

ACG University 2024 Report Card



2024 ACGU Committee

Adrian Ironside
Guardian Capital Partners
(Co-Chair ACGU)

Lisa Millhauser
Eureka Equity Partners
(Co-Chair ACGU)

Dyana Baurley
MiddleGround Capital

Brian Doerner
Ballard Spahr

Kevin Foley
Caprail Advisors

Matthew Gubicza
Univest

Joe Kadlec
Troutman Pepper

Remy Nshimiyimana
Faegre Drinker

Bharat Ramprasad
Stifel

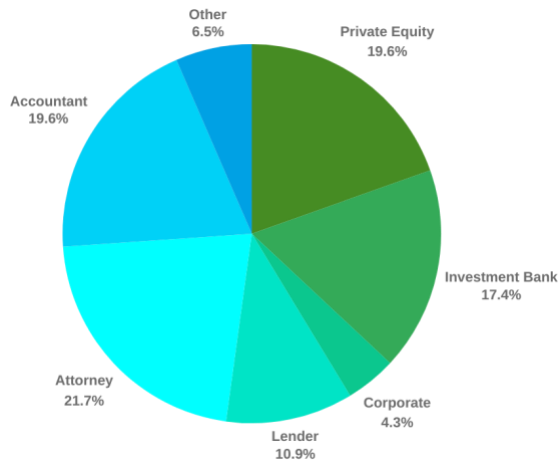
Peter Schwartz
LLR Partners

Forty-six of our region's up and coming dealmakers were accepted into ACG University 2023 from a pool of 63 applicants.

The 7-week executive education initiative immersed these young deal professionals into the life cycle of a transaction using panel, presentation and case study method for teaching the key elements of sourcing, valuing, diligencing, financing, negotiating, structuring, closing and exit strategies on a deal. Our goal is to create well rounded deal professionals who are conversant in all aspects of an M&A or minority transaction and to "seed" their deal network to benefit you and them.

Each class was taught by a team of our region's most experienced dealmakers and included pre-reading, expert level instruction, practitioner panel discussions designed to offer real world experiences and team-based case work to allow for varied viewpoints to be understood.

Who Was the Class of 2024? 63 applied | 46 accepted



Who Participated?

AMETEK
Argosy Healthcare Partners
Arthur Gallagher
Baker Tilly
Ballard Spahr LLP
Blank Rome LLP
CBiz Valuation Group
Centri Business Consulting, LLC
CFG
Duane Morris
Ecovyst
Ernst & Young
Eureka Equity Partners
Faegre Drinker Biddle & Reath

Fairmount Partners
Falcon Capital Partners
Full Guard Capital
Graham Partners
Griffin Financial Group
Guardian Capital Partners
Hamilton Lane
Hidden River Strategic Capital
Holland & Knight LLP
Ice Miller LLP
Janney Montgomery Scott
JM Search
JP Morgan Chase
Klehr Harrison Harvey Branzburg, LLP

KPMG
LBC Credit Partners
Matterhorn Capital Partners
Morgan, Lewis & Bockius LLP
Muffson Howe Hunter
NewSpring
Portage Point Partners
Royer Cooper Cohen Braunfeld LLC
RSM US LLP
Stephano Slack
Stifel
The Brynavon Group
The Sharp Financial Group
Troutman Pepper Hamilton Sanders LLP
Univest Bank

The Value...

98% rated sessions "Excellent" or "Very Good"

97% said the information was "Informative" or "Very Informative"

ACGU graduates joined 482 alumni as part of the Young Dealmakers Network

KEY ELEMENTS TAUGHT & CLASS PANELISTS

Class 1: DealSourcing

- Understanding acquirer's investment strategy and criteria
- How exit strategy plays into sourcing
- Strategies for sourcing opportunities
- Evaluating/diligencing the deal
- The investment process/proposal/investment committee

Class 2: Due Diligence

- Relationship & interdependence of diligence work streams
- Quantifying risks/deficiencies; developing mitigation strategies
- Due Diligence methodologies: Financial & Accounting; Operations; IT; Human Capital; Market; Legal; Insurance; Real Estate/Environment

Class 3: Valuation

- Discounted cash flow
- Publicly traded comparable company analysis
- Comparable transaction analysis
- Leverage buyout analysis
- The investment process/proposal/investment committee

Class 4: LBO Financing

- Understanding the use of leverage & structuring Transactions
- Pricing & matching debt capital to the deal
- Financing alternatives
- Historical metrics of leverage
- Calculating levered returns

Class 5: Purchase Agreement Negotiations

- Letter of intent considerations
- Overview of purchase agreement, nuances, structure, timing, goals
- Current trends in deal metrics, ABA Deal Points Study
- Understanding fact patterns and key terms/issues
- Negotiations Key Issues – Teams split into buyer & seller teams and had to negotiate various issues with each other

Class 6: Integration

- M&A Integration challenges
- Plan & structure Integration Management Office (IMO)
- Synergy program management
- Communication planning priorities
- Common mistakes & why deals fail

Class 7: Exit Strategies

- Reasons to seek & timing of liquidity event
- Maximizing Value in Transaction Process
- Preparing a Company for Sale
- Designing an appropriate process
- Sell-side transaction processes & strategies
- Evaluating offers

Class 1 Teaching Team:

- **Dyana Baurley, MiddleGround Capital**
- Ann Brophy, LLR Partners
- Anne Vazquez, NewSpring
- Betsy Rath, Bank of America
- Lori Lombardo, Entrepreneur Partners
- Tassie Oswald, Eureka Equity Partners

Class 2 Teaching Team:

- **Peter Schwartz, LLR Partners**
- Adam Rosenthal, Faegre Drinker
- Kristen Chang, LLR Partners
- Max Heller, Centri Business Consulting

Class 3 Teaching Team:

- **Adrian Ironside, Guardian Capital Partners**
- Damien Gresko, Guardian Capital Partners
- Judit Nagy-Eichelberger, Janney
- Neil Khettry, Citrin Cooperman

Class 4 Teaching Team:

- **Matt Gubicza, Univest**
- Alex Rohr, Merion Investment Partners
- Andrew Olsen, Boathouse Capital
- Meghan Catzin, Univest

Class 5 Teaching Team:

- **Brian Doerner, Ballard Spahr**
- Daniel Salvato, NewSpring
- Jeanne Quirk, TE Connectivity
- Pat Dolan, Delancey Street Partners LLC

Class 6 Teaching Team:

- **Kevin Foley, Caprail Advisors**
- Lee Garber, NewSpring
- Ron Charles, EY

Class 7 Teaching Team:

- **Bharat Ramprasad, Stifel**
- **Lisa Millhauser, Eureka Equity Partners**
- Alix James, Chadd House Partners
- Eric Goldberg, PureStar