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Where Private Capital Meets the World

Private Equity Dealmaking on the Beach

Moderator, Michelle Clark, Personal Lines Manager, Owens Group | Insurance

Michelle Clark, CIC, joined Owens Group in 2013 and specializes in evaluating and placing personal insurance programs designed to match the unique needs of each client. Michelle brings over 15 years of experience to Owens Group. She began her career in the industry as an insurance processor at First Trenton in 1996, and most recently was a member of the personal lines management team at Marsh McLennan Agency, Northeast Division. Michelle studied business management at Camden County College and Glassboro State University.

T.J. Haas, Director of Business Development, Eureka Growth Capital

T.J. joined Eureka in 2015 and is Director of Business Development. T.J. leads the firm's sourcing and origination activities and has over 15 years of middle market M&A experience working as an investment banker, principal investor and origination professional, completing transactions in a variety of industries.

Prior to joining Eureka, T.J. was Director-in-Charge of Transaction Advisory Services at Fesnak, LLP, a leading regional accounting firm, providing financial due diligence services to middle market buyers and sellers. Prior to Fesnak, he provided outsourced sourcing and origination services to the private equity community with Private Capital Research LLC. Prior to PCR, T.J. was Director of Acquisitions for Alliance Holdings, Inc., an employee-owned holding company investing in a diversified portfolio of operating companies, where he was responsible for sourcing and originating potential acquisition candidates, executing transactions, and was a member of the holding company investment committee. Other previous experience includes the Special Situations Group at National City Investment Banking (formerly SSG Capital Advisors) where he worked on over 40 transactions including mergers and acquisitions, Plans of Reorganization, corporate divestitures, financial restructurings, and the private placement of senior debt, subordinated debt and equity; and Berwind Financial, L.P., a regional middle market investment banking firm.

T.J. has an MBA from the University of Notre Dame's Mendoza College of Business and a BS from Cornell University's School of Hotel Administration.

Palash Pandya, Partner, Akerman LLP

Palash Pandya concentrates his practice on a wide range of transactional, securities, and general corporate matters. Palash has broad capital markets experience and regularly advises clients with public and private offerings of equity and debt securities, including initial and secondary public offerings, registered direct offerings, Rule 144A debt offerings, PIPE transactions, and Regulation D private placements.

Palash also regularly advises private equity funds, public and private companies, and entrepreneurs with a wide variety of transactions such as mergers and acquisitions, joint ventures, tender offers, venture capital investments, and recapitalizations.

Private Equity Dealmaking on the Beach

In addition, Palash has significant experience advising companies with securities law compliance, SEC reporting requirements, and corporate governance matters. He has represented clients in many industries, including restaurant, textile/apparel, banking, healthcare, pharmaceutical, and technology.

Palash also serves as the Deputy Chair of Akerman's Diversity and Inclusion Committee.

Don Ritucci, Managing Director, Imperial Capital

Don Ritucci is a Managing Director in the New York office of Imperial Capital, and leads the firm's financial sponsor's coverage effort as well as its healthcare practice. Mr. Ritucci has over 18 years of investment banking experience and has completed over 50 advisory and financing transactions, with an aggregate deal value in excess of $50 billion.

Prior to joining Imperial Capital, Mr. Ritucci was a Managing Director in the Global Healthcare Group and the Global M&A Group at UBS Investment Bank. Mr. Ritucci has extensive experience in mergers & acquisitions and financing in the healthcare industry and has managed numerous transactions involving healthcare services, including facility based providers, alternate site, behavioral and social services, and dental services.

Mr. Ritucci also served as a member of the UBS Banking Review Group and Fairness Opinion Committee. Prior to UBS, Mr. Ritucci worked in the Audit and Business Advisory Group at Price Waterhouse, and was a licensed CPA. Mr. Ritucci earned an M.B.A. from the University of Michigan Ross School of Business and a B.S. from Boston College.

Dorene Stockman, Account Servicing Supervisor, Owens Group | Insurance

Dorene Stockman, CIC, joined Owens Group in 2007 as a Senior Account Executive, bringing with her more than 15 years of experience. She started her career in Boston, where she worked at both the company and the agency level. In 2013, Dorene took on the added role of Account Servicing Supervisor, and currently oversees risk assessment and the placement of new business in the Commercial Insurance Division

Curtis C. Tatham, Managing Director, Lincoln International

Role at Lincoln International:
Curt co-heads Lincoln International’s Financial Sponsors Group. Based in Chicago, he is responsible for establishing and strengthening the firm’s relationships with financial sponsors. Prior to his leadership position within the Financial Sponsors Group, Curt led Lincoln’s Distribution practice and remains active supporting this industry vertical.

Advisory Experience:
Curt has over 20 years of experience in investment banking, corporate finance, and commercial lending. Curt has advised on mergers and acquisitions, on both the sell-side and buy-side. Clients have included

Private Equity Dealmaking on the Beach

large and mid-market U.S. and overseas public corporations, leading private equity firms, and privately held or family owned businesses. Curt's expertise, results-oriented approach and dedication to client service make him a strong leader of a client's transaction team.

Industry Experience:
Curt has experience in a broad range of industries including value-added distribution, commercial and industrial services, industrial products, transportation equipment, professional services and transportation and logistics.

Past Affiliations:
Prior to joining Lincoln International in 2004, Curt was a Vice President in the Business Services investment banking practice of William Blair & Company in Chicago. His diverse experience also includes investment banking and corporate lending positions with ABN Amro Corporate Finance and the Northern Trust Company.

Academic Credentials:
Curt holds a Master of Business Administration degree from Kellogg School of Management at Northwestern University and a Bachelor of Arts degree in Economics from Williams College, where he graduated cum laude.