

# Quarterly Insights



Allen Roberts | Baker Donelson  
2024 ACG TN Board President

## A Year in Review: Celebrating ACG Tennessee's Accomplishments and Looking Ahead to 2025

It is hard to believe that nearly twelve months have passed since I assumed the reins as ACG Tennessee Board President. We've had a very successful year with a total of 24 events throughout the entire State of Tennessee, hosting nearly 2,300 registrants. This could not have been possible without our wonderful sponsors. My heartfelt thanks to each of you. Also, this year wouldn't have been possible without our 9 committees and subcommittees and the 100 members who served on those committees. These individuals worked tirelessly for the betterment of ACG Tennessee. Additionally, I am appreciative of our 34 Board members whose service and counsel were impactful and deeply appreciated. Finally, I could not have even taken on this role without the support from our wonderful Executive Director, Pamela Holz. Candidly, she deserves most of the credit for the year – I simply did as I was instructed.

We had a very busy October and November highlighted by our annual Bourbon Tasting on October 17 hosted by K&L Gates. In between, we had Lunch and Learns in Knoxville and Memphis, a Young Professional Speed Networking Event hosted by RSM, and our November Monthly Meeting hosted by Bass, Berry & Sims. In between our meetings, Pamela and three of our ACG Tennessee members attended the Raleigh Durham ACG's Women Forum at which one of our ACG Tennessee members, Leslie Beale, was a featured speaker.

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Now our attention turns to 2025. I am handing the Presidential gavel to Lamar Stanley of Highland Rim Capital and know that he will do a phenomenal job. Additionally, I want to welcome our new Board Members for 2025: Jessica Ginsberg of LFM Capital, Craig Bechtel of First Horizon, Rob Norwood of Goldman Sachs, Justin Atchison of RSM, Abby Turnbull of PNC Bank, and Bucky High of Elliott Davis. Our membership is in good hands for 2025, and planning has already commenced for the New Year! Please consider ways that you can get involved with our Chapter. I have enjoyed not only my Board service and leadership roles but more importantly the wonderful relationships that I have developed through this service. Whether it is volunteering on a committee, attending one of our many events, or ideally becoming a sponsor, we want all of our members to be engaged and participating.

I hope each of you has a wonderful holiday season and that you can spend time with family and recharge your batteries for what I believe is going to be a very, very busy 2025! -Allen



*2024 ACG Tennessee Board President Allen Roberts officially welcomes Lamar Stanley into the position of 2025 ACG Tennessee Board President at the final board meeting of 2024.*

# 2024

## BY THE NUMBERS

Peak Membership	<b>294</b>
New Members	<b>90</b>
Committee Members	<b>100</b>
Number of Events	<b>24</b>
Total Number of Registrants	<b>2,273</b>
Highest Number of Attendees	<b>637</b> (Mid-South Capital Connection)
Guest Speakers and Panelists	<b>42</b>
Number of Host Cities	<b>4</b> (Nashville, Knoxville, Memphis, and Chattanooga)



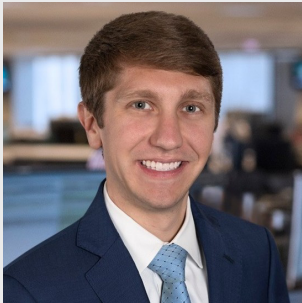
# Welcome New Board Members!



**Jessica Ginsberg**  
LFM Capital



**Craig Bechtel**  
First Horizon Bank



**Rob Norwood**  
Goldman Sachs



**Justin Atchison**  
RSM



**Abby Turnbull**  
PNC Bank



**Bucky High**  
Elliott Davis

We are thrilled to welcome these new leaders to our ACG Tennessee board and eagerly anticipate working with them to make 2025 a brilliant success. Thank you for your leadership and dedication!

— Thank you to our 2024 ACG TN Platinum Sponsors! —



## Committee Updates

A heartfelt thank you to our committee chairs for their outstanding service over the past year. Your dedication and hard work have been instrumental in our successes and are greatly appreciated. Your commitment and leadership have helped us achieve remarkable milestones and create valuable opportunities for our members.



### Membership

**Kevin Poff, MidFirst Business Credit**

It's been a fantastic year, with membership peaking at 294 – our highest number ever! We added 90 new members, which speaks to the excitement and value of being part of this premier M&A networking group.



### Mid-South Capital Connection

**Lamar Stanley, Highland Rim Capital**

I am thrilled to report that 2024's Mid-South Capital Connection was a resounding success! We exceeded expectations in sponsorship support, registration numbers, and attendee engagement and satisfaction ratings, creating a fantastic atmosphere for networking and deal-making. This success reflects the strength of our Mid-South M&A community and the collaborative spirit of everyone involved. The momentum we've built this year sets the stage for an even bigger and more impactful conference next year.



### Roaring 20

**Brian Adams, Polsinelli**

I'm grateful for the time and energy each member of the Roaring 20 Committee invested in this year's event. This year's ceremony provided an excellent atmosphere for our membership base to gather, exchange ideas, and celebrate the success of our winners. Looking forward to running it back in 2025!



### Young Professionals

**Abby Turnbull, PNC**

We had a remarkable year with four diverse events, ranging from lively social gatherings at Game Terminal to our professional Speed Networking event, which rounded out the year perfectly. We were delighted to see many new faces at our events and are committed to continuing the growth of the Young Professionals group every year.



### Women's Networking/Special Events

**Tracey Silverman, PNC**

Planning and hosting four women's events this year has been an incredible experience for me and the committee members. Plus, this year's Bourbon Tasting was better than ever! I am excited to see the continued growth in the number of women involved with ACG.

A big thank you to Hal Conditt for his work on the Sponsorship Committee and to Laurie Atkins for her contributions to the Social Media Committee this year. Your efforts have been greatly appreciated!

A graphic for the ACG Tennessee 2nd Monday Member Meeting. On the left, there is a large green '2ND' with 'MONDAY' written diagonally across it in white. Above the '2ND' is the ACG Tennessee logo. Below the '2ND' is the text 'MEMBER MEETING' in green. To the right of this graphic is a white box with a green border containing the following text:

**2ND MONDAY MEMBER MEETING!**

**WHO:** ACG TENNESSEE MEMBERS ONLY

**WHAT:** NETWORKING SESSION PLUS TIPS ABOUT YOUR ACG MEMBERSHIP

**WHEN:** EVERY 2ND MONDAY 11:30-12:30 CT

**WHERE:** ZOOM MEETING

**WHY:** GREAT WAY TO CONNECT WITH MEMBERS & GET THE MOST FROM YOUR MEMBERSHIP!

## Why join ACG Tennessee?

- No registration fee for monthly meetings (excluding special events like the Mid-South Capital Connection, Roaring 20s, and Bourbon Tasting).
- Member-exclusive events and programming: Opportunities to collaborate with other members and gain insights from expert panels.
- Discounts on all ACG-hosted events.
- Access to the ACG Member Directory: Connect with fellow middle-market professionals.
- Subscription to Middle Market Growth<sup>®</sup> Magazine: Stay updated on news, trends, and best practices in the middle market.
- Middle Market Insights Webinars: Knowledge-sharing sessions from thought leaders.
- GrowthTV: Videos covering trends, noteworthy deals, and in-depth conversations with top professionals.
- ACG JobSource<sup>®</sup>: A job board for middle-market professionals.
- Exclusive offers from ACG's partners, including discounts on business services and tools.

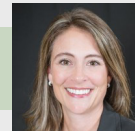
These benefits are designed to help members build powerful business connections and stay informed about industry trends.

Join or Renew your membership online at [acg.org/tennessee](https://acg.org/tennessee)

## Member Testimonial

*"As a new member of ACG Tennessee, I've been thoroughly impressed by this group. The chapter fosters an exceptionally welcoming and inclusive atmosphere, with existing members going above and beyond to help newcomers integrate. Their willingness to make proactive introductions has opened doors to valuable connections and opportunities. The variety of events does a fantastic job of catering to the needs of the members, providing ample chances to learn and grow. I strongly encourage members to take full advantage of everything membership has to offer and be proactive in reaching out to others."*

**Leslie Beale**  
Profusion Strategies, LLC





## Thank You to Our 2024 Sponsors!

We are immensely grateful to our annual sponsors for their unwavering support! Thanks to the diligent efforts of the Sponsorship Committee, we've welcomed new sponsors and renewed our partnerships with existing ones. With the backing of these 30 companies, we've raised over \$136,000 in sponsorships. This generous support enables us to continue the ACG TN tradition of delivering outstanding programs and events for our members.

### PLATINUM LEVEL SPONSORS



### SPECIALTY

YOUNG PROFESSIONAL SPONSOR



MILITARY VETERAN ENTREPRENEUR SPONSOR



WOMEN'S NETWORKING SPONSOR



### GOLD LEVEL SPONSORS



### SILVER LEVEL SPONSORS



### BRONZE LEVEL SPONSORS



If you are interested in becoming a 2025 sponsor or renewing your sponsorship, contact Pamela Holz (pholz@acg.org) or visit: [acg.org/tennessee/sponsorship](https://acg.org/tennessee/sponsorship). **Deadline for annual sponsorships is January 22, 2025!**

## Upcoming Events



Kickoff 2025 with ACG TN!

Join us on January 29th at the Twisted Wool Lounge in the historic Woolworth Theatre for reconnecting and growing your network at our annual favorite and best attended event!

Tickets:

- ACG TN Members: FREE!
- ACG Members of other Chapters: \$45
- Non-Members: \$75

## 2025 Calendar of Events

Date	Event
January 29	2025 Kickoff Party & 1st Quarter Board Meeting
February 12	Lunch & Learn Memphis
February 27	Monthly Meeting
March 6	Women's Networking
March 11	Lunch & Learn Knoxville
March 27	Monthly Meeting- Chattanooga
April 3	Young Professionals
April 6-9	DEALMAX   The Aria, Las Vegas
April 24	Bi-Annual Past Presidents Lunch
April 24	Monthly Meeting & 2nd Quarter Board Meeting
May 21-23	Mid-South Capital Connection
May 22	Women's Networking at MSCC
June 11	Lunch & Learn Knoxville
June 19	Monthly Meeting/Summer Social
July 17	Monthly Meeting- Memphis
July 31	Women's Networking
August 28	Roaring 20
September 11	Young Professionals
September 18	Monthly Meeting & 3rd Quarter Board Meeting
September 25	Chattanooga Social Hour
October 2	Bi-Annual Past Presidents Lunch
October 2	Bourbon Tasting
October 23	Women's Networking
November 12	Lunch & Learn Memphis
November 20	Monthly Meeting
December 2	4th Quarter Board Meeting

PLUS! Monthly Exclusive for ACG TN Members:  
2nd Monday Member Meeting 11:30-12:30 CST via Zoom



Looking forward to  
seeing you all in

# 2025!



## 2024 Year in Review





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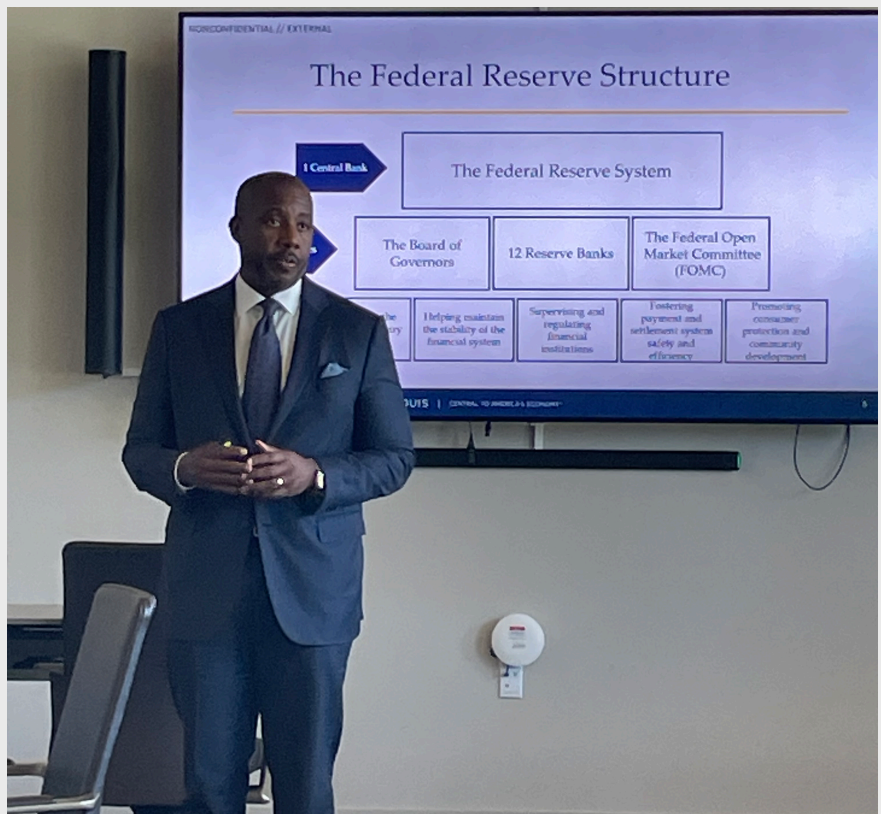


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