

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.)*

10:00a.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 ...**

*A candid conversation just for GPs.  
Faraz Abbasi, Centerfield Capital, Session Moderator  
Jeri Harman, Avante Capital Partners  
Lisa Kotula, Key Bank  
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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AGENDA

**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*

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- 12:15p.m. – 1:30p.m. **Lunch with Colleagues and Special Industry Presentation**  
*Brett Palmer, President, Small Business Investor Alliance*
- 2:00p.m. – 2:30p.m. **Networking Break**
- 2:30p.m. – 3:30p.m. **Growing or Transitioning a Firm in This New World**  
Firm founders talk about navigating change, growth and success in today's environment, especially in terms of economics, technology and talent.  
*Pam Hendrickson, Riverside Company, Session Moderator*  
*David Blechman, New State Capital Partners*  
*Carolyn Gallette, Ironwood Capital*  
*Michael Painter, Plexus 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*  
*Jennifer Moreau, Florida for Good*  
*Stephanie Park, Tetra Impact Partners*
- 5:00p.m. - 7:00p.m. **Dealmakers Winetasting Reception**  
Make new connections and enjoy different varietals of wine poured by Limited Partners representing 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, The Moneta Group*

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

*Michael Norton, Houlihan Capital, Session Moderator*

*Terry Bressler, Prairie Capital Advisors*

*Charles Cox, LongueVue Capital Partners*

12:15p.m. – 1:30p.m.

#### **Networking Luncheon**

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)*