



Agenda

Wednesday, February 20

- 2:00 – 5:00 p.m. **AM&AA Advisory Committee Meeting**
Mike Nall, Founder, Alliance of Merger & Acquisition Advisors (AM&AA)
Co-Founder, MidMarket Alliance
- 2:00 – 5:00 p.m. **SBIA Board of Governors Meeting**
Brett Palmer, SBIA President
- 5:00 – 7:00 p.m. **Early Arrivals Reception**
 A jumpstart on networking for those arriving at the conference early.
- 7:00 – 9:00 p.m. **SBIA and AM&AA Leadership Dinner**

Thursday, February 21

- 7:00 a.m. – 7:00 p.m. **Conference Registration**
- 8:00 – 10:00 a.m. **Sponsor Exhibit Set Up**
- 8:30 – 10:00 a.m. **Continental Breakfast**
- 10:00 a.m. – 7:00 p.m. **Sponsor Exhibit Hall**
 Meet with industry leaders and learn more about their services.

General Sessions

- 10:00 – 10:15 a.m. **Welcome and Sponsor Thank You**
Les Alexander, Jefferson Capital, SBIA Southern Regional President
Bruce Marks, Radius Bank, AM&AA Conference Planning Chair
- 10:15 – 11:00 a.m. **A Data Driven Industry: A Look at the Lower Middle Market**
 A candid review and discussion about current transaction data including valuations, volume, and leverage usage in the lower middle market for private equity deals. Who better to set the stage for the year than a discussion panel of distinguished market data experts?
Graeme Frazier, Private Capital Research and GF Data Resources, LLC,
Session Moderator

The SBIA and AM&AA Deal Summit is co-presented by the Small Business Investor Alliance and the Alliance of Merger & Acquisition Advisors.

Thursday, February 21 continued

- 11:00 a.m. – 12:00 p.m. **In It to Win It ... Facilitating Deals in a Competitive Market**
Buy side and sell side, the transaction process brings various nuances that can enhance or jeopardize how the deal gets done. This session will take a deep dive into both sides of the equation to help guide investors and sellers to deals with durable results.
Heather Hubbard, Valesco Industries, Session Moderator
- 11:30 a.m. – 4:30 p.m. **“Duelling Courses” Golf Tournament**
Choose your challenge ... the famous Blue Monster or the tamer, but still fierce, Red Tiger course. Enjoy networking and a competitive round of golf with industry colleagues. ***(Separate registration is required, please.)***
- 12:00 – 1:30 p.m. **SBIA’s Women Investors Networking Luncheon**
(By invitation only, please.)
An exclusive networking event for **senior-level women fund managers, limited partners and investment bankers.**
- 12:00 – 1:30 p.m. **Networking Luncheon**
Enjoy a casual networking buffet lunch in the Exhibit Hall.
AM&AA Chapter leaders will meet at specially marked tables to discuss the year ahead.

General Sessions

- 2:00 – 2:45 p.m. **Retaliation Trade and Tariff Policies: The Impacts on Our Portfolio Companies**
How are LMM companies managing the ripple effect of the current tit-for-tat trade policy and tariff threats? Is it enough for companies to manage cash flow or stockpile inventory? What are the upsides of the USMCA, if Congress votes to approve it? Key observations that will provide sound guidance to share with your management teams.
- 2:45 – 3:30 p.m. **Boom and Bust – Observations about the Nation’s Economy**
Analysts are whispering about a looming recession. What are the driving A-factors and how are investors preparing? This session features a speaker who brings remarkable breadth of knowledge about the nation’s economy.
- 3:30 – 4:00 p.m. **Networking Break**
- 4:00 – 5:00 p.m. **Keynote Session on Disruptive Technologies**
- 5:00 – 7:00 p.m. **Networking Cocktail Reception**

Friday, February 22

- 7:00 a.m. – 1:00 p.m. **Conference Registration**
- 7:30 – 9:00 a.m. **Networking Breakfast**
- 7:30 a.m. – 1:00 p.m. **Sponsor Exhibit Hall**
Meet with industry leaders and learn more about their services.

Friday, February 22 continued

9:00 – 11:30 a.m.

DEAL BASH – Great Deal Making Southern-Style

This is AM&AA's flagship event that provides unmatched transaction opportunities with pre-screened Intermediaries and Investment Bankers. You don't have to have an active deal to participate. Don't miss this opportunity to lay the groundwork for future deals.

General Sessions

9:00 – 10:00 a.m.

Why Private Company Valuations Matter

A timely discussion about how deal, tax and accounting valuations are different. How they interrelate and why it's okay to have differences in valuations.

10:00 a.m. – 11:00 a.m.

Cultural Integration Through the Life Cycle

This session will provide a proactive approach to understanding and embracing the influence of culture and human capital on value, durable transactions, and change management. Our speakers will share meaningful discourse around leveraging these elements in three specific portions of the operational life cycle: growth and optimization, marketing for sale and sourcing buyers, and ensuring a smooth change of control.

Jason Tuzinkewich, Blue Sky Advisors, Session Moderator

11:00 – 11:30 a.m.

Networking Break

11:30 a.m. – 1:00 p.m.

Networking Luncheon and Special Presentations Washington Update-Setting Expectations

The new Congress brings with it a new set of priorities and initiatives. SBIA's President will provide an inside look at what the industry can expect in the year ahead.

Brett Palmer, SBIA President

Award Presentation: Thought Leader of the Year

Join us as we recognize an industry colleague who has created and advocated new ideas that have not only added value to the day-to-day marketplace, but whose contributions have insured the industry's continued growth and energy.

*Mike Nall, Founder, Alliance of Merger & Acquisition Advisors (AM&AA)
Co-Founder, MidMarket Alliance*

End of Conference Raffle

1:00 p.m.

Conference Concludes