

CONFERENCE WORKING AGENDA

THURSDAY, JANUARY 26

- 10:30 a.m. **Conference Registration Opens**
- 10:30 a.m. – 4:30 p.m. **Networking Lounge**
The perfect place to meet and catch up with colleagues.
- 3:00 to 4:00 p.m. **Rising Interest Rates – Timely Perspectives on the Cost of Capital**
As interest rates continue to rise, what does our world look like to our LPs?
Steve Gord, Hidden River Strategic Capital, Session Moderator
- 4:00 to 4:30 p.m. **Networking Refreshment Break**
Re-caffeinate, re-hydrate and refresh your connections between sessions.
- 4:30 to 5:30 p.m. **Riding the Storm Out**
Managing your fund and your portfolio companies as a recession looms heavy.
Steve Pickhardt, GarMark Partners, Session Moderator
- 5:30 to 7:00 p.m. **Finding Deals and Building Networks Cocktail Reception**
The region's premier networking event for those active in the lower middle market.

FRIDAY, JANUARY 27

- 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 9:15 a.m. **Welcome and Sponsor Recognition**
A warm welcome and special thanks to our sponsors from the regional president.
Andrew Panzo, NewSpring Capital, Northeast Regional President
- 9:15 to 10:00 a.m. **Washington Update: The New Congress and Its Impact on Private Equity**
As the dust settles from the November mid-term election, what will Capitol Hill look like and how will the new faces in Congress affect private equity? SBIA's chief will provide a timely update on legislative issues.
Brett Palmer, President, Small Business Investor Alliance
- 10:00 to 11:00 a.m. **Current M&A Trends and Outlook for 2023**
A comprehensive discussion about various issues impacting M&A activity from rising interest rates and current macroeconomic conditions, to valuation multiples and where they are going. Our experts will also review specific trends in deal structures and so much more. This session will set the path for the year ahead.
Michael Lasch, Pine Street 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 a.m. to 12:30 p.m.

**Keynote Presentation:
Broadway as a Business**

Our speaker is a Tony award winning Broadway producer with a strong background in senior executive leadership at mid-cap companies. Hunter Arnold is a frequent lecturer and guest professor on global business trends, emerging markets, alternative investments and entertainment business. His Broadway credits include Hadestown, Pretty Woman: The Musical, Anastasia, Dear Evan Hansen (Tony Award), Kinky Boots (Tony Award and Olivier Award), Gettin' the Band Back Together, Head Over Heels, Once On This Island (Tony Award), M Butterfly, Disaster!, Allegiance, Deaf West Theatre's Spring Awakening (Tony Nomination), The Visit (Tony Nomination), It's Only a Play, Mothers and Sons (Tony Nomination), The Bridges of Madison County, Macbeth, Godspell, and Chinglish. His London credits include: The Inheritance, The Jungle, Hadestown, Tina: The Musical, Edward Albee's The Goat. In addition to his producing projects, Hunter is the founder and CEO of ARTech Holdings, LLC an incubator and holding company focused on generating technologies to support the live arts community.

Hunter Arnold, TBD Theatricals

12:30 to 1:30 p.m.

Networking Lunch

Enjoy time with your colleagues as you discuss the morning's program before heading home.

1:30 p.m.

Conference Adjourns

Thanks for coming, enjoy your weekend ... perhaps enjoying Broadway?