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2019
Guide



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to refuel, refocus and refinance your
portfolio companies with ease.



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Welcome from the Chair

If you want to run fast, run alone; if you want to run far, run with others. At this year's ACG Florida Capital Connection we provide you with the knowledge and connections to run fast and far. You will mix and mingle with the deal makers who are driving growth and overcoming obstacles to success to achieve growth in today's tumultuous middle market.

You will learn from our luncheon keynote, LAWRENCE LEVY, lessons from his time as Steve Jobs' CFO at Pixar where he took a sleepy graphics company and turned it into a technology forward entertainment power house. If you are an entrepreneur and/or a woman looking to move forward from defeat to success, you will want to hear our Women's Forum speaker, ELLEN LATHAM, a cofounder of Orangetheory, a private equity-backed company on trajectory for multi-billion dollar success.

For a perspective on economic growth and monetary policy, you won't want to miss KAREN GILMORE, the Vice President of the Miami branch of the Atlanta Federal Reserve, who is our opening speaker. After hearing from Karen you will be ready for a libation served by our 60+ PEGs and 30+ investment bankers at our opening reception.

Regardless of your political perspective you will want to hear from GOVERNOR RON DESANTIS who will discuss Florida's public private initiatives for spurring growth; the Governor will be joined by

JEFF VINIK, no stranger to working with government to achieve public private goals, and WILL WEATHERFORD in an informative colloquy.

For our corporate attendees we have FastPitch, a panel of experts who will provide tips for emerging growth companies seeking capital and connections to step up to the next level, as well as our C-Suite Connect, an invitation only gathering of c-suite executives who will receive guidance on best practices for growing and succeeding in today's economy.

To succeed you need to be informed. Our round tables on Opportunity Zones, International Trade & Finance, M&A best practices and Rep & Warranty insurance populated by experts in their fields will provide the information and practical advice you need to succeed.

Every organization needs to groom its successors, and our EP Mentoring Panel and EP Reception will provide guidance for Millennials to find their footing on the road to success.

And then there is our deep sea fishing, golf, tennis and closing catamaran cruise to provide networking opportunities and a chance to relax in the Florida sun!

None of this would be possible without our valued sponsors. Our Gold sponsors, ACCORD and AKERMAN, deserve special recognition for their continued support of our Conference. Not to be forgotten are our Silver sponsors, KLH CAPITAL, PNC BUSINESS CREDIT, RSM, TD

BANK, TRENAM, WESTSHORE CAPITAL PARTNERS and WEATHERFORD CAPITAL. We are fortunate to have numerous Bronze Sponsors, including ADVOS, ATLANTIX PARTNERS, BHI, CBIZ, CHERRY BEKAERT, CROWE, DASZKAL BOLTON, ELLIOTT DAVIS, HILL WARD HENDERSON, HUNTINGTON BANK, LCG ADVISORS, LOCKTON, NPERSPECTIVE, PITCHMAPS, SHORELINE EQUITY PARTNERS, SHUTTS, TAB BANK, WARREN AVERETT, WESTERN ALLIANCE BANK and VAUPEN FINANCIAL PARTNERS. In addition, we have several Media Sponsors, including FLORIDA TREND, MERGERMARKET, MERGERS & ACQUISITIONS, PITCHBOOK and SOUTH FLORIDA BUSINESS & WEALTH.

Please join me in thanking our Sponsors for their support in making our Conference a great experience for attendees!

I would also like to thank my firm, BECKER & POLIAKOFF, for allowing me to take the substantial time away from my day job as a corporate attorney required to plan and implement this Conference.

Finally, I want to thank my Steering Committee and subcommittees who helped plan this Conference, and most critically, SHERRY SMITH and her staff. This Conference would not have happened without their support and assistance.

Go out there and Run Fast and Run Far and make those relationships that bring in the deals that make the Middle Market succeed!



Robert C. Brighton, Jr.
Shareholder, Becker & Poliakoff
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Robert C. Brighton, Jr. is a shareholder of Becker & Poliakoff, a business law firm. Mr. Brighton is a transactional and corporate advisory attorney admitted in New York and Florida. He specializes in the areas of corporate finance, mergers and acquisitions and financial and securities regulation. Mr. Brighton represents buyers and sellers, including private equity firms, in connection with purchases and sales of closely-held corporations and publicly-traded Fortune 500 corporations engaged in a variety of industries, including regulated industries. He also represents lenders and borrowers in a variety of loan transactions. His expertise includes fund formations and financing.

A member of The Florida and New York Bars, as well as the ABA, Mr. Brighton served as Chair of the Committee on Corporations, Securities and Financial Services of the Business Law Section of The Florida Bar, as well as its committees on amendments to the Business Corporation Act and Limited Liability Company Act.

Mr. Brighton is a graduate of Duke University (A.B., magna cum laude) where he was an AB Duke Scholar at Oxford University (New College). He received his law degree from Vanderbilt School of Law (J.D.) where he served as an Associate Articles Editor of the Law Review.

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SCHEDULE AT A GLANCE

Mon.	5:00 PM	Early Arrivals Cocktail Reception
Nov. 18	8:30 PM	Emerging Professionals Cocktail Party
Tues.	8:00 AM	Golf Tournament (optional event)
Nov. 19	10:00 AM	Tennis Tournament (optional event)
	11:00 AM	Attendee Deal Lounge/Sponsor Area Open
	11:00 AM	Women's Forum Lunch
	12:00 PM	DealSource/Exhibit Hall Opens
	12:30 PM	Lite Lunch for Attendees
	2:00 PM	Rest & Reset Lounge Open
	2:00 PM	"Fast Pitch" Competition
	2:30 PM	Breakout - International Trade and Finance
	2:30 PM	Emerging Professionals Roundtable
	4:00 PM	Welcome Speaker - Karen Gilmore
	5:30 PM	Capital Connection/All-Invited Wine Tasting
	8:00 PM	Attendees on own for dinner
	9:30 PM	Late Night Dessert/After Party/Poker/Games
Wed.	7:30 AM	DealSource/Exhibit Hall
Nov. 20	7:30 AM	Attendee Deal Lounge/Rest & Reset
	7:30 AM	Breakfast Buffet
	8:00 AM	Breakfast Speaker
	9:15 AM	Breakout - Opportunity Zones
	10:15 AM	Breakout - M&A in 2019: Tortoise & The Hare
	11:15 AM	Breakout - Reps and Warranties Insurance
	12:30 PM	Lunch & Keynote - Lawrence Levy
	3:00 PM	Catamaran Sail/Closing Reception



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ACG Florida is a partnership of four Florida Chapters in North Florida, Orlando, South Florida and Tampa Bay. Florida ACG Capital Connection is held each year in November and moves around the state.



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Managing Partner, Tax Services
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OVERVIEW

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TEAM

Drew Weatherford, Partner, drew@weatherfordcapital.com

Lauren Roche, Business Development Manager, lroche@weatherfordcapital.com

FOCUS

Size: Initial Equity Check \$10-100 million, Enterprise Value \$50+ million

Type: Growth Equity, Buyouts, Recapitalizations, Venture & Real Estate

Geography: Nationwide, preference for companies with a strategic focus on Florida

Industry: Business Services, Tech, Gov. Services, Healthcare, Insurance, Hospitality, Transportation

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Pitchbook Access

This year the Florida ACG Capital Connection gives you the power of the PitchBook Platform to find reliable data on our exhibitors.

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Registration Desk

The Florida ACG Capital Connection registration desk will be open on Monday, November 18th through Wednesday, November 20th. Please stop by the registration desk if you have any questions or need information. The Florida ACG staff is available to assist you at any time.

Hours of Operation

Located in Bassford Room

Monday, November 18 3:00 – 7:00 PM

Located in Great Hall Foyer

Tuesday, November 19 7:00 AM – 7:00 PM

Wednesday, November 20 7:00 AM – 3:00 PM

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Attendee Deal Lounge

The Attendee Lounge is a great place to have an impromptu meeting with someone, grab a cup of coffee or refreshment, visit our sponsors, and more.

Hours of Operation

Located in Barcelona A/B and Camino Garden
Tuesday, November 19 12:00 – 5:00 PM
Wednesday, November 20 7:30 AM – 3:00 PM

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For additional information regarding our firm's corporate practice, please contact John Connery at 813.227.8441 or john.connery@hwlaw.com

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- Get a quick neck massage

Located on the Great Hall stage
Tuesday, Nov. 19 2:00 – 7:00 PM
Wednesday, Nov. 20 7:30 AM – 3:00 PM

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Conference Schedule

Monday, November 18

12:30–4:00 PM Deep Sea Fishing (optional event)

Departs from Hotel Marina

5:00–7:00 PM Early Arrival's Reception

Cloister Garden

Arriving early for one of our optional events - deep sea fishing, golf, tennis, or Women's Forum? Then make sure you join us for our Early Arrival's Reception. Enjoy appetizers and cocktails outside in the beautiful Cloister Garden. Make your first connections!



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8:30–10:00 PM Cocktail Party, presented by Emerging Professionals

Cloister Garden

Everyone is invited to have some fun with our Emerging Professionals! We'll have light snacks and cocktails while playing some of your favorite outdoor games - Cornhole, Jenga and Connect Four.



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Tuesday, November 19

8:00 AM–1:00 PM **Golf Tournament (optional event)**

Boca Raton Golf Club

Driving range and continental breakfast begins at 7:00 am. Shotgun promptly at 8:00 am. Includes BBQ lunch following the tournament.



10:00 AM–1:00 PM **Tennis Tournament (optional event)**

Boca Raton Tennis Center

Includes BBQ lunch at the golf club with the golfers.



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- Value added distribution, specialty service and niche manufacturing companies
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- Talented and passionate management teams looking for large equity stakes
- Family successions, management buyouts and recapitalizations
- Majority and minority equity investments
- Nationwide

Contact us to discuss referrals and partnering opportunities.

Kyle Madden
813-397-1281

kyle@klhcapital.com

Ron Moore
813-397-1283

ron@klhcapital.com

Conference Schedule

Tuesday, November 19 (continued)

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11:00 am

Attendee Deal Lounge/Sponsor Area Opens

The Attendee Lounge is a great place to have an impromptu meeting with someone, grab a cup of coffee or refreshment, visit our sponsors and more.

11:00 AM–2:00 PM

Women's Forum Lunch (optional event)

Camino Hall

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ACG Florida is pleased to present our Women's Forum again this year.

Keynote Speaker,
Ellen Latham, MS,
Creator and Co-founder of
Orangetheory Fitness Franchise,
Innovator, Author



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With more than 40 years in the fitness industry, Ellen Latham, M.S., has built a billion-dollar brand out of a lifelong passion.

Ellen's no-nonsense approach whips devoted fans into shape, both in life and the fitness studio. Within the pages of her inaugural book, PUSH, Ellen shares three keys to living an 'All Out' life; her mantra is to "look at what you have, not at what you don't have."

Drawing inspiration from her father and mentor, Arthur Calandrelli, Ellen speaks passionately about overcoming life's inevitable ups and downs. Her story begins as a single mother having little more than a fitness certification and an internal drive to succeed. An unexpected career setback motivates Ellen to open her first Pilates studio in South Florida. There, she created The Ultimate Workout, which quickly became a local phenomenon.

In 2010, Ellen co-founded Orangetheory Fitness, an international franchise licensed in 22 countries. Forbes named Orangetheory one of "The Fastest Growing Woman-Owned Businesses" in 2017, and it has been recognized by Entrepreneur Magazine, Inc., Bloomberg, and the New York Times for its disruptive science-backed exercise concept.

Ellen was born to a large Italian family in the small town of Niagara Falls, NY. Her family, including her growing "Orange family" is still the driving force behind everything she does. Ellen lives in South Florida.

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- Companies that are #1, #2, or #3 in their market or industry
- Revenues between \$8 million and \$100 million
- EBITDA between \$1.5 million and \$7 million
- Owners and management with a vision for future growth
- Stable demand for products or services

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Conference Schedule

Tuesday, November 19 (continued)

12:00 PM DealSource/Exhibit Hall Opens

Great Hall

The DealSource/Exhibit Hall is open! All Exhibiting PEGS/IBS have tables in the room and will be having brief, pre-scheduled or impromptu meetings. LET THE DEAL MAKING BEGIN!

12:30 PM Lite Lunch for attendees

Camino Foyer

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Not having lunch at golf, tennis or the women's forum? Well, we have the answer for you. Join us in the Camino Foyer for a quick sandwich or salad to fuel you for the afternoon.

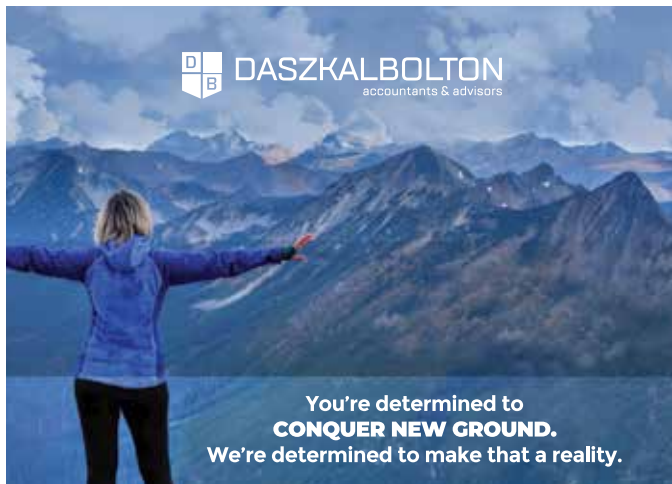
2:00 PM Rest & Reset Lounge Opens

Great Hall Stage

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The Rest & Reset Lounge is our new and improved place to freshen up your make-up/hair, update your headshot for social media/company website, get a quick neck massage, have your shoes shined or enjoy a smoothie.



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Conference Schedule

Tuesday, November 19 (continued)

2:00 PM

“Fast Pitch”

Granada C/D

If you are an emerging growth company looking for capital and connections you will want to attend this Roundtable of industry experts who will provide tips on how to prepare your company for financing, and why you need to consult with professionals with experience in financings. Professional advisers to growth companies will also want to attend and hear about best practices and trends in financing emerging growth companies.

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James Cassel, Chairman and Co-Founder,
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Tuesday, November 19 (continued)

2:30 PM Navigating The Changing Waters of International Trade and Finance

Granada A/B

In this informative session, you will learn about the:

- Use and impact of tariffs by the U.S., China & the EU
- Status and effect of bilateral trade negotiations with Japan, China, the EU, India and the UK vs. existing and prospective multilateral trade agreements
- Evolving role of the World Trade Organization (WTO)
- Prospects for approval by the U.S. Congress and the impact of the provisions of the United States-Mexico-Canada Trade Agreement (USMCTA)
- Role of the Export-Import Bank in international trade finance
- Impact of foreign policy on international trade, including sanctions on Iran, North Korea, Venezuela and Cuba et al.
- Impact of FinCEN and U.S. money laundering rules and regulations
- Impact of new rules and regulations, including changes to the Committee on Foreign Investment in the United States (CFIUS), as well as the creation of the U.S. International Development Corporation



Ilian Obregon
Vice President,
HSBC Bank (Moderator)



Robert J. Becerra
B.C.S., Becerra Law, P.A.



Z. Joe Kulenovic
Vice President,
International Operations,
International Trade and
Development, Enterprise
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Middle Market Manager,
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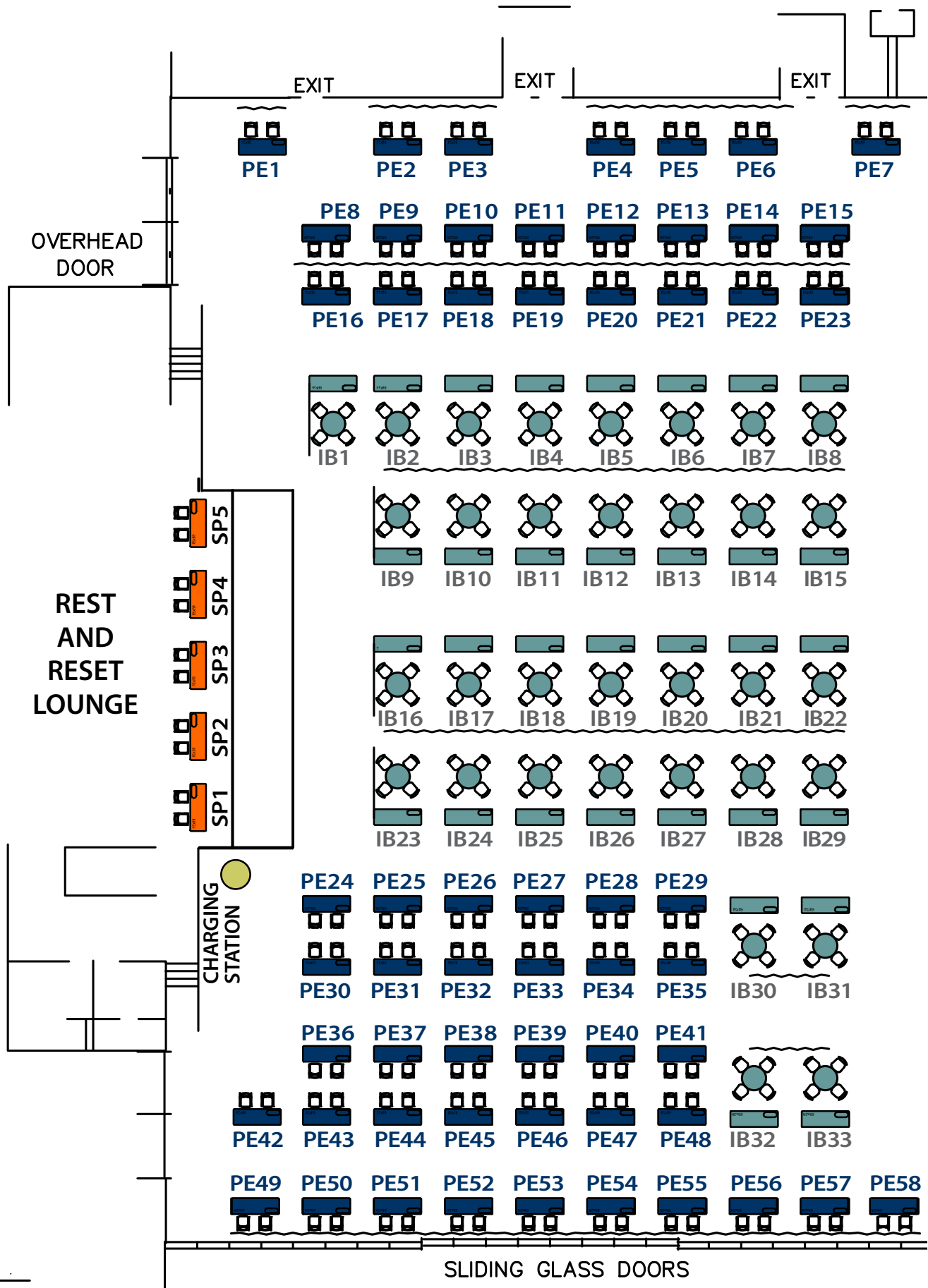
Meet Our Exhibitors

INVESTMENT BANKERS

IB1	Aberdeen Advisors	IB13	Bainbridge Capital	IB24	PCE Companies
IB2	Bayfield Partners	IB14	Rush Street Capital	IB25	Pickwick Capital
IB3	Benchmark International	IB15	Fidus Partners	IB26	Raymond James & Associates
IB4	Bluejay Advisors, LLC	IB16	Frisch Capital Partners	IB27	SMBC Nikko Securities America, Inc.
IB5	Capital Strategies Group	IB17	Growth Capital Advisors	IB28	Spektrum Capital
IB6	Carriage Hill, Inc.	IB18	Harbor View Advisors	IB29	Stonington Capital
IB7	Cassel Salpeter & Co.	IB19	Heritage Capital Group	IB30	Talisman Family Alliance
IB8	Chiron Financial LLC	IB20	Houlihan Capital	IB31	TBD
IB9	ClearCap Strategic Advisors, LLC	IB21	Hyde Park Capital	IB32	Vaupen Financial Advisors
IB10	Commercial Finance Partners	IB22	LCG Advisors	IB33	XLCS Partners
IB11	CRI Capital Advisors				
IB12	DHG Corporate Finance LLC				

PRIVATE EQUITY GROUPS

PE1	Aterian Partners	PE21	Harren Equity Partners	PE40	Post Capital Partners
PE2	BBX Capital Corporation	PE22	HealthEdge Investment Partners	PE41	Prairie Capital
PE3	Blue Sea Capital, LLC	PE23	Hidden Harbor Capital Partners	PE42	Prudential Private Capital
PE4	Branford Castle Partners	PE24	HIG Capital/Whitehorse Capital	PE43	Renovo Capital
PE5	Brinkmere Capital Partners	PE25	High Road Capital	PE44	Resolute Capital Partners
PE6	Capital Partners Holdings, Inc.	PE26	High Street Capital	PE45	RGA Private Debt & Equity
PE7	Carousel Capital	PE27	Huron Capital	PE46	River Associates Investments, LP
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PE19	Hamilton Robinson Capital Partners	PE39	Oxer Capital, Inc.	PE58	Weatherford Capital
PE20	Harbour Group Industries, Inc.				



Conference Schedule

Tuesday, November 19 (continued)

2:30 PM A Roadmap For Young Professionals – Experienced Professionals Share Advice on the Road to Success
Madrid



Young professionals will want to attend this Roundtable of seasoned professionals who will provide a brain to pick, an ear to listen and a push in the right direction, including advice on navigating the system and other ways to advance their careers.

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Tuesday, November 19 (continued)

4:00–5:00 PM

Economic Conditions and the Influence on Monetary Policy

Camino Hall

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Karen Gilmore

Federal Reserve Bank of Atlanta

Karen is a vice president and regional executive at the Miami Branch of the Federal Reserve Bank of Atlanta. On behalf of the bank, she is responsible for the Miami Branch's board of directors, leads Miami's community economic development outreach activities and oversees its economic and financial education programs. As part of the Regional Economic Information Network she is responsible for economic intelligence gathering in the local business and academic community to support the Atlanta Bank's contributions to the monetary policy process.

Before joining the Bank, Karen was a managing partner at Applied Consulting Solutions, a Miami-based firm that specializes in bank consulting in credit risk, lending production including underwriting and loan approvals, compensation and incentive plans, corporate strategic planning, budgeting, and business plan development.

Karen previously held senior leadership roles at City National Bank of Florida in Miami, serving as executive vice president and senior lending executive from August 1998 to January 2009 responsible for all of the lending activities of the company. Karen assumed the position of chief risk officer from January 2009 to May 2010 with responsibility for credit and regulatory risk management for all business lines. She also served as senior vice president and private banking group manager at Bank of America and senior vice president at Intercontinental Bank.

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Conference Schedule

Tuesday, November 19 (continued)

5:30–7:30 PM

Capital Connection/Wine Tasting

Great Hall

Our Private Equity & Investment Banker exhibitors will be pouring some exceptional wines at their tables during this popular event - all while enjoying some delicious food. It's a GREAT time to seek out our exhibitors for that quick introduction.



8:00 to 9:30 pm

Attendees on own for dinner

9:30 PM–12:00 AM

Late Night Dessert/After Party/Poker/Games

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After dinner be sure to come enjoy desserts, cocktails & games. We will have dart boards, foosball and OF COURSE our ACG Florida Texas Hold'em poker tournament!

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Wednesday, November 20

7:30 AM–3:00 PM DealSource/Exhibit Hall Opens

Great Hall

The DealSource/Exhibit Hall opens again! All Exhibiting PEGS/IBS have tables in the room and will be having brief, pre-scheduled or impromptu meetings. LET THE DEAL MAKING CONTINUE!

7:30 am Attendee Deal Lounge/Sponsor Area Opens

The Attendee Lounge is a great place to have an impromptu meeting with someone, grab a cup of coffee or refreshment, visit our sponsors and more.

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7:30–8:30 AM Breakfast Buffet

Camino Hall Foyer

Enjoy a full breakfast buffet at various locations in the conference area. Grab a bite and enjoy networking in our attendee lounge, at your exhibit table OR in the Camino Hall for our breakfast speaker.

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Conference Schedule

Wednesday, November 20 (continued)

8:00–9:00 AM Breakfast Speaker

Camino Hall

Come join us as we welcome Governor Ron DeSantis as our breakfast speaker. After his remarks, Governor DeSantis will be joined by Jeff Vinik and Will Weatherford, who will lead them in a stimulating colloquy about the challenges and opportunities presented by today's economy for business, and the role of government in fostering business growth.

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Jeff Vinik, CEO and CIO, Vinik Asset Management, Owner and Chairman of National Hockey League's Tampa Bay Lightning



Will Weatherford Managing Partner, Weatherford Capital

Jeff Vinik serves as CEO and CIO of Vinik Asset Management as well as Owner and Chairman of the National Hockey League's Tampa Bay Lightning. He serves both on the NHL's Board of Governors and its Executive Committee. From his offices in Tampa, Florida, Mr. Vinik also manages his family's private holdings, including Strategic Property Partners, a real estate entity that, in partnership with Cascade Investment, is spearheading a \$3 billion mixed use development in downtown Tampa. Mr. Vinik also served as a minority owner of Fenway Sports Group, parent of the Boston Red Sox and the Liverpool soccer team, from 2002-2018.

Mr. Vinik has worked in the investment management business his entire career, beginning at Fidelity Investments in 1986. From 1992-1996, he ran the Fidelity Magellan Fund, at the time the world's largest mutual fund, and was twice named "Portfolio Manager of the Year," first by Morningstar in 1993 and then by Mutual Fund Magazine in 1995. In 1996, Mr. Vinik left Fidelity to establish his own firm, Vinik Asset Management, a long-short equities hedge fund based in Boston. Over a period of 22 years, he delivered net returns of over 18% annually to investors, growing assets under management from \$800 million to \$10 billion. After closing the Vinik Asset Management in 2013, Mr. Vinik reopened the fund to outside investors in 2019.

Will Weatherford is Managing Partner of Weatherford Capital, and primarily responsible for deal sourcing, investor relations, and providing strategic guidance to our portfolio companies.

Will was the 84th Speaker of the Florida House of Representatives, which made him the youngest Speaker of the House in America. His tenure in the Florida Legislature was from 2006-2014 before being termed out of office. Will serves on the boards of several companies including TECO Energy, Emera Technologies, Kitson & Partners, Payit, MBF Healthcare Partners, and LinkBancorp. Additionally, Will serves as Co-Chairman of Super Bowl LV host committee. Previously, Will served as Chairman of Florida Governor Ron DeSantis' Transition Advisory Committee on the Economy, and as a Board Director at Florida Traditions Bank, and Sunshine Bancorp Inc. (NASDAQ:SBPC).

Wednesday, November 20 (continued)

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9:15–10:15 AM

Breakout – Opportunity Zones – Overview, Insights & Open Issues

Granada A/B

Qualified Opportunity Zones were created by the Tax Cuts and Jobs Act to spur economic development and job creation in distressed communities. The program provides tax benefits to investors who invest eligible capital into qualified projects. In this Roundtable, our panel of experts will provide insight into the opportunities and pitfalls of investing in Opportunity Zones, as well as tips on forming, funding and investing in OZ funds and projects.



Edmon Rakipi
Co-Principal, OppZone Consulting (moderator)



Nick Horner
JD, MBA, LL.M., Attorney, Foley & Lardner LLP



Brian Keida, CPA
Senior Manager, Crowe



Tim Vanderhoof
Senior VP, Business Development & Marketing, Enterprise Florida



Avra Jain, Founder, The Vagabond Group



Todd Rosenberg
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Wednesday, November 20 (continued)

10:15–11:15 AM

Breakout – M&A in 2019: The Tortoise & The Hare

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Alexandra Band
Senior Vice President and Head
of Corporate Development,
Raymond James Financial

Long term success or failure in business acquisitions is predicated on a patient discipline to sift through the integration issues that often spell ultimate success or failure of your transaction. Whether in Cyber Security, Healthcare, International Trade or Alternative Energy the principles are the same. In the end, after the champagne cork pops, what matters most is integration, retention, execution and culture. Join us for this informative roundtable and learn how to be like the steady Tortoise and learn how to bring your acquisition across the finish line.

Alexandra and her team are charged with identifying, vetting, valuing and negotiating strategic acquisitions for all of Raymond James' business units. Notably, Alexandra spearheaded the \$1.2BN acquisition and integration of Morgan Keegan and the acquisition of Deutsche Bank's private client business – Alex Brown. Other significant acquisitions have included the acquisition of Scout Reams, a \$28BN equity and fixed income manager and in Canada, the 165 year-old private client firm 3Mac's. Most recently, RJ acquired Clarivest, a \$7.3BN asset manager in San Diego and also Silverlane – a NY based M&A boutique.

Alexandra has over 20 years of experience in capital markets, including mergers & acquisitions, debt and equity financing, and private equity. She began her career in leveraged acquisition finance and M&A advisory at BT Alex Brown, ran technology acquisitions/integrations for Lucent Technologies and subsequently managed direct investment in financial technology companies at Bank of America in the US and Asia.

Alexandra is on the Board of the Florida Holocaust Museum and co-founded the annual Women in Capital Markets Symposium. Alexandra has a BA from Harvard University, a Masters in Economics from the London School of Economics and an MBA from Northwestern University's Kellogg School of Management. She and her husband have two children and live in Sarasota, Florida.

10:30 AM

C-Suite Connect (invitation only)

Barcelona

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Moderators

Gary Colbert, President, Nperspective

Speakers

Emery Ellinger, Chief Executive Officer, Aberdeen Advisors, Inc.

Jonathan Kaskel, Attorney, Gunster, Yoakley & Stewart, P.A.

Cristian N. Nieto, CPA, Partner, Assurance Services, Cherry Bekaert

Gladys Reed, Executive Vice President, Ocean Bank

Wednesday, November 20 (continued)

11:15–12:15 AM Breakout – New Trends and Key Advantages of Reps and Warranties Insurance in Public and Private Transactions

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Moderator

Sean Lyons, President, Lockton Companies

Speakers

Lidore Alexandra DeRose, Senior Vice President, Lockton Companies

Daniel Florian, Managing Director, Sun Capital

Fred Levenson, McDermott Will & Emery

Hear discussions on:

- Advantages of Reps and Warranties Policies for buy-side and sell Side of Transactions
- New Expansion in coverage and flexibility in policy forms, terms, retentions and available limits
- Private Transactions and how it works
- Public to Private Transactions and how it works
- Current Trends in Large Market, Middle Market, and Lower Middle Market availability
- How to attain the best results from the process



Sean Lyons
President,
Lockton Companies



Lidore Alexandra DeRose
Senior Vice President,
Lockton Companies



Daniel Florian
Managing Director,
Sun Capital



Fred Levenson
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Conference Schedule

Wednesday, November 20 (continued)

12:30–2:00 PM Lunch & Keynote, Lawrence Levy, “To Pixar & Beyond”
Camino Hall

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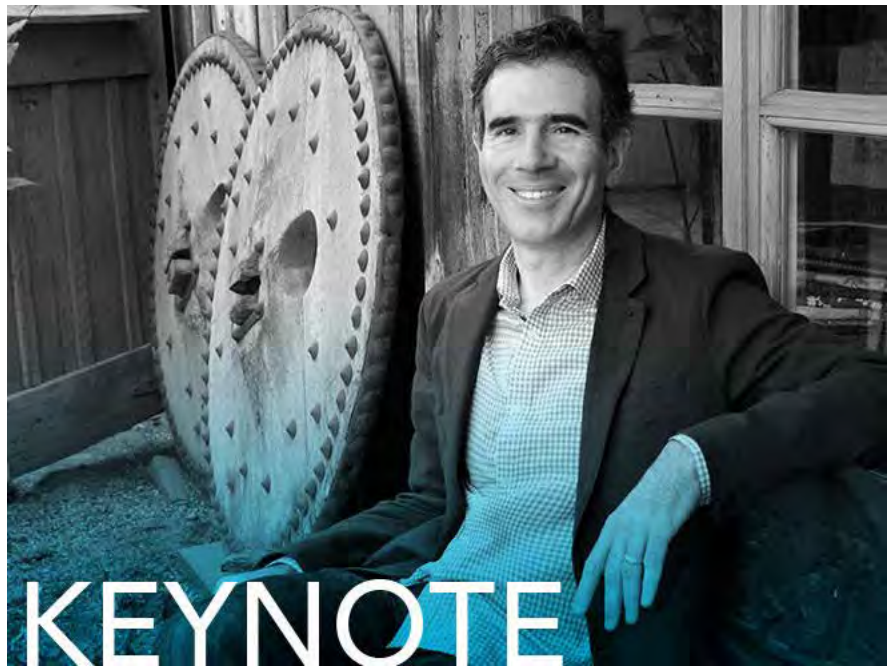


Lawrence Levy *Former Pixar CFO, OOP and Board Member; Author, To Pixar and Beyond; Acclaimed Business Strategist; Founder, Juniper Foundation*

In 1994, out of the blue, Lawrence Levy received a phone call from Steve Jobs to see if he had any interest in running Pixar’s business. Over the next twelve years, Lawrence served as Pixar’s Chief Financial Officer, a member of its Office of the President and later as a member of its board of directors. During this period he developed and put in place the strategy that would transform Pixar from a money-losing graphics company into an entertainment powerhouse.

In 2003, together with four co-founders, Lawrence created a non-profit called Juniper Foundation that focuses on bringing Indo-Tibetan meditation practices to contemporary life. He teaches meditation weekly and continues to write and speak on a range of topics including creativity and innovation, collaboration, realizing our potential, and building human-centered organizations.

In 2016, Lawrence released his first book, *To Pixar and Beyond: My Unlikely Journey with Steve Jobs to Make Entertainment History*, an Amazon Best Book of 2016 in Business and Leadership and A Fortune Magazine Best Book of 2016. The New York Times described it as “enchanting...Mr. Levy has quite a story to tell” and Fortune Magazine called it “an epic tale of Levy’s quest to balance the competing interests of the quiet artists and technologists who created Toy Story and the mercurial entrepreneur who controlled their professional fates.”



3:00 PM Catamaran Sail/Closing Reception

Join us for our Catamaran Sail, leaving the dock at 3:00 pm for a relaxing cruise. We have TWO catamarans, holding 95 people total. Beer, wine, soda & snacks will be served.

When we return, we will meet at the Cloister Garden (opens at 4:00 pm) for some additional networking, light food and a cocktail to end our 2019 Florida ACG Capital Connection!



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For more information contact Kyle Madden at 813-397-1281 or kyle@klhcapital.com.



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