



Agenda

Wednesday, February 26

- 9:00 a.m. – 5:00 p.m. **SBIA Networking Cabanas**
Comfortable cabanas for your adults-only, relaxing enjoyment.
- 2:00 – 5:00 p.m. **SBIA Board of Governors Meeting** (Board Members Only, please.)
Brett Palmer, SBIA President
- 6:00 – 7:30 p.m. **Early Arrivals Networking Reception on The Beach**
Enjoy a cocktail and the beautiful view of the Gulf of Mexico from the powdery, white sand beach! This reception is for all conference attendees and their spouse/significant other.
- 7:30 – on **Dinner on your own**
Explore the many restaurants that make the Paradise Coast so unique.

Thursday, February 27

- 8:00 a.m. – 12:00 p.m. **Deal Summit Golf Tournament**
Enjoy a friendly, yet competitive round of golf with your fellow colleagues at the [Naples Grande Golf Club](#). Voted one of the “10 Best New Golf Courses in Florida” by *Travel & Leisure Golf*, the par 72 championship course promises an exhilarating fresh experience. Acclaimed golf architect Rees Jones designed the course that proves both interesting and challenging. With extraordinary elevations and unique water features expertly incorporating the indigenous Florida foliage, the course was rated by *Golfweek* magazine as “One of North America’s Top 100 Resort Courses.”
(Separate registration is required, please.)
- 9:00 a.m. – 5:00 p.m. **SBIA Networking Cabanas**
Comfortable cabanas for your adults-only, relaxing enjoyment.

Thursday, February 27 - continued

- 9:00 a.m. – 11:00 a.m. **Round Robin Tennis Tournament**
Get an early morning start on your networking and join us for our round-robin style tournament. Conveniently located on property, the tennis center features 15 championship Har-Tru courts. The Naples Grande was named #8 in the top 50 Best U.S. Tennis Resorts by *Tennis* magazine and the Top 25 Best Tennis Resorts in the World by www.tennisresortsonline.com.
(Separate registration is required, please.)
- 11:00 a.m. – 7:00 p.m. **Conference Registration**
- 12:00 p.m. – 7:00 p.m. **Sponsor Exhibit Hall and Networking Lounge**
A great opportunity to 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.
- 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.
- 2:00 – 2:15 p.m. **Welcome and Sponsor Thank You**
Charles Cox, LongueVue Capital, SBIA Southern Regional President
- 2:15 – 3:00 p.m. **Pulse of the PE Market**
A hot off the press data review by one of the leading data aggregators serving the lower middle market. This important presentation will give you meaty details on current deal term trends, valuations, leverage and deal volume.
Andrew Greenberg, GF Data and Greenberg Variations Capital
- 3:00 – 4:00 p.m. **2020 Market Trends: Consumers, Trade, Tariffs, Tweets and Politics ... What Does the New Year Hold for the Deal Market?**
An important discussion about M&A market volume trends and expectations. Are high deal market valuations sustainable? Are deals different now than they were in the recent past? How are borrowing costs and capital availability affecting the market? Our panel will explore these topics and provide their predictions for 2020.
Terry Bressler, Prairie Capital Advisors, Session Moderator
Wes Hampp, Holleway Capital Partners
Barry Peterson, Northcreek Mezzanine Partners
- 4:00 – 5:00 p.m. **Keynote Presentation – The Future and Past of Conservatism**
As contradictory as it may sound, the conservative movement is constantly changing. The Bush years changed conservatism in profound ways. How has the Trump presidency furthered those changes? Our speaker will guide us through the essential nature of politics by examining the underpinnings of liberal and conservative ideologies, economic policy and the changing role of today's media. Named one of the top 50 political commentators in America by *The Atlantic* magazine, Jonah Goldberg's informed and thoughtful perspectives spark indispensable dialogue and debate.
Jonah Goldberg, Syndicated Political Columnist, Former National Review Senior Editor, FOX News Contributor, and Bestselling Author

5:00 – 7:00 p.m. **Networking Cocktail Reception**
Recap the day with colleagues during our signature Networking Cocktail Reception.

Friday, February 28

7:00 a.m. – 1:00 p.m. **Conference Registration**

7:30 – 9:00 a.m. **Rise and Shine Networking Breakfast**
Start your morning off right with a nourishing breakfast and abundant networking with your colleagues.

7:30 a.m. – 1:00 p.m. **Sponsor Exhibit Hall and Networking Lounge**
A great place to catch up with the office and with our valued service providers.

9:00 a.m. – 5:00 p.m. **SBIA Networking Cabanas**
Comfortable cabanas for your adults-only, relaxing enjoyment.

Concurrent General Sessions

9:00 – 11:30 a.m. **DEALINX - A Unique Deal Sourcing Event**
One of the highlights of the Deal Summit, DeaLinx is a deal sourcing event that facilitates pre-arranged, one-on-one meetings between investment bankers and fund managers. Using SBIA's highly successful pre-screening model, both sell-side and buy-side-focused investment banks are welcome to participate in this efficient opportunity to meet with the funds best suited to review the deals currently available. This is where your next deal will be, don't miss it.

9:00 – 10:00 a.m. **General Session: The Roadmap to Disruption**
How long do you want a seat at the deal making table? Disruption is coming for everyone, and it's changing the face of private equity quickly. From Blockbuster all the way down to the smallest businesses, emerging technology matched with new business models is changing business as we've always known it. Henry Hays will walk you through what has happened so far, how to spot it in the future and how you can personally WIN in the face of these changing times.
[Henry Hays, Henry Hays Consulting](#)

10:00 – 11:00 a.m. **General Session: To be announced**
In between your DeaLinx meetings, join us for discussions that will provide relevant information about doing business in our market segment.

11:00 – 11:30 a.m. **Networking Break**
Re-caffeinate and reconnect during this intermission between sessions.

Friday, February 28 – continued

- 11:30 a.m. – 12:00 p.m. **The SBA, the SBIC Program and Private Equity: Observations from Congress**
A unique session with congressional staff members who will discuss SBA reauthorization, legislative goals in the House and Senate, and how Congress views private equity.
Will Gardner, Small Business Investor Alliance, Session Moderator
Renée Bender, Professional Staff, Chairman Marco Rubio, U.S. Senate Committee on Small Business and Entrepreneurship
Robert Yavor, Senior Professional Staff, Ranking Member Steve Chabot, U.S. House Committee on Small Business
- 12:00 – 12:45 p.m. **Washington Update - Legislative and Regulatory Agenda for the Private Equity Industry**
SBIA continues efforts to guide its legislative and regulatory agenda in Congress and the Administration. SBIA President Brett Palmer will provide an update on these ongoing issues and the chances they stand to become law. He'll also share how industry professionals can affect the outcome.
Brett Palmer, SBIA President
- 12:45 – 1:30 p.m. **Networking Luncheon and End of Conference Raffle**
Enjoy time with your colleagues as you discuss the morning's program before heading home and perhaps, you'll be lucky and take the raffle prize with you!
- 1:30 p.m. **Conference Concludes**