



MNP-SCA Construction Entrepreneurs Roundtable

Thursday, May 9, 2019

MNP Training Room, 119 4th Avenue, Suite 800, Saskatoon

Agenda

- 6:40 AM – Registration
- 6:45 AM – Breakfast is served
- 7:00 AM – Networking over coffee
- 7:15 AM – Welcome
- 7:20 AM – Presentation from Ron Brown, MNP
- 7:40 AM – Break
- 7:50 AM – Presentation from Jason Moser, PFM Capital
- 8:10 AM – Facilitated Roundtable Discussion
- 8:40 AM – Group Discussion on Conversations had
- 8:50 AM – Closing Comments
- 9:00 AM – Formal portion ends

Working Capital in the Funding and Financing of Projects

As your business grows, you will inevitably take on bigger projects and often that means you need to finance some piece of a project as part of your business.

Construction projects are being funded in a new environment. Do you have a solid strategy in place to deliver projects on time and on budget?

Join us for discussion on a capital project case study from the perspective of the equity holder, focusing on financing. We will review tips on 'stress testing' and risk management, what financiers are looking for and how to ensure a positive return on your project. PFM Capital's Jason Moser will cover:

- Undergoing a process to obtain financing;
- Factors to consider when selecting a senior lender;
- Project and asset characteristics which impact financing; and
- Lessons learned and anecdotes from financial involvement in a recent hydro project and other capital projects throughout western Canada.





Speaker Bios:



Ron Brown, CPA, CA, is a Partner and Business Advisor in MNP's Assurance Services group in Saskatoon. Ron draws on his personal business experience as well as his years in public practice to help owner-managers of small to mid-sized businesses in a range of industries overcome challenges and improve operations.

Ron delivers comprehensive assurance, accounting and tax compliance services. He gets to know his clients and their businesses very well, allowing him to provide strong advice related to business and marketing. In addition, he assists with financial modeling, business planning, succession planning and the Scientific Research and Experimental Development (SR&ED) tax credit. Committed to business excellence, Ron ensures his clients have the advice and expertise they need to achieve their goals. He relies on his diverse background, international work experience, business ownership skills and MNP's broad-based expertise across the firm to find innovative and practical solutions to the everyday problems of business owners.

Ron was designated a Chartered Professional Accountant (CPA) and a Chartered Accountant (CA) in 1999 after receiving a Bachelor of Commerce from the University of Saskatchewan. He is active in the community and has been involved at the director level with the Entrepreneurial Foundation of Saskatchewan and Western Building Centres Ltd. Ron is actively involved in the Saskatchewan Trade and Export Partnership (STEP) which enables him to advise his clients strategically on their business and marketing planning.



Jason Moser is a Director of Investments and partner of PFM Capital. PFM Capital is Saskatchewan's largest private equity investment firm and has raised more than \$860 million in capital across 8 retail or institutional and private wealth funds. Based in Regina, funds managed by PFM Capital target investments in mid-market private Western Canadian based companies that offer the potential for substantial capital appreciation or income generation, concentrated in the energy, value-added agriculture, manufacturing and industrial sectors. PFM Capital is employee-owned and has been managing private equity funds for over 20 years.

Mr. Moser joined PFM in 2008 and is responsible for managing the firm's energy portfolio which includes producers, service providers, midstream and infrastructure companies, and renewable companies. Prior to joining PFM, Mr. Moser worked on the trading desk for Capital Power Corp. (formerly EPCOR Merchant & Capital) and as an oil and gas equity research associate for Raymond James in Calgary. Mr. Moser graduated from the University of Saskatchewan with a





B. Comm and holds his Chartered Financial Analyst designation and Chartered Business Valuator designation.

Mr. Moser holds several directorships for portfolio companies including Aureus Energy, Fire Sky Energy, and WindRiver Power and is an active volunteer within the local community including the Queen City Kinsmen, where he served as a board member for several years. Mr. Moser resides in Regina with his wife and five children.

