

2026 WESTERN CAPITAL SUMMIT

Fairmont Miramar Hotel & Bungalows
Santa Monica | California
April 15-17, 2026

Conference Working Agenda: 10 April 2026

Wednesday, April 15

11:30 a.m. – 2:00 p.m.

WINC: An Exclusive Tour of the Santa Monica Pier

Join the Women's Investor Networking Council (WINC) for a valuable opportunity. After enjoying a light brunch and networking at the Fairmont Miramar, the group will take an exclusive tour of the iconic Santa Monica Pier. Originally built in 1909, the Pier has seen amazing transformations through the years and remains a National Historic Landmark. Separate registration required, please.

2:00 – 5:00 p.m.

SBIA Board of Governors Meeting

(Members of the Board only, please.)

3:30 – 6:30 p.m.

Conference Registration

Thank you for picking up your Summit credentials. We ask that name badges be worn at all times, please.

4:00 – 5:00 p.m.

Limited Partners Roundtable Discussions

An exclusive opportunity for Limited Partners to discuss issues affecting private equity investing.
(By invitation only, please.)

5:30 – 6:30 p.m.

Early Arrivals Networking Reception

A great opportunity to get an early start on your networking and connect with fellow attendees. On your own for dinner to explore what culinary delights Santa Monica offers.

6:30 p.m. – on

Dinner on Your Own

7:00 – 10:00 p.m.

After-Hours SoCal Sparks: Cocktails and Connections

After dinner with colleagues, keep the conversations going at our after-hours gathering. The Bungalow at the Fairmont Miramar offers ocean breezes, a Santa Monica-cool atmosphere, and a menu of creative cocktails and light bites. This special networking event for Summit registrants is brought to you with the help of our co-chairs at KeyBank, St. Cloud Capital, Seacoast Capital, True West Capital Partners, and Hogan Lovells.



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Thursday, April 16

7:30 a.m. – 7:00 p.m.

Conference Registration

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8:00 – 9:00 a.m.

Rise 'n Shine Networking Professional's Breakfast

Join colleagues for networking and eggs. This breakfast will also feature two special tables for those interested in talking about SBICs. Join the "Ask Art" table for free flow discussions about licensing or the "Ask Paul" table for the latest information on SBIC fund operations and portfolio management.

Paul Salgado, Director, Portfolio Management, Office of Investment and Innovation, U.S. Small Business Administration

Art Spivey, Director of Licensing, Office of Investment and Innovation, U.S. Small Business Administration

9:00 a.m. – 3:30 p.m.

Open Meeting Networking

Maximize your networking time! Schedule meetings in advance or in real time by using the Conference App and connect at pre-assigned tables.

9:00 a.m. – 3:30 p.m.

CapitalLinx

SBIA's unique GP-LP private meetings platform.

9:00 – 9:05 a.m.

Welcome and Sponsor Thanks

A warm welcome and special thanks to our sponsors from the regional council chair.

Todd Morris, Managing Director, True West Capital Partners
SBIA Western Regional Council Chair

9:05 – 10:00 a.m.

Investing in Critical Industries: Growth Themes Shaping the Lower Middle Market

A timely exploration of key industries that are ripe for investments.

Dulce Martinez, Head of Investor Coverage, Zions Capital Markets, Moderator

Sheila Emami, Principal, St. Cloud Capital LLC

Jeff Fier, Managing Director, Tree Line Capital Partners

Heather Hubbard, Managing Partner, Valesco Industries

Nicholas Stone, Partner, Cyprium Partners



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Thursday, April 16 (continued)

10:00 – 10:30 a.m.

Morning Energy Break

Time for an energy boost and networking with colleagues.

10:30 – 11:15 a.m.

Fund Manager Identification and Due Diligence: LP Observations and Best Practices

Have LP underwriting standards evolved in recent years and what considerations are relevant in today's environment? How do LPs assess independent sponsors compared to those with a traditional fund? To what extent are DPI and fund wind-down timelines evaluated during the underwriting process? What are best practices for presenting to LPs more broadly? This informative discussion could invigorate your experience at CapitalLinx.

Brian Yoon, *Managing Director, Corbel Capital Partners*,
Moderator

Ted Bojorquez, *Senior Vice President Fund Finance, City National Bank*

Moritz Poehl, *Founder and Managing Partner, Everside*

Tim Rafalovich, *Head of Fund Investing Division-Private Equity, Wells Fargo*

11:15 – 11:45 a.m.

Refreshment Break

Grab a coffee and let's get back to work.

11:45 a.m.– 12:30 p.m.

Evaluating Strong Management Teams: Proven Approaches from Experienced GPs

This session will explore all facets of management teams. From team assessment at acquisition to exit preparation and retention. Along with all the in-between stuff to include filling management gaps, managing ownership transitions, successful employment agreements, and so much more.

Gavin Bates, *Managing Director, Caltius Structured Capital*,
Moderator

John Dahlgren, *Head of Talent, SBJ Capital*

James Hickey, *Managing Partner and President, Interim Leaders, McDermott & Bull*

Peter Huff, *Founding & Managing Member, Blue Sage Capital*

Peter Zucker, *Independent Management Consultant*



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Thursday, April 16 (continued)

- 12:30 – 2:00 p.m.** **Professionals Networking Luncheon**
No speakers, no formalities, just valuable networking with colleagues while enjoying a great meal.
- 2:00 – 3:00 p.m.** **AI: Transforming Workflow for Your Fund and Your PortCos**
Enhanced deal flow, confident due diligence and predictive portfolio company performance—are just the tip of the iceberg when PE fund managers become proficient using AI tools. This session explores just how today's successful funds are embracing and using AI in their daily activities.
Keith Jensen, President, Cadre AI
- 3:00 – 3:30 p.m.** **Networking Break**
Beat that afternoon energy slump with snacks.
- 3:30 – 4:30 p.m.** **The AI Revolution:
A Candid Conversation with an AI Pioneer**
Chris Malachowsky didn't just witness the AI revolution – he helped build the technology that powers it. As co-founder of NVIDIA, Chris was instrumental in shaping the technologies and guiding the expansion of a startup conceived at a Denny's restaurant in San Jose, California, into a company now valued at over \$4 trillion. In this fireside chat, Chris will share his perspective on the computing revolution, where AI infrastructure is heading, and how companies can build AI solutions.
Chris Malachowsky, Founder & Fellow, Nvidia
Tom Niehaus, Co-Founder, Pivotal Capital
- 5:00 – 6:30 p.m.** **Wine Tasting Networking Reception**
Enjoy this unique event, where our Limited Partners host tables featuring different varietals of wine.
- 6:30 p.m. – on** **Freestyle Dinner on Your Own**



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Conference Registration

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7:30 – 9:00 a.m.

Policy Breakfast for Lawyers and Accountants

Time dedicated to legal and accounting professionals. (By invitation, please.)

Brett Palmer, President, Small Business Investor Alliance

David Parkhurst, General Counsel, Small Business Investor Alliance

7:30 – 9:00 a.m.

Networking Breakfast

A great way to begin your day and get an early start on your networking.

8:00 – 10:30 a.m.

Open Meeting Networking

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Economic Outlook

Scott Anderson serves as BMO's Chief U.S. Economist and Managing Director. He analyzes and forecasts U.S. national and regional economic trends, and regularly authors reports on prominent U.S. economic issues, monetary policy actions, and bank lending and credit conditions. He also leads periodic regional outlook reports on California and other regions. An invaluable session not to be missed.

Scott Anderson, PhD., Chief Economist and Managing Director, BMO

10:00 – 10:30 a.m.

Break Time

Re-caffeinate, re-hydrate and refresh your connections between sessions.



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Friday, April 17 (continued)

10:30 – 11:15 a.m.

SBA Office of Investment and Innovation: An Update from the Associate Administrator

An update on the Agency's SBIC program strategy, fund economics, licensing, oversight, examinations and prospective reforms.

Josh Carter, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration

David Kocen, Managing Member, Bluehenge Capital Partners, SBIA SBIC Council Chair

11:15 a.m. – 11:45 a.m.

Association and Independent Sponsor Performance Study Update

Brett Palmer, President, Small Business Investor Alliance

11:45 a.m. – 1:00 p.m.

Networking Luncheon

A casual lunch with colleagues before heading home or back to the office.

1:00 p.m.

Conference Concludes

We look forward to seeing you in Chicago at the **Midwest Deal Summit | May 27-28, 2026**

