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Table of Contents

Welcome from the Chairs 2

Schedule at a Glance 4

ACG Florida Chapters 6

Attendee Experience 8

Conference Schedule – Tuesday 10

Conference Schedule – Wednesday . . . 12–21

Meet Our Exhibitors 16–17

Meet Our Sponsors 18–19

Conference Schedule – Thursday 22–23

Platinum Sponsor Profiles 24

Gold Sponsor Profiles. 24–25

Silver Sponsor Profiles 26–27

Bronze Sponsor Profiles. 28–30

Welcome from the Chairs

On behalf of ACG North Florida, the host chapter of the 2022 Florida ACG Capital Connection, we welcome you to Amelia Island and the beautiful Ritz Carlton for our 17th Annual Conference.

We are excited to host over 625 attendees and 32 sponsoring companies for what we are confident will be both a fun and beneficial experience for you. Our schedule offers you flexibility to network at many different events – Emerging Professionals Roundtable, Early Arrivals Reception, Bourbon & Cigars, Yoga, 5K run, Poker Tournament, and of course our Capital Connection/Wine Tasting on Wednesday, 11/2 at 5:00 pm.

In addition to hearing Jim VandeHei, a North Florida Capital Connection favorite, as our keynote speaker, we are also happy to present two (2) local speakers as they share their growth stories – Linda Sherrer, Founder and Chairman of Berkshire Hathaway HomeServices Florida Network Realty and Andy Kaufmann, Owner and CEO of Zawyer Sports. Don't miss their amazing stories!

A special thank you to our 2022 Committee Members for their help and support in continuing to make the Florida ACG Capital Connection the Southeast's premier event for deal flow and networking.

Chair



Gwen Griggs

Managing Director
Advos Legal
904-955-9050
gwen@advoslegal.com

Gwen, Co-Founder of ADVOS legal, has represented business owners, entrepreneurs, management teams and private equity firms through all stages of growth and transition, as well as holding various C-Suite level positions in Law, Administration, and Strategy. Her clients value her experience and insight helping them build strong legal foundations, handling complex transactions, and positioning for exits that exceed their expectations. Gwen has been recognized for her service to the community and economic development initiatives. In all of her work, Gwen is passionate about the power of entrepreneurship to build stronger communities. Gwen is a graduate of the University of North Florida and the University of Florida's Levin College of Law, with honors, is a Martindale Hubbell AV Preeminent® peer-rated attorney for more than 20 years, and has been recognized by Florida Trend's Legal Elite on several occasions including 2022. She serves on the board of the GrowFL, an organization supporting privately-held growth firms in Florida, on the state level and is the regional chapter president for North Florida. She is very involved in ACG and is honored to serve as co-chair of ACG Florida Capital Connection 2022.

Co-Chairs



Michael Brennan

Director of Business Development
Shoreline Equity Partners
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brennan@shorelineequitypartners.com



Matt Laffey

Principal
High Street Capital
904-277-8023
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The logo for Shoreline Equity Partners features a stylized blue wave icon to the left of the word "SHORELINE" in a large, serif font. Below "SHORELINE" is the phrase "EQUITY PARTNERS" in a smaller, all-caps, sans-serif font. The background of the top half of the page is a photograph of a wooden boardwalk leading down a grassy dune to a sandy beach and the ocean under a blue sky with clouds.

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SCHEDULE AT A GLANCE

Tues. Nov. 1	3:00 PM	Emerging Professionals Roundtable & Networking
	5:00 PM	Early Arrivals Reception
	7:00 PM	Bourbon & Cigars
<hr/>		
Wed. Nov. 2	7:00 AM	Yoga
	8:00 AM	Shotgun Golf Tournament
	8:00 AM	Continental Breakfast
	8:30 AM	Tennis Tournament
	9:00 AM	Exhibit Hall/Sponsor & Attendee Lounge Open
	11:30 AM	Lunch & Featured Speaker - "Mistakes Made & Lessons Learned", Linda Sherrer, Founder and Chairman, Berkshire Hathaway HomeServices Florida Network Realty
	12:30 PM	Grab & Go Lunch
	2:00 PM	Breakout Session - Maximizing the ROI of Digital Transformation
	4:00 PM	Featured Speaker - "Living the Sports Dream", Andy Kaufmann, CEO Jacksonville Icemen, Community First Igloo, Savannah Ghost Pirates
	5:00 PM	Wine Tasting/Capital Connection
	9:30 PM	Late Night Desserts & ACG Florida Poker
<hr/>		
Thurs. Nov. 3	7:00 AM	5K Run
	8:00 AM	Breakfast Buffet
	8:00 AM	Exhibit Hall/Sponsor & Attendee Lounge Open
	9:30 AM	Breakout Session - "Why is Your People Strategy Imperative for Post Acquisition?"
	12:00 PM	Lunch & Keynote Speaker, Jim VandeHei, Co-Founder and CEO of Axios
	3:00 PM	Closing Reception



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ACG Florida is a partnership of four Florida Chapters – North Florida, Orlando, South Florida and Tampa Bay. The Florida ACG Capital Connection® is held each year in November and moves around the state.



ACG® Orlando

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Sherry Smith, Chapter Executive
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Attendee Experience

Free Wifi

Throughout the conference
meeting space

Login: Ritz_Conf

Password: HWHLAW22



Registration

sponsored by:



Registration Desk

Kings Bay

The Florida ACG Capital Connection registration desk will be open on Tuesday, November 1st through Thursday, November 3rd. Stop by to pick up your nametag, conference bag and on-site conference guide.

Hours of Operation

Tuesday, November 1, 11:00 AM to 7:00 PM

Wednesday, November 2, 7:30 AM to 7:00 PM

Thursday, November 3, 7:30 AM to 3:00 PM

Nametags sponsored by Westshore Capital Partners

Conference bags sponsored by Strategy Partners Group

On-site conference guide sponsored by Generational Equity



Our Focus:

- \$4-20mm of EBITDA
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Tuesday, November 1st

1:30 – 5:00 PM C-Suite Event (invitation only)

Salt

This invitation-only event is reserved for select C-suites across the state whose companies meet a criterion of “seeking/interested in acquisitions, growth financing or understanding exit strategies”. Roundtable discussions and personal introductions to attendees will be offered to our C-Suite executives.

Co-sponsored by:



3:00 – 5:00 PM Emerging Professionals Roundtable & Networking

Santa Maria

“A Roadmap for Young Professionals – Experienced Professionals Share Advice on the Road to Success”

Get to know other Emerging Professionals (35 and under) who are attending the Florida ACG Capital Connection, prior to the Early Arrivals Reception at 5:00 pm.

Young professionals will want to attend this Roundtable of seasoned professionals who will provide a brain to pick, an ear to listen and a push in the right direction, including advice on navigating the system and other ways to advance their careers.

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5:00 – 7:00 PM Early Arrival's Reception

Ocean Front Lawn

Make your first connections while enjoying cocktails and appetizers at our Early Arrival's Reception on the beautiful ocean lawn at the Ritz Carlton, Amelia Island.

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7:00 – 8:30 PM Bourbon & Cigars

Courtyard Lawn

Enjoy a great cigar with a taste of bourbon? Join us for our first-ever Bourbon & Cigar Tasting. Learn about some of your favorite bourbons and maybe some new ones while enjoying a hand-rolled cigar.

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• Greenwich • Jacksonville • New York • Tampa

Conference Schedule

Wednesday, November 2nd

7:00 – 8:00 AM Yoga

Ocean Front Lawn

Yoga and meditation reduces stress, increases focus, and revitalizes the senses. Start out your day right by joining us on the beach and be ready for golf, tennis or your day full of networking.

8:00 AM Scramble Golf Tournament (optional event)

The Golf Club of Amelia Island

Continental breakfast, check-in, and range balls from 7:00 to 7:50 am.

Shotgun start at 8:00 am

Boxed lunch provided

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VENABLE LLP

8:00 – 9:00 AM Continental Breakfast

Ritz Carlton Ballroom Foyer

Grab a cup of coffee, juice and a quick bite from our continental breakfast buffet before your day begins.

8:30 AM Tennis Tournament, Doubles (optional event)

Ritz Carlton Tennis Courts

9:00 AM Exhibit Hall opens for PEGs/IBs

Let the deal-making begin! The exhibit hall will host our PEG and IB exhibitors to begin their pre-scheduled or impromptu meetings with other exhibitors and attendees.

9:00 AM Sponsor Lounge

Ritz Carlton Ballroom Foyer

It takes great partners to close and execute a deal! Our sponsor lounge is a great place to meet our sponsor companies who have expert advisors familiar with all facets of middle-market deals. Create new connections!

9:00 AM Attendee Lounge

Plaza Ballroom

While our app, ACG Access, provides opportunities for pre-arranged meetings, our attendee lounge is available for those open networking and impromptu one-on-one meetings.

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- Management Buyouts
- Management Buy-ins
- Industry Consolidations

TRANSACTION CRITERIA

- Companies that are #1, #2, or #3 in their market or industry
- Revenues between \$8 million and \$100 million
- EBITDA between \$1.5 million and \$7 million
- Owners and management with a vision for future growth
- Stable demand for products or services

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Westshore Capital Partners

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Conference Schedule

Wednesday, November 2nd (continued)

11:30 AM Lunch and Featured Speaker “Mistakes Made & Lessons Learned” through an Amazing Success Story

Talbot

Sponsored by:



Linda H. Sherrer

Founder and Chairman

Berkshire Hathaway HomeServices Florida Network Realty

As the founding broker of Berkshire Hathaway HomeServices, Linda has guided the company since its inception in 1988 to the most dynamic and respected real estate firm in Northeast Florida.

Not only will you get some insights into lessons learned from Linda's success story (entrepreneurship, capital raising, navigating the great recession, and more) but she will also share her thoughts on the economy and the real estate market.

Read more at www.acg.org/florida

A dark blue rectangular graphic with white and orange text. At the top is the word "PARO" in white, with a small cluster of white dots above the letter 'A'. Below this, the text "Turn capacity" is in white, followed by "challenges" in orange, then "into growth" in white, and "opportunities." in white. To the left of "challenges" is an orange arrow pointing down and to the right. To the right of "opportunities." is an orange arrow pointing up and to the right. At the bottom, the text "paro.ai" is in white. A faint, abstract pattern of white dots is visible in the bottom right corner.

12:30 – 1:30 PM Grab & Go Lunch

Ritz Carlton Ballroom Foyer

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Not golfing or able to attend our lunch and Featured Speaker Series? Take a break from your meetings/networking and grab a quick bite.

2:00 – 3:00 PM Breakout – “Maximizing the ROI of Digital Transformation”

Santa Maria

Sponsored by:



Christopher Hodges

Author of *Noble Automation Now*

Digital transformation is here and revolutionizing business, are you ready? Gain the edge by turning your digital transformation into a business advantage.

32 Deals Completed TTM ended 10/6/22

<p>October 2022</p> <p>Scentsicles Atlanta, Georgia</p> <p>has been acquired by National Tree Company Cincinnati, New Jersey</p> <p>an affiliate company of Sun Capital Partners, Inc. Boca Raton, Florida</p> <p>SUN CAPITAL</p>	<p>September 2022</p> <p>Virtual Technologies Group Macon, Ohio</p> <p>was acquired by Acimed Growth Partners New York, New York</p> <p>JACMEL ACQUISITION PARTNERS</p>	<p>September 2022</p> <p>RedWeek, Inc. Indianapolis, Washington</p> <p>has been acquired by arrivia, Inc. Scottsdale, Arizona</p> <p>an affiliate company of 21 Investments plc. London, England</p> <p>arrivia</p>	<p>August 2022</p> <p>Innovative Dekamiller Systems, LLC Greenville, South Carolina</p> <p>has been acquired by INNOVATIVE DEKAMILLER Greenville, South Carolina</p> <p>has been acquired by Drexel International Inc. Cincinnati, Ohio</p> <p>Drexel International</p>	<p>August 2022</p> <p>Avalon Services Solutions Provider</p> <p>has been acquired by Seismic Leading Buyer</p>	<p>August 2022</p> <p>HTSE, Inc. Portland, Oregon</p> <p>has been acquired by GrayMatter Washington, Pennsylvania</p> <p>GRAYMATTER a subsidiary company of Hamilton Robinson & Capital Partners Baltimore, Maryland</p>
<p>August 2022</p> <p>GTC Control Solutions Newport, New York</p> <p>has been acquired by AP4 Group Lakeland, Florida</p> <p>ap4</p>	<p>July 2022</p> <p>GRNE Solar Tucson, Arizona</p> <p>was acquired by NetScout Lincoln, Nebraska</p> <p>netnet</p>	<p>June 2022</p> <p>Wiens Family Cellars Troy, California</p> <p>was acquired by Produce Wine Holdings Los Angeles, California</p>	<p>June 2022</p> <p>Intimo Industry Tomball, California</p> <p>was acquired by Westbridge Capital Ltd. San Francisco, Canada</p> <p>WESTBRIDGE CAPITAL LTD.</p>	<p>June 2022</p> <p>ACOR Orthopaedic, Inc. Cleveland, Ohio</p> <p>was acquired by Valencia Capital, LLC St. Petersburg, Florida</p> <p>VALENCIA</p>	<p>June 2022</p> <p>Corushee Trailers Mound, New Jersey</p> <p>has been acquired by Scale Equity Partners New York, New York</p> <p>RONIN</p>
<p>June 2022</p> <p>LEAPROS Workforce Solutions Crestview, California</p> <p>was acquired by Industrial Staffed Trades Ft. Worth, Texas</p> <p>INDUSTRIAL STAFFED TRADES</p>	<p>May 2022</p> <p>Monster Transmission, LLC Albionville, Florida</p> <p>was acquired by Hidden Harbor Capital Partners, LLC Boca Raton, Florida</p> <p>HIDDEN HARBOR</p>	<p>May 2022</p> <p>The Hugo House Scottsdale, Arizona</p> <p>has been acquired by Traverse Pointe Partners Chicago, Illinois</p> <p>TRaverse Pointe</p>	<p>May 2022</p> <p>Electro Chemical Pittsford, Pennsylvania</p> <p>was acquired by Knight Material Technologies East Canton, Ohio</p> <p>KNIGHT MATERIAL TECHNOLOGIES</p>	<p>May 2022</p> <p>Aero Mix, Inc. Phoenix, Arizona</p> <p>was acquired by Crown Capital Investments Atlanta, Georgia</p> <p>CROWN CAPITAL INVESTMENTS</p>	<p>May 2022</p> <p>Automotive & Validation Solutions, Inc. Blue Bell, Pennsylvania</p> <p>was acquired by Altura Capital Management Coral Gables, Florida</p> <p>ALTURA CAPITAL MANAGEMENT</p>
<p>April 2022</p> <p>PeriShip, LLC Branford, Connecticut</p> <p>was acquired by VerifyMe, Inc. Burlington, New York</p> <p>VerifyMe</p>	<p>April 2022</p> <p>Frame It Easy Tulsa, Oklahoma</p> <p>has been acquired by The Zabel Companies Charlotte, North Carolina</p> <p>Zabel Companies</p>	<p>March 2022</p> <p>TransSmart Technologies, Inc. Elkhart, Indiana</p> <p>has been acquired by Atlas Technical Consultants Austin, Texas</p> <p>ATLAS TECHNICAL CONSULTANTS</p>	<p>January 2022</p> <p>Local Search for Dentists Austin, Texas</p> <p>has been acquired by Itac, LLC Portland, Oregon</p> <p>itrac a portfolio company of 424 Capital Redwood, Massachusetts</p> <p>424 CAPITAL</p>	<p>December 2021</p> <p>Melners Electric Lawrenceville, Georgia</p> <p>was acquired by Leadec Group Burlington, Georgia</p> <p>leadec</p>	<p>December 2021</p> <p>SureKap, Inc. Mableton, Georgia</p> <p>was acquired by LFM Capital Nashville, Tennessee</p> <p>LFMcapital</p>
<p>December 2021</p> <p>Crew Training International, Inc. Memphis, Tennessee</p> <p>has been acquired by EC U.S. Aerospace and Defense Holdings, Inc. Nashville, Tennessee</p> <p>is a subsidiary of Exchange Income Corporation Wilmington, Delaware</p> <p>Exchange Income Corporation</p>	<p>December 2021</p> <p>Apple Outdoor Supply Coral Gables, Florida</p> <p>has been acquired by Blevins, Inc. Nashville, Tennessee</p> <p>Blevins</p>	<p>December 2021</p> <p>EDMO Distribution Baltimore, Washington</p> <p>has been acquired by EDMO Baltimore, Maryland</p> <p>EDMO</p>	<p>November 2021</p> <p>Quattro Air Technologies Inc. Pittsford, Ontario, Canada</p> <p>was acquired by Absolent Air Care Group AB Gothenburg, Sweden</p> <p>Absolent</p>	<p>November 2021</p> <p>Cheslock Warren, Missouri</p> <p>was acquired by Crown Capital Investments Atlanta, Georgia</p> <p>CROWN CAPITAL INVESTMENTS</p>	<p>October 2021</p> <p>Midwestern Electric East Chicago, Indiana</p> <p>was acquired by CAI Capital Partners Westborough, Massachusetts</p> <p>CAI</p>
<p>October 2021</p> <p>Alexandre Foods Chicago, Illinois</p> <p>was acquired by Salt Creek Capital Woodbridge, California</p> <p>Salt Creek Capital</p>	<p>October 2021</p> <p>Americom Technology, Inc. West Valley City, Utah</p> <p>has been acquired by Crestone Services Group, LLC Denver, Colorado</p> <p>CRESTONE SERVICES GROUP</p>				

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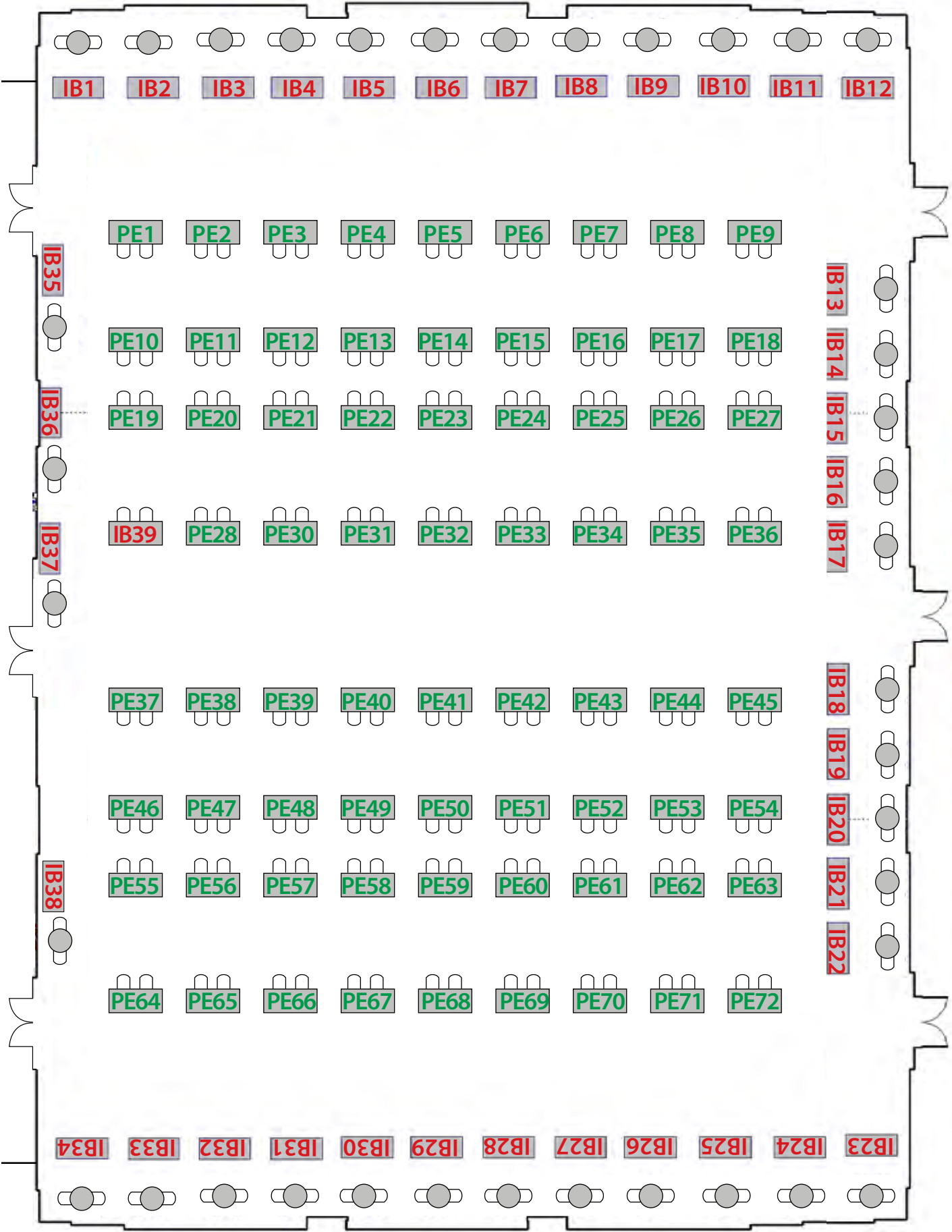
Meet Our Exhibitors

INVESTMENT BANKERS

IB1	1858 Capital Partners	IB15	Configure Partners	IB28	Hyde Park Capital Advisors, LLC (2)
IB2	Aberdeen Advisors	IB16	CRI Capital Advisors	IB29	LCG Advisors
IB3	Ascension	IB17	Crosstree	IB30	Woodbridge International
IB4	Benchmark International	IB18	Finquest	IB31	Mesirow
IB5	BlackArch Partners	IB19	FORVIS Corporate Finance	IB32	PCE Investment Bankers
IB6	Blackmore Partners, Inc.	IB20	G2 Capital Advisors	IB33	Pickwick Capital Partners, LLC
IB7	BMO Middle Market M&A	IB21	Generational Equity	IB34	Rush Street Capital
IB8	BRG	IB22	Genesis Capital	IB35	SourceCo
IB9	Capital Strategies Group	IB23	Growth Capital Advisors	IB36	Three Sixty Seven Advisors
IB10	Cassel Salpeter & Co	IB24	Harbor View Advisors	IB37	VRA Partners, LLC
IB11	Chiron Financial LLC	IB25	Heritage Capital Group	IB38	Windsor Capital
IB12	Citizens M&A Advisory	IB26	Houlihan Capital	IB39	Bainbridge
IB13	ClearCap Strategic Advisors	IB27	Hyde Park Capital Advisors, LLC (1)		
IB14	Commercial Finance Partners				

PRIVATE EQUITY GROUPS

PE1	Alaris Equity Partners	PE24	Hidden Harbor Capital Partners	PE49	Post Capital Partners
PE2	Align Capital Partners	PE25	High Street Capital	PE50	Prudential Private Capital (PPC)
PE3	Audax Private Equity	PE26	ICV Partners	PE51	Resolute Capital Partners
PE4	Avance Investment Management	PE27	Incline Equity Partners	PE52	Rockwood Equity Partners
PE5	Bow River Capital	PE28	Industrial Opportunity Partners	PE53	Route 2 Capital
PE6	Branford Castle Partners, LP	PE29		PE54	Shoreline Equity Partners
PE7	Brinkmere Capital Partners, LLC	PE30	Kirtland Capital Partners	PE55	Silver Oak Services Partners
PE8	Carousel Capital	PE31	KLH Capital	PE56	Star Mountain Capital, LLC
PE9	Chatham Capital	PE32	LFM Capital	PE57	Stonehenge Partners, Inc.
PE10	CIVC Partners	PE33	LSQ	PE58	Summit Park
PE11	Compass Group	PE34	Main Street Capital	PE59	Tecum Capital Partners
PE12	Comvest Partners	PE35	Mangrove Equity Partners	PE60	Tenet Equity
PE13	CrowdOut Capital	PE36	Mayfair Capital Partners	PE61	Tenex Capital Management
PE14	Cyprium Partners	PE37	McCarthy Capital	PE62	The Edgewater Funds
PE15	Deerpath Capital Management, LP	PE38	Midwest Mezzanine Funds	PE63	Thompson Street Capital Partners
PE16	Dubin Clark & Company, Inc.	PE39	Monomoy Capital Partners	PE64	Trivest
PE17	EBSCO Capital	PE40	Northcreek Mezzanine	PE65	Two Roads Partners
PE18	Everberg Capital, LLC	PE41	O2 Investment Partners	PE66	Vance Street Capital
PE19	Gauge Capital	PE42	OCEANM19	PE67	VSS Capital Partners
PE20	GenNx360 Capital Partners	PE43	Osceola Capital Management	PE68	Watermill Group
PE21	Gryphon Investors	PE44	Parkway Capital	PE69	Webster Equity Partners
PE22	Healthedge Investment Partners, LLC	PE45	Peninsula Capital Partners LLC	PE70	Westshore Capital Partners
PE23	Heartwood Partners	PE46	Petra Capital Partners	PE71	WhiteHorse Capital
		PE47	PGIM Private Capital	PE72	WILsquare Capital
		PE48	PNC Riverarch Capital		



Meet Our Sponsors

SPONSOR PARTNERS

SP1	ACG Florida	SP10	STNL	SP19	Paylocity
SP2	Warren Averett	SP11	Shutts & Bowen LLP	SP20	Trenam Law
SP3	Hill Ward Henderson	SP12	Abacode	SP21	RSM
SP4	Crowe	SP13	Woodbridge International	SP22	Tab Bank
SP5	Generational Equity	SP14	Nperspective	SP23	Elliott Davis
SP6	BDO	SP15	SourceScrub	SP24	Venable
SP7	Advos Legal	SP16	SS&C Intralinks	SP25	Atlantix Partners
SP8	Strategy Partners Group	SP17	Paychex	SP26	Carr, Riggs & Ingram, LLC
SP9	Paro	SP18	Fifth Third Bank		



2023 Florida
Capital Connection®

SAVE THE DATE: **Wednesday – Friday**
November 1 – 3, 2023
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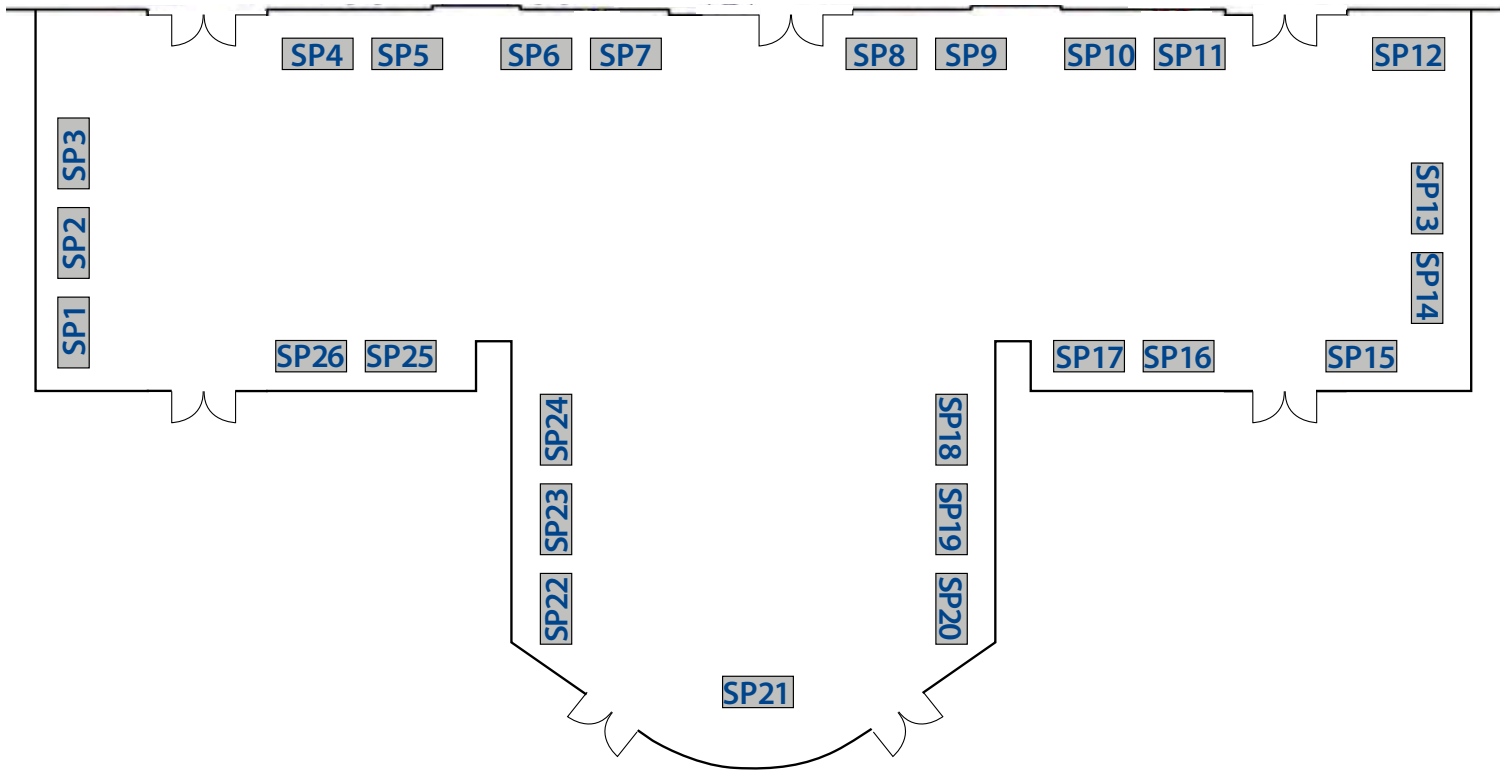
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