

# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

## AGENDA

### TUESDAY | APRIL 9<sup>TH</sup>

- |                              |  |
|------------------------------|--|
| <b>8:00 – 11:00 a.m.</b>     | <b>SBIA Board of Governors Breakfast and Meeting</b><br><i>(Members of the Board only, please.)</i>  |
| <b>11:00 a.m. – on</b>       | <b>Surfs Up School</b> – learn to surf on one the most famous beaches in the world “Surf City” aka Huntington Beach.<br><i>(Advanced registration and fee to participate.)</i>   |
| <b>11:30 a.m.– 1:30 p.m.</b> | <b>WINC Refreshed – “Rock the Guac”<br/>The 2024 Top Chef Guacamole Challenge</b><br>Once known as “alligator pears,” cultivating and eating avocados dates back to 500 BCE. Fast forward: the Waterfront's Executive Chef will share ideas about customizing this creamy dreamy delight. Divided into teams, participants will work together to create a guacamole recipe that impresses the judges and become the 2024 WINC Top Chefs. We'll then enjoy a wonderful lunch including the WINC guacamole creations. <i>(Advanced registration and fee required, please.)</i> |
| <b>12:00 – 7:00 p.m.</b>     | <b>West Coast Capital Summit Registration</b><br>Thank you for picking up your Summit credentials. We ask that name badges are worn at all times.  |
| <b>1:00 – 5:00 p.m.</b>      | <b>West Coast Capital Summit Networking Lounge</b><br>The perfect place to meet with colleagues, old and new.  |
| <b>2:00 – 5:00 p.m.</b>      | <b>CapitalLinx</b><br>SBIA's unique GP-LP private meetings platform.   |



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

**3:00 – 4:00 p.m.**

## **The Rise of the Independent Sponsor Class in the West**

The last few years have seen strong growth and acceptance of independent sponsor-led deals. Whether driven by market inefficiencies or an environment where funds are in robust capital positions, this asset class draws attention from a wide range of capital providers including SBICs, LMM PE funds, Family Offices, RIAs and LPs. Where do investors in the Western region stand on this burgeoning asset class? Here's the update.

***Stephanie McAlaine, Executive Director,  
Independent Sponsor Forum, Moderator***

***Todd Morris, Managing Director, True West Capital Partners***

**4:00 – 4:30 p.m.**

## **Refresh and Network – It's Time for a Break**

Join us for coffee or a cool soft drink as we gear up for the next session.

**4:30 – 5:30 p.m.**

## **News and Updates from SBA Investment Division Chiefs**

An important session to learn key details in licensing, Operations and Examinations.

***Brian Lueger, Principal, Konza Valley Capital, Inc.  
Moderator***

***Heath Morris, National Director, Office of Examinations, U.S.  
Small Business Administration***

***Paul Salgado, Director, Office of Investment Portfolio  
Management, Office of Investment and Innovation, U.S. Small  
Business Administration***

***Art Spivey, Director of Licensing and Operations, Office of  
Investment and Innovation, U.S. Small Business Administration***



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

5:30 – 6:30 p.m.

## Welcome to the West Coast – Beach-style Reception

Join us for the opening reception of our inaugural event! We will be outdoors on the Ocean Lawn and Terrace, with lovely views of the historic “Surf City” beach for this festive evening. No ties allowed ... socks are optional.

6:30 p.m. – on

## Freestyle Dinner!

Take a walk down the promenade and enjoy the nearby Huntington Beach hot spots. Your options are plenty.

## WEDNESDAY | APRIL 10<sup>TH</sup>

7:30 a.m. – 7:00 p.m.

## West Coast Capital Summit Registration

Thank you for picking up your Summit credentials. We ask that name badges are worn at all times.

7:45 – 9:30 a.m.

## Rise ‘n Shine Networking Professional’s Breakfast

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

8:00 a.m. – 5:00 p.m.

## West Coast Capital Summit Networking Lounge

The perfect place to meet with colleagues, old and new.

8:00 a.m. – 5:00 p.m.

## Capitalix

SBIA’s unique GP-LP private meetings platform.

9:30 – 9:35 a.m.

## A Warm and Sunny Welcome

A warm welcome and special thanks to our sponsors from the regional president.

***Rick Shuart, Managing Director, Caltius Structured Capital,  
SBIA Western Regional President***



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

**9:35 – 10:30 a.m.**

## **Economic Outlook: Prospects for Growth**

This keynote presentation will assess the prospects for economic growth, whether the recovery will likely expand in the coming months, or whether a "double-dip" recession is possible, how federal reserve policy and domestic fiscal policy are affecting the economy, and whether inflation is poised to increase. UCLA Professor Lee Ohanian will also explore international economic and political forces that will impact the U.S. economy. Lee's presentation will tie these vital data points into broader implications that may influence private equity investments.

***Lee Ohanian, Professor of Economics and Director of the Ettinger Family Program in Macroeconomic Research  
University of California, Los Angeles - UCLA***

**10:30 – 11:00 a.m.**

## **Morning Energy Break**

Time for an energy boost and networking with colleagues.

**11:00 a.m.– 11:30 a.m.**

## **SBA Update: A Conversation with Leadership**

Join us as we get an update on the state of the SBIC program, internal operations, final rules and SOPs, new initiatives, and the goals met so far this year.

***Bailey DeVries, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration  
Ben Geis, Managing Director, Eagle Private Capital***

**11:30 – 11:45 a.m.**

## **Micro-Break**

Grab a coffee and let's get back to work.



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

- 11:45 a.m. – 12:30 p.m.**      **SBIC Performance Data: A First Glimpse at the Research from the SBIA-IPC Survey**  
Invaluable information about SBIC performance over the years.  
*Greg Brown, Research Director, Institute for Private Capital, Professor of Finance, Sarah Graham Kenan Distinguished Scholar, University of North Carolina, Kenan-Flagler Business School*
- 12:30 – 2:00 p.m.**      **Professionals Networking Luncheon**  
No speakers, no formalities, just valuable networking with & colleagues while enjoying a great meal.
- 12:30 – 2:00 p.m.**      **Limited Partners Lunch and In-Depth Discussion about the SBIC Program**  
*(By invitation, please.)*  
A special opportunity for LPs to learn more about the SBIC program and its new features, including the Accrual Debenture, traditional SBIC models, and RBICs.  
*Melinda Jackson, Executive Vice President, Cadence Bank*  
*Brett Palmer, President, Small Business Investor Alliance*
- 2:00 – 3:00 p.m.**      **Rise of the Machines: AI-Driven Prudence, Profit and Performance for Your Firm**  
Generative AI is the most transformative force in business today. Join us for this comprehensive exploration of the opportunities and threats that AI applications present ... both from a GP's perspective and from the viewpoint of portfolio company management.  
*Rashad Kawmy, Boundary Street*  
*Christophe Williams, Eskridge Company*
- 3:00 – 3:30 p.m.**      **Ocean Lawn Networking Break**  
Beat that afternoon energy slump with snacks.



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

**3:30 – 5:00 p.m.**

## **Pitch to Win – GP Presentations**

Four GPs will give their best “elevator pitches” to a panel of seasoned Limited Partners. The panelists will then share their observations, suggestions ... positive and negative.

*Tim Rafalovich, Wells Fargo Strategic Capital, Moderator*  
*Art Spivey, U.S. Small Business Administration, Ring Announcer*  
*Elie P. Azar, White Wolf Capital Group*  
*Jan Bergeson, Ally Bank*  
*Sean McGuire, Fifth Third Bank*

## **Round 1 GPs**

**3:30 - 4:00 p.m.**

*Natasha Fox, Altimer Capital*  
*Jeff Gordon, Riverside Company*

## **Intermission**

**4:00 - 4:15 p.m.**

**Save Your Ringside Seat and Go Grab Some Popcorn**

## **Round 2 GPs**

**4:15 - 4:45 p.m.**

*Kenneth Saffold, o15 Capital Partners*  
*Dan Gaspar, TZP Partners*

## **Lessons Learned and Closing Thoughts**

**4:45 – 5:00 p.m.**

*Tim Rafalovich, Wells Fargo Strategic Capital*

**5:00 – 6:30 p.m.**

## **Wine Tasting Networking Reception**

Enjoy this unique event, where our Limited Partners host tables featuring different varietals of wine. Relax and mingle with colleagues while enjoying the ocean view.

**6:30 p.m. – on**

## **Freestyle Dinner on Your Own**

Take a walk along the promenade and enjoy one of the nearby Huntington Beach hot spots.



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

## THURSDAY | APRIL 11<sup>TH</sup>

7:00 a.m. – 12:00 p.m.

### West Coast Capital Summit Registration

Thank you for picking up your Summit credentials. We ask that badges are worn at all times.

7:00 – 7:45 a.m.

**Namaste Beach Day** – guided yoga session overlooking Huntington Beach. *(Pre-registration requested, please.)*

7:45 – 9:00 a.m.

### Policy Breakfast for Lawyers and Accountants

*(By invitation, please.)*

Policy discussions focused solely for SBIA members who serve in legal and accounting capacities.

**David Parkhurst, Small Business Investor Alliance**

7:45 – 9:00 a.m.

### Networking Breakfast - Soak Up Some Morning Sun

A great way to begin your day and get an early start on your networking, dining on the Ocean Lawn.

8:00 – 11:30 a.m.

### West Coast Capital Summit Networking Lounge

The perfect place to meet with colleagues, old and new.

8:00 – 11:30 a.m.

### Capitalix

SBIA's unique GP-LP private meetings platform.

9:00 – 10:15 a.m.

### Morning Power Sessions – Portfolio Company Focus

9:00-9:30

#### Stop Hiring the Wrong People by Using an Appropriate Personality Assessment

A succinct session that will cover techniques to reduce costly mis-hires, identify people who are in the wrong seat, and how best to manage people from day-one.

**Dana Borowka, CEO & Co-Founder**  
**Lighthouse Consulting**

9:30-9:45

Transition Break

9:45-10:15

### Underperformers to Superstars



# 2024 WEST COAST CAPITAL SUMMIT

The Waterfront Beach Resort  
Huntington Beach | CA  
April 9 - 11, 2024

10:15 – 11:00 a.m.

## Break Time

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

11:00 a.m. – 12:00 p.m.

## The Capitol Connection

Learn what's happening in the halls of Congress and within the regulatory bodies that will impact your current and future investments. It is an election year after all.

**Brett Palmer, President, Small Business Investor Alliance**

12:00 – 1:00 p.m.

## Networking Luncheon

A casual lunch outside offers the perfect time to discuss the highlights of the conference and touch base with colleagues before heading back to the office.

1:00 p.m.

## Conference Concludes

