



*The Commercial Finance Conference of California  
The Turnaround Management Association &  
The Association of Insolvency and Restructuring Advisors  
proudly announce a joint symposium followed by an evening of networking*

# *“Financing the Middle Market Company”*

**Date:** *September 20, 2005*

**Place:** *The Jonathan Club*  
545 South Figueroa Street, Los Angeles, California

**Time:** **1:30 – 2:00**     *Registration & Networking*

**2:00 – 3:00**     *Current Trends in Capital Markets:  
Where We Were, Where We Are, and Where We're Going*

Cameron Breitner	Centre Partners Management LLC
Matthew Grimes	Tennenbaum Capital Partners, LLC
E. Stephen Krawchuk	Wachovia Capital

**Coffee Break**  
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**3:15 – 4:15**     *Early Warning Signs in a Turnaround: Signs of Distress & When to Act*

Marc A. Bilbao	Giuliani Capital Advisors
M. Freddie Reiss	FTI Consulting, Inc.
Steven Varner	Alvarez & Marsal, LLC
Robbin L. Itkin	Kirkland & Ellis, LLP

**Coffee Break**  
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**4:30 – 5:30**     *How Lenders Can Use the Bankruptcy Code to Their Advantage:  
Tips, Tricks and Strategies*

Joel R. Ohlgren	Sheppard, Mullin, Richter & Hampton LLP
Jeffrey N. Pomerantz	Pachulski Stang. Ziehl Young Jones & Weintraub
Martin R. Barash	Klee, Tuchin, Bogdanoff & Stern, LLP

**5:30 – 7:30**     *Cocktail Reception*

**Cost:**

Member Reservations	\$125.00 per person
Members at the Door	\$140.00 per person
Non-Members Reservations	\$150.00 per person
Non-Members at the Door	\$165.00 per person

*\* Includes validated self-parking*

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## Speaker Profiles

**Martin R. Barash.** Mr. Barash is a partner in Klee, Tuchin, Bogdanoff and Stern LLP. Mr. Barash concentrates his practice on chapter 11 cases, out-of-court workouts, bankruptcy litigation and appeals, and has represented debtors, debtors in possession, secured creditors, creditors' committees, and large creditors in a variety of industries including manufacturing, retail, real estate, and high technology, including in the chapter 11 cases of All Star Gas, Crescent Jewelers, Dep Corporation, Iridium, Outsource International, Pacific Gateway Exchange, and Samuels Jewelers.

**Marc A. Bilbao.** Mr. Bilbao is a Managing Director in the Los Angeles office of Giuliani Capital Advisors LLC. He focuses on representing companies, senior lenders and creditors in all phases of workouts and restructuring transactions including the development of turnaround business strategies, debt and equity restructurings, and M&A transactions. Mr. Bilbao has had significant experience in various out-of-court related restructurings including: M&A transactions, debt restructurings, debt for equity swaps, and partnership negotiations.

**Cameron Breitner.** Mr. Breitner joined Centre Partners in 1998. Prior thereto, he worked in the mergers and acquisitions department at Bowles Hollowell Conner & Co. He currently serves on the Board of Directors of Garden Fresh Holdings, Inc., BumbleBee Seafoods L.P., Firearms Training Systems, Inc., Quickie Holding, Inc., and Bravo Sports.

**Matthew Grimes.** Mr. Grimes is a Director of Tennenbaum Capital Partners, LLC. Prior to joining TCP, he served as First Vice President at Congress Financial. As a Business Development Officer at Congress Financial, his responsibilities included sourcing and structuring middle market transactions and negotiating loan documents.

**Robbin L. Itkin.** Ms. Itkin is a partner in Kirkland's rapidly expanding West Coast restructuring practice, resident in its Los Angeles office. Ms. Itkin represents debtors, creditors', equity and bondholders' committees, purchasers and trustees in corporate restructurings and bankruptcies in a wide variety of industries, including entertainment, retail, transportation, and hospitality, and advising high profile individuals and corporations in out-of-court workouts and financial transactions.

**E. Stephen Krawchuk.** Mr. Krawchuk joined Wachovia in 2003 and currently oversees business development efforts for its Western Region. Prior to joining Wachovia, he worked with various institutions including Deutsche Bank, NationsBank, and Foothill Capital. His corporate finance background includes asset-based finance, leveraged lending, venture finance, bridge and mezzanine finance.

**Joel R. Ohlgren.** Mr. Ohlgren is a partner in the Finance and Bankruptcy Practice Group in the firm's Los Angeles and Santa Barbara offices. Mr. Ohlgren's areas of practice are bankruptcy, creditors' rights, complex bankruptcy litigation, international insolvency issues and commercial law. He has represented various interests in a wide range of industries, including agriculture (growers, packers and distributors), building and construction, real estate, healthcare, petroleum and energy, shipping companies, hotel and hospitality, retail, wholesale and manufacturing businesses.

**Jeffrey N. Pomerantz.** Mr. Pomerantz's practice includes representing companies in complex in and out-of-court financial restructurings. Mr. Pomerantz has particular expertise in retail restructurings. Mr. Pomerantz also has an active creditors' committee practice. Mr. Pomerantz is an active member of the American Bankruptcy Institute, serving as co-chair of its annual Southwest Bankruptcy Program.

**M. Freddie Reiss.** Mr. Reiss is a senior managing director in FTI's Corporate Finance/Restructuring practice and the national leader of Company-Side and Interim Management practice. Mr. Reiss has 25 years of experience in strategic planning, cash management, liquidation analysis, covenant negotiations, forensic accounting and valuation. He specializes in advising on bankruptcies, reorganizations and business restructurings and in providing expert witness testimony for underperforming companies

**Steven Varner.** Mr. Varner is a Managing Director in charge of the Los Angeles office of Alvarez & Marsal, LLC. With over 14 years of restructuring experience, Steven has advised boards of directors, debtors-in-possession, investors, lenders and creditor committees in numerous turnaround, restructuring and reorganization situations. He has provided business, financial and accounting advice to both debtors and creditors including formulating and evaluating business plans, turnaround strategies, capital structures, and plans of reorganization.



### **The Symposium Qualifies For Continuing Education Credit**

3.5 hours of CPE Credit Available  
3.0 hours of MCLE Credit Available  
*Arranged through the AIRA*

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