



ACCG[®] Atlanta



Annual Report
2023 – 2024



Letter from the Executive Director

ACG Atlanta is proudly one of the largest ACG merged chapters and comprises almost 600 individuals in decision-making positions with personal and professional interests in corporate growth, organic growth, mergers and acquisitions, joint ventures, and other growth-related arrangements.

The Atlanta chapter of the Association for Corporate Growth works as the pre-eminent networking and educational organization for the ecosystem of dealmakers, middle market executives, and their trusted advisors.

Our purpose is to connect professionals through membership, engaging programs, and events that provide opportunities to:

- Enjoy great content to share with their teams and clients
- Connect with others focused on best practices for organic and acquisitive growth
- Enrich the community with volunteer opportunities for future leaders and students
- Access a variety of exclusive print and online resources.

Our mission is simple. We are tasked with DRIVING MIDDLE-MARKET GROWTH. Our board and staff team is focused on facilitating valuable relationships in sourcing and completing transactions, educating our members and ecosystem on current trends and best practices, and promoting awareness of our 30+ local events and many more throughout the 61 Association for Corporate Growth chapters.

We wanted to share our Annual Report focused on the events from our prior fiscal year. Please do not hesitate to contact me or any of our staff for more information on how your firm can grow its presence within ACG Atlanta.

Best,
Meg Williams
ACG Atlanta Executive Director

Annual Report: *Membership & Volunteers*

The Association for Corporate Growth is a 501(c)6 membership organization. With 61 chapters and networks around the globe, ACG's ecosystem is roughly 14,000 member professionals.

ACG Atlanta would not be the community it is without our members and committee volunteers.

2024 - By The Numbers

- **527 members (as of 8/31/2024)**
 - 168 new or recaptured lapsed members
- **Leadership**
 - 27 members of our Board of Advisors
 - 118 Member Volunteers
 - 2 representatives on the ACG Global Board of Directors
 - 3 representatives on the Global Policies & Procedures and Regional councils
 - 3 full time staff
- **15 Committees and sub-committees**
 - Standing
 - Membership
 - Programming
 - Women's Advisory Council (WAC)
 - Emerging Leaders Council
 - Signature Event
 - M&A SOUTH
 - Georgia Fast 40 Awards & Celebration
 - Taste of ACG Atlanta

Annual Report: **M&A SOUTH**

M&A SOUTH is the premier networking event in the South for participants in all facets of corporate growth and Middle Market deal-making.

The event presents the opportunity for intermediaries, corporate development officers, middle market executives, accountants, lawyers, senior lenders, other advisors and dealmakers to meet and greet with top private equity and mezzanine capital providers to fill their pipeline for the coming year.

2024 - By The Numbers

- **1250 attendees (22% increase over 2 years)**
 - 36 states, 3 international cities, 50 ACG chapters
 - 166 Private Equity, Investment Bank, and Mezzanine Exhibitors
 - 45% of attendees were Capital Providers
 - 12% of attendees were Investment Bankers
 - 4% of attendees were part of the Corporate community
- **54% of attendees were from outside of Georgia**
 - New York, Chicago, Florida, Texas, and the Carolinas were 31%
- **99% of survey responses rated this year's event as excellent or very good (9% increase from the prior year)**



Annual Report: *Putting Social*

Held in April on the Thursday of the Masters Tournament, ACG Atlanta hosts an annual putting social event. The organization leans in to the full tournament theme with Players and Patrons and all the delicacies of Augusta National.

2024 - By The Numbers

- **Inaugural Event**
 - 3 sponsors (2 returning to ACG)
- **81 attendees**
 - 54 Players
 - 27 Patrons



Annual Report: *Spring Summit*

ACG Atlanta's Spring Summit was added in 2024 as an annual keynote speaker event.

In its inaugural year, Governor Brian Kemp welcomed attendees and provided an update on Georgia's business climate. Our attendees also heard a riveting conversation from Claire (Yum) Arnold and Paula Tkac from the Federal Reserve Bank of Atlanta. This event allowed ACG to announce the 2024 Georgia Fast 40 honorees in a live setting.

2024 - By The Numbers

- **146 attendees**
 - 72 corporate attendees
 - 14 Capital Providers
 - 6 Investment Bankers
 - 54 Advisors
- **50+ Georgia Fast 40 Honorees attended**
 - All alumni, 2024 nominees and applicants were invited



Annual Report: *Georgia Fast 40 Awards & Celebration*

Each year, ACG Atlanta, the Atlanta Chapter of The Association for Corporate Growth[®] (ACG), a global professional organization focused on middle-market growth, mergers and acquisitions, and private investment honors the top 40 fastest-growing middle-market companies in Georgia.

The awards criteria are:

- Eligible companies must be for-profit and headquartered in the State of Georgia
- Most recent year-end revenues between \$15MM & \$1B
- Three years of verifiable revenue and employment counts.

2024 - By The Numbers

- **321 attendees**
 - 131 from the 40+ honoree companies
- **24 industries represented**
- **55% of honorees have won this award before**
 - 13 honorees this year have won more than 3 times
- **45% were honored for the first time this year**



Annual Report: *Taste of ACG Atlanta*

The Taste of ACG Atlanta is an annual networking event with hand-selected wines, bourbons, and beverages from around the world. This event expanded several years ago to also include Atlanta's great culinary scene for lite bites and desserts.

As a return to our members, this event is heavily discounted as a thank you for membership. It is also a great entry point for ACG sponsorship.

2024 - By The Numbers

- **321 attendees (15% increase from 2023)**
 - 50% Advisors
 - 17% Capital Providers
 - 6% Intermediary
 - 6% Corporates
 - 21% Other
- **Added additional restaurant groups and non-alcoholic options**



Annual Report: *Programs*



WAC Fall Networking Event

- September 14th, 2023
- Marsh USA
- 30 Attendees



ACG Atlanta Evening at the Park - Braves vs Phillies

- September 18th, 2023
- Truist Park
- 55 Attendees



Birmingham Relaunch Happy Hour

- October 11th, 2023
- Grand Bohemian Hotel - Billiard Room
- 42 Attendees



ACG Atlanta: Access to Talent

- October 24th, 2023
- Buckhead Club
- 26 Attendees



Emerging Leaders Fall 2023 Luncheon

- November 14th, 2023
- Slalom
- 46 Attendees



Sunrise Session presented by WAC

- November 16th, 2023
- Buckhead Club
- 20 Attendees



ACG Atlanta 2023 Holiday Party

- December 5th, 2023
- McGuire Sponsel
- 87 Attendees



ACG Atlanta Day at the Game with the Falcons

- December 10th, 2023
- Mercedes-Benz Stadium
- 20 Attendees



ACG Atlanta Night at the Game with the Hawks

- December 29th, 2023
- State Farm Arena
- 13 Attendees



M&A South 2024 Preview Event

- January 11th, 2024
- ASW Distillery Barrel Room
- 70 Attendees



2024 Georgia Fast 40 Preview Event

- February 29th, 2024
- Buckhead Club
- 71 Attendees



ACG Atlanta Below the Chop - Braves vs Mets

- April 9th, 2024
- Truist Park
- 33 Attendees



2024 M&A Market Update - Birmingham

- April 24th, 2024
- RSM Birmingham Office
- 21 Attendees



Upstate SC 2024 Launch Party

- May 8th, 2024
- Indaco
- 63 Attendees



ACG Atlanta Below the Chop - Braves vs Mets

- May 13th, 2024
- Truist Park
- 54 Attendees



2024 Southeast Region DealSchool

- June 12th - 13th, 2024
- King & Spalding
- 80 Attendees



Pop Up Happy Hour - 2024 Taste of ACG Atlanta

- July 19th, 2024
- Sweetwater Brewing Company
- 64 Attendees



Pop Up Wine Tasting - 2024 Taste of ACG Atlanta

- August 8th, 2023
- Perrine's Sandy Springs
- 35 Attendees



ACG Atlanta - M&A Update: Access to Capital

- August 14th, 2023
- Buckhead Club
- 65 Attendees