

Conference Schedule

Wednesday, November 2nd (continued)

4:00 – 5:00 PM Featured Speaker “Living the Sports Dream”

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Andy Kaufmann
Owner and CEO
Zawyer Sports

Andy Kaufmann is a successful entrepreneur and businessman who started in his family business while a child. Andy learned a great deal about business from his first real life hero, his father. One of his duties included assembling first aid kits for his father's business, which in return his father paid him in baseball cards. In 1999, Andy graduated from Emerson College with a degree in Marketing on a mission to build brands. After selling his most recent company, UST Brands, he acquired Majority Ownership of the Miracle in January 2019. The team was rebranded the Fort Myers Mighty Mussels and is a partner with the Minnesota Twins Spring Training. In July 2018, Andy formed a group of Jacksonville based

investors and purchased the Jacksonville Icemen, creating the only locally owned sports team in Jacksonville. Since then, Andy has continued to grow Zawyer Sports by purchasing the Jacksonville Ice & Sportsplex, the now Community First Igloo, and the latest ECHL expansion team in Savannah, GA, the Savannah Ghost Pirates. Zawyer Sports continues to grow as the business seeks new team and venue opportunities.

Read more at www.acg.org/florida

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Wednesday, November 2nd (continued)

5:00 – 7:00 PM “Wine Tasting/Capital Connection”

Ritz Carlton Ballroom & Foyer

Didn't get a chance to meet one-on-one with our exhibiting Private Equity Groups & Investment Bankers? Make that quick introduction as you walk the room enjoying some exceptional wines poured by the exhibitors. This has become the Florida ACG Capital Connection's signature event!

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7:00 – 9:00 PM Attendees on own for dinner

9:30 PM Late Night Desserts & Poker Tournament

Golf Club of Amelia Island

What's better than a little competition after a long day of networking and meetings? Our ACG Florida Poker Tournament, that's what! Enjoy some after dinner desserts and drinks and take part in our annual poker tournament to win the coveted trophy! You may even find some darts, foosball and more.

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Conference Schedule

Thursday, November 3rd

7:00 – 8:00 AM **5K Run | Beach**

Many attendees are avid runners, so join us on the beach for our first annual 5K run. View a beautiful sunrise, walk or run and meet some new contacts during this non-competitive event.

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8:00 – 9:00 AM **Breakfast | Ritz Carlton Ballroom & Foyer**

8:00 AM – 3:00 PM **Exhibit Hall/Sponsor Lounge/Attendee Lounge Open**

Deal-making continues! Exhibit hall, sponsor and attendee lounge open all day.

9:30 – 10:30 AM **Breakout “Why is your People Strategy Imperative for Post-Acquisition?”**

Santa Maria

Discussion on how organizations develop post-acquisition integration strategies and manage integration challenges. With a focus on talent and change management and innovation, you will gain key insights on how to develop your own integration strategies.

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Jennifer J Fondrevay

Founder and Chief Humanity Officer , Day1 Ready™



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Jennifer J Fondrevay is the Founder and Chief Humanity Officer of Day1 Ready™, a consultancy that advises forward thinking business leaders, owners and C-Suite executives on how to prepare for and manage the people challenges of business transitions, particularly Mergers & Acquisitions.

Read more at www.acg.org/florida

Thursday, November 3rd (continued)

12:00 – 2:00 PM Lunch & Keynote Speaker, “How to Thrive in an Era of Chaos & Disruption”

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Jim VandeHei

Co-Founder and CEO of Axios,
Co-Founder and Former CEO of POLITICO

Jim VandeHei is a media entrepreneur and expert on American politics. He is the co-founder and CEO of Axios, a disruptive media company delivering news and insights on politics, business, media and tech. The company, whose name means “worthy” in Greek, specializes in high-quality news and analysis easily shared among the country’s most influential readers and across social platforms. As CEO VandeHei aims to radically overhaul the traditional media business with a forward-thinking approach to the way viewers consume news in the 21st century. He was also the co-creator and executive producer of Axios on HBO, a documentary news series that ran for four seasons, profiling the world’s top leaders and covering the most consequential topics of the day. The series fused the “smart brevity” of Axios’ digital reporting with cinematic, documentary storytelling.

Read more at www.acg.org/florida



3:00 – 4:30 PM Closing Reception

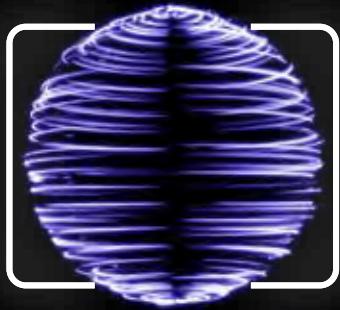
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Wind down after a full schedule of meetings at our Closing Reception and enjoy a final cocktail before heading home. It’s a great way to make those final connections.






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Shoreline is a purpose driven and partnership oriented private equity firm based in Jacksonville, FL primarily investing in companies sourced or headquartered in the Southeast. We work closely with lower middle market businesses, across a variety of industries, with the goal of helping maximize their full potential. At Shoreline we believe success should be a “win-win” proposition for shareholders, employees, customers, vendors, and the communities within which our companies operate.

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Founded in 2010, Star Mountain is a U.S. lower middle-market direct lender focused on two investment strategies: 1) providing debt/equity capital to established, growing companies; and 2) purchasing existing LP positions, generally at a discount, in lower middle-market funds. Star Mountain manages \$3+ billion of AUM through funds and SMAs for some of the most sophisticated investors globally including individuals, family offices/wealth managers, insurance companies, endowments / foundations and pension plans. Star Mountain is 100% employee-owned and 100% of employees share in the investment profits across 65+ full-time team members and 40+ senior advisors/operating partners in 20+ offices. Since inception Star Mountain has made over 160 investments.



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STNL Advisors is a real estate consulting group that specializes in unlocking hidden value related to leasehold and fee-owned real estate assets. We provide private equity firms with the ability to reduce acquisition multiples and immediately increase EBITDA. We also work directly with portfolio companies on lease negotiating, restructuring, and repositioning services targeted towards improving liquidity to grow core businesses, improve cash flow and borrowing capacity, and create long-term operational efficiency, whether on a single-asset or portfolio-wide basis. With 21 years of operating history, STNL has a track record of closing over \$18.5 Billion in sale leaseback and over \$750 Million secured through rent relief and landlord contributions.



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Woodbridge International has been closing **lower-middle-market M&A** deals for 29 years. We are industry-agnostic. We have a nationwide and international deal-closing track record, and have done \$457 million in transactions in 2021. Woodbridge is unique due to our marketing-based client acquisition process that does not depend on any individual's industry contacts. We have a client referral program with major institutions such as UBS, RBC and Guardian. We do ground-breaking global client marketing. We create powerful marketing videos showcasing our client's companies. We have an innovative 150-day timeline-driven auction that establishes a closing date upfront, and all clients attend a 2-day virtual, Management Meeting Training Program. We are a technology-driven, fully virtual firm.

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Founded in 2005, KLH Capital is a private equity firm serving family- and founder-owned, lower middle-market companies in the specialty services, value-added distribution, and niche manufacturing industries making \$4-20mm of EBITDA. The firm makes majority and minority equity investments in U.S.-based businesses to support company growth plans, provide ownership opportunities for key managers, and allow owners to harvest the value in their businesses.

Our commitment goes beyond financial support as we believe in establishing a collaborative team of peers, all of whom have a hand in the company's progress. When we combine management's industry and operational expertise with our own, the company's full potential is unlocked, and value is created.

Since its founding, KLH Capital has raised \$520 million. For more on our investment approach, please visit our website: www.klhcapital.com.



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Maximizing Value for Private Equity. As the business landscape continues to shift and the deal-making environment grows more competitive, maximizing value creation and preservation of investments is even more essential—and challenging. RSM's M&A360™ framework is execution-driven and centered on delivering measurable enterprise value by applying proven methodologies, industry knowledge and complete deal capabilities. RSM takes into consideration each unique transaction structure – carve-outs, add-ons and platform acquisitions – and leverages technology, innovative approaches, and data-driven insights to assist clients in achieving their priorities. RSM is the leading global provider of audit, tax and consulting services to the middle market and understands the unique needs of private equity firms and their portfolio companies. Whether your needs involve portfolio and fund-level management, transaction advisory, fundraising or exit strategies, RSM professionals can help create value throughout the private equity lifecycle. Experience the power of being understood, experience RSM. For more information, contact John Majer, john.majer@rsmus.com.



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Strategy Partners Group is a one stop consulting firm focused on helping middle market transaction-based companies increase deal closure rates, maximize the speed and quality of post-acquisition integration, and promote value growth strategies faster. We work for equity firms and companies through all pre-deal, deal, and post-acquisition integration phases, and across multiple business disciplines across multiple industries. Our firm leads the "The Acceleration Hub™", a multi-disciplined network of M&A consulting businesses with the operational experience, resources, processes, and tools to accelerate deal closings and integration. Our extensive consulting offerings are initiated through a single point-of-contact, which will expedite all deal phases.



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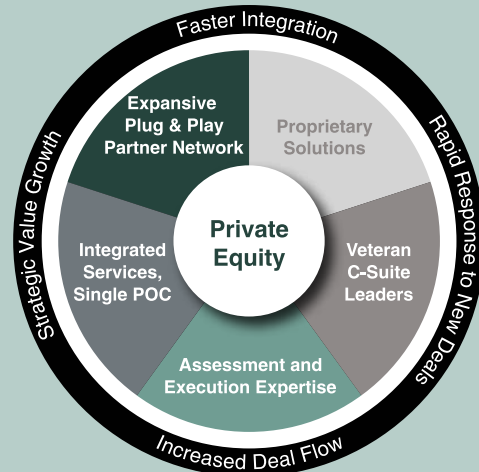


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An overhead view of three business professionals sitting in blue armchairs around a small round table. A woman in a white blazer is on the left, a man in a light blue shirt and tie is on the right, and a woman with dark hair is seen from behind in the foreground. They are all looking at laptops or tablets on the table. The table also has coffee cups and papers.

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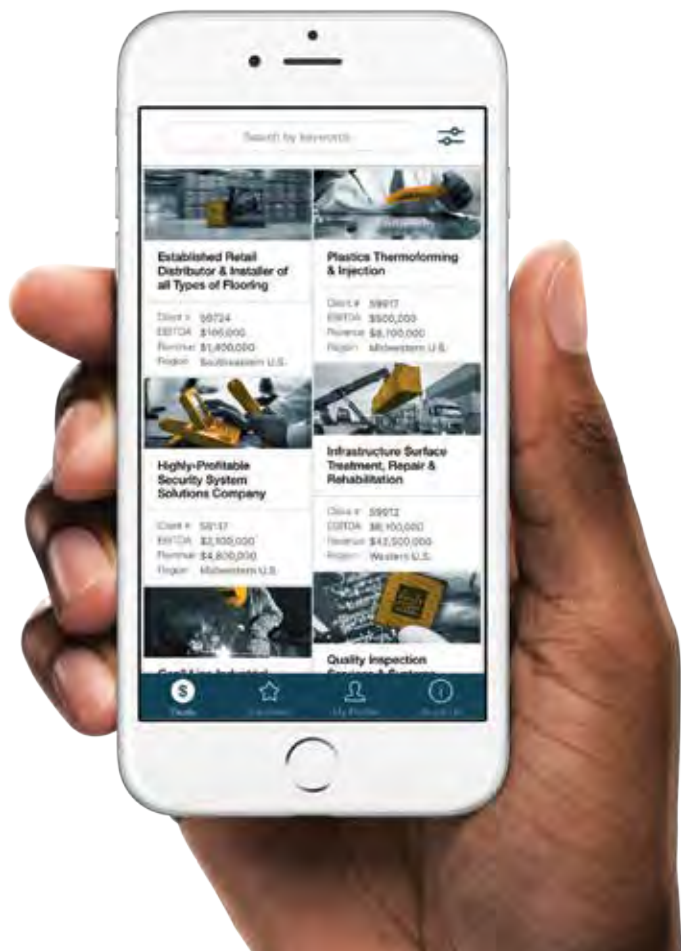


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