

ACG San Diego

Association for Corporate Growth

“Where Deal Makers Meet”

Association for Corporate Growth (ACG)

ACG is the global community for middle-market M&A deal makers and business leaders focused on driving growth.

THE POWER OF GROWTH

- ▶ ACG's mission is to help drive middle-market growth
- ▶ Founded in 1954, ACG has 60 chapters worldwide representing more than 14,500 members. ACG serves 90,000 investors, executives, lenders and advisers to growing middle market companies
- ▶ In 2016, 60% of US Private Equity Deal Flow, \$138 Billion Invested Capital, and 564 deals executed, driving the growth and success of the community even further
- ▶ With its extensive international membership, joining ACG allows for immediate access to a local community with global reach

SAN DIEGO CHAPTER

- ▶ ACG San Diego is where executives, investors, lenders, capital providers, business owners, and professionals come together to network and learn
- ▶ ACG San Diego lays the foundation for many business deals and transactions while promoting the professional interests of its members through monthly breakfasts, happy hours and other networking events
- ▶ Currently at 120 members and continuing to grow, ACG San Diego offers opportunities to engage with thought leaders and experienced deal professionals

Membership Benefits

LOCAL CONNECTIONS

- ▶ Six local ACG San Diego breakfast meetings per year
- ▶ Discounted member prices to annual special events including: Padres Game at Petco Park, Private Capital Markets Expo, Private Equity Showcase & Wine Tasting, and Surfside Summer Social at La Jolla Beach & Tennis Club
- ▶ Monthly networking events PowerLink & PowerHour
- ▶ Executive Roundtable lunch events
- ▶ Members-only networking opportunities
- ▶ Involvement opportunities on the ACG San Diego committees and board
- ▶ Exclusive access to our Member Directory of San Diego Deal Makers

GLOBAL REACH

- ▶ Annual ACG Global membership – the premiere Middle-Market organization with more than 14,500 M&A professionals worldwide in 60 chapters, with reciprocity and discounted rates for over 1,200 ACG Global events
- ▶ Discounted member rates for annual InterGrowth & EuroGrowth conferences
- ▶ Capital Link searchable database fueled by PitchBook
- ▶ Access to ACG JobSource, connecting top talent with top opportunities
- ▶ Suite of digital and printed publications, including Mergers & Acquisitions magazine
- ▶ Middle-Market Voice: ACG's Public Policy initiative for the Middle-Market

Visit our site to join the ACG San Diego team

<https://www.acg.org/sandiego/membership-tools/join-or-renew>

Engaging Events

ACG San Diego offers something for everyone and every vertical, including special networks for private business owners, entrepreneurs, M&A specialists, private equity, Emerging Leaders, and more.

LOCAL BREAKFAST MEETINGS

- ▶ Six meetings annually covering a variety of industries and topics, all centered on middle market growth (includes networking, breakfast, and speaker panel)



SURFSIDE SUMMER SOCIAL: TOES IN THE SAND

- ▶ Annual event at La Jolla Beach and Tennis Club exclusively for ACG San Diego members. Shoes optional!

PRIVATE CAPITAL MARKETS EXPO

- ▶ Our longest-running forum on private capital for the middle market, involving an exclusive panel of financial experts discussing the availability of capital for private companies, including the current lending environment, equity capital trends and overall valuation and activity levels in private capital markets



PRIVATE EQUITY SHOWCASE & WINE TASTING

- ▶ An opportunity to mix with private equity executives and discuss how they evaluate investment opportunities for recaps, growth capital or outright acquisitions



Networking

ACG San Diego offers numerous events to meet existing and new members to our community and build key relationships that will open doors to new opportunities in your business.

POWERLINK

- ▶ Opportunity to meet other members and guests of monthly breakfast events in three-to-four person informal meetings
- ▶ Participants get together in casual settings to build relationships, share ideas, and explore opportunities to work together
- ▶ Interested? Just drop your business card in the bowl at your table at an ACG San Diego breakfast event, and we'll take care of the rest

NEW MEMBER LUNCHEONS

- ▶ Quarterly social events to welcome new members and reconnect with the current ACG San Diego community

POWERHOUR HAPPY HOURS

- ▶ Great opportunities to socialize and network with other ACG San Diego members throughout the year



Thought Leadership Publications

ACG members stay informed and up-to-date with access to exclusive publications on all things middle-market growth. Find out more about the impact of middle-market private equity on the US economy.

GROWTH ECONOMY

- ▶ GrowthEconomy is a dynamic research database that provides data on how private equity-backed companies compare to other US businesses on jobs and sales growth

MIDDLE MARKET GROWTH®

- ▶ Official ACG magazine mailed to all members as an exclusive member benefit

MERGERS & ACQUISITIONS

- ▶ Published in partnership with ACG
- ▶ Features articles and columns written by ACG members and other leading experts (\$995 value)



Growth Economy

NextGen

WHO ARE ACG SAN DIEGO'S EMERGING LEADERS?

- ▶ The NextGen network represents the next generation of business leaders and deal makers in San Diego
- ▶ The focus is on connecting young professionals in the middle-market with the resources needed for professional growth and development
- ▶ Participants enjoy connections with mid-to-late career professionals through structured networking, educational, mentorship and leadership opportunities

MEMBER BENEFITS

- ▶ FULL access to all regular ACG San Diego member benefits
- ▶ Waived first year annual membership fee
- ▶ Monthly NextGen meetings including networking events, guest speakers, professional development, and more
- ▶ Opportunity to spearhead ACG University (ACGU) in San Diego

FIND OUT MORE!

- ▶ Contact Todd Poling at tpoling@vpadvisors.com



Annual Conference

EVENT DETAILS

- ▶ May 2 – 4, 2018
- ▶ San Diego Marriott Marquis & Marina

OVERVIEW

- ▶ InterGrowth gathers 2,000 deal makers from across the globe for three days of deal flow opportunities, coupled with powerful speakers and commentary from leading M&A experts

WHY ATTEND INTERGROWTH?

- ▶ For over 45 years, top middle-market professionals make the annual trip to ACG's InterGrowth conference
- ▶ It's three days of high-powered networking and deal flow, making it a must-attend event for ACG members and beyond. If you are in the middle-market, InterGrowth is an effective part of your annual business development plan to generate new contacts and deal making opportunities
- ▶ Here's why attendees rely on the event:
 - ▶ **Over 2,000 middle-market M&A professionals in attendance**
 - ▶ **Concentrated networking – hold 20 meetings in three days instead of over several months!**
 - ▶ **Knowledge is power. Access the latest trends, best practices and analyses**



Register today!

<https://intergrowth.org/>

Leadership



John "JR" Rains
President, ACG San Diego,
Alliant Insurance Services

*"Get involved.
Make a difference."*



Judy Susser-Travis,
CMP, CMM
Executive Director,
ACG San Diego

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<https://www.acg.org/sandiego/sponsorship/sponsorship-opportunities>