



WORKING AGENDA

October 15-17, 2023 | The Breakers | Palm Beach, FL

SATURDAY, OCTOBER 14

9:00am - 6:00pm

SBIA Networking Bungalows

For those arriving early, SBIA has reserved five poolside bungalows at The Breakers for you to relax with your family and mingle with your professional colleagues.

Note: Registrants staying off property are welcome to use all the amenities at The Breakers Beach Club. Contact SBIA for more details.

4:00pm - 6:00pm

Early Arrivals Reception - Poolside Networking

This casual reception offers the opportunity to connect with colleagues over light fare, before heading out to dinner.

Hosted by the SBIA Board of Governors Chair Gayle Hughes, Merion Investment Partners (All registrants, spouses and families are welcome.)

SUNDAY, OCTOBER 15

7:00am - 8:00am

Rise and Shine Yoga

Join us for a purposeful morning on the Ocean Lawn. Our Yogini will guide you through basic and advanced postures. All skill levels are welcome. Towels, water, and mats are provided.

(All registrants and spouses are welcome. No fee to attend.)

8:00am - 11:00am

SBIA Board of Governors Meeting *(By invitation, please.)*

9:00am - 6:00pm

SBIA Networking Bungalows *(All registrants, spouses and families are welcome.)*
Sunday through Tuesday Sponsored by: Bass Berry Sims and Smith Brothers

11:00am - 7:30pm

Summit Registration

Pick up your Summit credentials at the SBIA Registration Desk.

Conference Mobile App Sponsored by: Winston & Strawn

Note: **Your conference name badge is required** to participate in all Summit-related sessions, receptions, activities, as well as to access all conference spaces, including the Networking Lounge. Name badges are required for any registrant spouse/significant for entrée into the Networking Receptions and dedicated spouse/significant other breakfasts. Contact events@sbia.org to ensure a name badge is ready for them in advance.

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11:00am - 1:00pm

Relax & Rejuvenate with WINC

Sitting too much? Doing too much? Bet you are. Join the Women Investors Networking Council (WINC) for wellness sessions designed to calm your mind and soothe your body. A Flexologist will guide you through gentle stretches that are sure to ease all tension. Our Sound Bath Guru will lead you through guided meditation and healing sounds that will allow you to experience mental quiet. Networking and refreshments will follow. *(A fee and advanced registration are required, please.)*

11:00am - 5:00pm

Summit Internet Lounge

Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.

Sponsored by: Hogan Lovells

11:00am - 4:00pm

National Summit Golf Tournament – The Breakers Ocean Course

Lunch and warm up at 11:00am with a Shotgun Start at 12:00pm
(A fee and advanced registration are required, please.)

Sponsored by: Troutman Pepper

2:00pm - 4:00pm

Tennis Tournament at The Breakers

A fun Round Robin Tournament for all skill levels. *(A fee and advanced registration are required, please.)*

Sponsored by: K&L Gates

2:00pm - 6:00pm

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

Charging Stations Sponsored by: FORVIS

Afternoon Refreshments Sponsored by: Eversheds Sutherland

2:00pm - 5:30pm

CapitalLinx

Pre-scheduled, private GP-LP meetings.

5:00pm - 6:00pm

Sunday at the Summit – SBA's SBIC Regulations Update

An update from the Investment Division's leadership about the new regs and new initiatives.

Bailey DeVries, Office of Investment & Innovation,

U.S. Small Business Administration

Brett Palmer, Small Business Investor Alliance

6:00pm - 7:30pm

Welcome to the Summit Networking Reception

Enjoy friends, old and new, as we start this year's National Summit.

(All registrants and their spouse/significant other are welcome.)

Sponsored by: JP Morgan



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7:30pm - 9:30pm

New Members' Dinner *(By invitation, please.)*

A special dinner to welcome new SBIA members who have recently joined the association.

MONDAY, OCTOBER 16

All Day

Summit Registration

Pick up your Summit credentials at the SBIA Registration Desk. Badges must be worn by all participants at all times. Including all spouses/significant others, please.

Conference Mobile App Sponsored by: Winston & Strawn

7:00am - 5:00pm

Summit Internet Lounge

Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.

Sponsored by: Hogan Lovells

7:30am - 5:00pm

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

Charging Stations Sponsored by: FORVIS

7:30am - 9:00am

Networking Breakfast

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

Sponsored by: Robinson & Cole

7:30am - 9:00am

Limited Partners' Breakfast *(By invitation, please.)*

Breakfast and Networking exclusively for our Limited Partners attendees.

This session will feature LP-specific investment data and discussions.

9:00 - 4:30pm

CapitalLinx

Pre-scheduled, private GP-LP Meetings.

General Session

9:00am - 9:30am

Welcome to the National Summit for Middle Market Funds

A warm welcome to the association's pinnacle event.

Gayle Hughes, Merion Investment, SBIA Chair

9:30am - 10:30am

Keynote Presentation: Future Proofing You and Your Organization

A bestselling author and Forbes Top 50 Influencer, Erik Qualman inspires audiences around the world with his talks on digital leadership, digital reputation, and digital trends. Called a "Digital Dale Carnegie" and the "Tony Robbins of Tech," he helps organizations understand the implications of social media on our daily lives—and how businesses can harness the power of the digital age. As a leading futurist, practitioner, professor, author, and speaker, Qualman is at the forefront of the digital and AI revolution and the impact it's having across all sectors: business,

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education, healthcare, government, and beyond. He has performed in 55 countries and reached over 50 million people. His business books are used in over 200 universities, and his latest book, *The Focus Project*, is a guide to the art of pursuing less to achieve more. Qualman is also the founder of Equalman Studios, which has produced film and animation projects for the likes of Disney, Cartier, CompuCom, Chase, Hearts on Fire, IBM, and many other global brands.

Erik Qualman, Equalman LLC, www.equalman.com

10:30am - 11:00am

Networking Break

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

Sponsored by: CSC

11:00am - 12:00pm

State of the Market – Change is the New Norm

Deal flow is the life blood of any investment fund. Don't miss this fast-paced review of current and changing deal trends. Our speakers will bring vast experience on the M&A Market, business development, BDC approaches to deal flow, and senior lender perspectives.

Tim Rafalovich, Wells Fargo, Moderator

Dean D'Angelo, Stellus Capital Management

Gina Luna, Genesis Park

Gary O'Brien, Hennepin Partners, LLC

Chris Sears, Truist Community Capital, LLC

12:00pm - 1:30pm

Networking Lunch and Special Cabinet Presentation

Sponsored by: Polsinelli

1:30pm - 2:00pm

Networking Break

Refuel during this intermission between sessions.

Sponsored by: Matthews Carter & Boyce

2:00pm - 2:45pm

Best Practices: Portfolio Management in Good Times and Bad

In today's inflationary environment, fund managers must anticipate and manage unique challenges with their PortCo management teams. Our speakers will bring both GP and CEO perspectives and tactics on how to succeed.

Charles McCusker, Patriot Capital, Moderator

Wes Hampp, Holleway Capital Partners, LLC

David Kebrdle, Chikol Equities

Phil Spivey, Dedicated Computing

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2:45pm - 3:30pm

Best Practices: Turnarounds, Bankruptcies, and Workouts

Changing deal partners, an uncertain senior lender community, a growing credit crunch. Will turnarounds and workouts become an even bigger issue? What once was relatively predictable, in terms of turnarounds, restructuring and workout agreements, are no longer predictable at all. Are you ready?

Greg Barger, NewSpring Mezzanine, Moderator

Joe DeLuca, NewSpring Mezzanine

Susan Smith, B. Riley Advisory Services

Jonathan Young, Locke Lord

3:30pm - 4:00pm

Networking Break

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

Sponsored by: Zook Dinon

4:00pm - 5:00pm

Hot Topics Keeping LPs Up at Night

What current issues are having the greatest impact on LPs and their portfolios? How do LPs look at allocations in a world with changing market dynamics? What areas present the greatest investment challenges and most promising opportunities? What is keeping LPs up at night that should also be keeping GPs awake? Our guests will share their candid observations about what they see coming in the year ahead.

Les Alexander, Jefferson Capital, Moderator

Ryan Mahoney, BPEA

Stephanie Park, Apogem Capital

Brigitte Wilson, UBS

5:00pm - 7:00pm

Dealmakers Winetasting Reception

Make new connections and enjoy different wines poured by Limited Partners representing banks, family offices, insurance companies, fund of funds, and endowments/foundations.

(All registrants and their spouse/significant other are welcome.)

TUESDAY, OCTOBER 17

7:00am - 12:00pm

Summit Registration

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7:00am - 12:00pm

Summit Internet Lounge

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Sponsored by: Hogan Lovells

7:30am - 1:30pm

Summit Networking and Exhibit Lounge

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Charging Stations Sponsored by: FORVIS

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7:30am - 9:00am

Networking Breakfast

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

Sponsored by: Foley Hoag

7:30am - 9:00am

SBIA Policy Breakfast for Lawyers and Accountants *(By invitation, please.)*

A special opportunity for service providers to discuss key SBIC operations issues with both SBIA and SBA professionals.

David Parkhurst, Small Business Investor Alliance, Moderator

Therese Meers, Office of the General Counsel, U.S. Small Business Administration

8:00am - 12:30pm

CapitalLinx

Pre-scheduled, private GP-LP Meetings.

General Session

9:00am - 10:00am

Growth Trends and Valuations: A Deeper Dive by Industry Experts

A valuable discussion covering key trends in growth industry opportunities for healthcare, manufacturing, business services investors. This session will explore valuation trends in today's market, along with a discussion about successful exit strategies that are built on the front end of an investment. A helpful session for industry specific investors and generalists alike.

Melanie Brensinger, Anagenesis Capital, Moderator

Joe Alala, Capitala Group

Rachel Metcalf, The Larry H. Miller Company

Michael Norton, Houlihan Capital

10:00am - 10:30am

Networking Break

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

Sponsored by: Shipman Goodwin

10:30am - 11:15am

Economic Keynote: Trends & Transformation – A Look at the Global Economy

For more than two decades, journalist and public radio host Roben Farzad has established himself as a source of truth for what's really going on with the markets and the economy. Having reported in-depth on the biggest economic stories of our time, and had his analysis referenced by political leaders, Roben brings new perspectives on the issues in a way that gets people thinking about the true impact on their organizations. Don't miss this timely economic update from a nationally recognized expert.

Roben Farzad, Journalist, Broadcaster & Host of Public Radio's "Full Disclosure"



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SBA Investment Division Department Chiefs: Licensing, Operations, and Examinations

A timely conversation with SBA program directors about SBIC licensing, operations, and examinations.

Patrick Weston, Route 2 Capital Partners, Moderator

Heath Morris, Office of Examinations,

U.S. Small Business Administration

Paul Salgado, Office of Investment & Innovation,

U.S. Small Business Administration

Art Spivey, Office of Investment & Innovation,

U.S. Small Business Administration

12:00pm - 1:30pm

Networking Lunch and Washington Update

Join us for our closing lunch and get valuable insights about Capitol Hill from SBIA's President. Now that we're heading into an election year, just what can the private equity industry expect?

Brett Palmer, President, Small Business Investor Alliance

Luncheon sponsored by: CohnReznick

1:30pm

Closing Remarks and End of Summit Drawing

Caroline Ducas, Resolute Capital

Summit Drawing Sponsored by: RSM

Conference Concludes