

2017 DEALMAKER'S FORUM

PANEL 2

Panel 2: Colorado-Centric Industry Deep Dive

A discussion about current developments in the deal space for the Oil & Gas, Healthcare and Agribusiness industries.



Patrick Donovan, President, VeloSource

Patrick is a dynamic, results-oriented leader with over 22 years of experience assisting high-growth, fast-paced companies within the healthcare industry. He offers a proven track record of successfully implementing organizational improvements and best practices by utilizing keen analysis, effective communication, and a team-oriented approach. Patrick founded VeloSource, formerly Elevated Healthcare Staffing, in 2015 because he believes working with a staffing firm doesn't have to be a hassle. VeloSource utilizes streamlined processes, saving healthcare providers time and cost when staffing their businesses, and providing the best match possible to fit their

changing needs. Patrick received his BS in Business Administration and Management from the Georgia Institute of Technology.



Lynn Hendrix, Partner, Bryan Cave

Lynn is a partner in the Denver office where he maintains a multi-disciplinary transactional practice relating to a variety of types of property and industries, with particular emphasis on energy and natural resources law, intellectual property law (including trade secrets, copyrights, patents and trademarks) and finance and lending law. Mr. Hendrix also counsels clients, from individuals to large corporations, on general commercial and corporate law. The breadth and depth of Mr. Hendrix's practice allows him to bring unique ideas, concepts and solutions to transactions and business relationships. Since 1978, Mr. Hendrix has represented clients in

virtually all types of transactions, including mergers, acquisitions, financing, alliances, ventures and other commercial transactions.



Mike Steffeck, Executive Vice President, Procurement and Product Strategy, Pinnacle Agriculture

Mike has been Executive Vice President of Procurement and Product Strategy since 2015 and was previously President of our Innvictis Crop Care, LLC subsidiary from 2012 to 2015. Prior, he was founder and CEO of Fuzion Technologies, LLC and President of Loveland Products Inc., an affiliate of Agrium Inc., and held various positions within United Agri Products until it was purchased by Agrium, Inc. Mike also held various positions in the FMC Agricultural Products Group Division of FMC Corporation from 1993 to 2005, most recently serving as Area Director of the Latin America North

business unit where he was responsible for managing the Mexico, Central America and the Caribbean business unit. He received his bachelor's degree from the University of Wisconsin, River Falls, an MBA from Drake University MBA and completed the University of Chicago's Executive Development Program.



Kevin Mitchell, Co-Founder and Managing Partner, Lariat **Partners**

As a co-founder and Managing Partner at Lariat Partners, Kevin leads the Willowood, Northern Seed and Ecoserv partner company relationships. Prior to co-founding Lariat Partners in January 2013, he was the Managing Partner of RedCloud Capital, an independent private equity firm focused on the lower middle-market that he founded in 2005. During his tenure with RedCloud, he was responsible for originating and executing all five RedCloud platform acquisitions and served on all portfolio company boards. Previously, Kevin was Managing Director of FMI Corporation, a middle-market

investment banking and management consulting firm focused on the engineering and construction industry. During his tenure at FMI, Kevin was responsible for creating and building their financial sponsor practice and focused primarily on targeted buy-side proprietary searches for select middle-market financial sponsors.





received a BBA in Finance.



Aaron is a co-founder of Quadriga Partners and focuses on advising facilities-based healthcare companies on a variety of M&A and capital structure matters. Prior to the formation of Quadriga Partners, Aaron was a member of the Healthcare Group at Headwaters MB. He joined Headwaters from Janus Capital Group, where he worked in their Corporate Finance and Strategy Group. Prior to his tenure with Janus, he worked as an Analyst focused on distressed investments for Broe Capital, a private investment group with investments across a variety of industries, including healthcare. Aaron graduated with honors from James Madison University where he

Court Wold, Finance and Planning Manager, Wold Energy Partners, LLC

As Finance and Planning Manager, Court is responsible for WEP's Business Development and Financial Planning. Previously, he spent four years with Cordillera Energy Partners, III, a private equity sponsored operating company focused on developing oil and gas reserves in the Anadarko Basin. At Cordillera, he was responsible for financial modeling, investor relations, capital planning, and midstream development evaluations. Prior to Cordillera, Court spent three years in the energy and industrials group of Headwaters MB, an investment bank offering

M&A advisory services. Presently, he also serves as a founding member of Summit Royalties, a mineral and royalty investment company in Denver. Court is a graduate of The Colorado College with a degree in Economics and Business.

Moderator



Jason B. Werner, Senior Associate, Bryan Cave LLP

Jason focuses his practice on assisting clients with complex entity formations, structuring, acquisitions, and dispositions. His experience includes both buy-side and sell-side M&A, private equity and general corporate counseling. He counsels clients through all aspects of their businesses, ranging from day-to-day contract and other corporate needs to the successful completion of material transactions. Prior to joining Bryan Cave in 2012, Jason began his legal career at a firm in New York. In addition to his legal background, he has experience in the financial industry, having

worked at ELX Futures, L.P., a derivatives exchange in New York City. Jason serves on various Firm committees, including the firm's recruiting committee.

Aaron Osmundson, Managing Director, Quadriga Partners