



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
<i>(By invitation, please.)</i>
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.
<i>Stephanie McAlaine, Executive Director, Independent Sponsor Forum, Moderator</i>
<i>John Lee, Griffin Financial Group</i>
<i>Tyson Smith, Founding Partner, Tecum Capital Partners</i> |
| 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.
<i>SBA Investment Division Personnel (invited)</i> |
| 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. |

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. |
| 7:45 to 9:00 a.m. | Policy Breakfast for Lawyers and Accountants <i>(By invitation, please.)</i>
Policy discussions focused solely for SBIA members serving in legal and accounting capacities.
<i>David Parkhurst, General Counsel, Small Business Investor Alliance</i> |



Northeast Private Equity Conference

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

- | | |
|--------------------------|--|
| 9:00 to 9:05 a.m. | Welcome and Sponsor Recognition
A warm welcome and special thanks to our sponsors from the regional president.
<i>Steve Gord, Hidden River Strategies, Northeast Regional President</i> |
| 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.
<i>Neil Shah, Brookside Capital Partners, Session Moderator</i>
<i>Melinda Jackson, Cadence Bank</i>
<i>Maria Melchor, Apogem Capital</i> |
| 10:00 to 11:00 a.m. | Featured Speaker or Timely Discussion
Special educational session. |
| 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 SBA 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.
<i>Brett Palmer, President, Small Business Investor Alliance</i>

<i>Bailey DeVries, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration (invited)</i> |
| 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. |