

## ACG East Bay Panel Discussion

Wednesday, October 8, 2014 5:30pm – 8:00pm

The Claremont Country Club – Oakland, CA

RSVP by 5:00pm - Tuesday, October 7th

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## THE PAST, PRESENT AND FUTURE OF CONSUMER M&A: A Fireside Chat



### Moderator

**Bailey S. Barnard, Sr.**  
*Managing Partner*  
Barnard/Montague Capital  
Advisors

### Panelists

**Michael Lazarus**  
*Managing Partner, Weston Presidio*  
*Founding Partner, Main Post Partners*

**Glenn Novotny**  
*Past CEO, President & COO, Central Garden & Pet*  
*Operating Partner, Telegraph Hill Partners*

**Eric Clarke**  
*Partner, Hanson Bridgett LLP*

Hear how Consumer M&A has changed and what it may look like in the future from a panel comprised of one of the most respected PE professionals in the business; the former CEO, President and COO of one of the East Bay's most active strategic acquirers; and an East Bay attorney who focuses on M&A, corporate, finance and general business law. The panelists will weave into the discussion interesting middle market deals that each has done. Our attorney panelist will discuss how legal issues have changed over time.

The objective of this event is to be an interactive and fun experience with excellent business insight from leaders in the M&A field as the big take away for middle market company owners, private equity investors and advisors to middle market companies.

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### MEET THE PANEL

#### **BAILEY S. BARNARD, SR., BARNARD/MONTAGUE CAPITAL ADVISORS (Moderator)**

Biff Barnard has 30 years of experience investing in, lending to, and advising small and middle-market companies. He also has in-depth marketing and management experience, having founded, run, and served in senior executive positions for two companies. Headquartered in San Francisco, Barnard/Montague works with privately owned, middle-market companies throughout the Western U.S. in a wide range of industries. Barnard/Montague provides an exceptional level of client service in three primary practice areas: mergers and acquisitions, private placements of debt and equity, and financial advisory

Mr. Barnard was a partner of Wood Warren & Co., a middle-market focused advisory firm and was Managing Director of Caltius Capital Management, a private equity and subordinated debt fund, where he managed the San Francisco office and was responsible for nationwide marketing and transaction origination.

He served on the Advisory Council of the San Francisco Federal Reserve Bank, as its Vice Chairman and as its Chairman. He is Past-President of the San Francisco Chapter of the Association for Corporate Growth (ACG), has served on the Board of Directors of ACG-Global, and has received meritorious service awards from both. He served on the board of advisors of TS Restaurants, a highly successful chain with locations in Hawaii and California, and is a member of the President's Council of the United Religions Initiative. To learn more, please visit [www.BarnardMontague.com](http://www.BarnardMontague.com).



**MICHAEL LAZARUS, WESTON PRESIDIO**

Mr. Lazarus co-founded Weston Presidio in 1991 and has served as its managing partner since that time. Mr. Lazarus is also a founding partner of Main Post Partners, which is the successor growth fund to Weston Presidio. Prior to the formation of Weston Presidio, he served as Managing Director and Director of the Private Placement Department of Montgomery Securities. Mr. Lazarus currently serves on the board of advisors of Azul Linhas and on the boards of directors of Integro and Jimmy John's LLC. He was previously the founding Chairman of JetBlue Airways and served on the board of directors for the airline as well as on the boards of directors for Restoration Hardware, Morris Air, Guitar Center, Fender Musical Instrument Corp., and numerous privately held companies. Michael graduated with a bachelor's degree in accounting from Grove City College.



**GLENN NOVOTNY, Past CEO, President & COO, CENTRAL GARDEN & PET TELEGRAPH HILL PARTNERS**

Glenn was most recently the CEO, President & COO of Central Garden & Pet, (NASDAQ-CENT), with sales of \$1.7 billion. He worked at Central for 17 years as President and Chief Operating Officer from 1990 to 2003 and CEO from 2003 through 2007. Glenn was instrumental in taking the company public in 1993 and growing it from annual sales of \$200 million to \$1.7 billion through organic growth and over 40 acquisitions to consolidate the pet and garden supplies industries in the US and Europe. He also worked at Weyerhaeuser Corporation from 1970 to 1990 in a variety of operating, strategic planning, sales, and executive management roles. He served as CEO of Weyerhaeuser Garden Supply from 1988 to 1990.

Glenn has served on both public and private boards and has also had significant entrepreneurial experiences in his career. He is the founder and owner of Glennhawk Vineyards and co-Founder and CEO of Emerald Pet Products. Glenn is currently on the board of directors of the following consumer products companies: Pet Food Express, Trupanion Pet Insurance, Radio Systems, Edge Systems, and Reeb Millwork. He has represented THP on the boards of AngioScore (acquired by Spectranetics), Freedom Innovations (acquired by Health Evolution Partners), Confirma (acquired by Merge) and NEXUS Biosystems (acquired by Brooks Automation). Glenn received a BA from Chadron State College in Nebraska and graduated from the Harvard Business School Executive Management Program.



**ERIC CLARKE, HANSON BRIDGETT LLP**

Eric specializes in M&A, corporate, finance and general business law. He counsels public and private companies in all aspects of corporate law including formations, intellectual property, corporate governance, mergers and acquisitions, corporate finance and shareholder disputes. His practices also includes: Mergers and Acquisitions, Corporate Finance, Corporate Governance and Intellectual Property.

Eric also serves as coordinating legal counsel to a leading multi-national material science design, development and manufacturing company, counseling the corporation with respect to business and legal issues which include protection, development and licensing of its intellectual property, strategic alliances, manufacturing and outsourcing, joint ventures, and corporate governance.

Eric graduated with a J.D., University of the Pacific, McGeorge School of Law (1993) and a B.A., St. Mary's College of California.