



Association for Corporate Growth
National Capital Chapter

Is the premier organization in the DC Metro area with those who have a personal and professional interest in corporate growth, organic growth, mergers and acquisitions, joint ventures, and licensing arrangements.

We are the preeminent networking and educational organization for deal-makers. Our purpose is to connect M&A professionals through engaging programs and events that provide opportunities to

- ▶ Enjoy great content at programs and events
- ▶ Connect with others focused on best practices, organic and acquisitive growth
- ▶ Enrich the community with opportunities for our future leaders
- ▶ Access a variety of exclusive print and online resources

A photograph of the interior of the U.S. Capitol dome, showing the ornate architecture with columns, arches, and a large central dome. The image is used as a background for a quote.

“ACG NATIONAL CAPITAL HAS BUILT A VALUABLE COMMUNITY AND IT HAS BEEN AN ASSET TO MY CAREER GROWTH.”

A LOCAL COMMUNITY WITH A GLOBAL REACH



ACG PROVIDES ACCESS TO FACE-TO-FACE MEETINGS, ONLINE TOOLS, STRUCTURED NETWORKING OPPORTUNITIES, EXCLUSIVE MEMBER BENEFITS AND LEADING-EDGE MARKET INTELLIGENCE TO HELP YOU BUILD POWERFUL BUSINESS CONNECTIONS.

ACG NATIONAL CAPITAL SIGNATURE EVENTS

- ▶ ACG Corporate Growth Awards Program and Gala
- ▶ ACG Next Conference
- ▶ Annual International Women's Day Summit
- ▶ ACG Annual Golf Outing

Signature events are bringing all of our members together to connect deal makers, celebrate deals made and grow our community. These events provide a platform for success throughout the year and for years to come. As a member, you will see the impact of these events.

Chapter programs change with trends to meet members needs to your benefit. We host monthly breakfast and evening speakers, panel presentations and networking events. ACG National Capital's programs are centered on connections and growth, catering to your needs.

ACG NATIONAL
CAPITAL MEMBERS
RECEIVE A WEALTH
OF INFORMATION
AND RESOURCES AT
BOTH THE GLOBAL
AND LOCAL LEVELS.

ATTEND OVER 36+ PROGRAMS
EACH YEAR

NETWORK WITH DEALMAKERS
AT BREAKFASTS, LUNCHEONS,
CONFERENCES AND SOCIAL
EVENTS.



VISIT OUR SITE AND JOIN ONLINE HERE:
[ACG.ORG/NATIONAL_CAPITAL/MEMBERSHIP-
TOOLS/JOIN-OR-RENEW](https://ACG.ORG/NATIONAL_CAPITAL/MEMBERSHIP-TOOLS/JOIN-OR-RENEW)

ACG IS FOR & ABOUT DEALMAKERS

A leading network for middle-market M&A professionals focused on facilitating relationships valuable in sourcing and successfully completing transactions. ACG builds these relationships through educating dealmakers on trends and best practices and promoting awareness of our vibrant dealmaking community.

ESTABLISHING CONNECTIONS & DELIVERING VALUE

Our chapter hosts over 35 high-quality events and educational programs a year. These events are known as deal-generating networking events, making our community even stronger. Join us at monthly breakfasts, seminars, Golf events, the annual ACG Next conference, NextGen programs, women's events, and our annual Corporate Growth Awards Program.

GENERATING & CLOSING DEALS

ACG National Capital facilitates relationships that will enable you to source, structure, negotiate and successfully close more deals.



OUR MISSION: DRIVING MIDDLE-MARKET GROWTH

ACG National Capital is the leading network for middle market M&A focused on facilitating relationships valuable in sourcing and successfully completing transactions; educating our members on current trends and best practices; and promoting awareness of our regional dealmaking community.



THE VALUE OF MEMBERSHIP

PLUG INTO A BUSINESS REFERRAL NETWORK THAT RESULTS IN IMPROVED DEAL FLOW, NEW CLIENT OPPORTUNITIES, AND THE OPPORTUNITY TO ESTABLISH POWERFUL RELATIONSHIPS.

JOINING ACG NATIONAL CAPITAL IS AN INVESTMENT IN YOUR CAREER, YOUR PROFESSIONAL DEVELOPMENT AND YOUR BUSINESS. AS A MEMBER, YOU' LL HAVE ACCESS TO EVENTS, PUBLICATIONS, AND INTELLIGENCE

YOU'LL MAKE CONNECTIONS THROUGH ACG NATIONAL CAPITAL THAT COULD HELP YOU TAKE YOUR BUSINESS, AND YOUR CAREER TO THE NEXT LEVEL.

NO OTHER NETWORK GIVES YOU THIS EXCLUSIVE LOCAL AND GLOBAL NETWORK OF SENIOR CORPORATE EXECUTIVES, M&A PROFESSIONALS & ADVISORS.



CONNECTIONS

- ▶ Across the DMV & Around the World
- ▶ Chapter Events
- ▶ Online Member Directory and Social Media Platform
- ▶ ACG JobSource
- ▶ Networking with Members



KNOWLEDGE

- ▶ Corporate Growth & Development
- ▶ Mergers and Acquisitions Magazine
- ▶ White Papers and Industry Insights
- ▶ Economic Update Briefings
- ▶ Online Library
- ▶ E-Newsletters



OPPORTUNITIES

- ▶ ACG Next Conference
- ▶ Corporate Growth Awards
- ▶ Chapter and Regional Events
- ▶ Exclusive Member Benefits, Discounts, Services and Pricing

ACG Next Conference | February 6, 2025

EACH YEAR, ACG NATIONAL CAPITAL TAKES THE OPPORTUNITY DIG INTO CUTTING-EDGE TECHNOLOGIES AND INVESTMENTS IN THE REGION.

Explore how advanced technologies are automating, enhancing, and shaping the solutions of tomorrow across various GovCon sectors. Keynote addresses and panel discussions from former government leaders, titans of industry, and professional investors, explore how companies and investors can develop technologies and advance solutions to address emerging threats and global adversaries ensuring that the U.S. maintain a strategic advantage. Takes place in January of February.

Contact: Andy McEnroe, Raymond James and Jenn Wappaus, RBC

ACG[®]NEXT



2025 ACG Next
February 6, 2025
12 PM - 7:30 PM EST



ACG CORPORATE GROWTH AWARDS AWARDS GALA JUNE 5, 2025 @ RITZ-CARLTON TYSONS

Recognize excellence and outstanding achievements in 2024 corporate growth with companies and deals which built corporate value through mergers and acquisitions, strategic partnerships, organic growth, and capital financing.

The Award Committee process begins in January with the Awards Gala in June.

Awards Co-Chairs: Jenn Wappaus, RBC and Steve Day, PNC Bank



[EXPLORE THE AWARDS PROGRAM AND SEE
COMPANIES WHO HAVE MADE THE LIST](#)



2024-2025 NextGen Program

From September 2024 thru August 2025

Register your **rising corporate growth leaders, aged 36 and under**, to participate in ACG's 2024 NextGen program. This annual program is designed to prepare up-and-coming talent for success in the business world, fostering connections with like-minded professionals. Last year's cohort comprised over 90 members from more than 60 organizations!

Contacts: John Meade, NextGen President, Blue Delta Capital Partners

WHY JOIN NEXTGEN?

Developing relationship with your peers and others in the ACG community

- **Relevant Programming:** Tailored events and workshops
- **Mentorship:** Guidance from top ACG leaders
- **Volunteer Activities:** Engage in community service
- **Networking Socials:** Build meaningful connections
- **Event Planning:** Participate in organizing the ACG Next Conference, Golf Outing, Women's Summit, and our Corporate Growth Awards
- **Deal School:** Option to attend Regional ACG Deal School in June 2025
- **Leadership Opportunities:** Step into leadership roles within NextGen and ACG
- **Discounted ACG Programming:** Enjoy regular ACG events at a discount



Membership Committee

- **Recommends** policy and strategic direction for membership recruitment, membership retention, and membership services for the chapter
- **Attends** committee meetings, new member breakfasts, and chapter events
- **Reaches out** to non-member event attendees to discuss membership
- **Promote events** to personal and professional networks
- Act as an **ACG Ambassador** to include maintaining a working knowledge of ACG events and membership benefits
- Committee and Taskforce Make-up: General Members
- Board Members, NextGen Board Members
- Maintain active membership in good standing
- One-year term plus the option to renew





Programs Committee

- Recommends policy and strategic direction for programming for the chapter.
- Attends committee meetings and chapter events
- Works with ACG Staff to plan and coordinate speakers for content events.
- Along with the Staff of ACG, develop an annual calendar of Chapter Events
- Promote events to personal and professional networks
- Maintain active membership in good standing
- Act as an ACG Ambassador to include maintaining a working knowledge of ACG events and membership benefits
- Make-up: Board Members, NextGen Board Members, General Members
- One-year term plus the option to renew

Corporate Growth Awards Committee

- **Recommends and sources** nominations for the Awards Program
- **Reaches out** to companies deal teams and executives to discuss the Awards and assist in submitting a nomination
- **Promote Awards** to personal and professional networks
- **Act as an ACG Ambassador** to include maintaining a working knowledge of ACG Awards and the organization
- **Attends** committee meetings, nominee reception and Awards Gala
- **Committee Make-up**
Awards Sponsors
- **Maintain** active membership in good standing
- **One-year term** the option to renew



Sponsorship Committee

- **Recommends** policy and strategic direction for sponsorships and parentships for the chapter
- **Attends** committee meetings and chapter events
- **Reaches out** to sponsors to discuss involvement
- Identify new potential sponsors and sponsorship opportunities.
- **Promote events** to personal and professional networks
- Act as an **ACG Ambassador** to include maintaining a working knowledge of ACG
- Maintain active membership in good standing
- One-year term plus the option to renew



Annual | Event Sponsorships

2025 Annual Sponsors

Thank You to Our Annual Sponsors

Platinum



Gold



Bronze



Who are we? We are a M&A deal-making community with a mission of driving middle-market growth. Our regional middle market professionals who invest, own, and advise growing companies. Learn more about opportunities to be part of the discussion.

How to get involved and become a sponsor?

Annual Sponsorships

Platinum | Gold | Bronze

Event Sponsorships

Corporate Growth Awards Program Q1/Q2 June Gala

ACG Next Conference - February

Annual Women's Forum - March

Annual Golf Outing - October

Seminars, VIP Events, Networking Socials

Corporate Roundtables and VIP Events

Other Sponsorships

NextGen Annual & Events Sponsor

OUR CURRENT CHAPTER LEADERS

Aaron Binstock
Cooley LLP

• *VP - Programs*

Jeff Cohen
Greenberg Traurig LLP

• *Director*

Chrissy Cox
Booz Allen Hamilton

• *Director*

Chad Dally
OceanFirst Bank

• *Golf Chair*

Ryan Duffy
Lockton Companies

• *VP - Sponsorship*

Jessica Green
Pinnacle

• *Director*

Morgan Higgins
Blue Delta Capital
Partners

• *President*

Amira Hossain
SAIC

• *Director*

Nicole Islinger
Pillsbury Law

• *Director*

Tamara Jack
LMI

• *Director*

Kayla Kania
Aprio

• *President-Elect*

Jack Kerrigan
Razor's Edge

• *Director*

Michael Lopes
JP Morgan PW

• *VP - Regional Taskforce*

Andy McEnroe
Guggenheim Securities

• *Past President*

Robert Millerr
SilverEdge

• *Director*

Aaron Myers
Nextfed

• *Director*

Jason Rigoli
Enlightenment Capital

• *Director*

Tim Ross
Withum

• *Membership Co-Chair*

Vic Seested,
UBS

• *Director*

Ed Stucky
Republic Capital Access

• *Director - NextGen*

Jenn Wappaus,
RBC Wealth
Management

• *Awards Chair & Programs Co-Chair*

Mandy Wheat
RSM

• *Director*

Eric Wolking
Bluestone Investment

• *Director*

Tim O'Neil
Grant Thornton LLP
• *Treasurer*

Dean Rutley
Womble Bond Dickinson
• *General Counsel*

John Meade
Blue Delta Capital
Partners
• *NextGen Observer*



Driving Middle-Market Growth®

Connect with an ACG National Capital Staff Member

Nicole Brophy, Executive Director

nbrophy@acg.org o:703-584-0246 c: 412-874-9500

DRIVING MIDDLE-MARKET GROWTH



TAX

There are approximately 200,000 middle market companies—those with revenues between \$10 million and \$1 billion. Middle-market companies have distinct disadvantages relative to larger or even smaller companies yet are vital contributors to America's tax base and are essential to more job growth.

America's current corporate tax rate is the second-highest in the world, a significant competitive disadvantage.

ACG advocates for simpler and fairer tax environment for middle-market businesses and capital providers to attract and incentivize investment and stimulate job creation. ACG supports comprehensive tax reform that preserve interest deductibility on corporate debt and maintain capital gains treatment of carried interest.



PRIVATE CAPITAL

ACG members invest in and operate growing middle-market businesses. Many of these investments are provided by private equity funds. According to Pitchbook, 85 percent of all private equity transactions in 2015 involved companies with less than \$500 million in revenue. The investors in these private equity funds are primarily public pension funds, college endowments and other limited partners.

Regulatory challenges continue to impact the ability of growing midsize private equity firms to focus on deploying capital, growing middle-market businesses and creating jobs.

ACG supports modifying compliance, regulatory and legislative burdens for middle-market private capital providers while maintaining important investor protections that includes engagement of federal agencies and Congressional committees with oversight of ACG members and capital formation.



JOB CREATION

ACG members, their firms, and portfolio investments come in all shapes and sizes. The middle market provides 48 million jobs in America—about 40 percent of the American workforce.

The middle market* is the principal engine of the U.S. economy. According to the National Center for the Middle Market at The Ohio State University, this segment accounts for one-third of private sector GDP and produces more new jobs than large or small businesses. With tens of millions of employees, the vitality of the middle market is critical to the health of American families, communities, and the overall economy.

ACG advocates for policies, legislation and regulations that enable middle-market companies to create and preserve jobs in a changing global economy.