

January 2017

2017 Rocky Mountain Corporate Growth Conference: “Prospering in a Low-Growth Environment”

In a low-growth environment, private equity dealmakers find themselves in new territory. Though they have plenty of capital to invest, companies with strong track records are harder to find, and competition has driven up deal multiples to record-high levels.

Limited partners wonder if private equity firms can continue to deliver attractive risk-adjusted returns. Likewise, private equity firms and intermediaries wonder how to justify paying high valuations in this environment, and business executives need to grow value without the rising tide of a strong economy.

Come to the Rocky Mountain Corporate Growth Conference to learn how middle-market companies and dealmakers are coping with this challenging environment and still finding opportunities to grow and prosper. Here are quick links to conference details:

- [Schedule](#)
- [Keynote](#)
- [Speakers](#)
- [Capital Connection](#)
- [DealSource](#)
- [Corporate Growth Awards](#)
- [Mile High Tea: Women Leaders and Dealmaker](#)

A Good Year Ahead—According to Alan Beaulieu



Each January, ACG Denver invites Alan Beaulieu from ITR Economics to share his outlook for the coming year. Alan’s economic research is used by business leaders around the country “to reduce risk and drive practical and profitable business decisions,” according to ITR Economics. Alan boasts an accuracy rate between 96.6% and 99.5% after more than a decade of predictions.

According to Alan, 2017 will be a good year based on the overall strength of the U.S./Global economic recovery. This is based on factors such as strong consumerism, wage increases

and interest rate favorability, among other factors. However, he also warned of a looming depression coming in 2030 (that’s depression with a “D”).

Alan reminded us that the U.S. continues to hold 24.5% of the entire world’s GDP, despite alarm bells that may be sounding to the contrary. In addition, another myth buster provided by Alan is that

Upcoming Events

January 25, 2017

[January CES Breakfast](#)

February 7, 2017

[February Luncheon: Trends in Franchising](#)

March 7, 2017

[March Luncheon](#)

April 3-4, 2017

[Rocky Mountain Corporate Growth Conference](#)

May 17, 2017

[May CES Breakfast](#)

August 1, 2017

[August Luncheon](#)

August 16, 2017

[August CES Breakfast](#)

October 3, 2017

[October Luncheon](#)

October 18, 2017

[October CES Breakfast](#)

December 5, 2017

[December Luncheon](#)

Welcome to New Members

David Baker

Porter Capital Corporation

Damon Barry

Ballard Spahr LLP

Travis Buchanan

Guaranty Bank Co.

Winston Capel

Precision Spine Center

Lorin Chevalier

PeopleCare Health Services

Alina Chis

Loyalita

we are losing our ground in global manufacturing; in fact, because of our talent acquisition and cost competitiveness, we remain in leading positions.

To learn more about Alan's view of the coming year and beyond, you can view his presentation slides [here](#).

Dorothy Donnelly Joins ACG Full Time

ACG Denver is pleased to announce that they have hired Dorothy Donnelly as their full-time Executive Director, effective January 3, 2017.

According to Mike Hartman, Chapter President, Dorothy is clearly the right choice for ACG Denver's future, and has the unanimous support of the Board of Directors. "She has demonstrated immense energy and passion in serving ACG Denver along with the intellect, integrity and charisma required for the position. Dorothy stands apart as a leader with an extraordinary ability to connect vision, people and ideas to drive strategy and execution."

Dorothy has been involved with ACG Denver for more than a decade in various roles, including as past Chair of the Rocky Mountain Corporate Growth Conference and as Marketing Chair on its Board of Directors from 2010-2012. As owner of DenMark Communications for the past five years, Dorothy provided outsourced association management services for ACG Denver. She has helped lead and execute many of the organization's strategy shifts and key initiatives. Dorothy dissolved DenMark Communications in order to give ACG Denver her focused and dedicated attention.

In her role, Dorothy collaborates with the ACG Denver Board to design, develop and implement strategic plans for the organization. She is also responsible for the day-to-day operation of the organization, including managing committees and staff as well as developing business plans in collaboration with the Board.

Dealmaker Digest

Peakview Represents Serious Integrated, Inc. in Transaction

Peakview Partners is pleased to announce that Serious Integrated, Inc., a leader in human-machine interface (HMI) and communications platforms, has closed on a Series A equity investment. Peakview served as the exclusive advisor to Serious Integrated in this transaction.

Known for accelerating OEM design-to-market timing and a broad range of HMI and communication platforms, Serious solutions are in production at OEMs worldwide and experiencing strong demand as OEMs drive to transform their products and companies into the Digital Age. The investment will further enhance the company's existing partnerships with Micrium, Renesas Electronics, Segger, IAR, Arrow Electronics and Digi-Key.

"We are pleased to have selected Peakview Partners to assist us with this financing," says Terry West, Founder and CEO of Serious Integrated. "Their tenacity, attention to details, and professionalism throughout the entire process was remarkable," explains West.

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

Kristen Dickey
EHS Support

Matthew Doran
Wurth Timberline Fasteners

Al Fialkovich
Transworld Business
Advisors of Colorado

Alisa Frederick
Caltius Capital Management

Chris Hammond
West Elk Partners

Jake Hancock
NBH Bank - Food &
Agribusiness Banking

Dustin Jacobson
NBH Capital Finance

Bill Kurz
SRS/Acquiom

Tyson Leyendecker
Centennial Bank & Trust

Aaron Linnebach
EKS&H Capital Advisors

Keith McAslan
JC Energy

Jay Reinig
Customer Relationship
Strategies, LLC

Steve Sangalis
Progress Equity Partners

John Thai
NBH Capital Finance

Abbas Udawala
USFSC LLC

Chidozie Ugwumba
Partners Group

Andrew Wilhelmy
Summit Financial Resources

Thank you to our 2017 Annual Sponsors:



ACG Denver

ACG Denver is a premier business association in the Rocky Mountain region that offers access to expert people and essential resources that help drive middle market growth. ACG's global network of 14,000 members includes professionals from private equity firms, corporations and lenders that invest in middle-market companies, as well as from law, accounting, investment banking and other firms that provide advisory services.