National Summit for Middle Market Funds

AGENDA

October 13-15, 2013 | The Breakers | Palm Beach, FL

SUNDAY, OCTOBER 13

11:00a.m. - 7:30p.m.	**Registration**
11:00a.m.	**Depart for Golf Tournament at Bear Lakes Country Club** Bear Lakes Country Club is one of the finest private clubs in the U.S. and has had the honor of hosting the 1995, 2001, and 2009 PGA Tour Qualifying School Finals.
11:30a.m.	Golf Luncheon- Warm up
12:30p.m. - 4:30p.m.	Golf Tournament - First Tee-off 12:30 p.m. **(Advanced registration required)**
2:00p.m. - 5:00p.m.	**CapitaLinx** Pre-scheduled, private GP-LP Meetings
3:30p.m. - 4:30p.m.	**Fun Run through Scenic Palm Beach (Advanced registration recommended)** Enjoy a nice run around The Breakers while meeting other private equity professionals.
5:30pm. - 7:30p.m.	**National Summit Opening Cocktail & Hors d'oeuvres Reception** Open to all National Summit Attendees

MONDAY, OCTOBER 14

7:00a.m. – 5:00p.m.	**Registration**
All Day	**CapitaLinx** Pre-scheduled, private GP-LP Meetings
All Day	**Summit Lounge** Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.
7:30a.m. - 9:00a.m.	**Networking Breakfast**
7:30a.m. - 9:00a.m.	**Founding Member Breakfast** Exclusive event for Founding Members of SBIA
9:00a.m. - 9:30a.m.	**Welcome to the National Summit for Middle Market Funds** *Molly Simmons, Tonka Bay Equity Partners, SBIA Chair* *Brett Palmer, President, Small Business Investor Alliance*
9:30a.m. - 10:30a.m.	**Predictable Success: A Keynote Address by Les McKeown** Our speaker is the author of *Predictable Success: Getting Your Organization on the Growth Track--And Keeping It There.* In the book, he describes seven stages of the business life-cycle, with "Predictable Success" being at the peak. "Predictable Success" is a business growth methodology for any group of people, be it an organization or a division, department, group, team or project - which they can utilize consistently to achieve their common goals, maintain success. *Les McKeown, President and CEO, Predictable Success*
10:30a.m. - 11:00a.m.	**Networking Refreshment Break**
11:00a.m. - 12:00p.m.	**Predicting Success in the PE Trenches by Finding and Winning Deals** Experienced investors will discuss their sourcing strategies and varied approaches to the market. Learn invaluable go-to market strategies from experts representing all facets of our marketplace. *James Rich, Gemini Investors, Panel Moderator* *Mike Becker, Plexus Capital Partners* *John Madden, Sequel Holdings, L.P.* *Gretchen Perkins, Huron Capital Partners* *Chris Yang, Grove Street Advisor*
12:00p.m. - 1:45p.m.	**Regional Networking Lunch**

MONDAY, OCTOBER 14 – Continued

1:45p.m. - 2:30p.m.

Politics and Private Equity: A Preview of the Legislative and Regulatory Landscape and the Impact on the Lower Middle Market
A critical update on legislative and regulatory initiatives that affect investors and investments in the Lower Middle Market.
Brett Palmer, President, Small Business Investor Alliance

2:30p.m. - 3:30p.m.

Predicting Success in the Fundraising Process
Preqin reported in their *2013 Outlook* that there will be a record number of funds raising capital and that global economic uncertainty may create challenges not seen before. Is that how 2013 really turned out for those on the road? Our speakers will share their actual experiences in the fund raising process this year.
Paul Swanson, Hauser Private Equity, Panel Moderator
Tom Aronson, Monroe Capital
Mike Blackburn, Petra Capital Partners
Peter Haabestad, Guardian Capital Partners
Jeffrey Stevenson, Veronis Suhler Stevenson

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

Networking Break

4:00p.m. - 5:00p.m.

Concurrent Best Practices in the Regulatory Spotlight

Session A

Understanding the Affordable Care Act and Its Impact on Your Portfolio Companies
While there has been a flurry of extensions, exemptions and delays in the creation of state exchanges, there remain key issues of ObamaCare that small businesses, and those who invest in small businesses, must be aware of. Our expert speaker will provide an update on compliance, mandated taxes, and other indirect costs that affect your investment and your portfolio company's bottom line.
Christopher Conover, PhD., Center for Health Policy & Inequalities Research, Duke University

Session B

Tax Reform and How Changes Will Affect Your Fund and Your Investments
Russell Sullivan, the former Staff Director for the U.S. Senate Finance Committee, which is the oldest and most powerful committee in the Senate, will take questions about the path forward on overhauling the tax code and the impact of these changes on private equity funds. This session will cover carried interest, the capital gains exclusion for sales of qualified small business stock, the interest deduction for corporate debt, and other impactful issues of interest to private equity investors. Russell will talk about what to expect over the next three months as Congress grapples with many tough issues such as removing personal and business deductions and reducing the overall corporate and personal income tax rates.
Chris Walters, Small Business Investor Alliance
Russell W. Sullivan, McGuireWoods, LLP

5:00p.m. - 7:00p.m.

Winetasting Dealmakers Reception:
A Unique Event for Limited Partner, General Partner, and Investment Banker Attendees
Make new connections, and enjoy different varietals of wine poured by our Limited Partner table hosts.

5:30p.m. – 6:30p.m.

Thank you Cocktail Reception:
An Event for our Valued Event Sponsors and SBIA Member Professional Service Providers
Featuring classic cocktails conversation, this invitation-only, private reception is our way of saying thank you for your support of our industry.

7:00p.m.

Dinner on your own…enjoy the best that Palm Beach has to offer.

7:00p.m.

New Member Dinner

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TUESDAY, OCTOBER 15

7:00a.m. - 12:00p.m.	**Registration**
8:00a.m. – 3:30 p.m.	**CapitaLinx** Pre-scheduled, private GP-LP Meetings
All Day	**Summit Lounge** Meet with colleagues and check in with the office
7:30a.m. - 9:00a.m.	**Networking Breakfast**
7:30a.m. - 9:00a.m.	**Lawyer's Breakfast with SBA**
9:00a.m. – 9:45 a.m.	**State of the Markets: Adapt or Die. Recent Trends and Predictions for the Future** Key highlights on the changing trends from all segments of the market along with a timely discussion about what middle market private equity will look like in the years ahead. Valuable insights that will keep you steps ahead of your competitors. *Tim Rafalovich, Institutional LP, Wells Fargo Community Lending and Investment, Panel Moderator* *Scott Carpenter, Crescent Capital* *Elizabeth Granville-Smith, BV Capital* *Jeff Holland, Seacoast Capital* *Tom Inglesby, Saratoga Capital* *Fritz Richards, Prestwick Partners*
9:45a.m. – 10:45 a.m.	**So…What's Next? A Provocative Discussion about Future Investment Opportunities** Mike Walsh advises some of the world's leading brands and corporations on what's coming next in their industry. Author of the best seller *FUTURETAINMENT*, he is a leading authority on the intersection of emerging technologies, consumer behavior and fast growth markets. Mike focuses on the next five years - scanning the near horizon for disruptive technologies and consumer innovations on the verge of hitting critical mass - then translating these into usable business strategies. *Mike Walsh, Founder and CEO of Tomorrow*
10:45a.m. – 11:15a.m.	**Networking Break**
11:15a.m. - 12:00p.m.	**Predicting Success in GP Manager Selection and Management of LP Investments** Our guest speakers will candidly discuss recent partnership offerings and their closed investments. Are there key evaluation factors that remain constant or are they evolving? What are the drivers of changing terms? This session will provide critical information about how fund managers can better build and maintain successful relationships with limited partners. *Peter Huff, Blue Sage Capital, Panel Moderator* *Carl Jenkins, BMO Harris Bank* *Paul Rodgers, Wilshire Private Markets* *Michael Rutner, Pangea's Edge Holdings, Ltd.* *Gijs van Thiel, 747 Capital*
12:00p.m. – 1:45p.m.	**Networking Luncheon and Special Presentations** Portfolio Company of the Year Award SBIC of the Year Award New Member Welcome
1:45p.m. – 2:45p.m.	**Beyond the Numbers: Unique Aspects of Due Diligence for Smaller Funds** A valuable session for both Limited Partners and General Partners on best practices for evaluating and comparing smaller funds. Alex Abell will walk us through systematic approach developed over many years for measuring both qualitative and quantitative risk and identifying best-of-breed managers. *Alex Abell, Atlas Diligence*

TUESDAY, OCTOBER 15 - Continued

2:45p.m. – 3:00p.m.	**Closing Remarks and End of the Summit Raffle** All National Summit registrants are eligible to win an Apple iPad; please be present to win.
3:00p.m.	**Conference Concludes**
3:00p.m. – 4:00p.m.	**Post-Conference Bonus Session:** **The Path to an SBIC License** An in-depth discussion on the licensing process; what to expect, the primary criteria considered by SBA, and the most common mistakes that derail applicants. The panel will also share their insights on the funding process, the analyst-licensee relationship and the keys to successful operation within the SBA regulatory framework. *Harry Haskins, Small Business Investor Alliance, Panel Moderator* *Phil Feigen, Patton Boggs, LLP* *Chris West, Semmes Bowen & Semmes*