

Floyd W. Collins

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TO WHOM IT MAY CONCERN

I am a senior private equity executive with 30 years of superior performance in mainstream buyout, acquisition and later-stage investments. Since 1988 I have co-founded three successful investment and acquisition firms; the \$70 million SBIC Independent Bankers Capital Fund (1998-2006), Hibernia Capital Corporation, the small business investment company of regional banking giant Hibernia Corporation (1995-1996), and Conrad/Collins Merchant Banking Group, a highly-successful boutique merchant banking firm (1988-1997). Over the 18-year period covered by these financial firms, businesses I have acquired, invested in and helped direct produced, in the aggregate, a superior verifiable compounded annual return of over 20% per year.

The majority of my professional experience entails financing and management oversight of light manufacturing, distribution and service businesses. Specifically they included home healthcare, commercial printing, children's toys, decorative home fabrics, natural stone building products, munitions manufacturing, diamond tool industrial product and aerospace consumable product companies. I served as a Board Member for most of these companies, Chairman of the Board of three, and as interim or acting CEO of two. Due to our firms' sponsorship and/or substantial ownership positions, I played an active role in working with management, particularly in the areas of achieving operating results, operating and capital budgets, development of business plans and strategies, add-on acquisitions and the hiring or firing of senior management talent.

I am seeking full or part time employment in a senior financial or Board capacity, project work, investor/partner interested in forming a new investment fund or acquiring/investing in privately-held businesses, or other capacities consistent with my background where I can add value to the company and its shareholders. Employment or association with businesses, senior management and business owners of the highest ethical standards is a requirement.

VERY TRULY YOURS,



Floyd W. Collins

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3/10/09

PROFESSIONAL PROFILE

Senior Private Equity Executive with 30 year successful track record in mainstream buyout and recapitalization business. High integrity professional providing full spectrum of general partner duties: raising capital, originating investments, providing portfolio company “value-added” services and exiting investments via sale or IPO. Strong investment performance producing returns in excess of 20% annually the last eighteen years. Formed and/or successfully managed several Small Business Investment Companies (“SBIC”). Strengths:

- Deal Origination
- Documented Superior Performance
- Texas/Southwest Market Presence
- SBIC Program/Regulations
- Pricing Discipline
- Add-on Acquisitions
- Investment Banking Fee Generation
- Capital Raising

ACCOMPLISHMENTS

- Founded/co-founded three private equity investment firms during the last 18 years with almost \$100 million in capital resources.
- Raised approximately \$40 million of additional capital for portfolio companies during the same period consisting of bank debt, mezzanine financing and co-investor equity capital.
- Completed and filed regulatory documents with the Small Business Administration (“SBA”) resulting in the licensing of two Small Business Investment Companies.
- Generated \$800,000 incremental management company profits from investment banking fees (nearly twice the combined amount of two other Managing Principals of the Fund).

PROFESSIONAL EXPERIENCE

F. W. COLLINS COMPANY, Dallas, Texas
Financial advisory and investment firm

2007 - present

- Hired to explore international company roll-up and public offering of stock on the Alternative Investment Market of the London Stock Exchange.
- Raised \$50 million financing commitment and made unsolicited offer to acquire an SBIC
- Provided deal management contract services to a private equity partnership.

INDEPENDENT BANKERS CAPITAL FUND L.P. (“Fund”), Dallas, Texas
\$70 million participating securities Small Business Investment Company

1998 - 2006

Co-Founder/Managing Principal

- Conceived original SBIC business plan, co-wrote private placement memorandum, completed and filed license application to create the Fund.
- Architect of SBIC fund-raising strategy and “point man” with SBA resulting in license approval, a \$46 million capital commitment and perfect regulatory compliance.
- Originated and led multiple buyout and “recap” investment opportunities resulting in three acquisitions totaling almost \$50 million in aggregate transaction value and producing the highest (25% per year) internal rate of return (IRR) on invested capital of three Managing Principals.

- Served on several boards (Chairman of two) providing value-added services involving raising capital, add-on acquisitions, business plan development and refinement, hiring, firing and replacing a Chief Executive Officer, and “turnaround” efforts.

CONRAD/COLLINS MERCHANT BANKING GROUP, Ltd. (“MBG”), Dallas Texas 1988 – 1997
Boutique merchant banking firm originating and financing deals on a deal-by-deal basis.

Co-founder and Co-Managing Partner.

- Conceived original business plan and co-raised \$5 million of start up capital resulting in the formation of MBG and the beginning of an 18-year partnership with co-founder.
- Originated or collaborated on 75% of firm’s transactions. MBG realized returns of \$51.4 million on \$18.6 million of invested equity capital. On a “pro forma fund” basis, generated a 25% per annum return to investors over nine and one-half years.
- Served on multiple boards providing active portfolio company management including raising additional capital, two add-on acquisitions and the replacement of a CEO.
- **HIBERNIA CAPITAL CORPORATION**, New Orleans, Louisiana (1995 – 1996)
Contracted through MBG to form wholly-owned subsidiary of Hibernia Corporation, parent of Hibernia National Bank, as part of a \$50 million commitment to private equity investment activity. Founder and functioned as Interim President.
 - Wrote business plan, completed and filed license application, and directly interfaced with regulatory authorities resulting in receipt of SBIC license and formation of the subsidiary.
 - Originated and closed initial \$3 million investment producing a 60% IRR upon company’s public offering twenty months later.

COLLINS & COMPANY, Dallas, Texas 1986 – 1988
Deal sponsor seeking to acquire lower-middle-market companies in the Southwest. Originated, completed initial due diligence and issued letters of intent to acquire several operating companies. Provided financial consulting and advisory services to clients.

Founder.

HICKORY VENTURE CAPITAL CORPORATION, Huntsville, Alabama 1985 - 1986
Newly-formed SBIC initially capitalized with \$15 million. Opened Dallas branch office.

Executive Vice President.

SUNWESTERN INVESTMENT FUND I & II - Dallas, Texas 1983 - 1985
Private equity and venture funds with \$43 million of capital.

General Partner and President of SBIC.

FIRST SOUTHERN CAPITAL CORPORATION, New Orleans, Louisiana 1978 – 1983
Small (\$5 million) SBIC

Vice President

EDUCATION

Master of Business Administration, Darden School of Business, University of Virginia,
Charlottesville, Virginia – 1978
Bachelor of Business Administration, University of Louisiana,
Lafayette, Louisiana – 1974