



Driving Middle-Market Growth<sup>SM</sup>

# **Investment Banking Exposition**

March 2, 2018

Sheraton Stamford Hotel

Stamford, CT

[www.acg.org/ct](http://www.acg.org/ct)



Welcome to our Investment Banking Expo!

Thank you for registering for today's event. We are very excited as many of the leading Investment Bankers in the area participating in today's IB Expo, our second annual expo on the ACG Connecticut program calendar. Hopefully you will find today's event a unique opportunity to interact with some of the leading local dealmakers within the ACG Connecticut community.

We greatly appreciate your attendance today and please let us know what else ACG Connecticut can do to support the local Private Equity and Intermediary communities!

Sincerely,

Karin Kovacic  
Chairman  
Alcentra

[karin.kovacic@alcentra.com](mailto:karin.kovacic@alcentra.com)

Mark Campbell  
President, ACG CT  
Blum Shapiro

[mcampbell@blumshapiro.com](mailto:mcampbell@blumshapiro.com)

Chris Lund  
Chair, ACG CT PE Initiatives  
Hamilton Robinson Capital Partners  
[cel@hrco.com](mailto:cel@hrco.com)

Michael Pfeffer  
Committee Member, ACG CT PE Initiatives  
Post Capital Partners  
[mpfeffer@postcp.com](mailto:mpfeffer@postcp.com)

Steve Gagnon  
Committee Member, ACG CT PE Initiatives  
Reynold & Rowella LLP  
[sgagnoncpa@gmail.com](mailto:sgagnoncpa@gmail.com)

Mark Crouch  
Committee Member, ACG CT PE Initiatives  
PricewaterhouseCoopers Corporate Finance  
[mark.g.crouch@us.pwc.com](mailto:mark.g.crouch@us.pwc.com)

#### **ABOUT ACG CT**

The Connecticut Chapter of the Association for Corporate Growth (ACG Connecticut) is one of the most vibrant ACG chapters in the country. ACG Connecticut is comprised of 200 local professionals focused on middle-market corporate growth (i.e.: mergers and acquisitions, financing opportunities, business development, joint ventures, licensing arrangements, etc.), including a diverse group of private equity funds, intermediaries, lenders, and service providers.

## **BOARD OF DIRECTORS**

Chairman	Karin Kovacic, Alcentra
President	Mark Campbell, Blum Shapiro
Membership	Katie Nyarady Clymer, The Siegfried Group LLP
Sponsorship	Scott Nevins, Bernstein Global Wealth Management
Finance	Irina Gershengoren, EisnerAmper LLP
Private Equity	Chris Lund, Hamilton Robinson Capital Partners
Programs	Bill Perrone, Wiggin & Dana
Programs	Mike Archer, RSM US LLP
Young ACG	Jason DeLaurentis, Lockton
Communications	Jason Mudd, Wells Fargo
Hartford Initiatives	Christopher Aroh, CohnReznick
Immediate Past Chairman	Ramsey Goodrich, Carter Morse & Mathias

## **COMMITTEE MEMBERS**

Samantha Albrecht, EisnerAmper Lance Beder, GrantThornton Sean Berry, Martin LLP Matt Bud, The Financial Executives Consulting Group Mark Crouch, PWC Corporate Finance LLC Kevin Donovan, FML Steve Gagnon, Reynolds & Rowella	Matthew Guanci, Robinson + Cole Rich Izzi, RSM Hans Jung, Santander Eric Kogan, Robinson + Cole Nathan Klatt, Rockport Investment Partners LLC Michael Pfeffer, Post Capital  Association & Corp Event Management Services
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## **UPCOMING EVENTS**

**April 6, 2018 Breakfast Meeting**  
***Sheraton Stamford***

**May 2-4, 2018 INTERGROWTH 2018**  
***San Diego Marriott Marquis & Marina***

**May 10, 2018 18<sup>th</sup> Anniversary Party at *Valbella Greenwich***

**May 17, 2018 ACG CT / NACD CT 10th Annual Private Equity  
Director Connection**  
***Belle Haven Club, Greenwich***

**June 1, 2018 Breakfast Meeting**  
***Sheraton Stamford***

**June 11, 2018 10th Annual ACG CT Golf & Tennis Outing**  
***Shorehaven Club, East Norwalk***

**Visit [www.acg.org/ct](http://www.acg.org/ct) to register**

**Follow us on Twitter [@acgconnecticut](https://twitter.com/acgconnecticut)**



## **BECOME A GOLF & TENNIS EVENT SPONSOR**

**Monday, June 11, 2018**

**Shorehaven Golf Club**

**East Norwalk, CT**

**Event & Reception Sponsorship** includes One (1) Golf Foursome, Listing on all Print and E-Materials as a Cocktail Sponsor, Recognition at the Awards, and your Company Logo on all Welcome Boards. Price: **\$2,500**

**Contest Sponsorship** includes One (1) Golf Pairing (two players), Listing on all E-Materials as a Contest Sponsor, Recognition at the Awards, and your Company Logo on all Welcome Boards. Price: **\$1,250**

**Prize Sponsorship** includes One (1) Golf Registration, Listing on all materials as a Prize Sponsor, Recognition at the Awards and your Company Logo on Tee sign. Price: **\$750**

**Tee Sponsorship** includes One (1) Golf Registration, Listing on all materials as a Tee Sponsor, Recognition at the Awards and your Company Logo on Tee sign. Price: **\$500**

**Putting Green Sponsor** includes One (1) Golf Registration, Listing on all materials as a Putting Green Sponsor, Recognition at the Awards, and your Company Logo on Tee sign for the practice putting green near the clubhouse. Price: **\$500 SOLD OUT**

**Tennis Sponsorship** includes one (1) Tennis Registration, Listing on all materials, Recognition at the Awards **Price: \$500**

To sign up, please contact

Jo-Ann Maude at [jmaude@acg.org](mailto:jmaude@acg.org)

or Scott Nevins at [scott.nevins@bernstein.com](mailto:scott.nevins@bernstein.com)



## Membership has it benefits.

***Did you know the monthly breakfast meetings are included in the annual membership fee?***

For more information, please visit:

[www.acg.org/ct](http://www.acg.org/ct)

And click on the Membership tab/ YOUNG ACG  
or

Contact our Membership Chair

Katie Nyarady Clymer, The Siegfried Group LLP

[knyarady@siegfriedgroup.com](mailto:knyarady@siegfriedgroup.com)

### **Why Join ACG: A local community with global reach**

Founded in 1954, ACG is a global organization with **59 chapters and over 14,500 members**. Doing business is at the heart of the ACG membership experience. Chapters in the U.S., Canada, Europe, U.K. and Asia bring dealmakers together to help them achieve their business and professional goals.

***75% of ACG members report that they have done business with fellow members.***

This return on investment has made ACG the most trusted and respected resource for middle-market dealmakers and business leaders who invest in growth and build companies. Face-to-face events, online tools, structured networking opportunities, exclusive member benefits and leading-edge market intelligence provide ACG members with powerful business-building resources.



## Membership Criteria & Benefits

ACG Connecticut's Young Professional Membership is available to new applicants aged 35 or under and who fit the membership criteria.

The Young Membership is **\$250 per year** (*regular annual membership fee is \$550*) and lasts until your 36<sup>th</sup> birthday, after which the Young Professional Membership transfers to the regular tier of membership and annual dues increase to \$550.

ACG Connecticut's Young Professional Membership provides members within this tier access to ACG's **full range of member benefits**, as well as an additional event registration discount -- beyond the regular member discount -- and access to certain members-only events.

The Connecticut Chapter of the Association for Corporate Growth has initiated Young ACG for professionals age 35 and younger involved in corporate growth, corporate development and mergers and acquisitions. This is a unique forum to network with your peers and colleagues and explore best practices and share in professional development through a variety of educational, networking and social event and program opportunities.

**YOUNG ACG CT OBJECTIVE:** to (1) build a strong membership base of professionals age 35 and under involved in middle market corporate growth, corporate development, and mergers and acquisitions, (2) provide programs, events and networking opportunities for its members while assisting and promoting the goals of the greater ACG CT chapter.

*\* Note: The Young Professional Membership tier is open to new member applicants only. If you are currently an ACG Connecticut member age 35 and under, you will remain at the \$550 annual dues rate, but you can receive the additional Young Professional Membership discount on events.*

**JOIN ONLINE TODAY!**

**Click on MEMBERSHIP INFO/YOUNG MEMBERSHIP**

[www.acg.org/ct](http://www.acg.org/ct)

## Exhibitors

Belden Hill Partners Carter Morse & Mathias Huron Transaction Advisory PricewaterhouseCoopers Corporate Finance LLC Rockport Investment Partners	Saybrook Capital Advisors, LLC Touchstone Advisors LLC TrueNorth Capital Partners LLC VR Business Sales
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### **Belden Hill Partners**

Jim Murphy

Managing Partner

707 Summer Street, Suite 430

Stamford, CT 06901

203.883.6300

[jmurphy@beldenhillpartners.com](mailto:jmurphy@beldenhillpartners.com)

**Description of Business:** Belden Hill Partners (“BHP”) is an independent, corporate finance and investment banking adviser to family held businesses across the United States and Canada. BHP provides a full range of middle market consulting and investment banking advisory services to help business owners grow the value of their businesses and achieve their goals for shareholder liquidity, while maintaining control of their companies and strengthening the bonds of their shareholder/family relationships.

**Industry Focus:** Family-owned businesses

**Investment/Transaction Size:** Clients typically have \$20M to \$200M in revenue and/or \$3M to \$20M of EBITDA.

**Types of Transactions Done:** Mergers & Acquisitions, Equity Financing (with a focus on long-term, "patient" capital), Debt Financing, Consulting

[www.beldenhillpartners.com](http://www.beldenhillpartners.com)



## **Carter Morse & Mathias**

Ramsey Goodrich  
Managing Partner  
Tide Mill Building  
99 Harbor Road  
Southport, CT 06890  
203-349-8375  
[rgoodrich@cartermorse.com](mailto:rgoodrich@cartermorse.com)

**Description of Business:** Founded in 1987, Carter Morse & Mathias is a boutique investment bank specializing in advising privately held middle market companies. CMM provides a full range of investment banking services: business sales and divestitures, equity and debt capital raises, acquisition services, and pre-transaction and strategic advisory services. Time and time again, our strategic guidance and seamless transaction execution has proven crucial for clients, many of whom we represent in their once-in-a-lifetime transaction. For nearly 30 years, CMM's combination of hands-on Managing Director involvement and extensive network of domestic and international resources has enabled us to help hundreds of business owners plan, execute, and close transactions that maximize shareholder value. CMM's Broker/Dealer affiliate, Carter Capital Corporation, is a FINRA member firm registered with the SEC and SIPC. CMM is also a charter member of AICA, an international network of M&A professionals in over 35 countries across the Americas, Europe, Asia, Latin America and the Middle East.

**Industry Focus:** Consumer, Manufacturing, Business Services

**Investment/Transaction Size:** \$25m-\$150m

**Types of Transactions Done:** M&A, Capital Raise, Sell Side Advisory, Buy-Side Advisory  
[www.cartermorse.com](http://www.cartermorse.com)

## **Huron Transaction Advisory**

Ken Fontaine  
Vice President  
1166 Avenue of the Americas, 3rd Floor  
New York, NY 10036  
312-502-5413  
[kfontaine@hurontransactionadvisory.com](mailto:kfontaine@hurontransactionadvisory.com)

**Description of Business:** Huron Transaction Advisory (HTA) (Member FINRA/SIPC) is the investment banking affiliate of Huron Consulting Group. "HTA" provides strategic services both to healthy and distressed companies, capital advisory, including M&A advisory, capital raising, balance sheet restructuring, and related services. "HTA" is distinguished by its highly experienced, senior-led team. Our senior investment banking professionals have on average 20-plus years of investment banking experience across various industries and complex situations involving multiple stakeholders with divergent interests. Our professionals combine extensive capital advisory experience with deep industry knowledge to strategically guide their clients through difficult times.

**Industry Focus:** Generalist

**Investment/Transaction Size:** \$50-500M+ Revenues

**Types of Transactions Done:** M&A advisory, capital raising, balance sheet restructuring, and related services

<https://www.huronconsultinggroup.com/expertise/business-advisory/huron-transaction-advisory>

## **PricewaterhouseCoopers Corporate Finance LLC**

Mark Crouch  
Vice President  
300 Madison  
New York, NY, 10017  
646-254-3851  
[mark.g.crouch@us.pwc.com](mailto:mark.g.crouch@us.pwc.com)

**Description of Business:** PricewaterhouseCoopers Corporate Finance LLC (“PwC Corporate Finance”) is a dedicated investment banking advisory firm that provides strategic merger and acquisition solutions and experienced execution expertise, as well as equity and debt private placement advisory services. PwC Corporate Finance offers clients access to the resources, integrated advisory services and industry expertise of the PricewaterhouseCoopers network of member firms located throughout the world. PwC Corporate Finance has a team of highly experienced professionals focused on the Financial Services/Insurance, Healthcare, Industrial Products, Retail & Consumer, Energy and Technology, Media and Telecommunication sectors. The PwC CF Global Network is ranked #1 M&A Financial Advisor in 2016, marking four consecutive years in this position. In the past 10 years, the PwC CF Global Network advised on over 4,200 deals globally, valued at more than \$410 billion, of which 40% were cross border. With over 1,700 investment banking professionals in 60 countries, the PwC CF Global Network is one of the world’s broadest, most established international network of deals-focused advisors. We are able to leverage local insights and international relationships to effectively advise clients on cross-border deals. PricewaterhouseCoopers Corporate Finance LLC is a registered broker dealer and a member of FINRA and SIPC. PwC Corporate Finance is owned by PricewaterhouseCoopers LLP, a member firm of the PricewaterhouseCoopers Network, and is not engaged in the practice of public accountancy.

**Industry Focus:** Financial Services/Insurance, Healthcare, Industrial Products, Retail & Consumer, Energy and Technology, Media and Telecommunication sectors

**Investment/Transaction Size:** Enterprise value \$75 to \$500 mln.

**Types of Transactions Done:** Buyside, Sellside, Equity & Debt Private Placements

<https://www.pwc.com/us/en/corporate-finance.html>

## Rockport Investment Partners

Nathan Klatt  
Managing Director  
10 Sunset Drive  
Weston, CT 06883  
203-768-5654

[nklatt@rockportinvestpartners.com](mailto:nklatt@rockportinvestpartners.com)

**Description of Business:** Rockport Investment Partners is a management consulting firm that seamlessly integrates valuation, merger and acquisition assistance, and business advisory services. We support corporate management, asset managers, investors, private companies and business owners with clear, meaningful, and independent financial analysis. We are strong and effective advocates for buyers and sellers of private companies. We actively build relationships with our clients, their advisors, and other trusted experts, with a goal of delivering high impact professional services.

**Industry Focus:** asset management, healthcare, craft beer and beverage, manufacturing and distribution, consumer and industrial products, energy, technology and media

**Investment/Transaction Size:** \$1-20 million

**Types of Transactions Done:** Craft beer (buy-side and sell-side); asset management; main street businesses

[www.rockportinvestpartners.com](http://www.rockportinvestpartners.com)

## Saybrook Capital Advisors, LLC

Bill Quish  
Managing Director  
5 Overlook Drive  
Old Saybrook, CT 06475  
860-391-8672

[bquish@saybrookcap.com](mailto:bquish@saybrookcap.com)

**Description of Business:** Saybrook Capital Advisors is a boutique Merger & Acquisition advisory firm focused on middle market businesses throughout the United States. We have deep experience spanning over thirty years in representing owners with the sale of their business, merger, recapitalization, capital sourcing and exit planning advisory needs.

**Industry Focus:** Generalists within the broad categories of manufacturing, distribution and business to business services. Deeper focus on aerospace, specialty chemicals, consumer goods, nutraceuticals, information technology, life sciences services and staffing industries.

**Investment/Transaction Size:** Transaction size of \$5 million to \$100 million.

**Types of Transactions Done:** Buyouts, Recapitalizations, Mergers, Acquisitions, Growth Capital

[www.saybrookcap.com](http://www.saybrookcap.com)

## Touchstone Advisors

Steven Pappas  
M&A Advisor  
308 Enfield Street  
Enfield, CT 06082  
860-669-2246

[spappas@touchstoneadvisors.com](mailto:spappas@touchstoneadvisors.com)

**Description of Business:** Touchstone Advisors is a New England M&A firm that represents owners of privately held manufacturing, distribution, technology and service businesses, generally \$3 to \$50 million in revenue. We work with owners to achieve the best sale price and terms for their company by finding the ideal financial or strategic acquirer.

**Industry Focus:** Manufacturing, distribution, technology and service businesses

**Investment/Transaction Size:** Generally \$3 to \$50 million

**Types of Transactions Done:** We have facilitated all types of transactions

<http://touchstoneadvisors.com>

## TrueNorth Capital Partners LLC

Jeffrey Gaynor  
Managing Director  
9 West Broad Street  
Stamford, CT 06902  
203-817-0277

[jgaynor@truenorthcp.com](mailto:jgaynor@truenorthcp.com)

**Description of Business:** TrueNorth is a boutique investment bank founded in 2009 by a group of senior bankers to provide a full complement of middle-market financial advisory services. The firm is dedicated to providing clear, unwavering, and accurate guidance. TrueNorth's bankers have completed hundreds of M&A, capital-raising, and restructuring transactions across a broad range of industries.

**Industry Focus:** Manufacturing, Distribution and Business Services

**Investment/Transaction Size:** Typically \$10 to \$250 million

**Types of Transactions Done:** Sell side, buy side, capital raise and restructuring

<http://truenorthcp.com/>

## **VR Business Sales - Mergers & Acquisitions**

Jeff Swiggett

President

941 Grand Avenue

New Haven, CT 06511

203-772-3773

[jeff@vrnutmeg.com](mailto:jeff@vrnutmeg.com)

**Description of Business:** VR Business Sales New Haven represents owners of businesses valued between \$500,000 and \$25 million or with annual revenues from \$1 million to \$30 million.

Operating within a wide range of industry segments, the company provides exceptional merger and acquisition advisory services to companies operating within a wide range of industry segments in Connecticut, Southern New England and Metro NY. .

**Industry Focus:** Manufacturing, Business Services, Health Care, Distribution

**Investment/Transaction Size:** \$500,000 to \$25,000,000

**Types of Transactions Done:** Strategic, individual investors, recapitalizations

[www.vrnutmeg.com](http://www.vrnutmeg.com)