



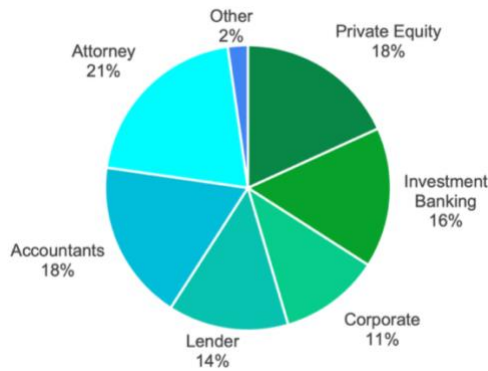
ACG University 2026 Report Card

Forty-four of our region's up and coming dealmakers were accepted into ACG University 2026 from a pool of 62 applicants.

The 7-week executive education initiative immersed these young deal professionals into the life cycle of a transaction using panel, presentation and case study method for teaching the key elements of sourcing, valuing, diligencing, financing, negotiating, structuring, closing and exit strategies on a deal. Our goal is to create well rounded deal professionals who are conversant in all aspects of an M&A or minority transaction and to "seed" their deal network to benefit you and them.

Each class was taught by a team of our region's most experienced dealmakers and included pre-reading, expert level instruction, practitioner panel discussions designed to offer real world experiences and team-based case work to allow for varied viewpoints to be understood.

Who Was the Class of 2026? 62 applied | 44 accepted



Who Participated?

AMETEK
Argosy Private Equity
Armanino Advisory LLC
Ballard Spahr LLP
BDO USA, P.C.
Berwind
Blank Rome LLP
Candy Nation LLC
Capstone Partners
CBIZ
CFG
CIFC Asset Management
Continuum Companies
Corporate Advisory Solutions
Delancey Street Partners

Entrepreneur Partners
Faegre Drinker
Fairmount Partners
Falcon Capital Partners
Fox Rothschild LLP
Goodwin Proctor LLP
Graham Partners
Griffin Financial Group
Insight Enterprises
J.P. Morgan
JM Search
Lineage Merchant Partners
Matterhorn Capital Partners
Milestone Partners

Morgan Lewis & Bockius LLP
Mufson Howe Hunter
NewSpring Capital
Portage Point Partners
PwC
Royer Cooper Cohen Braunfeld LLC
RSM
Saul Ewing LLP
Troutman Pepper Locke LLP
Univest Bank and Trust Co.
Virent Capital
Wells Fargo
WSFS Bank

The Value...

97% rated sessions "Excellent" or "Very Good"

96% said the information was "Informative" or "Very Informative"

ACGU graduates joined 573 alumni as part of the Young Dealmakers Network

Adrian Ironside
Guardian Capital Partners
(Co-Chair ACGU)

Lisa Millhauser
Eureka Equity Partners
(Co-Chair ACGU)

Dyana Baurley
MiddleGround Capital

Brian Doerner
Ballard Spahr

Kevin Foley
Caprail Advisors

Matthew Gubicza
Univest

Joe Kadlec
Troutman Pepper

Remy Nshimiyimana
Faegre Drinker

Bharat Ramprasad
Stifel

Daniel Salvato
NewSpring Capital

KEY ELEMENTS TAUGHT & CLASS PANELISTS

Class 1: DealSourcing

- Understanding acquirer's investment strategy and criteria
- How exit strategy plays into sourcing
- Strategies for sourcing opportunities
- Evaluating/diligencing the deal
- The investment process/proposal/investment committee

Class 1 Teaching Team:

- **Lee Garber, NewSpring Capital**
- Chris Fugaro, Guardian Capital Partners
- Tassie Oswald, Eureka Equity Partners
- Samantha Testa, Delancey Street Partners

Class 2: Due Diligence

- Relationship & interdependence of diligence work streams
- Quantifying risks/deficiencies; developing mitigation strategies
- Due Diligence methodologies: Financial & Accounting; Operations; IT; Human Capital; Market; Legal; Insurance; Real Estate/Environment

Class 2 Teaching Team:

- **Daniel Salvato, NewSpring Capital**
- Mary Halfpenny, NewSpring Capital
- Kevin Roman, Portage Point Partners
- Adam Rosenthal, Faegre Drinker

Class 3: Valuation

- Discounted cash flow
- Publicly traded comparable company analysis
- Comparable transaction analysis
- Leverage buyout analysis
- The investment process/proposal/investment committee

Class 3 Teaching Team:

- **Adrian Ironside, Guardian Capital Partners**
- Damien Gresko, Guardian Capital Partners
- Neil Khetry, Citrin Cooperman
- Judit Nagy-Eichelberger, Haefele Flanigan

Class 4: LBO Financing

- Understanding the use of leverage & structuring Transactions
- Pricing & matching debt capital to the deal
- Financing alternatives
- Historical metrics of leverage
- Calculating levered returns

Class 4 Teaching Team:

- **Matt Gubicza, Univest**
- Meghan Catzin, Univest
- Ryan Noon, Argosy Healthcare
- Andrew Olsen, Boathouse Capital

Class 5: Purchase Agreement Negotiations

- Letter of intent considerations
- Overview of purchase agreement, nuances, structure, timing, goals
- Current trends in deal metrics, ABA Deal Points Study
- Understanding fact patterns and key terms/issues
- Negotiations Key Issues – Teams split into buyer & seller teams and had to negotiate various issues with each other

Class 5 Teaching Team:

- **Brian Doerner, Ballard Spahr**
- Adam Bowie, Mereo Capital Partners
- Patrick Dolan, Delancey Street Partners
- Erin Lizotte, Berwind

Class 6: Integration

- M&A Integration challenges
- Plan & structure Integration Management Office (IMO)
- Synergy program management
- Communication planning priorities
- Common mistakes & why deals fail

Class 6 Teaching Team:

- **Kevin Foley, Caprail Advisors**
- Ron Charles, EY
- Lee Garber, NewSpring Capital

Class 7: Exit Strategies

- Reasons to seek & timing of liquidity event
- Maximizing Value in Transaction Process
- Preparing a Company for Sale
- Designing an appropriate process
- Sell-side transaction processes & strategies
- Evaluating offers

Class 7 Teaching Team:

- **Lisa Millhauser, Eureka Equity Partners**
- **Bharat Ramprasad, Stifel**
- Seth Goldblum, CBIZ
- Alix James, Chadd House Partners