

## CONFERENCE WORKING AGENDA

### WEDNESDAY, JANUARY 25

- 6:00 – 8:00 p.m. **WINC Rising Professionals Reception** *(By invitation, please.)*  
Building a professional network in private equity is the foundation for success. This new event provides an exceptional opportunity for those new to the industry or a fund to expand their network, enrich their relationships, and find new deals.

### THURSDAY, JANUARY 26

- 10:30 a.m. **Conference Registration Opens**
- 10:30 a.m. – 4:30 p.m. **Networking Lounge**  
The perfect place to meet and catch up with colleagues.
- 1:00 to 3:00 p.m. **WINC Refreshed – Not the Musical, Just Comedy**  
*(By invitation, please.)*  
2023 brings new and exciting programs for colleagues who participate in WINC – the Women Investors Networking Council. Join the fun as participants network and learn from a Broadway professional the value of comedy in daily interactions. Get creative, get improvisational, get focused, get laughing ... it's a New Year!
- 3:00 to 4:00 p.m. **2023 Fundraising Outlook: Perspectives from Active LPs**  
Latest fundraising reports indicate that private equity will see \$230B raised in 2022. While far short of 2021's activity, this continues to be a respectable pace. Will LPs continue their strong allocation activity into 2023? Join in the discussion as our Limited Partners share their current thinking on strategy allocations, commitments, performance, and emerging trends.  
**Steve Gord, Hidden River Strategic Capital, Session Moderator**  
**Chaz Cocuzza, Apogem Capital**  
**Nate Kirk, Everside**  
**Adam McLaughlin, Webster Bank**
- 4:00 to 4:30 p.m. **Networking Refreshment Break**  
Re-caffeinate, re-hydrate and refresh your connections between sessions.
- 4:30 to 5:30 p.m. **Ridin' the Storm Out**  
With the macroeconomic picture cloudier, how are market participants responding? How are rising rates and inflation impacting portfolio company performance? Are tighter credit markets affecting deal flow and purchase price multiples? What strategies are being employed by sponsors, lenders, and portfolio companies to navigate choppy waters? Hear thoughts and observations from a panel of experienced investors who play up and down the balance sheet.  
**Steve Pickhardt, GarMark Partners, Session Moderator**  
**Terry Bressler, Prairie Capital Advisors**  
**Hannah Craven, Stone Goff**  
**Seth Friedman, Abacus Finance Group LLC**  
**Corey Sclar, Brookside Capital Partners**
- 5:30 to 7:00 p.m. **Finding Deals and Building Networks Cocktail Reception**  
The region's premier networking event for those active in the lower middle market.

**FRIDAY, JANUARY 27**

- 7:30 a.m. **Conference Registration Opens**
- 7:45 to 9:00 a.m. **Networking Breakfast**  
Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues.
- 7:45 to 9:00 a.m. **Policy Breakfast for Lawyers and Accountants** *(by invitation, please)*  
Policy discussions focused solely for SBIA members serving in legal and accounting capacities.  
*David Parkhurst, General Counsel, Small Business Investor Alliance*  
*Therese Meers, U.S. Small Business Administration*
- 9:00 to 9:05 a.m. **Welcome and Sponsor Recognition**  
A warm welcome and special thanks to our sponsors from the regional president.  
*Andrew Panzo, NewSpring Capital, Northeast Regional President*
- 9:05 to 9:50 a.m. **Washington Update: The New Congress and Its Impact on Private Equity**  
As the dust settles from the November mid-term election, what will Capitol Hill look like and how will the new faces in Congress affect private equity? SBIA's chief will provide a timely update on legislative issues.  
*Brett Palmer, President, Small Business Investor Alliance*
- 9:50 to 10:30 a.m. **Current M&A Trends and Outlook for 2023**  
A comprehensive discussion about various issues impacting M&A activity from rising interest rates and current macroeconomic conditions, to valuation multiples and where they are going. Our experts will also review specific trends in deal structures and so much more. This session will set the path for the year ahead.  
*Michael Lasch, Pine Street Capital, Session Moderator*  
*Terry Hannafin, Carter Morse & Goodrich*  
*Mike Kent, BellMark Partners LLC*  
*Bill Tyson, Fifth Third Bank*
- 10:30 to 11:15 a.m. **SBA Investment Division – Director's Discussion**  
A unique opportunity to hear from leadership in SBA's Office of Investment and Innovation. Don't miss this timely discussion about the SBIC program.  
*Brett Palmer, President, Small Business Investor Alliance, Moderator*  
*Bailey DeVries, Associate Administrator for Investment, Office of Investment and Innovation, U.S. Small Business Administration*  
*Michele Schimpp, Deputy Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration*
- 11:15 to 11:30 a.m. **Networking Refreshment Mini-Break**  
Re-caffeinate, re-hydrate and refresh your connections between sessions.

- 11:30 a.m. to 12:30 p.m. **Keynote Presentation: Broadway as a Business**  
Our speaker is a Tony award winning Broadway producer with a strong background in senior executive leadership at mid-cap companies. Hunter Arnold is a frequent lecturer and guest professor on global business trends, emerging markets, alternative investments and entertainment business. His Broadway credits include Hadestown, Pretty Woman: The Musical, Anastasia, Dear Evan Hansen (Tony Award), Kinky Boots (Tony Award and Olivier Award), Gettin' the Band Back Together, Head Over Heels, Once On This Island (Tony Award), M Butterfly, Disaster!, Allegiance, Deaf West Theatre's Spring Awakening (Tony Nomination), The Visit (Tony Nomination), It's Only a Play, Mothers and Sons (Tony Nomination), The Bridges of Madison County, Macbeth, Godspell, and Chinglish. His London credits include: The Inheritance, The Jungle, Hadestown, Tina: The Musical, Edward Albee's The Goat. In addition to his producing projects, Hunter is the founder and CEO of ARTech Holdings, LLC an incubator and holding company focused on generating technologies to support the live arts community.  
*Hunter Arnold, TBD Theatricals*
- 12:30 to 1:30 p.m. **Networking Lunch**  
Enjoy time with your colleagues as you discuss the morning's program before heading home.
- 1:30 p.m. **Conference Adjourns**  
Thanks for coming, enjoy your weekend ... perhaps enjoying Broadway?