



Northeast Private Equity Conference

January 23-24, 2024 | Lotte New York Palace | New York, NY

CONFERENCE AGENDA

TUESDAY, JANUARY 23

- 10:30 a.m. **Conference Registration Opens**
- 10:30 a.m. – 4:30 p.m. **Networking Lounge**
The perfect place to meet and catch up with colleagues.
- 11:30 to 2:00 p.m. **WINC Refreshed – A Private Tour of Mr. Morgan’s Library**
(By invitation, please.)
WINC – the Women Investors Networking Council features unique networking programs each year. Join us for a guided tour through The Morgan Library & Museum. The Morgan Library began as the personal library of financier, collector, and cultural benefactor J. Pierpont Morgan. As early as 1890, Mr. Morgan had begun to assemble a remarkable collection. Our guide will be a PhD level art historian who has her finger on the pulse of the art world and will facilitate smart, provocative discussions throughout the tour. Light refreshments will be served as part of a post-tour networking discussion.
- 3:00 to 4:00 p.m. **The Rise of the Independent Sponsor Asset Class**
The last few years have seen incredibly strong growth and acceptance of independent sponsor-led deals driven by the inefficiencies of and opportunities presented by the lower middle market combined with an environment where funds have ample capital to deploy. This is an opportunity for capital providers considering this strategy to gain critical insights from an expert panel of seasoned deal makers who have collectively closed hundreds of independent sponsor-led deals. This asset class draws the attention from a wide range of capital providers including SBICs, LMM PE funds, Family Offices, RIAs and LPs. A unique opportunity to learn more about this rising sector.
Stephanie McAlaine, Executive Director, Independent Sponsor Forum, Moderator
John Lee, Griffin Financial Group
Todd Morrissey, Hidden River Strategic Capital
Tyson Smith, Founding Partner, Tecum Capital Partners
Tim Welles, Pine Street Capital Partners
- 4:00 to 4:30 p.m. **Networking Refreshment Break**
Re-caffeinate, re-hydrate and refresh your connections between sessions.
- 4:30 to 5:30 p.m. **SBA Investment Division Chiefs – An Update on the SBIC Program**
Leaders from SBA’s Office of Investment and Innovation will share updates on SBIC Regulations, SOPs, and Tech Notes.
Patrick Weston, Route 2 Capital Partners, Chair SBIA SBIC Council, 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
- 5:30 to 7:00 p.m. **Finding Deals and Building Networks Cocktail Reception**
The region’s premier networking event for those active in the lower middle market.



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WEDNESDAY, JANUARY 24

- 7:30 a.m. **Conference Registration Opens**
- 7:45 to 9:00 a.m. **Networking Breakfast**
Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues. New this year, we'll have a designated area at breakfast for an informal "Ask Art" session. Art Spivey is SBA's Director of Licensing and Operations in the Office of Investment and Innovation.
- 7:45 to 9:00 a.m. **Policy Breakfast for Lawyers and Accountants** *(By invitation, please.)*
Policy discussions focused solely for SBIA members serving in legal and accounting capacities.
David Parkhurst, General Counsel, Small Business Investor Alliance
Therese Meers, General Counsel, U.S. Small Business Administration
Heath Morris, National Director, Office of Examinations, U.S. Small Business Administration
- 9:00 to 9:05 a.m. **Welcome and Sponsor Recognition**
A warm welcome and special thanks to our sponsors from the regional president.
Steve Gord, Hidden River Strategic Capital, Northeast Regional President
- 9:05 to 10:00 a.m. **Fundraising in the Current Environment – the LP Perspective**
The New Year brings the opportunity for fresh perspectives. Our LP's will discuss key trends in today's fundraising environment and allocation mindsets. The session is a must attend whether you're raising a fund or not.
Neil Shah, Brookside Capital Partners, Session Moderator
Melinda Jackson, Cadence Bank
Maria Melchor, Apogem Capital
Steve Peters, Wells Fargo
- 10:00 to 11:00 a.m. **Keynote Session: Clarifying and Communicating Your Fund's Strategy in an Increasingly Crowded Market**
During the investment process, investors ask prospective management teams endless questions about their "niche" and "how they are different." However, they often do a less than stellar job differentiating their own funds. How should fund managers be thinking about distinguishing their team, their strategy, and their success in today's crowded market? Our speaker has taught management, corporate responsibility, and corporate communication at Harvard, then Columbia, and now is a member of the faculty at Dartmouth's Tuck School of Business. Don't miss this unique opportunity to learn about setting your fund above the throng.
Paul Argenti, Professor of Corporate Communication
The Tuck School of Business, Dartmouth
Followed by a special Q&A session with Steve Gord
- 11:00 to 11:30 a.m. **Networking Refreshment Break**
Re-caffeinate, re-hydrate and refresh your connections between sessions.
- 11:30 a.m. to 12:30 p.m. **SBA Leadership Initiatives and a Washington Update**
Join SBIA President Brett Palmer and SBA leadership for a timely update on SBA initiatives and policy. After this important discussion, we'll learn about critical legislative issues that may impact private equity investors ... including the upcoming election.
Brett Palmer, President, Small Business Investor Alliance
Bailey DeVries, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration



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- 12:30 to 1:30 p.m. **Networking Lunch**
Enjoy time with your colleagues as you discuss the morning's program before heading home.
- 1:30 p.m. **Conference Adjourns**
Thank you for coming ... See you in Nashville!
- 5:30 – 7:00 p.m. **WINC Rising Professionals Reception** *(By invitation, please.)*
A valuable networking opportunity for those who are new to private equity.