



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 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 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.*

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 – Educational Content**

**SBICs: New Regulations, SOPs, Tech Notes. An Update from the Investment Division's Leadership**

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.*

## MONDAY, OCTOBER 3

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.*

**The National Summit for Middle Market Funds is produced by the Small Business Investor Alliance.**

- 7:30a.m. - 9:00a.m. **Networking Breakfast**  
Start the day with a scrumptious breakfast and great conversation with colleagues.
- 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.  
*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**
- 11:00a.m. – 12:00p.m. **Washington Update and State of the Association**  
*Brett Palmer, President, Small Business Investor Alliance*
- 12:15p.m. – 1:30p.m. **Luncheon and Special Presentations**
- 2:00p.m. – 2:30p.m. **Networking Break**
- 2:30p.m. – 3:30p.m. **Human Capital Development: Talent Sourcing and Recruitment**  
For SBICs and smaller private equity funds, the search for diverse, competent talent presents significant challenges. This session will explore how fund managers can exploit the unique benefits of working with a small fund; and how to nurture the special relationships with Investment Banks, Commercial Banks, academic resources, and industry networks. Our experts will provide ways to position your firm with a candidate pool for future success and give you critical take-aways to use on your return to the office.  
*Ann Ferreira, Lake Country Capital, Session Moderator  
Pam Nightingale, Piper Sandler*

3:30p.m. – 4:00p.m.

**Networking Break**

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*

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 4**

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**

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.

8:00a.m. – 12:00p.m.

**CapitaLinx**

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, Session Moderator*

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**

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

#### **Networking Luncheon**

1:30p.m.

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

*Gayle Hughes, Merion Investment Partners*

#### **Conference Concludes**

2:30p.m. – 5:30p.m.

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