

## CONFERENCE AGENDA

### THURSDAY, JANUARY 23<sup>RD</sup>

- 12:30 to 2:00 p.m. **Women Investors Networking Luncheon (*Invitation only, please.*)**  
A special event for fund managers, limited partners and investment bankers who focus their investment activities in the lower middle market.
- 3:00 p.m. **Conference Registration Opens**
- 3:30 to 4:30 p.m. **Turnarounds Can Actually Build Value Long-Term**  
Our panel of turnaround experts will share key factors that ensure sound management of a distressed situation. They will explore the early warning signs, how investors can help the management team focus on their core competencies, and how to align all needs of the stakeholders. It's not an easy process. It is, however, a manageable process if you're armed with the right tools.  
*Ronald Kerdasha, Fifth Third Business Capital, Session Moderator*  
*Michael Goodman, SSG Capital Advisors*  
*Tim Lewis, Southfield Capital*  
*Abel Osorio, Turnspire Capital Partners*
- 4:30 to 5:30 p.m. **Best Practices for GPs ... from the LP's Perspective**  
Fund strategy, investment performance, talent recruitment and succession planning. These are just a few of the hot topics that LPs constantly consider as part of their investment process. Our panel of LPs will share their preferred best practices and emerging trends.  
*Melanie Brensinger, Anagenesis Capital Partners, Session Moderator*  
*Kerri Holloway, The Bank of New York Mellon*  
*Lisa Kotula, Key Bank Community Development Center*  
*Sanna Yamin, Bridge Bank*
- 5:30 to 7:30p.m. **Finding Deals and Building Networks Cocktail Reception**  
The region's premier networking event for those active in the lower middle market. Meet with leading dealmakers who shape the future of our dynamic asset class.

### FRIDAY, JANUARY 24<sup>TH</sup>

- 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.
- 9:00 to 9:10 a.m. **Welcome and Sponsor Recognition**  
The Northeast Private Equity Conference sets the tone and pace of the Association's year. A warm welcome and special thanks to our sponsors from the regional president.  
*Stacey Wittelsberger, Patriot Capital, Northeast Regional President*

- 9:10 to 10:00 a.m. **Inside Washington from the SBIA's Perspective**  
A sweeping review of what fund managers should expect in the new legislative year and how the SBIA is positioning our most important priorities to include SBIC reauthorization, regulatory reform, pending SEC rules, and the nomination process for a new SBA Administrator.  
***Brett Palmer, President, Small Business Investor Alliance***
- 10:00 to 11:00 a.m. **The National Economy in an Election Year**  
A timely presentation about today's national economy and what investors can expect in this election year. Our speaker is the Vice President of FreedomWorks and is Director of its Center for Economic Freedom. John frequently writes about securities markets, along with tax, trade and monetary policy issues for publications including the *Wall Street Journal*, *Investor's Business Daily*, *Financial Times*, *National Review* and London's *Daily Telegraph*.  
***John Tamny, Vice President, FreedomWorks***
- 11:00 to 11:30 a.m. **Networking Refreshment Break**  
Re-caffeinate, re-hydrate and refresh your connections between sessions.
- 11:30 to 12:30 p.m. **Keynote Presentation:  
The Most Interesting Man in Private Equity**  
From the depths of the ocean floor to the board room, Victor Vescovo leads a remarkable life as a private equity investor and explorer. Victor leads Insight Equity's activities in deal origination and portfolio management within the Aerospace, Defense, and Electronics industries and is Chairman of Insight's four companies that operate in those areas. An adventurer and explorer, in 2017, Victor became the 12th American to complete the "[Explorer's Grand Slam](#)" which requires climbing the highest peak on all seven of the world's continents including Mt. Everest and skiing at least 100 kilometers to both the North and South Poles. In 2019, he made history's deepest solo submarine dive in the Pacific's Mariana Trench, and in August became the first person to visit "The Five Deeps" – the deepest points in all five of the world's oceans. Victor was also the first person to dive the second- and third-deepest points on the ocean's floor, the Sirena and Horizon Deeps, and also made the first solo dive to the *Titanic*.  
***Victor Vescovo, Insight Equity***
- 12:30 to 1:30 p.m. **Networking Lunch**  
Enjoy time with your colleagues as you discuss the morning's program before heading home.
- 1:30p.m. **Conference Adjourns**  
Thanks for coming, enjoy your weekend and mark your calendar to join us again next year back at the Lotte New York Palace, January 21 & 22, 2021.