

M&A | 2016 CONFERENCE

DES MOINES ▼ AUGUST 4

PANELIST & MODERATOR BIOGRAPHIES

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Michael Abbott

Partner | Faegre Baker Daniels

Mike Abbott focuses his practice on corporate and finance law for clients ranging from startups and emerging growth clients to Fortune 500 companies. He is regularly involved in advising companies on strategic transactions and governance matters, including M&A, joint venture and capital transactions. Mike works with clients in a number of industries, including financial services, insurance, food and agriculture, among others. Mike is a member of the firm's national food and agriculture industry steering committee and serves as the leader for the industry team's corporate practice area.

Mike has represented buyers, sellers and institutional investors in many different types of M&A transactions. He provides integrated and strategic legal counsel on the full range of financial matters, including complex financial transactions and corporate debt restructurings. He also represents entrepreneurs, fast-growth companies and their investors at all stages of an enterprise's life. Mike advises companies on general corporate matters, including corporate governance, contract preparation and negotiation, financing issues, restructurings, and ongoing strategic, transactional and regulatory matters.

[Read full biography](#)



Robert Z. Biodrowski

Director | Wells Fargo Securities

Rob Biodrowski is a director in the Middle Market Investment Banking group of Wells Fargo Securities. Rob is responsible for the origination and execution of investment banking services for companies and financial sponsors based in the Midwest and Central United States. Rob also serves on Wells Fargo's Illinois Leadership Council.

Rob joined the Middle Market group in 2013, after spending more than six years with the Wells Fargo Securities Industrials Investment Banking group. While on the Industrials platform, Rob covered mid- and large-cap companies across the capital goods vertical, including automotive suppliers and heavy machinery manufacturers. His transactions include advisory services for Graco's acquisition of ITW's Finishing Products business; The GEO Group's acquisition of BI Inc.; and Generac's sale to CCMP. He also led capital raising engagements for LKQ Corporation, Federal Signal, CCA, Hobbico, Donaldson, A.O. Smith, Apogee, and Wabash National among others.

Prior to joining Wells Fargo Securities, Rob was with Wells Fargo's Real Estate Merchant Banking Group – serving in a principal capacity on structured debt and equity transactions. He joined Wells Fargo in 2001.

Rob received a B.S. in finance from the University of Nebraska.

He is married with two children and lives in Chicago.



Terrel Bressler

Managing Director | Prairie Capital Advisors

Terrel Bressler is a Managing Director in the Chicago office of Prairie Capital Advisors and focuses on M&A and Capital Advisory engagements. In this role, Mr. Bressler helps middle market business owners and their advisors understand and assess their strategic business alternatives and then develop and execute solutions to meet the owner's primary objectives. Typically these solutions include recapitalizations, mergers, acquisitions, company sales and ESOPs. Mr. Bressler works with family, management owned and private equity owned businesses and helps these clients address their growth and ownership transition issues.

During his 25-year investment banking career, Mr. Bressler has originated and executed a wide variety of M&A and capital raising assignments for numerous middle-market companies and their shareholders. Mr. Bressler has worked as an advisor with clients in many industries and has developed extensive experience with companies in the manufacturing, consumer products and distribution sectors. During his career, he has raised nearly \$2 billion in debt, mezzanine and equity capital and has assisted in the sale of companies with valuations as small as \$10 million and as large as several hundred million. To date, Mr. Bressler has completed over 70 investment banking transactions.

Prior to joining Prairie Capital Advisors, Mr. Bressler held Managing Director positions with boutique investment banking groups including Stout Risius Ross and Cleary Gull. He was also an investment banking Partner with William Blair & Company and held senior investment banking positions with McDonald & Company (now part of Key Bank) and First Chicago Capital Markets (now JP Morgan Chase). In addition, Mr. Bressler spent several years in the private equity community working as the Director of Originations and Business Development for William Blair Mezzanine Capital Partners (now Merit Capital Partners), a \$1 billion investment fund advisor. Before starting his investment banking career, Mr. Bressler was a CPA in Arthur Andersen & Company's Small Business Advisory Division.

Mr. Bressler holds a Master of Business Administration degree from the University of Wisconsin and a Bachelor of Business Administration – Accounting from the University of Wisconsin – Milwaukee.



Michele Busse

Corporate Development | Rockwell Collins

Michele Busse leads merger, acquisition, and divestiture transactions as part of the Corporate Development group at Rockwell Collins, Inc., in Cedar Rapids. Prior to this role, Ms. Busse spent ten years as corporate counsel for mergers, acquisitions and divestitures in the Rockwell Collins Office of General Counsel. During her time at Rockwell Collins, she has participated in over a dozen completed acquisitions and a smaller number of divestitures.

Ms. Busse joined Rockwell Collins after spending eight years as a transactional attorney in private practice, and several years as corporate counsel with McLeodUSA. Prior to attending law school, she worked in manufacturing management with Procter & Gamble.

Ms. Busse earned her Juris Doctorate, with high distinction, from the University of Iowa College of Law, and a B.S. in Industrial Engineering from Iowa State University.



Tom Cavanagh

Vice President | BCC Advisers

Tom Cavanagh is vice president and a shareholder with BCC Advisers in Des Moines. Mr. Cavanagh specializes in assisting business owners and managers in identifying and accomplishing their business transfer goals. He is also responsible for managing BCC's collaboration with international colleagues on global assignments. He and the firm are members of the Alliance of International Corporate Advisors (AICA), with affiliated offices worldwide. Mr. Cavanagh is an alumnus of the University of Northern Iowa and earned his M.B.A. at Drake University. He is a Registered Representative with StillPoint Capital, LLC, licensed to deal in securities relating to business transfer and corporate finance engagements. He is a frequent speaker at professional conferences and forums on merger and acquisition issues.



Michael W. Clausman

Senior Attorney | Hormel Foods Corporation

Michael W. Clausman is a Senior Attorney at Hormel Foods Corporation. Mr. Clausman is responsible for managing all legal aspects associated with Hormel's acquisitions and divestitures, both in the U.S. and abroad.

Mr. Clausman joined Hormel in 2011 after spending eight years in private practice. While in private practice, he specialized in transactional law, including mergers and acquisition and corporate finance. During that time, he worked as outside counsel on numerous acquisitions for Hormel. He most recently managed the legal negotiations for Hormel's acquisition of Boulder-based Justin's, LLC, producer of specialty nut butter products, as well as Applegate Farms, LLC, a leading producer of natural, antibiotic-free meat and cheese offerings.

Mr. Clausman graduated with a bachelor's degree in finance from the University of Northern Iowa. He earned a juris doctor from the University of Minnesota Law School.



Adam Claypool

Managing Principal | Bridgepoint Merchant Banking

Adam Claypool is Co-Founder and Managing Principal of Bridgepoint Merchant Banking, a merger and acquisition, corporate finance and fund management firm serving lower and middle market companies nationwide from its offices in Des Moines, Iowa, Lincoln, Nebraska, Omaha, Nebraska, and Denver, Colorado. Bridgepoint's principals have completed over \$104 billion of M&A and capital raising transactions. He is also the Founder and Manager of Bridgepoint Investment Partners, a venture capital fund focusing on early stage software companies. Previously, Adam founded two other lower and middle market focused boutique investment banking practices.

Adam brings a strong investment banking and private equity background and is an experienced business advisor, working closely with private/family-owned businesses, entrepreneurs, venture capital-backed companies and private equity/venture capital firms. Mr. Claypool has nearly 15 years investment banking experience with a career focused exclusively on serving the needs of lower and middle market companies.

Claypool is a member or observer to the boards of BettrLife, BirdDog, Cyber Rain, GCommerce and TrueChoice Solutions. Civically, he serves on the Foundation Board of Hospice of Central Iowa, including the Strategic Planning Committee, and the Rider Club Football Board.

Adam received his Bachelor of Arts in political science with an emphasis in economics at The University of Iowa and holds Series 7, 79, 65 and 63 securities licenses.



Kyle R. Crowe

Managing Director | Greene Holcomb Fisher

During his extensive career as both an investment banker and a corporate attorney, Kyle Crowe has been deeply involved in all types of M&A services, including sell- and buy-side advisories, corporate divestitures, recapitalizations, strategic investments, defensive advisories and fairness opinions. Prior to joining Greene Holcomb Fisher, he was a managing director at Piper Jaffray, where he founded and directed the firm's Technology Mergers and Acquisitions Group. Kyle also practiced corporate law at Kirkland & Ellis in Chicago, where he specialized in mergers and acquisitions, public and private securities offerings, and leveraged buyouts. Kyle is a graduate of The University of Iowa (B.B.A., M.B.A. and J.D.), where he was a member of the University of Iowa's Big Ten Championship football team and Editor-in-Chief of the Iowa Law Review.



Donald J. DeMarie Jr.

Board Member/Consultant | DeMarie Management Group, LLC

Donny started DeMarie Management Group in 2013 with a focus on strategic and operations consulting, merger and acquisition advisory services for building products, and construction services. DeMarie Management's clients include Fortune 500 companies, private equity funds, contractors, distributors and entrepreneurs. Donny is also President of Homes by DHR of Oklahoma LLC, a homebuilder in Shawnee, Oklahoma. Donny serves on the board of directors of FiFoil Company and Quality Aluminum Products. Donny is an occasional faculty member at the GLG Institute and is on the Senior Advisory Council for AEA Investors.

Donny's previous work history includes 27 years with Masco Corporation. Donny was Executive Vice President and Chief Operating Officer from 2007 to 2012. Masco Corporation is one of the world's largest manufacturers of brand name products and services for the home improvement and new home construction markets. Masco's brands include Delta Faucet, Hansgrohe, KraftMaid Cabinets, Hot Spring Spas, Behr Paint and Milgard Windows. As Senior Vice President of Corporate Development, Donny completed over 50 acquisitions in the construction services sector. Donny was President/CEO of Masco Contractor Services, the largest insulation and specialties contractor in the United States. During his tenure as President/CEO, Donny orchestrated a roll-up of Insulation Contractors, growing revenue from \$350 million to over \$2 billion.

Passionate about energy efficiency, Donny co-authored "Environments for Living," still the leading building science program in new construction. Outside of work, Donny loves to travel with his wife and is an avid fisherman.

Donny received his B.S. in accountancy from Northern Arizona University. He lives in Lake Orion, Michigan, with his wife and their combined eight children.



Ty Doggett

Partner | RSM

Ty is a Tax Partner providing compliance and planning services for middle-market manufacturing, retail, real estate, and service businesses and their owners.

For the eight seven years, Ty has served as a member of McGladrey's National Corporate Tax and Transaction Group consulting on engagements throughout the Central Region of the United States. In this role, he works directly with National Tax members to advise on transactions .

In addition to providing mergers and acquisition consulting, Ty regularly serves as an instructor for McGladrey's National Continuing Professional Education (CPE) courses and is a frequent speaker to the investment and finance community on corporate transactions and tax considerations.



Bruce M. Engler

Partner | Faegre Baker Daniels

Bruce has represented buyers, sellers and institutional investors in many different types of public and private M&A transactions. He has been lead counsel representing strategic and private equity clients in scores of significant M&A transactions with aggregate deal values totaling billions of dollars. For 2015, Chambers USA has ranked Bruce as one of the top three Corporate/M&A attorneys in Minnesota. In recent years, Chambers USA has described Bruce as “one of Minnesota’s preeminent M&A lawyers,” “the ‘cream of the crop’ among M&A lawyers,” “pragmatic and reasonable” and “a very business-oriented lawyer who focuses on the deal.” The Best Lawyers in America selected Bruce as “M&A Lawyer of the Year” for Minnesota for 2016. Bruce has been quoted frequently in the media on M&A topics.

For more than 35 years, Bruce has represented private equity investors in the purchase, sale, refinancing and restructuring of their portfolio companies. Bruce has accumulated extensive experience dealing with the many complex structuring, financing, securities and tax issues that arise in these portfolio company transactions.

In addition to his transactional work for clients, Bruce is general corporate counsel for many companies. In that capacity, Bruce works with clients to address their full range of legal needs.

[Read full biography](#)



Jeffrey P. Greiner

Managing Partner | Northern Pacific Group

Jeff is Managing Partner at Northern Pacific Group, a private equity firm based in Wayzata, Minnesota. Prior to founding Northern Pacific Group, Jeff focused on technology, business and financial services investments for Norwest Equity Partners, sourcing proprietary transactions and driving portfolio companies' business development and growth, including exits. Prior to joining Norwest Equity Partners, Jeff was Group Head for RBC Capital Markets in Minneapolis where he had a variety of responsibilities including leading the Firm's Global Technology Investment Banking practice. Jeff was a Founding Partner of Wessels, Arnold & Henderson (WA&H), where he ran Technology Investment Banking and served in similar capacity up to WA&H's sale to Dain Rauscher in 1998 when it became Dain, Rauscher Wessels (DRW) and then RBC Capital Markets upon its subsequent sale in 2001.

Jeff launched and helped lead WA&H Investments, DRW Investors and DRW Venture Partners venture/private equity and mezzanine capital funds, which made approximately 250 investments from 1987 to 2004.

Jeff earned a B.S. in economics from Southern Methodist University in 1980 and an M.B.A. from The Wharton School, University of Pennsylvania in 1983. Jeff is active civically and in the community, currently serving as a director of The YMCA of The Greater Twin Cities, The Greater Twin Cities United Way, Boy Scouts of America Northern Star Council and St. Mark's Episcopal Cathedral.



Bruce Hague

Executive Managing Director and President | Private Bank and Trust

Bruce Hague is Executive Managing Director and President of National Commercial Banking and Regional Markets for The PrivateBank. In this role, he oversees implementation of the company's strategy in eight national markets – Colorado, Georgia, Iowa, Michigan, Minnesota, Missouri, Ohio and Wisconsin. He joined The PrivateBank in October 2007.

Previously, Hague was Executive President of National Commercial Banking for LaSalle Bank, N.A., responsible for overseeing 23 regional banking offices, including all commercial regional offices located throughout the United States, and International Corporate Banking. He was also responsible for LaSalle National Leasing, Corporate Finance and ESOPs. Prior to joining LaSalle in February 1992, Hague worked with two Chicago area groups in mergers and acquisitions. In addition, he gained extensive banking finance and business experience as a commercial lender with American National Bank of Chicago for 11 years.

Hague is a member of the Northwestern University Alumni Association and serves on the Boards of Directors for the Daniel J. Murphy Scholarship Foundation, the Chicago Lighthouse for the Blind and Children's Memorial Medical Center. He earned a bachelor's degree in economics from the University of Illinois Urbana-Champaign and a master's degree in Management, Finance and Accounting from Northwestern University J.L. Kellogg Graduate School of Management.



Adam P. Hertzke

Associate | Faegre Baker Daniels

Adam Hertzke is a member of the Faegre Baker Daniels corporate practice. He counsels public and private clients in many areas of corporate law, including mergers and acquisitions, finance, bankruptcy and restructuring, and commodity procurement and regulation.

Adam represents financial and strategic buyers and sellers in a variety of M&A transactions types, from purchases and sales of private companies to carve-out transactions and joint ventures.

Adam has assisted the firm's lending clients by drafting and negotiating the documentation for private financing transactions. Representative transactions include syndicated and non-syndicated multi-facility credit agreements and loan assignments. Adam also has represented firm clients in connection with counterparty bankruptcy and insolvency issues, including distressed loans and bankruptcy preference claims.

Adam has experience drafting domestic and international commodity procurement and sales agreements on behalf of meat and poultry processors, dairy product manufacturers, vegetable companies, ethanol producers, grain elevators and industry trade organizations. In connection with this practice, Adam advises clients as to the application of state and federal commodity statutes and regulations, including the Commodity Exchange Act, Commodity Futures Trade Commission regulations, and Grain Inspection, Packers and Stockyards Administration regulation to their purchasing programs and assists clients in structuring purchasing programs compliant with those statutes and regulations.

In addition to working on commodity agreements, Adam regularly advises food and agriculture clients and those serving the food and agriculture industry as to the unique aspects of law affecting that industry, including federal regulation of commodity contracts, bankruptcy preference defenses, the application of the Food Security Act and other lien priority issues, state production contract laws, anti-corporate farming laws and foreign land ownership restrictions.

[Read full biography](#)



David R. King

Associate Professor of Management | Iowa State University

Dave holds a doctoral degree from Indiana University, Bloomington, with emphasis in strategic management, entrepreneurship and research methods; an M.A. in business from Indiana University; an M.S. from the Air Force Institute of Technology, Dayton, Ohio; and a B.S. in from the United States Air Force Academy. Currently, Dave is an Associate Professor in the College of Business at Iowa State University where he teaches undergraduate and graduate business strategy. In addition to teaching at Iowa State University, Dave has taught at Marquette University and the U.S.A.F. Academy.

Dave has authored over 20 journal articles and multiple book chapters on different topics, including: merger and acquisition integration and performance, innovation, complementary resources, government policy, and personal investing. An award-winning researcher, his research appears in top management journals, including: Academy of Management Journal, California Management Review, Journal of Management, Journal of Management Studies and Organization Science, and Strategic Management Journal. Dave also serves on the editorial boards of the Journal of Management and Journal of Management Studies.

Dave's research interest in merger and acquisition can be traced to his professional experience as a program manager. Over a 20-year career he managed multimillion-dollar programs before retiring from the U.S. Air Force that spanned development, procurement and modification of F 15, F 117, F-22, AC-130 and MQ-1 aircraft. During his service, the defense industry consolidated significantly, prompting an interest in what drove acquisition activity and higher performance. Dave is a certified project management professional (PMP) and has received multiple professional awards.



John Mickelson

Managing Partner | Midwest Growth Partners

Prior to becoming a founding partner of Midwest Growth Partners, John was a Managing Director at The PrivateBank (NASDAQ: PVTB) where he was responsible for identifying and structuring loans for middle-market companies. Before PVTB, John worked as an investment banker for First National Bank of Omaha, where he provided M&A advisory services to middle-market companies and at Goldman Sachs in their asset management division. Starting at 14, John has also owned and operated three small companies.

John received his B.B.A., M.B.A., and J.D. all from the University of Iowa, where he was an Academic All Big 10 selection and letter-winner on the football team.

Away from MGP, John serves as a City Councilman for West Des Moines, a board member for the State of Iowa Historical Society and John Pappajohn Entrepreneurial Center, and is active in his church, St. Francis of Assisi. He is passionate about cycling and triathlons, but loves nothing more than spending time with his wife Brooke and four boys (Jack, Tucker, Hansen and Hunter).



Renee Montz

Executive VP General Counsel and Secretary | American Equity Investment Life Holding Company

Prior to her current position, Ms. Montz served as Vice President and Deputy General Counsel of American Equity Investment Life Holding Company.

Ms. Montz previously served in various roles at AEGON Asset Management, a global asset management company, from 2004 to 2014, including as General Counsel, AEGON USA Investment Management, LLC, from January 2012 to June 2014. Ms. Montz was a corporate and securities associate in the Chicago office of Mayer Brown prior to joining AEGON.

Ms. Montz earned her J.D. with distinction in 1996 from the University of Iowa College of Law, and her B.A. with honors in 1993 from Iowa State University. Ms. Montz is a member of the Iowa Women Lead Change Board of Directors.



Jonathan L.H. Nygren

Partner | Faegre Baker Daniels

Jon Nygren focuses his practice on mergers and acquisitions, corporate governance and general corporate issues for public and private companies. He has significant experience representing financial services, hedge fund and technology clients in connection with mergers and acquisitions. Jon has advised on numerous transactions in recent years.

Jon received his J.D. from Yale Law School and a bachelor's degree from the University of Minnesota.

[Read full biography](#)



William E. O'Brien

Senior Vice President — Wealth Management | Morgan Stanley

Since 1989, Bill O'Brien has been committed to providing clients with the highest level of professionalism and personal service. Through the years, Bill has assisted business owners and corporations, including several in the Fortune 100, in areas such as corporate liquidity transactions, business succession planning, retirement plan design and implementation, and employee financial education.

Bill's business succession planning capabilities have assisted many business owners of both publicly and privately held corporations. His capabilities include helping businesses implement employee stock ownership plans (ESOPs), understanding the complexities of Internal Revenue Code Section 1042, and leveraging equity risk management and tax advantaged strategies. In addition to his corporate and executive service capabilities, Bill and his partners focus on thorough retirement and investment planning. Bill believes a good investment program enhances personal wealth by carefully adhering to a disciplined approach that is consistent with each client's unique objectives and risk tolerances. Bill holds a Bachelor of Science degree in finance from Northern Illinois University.

Currently, Bill is a member of the National Center for Employee Ownership (NCEO) and the ESOP Association.

Bill is recognized in our firm for helping his colleagues and their clients successfully navigate the complexities of the ESOP process.

In his spare time, Bill enjoys restoring and collecting classic cars. He also enjoys many other activities with his busy family. He and his wife, Lisa, have one son and two daughters.



Brett Peterson

Vice President | NCP, Inc

Mr. Peterson has 10 years of experience in the financial industry and has been employed by NCP since 2007. He co-manages the firm's Corporate Finance and Investment Banking/ Mergers & Acquisitions divisions, and assists in firm strategy.

Mr. Peterson is a magna cum laude graduate of the University of South Dakota's Beacom School of Business with a major in finance.

Mr. Peterson was awarded a CFA charter from the CFA Institute in the fall of 2012 and is a current board member of the CFA Society of Iowa.

He is a current board member of New American Brewing Company, a member (and past board member) of the Des Moines Rotary Club AM and a board member of the West Des Moines Community Enrichment Foundation. He occasionally lectures for Drake University and the University of Iowa on a range of financial topics.



Amanda Rusin

Assistant General Counsel | Polaris Industries

Amanda's practice focuses on mergers and acquisitions, dealer law and risk mitigation strategies. She is the lead M&A attorney at Polaris and is responsible for managing the M&A process from target development through integration. Prior to joining Polaris, Amanda was an associate at a large law firm before transitioning to in-house legal counsel for Cargill. During her time at Cargill she provided legal support for numerous M&A transactions and was eventually selected to be the director of a developing feed business, where she was able to leverage both her business and legal experience. She holds an M.B.A. in finance from the University of Minnesota where she also received her J.D.