

PRESENTS

Initial ESOP Transactions: Valuation, Legal and Financing Considerations - How to be the best partner for companies looking to finance an ESOP transaction

DETAILS

WHEN: MARCH 9TH @ 4-6 PM

WHERE: IDS CENTER, 3RD FLOOR

80 SOUTH 8TH ST, MPLS

ADMISSION

MEMBERS: \$30

NONMEMBERS: \$55

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MEET THE PRESENTERS

Sue Crockett, Executive Director, Minnesota Center for Employee Ownership



Sue has worked in the non-profit world for 30 years as the Chapter Executive for the MN/Dakotas and Pennsylvania Chapters of The ESOP Association. She joined the Minnesota Center for Employee Ownership as executive director in January of 2020. MNCEO is a 501c3 and its sole mission is to serve as an unbiased source of information and resources for business owners and the advisors that serve them around employee ownership as a transition option. MNCEO is part of the Employee Ownership Expansion Network's creation of state centers across the country.

Jeff Cairns, JD CPA, Stinson LLP



Jeff Cairns, is a Partner at Stinson LLP in their Minneapolis Office. Jeff, an attorney and CPA, regularly advises employers, trustees and administrators on the design and administration of qualified retirement plans, including 401(k) and 403(b) plans, ESOP formation, compliance and transactions, deferred compensation and formation and administration of health care trusts. Jeff is listed in the "Best Lawyers in America" in Employee Benefits (ERISA) law.

Hillary Hughes, Director, Prairie Capital Advisors



Hillary Hughes joined Prairie Capital Advisors in 2011 and is a shareholder in the firm. She provides strategic insights to assist business owners and boards of directors to address long-term ownership transaction goals. Hillary has been highly involved in the structuring and valuation related to employee stock ownership plans (ESOPs) on behalf of ESOP Trustees as well as business owners. Hillary provides financial advisory services to clients ranging from small family-owned businesses to large multi-national conglomerates. She specializes in the valuation of businesses and business interests for purposes of mergers and acquisitions (M&A), ESOPs, gift and estate planning and strategic planning. Hillary is also instrumental in developing Prairie's trust-side ESOP practice.

MEET THE PRESENTERS CONT'D

Brock Peterson, Managing Director, CIBC



Brock is a Managing Director and has been with CIBC the last 4 years working on the National Commercial Banking team out of Minneapolis. Brock has a portfolio of existing clients and is responsible for the day-to-day portfolio and relationship management activities of those clients in addition to business development responsibilities for the MN, ND and SD markets, and also heads up the ESOP banking efforts for those markets. Previously Brock was with US Bank for 13 years in a variety of positions including Portfolio Manager and Relationship Manager on the Minneapolis commercial banking team. Brock also has experience as COO of a 100% employee-owned industrial supply distribution company. Brock holds a Bachelor's degree in Financial Economics from Gustavus Adolphus College.

TAKEAWAY

Learn how financing an initial ESOP can benefit the lenders by being in a good position to maintain an annuity of lending opportunities in the future. This will include a walk-through of governance (valuation, legal, trustees, etc.)

