

Apply for “FastPitch”

**A Competition Providing Growth Opportunities for Middle Market Companies
At the 2019 ACG FLORIDA CAPITAL CONNECTION
(November 18-20, 2019 at the Boca Raton Resort & Club)**

Sponsored by:  **Cherry Bekaert^{LLP}**
CPAs & Advisors

The Value Proposition:

Are you an entrepreneur or owner of a middle-market company looking for the resources to grow your business? Do you need a business partner with the capital, knowledge, expertise and relationships to help you grow? Are you looking for an exit strategy or a joint venture partner? Then the 2019 Florida ACG Capital Connection may be your answer.

By applying to participate in our "FastPitch" competition you will receive the opportunity to meet and develop relationships with private equity/venture capital/mezzanine funds and other funding sources from around the country, as well as experienced accountants, attorneys and other transaction professionals.

Presenting companies will also be provided with online and other resources, including the opportunity to schedule meeting with prospective investors and other financial sources, as well as deal professionals, at the Conference.

Applicants will compete for a cash prize of \$5,000. The competition winner will also receive valuable in-kind prizes contributed by our sponsors including time from attorneys, accountants, insurance consultants, investment bankers and other professionals. The winner may receive awards having an aggregate value of \$25,000 or more.

Competition Criteria:

If you meet one or more of the following criteria for applicants, you may find your capital connection at our Conference:

1. Strong market position and sustainable competitive advantage
2. Multiple avenues of growth; diversified product lines
3. Stable, recurring net positive cash flows
4. Capital expenditure requirements keyed to growth
5. Favorable industry trends for your business and product or service
6. Strong management team
7. Multiple options to create value for participating investors
8. Innovative or disruptive strategies in your business sector
9. History of earning above market returns for investors
10. Potential for robust job creation
11. Projected 2019/2020 revenues of approximately \$10,000,000

The FastPitch selection committee will consider companies that are poised for profitability or profitable companies focused on growth. All presenting companies must have a corporate presence in Florida, or establish a corporate presence within 90 days after selection.



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Cost to apply:

Your application must be accompanied by a non-refundable application fee of \$150 that can be applied to the discounted cost for corporate attendees of the Conference, including the CEO Panel and Reception on Wednesday, November 20th.

Upon acceptance of your application, we will request a company logo and a headshot of the presenter for the Conference marketing materials. Your submission of an application will constitute your consent to use of your provided materials and information for purposes of marketing of the Conference. You will also be required to agree to comply with applicable securities and other laws in connection with your presentation. Materials marked “confidential” will not be viewed outside of the FastPitch committee and the Conference’s staff, each member of which will be instructed to hold such information confidential.

Other Information:

The FastPitch selection committee is comprised of representatives from private equity firms, investment bankers, accountants, attorneys and other deal professionals. The committee will select from the applications submitted, five applicants to present at the Conference. At the Conference, the finalists will have an opportunity to make their “pitch” in a five to ten minute presentation. The FastPitch event will also include a panel presentation from our deal professionals offering valuable information for businesses seeking to grow and advance to the next level.

All applicants are invited to ***attend the FastPitch competition on Tuesday, November 19th at 2 pm.*** As mentioned above, the application fee can be applied to the discounted cost to corporate attendees of attendance at the full Conference.



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APPLICATION QUESTIONS

Applications must be submitted by or before 5pm on Friday, October 4th online at <https://www.surveymonkey.com/r/2019ACGFloridaFastpitch> and must include the following information:

1. Company Name, Address (City, State, Zip)
2. Company Website URL
3. Presenter (First Name, Last Name, Title, Email, Phone)
4. Business Summary (# of Employees, Year Founded, Products/Services, Competitors)
5. Industry (e.g., manufacturing, service, healthcare, technology, transportation, media, hospitality)
6. Previous Capital Received (if any)
7. Capital Currently Seeking
8. Describe Your Business Model
9. What is your competitive advantage?
10. Monthly Burn Rate: (i.e., negative cash flow, if applicable)
11. List and describe the qualifications of your Current Management Team
12. List your Current Investors
13. List your Current Professional Advisors (attorneys, accountants, consultants)
14. Financials (provide a balance sheet, statement of revenue/gross profits/EBITDA - 2017, 2018, and 2019 partial year ok); financial forecasts with assumptions will also be accepted but are not required
15. Relevant Intellectual Property including registrations under federal and state law

Please submit your application, application fee and any other relevant documents to acgflorida@acg.org or fax to (813) 830-7460. If your business has a pitch deck and/or video (of one minute or less) please also include with your application. Application fees can be paid by check or credit card. Checks should be sent to our conference administrator, Sherry Smith, at P.O. Box 1121, Tampa, Florida 33601. You can provide your credit card information to our conference administrator by phone at (813) 205-0776.

Questions about FastPitch can be directed to Cris Nieto, committee chairman, at cnieto@cbh.com, or one of the committee members, Greg Bader at gbader@gunster.com or Daniel Schwartz at daniel.schwartz@akerman.com. You can also contact Sherry Smith, Conference Administrator, at acgflorida@acg.org or Rob Brighton, Conference Chairman, at rbrighton@beckerlawyers.com.