

**Featured Member Spotlight
June 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. Reach out via email or find them on LinkedIn.



[Paul Barrett, Managing Partner](#)
[Argosy Healthcare Partners](#)
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Tell us about your role / firm. I am a Managing Partner of Argosy Healthcare Partners ("AHP") - the newest strategy on the Argosy Capital platform. Argosy Capital was founded in 1990, has \$1.7B in AUM, and is comprised of five strategies all focused on the lower middle market (PE, Real Estate, Credit, Secondaries and Healthcare).

What are you looking for? "AHP" is committed to partnering with great founder-owned healthcare services companies with \$1 - \$3MM of EBITDA anywhere in the US that are interested in a majority control transaction. Our platform is built for founder-owned companies to support their culture, reinvest in their business and accelerate growth.

What's on your mind? I am most interested in Philly-area networking and specifically the local healthcare business community – welcome all introductions to groups and associations connecting healthcare participants in the following sectors: pharmaceuticals / life sciences, staffing, home health / hospice and revenue cycle management.



[Deborah Hong, Partner](#)
[Stradley Ronon Stevens & Young, LLP](#)
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Tell us about your role / firm. I am a partner at Stradley Ronon Stevens & Young, LLP, and a member of the firm's corporate and securities group, where I've been practicing for almost 25 years, focusing on corporate transactions, including mergers and acquisitions, venture capital, joint ventures and corporate reorganizations. With offices in seven strategic locations, the firm's team of more than 200 attorneys provides a breadth and depth of experience that can support a wide range of client business needs.

What are you looking for? The deal process, while exciting, can be complex and challenging. Our practice aims to work efficiently, seamlessly, and with the clients' business goals driving deal architecture. As a lawyer who strives to deliver exceptional, value-added representation, I am looking for clients who aim to execute transactions with an experienced advisor who is focused on client objectives and pragmatic solutions.

What's on your mind? With the new administration's agenda and priorities starting to take shape following the President's first 100 days in office, I am anticipating potential policy and regulatory changes, and focusing on how these developments may or will impact my clients and/or the industries in which they participate.



[Joel Julio](#), Corporate Development M&A
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Tell us about your role / firm. I am a part of Gopuff's new Corporate Development team to help grow the enterprise through M&A and corporate venture efforts. Gopuff is the go-to solution for immediate, everyday needs operating in over 650 US cities through more than 400 total sites, including micro-fulfillment centers and recently acquired BevMo! stores. The company fulfills customer orders of cleaning and home products, over-the-counter medications, baby and pet products, food and drinks, and in some markets, alcohol - in just minutes.

What are you working on? Corporate Development's work revolves around speed and efficiency. We look for areas where our organic growth can be supplemented by M&A, such as our acquisition of BevMo! in California or, more recently, Fancy in the U.K. At the same time, and as our enterprise grows and complexity is added, we search internally for areas of improvement where M&A can unlock further value.

What are your business challenges? Gopuff has grown immensely over the past eight years, and we're kicking into yet a higher gear as we make our entrance into the international market, prepare to add new verticals and more. I'm focused on staying ahead of the curve, continually challenging myself to innovate, and making strategic moves to further increase efficiencies across the business -- all to benefit the customer.



[Alan J. Kaplan](#), Founder & CEO
Kaplan Partners
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Tell us about your role / firm: Kaplan Partners is a retained executive search and board advisory firm founded in 1994, headquartered locally yet with clients in 21 states. We provide Boards, Investors & CEOs with advice on the dynamics of CEO and Board succession, and assistance with the identification, assessment and selection of new CEOs, Directors and senior executives. Our Board Advisory Services assist clients with Director Succession, Performance, Diversity and Recruitment. Kaplan Partners also

conducts Management Assessments of leadership teams to enhance succession planning and professional development efforts.

What are you working on? The executive talent market is extremely active right now, and nearly all of our work is CEO, C-Suite and Board Member related. Corporate Governance is under the microscope, and the need to update boards in terms of skills, diverse perspectives and sophistication has never been higher. We're actively involved in several board advisory projects now, with another on deck for later this summer. We've also done over 80 President/CEO succession projects, and have deep expertise helping clients navigate the dynamics of CEO Succession.

What are your business challenges? Talent is the most significant differentiator between average and great performing companies, yet many organizations do not recognize this. Too many firms will not invest to attract superior talent that can move the needle, or don't realize that their team puts them at a disadvantage. The business environment has been altered permanently by Covid, and the need for innovative, agile strategic leaders in the C-Suite and Boardroom has never been higher. Our role is to deepen understanding of these challenges and offer solutions.



[Jim McCormick](#), Managing Director – Investment Banking
[Boenning & Scattergood, Inc.](#)
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Tell us about your role / firm: I am a Managing Director at Boenning & Scattergood, Inc. Founded in 1914, Boenning is a full service, independent investment banking and securities firm headquartered outside of Philadelphia, Pennsylvania, with offices throughout the Mid-Atlantic and parts of the Midwest. In my role as a Managing Director, I advise both private and public middle market businesses and executives in a wide variety of industries on various types of M&A and capital formation transactions, including sell-side and buy-side M&A, private placements, and public offerings.

What are you working on? In the first part of 2021, we saw a pick-up in both pitch opportunities and sell-side engagements across multiple industries, and we are not expecting a slowdown in deal volume in the second half of 2021. The market continues to be seller friendly, with strong demand from both private equity and strategic buyers. Our current active sell-side engagements include companies operating in the consumer products, water & infrastructure, and industrial & business services sectors.

What's on your mind? Now that the COVID situation appears to be improving in the U.S., we are interested to see how much of the virtual interactions that were a necessity during the height of the pandemic remain a part of a deal process. In pre-COVID sell-side processes, most potential buyers did not interact with management until after submitting an IOI and receiving an invitation for a site visit. However, while in-person management meetings have returned, we have found, in some situations, preliminary virtual meetings between buyers and management before an IOI submission can be beneficial to the process.