

# Quarterly Insights



**Allen Roberts | Baker Donelson**  
ACG TN Board President

## From the President: Q3 Recap and What to Look Forward to in Q4

It is hard to believe we are already in the 4th quarter of the year. Fall is my favorite season with football (Go Vols!), crisp air, and changing leaves.

While I look forward to cooler weather, my heart breaks for our friends in East Tennessee and Western North Carolina. Like Nashvillians after the 2010 flood and 2020 tornado, their strength and resolve will lead to recovery, but they need our prayers and support over the upcoming months.

We have had a busy summer season at ACG Tennessee, highlighted by our sold-out Roaring 20s event in August at the Conrad Hotel, with over 290 attendees celebrating a wonderful group of companies that have had a meaningful impact on our state and local economies. The median award winner had \$16M in annual revenue and 107 employees. My congratulations to the winners and heartfelt thanks to our members and the Roaring 20s committee led by Brian Adams of Polsinelli.

Our 4th quarter event schedule is busy, highlighted by our Bourbon Tasting event on October 17 at K&L Gates. We will have seven bourbons to taste and plenty of networking opportunities. On November 7, our Young Professionals will host a Speed Networking Event at RSM. This event sold out last year, so sign up now! Check our calendar for all events.

Lastly, planning has begun to transition my presidency to Lamar Stanley on January 1. Please contact Pamela Holz with Board nominations or to get involved with our committees. We encourage all members to participate.

Happy Fall!

Allen

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Thank you to our 2024 ACG TN Platinum Sponsors!



## Committee Updates

### Membership

Kevin Poff, MidFirst Business Credit

As of the end of Q3, our membership stands at 294! We're aiming to reach 300 by the end of the year. A heartfelt thank you to everyone who continues to introduce new members to ACG TN. You are our greatest ambassadors!



### Roaring 20

Brian Adams, Polsinelli

On behalf of the entire Roaring 20 Committee, thank you to our members for showing up to support the 2024 ACG Roaring 20 Class. We will continue to highlight our winners on our LinkedIn page every Tuesday and are already looking forward to next year's event.



### Young Professionals

Abby Turnbull, PNC

The ACG Tennessee Young Professionals enjoyed networking and learning from Sarah Beth Schulte from The Tip Jar Nash. She shared valuable insights on "Building Your Brand," drawing from her experience as a social media content creator to highlight the importance of authenticity, consistency, and engagement for successful brand-building and success. Thank you to Morgan Ivey and Holland & Knight for hosting.



Grab your tickets now for the YP Speed Networking event on 11/7, hosted by RSM.

### Women's Networking/Special Events

Tracey Silverman, PNC

At the final ACG Tennessee Women's Networking event of the year, we had a fantastic opportunity to gain invaluable insights from five remarkable female non-profit leaders. Special thanks to Leadership After Dark for their presentation. Also thank you to our Women's Networking sponsor, PNC, and to Polsinelli for hosting the event.



We look forward to seeing you at the Bourbon Tasting event on 10/17!

## Membership Benefits

- No registration fee for monthly meetings (excluding special events like the Mid-South Capital Connection, Roaring 20s, and Bourbon Tasting).
- Member-exclusive events and programming: Opportunities to collaborate with other members and gain insights from expert panels.
- Discounts on all ACG-hosted events.
- Access to the ACG Member Directory: Connect with fellow middle-market professionals.
- Subscription to Middle Market Growth<sup>®</sup> Magazine: Stay updated on news, trends, and best practices in the middle market.
- Middle Market Insights Webinars: Knowledge-sharing sessions from thought leaders.
- GrowthTV: Videos covering trends, noteworthy deals, and in-depth conversations with top professionals.
- ACG JobSource<sup>®</sup>: A job board for middle-market professionals.
- Exclusive offers from ACG's partners, including discounts on business services and tools.

These benefits are designed to help members build powerful business connections and stay informed about industry trends.

Join or Renew your membership online at [acg.org/tennessee](https://acg.org/tennessee)



### Join us for the Second Monday Member Meeting!

Every month, we host a virtual gathering to ensure that you make the most of your ACG Tennessee membership benefits. This is an excellent opportunity to connect with fellow ACG Tennessee members across the state. Don't miss out on this valuable chance to expand your professional network and acquire fresh perspectives!



*"My ACG membership paid for itself several times over within my first year. I built my business entirely by word of mouth and never paid for advertising, so I was very selective and took my time about where I wanted to make an investment. ACG was 100% the right choice. It's a highly engaged group here in Tennessee and I felt welcome from the start. Not only have I made incredible connections locally, but as a member you also receive access to a larger national network that has matured over several decades. The success rate of receiving responses from ACG members from out of state has truly exceeded my expectations. ACG holds a lot of gravitas and will continue to be a cornerstone for my business' long-term growth strategy."*

**Elisabeth Constantin**  
Owner, ABREO Executive Services



## Sponsorship Spotlight

We are immensely grateful to our annual sponsors for their unwavering support! Thanks to the diligent efforts of the Sponsorship Committee, we've welcomed new sponsors and renewed our partnerships with existing ones. With the backing of these 30 companies, we've raised over \$136,000 in sponsorships. This generous support enables us to continue the ACG TN tradition of delivering outstanding programs and events for our members.

### PLATINUM LEVEL SPONSORS



### SPECIALTY

YOUNG PROFESSIONAL SPONSOR



MILITARY VETERAN ENTREPRENEUR SPONSOR



WOMEN'S NETWORKING SPONSOR



### GOLD LEVEL SPONSORS



BANK OF AMERICA



### SILVER LEVEL SPONSORS



K&L GATES



Hyde Park Capital

### BRONZE LEVEL SPONSORS



If you are interested in becoming a sponsor or renewing your sponsorship, contact Pamela Holz (pholz@acg.org) or visit: [acg.org/tennessee/sponsorship](http://acg.org/tennessee/sponsorship)

## Featured Events this Quarter

### 10/17: 2024 Annual Bourbon Tasting



Join us for our annual ACG TN Bourbon Tasting for an evening of networking, great food, and fantastic bourbons, plus the chance to walk away with a bottle of one of the featured bourbons.

Hosted by K&L Gates at 501 Commerce in the 11th Floor Event Space, this evening promises to be a stellar opportunity to connect and grow your network!

### 11/7: Young Professionals Speed Networking



Join us for ACG TN Young Professionals' Speed Networking at RSM. Limited to 40 attendees, this event is perfect for quick, meaningful connections. Don't miss out on this fun evening of networking.

Special thanks to RSM, our ACG Tennessee Young Professionals Sponsor.

## More Upcoming Events

**10/23-24: 2024 ACG Southeast Region Women's Forum**

**10/29: ACG TN Lunch & Learn Knoxville**

**11/14: November Monthly Meeting at Bass Berry & Sims**

**1/29/2025: Post Holiday Gathering and 1st Quarter Board Meeting**

**5/21-23/2025: Mid-South Capital Connection**

Be sure to mark your calendars for  
**Mid-South Capital Connection May 21-23, 2025!**

For a full listing of all ACG Tennessee Events, visit [acg.org/tennessee/events](https://acg.org/tennessee/events)

## The Roaring 20 Awards: A Review in Pictures



### Winners Private Reception

Our winners, their guests, committee members, and event sponsors enjoyed an exclusive private reception prior to the main event. This intimate gathering provided a wonderful opportunity for networking, celebrating achievements, and sharing stories in a relaxed and elegant setting.



## Pre-Ceremony Cocktail Social

Before the awards ceremony, all attendees gathered for an elegant pre-ceremony cocktail social. This lively event featured a selection of drinks and appetizers, creating the perfect atmosphere for networking and mingling. Guests had the opportunity to connect with fellow attendees and build new relationships in a relaxed and enjoyable setting.



## Ballroom Ceremony

The awards ceremony took place in the grand ballroom of the Conrad Hotel, where attendees enjoyed a delightful dinner service before the awards were presented to the winners. The setting provided a perfect backdrop for an evening of celebration and recognition.



## Our 2024 Roaring 20 Awards Winners

