

CONFERENCE AGENDA

THURSDAY, JANUARY 27TH

- 12:00 p.m. **Conference Registration Opens with Vaccination Verification Station**
- 12:30 to 3:00 p.m. **Networking and Sponsor Exhibit Lounge**
Once guests are cleared at the vaccination verification station and pick up their conference badges, they are welcome to meet with colleagues mask free in our networking lounge.
- 12:30 to 2:00 p.m. **Women Investors Networking Luncheon (*Invitation only, please.*)**
A special event for fund managers, limited partners and investment bankers who focus their investment activities in the lower middle market.
- 3:00 to 4:00 p.m. **SBA Licensing and Operations: A Candid Interview with Investment Division Leadership**
A timely discussion with SBA's professional staff who lead the SBIC Program.
Andrew Panzo, NewSpring Capital, Session Moderator
Art Spivey, Director of Licensing, Office of Investment and Innovation (invited)
- 4:00 to 5:00 p.m. **Abundant Liquidity: Is There Ever Too Much Money?**
Our industry is experiencing a record amount of money available for investing. This abundance translates to higher multiples and lower spreads. How is this affecting deal activity today and in the future? Some experts are anticipating the well drying up and drying up quickly ... that impact? Our speakers will explore these critical issues affecting your fund.
Ron Kerdasha, Fifth Third Bank, Session Moderator
- 5:00 to 7:00p.m. **Finding Deals and Building Networks Cocktail Reception**
The region's premier networking event for those active in the lower middle market. Meet with leading dealmakers who shape the future of our dynamic asset class.

FRIDAY, JANUARY 28TH

- 7:30 a.m. **Conference Registration Opens**
- 7:45 to 9:00 a.m. **Networking Breakfast**
Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues.
- 9:00 to 9:10 a.m. **Welcome and Sponsor Recognition**
The Northeast Private Equity Conference sets the tone and pace of the Association's year. A warm welcome and special thanks to our sponsors from the regional president.
Andrew Panzo, NewSpring Capital, Northeast Regional President
- 9:10 to 10:00 a.m. **Inside Washington from the SBIA's Perspective**
A sweeping review of what fund managers should expect in the new legislative year.
Brett Palmer, President, Small Business Investor Alliance

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| 10:00 to 11:00 a.m. | Help Wanted: A Micro View of the Labor and Supply Chain Shortages
How are fund managers helping their portfolio company management teams manage today's crises of workforce and supply chain shortages? Are there best practices emerging in terms of employee retention, incentives, new inventory supply initiatives? |
| 11:00 to 11:30 a.m. | Networking Refreshment Break
Re-caffeinate, re-hydrate and refresh your connections between sessions. |
| 11:30 to 12:30 p.m. | Keynote Presentation: The Macro View of the Labor Crisis and Its Impact on the Economy |
| 12:30 to 1:30 p.m. | Networking Lunch
Enjoy time with your colleagues as you discuss the morning's program before heading home. |
| 1:30p.m. | Conference Adjourns
Thanks for coming, enjoy your weekend and mark your calendar to join us again next year back at the Lotte New York Palace, January 26 & 27, 2023. |