



October 2-4, 2022 | The Breakers | Palm Beach, FL
DRAFT WORKING AGENDA

SATURDAY, OCTOBER 1

9:00a.m.-6:00pm

SBIA Networking Bungalows

(All registrants, spouses and families are welcome.)

4:00p.m. - 6:00p.m.

Early Arrivals Reception - Poolside Networking

Hosted by the SBIA Board of Governors Chair Peter Huff, Blue Sage Capital

(All registrants, spouses/significant others and families are welcome.)

SUNDAY, OCTOBER 2

8:00 a.m. – 11:00 a.m.

SBIA Board of Governors Meeting *(By invitation only, please.)*

9:00a.m.-6:00pm

SBIA Networking Bungalows

(All registrants, spouses/significant others and families are welcome.)

Sponsored by: Polsinelli and RSM

11:00a.m. - 7:30p.m.

Summit Registration

Conference Mobile App Sponsored by: FORVIS

11:00a.m. - 4:00p.m.

National Summit Golf Tournament –The Breakers Ocean Course

Lunch and warm up at 11:00 a.m. with a Shotgun Start at 12:00 p.m.

Sponsored by: Troutman Pepper

12:00p.m. – 7:30p.m.

Summit Internet Lounge

Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.

Sponsored by: Hogan Lovells

2:00p.m. - 4:00p.m.

Tennis Tournament at The Breakers

A fun Round Robin Tournament for all skill levels.

Sponsored by: Ice Miller

2:00p.m. – 6:00p.m.

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

Charging Stations Sponsored by: Winston & Strawn

Refreshments Sponsored by: Eversheds Sutherland

2:00p.m. - 5:30p.m.

CapitaLinx

Pre-scheduled, private GP-LP meetings.

5:00p.m. – 6:00p.m.

Sunday at the Summit

Association and Washington Update

Brett Palmer, Small Business Investor Alliance

6:00pm. - 7:30p.m.

Welcome to the Summit Networking Reception

Enjoy friends, old and new, as we start this year's National Summit.

(All registrants and their spouse/significant other are welcome.)

Sponsored by: JP Morgan Securities, Credit Suisse, Goldman Sachs

7:30p.m. – 9:30p.m.

New Members' Dinner *(By invitation only, please.)*

A private dinner to welcome new Small Business Investor Alliance members who have recently joined the association.

MONDAY, OCTOBER 3

All Day

Summit Registration

Conference Mobile App Sponsored by: FORVIS

7:00a.m. – 5:00p.m.

Summit Internet Lounge

Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.

Sponsored by: Hogan Lovells

7:30a.m. – 5:00p.m.

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

Charging Stations Sponsored by: Winston & Strawn

7:30a.m. - 9:00a.m.

Networking Breakfast

Start the day with a scrumptious breakfast and great conversation with colleagues.

Sponsored by: Matthews Carter & Boyce

7:30a.m. - 9:00a.m.

Limited Partners' Breakfast *(By invitation only, please.)*

Breakfast and Networking exclusively for our Limited Partners attendees.

This session will feature LP-specific investment data and discussions.

9:00a.m.-6:00pm

SBIA Networking Bungalows

(All registrants, spouses/significant others and families are welcome.)

Sponsored by: Polsinelli and RSM

9:00 – 4:30p.m.

CapitaLinx

Pre-scheduled, private GP-LP Meetings.

General Session

9:00a.m. – 9:30a.m.

Welcome to the National Summit for Middle Market Funds

A warm welcome to the association's pinnacle event.

Peter Huff, Blue Sage Capital, SBIA Chair

9:30a.m. – 10:30a.m.

Keynote Presentation: Candid Commentary about ... Everything

Our speaker has written about politics, economics, education, immigration, and social inequality for more than 25 years. Jason Riley is a frequent public speaker and provides commentary for television and radio news outlets. After joining the *Wall Street Journal* in 1994, he was named a senior editorial page writer in 2000 and a member of the Editorial Board in 2005. He joined the Manhattan Institute, a public policy think tank focused on urban issues, in 2015. Riley is the author of five books. In 2021 he published *Maverick*, a biography of the iconic economist and social theorist Thomas Sowell, and narrated the documentary film, *Thomas Sowell: Common Sense in a Senseless World*. Riley's most recent book, published in 2022, is *The Black Boom*, an analysis of black economic progress prior to the COVID-19 pandemic.

Jason Riley, Senior Fellow at the Manhattan Institute

Columnist for the Wall Street Journal

10:30a.m. - 11:00a.m.

Networking Break

Sponsored by: Locke Lord

- 11:00a.m. – 12:00p.m. **SBIA's ESG Working Group Report**
Highlights from the research, survey results, and progress of the ESG Subcommittees.
Faraz Abbasi, Centerfield Capital
Melanie Brensinger, Anagenesis Capital Partners, LLC
Greg Brown, Frank H. Kenan Institute of Private Enterprise, University of North Carolina at Chapel Hill
Stacey Wittelsberger, Patriot Capital
- 12:15p.m. – 1:30p.m. **Luncheon and Special Recognition of the SBICs of the Year**
Join us for a delicious lunch, networking, and a warm acknowledgement of our fellow SBICs.
Sponsored by: CohnReznick
- 2:00p.m. – 2:30p.m. **Networking Break**
Sponsored by: Bass Berry Sims
- 2:30p.m. – 3:30p.m. **Human Capital Development: Talent Sourcing and Recruitment**
Attracting and recruiting talent to the SBIC community is increasingly challenging in the tight labor market. This session will explore industry hiring trends from leaders of talent-feeder organizations including Cornell University, Piper Sandler, and the Private Equity Association of Chicago. Our experts will consider partner opportunities with the SBIA community to drive more talent toward our firms.
Ann Ferreira, Lake Country Capital, Session Moderator
Matt Beck, Longshore Capital Partners, PEAC Board
Lakshmi Bhojraj, Parker Center for Investment Research, Cornell University
Pam S Nightingale, Piper Sandler & Co.
- 3:30p.m. – 4:00p.m. **Networking Break**
Sponsored by: Zook Dinon
- 4:00p.m. – 5:00p.m. **Managing Funds – From the LP's Perspective**
Just what are the positive and challenging headwinds that keep LPs up at night? How are rising interest rates, recessionary fears and inflation pressures affecting LP asset allocation, investment processes, and co-investment requirements? Is ESG a material factor in LP due diligence and the commitment process? How important is it for a fund manager to engage a third-party valuation firm to perform portfolio valuations for LMM-focused firms? Is this determined by AUM or a general requirement of the LP's firm? Are there trends evolving in today's uncertain environment? Our distinguished speakers will share their observations and predictions.
Carl Kopfinger, TD Bank, Session Moderator
Charlie Groux, Huntington Private Capital
Carolyn Thagard, Regions Bank
Gijs Van Thiel, 747 Capital
Jonathan Wilson, Siguler Guff & Company
- 5:00p.m. - 7:00p.m. **Dealmakers Winetasting Reception**
Make new connections and enjoy different varietals of wine poured by Limited Partners representing more than 45 banks, family offices, insurance companies, fund of funds, and endowments/foundations.
(All registrants and their spouse/significant other are welcome.)

9:00p.m. - 9:45p.m.

WINC's "Fish" to a "Shark" The Basics of Texas Hold 'Em

Summit registrants who participate in **WINC** initiatives are encouraged to join this fun tutorial and light reception to learn how to play Texas Hold 'Em. Our experts will share basic hands, strategies, and terminology so that no one can call you a Fish...

9:45p.m. – 11:00p.m.

Texas Hold 'Em Nighttime Networking

All Summit registrants and their spouse/significant other are welcome to join us for a few hands of Texas Hold 'Em poker. This just for fun (not for money) poker evening will feature light snacks, a cash bar, and a fun place to network.
(Separate pre-registration is required for this event, please. Conference name badges are required at all Summit events.)

TUESDAY, OCTOBER 4

7:00a.m. – 12:00p.m.

Summit Registration

Conference Mobile App Sponsored by: FORVIS

7:00a.m. – 12:00p.m.

Summit Internet Lounge

Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.

Sponsored by: Hogan Lovells

7:30a.m. – 1:30p.m.

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

Charging Stations Sponsored by: Winston & Strawn

7:30a.m. - 9:00a.m.

Networking Breakfast

Sponsored by: Standish

7:30a.m. - 9:00a.m.

SBIA Policy Breakfast for Lawyers and Accountants *(By invitation only, please.)*

A special opportunity for service providers to discuss key SBIC issues with both SBIA and SBA professionals.

David Parkhurst, Small Business Investor Alliance

8:00a.m. – 12:00p.m.

CapitaLinx

9:00a.m.-6:00pm

SBIA Networking Bungalows

(All registrants, spouses/significant others and families are welcome.)

Sponsored by: Polsinelli and RSM

Pre-scheduled, private GP-LP Meetings.

General Session

9:00a.m. – 10:00 a.m.

State of the Market: Choppy Waters or Smooth Sailing Ahead?

While the industry is seeing a generally healthy operating environment, what do the analytics tell us? Will the impact of the recession be all-enveloping, or will it be industry specific? How will LMM valuations be affected? Will the availability and cost of capital be impacted adversely? Our speakers offer their many years of experience, through many cycles, and will explore the opportunities and the challenges that today's market will bring.

Jim Jeffries, Wells Fargo Strategic Capital, Session Moderator

Graeme Frazier, Private Capital Research, LLC

Pam Hendrickson, The Riverside Company

Joe Katcha, High Street Capital

10:00a.m. – 11:00a.m.

Keynote Presentation – The Big Picture: A Geopolitical and Geo-Economic Outlook

Russia and NATO are contesting for European security dominance in the aftermath of Putin's invasion of Ukraine. U.S.-China relations are more tense than ever over Taiwan, trade, and human rights. Beijing's zero-COVID policy further unsettles global supply chains and economic growth. Middle East oil and natural gas supply chains face severe disruption and weapons proliferation, as Iran pursues nuclear weapons to threaten its Arab neighbors, Israel, and the entire region. The global impact of the U.S. withdrawal from Afghanistan continues to reverberate with profound consequences for U.S. international stature, counter-terrorism operations, and rare earths processing for renewable energy and other advanced technology sectors. Cybersecurity, infrastructure resilience, and climate policy are increasingly shaping international decision-making. As a result of these mounting challenges, global financial markets are undergoing profound and fundamentally transformative shifts.

*John Sitilides, Trilogy Advisors LLC, Diplomacy Consultant
U.S. Department of State (under contract since 2006)*

11:00a.m. – 11:30a.m.

Networking Break

Sponsored by: Foley Hoag

11:30a.m. - 12:15p.m.

SBA Office of Investment and Innovation

An overview of prospective regulations, SOPs, Tech Notes and initiatives from the SBA's leadership.

Brett Palmer, Small Business Investor Alliance

Bailey DeVries, Office of Investment and Innovation, U.S. Small Business Administration

12:15p.m. – 1:30p.m.

Networking Luncheon

Sponsored by: Robinson & Cole

1:30p.m.

Closing Remarks and End of the Summit Drawing

Gayle Hughes, Merion Investment Partners

Conference Concludes

2:30p.m. – 5:30p.m.

SBIA Executive Committee Meeting *(By invitation only, please.)*