

Emerging Domestic Market Advisory Group

October 30, 2007, Teleconference

5:30 to 7:00 P.M.

The purpose of the Advisory Committee is to create a more efficient financial ecosystem for emerging domestic markets. This will enable greater investment in emerging domestic markets by expediting deal flow and increasing access to information.

The Agenda is organized around three discussion topics. By the conclusion of the teleconference, the Advisory Group will have reviewed two specific EDM project proposals and began outlining key issues, strategic partners, and relevant resources to guide the development of the projects over the next three months.

I. Welcome and Introductions (5:30 to 5:45 P.M.)

The teleconference will open with a brief review the agenda and an opportunity for participants to introduce themselves.

II. Discussion Topic #1 – Review of the October 11, 2007 Meeting (5:45 to 5:55 P.M.)

- *On October 19, 2007, a summary of the first meeting of the Advisory Committee was distributed.*
- *Discussion Points: Were the Advisory Group's comments fairly identified? Are their key issues that need to be added?*
- *Supporting Materials: Summary of October 11, 2007 meeting*

II. Discussion Topic #2 – Review of EDM Project Proposals (5:55 to 6:35 P.M.)

- *At the first meeting of the Advisory Committee, three top priority issues were identified.*
 1. *Enhance the financial literacy of and technical assistance available to entrepreneurs seeking debt and equity capital;*
 2. *Develop one or more models for deploying private equity funding in early stage companies, including blending public and private resources to meet risk-adjusted return requirements; and,*
 3. *Establish common definitions and criteria for use by investors in emerging domestic markets.*
- *Potential Discussion Points: What strategies can be employed to improve screening and increase deal flow in emerging domestic markets? Are there existing resources for addressing these issues? Are there existing models for blended public and private resources?*
- *Supporting Materials: Proposal 1 - Hybrid EDM investment model and Proposal 2 - Web-based resource for understanding and accessing sources of capital.*

IV. Discussion Topic #3 – Emerging Domestic Market Financial Ecosystem (6:35 to 6:50 P.M.)

- *Financial and Community Intermediaries can play an important role in leveraging key public and private resources that help maximize private investment opportunities in emerging domestic markets. By having a greater understanding of neighborhoods and businesses, these partners and/or intermediaries can identify key opportunities and mitigate some risks.*
- *Discussion Points: What are the investment return expectations for each of the players within the financial ecosystem? What criterion is generally used in selecting debt or equity investments? More specifically, what are the basic due diligence issues and core competencies necessary for debt and equity investments? How well do emerging domestic market businesses meet these expectations?*
- *Supporting Material: Diagram of the emerging domestic market ecosystem*

V. Summation of Key Concepts and Next Steps (6:50 to 7:00 P.M.)

The teleconference will close with a short summary of key issues addressed and summary of next steps.

<p>The next teleconference is scheduled for</p> <p>Wednesday, November 7, 2007, from 5:30 to 7:00 P.M.</p>
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