

# 2024 Midwest Deal Summit

May 29 – May 30, 2024 | Chicago, IL



## WORKING AGENDA

### TUESDAY, MAY 28

- 3:00 – 5:00 p.m. **SBIA ESG Working Committee Meeting**  
A special meeting of the association's working committee.  
*(By invitation, please.)*

### WEDNESDAY, MAY 29

- 8:00 a.m. – 9:30 a.m. **WINC Rising Networking Breakfast**  
A special networking event for rising private equity professionals.  
*(By invitation, please.)*
- 9:00 a.m. – 5:00 p.m. **Conference Registration**
- 9:00 a.m. – 5:00 p.m. **Networking Lounge and Lunch**  
Freestyle networking - meet with industry leaders and learn more about their services or just enjoy a beverage and a few minutes to connect with your fellow colleagues.
- 11:00 a.m. – 1:00 p.m. **WINC Refreshed "Lunch and TILT Chicago"**  
Join us for a light networking lunch and see Chicago as you've never seen it before ... 1030ft above the ground. Deep breath and hold on!  
*(By invitation and with registration, please.)*
- 2:00 – 2:10 p.m. **Welcome and Sponsor Recognition**  
A warm welcome and special thanks to our sponsors from the regional president.  
**Sean McGuire, Managing Director, Fifth Third Bank**  
**SBIA Midwest Regional President**
- 2:10 – 2:45 p.m. **A Mid-Year Update from SBA's Leadership**  
A timely update from the Office of Investment and Innovation.  
**Bailey DeVries, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration**  
**Stacy Harmsen, Founding Partner, NorthCoast Mezzanine**
- 2:45 – 3:30 p.m. **State of the M&A Market**  
An important update on market activity and key factors impacting M&A transactions. How are rising interest rates affecting the current M&A market? Will these rates perpetuate the current transaction slowdown? Will deal flow stay subdued as valuations land on shaky ground? How does this play for commercial banks and the private credit sector? This in-depth conversation will provide the critical data and foresight you need to succeed in today's market.  
**Melina Audinelle, Managing Director M&A, Fifth Third Bank**  
**Jordan Bastable, Managing Partner, LongWater Opportunities**
- 3:30 – 4:30 p.m. **Networking Break**  
Refuel during this intermission between sessions.

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- 4:30 – 5:30 p.m. **Keynote Presentation: Life from Both Sides of the Aisle - Key DC Operatives Debate the Actions of This Congress and Political Issues Impacting You**  
SBIA's Head of Government Relations will lead us through a provocative discussion about the looming election and how Congress and pending legislative issues may change. With change, come new priorities and new initiatives. How will these changes impact private equity investors? Join us for this fun Crossfire-style session.  
*Tonnie Wybensing, Head of Government Relations, Small Business Investor Alliance, Moderator*  
*Paul Bock, Partner, Thorn Run Partners*  
*Chas Thomas, Partner, Thorn Run Partners*
- 5:30 – 7:00 p.m. **Networking Reception**  
Enjoy cocktails and hors d'oeuvres while connecting with colleagues from around the Midwest region and across the U.S.

## THURSDAY, MAY 30

- 7:30 a.m. **Conference Registration Opens**
- 7:30 – 9:00 a.m. **Networking Breakfast**  
Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues.
- 7:30 – 9:00 a.m. **Lawyers and Accountants Policy Breakfast**  
Policy-talk for our industry's lawyers and accountants.  
*Justin Pelletier, Executive Director of Government Relations, Small Business Investor Alliance (By invitation, please.)*
- 7:30 a.m. – 12:30 p.m. **Networking Lounge**  
Freestyle networking - meet with industry leaders and learn more about their services.
- 7:30 – 11:30 a.m. **DEALINX - A Unique Deal Sourcing Event**  
DeaLinX is our industry's premier deal sourcing event facilitating pre-arranged, one-one-one meetings between investment bankers and fund managers. Using SBIA's successful pre-screening model, both sell-side and buy-side investment bankers are welcome to participate. This is the most efficient opportunity to find and begin your next deal.
- 9:00 – 9:45 a.m. **Creating a Productive Multigenerational Workforce - For Your Fund and for Your Portfolio Companies**  
Our speaker is a leading expert on multiple generations, leadership, change management, productivity, and trust. He is the author of *"Sticking Points: How to Get Four Generations Working in the 12 Places They Come Apart."* Shaw will explore the benefits, challenges, and valuable management practices of creating a successful multigenerational workforce.  
*Haydn Shaw, People Driven Results, Best-Selling Author*

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- 9:45 – 10:15 a.m.      **Refreshment Break**
- 10:15 – 11:00 a.m.      **Lobbying 101: Be Part of the Industry’s Success**  
Learn the “Why” and the “How To” of building relationships with your members of Congress. Here’s how to get your calls to Congress answered.  
*Gayle Hughes, Partner and Co-Founder, Merion Investment Partners, Moderator*  
*Justin Pelletier, Executive Director of Government Relations, Small Business Investor Alliance*  
*Tonnie Wybensing, Head of Government Relations, Small Business Investor Alliance, Moderator*
- 11:00 – 11:30 a.m.      **Networking Break**  
Re-caffeinate and reconnect during this intermission between sessions.
- 11:30 – 12:30 p.m.      **SBA’s OII Department Directors – A Review and Update**  
Don’t miss these important updates from SBA’s Investment Department’s Directors. Forms, SOPs, exam scope, timelines, and the “Top Five Most Common Mistakes” are just a few of the topics that our moderator and esteemed panelists will explore. A don’t miss session for everyone.  
*Heather Hubbard, Managing Partner, Valesco Industries, Moderator*  
*Heath Morris, National Director, Office of Examinations, U.S. Small Business Administration*  
*Paul Salgado, Director, Office of Investment Portfolio Management, Office of Investment and Innovation, U.S. Small Business Administration*  
*Art Spivey, Director of Licensing and Operations, Office of Investment and Innovation, U.S. Small Business Administration*
- 12:30 – 1:30 p.m.      **Networking Luncheon**  
No formalities, just valuable networking with colleagues and enjoying a great meal.
- 1:30 p.m.                  **Conference Adjourns**