

Representative Transaction Experience

- CFO and financing for rail-based entertainment attraction in Niagara Falls including strategy, negotiation with government agency and hotel development assessment and presentation.
- CFO and financing for a development stage high tech IT company
- CFO and financing for an alternative energy company
- Sale assignment for a botanical pharmaceutical company. Financial advisory assignments as part time CFO, corporate and business development and Investors Representative / Secretary on Board
- Financial advisory for a sports and entertainment property raising debt and sale and leaseback funds
- Financial and strategic assignment with private post-secondary education institution
- Valuation and sale assignment for a low intensity light laser company
- Corporate finance assistance for an alternative energy fuel company
- Corporate finance and strategy assistance for a web site search engine company
- Equity fundraising for a methanol anaerobic digester alternative energy company
- Investigated the Eastern European pharmaceutical acquisition market for a private equity group and a pharmaceutical company through four due diligence trips to Kiev, Ukraine, three conferences and identifying several targets and negotiating term sheets as well as investigation of public and private financing opportunities in Canada, UK and Europe.
- Due diligence, investment negotiation, financing and served as Investors Representative at a pharmaceutical contract manufacturing company for a private investor group.
- Prepared and presented to government agency funding proposal
- Providing financial advisory consulting and fundraising to a financial institution.
- Financial and strategic advisory, fundraising and part time CFO and COO for a MRI processing company.
- Performed due diligence on and bid on a winery, a pharmaceutical company, a language education company and two medical / cosmetic device companies for various clients including high net worth individuals, companies, venture, angel and private equity funds.
- Negotiated, structured and financed the purchase of an NHL hockey team and arena
- Led the acquisition of a 55% equity interest in a cosmetics company
- Led the investigation of potential acquisition of a blood plasma protein fractionation company from bankruptcy.
- Structured, performed due diligence and arranged financing for a \$4.5 Billion privatization opportunity.
- Structured, prepared income trust prospectus, gained regulatory approval for and raised both private equity and debt financing for the spin out of legacy pharmaceutical assets
- Negotiation of a co promotion agreement and a secured financing of \$65 mm.
- Purchase of a US sales and marketing oriented pharmaceutical company
- Acquisition of several pharmaceutical products
- A \$300 mm revolving term credit facility. A syndication of the facility and increase to \$400 mm. A rollover and increase to \$600 mm
- Equity offering of \$650 mm, cross border with two syndicates
- Sub debt offering in the US high yield market of \$400 mm
- Private placement of shares to a private buyout company
- Investment in 15% of a French drug delivery company, and the creation of a product development agreement
- Investment in 15% of a California drug delivery company, and the creation of a product development agreement
- Acquisition of a California and France drug delivery technology company.
- Acquisition of a fish packaging company
- Acquisition of significant equity positions in two forestry companies

- Investigated purchases in several industries including: grocery retail in Canada and the U.S., Entertainment, Airlines, Hotels, Coal, Funeral Business, Plastics Packaging, Broadcast and Financial Services for a private equity conglomerate
- Financings of several businesses in excess of \$1 Bn in total

Transactions in Tourism / Hotel / Entertainment Industries

- Part of Bid team for Center Island Toronto Island and Ontario Place amusement centers as well as Wasaga Beach and Collingwood.
- Acquisition and financing of Ottawa Senators NHL Hockey Team and Arena
- Financing of new Montreal Forum / Molson Center
- Leasing of Molson Park
- Due diligence on acquisition of a Canadian budget hotel chain
- Led team investigating acquisition of Madame Tussauds and six amusement parks in U.K., Destination Cinema, Showscan Entertainment, Paladium and several other small entertainment companies.
- Strategy consultant for Walt Disney Company on Southern California entertainment strategy, Orlando Florida surplus land strategy and Retail Entertainment Complex, among other projects
- Consultant for Laventhol & Horwath hotels across Ontario and northern New York State, tourism facilities in Toronto, Niagara and Ottawa, casinos, restaurants and convention centers.

Retail Experience

- Executive Assistant on Acquisitions to President Keg Restaurants, General Manager Keg St Catherine's, Bartender, waiter, and all other positions in training program
- Strategic plan and roll out, lease negotiations for Disney Stores
- Financial Analysis for BB Bargoons, Beaver Lumber
- On Startup Team for Aikenhead's Home Improvement Warehouse working on all leases and real estate decisions.
- Sale assignment of Aikenhead's to Home Depot Canada in staged joint venture transaction.
- Due diligence on Shoppers Drug Mart and London Drugs for Pattison
- Financing for Overwaitea Foods, North Vancouver Auto Mall and Ripley's Entertainment including museums and aquariums.
- Renegotiation of every lease for Corel Center during bankruptcy
- Due diligence and investment in Fusion Beauty