

2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort
Huntington Beach | CA
April 9 - 11, 2024

AGENDA

TUESDAY | APRIL 9TH

- 8:00 – 11:00 a.m.** **SBIA Board of Governors Breakfast and Meeting**
(Members of the Board only, please.)
- 11:00 a.m. – on** **Surfs Up School** – learn to surf on one the most famous beaches in the world “Surf City” aka Huntington Beach.
(Advanced registration and fee to participate.)
- 11:30 a.m.– 1:30 p.m.** **WINC Refreshed – “Rock the Guac”**
The 2024 Top Chef Guacamole Challenge
Once known as “alligator pears,” cultivating and eating avocados dates back to 500 BCE. Fast forward: the Waterfront's Executive Chef will share ideas about customizing this creamy dreamy delight. Divided into teams, participants will work together to create a guacamole recipe that impresses the judges and become the 2024 WINC Top Chefs. We'll then enjoy a wonderful lunch including the WINC guacamole creations. *(Advanced registration and fee required, please.)*
- 12:00 – 7:00 p.m.** **West Coast Capital Summit Registration**
Thank you for picking up your Summit credentials. We ask that name badges are worn at all times.
- 1:00 – 5:00 p.m.** **West Coast Capital Summit Networking Lounge**
The perfect place to meet with colleagues, old and new.
- 2:00 – 5:00 p.m.** **CapitalInx**
SBIA's unique GP-LP private meetings platform.



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3:00 – 4:00 p.m.

The Rise of the Independent Sponsor Class in the West

The last few years have seen strong growth and acceptance of independent sponsor-led deals. Whether driven by market inefficiencies or an environment where funds are in robust capital positions, this asset class draws attention from a wide range of capital providers including SBICs, LMM PE funds, Family Offices, RIAs and LPs. Where do investors in the Western region stand on this burgeoning asset class? Here's the update.

***Stephanie McAlaine, Executive Director,
Independent Sponsor Forum, Moderator***

Britt Terrell, Managing Director, Palm Tree LLC

Christian MacCarron, Managing Director, Taubman Capital

Todd Morris, Managing Director, True West Capital Partners

Jacques Youssefmir, Partner, Ocean Avenue Capital Partners

4:00 – 4:30 p.m.

Refresh and Network – It's Time for a Break

Join us for coffee or a cool soft drink as we gear up for the next session.

4:30 – 5:30 p.m.

News and Updates from SBA Investment Division Chiefs

An important session to learn key details in licensing, Operations and Examinations.

***Brian Lueger, Principal, Konza Valley Capital, Inc.
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***



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5:30 – 6:30 p.m.

Welcome to the West Coast – Beach-style Reception

Join us for the opening reception of our inaugural event! We will be outdoors on the Vista Lawn and Terrace, with lovely views of the historic “Surf City” beach for this festive evening. No ties allowed ... socks are optional.

6:30 p.m. – on

Freestyle Dinner!

Take a walk down the promenade and enjoy the nearby Huntington Beach hot spots. Your options are plenty.

WEDNESDAY | APRIL 10TH

7:30 a.m. – 7:00 p.m.

West Coast Capital Summit Registration

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

7:45 – 9:30 a.m.

Rise ‘n Shine Networking Professional’s Breakfast

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

8:00 a.m. – 5:00 p.m.

West Coast Capital Summit Networking Lounge

The perfect place to meet with colleagues, old and new.

8:00 a.m. – 5:00 p.m.

Capitalinx

SBIA’s unique GP-LP private meetings platform.

9:30 – 9:35 a.m.

A Warm and Sunny Welcome

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

***Rick Shuart, Managing Director, Caltius Structured Capital,
SBIA Western Regional President***



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9:35 – 10:30 a.m.

Economic Outlook: Prospects for Growth

This keynote presentation will assess the prospects for economic growth, whether the recovery will likely expand in the coming months, or whether a "double-dip" recession is possible, how federal reserve policy and domestic fiscal policy are affecting the economy, and whether inflation is poised to increase. UCLA Professor Lee Ohanian will also explore international economic and political forces that will impact the U.S. economy. Lee's presentation will tie these vital data points into broader implications that may influence private equity investments.

Lee Ohanian, Professor of Economics and Director of the Ettinger Family Program in Macroeconomic Research University of California, Los Angeles - UCLA

10:30 – 11:00 a.m.

Morning Energy Break

Time for an energy boost and networking with colleagues.

11:00 a.m.– 11:30 a.m.

SBA Update: A Conversation with Leadership

Join us as we get an update on the state of the SBIC program, internal operations, final rules and SOPs, new initiatives, and the goals met so far this year.

***Bailey DeVries, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration
Ben Geis, Managing Director, Eagle Private Capital***

11:30 – 11:45 a.m.

Micro-Break

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



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- 11:45 a.m.– 12:30 p.m.** **SBIC Performance Data: A First Glimpse at the Research from the SBIA-IPC Survey**
Invaluable information about SBIC performance over the years.
Greg Brown, Research Director, Institute for Private Capital, Professor of Finance, Sarah Graham Kenan Distinguished Scholar, University of North Carolina, Kenan-Flagler Business School
- 12:30 – 2:00 p.m.** **Professionals Networking Luncheon**
No speakers, no formalities, just valuable networking with & colleagues while enjoying a great meal.
- 12:30 – 2:00 p.m.** **Limited Partners Lunch and In-Depth Discussion about the SBIC Program**
(By invitation, please.)
A special opportunity for LPs to learn more about the SBIC program and its new features, including the Accrual Debenture, traditional SBIC models, and RBICs.
Melinda Jackson, Executive Vice President, Cadence Bank
Brett Palmer, President, Small Business Investor Alliance
- 2:00 – 3:00 p.m.** **Rise of the Machines: AI-Driven Prudence, Profit and Performance for Your Firm**
Generative AI is the most transformative force in business today. Join us for this comprehensive exploration of the opportunities and threats that AI applications present ... both from a GP's perspective and from the viewpoint of portfolio company management.
Rashad Kawmy, Boundary Street
Christophe Williams, Eskridge Company
- 3:00 – 3:30 p.m.** **Vista Lawn Networking Break**
Beat that afternoon energy slump with snacks.



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3:30 – 5:00 p.m.

Pitch to Win – GP Presentations

Four GPs will give their best “elevator pitches” to a panel of seasoned Limited Partners. The panelists will then share their observations, suggestions ... positive and negative.

Tim Rafalovich, Wells Fargo Strategic Capital, Moderator

Elie P. Azar, White Wolf Capital Group

Jan Bergeson, Ally Bank

Sean McGuire, Fifth Third Bank

Francesco Sala, Everside

Round 1 GPs

3:30 - 4:00 p.m.

Natasha Fox, Altimer Capital

Jeff Gordon, Riverside Company

Intermission

4:00 - 4:15 p.m.

Save Your Ringside Seat and Go Grab Some Popcorn

Round 2 GPs

4:15 - 4:45 p.m.

Kenneth Saffold, o15 Capital Partners

Dan Gaspar, TZP Partners

Lessons Learned and Closing Thoughts

4:45 – 5:00 p.m.

Tim Rafalovich, Wells Fargo Strategic 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. Relax and mingle with colleagues while enjoying the ocean view.

6:30 p.m. – on

Freestyle Dinner on Your Own

Take a walk along the promenade and enjoy one of the nearby Huntington Beach hot spots.



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THURSDAY | APRIL 11TH

- 7:00 a.m. – 12:00 p.m.** **West Coast Capital Summit Registration**
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- 7:00 – 7:45 a.m.** **Namaste Beach Day** – guided yoga session overlooking Huntington Beach. *(Pre-registration requested, please.)*
- 7:45 – 9:00 a.m.** **Policy Breakfast for Lawyers and Accountants**
(By invitation, please.)
Policy discussions focused solely for SBIA members who serve in legal and accounting capacities.
David Parkhurst, General Counsel, Small Business Investor Alliance. Moderator
Therese Meers, General Counsel, U.S. Small Business Administration
Heath Morris, National Director, Office of Examinations, U.S. Small Business Administration
- 7:45 – 9:00 a.m.** **Networking Breakfast - Soak Up Some Morning Sun**
A great way to begin your day and get an early start on your networking, dining on the Ocean Lawn.
- 8:00 – 11:30 a.m.** **West Coast Capital Summit Networking Lounge**
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9:00 – 10:15 a.m.

Morning Power Sessions – Portfolio Company Focus

9:00-9:30

Stop Hiring the Wrong People by Using an Appropriate Personality Assessment

A succinct session that will cover techniques to reduce costly mis-hires, identify people who are in the wrong seat, and how best to manage people from day-one.

***Dana Borowka, CEO & Co-Founder
Lighthouse Consulting***

9:30-9:45

Transition Break

9:45-10:15

Underperformers to Superstars

All companies have both. This session will cover best practices and pitfalls to avoid throughout the employment cycle, to include:

- Understanding key motivators for all employees
- Effectively dealing with underperformers
- Top tips for avoiding liability

***Leigh Anne Ciccarelli, Attorney
Weiss Brown***

10:15 – 11:00 a.m.

Break Time

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

11:00 a.m. – 12:00 p.m.

The Capitol Connection

Learn what's happening in the halls of Congress and within the regulatory bodies that will impact your current and future investments. It is an election year after all.

Brett Palmer, President, Small Business Investor Alliance

12:00 – 1:00 p.m.

Networking Luncheon

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

1:00 p.m.

Conference Concludes

