

## February 2019



### New CDO Summit Focuses on Trends and Best Practices Driving Corporate M&A

As part of the 2019 Rocky Mountain Corporate Growth Conference, ACG is excited to announce the addition of a new Corporate Development Officer (CDO) Summit on Day 1 from 2-4PM.

The Corporate Development Officer (CDO) is primarily responsible for growing his or her company through M&A, with additional focus on areas including strategic alliances and product development. In this newly added component of the conference, some of the most active Colorado-based CDOs from top companies will share their perspectives on the trends, deal terms and strategies they are considering that will increase their opportunities for long term success amidst a shifting economy.

Who should attend on April 8? Not just CDOs! Corporate development executives, intermediaries, capital providers, service providers and corporate executives looking to grow their business through M&A will all benefit from the summit's two panel discussions. A CDO Summit Only Ticket is available for the conference and includes the Capital Connection Cocktail Reception. [Learn more and register today.](#)

### UPCOMING EVENTS

March 12, 2019  
[March 2019 Membership Luncheon: From Near Doom to the Inc. 5000-The Remarkable Turnaround & Growth Story of Simple Energy](#)

April 8-9, 2019  
[Rocky Mountain Corporate Growth Conference](#)

May 21, 2019  
[May Corporate Executive Breakfast](#)

June 4, 2019  
[June Membership Luncheon](#)

July 30, 2019  
[July Corporate Executive Breakfast](#)

August 27, 2019  
[August Membership Luncheon](#)

September 24, 2019  
[September Corporate Executive Breakfast](#)

September 26, 2019  
[Rising Stars in M&A](#)

October 22, 2019  
[October Membership Luncheon](#)



## March 2019 Membership Luncheon:

*From Near Doom to the Inc. 5000-The Remarkable Turnaround & Growth Story of Simple Energy*

Simple Energy makes software for electric and gas utilities that enable their customers to take advantage of new energy products and services. The Boulder-based, Certified B-Corp employs about 100 people, and is the largest seller of rebated products in the U.S. In recent years, the company has successfully doubled its revenue growth annually. Even with over \$45 million in revenue in 2018, Simple Energy expects to nearly double again in 2019.

But the journey has been far from easy. In May 2015, Simple Energy had burned through nearly all of their investor capital and had gotten within 18 days of cash out. Join CEO and founder Yoav Lurie as he explores the radical changes in values and focus that transformed Simple Energy and propelled its remarkable growth. [Learn more and register today.](#)

## Dealmaker Digest

- [Slate Partners Advises Esa On Merger With 1 Priority](#)
- [The Forbes M+A Group Advises Novelty Lights on its Sale to American Lighting](#)
- [SePRO Corporation announces a strategic partnership with Excellere Partners](#)
- [Greenline Ventures Launches 2nd Loan Fund](#)

## A Word from our Sponsors

- [Quick Tips for Navigating the Insurance Marketplace](#) (AssuredPartners Colorado)
- [Connecting Women Entrepreneurs to Affordable Loans](#) (Bank of America Merrill Lynch)
- [Head2Head: Treasury and the Big Data Revolution](#) (Bank of America Merrill Lynch)
- [Financial Statement Insight: The New Revenue Recognition Standard](#) (Singer Lewak)

## WELCOME TO NEW MEMBERS

**Jared Crain**  
Berg Hill Greenleaf  
Ruscitti LLP

**Benjamin Hadelman**  
Miller Frishman  
Group

**Karla Kimrey**  
Lincoln Churchill  
Advisors

**Taylor Merritt**  
Merritt Aluminum  
Products Company

## CONNECT WITH US!

[Facebook](#)  
[LinkedIn](#)  
[Twitter](#)  
[Instagram](#)



*If you are a member or sponsor and are interested in having your news included in the newsletter, please [email](#) us your suggestions.*

Thank you to our 2019 Annual Sponsors:



---

**ACG Denver**

Founded in 1954, the Association for Corporate Growth has 59 chapters and 14,500 members around the world. ACG serves 90,000 investors, owners, executives, lenders and advisers to growing middle-market companies. ACG's mission is to drive middle-market growth.