

## CONFERENCE AGENDA

### THURSDAY, JANUARY 27<sup>TH</sup>

- 12:00 p.m. **Conference Registration Opens with Vaccination Verification Station**
- 12:30 to 3:00 p.m. **Networking 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. **Navigating Today's Unique Supply Chain Challenges**  
The impact of supply chain disruptions is starting to affect more than our kids not getting chicken tenders for lunch. Our speakers will explore the granular supply chain issues affecting your portfolio companies.  
*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 28<sup>TH</sup>

- 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*

- 10:00 to 11:00 a.m. **Help Wanted: A Micro View of Labor Issues**  
A Deloitte-Manufacturing Institute study estimates that as many as 2.1 million manufacturing jobs will go unfilled through 2030. And that's just the manufacturing sector of the economy. How are fund managers helping their portfolio company management teams manage today's crises in the workforce? Are there practices emerging in terms of employee recruitment, incentives, and retention? Our speakers will share first-hand, from-the-trenches information and solutions for this phenomenon.  
*Joe Deluca, NewSpring Capital, Session Moderator*
- 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:  
A Macro View of the Labor Crisis and Critical Risks Ahead**  
A National Federation of Independent Business recent study cites that 51% of small firms are unable to fill current job openings. The Bureau of Labor Statistics stated in November that the ratio of job openings to actual hires is at a series high; as is the rate at which workers voluntarily quit their jobs. Since experts don't see the labor crisis abating anytime soon, what does this mean for the nation's economic recovery? Our speaker is a world-recognized author and expert on global business, competitive strategies, trade policy, labor and economic trends. His op-eds have been nationally syndicated and his views have appeared in *The Wall Street Journal*, *New York Times*, *Bloomberg*, *NPR*, *Xinhua (China)*, *La Jornada (Mexico)* and *Lianhe Zaobao (Singapore)*. This session will provide a sweeping perspective on today's labor crisis and how investors can anticipate the needs of their portfolio companies.  
*John Manzella, ManzellaReport.com, Manzella Trade Communications, Inc.*
- 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.