

Dear Executive,

Your company has been identified as a possible nominee for the 2020 Deal Maker Awards. Now in its 21st year, the Deal Maker Awards are the industry standard in the Tri-State region for recognizing excellence in mergers, acquisitions and corporate finance transactions. ACG honors and acknowledges the deals and deal makers as well as the accountants, bankers, lawyers, private equity firms and other stakeholders who initiate, structure and negotiate deals for growing organizations.

About the Program

The Deal Maker program recognizes outstanding organizations and individuals with proven track records of leadership, innovation and success through the art of the deal. Each of the winners has, in some way, challenged conventional thinking in order to drive growth in their organization and the business community. The program focuses primarily on transactions and growth within the last 18 to 24 months. Prior nominees and honorees include the most prominent and successful companies in the region. Honorees are announced at a grand event, with over 500 senior business leaders attending. The Deal Maker Awards Program is one the most prominent business events in the city.

What's in it for me?

Past honorees have noted the following benefits:

- Heightened profile within the local, regional and national private equity industry
- Personal recognition for leadership excellence for C-Suite executives
- Acknowledgement within the business community for achievement in driving growth
- Team-building and employee retention by celebrating the achievements of the group
- Increased profile with business media and coverage in Business Courier Supplement
- Enhanced recruiting appeal in a tight market for top finance talent
- Marketing exposure to highlight corporate strategic vision and value proposition for customer retention and new sales opportunities

Lifetime Achievement Award

The Lifetime Achievement Award is the chapter's highest recognition, reserved only for those exceptional leaders who have driven significant corporate growth, organizational achievement and community impact by visionary, tenacious, and inspired deal making through acquisitions, joint ventures, strategic alliances, and financing transactions.

Judging Process:

The selection process is highly competitive with fewer than 10 awards given annually in three categories from an initial field of over 40 possible candidates. Like any major award, it may take more than one year/nomination in order to demonstrate the ultimate promise of a deal. An independent panel of judges, selected from former Deal Maker Honorees, hear presentations from the companies and nominators before facing the challenging task of identifying this year's honorees. The strictest standards of confidentiality are upheld and nominations are shared only with the panel of judges.

Past Nominees & Honorees

Size of the company or the dollar amount of the deal are not limiting factors. Deals are evaluated on the complexity, challenges and benefits as well as any unique attributes. The impact on the company's market share, growth trajectory and industry impact are also considered. Past nominees/honorees include:

Lifetime Achievement

Glen Mayfield
Ted Robinson
Dr. Candace Kendle
Jim Wainscott
Bob Castellini
Jeff Wyler
James Anderson
AG Lafley
John Barrett
George Schaefer, Jr. John
Pepper, Jr.
Richard Farmer
Mel Fisher
Frank "Bo" Wood
Michael Burke

All other categories:

AdvancePierre Foods
Ahalogy
AK Steel
Amantea Nonwovens
American Trailer Ampac
Anderson LeNeave & Co.
ArkMalibu Group
Armour Metal Group
Ascendum Solutions
Ashland
Assure Rx
Bel can
Blue Chip Ventures
BlueStar
Brandery
Brixey Capital
Bon Secours - Mercy Health
Care Point Partners
Castellini Group
CE Power
CECO Environmental
Chemed
Christ Hospital
Christian Moerlein Brewing
Cincinnati Bell
Cincinnati Childrens
Cincinnati Subzero
Cincy Tech
Cintas
Cintrifuse

Claritas
Clark Schaefer Hackett
CM Paula
Cold Jet
Conexio Technology
Consolidated Health
Construction Software
Technologies
Contech
Convergys
Cors & Bassett
CTI Clinical
Definity Partners
Devicor- Mammotome
Dr. John's Products
Dinsmore & Shohl
Doc Halo
DotLoop
DNA Diagnostics
DuBois Chemical
Duke Energy
dunnhumbyUSA
Enerfab
Engyro
Enova Partners
Erik Kahn - Revitalize Capital
Everything but the House
EW Scripps
F&W Publications
Federated
Fifth Third Bank
First Financial Bank
First Group
First Watch
Formica Group
Frank Chaiken
Frisch's
Frost Brown Todd
Full Service Networking
Fund Evaluation Group
Galaxy Associates
Gardner Publications
GE Transportation
General Cable
General Data
Hauser Private Equity
Health Carousel
HCDC
Hillenbrand

Hillman Group
Hill-Rom
Hilltop Basic Resources
Hoge-Warren-Zimmerman
HomeCare by Blackstone.
Home City Ice
iNET Interactive
Infintech
Intelligrated
Intelliseek
Joe Rippe - RKCA
Katz Teller
KDM POP Solutions
Keith Carlson
Kendle
KMK Law
KOI
Kroger Company
LCA Vision
LISNR
Luxottica
Lykins
MadTree
MCM
Meridian Bioscience
Michelman
Midland
Milacron
Miller Valentine
Motz Group
Multi-Color
Munninghoff Lange
Neace Lukens
Nehemiah Manufacturing
Northcreek Mezzanine
O'Gara Group
Omnicare
Paycor
Phillips Edison
Plus Group
Pomeroy
Powernet Global
ProMach
Procter & Gamble
ProFill Holdings
ProSource
Prudential Capital

Pure Romance
Qlab
Queen City Angels
Ray Attiyah/Definity Partners
Redox Brands
RDI
Regent Communications
RelaDyne
Resolve Staffing
River Cities Capital
River Cities Furniture
RKCA
RoundTower
Rumpke
Seapine Software
Sheakley Group
Silverstone Capital
Sims-Lohman
St. Gregory Development
Standard Textile
Stand Energy
Stant USA Corp
Storopak
Strength Capital Partners
Sunny Delight Beverages
Taft Law Firm
Talmatrix
Terry Moore
Tim Schigel - Cintrifuse
Tier1 Performance
Tire Discounters
Totes
TQL
Tracey Puthoff - Taft
Triathlon Medical Ventures
Tri Health
TripleFinn
TVOne
Unifund
Union Springs
Universal Trailer
XBSS
Vora Ventures
Washing Systems Inc.
World Pay
Western Southern Financial
WinSupply

Nomination Categories & Considerations

Thanks for your interest in submitting a nomination for the 21st Annual Deal Maker Awards. The program recognizes outstanding organizations and individuals with proven track records of leadership, innovation and success through the art of the deal. Each of the winners has, in some way, challenged conventional thinking in order to drive growth in their organization and the business community. The program focuses primarily on transactions and growth within the last 18 to 24 months.

The selection process is competitive with fewer than 10 awards given annually in two categories. The strongest nominations are prepared collaboratively with key advisors and senior management working in concert to complete the application.

Corporate

Nominees can be privately-held (including private equity vehicles and family offices) or public companies who have successfully pursued corporate growth or transformation through merger, acquisition, joint venture and/or divestiture transactions within the past two years. Nominations are grouped by revenue categories appropriate for the cohort of nominations submitted that year. Professional service firms that have grown or transformed substantially via strategic acquisitions may also qualify as corporate honorees.

Examples of honorees in this category have included very large companies such as: Cintas, EW Scripps, Federated, Procter & Gamble and World Pay. Middle-Market companies include: AK Steel, Michelman, Hillman Group. Start-ups or spin-offs are represented by: MadTree, SunnyDelight and Devicor. Examples of professional service firms honored for growth by strategic acquisition include Dinsmore & Shohl and Taft.

Entrepreneur

Nominees can be an individual or a group of individuals who have created dynamic, disruptive, or innovative emerging enterprises through venture or private equity funding, mergers, acquisitions, joint ventures, financings and/or successful exits within the last 18 to 24 months. Applications from social entrepreneurs are accepted.

Nominees in this category are typically equity owners of the company. The nominee(s) should be the driving force in the deal making activity whose values are imprinted on the culture of the organization. Social entrepreneurs can also be considered in this category.

Examples of individual honorees in this category have included: Greg Hardman (Christian Moerlein, Dana Soper (CarePoint Partners, and Rick Maxwell (Full Service Networking

Examples of social entrepreneurs: Dan Meyer & Richard Palmer (Nehemiah Manufacturing

Examples of entrepreneurial organizations honored in this category include: Everything but the House, Powernet Global, Cold Jet, Intelliseek.

Important Considerations for All Nominees:

- Does the nominee have a strong and stable financial position and is its growth sustainable?
- Does the nominee have an excellent reputation within the business community?
- Is the nominee's headquarters or a substantial portion of its operation and business-making authority located in the Tri-State region?
- Deal size (relative to the pre- and post-acquisition size of the purchase, and deal quality will be evaluated. The level of organic growth as well as industry or community impact may also be considered.
- Did the recent M&A transactions create substantial financial, operating, and/or market synergies? Were the deals significantly positive and did they materially increase shareholder/stakeholder value?
- For social entrepreneurs and ventures: Did the deal or transaction exemplify an innovative approach? Can outcomes be measured through client impact or other transformational metrics?

Prerequisites:

- Nominators (or a delegate) and a representative of the company nominated who is knowledgeable about the deal activity covered in the nomination should be available on Wednesday, April 7th from 8:00 am to 10:00 am to make a brief presentation to, and answer questions from, the panel of judges. An approximate presentation time will be scheduled with you during this window. Please confirm availability before nominating.
- The Awards Program is on Wednesday, May 19th from 4:00pm to 7:00pm. Please confirm availability before nominating. The event is being planned as a livestream this year. We'll provide additional details in the future.

Of Note:

- Nominations are accepted from members and non-members. Self-nominations are encouraged.
- Previous Deal Maker Award recipients are ineligible for nomination for minimum of three years since the prior recognition.
- Deal Maker Award corporate recipients are primarily operating or holding companies; therefore, there is not a significant focus on real estate transactions and real estate developers.
- Social Entrepreneurs or Social Ventures should focus on the merits of the or transaction, with a focus on measurable and transformational impact. Transactions for the purpose of fundraising, lobbying, endowments, cash reserves, deficit reductions, or capital expenditures are not appropriate for this program. The benefits derived from an NPO transaction should be available to the community as a whole and not strictly sectarian in focus or limited to impact a single group, school, school district, college or university, or municipality. Nominations from institutions that discriminate on the basis of race, creed, age, gender or sexual orientation will not be accepted.