

Southern Private Equity Conference

February 13-14, 2025 | W Nashville | Nashville, TN



WORKING AGENDA

THURSDAY, FEBRUARY 13

- 9:00 a.m. **Conference Registration Opens**
Visit the conference registration desk to pick up your name badge.
- 9:00 a.m. – 5:30 p.m. **Networking Lounge – “It’s a Date” Meeting Feature**
Once participants have picked up their conference credentials, they are welcome to meet with colleagues and enjoy early networking in our lounge area. New this year, we are creating an optional, informal meetings platform that our participants can use to pre-arrange valuable meeting times with colleagues. A light, refreshing lunch will be available.
- 11:30 a.m. – 1:00 p.m. **WINC Pitch Perfect Progressive Lunch**
Practice your elevator pitch as you network with colleagues and enjoy a wonderful lunch. Networking will be spontaneous as you enjoy each course of your meal with different colleagues at different tables. A fun way to get to know the who, the deals they’re doing, and the “Wow! I didn’t know that about you!”
(Advanced registration is required, please.)
- 2:30 – 3:30 p.m. **Legal on Licensing**
Better understand the “Dos and Don’ts” of the SBIC licensing process. From pre-application, to the MAQ, to getting your “greenlight,” this session will provide a sound foundation to better navigate the process from the best legal experts in the field. A focused session not to be missed.
Simon Haidamous, Managing Director, Genesis Park, Session Moderator
Kate Price, Partner, Winston & Strawn
Additional speakers to be announced
- 3:30 – 4:30 p.m. **Networking Refreshment Break**
Re-caffeinate, re-hydrate and refresh your connections between sessions.
- 4:30 – 5:30 p.m. **Keynote Presentation – The Business of Nashville**
Did you know that there are over 190 recording studios in Nashville and well over 3,000 working musicians who are creating and performing live music every night? Today’s Nashville is the international hub for the music industry, having seen its roots begin in the 1930s. How does it all work? How do songwriters, talent and producers collaborate? What trends are industry participants seeing? What are the changing dynamics of songwriter pay? How will AI affect the industry? From Honky Tonks to advanced technologies, this unique fireside chat will explore the business of Nashville.
John Pontius, Director, Capital Alignment Partners, Interview Moderator
Lee Thomas Miller, American Songwriter, Producer, Advocate
- 5:30 – 7:00 p.m. **Welcome to Music City Networking Reception**
Enjoy the tastes and tunes of Nashville while connecting with colleagues! Southern hospitality and networking at its best.

FRIDAY, FEBRUARY 14

- 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.



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- 7:45 – 9:00 a.m. **Legal and Accounting Policy Breakfast**
A special networking and policy session for SBIA's legal and accounting community. *(by invitation, please)*
Brett Palmer, *President Small Business Investor Alliance*
Justin Pelletier, *Executive Director of Government Relations, Small Business Investor Alliance*
- 9:00 a.m. – 11:30 a.m. **Networking Lounge**
Recharge and reconnect with colleagues in our networking lounge area.
- 9:00 – 9:10 a.m. **Welcome and Sponsor Recognition**
A warm welcome and special thanks to our sponsors from the regional president.
John Pontius, *Director, Capital Alignment Partners, Southern Regional President*
- 9:10 – 10:00 a.m. **Economic Update**
Unprecedented times call for expert analysis. Our special speaker produces curated thought leadership content for commercial banking clients and internal teams at JPMorgan Chase. Her work focuses on economic and market insights, industry trends, along with the capital markets. An important update on the nation's macro economy.
Ginger Chambless, *Head of Research, Commercial Banking JPMorgan Chase*
- 10:00 – 10:45 a.m. **Evaluating Risk During Due Diligence**
Due diligence is far more than analyzing financial statements. This session will explore evolving nuances of operational factors including environmental risks, supply chain disruption, cyber security, and market pressures affecting scalability. What are the things you're not thinking about and should be? Don't miss this provocative look at managing risk in your due diligence process.
Charles Adams, *Associate Managing Director, Patriot Capital, Session Moderator*
Matthew Harnett, *Founding Partner, Tecum Capital*
Matt Hunt, *Risk Advisor, Smith Brothers Insurance*
- 10:45 – 11:30 a.m. **Networking Break**
Re-caffeinate and reconnect during this intermission between sessions.
- 11:30 a.m. – 12:30 p.m. **Washington Update – The New Administration, The New Congress**
The dust is settling from the swearing-in of the 119th Congress along with members of the new Administration. How are the committee priorities shaping up? The new Administration is eagerly rolling out their proposals. What policy shifts should private equity investors anticipate? SBIA's President has his hand on the pulse of everything Washington, don't miss this timely presentation.
Brett Palmer, *President Small Business Investor Alliance*
- 12:30 – 1:00 p.m. **Grab & Go Refreshments**
Time to head home with some light refreshments in hand. Want a little more networking time? Stay and enjoy your refreshments with colleagues ... the choice is yours.
- 1:00 p.m. **Conference Adjourns**
We look forward to seeing you in Los Angeles for the
West Coast Capital Summit March 25 – 27, 2025