

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 – Activity to be Announced Soon**
(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
- 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: An Election Update

Here's What's Coming Our Way. Are You Holding On?

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? This session will lay the groundwork for the rest of the year and beyond.

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 Cocktail 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

7:45 – 9:00 a.m.

Networking Breakfast

Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues.

7:45 – 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.)

7:45 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.

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.

Justin Pelletier, Executive Director of Government Relations, Small Business Investor Alliance

Tonnie Wybensing, Head of Government Relations, Small Business Investor Alliance, Moderator

9:45 – 10:15 a.m.

Refreshment Break

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10:15 – 11:00 a.m.

Creating a Productive Multigenerational Workforce - For Your Fund and for Your Portfolio Companies

Employers are now working with four, sometimes five, generational groups of workers. And the age diversity in the current workforce is the widest it's ever been. While these generational pools expand available talent, some employers don't know how to capitalize on this phenomenon. Our session will explore the benefits, challenges, and valuable management practices of creating a multigenerational workforce for their funds and their portfolio companies.

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.

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