

Featured Member Spotlight March 2021

ACG Philadelphia's Featured Member Spotlight is designed to help foster new, meaningful connections by generating greater understanding of our members, their roles, and their needs. On a monthly basis we will recognize dealmakers across functions and career stages. Meet them at our upcoming Breakfast Briefing, reach out via email or find them on LinkedIn.



[Ryan J.Q. Clark](#)

Co-Founder, CEO

PeopleShare, LLC

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Tell us about your role / firm. Founder and CEO of PeopleShare – we are a Philadelphia based staffing company with offices in PA, NJ, DE, MD, VA, and IL. We were founded in 2005 and have grown to be one of the largest privately held staffing services on the East Coast and are now owned by private equity company Trivest out of Miami.

What are you looking for? We are in growth mode – organic and inorganic. We are opening 4 new offices organically in 2021 and are looking to acquire a minimum of 1 company. Ideal acquisition size is \$20 – 50MM in revenue that is a commercial staffing service. Our position is that we can acquire companies and with our unique recruiting and sales differentiators, raise their profitability to our gross margins. We have been successful with 3 acquisitions to date and have plans to acquire 12 more staffing services as part of our 5-year growth plan.

What are your challenges? Acquisitions, hiring salespeople, creating a differentiator in our business.



[Lori Lombardo](#)

Principal

Entrepreneur Partners, LP

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Tell us about your role / firm. I am a Principal at Entrepreneur Partners, a private investment firm that provides capital and strategic support to established businesses with up to \$15M in EBITDA. I spend my time originating and assessing investment opportunities, facilitating transactions, and supporting our portfolio. In addition to making direct investments through EPX, I also provide Corporate Development/M&A advisory services to a local \$450M distributor.

What are you looking for? We're looking to put our capital to work through investment in businesses within (i) Printing & Packaging, (ii) Commercial HVAC, and (iii) B2B & B2C Products and Services. I am

always interested in meeting executives, bankers, and M&A professionals to collaborate and share what I'm seeing in the market.

What's on your mind? I've been giving a lot of thought to the challenges of recruiting and retaining talent in skilled trades, and solutions to overcome those challenges. More generally, I'm always thinking about ways to be helpful by making introductions and connections within the business community.



[Daniel McDonough](#)

Partner

Troutman Pepper

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Tell us about your role. My personal focus is on serving private equity investors as well as strategic acquirers in acquisitions, investments and complex commercial arrangements. A significant portion of my work falls in the food, manufacturing and software industries. The July 2020 merger of Pepper Hamilton and Troutman Sanders has provided broader geographic reach, a deeper bench of expertise and unique service and technology offerings for our clients.

What are you looking for? Our private equity and M&A practices serve the middle market and are best able to service clients when we develop long term relationships, allowing us to understand each client's goals, objectives and the particular manner in which they like to work with their advisors. We take pride in having a deep understanding of the competitive markets in which our clients operate. We have expertise across industries and geographies and regularly leverage significant relationships in the deal community for the benefit of our clients.

What's on your mind? We have helped clients rise to the many challenges that 2020 presented. We are interested to hear how PE funds and strategic acquirers view 2021 and how the sustained impact of the pandemic has (or hasn't) changed their decision-making, their plan to put money to work and monetize investments which remained "on the shelf" in 2020.



[Vijay Sampath](#)

Director, Investment Banking

Duff & Phelps Securities, LLC

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Tell us about your role / firm: I am a Director with Duff & Phelps Securities (a Kroll business) with over 15 years of experience in M&A and corporate finance advisory. Duff & Phelps assists clients with making confident decisions in the areas of M&A / private capital markets advisory, valuations, transaction opinions and accounting advisory, real estate, tax and transfer pricing, disputes, and other corporate transactions. We are an independent advisory firm with nearly 5,000 professionals in 30 countries and territories around the world.

What are you looking for? Given I sit in the firm's Consumer M&A practice, my focus is primarily on providing M&A advisory, private capital raising and restructuring services to closely-held, financial sponsor-backed, and large corporate clients. The Consumer sub-sectors I focus on include multi-unit concepts (retail, restaurants, fitness, etc.), products, apparel, food / beverage / nutrition, pet products, personal care and direct-to-consumer / e-Commerce.

Our typical clients range from \$3-7M of EBITDA for growth-stage businesses to \$30M of EBITDA for mature companies.

What's on your mind? The Consumer sector has seen bifurcated results due to COVID-19 accelerating existing behavioral shifts. Multi-unit categories (particularly retail, full-service dining and fitness centers) were significantly impaired due to occupancy restriction, yet food and beverage, health and wellness, e-commerce among others saw significant outperformance. Market perspectives on post-pandemic "normalized" levels of sales and profitability will remain a critical focus area through the remainder of 2021.



[Diane Shaak](#)

Senior Vice President

PNC Business Credit

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Tell us about your role / firm: I am a Senior Business Development Officer for PNC Business Credit, responsible for private equity group coverage and direct calling for middle market companies in the Philadelphia area. PNC Business Credit is a leading provider of senior secured financing in the U.S., Canada and the UK with more than \$55 billion in commitments under management*, over 1,000 clients and more than 750 private equity relationships.

What are you working on? My current focus is on providing flexible and innovative senior financing structures to middle market companies and financial sponsors, with a typical deal size of over \$10 million. I also focus on Technology Finance opportunities, given PNC Business Credit's ability to lend based on recurring revenue. I welcome the opportunity to discuss these solutions with management teams, intermediaries and private equity groups.

What are your challenges? While PNC Business Credit has been viewed primarily as an asset-based lender in the Philadelphia market, I hope to communicate that the business has grown into so much more. Specifically, the establishment of Steel City Capital Funding (leveraged cash flow loans/first out structures) and our dedicated Technology Finance group (recurring revenue deals) has enabled the business to bring expanded financing capabilities to market.