



“CAPITAL: WHERE TO FIND IT; HOW TO GET IT”

Tuesday, July 11th 2006 • 5:30–8:00 pm
Federal Reserve Bank of Philadelphia
7th and Arch Streets, Philadelphia PA

Are you a growing company losing opportunities and being held back by a lack of capital or an early stage company with great ideas but not enough money to implement them?

This presentation will give you some valuable insight and advice from experts who will share their experience and explain programs and avenues to help you.

Moderator:

Joe Flynn, Senior Vice President and Regional Executive of Republic First Bank, has been an experienced banker. Joe is a graduate of Temple University with a BBA in Management and a MBA in Finance. He has served on a number of boards and currently serves on the Board of the Philadelphia Protestant Home, a fully Accredited Continuing Care Community located in Northeast and the Entrepreneur's Forum, where he is co-chair of the 2006 Philadelphia 100.

Panelists:

Terrence H. Hicks - VP, Investment Group, Ben Franklin Technology Partners of Southeastern Pennsylvania (BFTP/SEP) The Ben Franklin Technology PARTners is a State of Pennsylvania supported economic development corporation that supports the development of technology-based enterprises through a variety of investment programs and technology services. Mr. Hicks is responsible for all of the organization's investment activities. BFTP/SEP has a portfolio of over 130 early and emerging stage technology companies; one of the largest such portfolios in the country.

Mr. Hicks came to the Ben Franklin Technology PARTners in November, 1993 after twenty years of experience in small business lending and corporate treasury activities with Fidelity Bank (currently Wachovia) and Sun Company respectively. Mr. Hicks previously served as Vice President of Sun Company's Specialized Small Business Investment Company, Alliance Enterprise Corporation. He also served in numerous financial management positions at Sun, including manager of internal treasury operations and manager of special projects.

Mr. Hicks has a BA in economics from Swarthmore College and an MBA in finance from LaSalle University. He is on the boards of the Pennsylvania Angel Network, the Penn Mezzanine Fund, the Entrepreneur's Forum of Greater Philadelphia, and is a founder of the Minority Angel Investor Network, the nation's only organized network of angel investors focused on investments in high-growth minority owned or led businesses.

Panelists, cont':

Daniel M. Sossaman - Chief, Finance Division, Philadelphia District Office, U.S. Small Business Administration (SBA)

As the Chief of the Financing Division in the Philadelphia District Office, Daniel M. Sossaman is responsible for the delivery of SBA's Lending Programs, including the Guaranty Loan Program and the Certified Development Company Program, in the 40 counties in Central and Eastern Pennsylvania.

Dan was previously the Assistant Regional Administrator for Business Development in SBA's Middle Atlantic States Region. In this capacity, Dan was responsible for the delivery of SBA's counseling, training and educational programs in Pennsylvania, Delaware, Maryland, West Virginia and the District of Columbia.

Before this, Dan was the Economic Development Specialist in the Finance & Investment Division of the Philadelphia District Office. He was directly involved in SBA's Certified Development Company Loan Program from its inception.

Dan joined the SBA in 1973 as a Processing Loan Specialist. Prior to joining SBA, he was a field representative and auditor for Southland Corporation. He also worked for the Insurance Company of North America as a Service representative. Dan is a graduate of Drexel University with a B.S. in Business Administration and Finance. He is a veteran having served with the U.S. Army in Vietnam and Bosnia. He is involved in the scouting program and is a vestryman in his church.

Jay M. Starr - President and founder, Praxis Capital
From 1999 through 2004, Jay Starr was Chief Executive Officer at Mercantile Capital, a commercial finance company which he co-founded. From 1993 through 2000, he was President of Philadelphia Factors, Inc., a factoring company, which he also co-founded. Throughout his twelve years of factoring experience, Jay has managed factoring portfolios through three successful startups and has processed more than \$.5 billion of receivables. He has also managed numerous Debtor-in-Possession Chapter 11 financings, trade finance facilities and vendor guarantees.



2005–2006 EVENT CALENDAR

Unless otherwise noted, meetings will be held at the Federal Reserve Bank, 7th and Arch Streets, Philadelphia. Networking from 5:30 to 6:30 PM. Program from 6:30 to 8:00 PM.

September 13, 2005 Federal Reserve Bank	Building A Strong Brand And Marketing Presence <i>Moderator: Daniel Geiger, Rome Technology, LTD</i>
October 27, 2005 Wyndham Franklin Plaza Hotel, Philadelphia, PA	\$ 2005 Philadelphia 100[®] Awards <i>Moderators: Greg Brigidi, Johnson, Kendall & Johnson, Inc. and Josh Slavitt, Synnestvedt & Lechner</i>
November 8, 2005 Federal Reserve Bank	The Entrepreneurial Outlook For 2006 <i>Moderator: Alan Kaplan, Kaplan & Associates, Inc.</i>
December 13, 2005 LeBow College of Business, Matheson Hall 109, 32nd & Market Streets	Get Advice From The Experts: University Roundtable <i>Moderator: Mark Loschiavo, LeBow College of Business Laurence A. Baiada Center for Entrepreneurship in Technology</i>
January 10, 2006 Federal Reserve Bank	How to Value Your Company and Plan Your Exit <i>Moderator: Richard Cohen, Duane Morris, LLP</i>
February 14, 2006 Federal Reserve Bank	Learning From Successful Philly 100 Winners <i>Moderator: Josh Slavitt, Synnestvedt & Lechner</i>
March 14, 2006 Federal Reserve Bank	Sales Channels: Part II <i>Moderator: Barry Meyers, The People Source Group</i>
April 25, 2006 The Union League	\$ Ben Franklin Emerging Business Awards[®] at the Angel Venture Fair <i>Chairs: Coby Johnson, Cozen O'Connor & Meg Jones, Reed Smith</i>
May 9, 2006 Federal Reserve Bank	Location, Leasing, Landlords: <i>Moderator: Peter Porretta, Lighthouse Architecture, Inc.</i>
June 13, 2006 Federal Reserve Bank	When Do You Need a Board or Advisory Board and How to Acquire One <i>Moderators: Irv Safra, VP of EFGP Sponsor Development and Lucinda Holt, (CEO, Pre-Commerce) Commerce360</i>
July 11, 2006 Federal Reserve Bank	Capital: Where To Find It; How To Get It <i>Moderator: Joe Flynn, National Penn Bank</i>
August 8, 2006 World Cafe Live	Networking Party

Panelists, cont':

From 1986 through 1991, Jay was a practicing attorney specializing in business and commercial law. He has represented banks and factors as lender's counsel and borrowers as debtor's counsel. From 1985 to 1986, he was Vice President of a regional investment-banking firm. From 1979 through 1985 he worked for a private investment banking firm based in Hong Kong.

Prior to 1979 Jay practiced law in Hartford and Philadelphia. Since 1994, Jay has served on the Board of Directors of the Commercial Finance Association, the principal national organization of factors and asset-based lenders. He also is Chairman of the Board of Governors of Gratz College, the oldest Jewish teachers' college in

the United States. Previously, he was Vice Chairman of Gratz College and chaired its Finance Committee. He is a trustee of the Jewish Federation of Greater Philadelphia. From 1986 to 1988, Jay served as a White House appointee to the State Department Advisory Committee on International Investment, Trade and Technology. He has lectured to business groups about factoring, asset-based lending and specialized debt finance.

Jay was admitted to the Connecticut Bar in 1972 and the Pennsylvania Bar in 1974. He is a graduate of the University of Pennsylvania and the University of Michigan Law School.

2005-2006 SPONSORS

The Entrepreneurs' Forum of Greater Philadelphia, Inc. is sponsored by members of the corporate, professional and investment community.

The Forum serves as a focal point to help individuals and early stage companies develop, grow and prosper in the nine-county Philadelphia area. We do this by providing information, resources, counsel and services in addition to networking opportunities. For additional information about the Forum, or to be added to our mailing list, call 215-640-3339.

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Join Us!

Summer Networking Party

World Cafe Live

August 8, 2006



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Please pre-register!!

For phone reservations call 215-640-3339
or you may fax this form to 215-640-3340
or email info@efgp.org

Yes, I would like to attend the July 11th Event.

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