

Small Business Investor Alliance Overview

The **Small Business Investor Alliance (SBIA)** is the premier organization of lower middle market private equity funds and investors

Advocacy

Promoting the interests of the lower middle market private equity industry-wide, on Capitol Hill and with regulators

Access

Facilitating connections for deal sourcing, fundraising, and with key lawmakers and regulators

Resources

Education, Best Practices, Online Portal, Legislative Updates, Regional Events, National Summit

Members at a Glance

225+ Members

Total AUM of Member
Funds = \$45 Billion

Average AUM of
Member Funds = \$350
Million

88% of Members are
Funds or LPs

Fund Strategies Include:
Buyout, Mezzanine /
Credit, Growth Equity,
Venture Capital, and
Multi-strategy

Investors Include:
Banks, Family Offices,
Fund of Funds,
Insurance Companies,
and Pensions

SBIA Board of Governors Member Firms

Avante Mezzanine Partners

BAML Capital Access Funds

Blue Sage Capital

BMO Harris Bank

Brook Venture Partners

CapitalSouth Partners

Centerfield Capital Partners

Founders Equity

Gemini Investors

Ironwood Capital

K1 Capital Investors

LaSalle Capital Group

Main Street Capital

Monroe Capital Partners

NewSpring Capital

Patriot Capital

Petra Capital Partners

Plexus Capital

RCP Advisors

RLJ Credit

Seacoast Capital

Siguler Guff & Company

TD Bank

TeleSoft Partners

The Riverside Company

Tonka Bay Equity

Veronis Suhler Stevenson

Victory Park Capital

Wells Fargo Bank

SBIA Legislative and Regulatory Agenda

Financial Regulatory Reform

- Fix investment adviser registration requirements
- Rationalize the custodial requirements included in the Dodd-Frank Act
- Provide regulatory relief for Business Development Companies (BDC)
- Enable banks to invest in funds providing capital to domestic small businesses under the “Volcker Rule”

Tax Reform

- Maintain the deductibility of interest on debt
- Maintain the tax treatment of “carried interest” for small business investors
- Protect “pass-through” investment entities
- Protect the Private Equity industry from targeted punitive changes to “Enterprise Value”
- Extend and expand the 1202 exemption for small business investment
- Protect investors from increases in capital gains taxes
- Preserve the investment interest deduction

Increase Small Business Access to Capital

- Increase SBIC leverage limits
- Allow greater frequency of SBIC payments
- Modernize regulations and practices to reflect market standards, streamline technology, and implement regulatory and operational improvements

2014 Calendar of Events



Northeast Private Equity Conference

January 22

Grand Hyatt New York ♦ New York, NY

Southern Private Equity Conference

February 26-27

Four Seasons Hotel ♦ Miami, FL

Washington DC Fly-In *

March 12

Offices of Sutherland Asbill & Brennan ♦ Washington, DC

Western Private Equity Conference

April 17

InterContinental Century City ♦ Los Angeles, CA

Midwest Private Equity Conference

May 29-30

The Ritz-Carlton Water Tower ♦ Chicago, IL

National Summit for Middle Market Funds

October 19-21

The Breakers ♦ Palm Beach, FL

* SBIA Members Only

Commonly Asked Questions



How old is the SBIA and what is its history?

The SBIA is one of the oldest continually operating organizations of small business investors in the world. Formed just months after the passage of the Small Business Investment Act of 1958, as the National Association of Small Business Investment Companies (NASBIC), the organization has played a pivotal role in promoting growth and vitality of the industry for more than 50 years. In 2011, NASBIC's leadership acted to respond to the evolving needs of the membership by reinventing the organization and expanding its mission to provide the highest level of service to all funds investing in small businesses, not exclusively SBICs. As a result, the Small Business Investor Alliance (SBIA) was formed.

What lobbying does your organization do?

On Capitol Hill and with Regulators, the SBIA's legislative team advocates for lower middle market funds, closely monitoring and thoughtfully influencing the legislative and regulatory environment. In addition, we facilitate our members' communication with policy makers, allowing them to tell the real story of private equity, its positive impact on small businesses, job creation, and innovation. The SBIA won numerous victories in the Dodd-Frank Act including exemptions for SEC registration; expansion of permitted investments under the Volcker Rule; and maintained reasonable accredited investor standards.

How do I access deal flow?

All of our events provide an opportunity for senior level networking and deal sourcing. At our events you experience a close, collegial networking environment where decision makers and deal makers come together. We know how valuable your time outside of the office is and distinguish the SBIA events from other industry organizations by thoughtfully limiting both membership and event attendance by service providers.

How do you facilitate Fund-Limited Partner interaction?

In addition to our regular events where senior level fund managers and investors come together, the SBIA hosts **CapitaLinx** during the National Summit for Middle Market Funds. **CapitaLinx** provides LPs a unique opportunity to meet high quality, small fund managers across a range of strategies. In 2012, we facilitated approximately 300 one-on-one LP GP meetings between institutional investors and lower middle market buyout and mezzanine funds.

What resources do you offer?

Members have access to SBIA's online membership directory, legislative updates, and other resources to help them stay ahead of industry trends, best practices, and regulatory changes that impact the back office through the "members only" sections of our website.

Membership Dues



Membership in the SBIA is per firm, meaning all partners benefit from a firm's SBIA membership, including receiving discounted membership pricing for events, regular legislative and regulatory updates, and access to member-only content on the SBIA website.

Member Type	Annual Dues
Fund ⁽¹⁾	Based on AUM
AUM ≤ \$10mm	\$1,000.00
AUM > \$10mm and < \$70mm	AUM * 0.000121429
AUM ≥ \$70mm	\$8,500.00
Affiliate (Fund in Formation)	\$2,000.00
Limited Partner ⁽²⁾	\$1,000.00
Associate (Service Provider)	\$5,000.00

(1) New Fund Members are eligible for a 50% discount.

(2) Annual dues for Limited Partners include complimentary attendance at all SBIA events.

Member Discounts



SBIA Members benefit from discounted event pricing at all SBIA events, partner events, as well as discounts on Software, Hotels, and Educational Resources.

2014 SBIA Event Registration Savings for Fund Members (per Person) *

Event	Non-Member Fund Price	Member Fund Price	Members Save
Northeast Private Equity Conference	\$275	\$225	\$50
Southern Private Equity Conference	\$550	\$395-\$425	\$125-\$155
Western Private Equity Conference	\$275	\$199	\$76
Midwest Private Equity Conference	\$495	\$345-\$395	\$100-\$150
National Summit for Middle Market Funds	\$2,900	\$1,600-\$1,750	\$1,150-\$1,300
All 2014 Events			\$1,501-\$1,731

* Additional discounts provided to multiple Fund member attendees

Hotels

- Ritz-Carlton Water Tower Chicago – 20% off the lowest published rate
- Four Seasons Hotel Miami – 20-30% off the lowest published rate
- Hyatt Hotels – 10% off the Hyatt Daily Rate

Education

- Chartered Alternative Investment Analyst (CAIA) Association – 10% off examination fees

Technology

- PitchBook – 10% off PitchBook Data for a new subscription
- Application Experts (App-X) – 20% off license costs for AIM
- Axial – 3 months of free access to Axial with an initial 6 month Membership term.

Partner Events

- Capital Roundtable - \$400 off all events
- AM&AA – 10% off select events
- Sutherland/SBIA BDC Roundtable – Advanced notice and pre-registration
- McGladrey CFO Conference – Advanced notice and pre-registration
- NASDAQ/McGladrey/SBIA BDC Event – Advanced notice and pre-registration



SBIA Senior Leadership

Brett Palmer – President

Brett Palmer works to foster a healthy environment for small business investing and a strong and profitable lower middle market. In addition to managing the SBIA organization, he serves as its principal liaison with Congress, the Executive Branch, and other industry organizations. Brett brings years of valuable public policy and advocacy experience to the Alliance. He served in the executive branch as a Presidential appointee in the Commerce Department as Assistant Secretary for Legislative Affairs and as Deputy Assistant Secretary for Trade Legislation. He served in a number of roles in Congress including as a policy aide for the Speaker of the House. Brett graduated from Davidson College with a degree in History.

Chris Walters – Senior Director, Governmental & Regulatory Affairs

Chris Walters advocates to pass pro small business investing legislation that reduces regulation and encourages investment. Prior to joining the SBIA, Walters was Senior Manager of Legislative Affairs for the National Federation of Independent Business, the nation's leading small business advocacy organization. In his role at the National Federation of Independent Business, Chris lobbied Congress successfully on many small business initiatives including to repeal a new law requiring small businesses to file tax form 1099 for every business-to-business transaction. Chris worked for the U.S. Treasury Department as a special assistant on tax and budget in the Office of Legislative Affairs. Chris holds a BA in Government from Georgetown University and an MBA and MA in Government from the Johns Hopkins University.

Contact Us

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