

# 2025 Midwest Deal Summit

May 28-29, 2025 | Chicago, IL



## WORKING AGENDA

### TUESDAY, MAY 27

- 6:00 – 8:00 p.m. **WINC – “You Do Lou’s” Pizza Making Experience**  
Join us at the Gold Coast location of famous Lou Malnati’s for a fun evening of custom pizza making, networking and camaraderie.  
*(By invitation and with registration, please.)*

### WEDNESDAY, MAY 28

- 9:00 a.m. – 5:00 p.m. **Conference Registration**
- 9:00 a.m. – 5:00 p.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 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.
- 2:30 – 2:45 p.m. **Welcome, Sponsor Recognition and Association Update**  
A warm welcome and special thanks to our sponsors from the regional president. Plus, an association update from SBIA's President.  
*Sean McGuire, Managing Director, Fifth Third Bank*  
*SBIA Midwest Regional President*  
*Brett Palmer, President, Small Business Investor Alliance*
- 2:45 – 3:30 p.m. **“Tariff-ic” or “Tariff-ying”:  
Coping with Uncertainty in the 2025 Deal Market**  
This session will explore how lower middle market deal volume, quality and pricing is faring relative to the middle market in today's more volatile conditions and its impact on investment dollars and buyer sentiment in Q1. Equally important, the panel will share how deal terms are changing, what best practices are emerging and look ahead with an assessment of the deal business for all of 2025.  
*Terry Bressler, Managing Director, Prairie Capital Advisors, Inc., Moderator*  
*Shawn Byerly, Managing Director, Copper Run*  
*Joseph Carson, Managing Director, Fifth Third Securities, Inc.*  
*Lisa Tolliver, Managing Director, Capstone Partners*
- 3:30 – 4:30 p.m. **Networking Break**  
Refuel during this intermission between sessions.

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4:30 – 5:30 p.m.

## Value Propositions of the Lower Middle Market

A comprehensive review of all factors driving our dynamic market segment. From capital availability, valuations and GP-LP alignment, this session will provide a sound exploration that covers 20 years of critical data and research.

*Alex Abell, Managing Partner, RCP Advisors*

*George Cole, Managing Partner, The Riverside Company*

5:30 – 7:00 p.m.

## Life is Better with Beer – Networking Reception

Enjoy a wonderful variety of Midwest beer and hors d'oeuvres while connecting with colleagues.

## THURSDAY, MAY 29

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.

*(By invitation, please.)*

*David Parkhurst, General Counsel, Small Business Investor Alliance*

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

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9:00 – 9:45 a.m.

## Liquidity in Today's Market

How is the Q1 2025 deal collapse worsening the lack of liquidity in today's market? Average holds times are increasing. Interestingly, Bain & Co. reported in 2023 that continuation funds were the largest growing part of the PE market. What does that mean for today's exit strategies? With fund managers sitting on both the sell-side and the buy-side, what conflicts of interest arise in pricing the assets? How are platforms getting done? What are inherent risks associated with various liquidity options?

*Michael Norton, Director of Business Development,*

*Houlihan Capital, Moderator*

*Ryan McGovern, Managing Director, Star Mountain Capital*

*Darren O'Brien, Managing Director, Private Funds Advisory*

*Gregory Steve, Senior Vice President, Wintrust Sponsor Finance*

*Peter Wright, Director, Hark Capital*

9:45 – 10:15 a.m.

## Refreshment Break

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| 10:15 – 11:00 a.m. | <p><b>LP Considerations: Liquidity, Exits and Allocation Strategies</b><br/>How are Limited Partners considering allocations, including multi-year allocation models, in light of the weak liquidity market? Will falling interest rates be enough to turn the tide? How are fairness opinions viewed in continuation funds? What are the risks in valuations? How are LPs viewing NAV loans when determining commitments? Will an illiquid market and dismal distributions continue to fuel GP-led secondaries and affect LP investment strategies long-term?<br/><i>Peter Washington, Managing Director &amp; Head of Originations, Copia Investment Management, LLC, Moderator</i></p> |
| 11:00 – 11:30 a.m. | <p><b>Networking Break</b><br/>Re-caffeinate and reconnect during this intermission between sessions.</p>   |
| 11:30 – 12:30 p.m. | <p><b>Update from SBA's Leadership</b><br/>An introductory conversation with SBA's newly appointed leader of the Office of Investment and Innovation to learn about the Administration's SBIC priorities and initiatives.<br/><i>Brett Palmer, President, Small Business Investor Alliance</i><br/><i>Frank Salomone, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration</i></p>  |
| 12:30 – 1:30 p.m.  | <p><b>Networking Luncheon</b><br/>No formalities, just valuable networking with colleagues and enjoying a light lunch.</p>  |
| 1:30 p.m.          | <p><b>Conference Adjourns</b></p>   |