



## Preparing A Family Business For Transition Is Focus Of UNH Center For Family Business Event March 29

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DURHAM, N.H. -- All family owned businesses face transition, frequently caused by the aging of the senior generation or an unplanned event. Often questions center on whether the company should be sold or remain in the family, and who should manage the business. On March 29, the University of New Hampshire Center for Family Business will address these and other questions at an event in Concord.

"Transitioning the Company" will be held Wednesday, March 29, 2006, at New Hampshire Distributors in Concord. Registration and coffee begin at 8 a.m. and the program starts at 8:30 a.m. Lunch will follow. "The session will be highly interactive with ample time for questions and answers. Attendees will have the opportunity to hear first-hand about a diverse number of transition cases, what went right and what went wrong," says Barbara Draper, director of the Center for Family Business.

Bill Cranshaw of Management Planning and Andy Lee of Andrew D. Lee Co. will lead the program on management and ownership succession issues. They will frame the common issues facing family owned businesses and review the most common planning opportunities and pitfalls. Cranshaw, who serves as a director of the Vermont Country Store in Manchester, Vermont, and chairman of the Orton Family Council, also will make a presentation on how the Orton family transitioned ownership and management at the Vermont Country Store, a leading catalog, Internet and retailing company.

The program will feature a discussion by representatives from a number of businesses, including Steve Voigt CEO of King Arthur Flour of Norwich, Vermont; Jeff Pierson, president of Foley Oil Co. of Laconia; John Dodge, former owner of Dodge Agway, Hampton Falls; and Chuck Bellemore, former owner of Bellemore Heating Oil Co. of Berlin.

The nonmember price is \$99 per person. To register, or for more information, call Barbara Draper at (603) 862-1107, or visit <http://www.familybusiness.unh.edu>. The center, under UNH's Whittemore School of Business and Economics and the UNH Graduate School, is sponsored by Mass Mutual Financial Group, Thomas Davidow & Assoc., Baker Newman & Noyes, Pierce Atwood, MPI Management Planning, Inc., and Ocean National Bank. It is a membership program to provide owners and managers of entrepreneurial businesses with an opportunity to exchange ideas and information and to discuss business challenges, concerns, and solutions.

