
TELECOM, MEDIA, AND TECHNOLOGY

Young America Capital is a nationally-recognized broker-dealer and investment bank with 35 highly experienced professionals who provide companies and investors with advisory services across a focused range of disciplines. With deep industry and transactional experience spanning over 30 years, our advisory team is acutely aware of the continuous innovation occurring in the media, technology and telecommunications landscape. We focus our advisory on proprietary, independent and sound advice, first class execution and superior results by understanding transformative industry dynamics.

Service Offerings:

MERGERS AND ACQUISITIONS

Our cumulative industry experience and advisory expertise enables us to customize innovative transactional and strategic solutions for the clients we serve. Our team has an extensive track record in exclusive sale advisory and buy-side transactions. We seek to leverage our senior level industry relationships and analytical expertise to identify and articulate transactional synergies that maximize value in the sell-side process. We also advise on the acquisition and sale of distressed businesses and assets, including identifying opportunities across sectors, including hardware, software and infrastructure, for value enhancing consolidation opportunities.

PUBLIC AND PRIVATE PLACEMENT OF EQUITY & DEBT

Our professionals have a high degree of market insight having lead consumer and retail sell-side capital markets teams at bulge bracket institutions over more than 20 years. We have extensive experience in the placement of private equity and debt leveraging a wide network of both retail and institutional clients. Capital is typically deployed to finance growth initiatives, make strategic transactions, provide liquidity to shareholders, and to restructure or stabilize the capital structure.

STRATEGIC ADVISORY SERVICES

Maintaining a high level of confidentiality, we have served as advisors to boards and special committees on a wide range of options, especially with regard to strategic solutions that will minimize potential losses and provide a suitable recovery structure for the client, fund managers, and secured lenders.

PUBLIC MARKET ADVISORY

With extensive IPO and secondary transaction experience, we work with management teams to form a comprehensive strategy to articulate positioning and differentiation that results in heightened investor appreciation of the story and thus increasing value and impact in the institutional investor market.

FAIRNESS OPINIONS

We provide Fairness Opinions under FINRA Rule 5150 relating to transactions between affiliated entities wherein conflicts of interest could arise between related parties.



TELECOM, MEDIA, AND TECHNOLOGY TEAM

Peter Formanek, CPA, Managing Principal

Peter has 30+ years experience advising fund managers, family offices and companies. He was a Financial Analyst at Donaldson, Lufkin & Jenrette, and Spear, Leeds & Kellogg, and CFO and Business Development at Southern Cross Latin America Private Equity Funds. He has participated in capital raises for early stage companies in the fields of healthcare SaaS, drug development, medical devices, and has advised life sciences venture fund managers in their fund capital raise process. Peter received his BS in Accounting, and an MBA in Finance from the University of Bridgeport. FINRA licenses 7, 24, 28, 63, 79 and 99.

Omar Brown, Managing Director

Omar has 25+ years of experience in financial services as a senior manager at Merrill Lynch & Co, Bank of America, Cowen & Co, BTIG and RedTail Capital markets. He has managed debt and equity risk in management roles in the convertible bond and exchange traded funds businesses. Prior to Young America, Omar was an active advisor and investor (endowment and hedge fund) in the alternative investment space with transaction history in both equity and debt products across all major industry groups. Omar received his BS in Economics from Amherst College. FINRA licenses 7, 63, 24.

Jeffrey Gold, Managing Director

Jeffrey has 30+ years investment banking experience in publishing, media, food, beverage and health care. Jeffrey served for 20 years as Chairman of the US subsidiary of The Quarto Group, a publicly held book-publishing company focused on acquisitions. Jeff was EVP & CFO of Esquire, a NYSE-listed publishing, technology and communications company. He was EVP in charge of corporate development & strategic planning for its Simon & Schuster, where he facilitated the acquisition of Prentice-Hall. Jeffrey was VP and Corporate Controller of National Patent Development (Wright Investors' Service). He began his career at Main Hurdman (KPMG). Jeffrey has a BBA from Pace University. FINRA licenses 79 and 63.

Michael Kuntz, Managing Director

Michael has 30+ years of experience working with emerging companies, raising over \$1.0 billion in equity capital for both public and private companies. In addition to investment banking Michael held positions as CFO/COO for three early stage, start-up companies in the online content, software integration and broadband delivery industries. Michael received his BS in finance from Boston College and his MBA from Duke University. FINRA licenses Series 7, 63, 79.

Errol Antzis, Director

Errol has 30+ years of experience in raising capital and providing merger and acquisition advisory services for Media and Entertainment companies ranging from early stage enterprises to mature conglomerates. Errol has also spent over a decade as an entrepreneur in the entertainment industry, starting and managing a number of online businesses providing content and services. His finance experience includes work at firms such as Veronis Suhler Stevenson, where he raised and co-managed their first mezzanine debt fund, BNP Paribas, as founder and manager of the bank's Media, Entertainment and Telecommunications group, and boutique investment bank Gruppo, Levey & Co., managing the firm's Digital Media and Entertainment practice. Errol graduated from the Massachusetts Institute of Technology in 1980 with a Bachelor of Science degree in Electrical Engineering, and in 1982 from New York University with an MBA in Finance. FINRA licenses 79 and 63.