

Private Equity Dealmaking on the Beach

David Hellier, Partner, Bertram Capital



David oversees Bertram Capital's business development team, where he directs sourcing, investment opportunity assessment and intermediary relationship development. David is also responsible for developing and managing corporate development office relationships. Prior to Bertram, David was President and CEO of The Gemesis Corporation, an early innovator in diamond growth technology. At Ask.com (IAC) David's leadership launched Ask Jeeves from the 312th ranked Internet site to the 12th largest site on the Web and built the company into one of the most widely recognized Internet brands. David held senior management positions at Iomega, establishing the company's presence as Managing Director of the Asia Pacific region and subsequently running the \$1B North American Sales and Marketing Division. David began his career at Gates Energy Products/Energizer Power Systems. In addition to his work with Bertram Capital, David was elected to serve as the President of the Association for Corporate Growth, New York Chapter.

Gretchen Perkins, Partner, Huron Capital Partners



Role: Gretchen is responsible for managing Huron's business development and investment sourcing activities, including outreach to deal professionals such as business brokers, investment banks, attorneys, accountants and consultants.

Experience: Gretchen has over 25 years' experience in the finance and business development sectors serving a variety of capital market participants. Prior to joining Huron, Gretchen led the acquisition sourcing efforts at Long Point Capital, a middle market private equity fund. Gretchen also served as Vice President – Business Development for IRN, Inc., a market research firm, and has held senior business development positions at Fleet Capital Corporation and GE Capital Corporation, where she originated and structured senior debt packages for buyouts of middle-market companies.

Education: B.B.A. from the University of Michigan.

Board Affiliations: Gretchen is a Director at Large – Association for Corporate Growth, Inc. Global Board of Directors, a Director for the Detroit Chapter of the Association for Corporate Growth (ACG), the Co-Chair of the ACG's Public Policy Committee, a Board Member for the Michigan Chapter of the International Women's Insolvency & Restructuring Confederation, a Board Member for United Cerebral Palsy of Detroit, and a Mentor for the Women of Tomorrow organization which mentors at-risk high school girls.

Personal / Interests: Gretchen was a highly accomplished French horn player in junior high and high school, and is not ashamed to admit that being in the marching band was a highlight of those years. She has a son and a daughter, and is an avid University of Michigan sports fan.

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Richard Prestegaard, Partner, High Road Capital Partners



Richard P. Prestegaard joined High Road in 2007 and is the Partner of Business Development. Rich is responsible for leading the Firm's dedicated deal sourcing effort by establishing relationships with business intermediaries across the U.S. and Canada. Prior to joining High Road, Rich was an investment banker in the consumer products and retail industry group at Barclays Capital. Prior to joining Barclays Capital, Rich worked as an investment banker in the consumer/retail groups at Citigroup and Advest, and was a valuation consultant at Price Waterhouse. Rich is an experienced corporate finance and business development professional who has succeeded in establishing and building client relationships through a combination of creativity and responsiveness, and is an active board member of the ACG New York chapter (Association for Corporate Growth). Rich received a B.A. in Sociology from the College of the Holy Cross in Worcester, Massachusetts in 1991 and an M.B.A degree in Finance and Accounting from the Stern School of Business at New York University in 1996.