

October 10-12, 2021 | The Breakers | Palm Beach, FL

AGENDA

**SATURDAY, OCTOBER 9**

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 Michael Painter, Plexus Capital  
(All registrants, spouses and families are welcome.)*

**SUNDAY, OCTOBER 10**

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

**SBIA Networking Bungalows**

*(All registrants, spouses and families are welcome.)*

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

**Summit Registration**

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

**National Summit Golf Tournament –The Breakers Ocean Course**

*Lunch and warm up, 11:00 a.m. Tee-off, 11:45 a.m.*

12:00p.m. – 1:30 p.m.

**Women Investors Networking Luncheon** *(By invitation only, please.)*

*An exclusive networking event for **senior-level women fund managers, limited partners, and investment bankers.***

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

**Tennis Tournament at The Breakers**

*A fun Round Robin Tournament for all skill levels.*

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

**CapitaLinx**

*Pre-scheduled, private GP-LP meetings.*

5:00p.m. – 6:00p.m.

**Sunday at the Summit – A GP Exclusive  
Running Your Fund: What You Always Wanted to Ask but ...**

*Faraz Abbasi, Centerfield Capital, Session Moderator  
Jeri Harman, Avante Capital Partners  
Corey Sclar, Brookside Capital Partners*

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.)*

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 joined in 2020 and 2021.*

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MONDAY, OCTOBER 11

All Day

**Summit Registration**

All Day

**Summit Lounge**

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

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

**Networking Breakfast**

Enjoy breakfast seated by region to help you meet those doing deals in your backyard.

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.

9:00 – 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.

*Michael Painter, Plexus Capital, SBIA Chair*

9:30a.m. – 10:30a.m.

**Keynote Presentation**

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

**Networking Break**

11:00a.m. – 12:00p.m.

**Industry Benchmarks, State of the Market: Setting the Pace for the Year Ahead**

Capital Structures for Debt and Equity, Terms for Fundraising, Valuations

*Tim Rafalovich, Wells Fargo, Session Moderator*

*Alex Abell, RCP Advisors*

*Melinda Jackson, Cadence Bank*

*Nate Kirk, Everside Capital Partners*

12:00p.m. – 1:30p.m.

**Networking Luncheon with Speaker and/or Awards**

1:30p.m. – 2:00p.m.

**Networking Break**

2:00p.m. – 2:45p.m.

**A New Administration and The New Regulators**

SBA, SEC, Initiatives and Changes on the Horizon

2:45p.m. – 3:30p.m.

**Growing or Transitioning a Firm in This New World**

*Pam Hendrickson, Riverside Company, Session Moderator*

*Michael Painter, Plexus Capital*

*David Blechman, New State Capital Partners*

*Carolyn Gaiette, Ironwood Capital*

3:30p.m. – 4:00p.m.

**Networking Break**

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4:00p.m. – 5:00p.m.

**Best Practices in Measuring, Managing and Reporting ESG and Responsible Investing Issues**

Best practices for creating an ESG Policy for your fund and portfolio companies.  
*Stacey Wittelsberger, Patriot Capital, Session Moderator*

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.)*

**TUESDAY, OCTOBER 12**

7:00a.m. – 12:00p.m.

**Summit Registration**

All Day

**Summit Lounge**

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

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

**Networking Breakfast**

For all those early risers, get an early start on the days networking before the content sessions get underway.

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 operations issues with both SBIA and SBA professionals.

8:00am – 12:30p.m.

**CapitaLinx**

Pre-scheduled, private GP-LP Meetings.

**General Session**

9:00a.m. – 10:00 a.m.

**Limited Partners: What They Want, What They Need, Is Typically What They Get**

Fundraising terms today  
*Les Alexander, Jefferson Capital, Session Moderator*

10:00a.m. – 11:00a.m.

**Keynote Address to be announced.**

11:00a.m. – 11:30a.m.

**Networking Break**

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

**The Holdovers: Practices from the COVID Year That Will Stay, Adapt, or Disappear**

Changes in Reporting, WFH, Meetings, Due Diligence, Business Development  
*Charles Cox, LongueVue Capital Partners, Session Moderator*  
*Terry Bressler, Prairie Capital Advisors*  
*Michael Norton, Houlihan Capital*

12:15p.m. – 1:30p.m.

**Networking Luncheon and Optional Presentation by Topical Speaker**

1:30p.m.

**Closing Remarks and End of the Summit Raffle**

*Peter Huff, Blue Sage Capital*

**2021** National  
**Summit** for  
**Middle**  
**Market Funds**  
**PALM BEACH, FL**

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**Conference Concludes**

2:00p.m. – 5:30p.m.

**Board of Governors Meeting**

*(Board Members only, please.)*

5:30p.m. – 8:30p.m.

**Board of Governors Reception and Dinner**

*(Board Members and their Spouse/Guests)*