

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 at 11:00 a.m. with a Shotgun Start at 12:00 p.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. – 6:00p.m.

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

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

Jan Bergeson, Ally Bank

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 have recently joined the association.

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MONDAY, OCTOBER 11

All Day

Summit Registration

7:00a.m. – 5:00p.m.

Summit Internet Lounge

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

7:30a.m. – 5:00p.m.

Summit Networking and Exhibit Lounge

A great place to meet with Summit sponsors and colleagues.

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.

Today's Political Environment: A Keynote Presentation

Our keynote speaker is arguably the most eloquent and entertaining speaker on the subject of political polarization, which he abhors. With insider insight and amusing anecdotes, Sirius XM Radio Talk Show Host Michael Smerconish explains how America was driven into a partisan ditch and what it will take to change this continued path. Despite these divided times, Smerconish has found a way to explain a controversial subject without alienating anyone in the room.

Michael Smerconish, CNN Host, Best-Selling Author, Sirius XM Radio Talk Show Host

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

Networking Break

11:00a.m. – 12:00p.m.

Industry Benchmarks with a Qualitative Twist
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
Eric Rosiak, B. Riley Securities

12:00p.m. – 1:30p.m.

Networking Luncheon with Special Awards Presentation

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- 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 Galiette, Ironwood Capital
- 3:30p.m. – 4:00p.m. **Networking Break**
- 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**
- 7:00a.m. – 12:00p.m. **Summit Internet Lounge**
Computers, Wi-Fi, and printers to enable you to stay fully in touch and operational.
- 7:30a.m. – 1:30p.m. **Summit Networking and Exhibit Lounge**
A great place to meet with Summit sponsors and colleagues.
- 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.

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General Session

9:00a.m. – 10:00 a.m.

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

This panel of seasoned Limited Partners will discuss such topics as fundraising terms in the current market, how the process of fundraising has changed during the pandemic, and the best ways for GPs to have success when raising capital from LPs.

Les Alexander, Jefferson Capital, Session Moderator

David Demeter, Davidson College

Carl Jenkins, BMO Harris

Andrew Kelsen, Chicago Teachers Pension Fund

10:00a.m. – 11:00a.m.

Special Address: “A Quantum Life: My Unlikely Journey from the Streets to the Stars”

Dr. Hakeem Oluseyi is an internationally-recognized astrophysicist, science TV personality, and global education advocate who has had a long, distinguished career in academia and scientific research. Dr. Oluseyi grew up in some of the roughest neighborhoods in the country; living in chaotic circumstances led him to spend most of his time indoors reading and watching PBS nature shows. Discovering a love of science and a fascination with Einstein’s Theory of Relativity, Dr. Oluseyi decided to teach himself these principles of science. He became determined to become a scientist and overcame incredible odds to earn three academic degrees. Sharing his roller-coaster ride of successes and setbacks, Dr. Oluseyi inspires everyone to chase their dreams no matter how unlikely they may seem.

Dr. Hakeem Oluseyi, Astrophysicist, Former Space Science Foundation Lead for NASA

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

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)