



Meg Carlson, CBI (Certified Business Intermediary) Principal and Co-Founder, The C&H Group

The C&H Group is a Boise, Idaho based intermediary firm serving privately held companies in the Intermountain West. C&H brokers both business buy and sell transactions, including mergers, acquisitions, joint ventures, inside transfers and divestitures, and offers transition consulting to guide a company through change of ownership. The businesses owned or acquired by clients range in size from under \$1 million to \$120 million in revenues. In the past five years, C&H has provided business buy-sell advisory services to more than 50 clients across multiple industry segments, including technology, health care, consumer packaged goods, professional services, business services, construction services, light manufacturing, retail and distribution/wholesale. C&H received the 2008 Small Business of the Year Award from the Boise Chamber of Commerce, and the BBB Integrity Counts! Honorable Mention 2007.



Building Business Value is more than our tagline - it defines our business philosophy and mission. We founded the C&H Group in order to make a difference for our clients by helping them maximize the equity in their companies. Through appropriate succession planning and carefully crafted and executed exit strategies, our clients obtain the best return on their investments.

Experience

Meg Carlson has an extensive background in strategic business development and general management gained through nearly 20 years of experience in corporate management. Her executive leadership skills were honed as a Vice President and a member of the Management Board of Ore-Ida Foods, a subsidiary of HJ Heinz. During her tenure, she successfully created a new business unit and directed its expansion from \$100 million to \$240 million in sales revenues over five years. As Director and then VP of Business Development, she actively investigated up to 20 acquisition and joint venture prospects annually, and negotiated the successful purchase or divestiture of five businesses ranging in size from \$10 million to \$100 million.

"Meg was instrumental in providing the focus on business strategy, core competence, executive retention, and business execution during the restructuring process at Western Electronics. We value Meg's leadership and contribution as an integral part of the Management Board. We consider her one of the best business strategists who actively integrates herself within a leadership group to improve their planning and execution."

-Lyle Jordan, Chief Executive Officer — Western Electronics, LLC

Education

Bachelor of Arts, University of Idaho
MBA, Washington State University (graduated second in class)

Professional & Service Groups

Certified Business Intermediary (CBI)
Mergers & Acquisitions Master Intermediary (M&AMI)
Licensed Real Estate Broker, 2004
Board of Directors:

- Western Electronics, a privately held CEMS firm (2004-06)
- NAWBO (2003-present, President 2006-07)
- Kickstand (2004-present, President 2005-07)
- College of Business & Economics, University of Idaho (1992-present, Chair 2006-Present)
- Highway 12 Ventures Advisory Board (2006-present)



Awards

- TWIN (Tribute to Women in Industry) Award 1996
- Outstanding Alumnae Award-University of Idaho 1997
- Excellence Award for Distinguished Service-UI College of Business 1998
- NAWBO Leadership Award 2004
- Boise Rotary Rotarian of the Year 2005, Paul Harris Fellow
- IBR Woman of the Year 2006

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