



Cashing Out and Buying In: The Dual Financial Challenges of Family Business

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Background

Family businesses often confront dual challenges when it comes to ownership transitions: financial exit for the older generation, and creating a properly capitalized enterprise for the next generations. Proper financial structuring can offer a key to managing through these challenges. In addition, communication and planning between generations is critical to clarify goals, evaluate financial options, and prepare for contingencies (e.g. if there is no available successor in the next generation of family). This session will articulate the steps to prepare for a family business transition with proven approaches to implementing a financial “win-win” for all generations.

More Information

[Financing Transitions: Managing Capital and Liquidity in the Family Business](#) (2010) de Visscher et al., Palgrave Macmillan

[Family Business by the Numbers: How Financial Statements Impact Your Business](#) (2010). Norbert Schwarz, Palgrave Macmillan

[Family Wealth Transition Planning: Advising Families with Small Businesses](#) (2009), Hartley and Griffith, Bloomberg Press, New York

[The Legacy Family: The Definitive Guide to Creating a Successful Multigenerational Family](#) (2009), Hausner L. and Freeman D.K., New York, Palgrave MacMillan

[Healthy Growth for the Family Business](#) (2010) Jennifer Pendergast, Palgrave Macmillan

Austin Family Business Program Resources

Advisor Search listing of experienced family business professionals:
<http://business.oregonstate.edu/familybusinessonline/advisor-search>

Social Media

Facebook at: <https://www.facebook.com/familybusinessonline>

LinkedIn at: <http://www.linkedin.com/groups/Austin-Family-Business-Program-5188170>

Audio Podcasts: <http://business.oregonstate.edu/familybusinessonline/podcasts>

Presenter: Norman Duffett – Orca Capital Securities

Norman Duffett, President of Orca Capital Securities, is an expert investment banker with over 25 years of experience in the selling and buying of companies as well as raising debt and equity. Well over half of Norm's experience is with family or entrepreneurial companies. Norm has advised on over \$4 billion of transactions. In addition to Orca Capital, he has worked as an investment banker at D.A. Davidson and Bank of America. His career has taken him from Wall Street to Silicon Valley to the Pacific Northwest. Norm is on the board of Ecotrust Forest Management and the Stanford Business School Alumni in Oregon. He holds an undergraduate degree from Princeton University and an MBA from Stanford Business School.

Tim Root: former President, Pacific Pure-Aid

Tim Root represents the third generation running a business of over 100 years. As past President of Pacific Pure-Aid, he ushered the former Myron Root & Company fruit growing and packing company into a 21st century global food technology enterprise. Pacific Pure-Aid is the recipient of the Governor's Achievement Award, and has been named Exporter of the Year. The Root family heritage continues with Eden Valley Orchards and Edenvale Winery, co-owned by his wife Anne Haworth Root with their daughter Ashley Campanella as winemaker. Tim holds a BA Magna cum Laude from Harvard University. He currently serves as a Senior Consultant for the Oregon Manufacturing Extension Partnership (OMEP) and as a Venture Catalyst with Southern Oregon Regional Economic Development Inc. (SOREDI).