

2025 Midwest Deal Summit

May 28-29, 2025 | Chicago, IL



WORKING AGENDA

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.
- 11:00 a.m. – 1:00 p.m. **WINC Activity to be announced**
(By invitation and with registration, please.)
- 2:30 – 2:35 p.m. **Welcome and Sponsor Recognition**
A warm welcome and special thanks to our sponsors from the regional president.
Sean McGuire, Managing Director, Fifth Third Bank
SBIA Midwest Regional President
- 2:35 – 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
Colby Schwartz, Managing Director, Fifth Third Capital Markets
- 3:30 – 4:30 p.m. **Networking Break**
Refuel during this intermission between sessions.
- 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

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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.)

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.

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9:00 – 9:45 a.m.

Session to be announced

9:45 – 10:15 a.m.

Refreshment Break

10:15 – 11:00 a.m.

Session to be announced

11:00 – 11:30 a.m.

Networking Break

Re-caffeinate and reconnect during this intermission between sessions.

11:30 – 12:30 p.m.

Update from SBA's Leadership

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.

Brett Palmer, President, Small Business Investor Alliance

Frank Salomone, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration

12:30 – 1:30 p.m.

Networking Luncheon

No formalities, just valuable networking with colleagues and enjoying a light lunch.

1:30 p.m.

Conference Adjourns