

WORKING AGENDA

TUESDAY, MAY 30

- 12:00 p.m. – 5:00 p.m. **Deal Summit Golf Tournament**
Harborside International Golf
Join us for this annual favorite outing, followed by a light reception for a little more networking.
(Separate registration required, please.)
Sponsored by Troutman Pepper
- 7:30 p.m. – on
Off-site **Dinner on your own**
Explore the many restaurants that downtown Chicago has to offer.
- 5:30 – 7:30 p.m. **WINC Rising Professionals Reception** *(By invitation, please.)*
Building a professional network in private equity is the foundation for success. This is an exceptional opportunity for those new to the industry, or for a fund to expand their network, enrich their relationships, and find new deals.

WEDNESDAY, MAY 31

- 7:00 – 8:00 a.m. **Early Riser Yoga**
Namaste ... enjoy a good stretch and a relaxing routine to start the day.
(While this special event is complimentary, a separate registration required, please.)
- 9:00 a.m. – 5:00 p.m. **Conference Registration**
Summit Mobile App Sponsored by Winston & Strawn
- 9:00 a.m. – 5:00 p.m. **Networking Lounge and Lunch**
Freestyle networking - meet with industry leaders and learn more about their services or just enjoy a beverage and a few minutes to connect with your fellow colleagues.
- 10:00 a.m. – 12:00 p.m. **WINC Refreshed – Think Succinct! WINC's Link & Sync**
(By invitation, please.)
This special speed networking event will maximize your time meeting and building your professional network. A unique opportunity to share what's on your mind with peers, friends, and future partners.
- 2:00 – 2:05 p.m. **Welcome and Sponsor Recognition**
A warm welcome and special thanks to our sponsors from the regional president.
Theresa Mozzocci, Managing Director, Maranon Capital,
SBIA Midwest Regional President

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- 2:05 – 2:30 p.m. **SBA Investment Division – Leadership Update**
A timely discussion with the Investment Division’s leadership.
Bailey DeVries, Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration
- 2:30 – 3:15 p.m. **SBA Investment Division – Licensing, Operations and Examinations**
A candid conversation with SBA program directors about SBIC licensing, operations, and examinations.
Scott Linch, FORVIS, Moderator
Heath Morris, Office of Examinations, U.S. Small Business Administration
Jason Powers, Office of Investment and Innovation, U.S. Small Business Administration
Paul Salgado, Office of Investment and Innovation, U.S. Small Business Administration
- 3:15 – 4:15 p.m. **An Inflection Year for the Deal Business? A Market Update**
Has the post-pandemic sellers’ market ended? What is the impact of Silicon Valley Bank, Signature Bank of New York and First Republic Bank on the deal business? Where are deal market valuations headed? This session will provide a timely mid-year update on how our market is performing and how the rest of the year will shape up.
Terrel Bressler, Prairie Capital Advisors, Inc., Moderator
Greg Daniele, Maranon Capital
Wes Hampp, Holleway Capital Partners
Allison Reinke, CIBC US
Bob Wegbreit, GF Data
- 4:15 – 4:30 p.m. **Networking Break**
Refuel during this intermission between sessions.
- 4:30 – 5:30 p.m. **Keynote Presentation: A Savage Update on the National Economy**
Our speaker is a nationally recognized expert on personal finance, the economy, and the markets. Terry Savage writes a weekly personal finance column syndicated in major newspapers by Tribune Content Agency. She is the author of four best-selling books on personal finance and appears frequently on national television and radio programs, commenting on the financial markets and current economic events. She is featured on WGN Radio and WGN-TV in Chicago, with a weekly personal finance segment.
Terry Savage, Syndicated Columnist, Author, Economic Commentator
- 5:30 – 7:00 p.m. **Networking Cocktail Reception**
Enjoy cocktails and hors d’oeuvres while connecting with colleagues from around the Midwest region and across the U.S.
Sponsored by FORVIS

THURSDAY, JUNE 1

- 7:30 a.m. **Conference Registration Opens**
- 7:45 –9:00 a.m. **Networking Breakfast**
Begin your day with a hearty breakfast and enjoy connecting with your fellow colleagues.
- 7:45 –9:00 a.m. **Lawyers and Accountants Working Group Breakfast**
Policy-talk for our industry’s lawyers and accountants.
(By invitation, please.)
Justin Pelletier, Small Business Investor Alliance, Moderator
Therese Meers, Office of the General Counsel, U.S. Small Business Administration
- 7:45 a.m. –12:30 p.m. **Networking Lounge**
Freestyle networking - meet with industry leaders and learn more about their services or just enjoy a beverage and a few minutes to connect with your fellow colleagues.
- 7:30 – 11:00 a.m. **DEALINX - A Unique Deal Sourcing Event**
DeaLinX is our industry’s premier deal sourcing event facilitating pre-arranged, one-one-one meetings between investment bankers and fund managers. Using SBIA’s successful pre-screening model, both sell-side and buy-side investment bankers are welcome to participate. This is the most efficient opportunity to find and begin your next deal.
- 9:00 – 10:00 a.m. **The Hybrid Manager in Today’s Virtual World**
For a company to truly scale, it needs to change its deeply ingrained habits. *The People:* From a single owner/manager, all the way to a full leadership team. *The Process:* Small companies can get away with few (if any) efficient, effective processes. But they can’t scale without them. *The Systems:* Make the move from manual and/or basic systems to enterprise applications that enable your team’s best work in today’s hybrid environment. Our speaker is a renowned corporate strategist who will share his sage observations about today’s management teams and how companies are successfully connecting the in-person and virtual workforces of today ... especially as a recession looms. Are your management teams prepared?
Carl J. Cox, 40 Strategy, Inc.

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- 10:00 – 11:00 a.m. **Co-Investing: LPs Consider Key Issues as Co-Investors with General Partners and Independent Sponsors**
A unique session that will explore the dynamic challenges and opportunities for co-investing in our market segment. How are LPs working with partners to get direct debt and/or equity deals done? You know, the deals you can't get done alone. What's the outlook for lower middle market deals for the remainder of 2023? Our speakers will also share some tales from the trenches ... candid observations about working with difference market participants.
Ryan McGovern, Star Mountain Capital, Moderator
Nicholas Antoine, Red Arts Capital
Laura Lester, Onward Capital
Teresa Stinson, Cadence Bank
Jonathan Wilson, Kemper Corporation
- 11:00 – 11:30 a.m. **Networking Break**
Re-caffeinate and reconnect during this intermission between sessions.
- 11:30 a.m. – 12:30 p.m. **Washington Update: A Mid-Year Update on Legislative Issues Affecting Private Equity**
What issues are legislators prioritizing now that the dust has settled on committees and calendars? How are things shaping up for the 2024 election? A timely, fast-paced mid-year review, so fasten your seat belt.
Brett Palmer, Small Business Investor Alliance
- 12:30 – 1:30 p.m. **Networking Luncheon**
No speakers, no formalities, just valuable networking with colleagues while enjoying a great meal.
Sponsored by Hogan Lovells
- 1:30 p.m. **Conference Adjourns**