt University and an MBA with concentrations in Finance, Accounting, and Strategy from the Kellogg School of Management. John is registered with FINRA (formerly NASD) and has series 7, 24, 63, 79, and 99 securities licenses. He is a past recipient of The M&A Advisor's national 40 Under 40 Award, is involved with several finance industry organizations, and is a frequent speaker on the topics of M&A, capital raising, and capital structure.



Austin Potenza  
Moderator

Austin Potenza is shareholder and the head of the Transaction Group at May, Potenza, Baran & Gillespie. Austin's practice focuses on M&A, corporate transactions and tax.



[www.acg.org/arizona](http://www.acg.org/arizona)

This is event is free and open to both members and non-members.  
Registration is required.

Instructions on how to join and register via Zoom will be sent in your registration confirmation email

RSVP by: May 27, 2020 11am