



ACG[®] New York

ACG University Report Card

2018 ACGU Leaders

Co-Chair ACGU

Ian Bone
CT Corp

Co-Chair ACGU

Warren Feder
Carl Marks Advisors

Scott Estill
Lancor

Bob Fitzsimmons
High Road Capital

Mark Hallock
M2O Private Fund Advisors

David Hellier
Bertram Capital

Brett Hickey
Star Mountain Capital, LLC

Don Ritucci
Imperial Capital

Joe Zirpolo
Houlihan Lokey

Rose Ertze
Duane Morris



2018
RECAP

Forty of New York's top up and coming dealmakers were accepted into ACG University 2018 joining over 160 alumni.

The 8-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, financing, negotiating, structuring and closing 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 New York's most experienced dealmakers and included pre-reading, expert level instruction, designed to offer real world experiences, and team-based case work to bring real world dealmaking experiences.

Firms Participating Included

Adelsberg Consulting	Folkstone Partners LLC
Axial	HSBC
Bank of America/Merrill Lynch	Inertia Advisors
CFG Capital Markets	Mazars USA
Chiron Financial LLC	Murray Devine & Company
Citibank	Pepper Hamilton LLP
Citrin Cooperman	SAB Group
CM-CIC Investment	Scotia Bank
Cognizant	Sumitomo Mitsui Banking Corp
Cognizant Technology Solutions	Trident Trust
Corporate Fuel Advisors	Veralon Partners
Covino Family Offices	VSS
Crystal & Company	Webfolio Management
Duane Morris LLP	Wells Fargo
Edge Consulting LLC	West Monroe Partners

What Did They Learn?

Class 1: Private Equity Raising Capital and Managing the Business

Key elements taught in this class

- Raising Capital for a private equity fund
- Overview of Private Equity Ecosystem
- What drives successful outcomes?
- Building relationships and dealflow
- Profiling Targets
- Evaluating macro and micro economic trends
- Role of management
- Operations and Human resources
- Pre-diligence steps prior to submission to investment committee or business owners

Led By

Mark Hallock, Partner M20 Private Fund Advisors
Robert Fitzsimmons, Managing Partner, High Road Capital Partners

Class 2: Understanding Financials and the Due Diligence Process

Key elements taught in this class

- Financial Statement Analysis
- Understanding the concepts behind the balance sheet, income statement accounts relating to the cashflow statement.
- Understanding the analysis behind an acquisition or divestiture
- Quality of Earnings, adjusted EBITDA, quality of working capital (WC PEG), debt like items and tax issues
- The inter-relationship among these items when negotiating the purchase price
- Asset stock purchase agreements

Led By

Ray Newman, Duff & Phelps Don Levy, Duff & Phelps Andrew Balko, Duff & Phelps

Class 3: Leveraged Buyout Modeling and Analysis

- Principles of leveraged buyout valuation
- LBO valuation and LBO Models
- Constructing a short-form LBO Model

Led By

Joe Zirpolo, Oakwood Solutions, Adjunct Professor Fordham University

Class 4: Financing

Key elements taught in this class

- Exposure to middle marketing lending and financing
- Mechanics of acquisition lending
- Introduction to institutions providing different types of debt
- How to determine optimal lending levels
- Balancing equity returns with leverage
- Covenant requirements
- Cash flow to cover both debt interest and principal

Led By

Brett Hickey, Founder and CEO Star Mountain Capital, LLC
Rosa M. Ertze, Partner, Duane Morris

Class 5: Growth Strategies

Key elements taught in this class

- The structure of a 100-day plan to achieve growth objectives
- The strategic planning process
- Issues relating to financing, management, of personnel, customer retention and growth strategies
- Legal and operational issues
- Engaging the Board of Directors in support of the plan
- Executive management as recruiting and overseeing management

Led By

David Hellier, Partner, Bertram Capital

Class 6: The M&A Process and Management

Key elements taught in this class

- Understanding the M&A sale process
- Steps involved in the sale of a business
- Managing the M&A process
- The investment bank role in sourcing, selling, buying and raising capital
- Calculating levered returns

Led By

Don Ritucci, Imperial Capital

Class 7: Exiting the Investment

Key elements taught in this class

- Alternatives for optimal exit strategies
- Discussion on IPO's, identify strategic acquirers, and equity sponsors
- Micro and macro economic trends
- Financial performance and impact of the strategic plan on exit strategies
- Maximizing the exit value
- Path to growth as part of a funds investment

Led By

Warren Feder, Carl Marks

Class 8: Case Study Presentation

Key elements taught in this class

- Applying the concepts learned during the course
- Encouraging networking and team synergies
- Simulated dealmaking and client presentation

Led By

Scott Estill, Lancor

The class also participated in numerous networking during the course at hosted receptions and alumni participate in networking events during the year.

Who Participated?

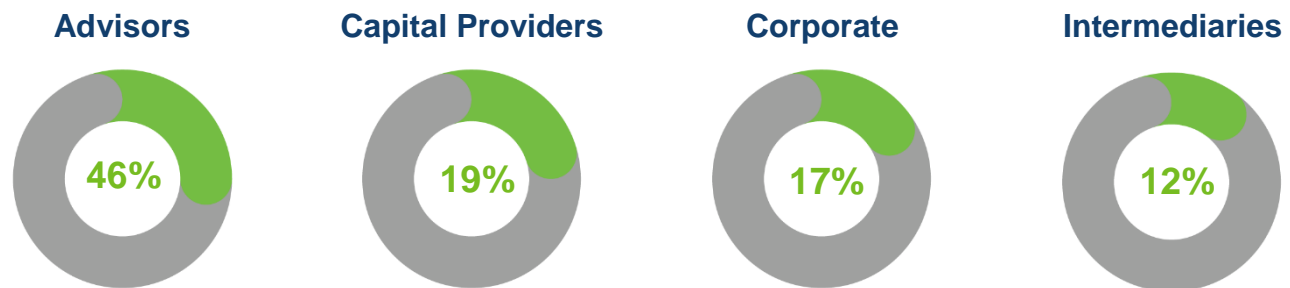
ADP
ADP Major Accounts
AGI Partners LLC
Albion Investors
Alcentra
Aldemey Advisors LLC
American Industrial Partners
American International Group
Anchin, Block & Anchin
Appointment Group
Arena Investors
Aricent
Ascend Global Investments
Auryunion LLC
Axial
Bank of America Merrill Lynch
BBVA Corporate & Investment Bank
Bryant Park Capital
CA Technologies
CBIZ
CBIZ MHM, LLC
Cerminaro Group
Chardan Capital
CIP Capital
CIT Capital
Citi Commercial Bank
Citi Private Bank
Citizens Commercial Banking
Citrin Cooperman
Cognizant Technology Solutions
Consumer Growth Partners
Credit Suisse
CT Corporation
Cyrus Innovation
Deutsche Bank
Dimensional Sports
District Manager-Major Accounts
Dixon Hughes Goodman
Dorf & Nelson LLP
Dow Jones
Duane Morris LLP
Duff & Phelps
Economic Ventures, Inc
Enterprise Value Group
ex Unilever
FENG
Forbes Private Capital Group
Fordham University-Gabelli School of Business
Fox Rothschild LLP
GE Capital
Gefinor Ventures
Gibbons Law
GMW
Gottlieb & Gordon LLP
Grant Thornton
Halmos Capital Partners
Harris Williams & Company
Heidrick & Struggles
Houlihan Lokey
Informa Investment Solutions
Interactive Brokers LLC
IX Capital Partners
John Ciurcina Attorney at Law LLC.
JP Morgan
Katten Muchin Rosenman
Lockton Companies
Lowenstein
Martin, DeCruze & Company
Midmarket Growth Partners LLC
Mohan Growth Partners
Mohen Cooper & Papagianakis
LLC Morgan Stanley
Murray Devine
Napier Park Global Capital
Navatar Group
North Castle Partners
Paychex Inc
Reed Smith LLP
Research Now
Revolution LLC
Santander Bank
SHM Corporate Navigators
Silicon Valley Bank
SJ Partners
SkillCapital
Solamere Capital LLC
Sonenshine Partners
SourceMedia
Spencer Pierce Capital LLC
Sumitomo Mitsui Banking Corporation
Tatum
U.S. Trust, Bank of America
Valuation Research
VSA Consulting
WAIN Street
Webster Business Credit
WeiserMazars
Wells Fargo
Woodbridge Capital
40 | 73 Capital, LLC
Accountemps ADP
AGI Partners
Arena Investors
Arthur J. Gallagher & Co.
Ausco Inc
Axial
Bertram Capital
Carl Marks
City Year
Cushman & Wakefield
Duff & Phelps
Focus Financial Partners
Guardian Life
High Road Capital
Higher One
Imperial Capital
Key Banc
Kimco Realty Corporation
Lazard Asset Management
Marino Partners LLP
Merrill Corporation
Mizuho Securities
Morgan Stanley
NetSuite
Performance Improvement Partners, LLC
Reed Smith LLP
Scotiabank
Stifel
Sumitomo Mitsui Banking
Team JMC
Tengram Partners
The Vanguard Group
Venetia Partners Viachem LLC
White and Williams LLP

ACGU Metrics

Past Attendance



Top Member Types



*remaining 6% fall into other categories not shown here.

About ACG New York

ACG New York, consisting of over 1000 members, is the financial gateway to access for meeting and reaching key private capital professionals associated with New York middle market transactional deal-making on a global basis.

ACG New York provides its members with opportunities to meet and establish on-going business relationships with members of the investment community including Private Equity, Hedge Funds, Debt and Equity Investors, Investment Bankers, Intermediaries, Family Offices, Transactional Advisors, Corporate Development, and Operational Value Creators. Our members and attendee executives foster trust and significant transactional deal-making in public and private companies.