

**Featured Member Spotlight  
February 2021**



[Matthew Gubicza](#)

**Senior Vice President**

Univest Bank and Trust Co.

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**Tell us about your role / firm.** I lead the Middle Market commercial lending team for Univest Bank in Center City Philadelphia. We are a \$6+ Billion institution with a focus on providing financial solutions for individuals, businesses, municipalities, and nonprofit organizations primarily in the Mid-Atlantic region. Our team provides financing to companies and/or sponsors within a 3-hour radius of Philadelphia.

**What are you looking for?** Our focus is on providing senior financing to the lower end of the Middle Market (typically \$1MM - \$10MM EBITDA). We are industry-agnostic, and are comfortable with providing either cash flow leveraged or ABL-light structures. In any transaction, our underwriting focus will be a combination of the people, the capital structure, and the continuity of the cash flows of the underlying business.

**What are your challenges?** We are somewhat of an old-school bank. Our lenders need to have a well-rounded skill set to find new opportunities, underwrite them, and then manage the accounts on a daily basis. Most other institutions have moved to a more specialized model, and so we have faced a challenge in finding new talent that has been cross-trained, and then also meshes with our team's culture.



[Meghan Jodz](#)

**Partner, M&A Tax Services**

**Grant Thornton LLP**

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**Tell us about your role / firm.** I am a Partner in our M&A Tax practice focused on middle-market M&A deals for private equity and strategic buyers and sellers. We advise on M&A transactions globally in over 100 countries with a broad skillset including financial, tax, operational due diligence, structuring and value creation services. While my technical expertise is in US tax, I bring to transactions the full complement of our expertise across the firm to enhance deal value.

**What are you looking for?** We work really well in the \$50M to \$1B middle-market deal space and are looking to build long-term alliance relationships with dealmakers in the PE, strategic and SPAC space.

**What's on your mind?** M&A is a relationship business. I'm constantly looking for ideas on how to filter out the noise and really focus on key dealmakers and deals. Email has become too cumbersome and distracting. I am really enjoying some of the new virtual technologies, but what is the business technology of the future that can help us focus on building relationships?



[Judit Nagy-Eichelberger](#)

**Senior Vice President, Investment Banking**

**Baker Tilly Capital**

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**Tell us about your role / firm.** I am a Senior Vice President at Baker Tilly Capital (BTC), the wholly owned affiliate of Baker Tilly US, the 10th largest accounting firm in the U.S. At BTC, we provide M&A, project finance and tax credits and incentives advisory. My focus is primarily on providing M&A advisory, private capital raising and other financial services to business owners/shareholders of privately held companies in the middle market.

**What are you looking for?** I assist business owners in formulating and executing a strategy at a critical inflection point in their lives. The strategy could range from securing growth equity to selling the business. The majority of the companies I work with generate EBITDA between \$3 million and \$15 million.

**What's on your mind?** If you are contemplating a transaction now or in the next couple of years, I am happy to have a conversation about market conditions, the value of your business and the process. Please don't hesitate to reach out to me.



[Satya Ponnuru](#)

**Partner**

**NewSpring Capital**

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**Tell us about your role / firm:** I am a Partner at NewSpring dedicated to the Firm's newest strategy, NewSpring Franchise, which is focused on making investments in innovative franchises and multi-unit concepts in large and growing markets. As one of the five dedicated private equity strategies within NewSpring, we can leverage the scaled, institutional infrastructure of NewSpring and its 20+ year track record to support a range of businesses in the lower-middle market.

**What are you looking for?** We look to partner with proven, experienced management teams with scalable business models in the multi-unit space. We are targeting brands under \$6M of EBITDA at investment in large, growing, and fragmented sub-segments where the NewSpring Franchise team can leverage its 40+ years of operating and investment experience in active Board representation to create value and help accelerate growth.

**What's on your mind?** NewSpring Franchise is on track to close 1-3 deals in the next 90 days. We're deep in diligence and I'm focused on how we can drive value for these companies at the Board level. We are also looking forward to continuing conversations with founders, management teams, and intermediaries to carry this exciting momentum forward.



[Heather Trombley](#)  
**President and Chief Operating Officer**  
**DentalEZ**  
[htrombley@dentalez.com](mailto:htrombley@dentalez.com)

**Tell us about your role / firm:** I am the President and COO of a privately held dental equipment manufacturing company headquartered in Malvern PA, with facilities across the U.S., which is part of a small portfolio of manufacturing-based companies largely in the Philadelphia region.

**What are you looking for?** Our goal is to expand our footprint in dental by offering products that make it simpler or more efficient to practice dentistry. One of our strategic imperatives is to introduce smart devices to dental so not only are we looking for any adjacencies in dental manufacturing, but we are also keeping our eye out for IoT plays. In addition, we are always on the lookout for distressed manufacturing assets in general to add to our overall portfolio.

**What are your challenges?** Global supply chain challenges are really hurting us as well as significant price increases in certain commodities, especially as a small player in a relatively small industry trying to fight for limited raw materials/components. I am interested in growing my relationships in ACG and would love to hear and discuss what others are doing around pandemic related disruptions or pivoting and share best practices.