

PARTNER WITH SMALL BUSINESS: HOW THE HUDSPETH FIRM ENABLES STARTUPS AND GROWTH COMPANIES

A business law firm in today's economy needs to respond nimbly and effectively to meet the urgent demands of start up companies and its entrepreneurs. We strive to meet the pressing needs of raising capital, creating strategic partnerships and evaluating investor suitability through our affiliations with clients who engage in the business of turnkey contract management and finance. By pairing our startup and growth company clients with world-class management and finance solutions our client gains much needed expert advice, interim professional management and highly experienced transactional corporate and securities legal services. This partnering shortens the timeline to raise capital significantly and bolsters the company's C-Level team to effectively address investors' management requirements.

A recent case study shows the effect of partnering such solutions. Over the past 18 months the Hudspeth Law Firm represented the Phoenix based affiliate of a 30 + year old Japanese high tech company. Wishing to establish Phoenix as their North American base of operations, we quickly realized highly professional and experienced executive management would be necessary, particularly those with public policy and government experience, as we intended to recommend they also tap the resources of state and quasi-state entities to provide incentive capital for establishing businesses in Arizona. We recommended contracting with The Thorwald Group of Companies, headed by long-term area resident, Frank Thorwald. A seasoned executive, businessman and consultant, Mr. Thorwald also brought into the mix a vast background in governmental affairs, having spent years in the Reagan and Bush White Houses, assisting two U.S. Attorneys General and having served as Commissioner of both the Arizona Commerce and Economic Development Committee and the Oil and Gas Conservation Commission as well as having served on the Governor's Council on Workforce Policy and as Vice -Chairman and Past-Chairman Employers' Advisory Council, which advised the Governor and Director of the Department of Economic Security on statewide employment issues.

This introduction enabled the client company to develop its business plan, its financial model and to go to the capital markets early for startup capital. Mr. Thorwald's network brought the company to the Arizona Commerce Authority (ACA) resulting in a Revolving Line of Credit provided by our local Biltmore Bank.

According to T.J. Jennings of the ACA: "It was a pleasure working with Mr. Thorwald and his team of advisors and employees in closing this financing in a short period. We at the ACA are pleased to see companies such as his root themselves in the Phoenix area and we are proud to see their adding good paying jobs to our economic base". Added Richard Endicott, President of the Biltmore Bank: Mr. Thorwald and his team exhibited throughout the credit evaluation period the highest level of professionalism and business integrity. We are proud to be partners with their company and assisting small businesses like theirs grow soundly here in Phoenix".

Many small startups and companies wishing to expand beyond the startup phase should inquire into our strategic partnering services. We also offer introductions for licensing of intellectual property and can recommend expert financial consulting for specific projects, including use in complex securities related litigation.