



*The Family Business Round Table  
of Pittsburgh*

Features

***The Stock Market – Is that all there is?  
Alternative Investment Choices***

March 10, 2004

**The Duquesne Club**  
The Walnut Room

*5:30-6:15 networking and hors d'oeuvres  
6:15-8:15 presentations and discussion*

Welcome – *Rich Snebold*, President of the Family Business Roundtable and  
VP of The Family Business Center at Citizens National Bank

**Special thanks to tonight's Co-Sponsors**

*Bill Few Associates Inc.*, John Brown  
&  
*McKinney Properties*, John Febert, and Brad Root

Please refer to our web site to get additional information

[www.fbrpgh.org](http://www.fbrpgh.org)

**Brad Root**, grew up in the real estate industry in Erie, PA, where three generations of his family have been homebuilders and investment managers. He is a graduate of Washington & Lee University. After graduation, his career began with First Winthrop Corporation, a Boston based firm where he dealt with private investors raising equity for the firm. Brad was also a Member of Brookwood Securities Partners in Boston, where he oversaw the Pennsylvania office located in Pittsburgh. Brad is currently employed by McKinney Properties as their Managing Director of Business Development. At McKinney, he qualifies potential investors, secures equity participation with investment offerings, and maintains ongoing client relationships. To date, Brad has successfully participated in approximately 50 deals and in the raising of more than \$500 million in investment capital, raising between \$3 and \$20 million per private partnership.

**John Brown III**, is a graduate of Lafayette College, where he earned his Bachelor's Degree in Chemistry. He earned his Master's in Finance at the University of Pittsburgh Graduate School of Business. Before joining Bill Few Associates, John was the Vice President and General Manager at Koppers Industries. While there, he was asked to take a leave of absence to serve as Special Assistant to President Nixon on the White House staff. He is currently the Executive Vice President and a Certified Financial Planner with Bill Few Associates.

**Tom Nixon**, graduated from the University of Pittsburgh with honors and a B.B.A. He began his career as owner and manager of a Goodyear Tire Center in Clairton, from 1964-1977. Next, he joined Elkins & Co. as a stock broker in the Pittsburgh office. Tom then became a special products Director and Pittsburgh Branch Manager of Boenning & Scattergood. After leaving them in 1985, Tom founded Thomas M. Nixon & Associates, and continues to serve as President and CEO. To date, he has raised over \$43 million for natural gas well programs.

**Bill Repack, Ph.D.**, has been in the franchising business since 1978. He studied his undergraduate degree at Westminster College and finished his Master's Degree in Organizational Design and Behavior at Loyola University. He went on to obtain his Ph.D. in Business (Entrepreneurial Management and Franchising). In 1984, he founded Franchise Specialists, Inc. He began to franchise FSI to strategic cities across the United States just eight years later. Bill has franchised and worked with hundreds of well known companies, which include REMAX, Betsy Anne Chocolates, DiCarlo's Pizza, and Obee's Deli. Overall, Bill has experience in numerous industries including restaurants, salons, janitorial services, health and fitness, and retail. Bill is also a professor teaching Management and Entrepreneurship at Robert Morris University.