

2016
ACG NJ CORPORATE GROWTH
CONFERENCE & AWARDS

HONORING INNOVATION, EXCELLENCE, AND
CORPORATE GROWTH

TUESDAY, MAY 10, 2016
THE PALACE AT SOMERSET PARK
SOMERSET, NJ

On behalf of Association for Corporate Growth NJ (ACG NJ), it is my pleasure to welcome you to our 2016 Conference!

We are glad to have you with us today at our annual signature event - the Conference for Corporate Growth and Awards and we are especially delighted that **Tom Bergeron, Editor in Chief, NJBIZ** is serving as our emcee this morning, bringing his journalist perspective and approach to this unique business event.

Building on the success of last year's inaugural ACG NJ Corporate Growth Awards and our first Corporate Lifetime Achievement Award, which evolved from four consecutive years of success with this half-day Innovation Conference, we've firmly established this as our organization's signature event. Our purpose is to honor, as well as learn from, CEOs of middle market companies that exemplify innovation, excellence, and sustainable growth.

During this morning's session, Conference Chair and panel moderator **Pamela S. Harper, Founding Partner & CEO of Business Advancement Inc.**, will facilitate a dynamic and fast paced discussion between the CEOs of the companies we're recognizing as they share the real world experiences they had while inspiring and guiding their companies to extraordinary growth through innovation. These CEOs represent amazing companies and have themselves enjoyed extraordinary careers. **Please read their full bios on the ACG NJ website. You will be amazed!**

This conference is the result of the talent, commitment and hard work of many of ACG NJ's members including the Board of Directors, Marketing Committee, and Sponsorship Committee. And of course we could not do this without the dedication and generous participation of our sponsors. Lastly, I would be remiss if I didn't offer a special note of gratitude to ACG NJ's Chapter Executives, Jo-Ann Maude and Diane McLevy.

I am confident you will gain great value from joining us today - both from your opportunity to interact with these high profile CEOs who are happy to share their personal insights - as well as from the powerful peer-to-peer networking that is the hallmark of ACG NJ.

Sally Glick, President, ACG NJ
Principal, Sobel & Co.

SCHEDULE

7:30am	Registration Open / Networking
8:00am	Seated Breakfast / Networking
8:35am	Welcome and Opening Comments <i>Sally Glick, Principal, Sobel & Co., President, ACG NJ</i> <i>Tom Bergeron, Editor, NJBIZ</i>
8:50am	Panel Presentation Moderator: <i>Pamela S. Harper, Founding Partner and CEO, Business Advancement Inc., Director, ACG NJ</i> Honorees Panel: <ul style="list-style-type: none">• <i>Marc Eisenberg, CEO, ORBCOMM Inc.</i>• <i>Jay Kulkarni, CEO and Founder, Theorem, Inc.</i>• <i>Monica C. Smith, Chairwoman, Founder and CEO, Marketsmith Inc.</i>• <i>Mark Stern, Founder and CEO, PetMatrix</i>
10:20am	Break / Networking
10:45am	Keynote: Corporate Lifetime Achievement Presentation <i>Judy Spires, Chairman and CEO, Kings Food Markets</i>
11:45am	Wrap Up and Closing Comments

SALLY GLICK

PRINCIPAL, SOBEL & Co. • PRESIDENT, ACG NJ



Sally Glick is a Principal of the Firm and the Chief Growth Strategist at Sobel & Co. In that role she is responsible for the development and implementation of the firm's branding, marketing communications and business development strategies.

Glick was named Accounting Marketer of the Year for 2003, was listed on Accounting Today's list of Top 100 Most Influential People in Accounting for 2004, 2005 and 2006, and in 2007 was inducted into the Association for Accounting Marketing's Hall of Fame. She was also recently listed on the CPA Practice Advisor's 2014 List of Most Powerful Women in Accounting. She has earned many honors and awards over the years including being selected as one of NJBIZ's "Top 50 Women in Business" in 2008.

TOM BERGERON

EDITOR IN CHIEF, NJBIZ



Tom Bergeron is the editor-in-chief of NJBIZ, New Jersey's leading business journal. He oversees and directs all editorial content, both in print and online. Since joining NJBIZ in June of 2013, NJBIZ's subscriptions are up 50 percent while its online traffic has increased by more than 300 percent. Prior to coming to NJBIZ, Tom worked at Yahoo!, where he ran the company's national high school sports content sites. Tom's journalism

career began at The Star-Ledger, where he rose from summer college intern to Sports Editor. Tom is a graduate of the University of Virginia and lives in the Morristown area with his wife and five children. He spends most of his free time coaching his kids while serving as president of the Morris Plains Little League.

PAMELA S. HARPER

*FOUNDING PARTNER & CEO, BUSINESS ADVANCEMENT INC.,
DIRECTOR, ACG NJ / CONFERENCE CHAIR / PANEL MODERATOR*



Pamela S. Harper is the Founding Partner and CEO of Business Advancement Inc., a strategic growth advisory firm based in Glen Rock, NJ. Throughout her life, Pam has a track record of finding the hidden opportunities in every situation and taking bold action to turn them into game-changing success.

For more than 20 years, Pam has applied her track record to enabling visionary leaders and their companies to accelerate from big ideas to big results.

This has led to hundreds of millions of dollars of value

in both top and bottom line growth. Clients have included entrepreneurial, mid-market, and Fortune 500 companies across 30 industries.

Seeing the opportunity to create a community of visionary leaders through digital media, in February 2015 she and her business partner Scott Harper launched their weekly professionally produced audio podcast series Growth Igniters Radio . Guests have included award-winning CEOs, corporate directors, and authors of best-selling business books.

Pam has been quoted in, featured in, or written articles for prominent business media including Business Week, Investor's Business Daily, Chiefexecutive.net, CEO.com and other major media. Her book, Preventing Strategic Gridlock, has been used as a text in universities around the world.

MARC J. EISENBERG

ORBCOMM'S CHIEF EXECUTIVE OFFICER



Marc Eisenberg is the President and CEO of ORBCOMM and has been since 2008 after joining ORBCOMM in 2002. In his tenure as CEO, ORBCOMM has grown over 500% in revenues and has become a leader in the M2M industry as well as positioning itself as a full solutions provider. Before joining ORBCOMM, Mr. Eisenberg was a Senior Vice President of Cablevision Electronics Investments, where he was responsible, among other duties, for selling Cablevision services including video and Internet subscriptions through its retail channel.

Previously, as Senior Vice President of Sales and Operations at the consumer electronics company, The Wiz, he was responsible for more than 2,000 employees and \$1 billion in annual sales.

MONICA C. SMITH

FOUNDER/CEO, MARKETSMITH, INC.

FOUNDER/CHAIRWOMAN/CEO, I.PREDICTUS

OWNER, BRUSHFIRE, INC.

CO-FOUNDER, ONE MORE SMITH



Monica is an entrepreneur with unprecedented success turning start-ups into industry standard-bearers. She is one of only a few women to successfully raise capital in the tech arena. In 1999, Monica founded Marketsmith, Inc. Today the agency is a leader in data-driven direct marketing, and has been ranked the #1 Woman-Led Company in the New York metropolitan area by Inc. Magazine. In 2011, Monica created i.Predictus, the current leader in marketing and media automation. And in 2015, Monica purchased Brushfire, an industry-leading creative agency, merging all three companies under The Marketplace umbrella.

Monica is on the New Jersey Tech Council Board of Directors, was recently named to the NJBIZ Power 100 of the most powerful people in New Jersey Business, and was a finalist for the 2014 Ernst and Young Entrepreneur of the Year. In 2014, Marketsmith was named Impact Company of the Year by the New Jersey Tech Council, and NJBIZ's Business of the Year.

Monica has also led the creation of several charitable initiatives, including One More Smith, a sanctuary for hard to place cats, dogs and small animals, and Bring Dinner Home, providing holiday dinners, books, and coats for impoverished families of Newark's Camden Street School

JAY KULKARNI

FOUNDER AND CEO, THEOREM, INC.



Jay Kulkarni founded Theorem, (www.theoreminc.net), in 2002 and has managed it to a company with offices in New York, London, India and the Dominican Republic. Over the last 14 years, Kulkarni has been the driving force behind the company's extraordinary expansion serving more than 200 leading agencies, publishers, networks, technology providers, and brands. Jay got his start in the digital space at DoubleClick, where he headed up Product Management for advertiser solutions and email platforms. Today, Theorem is pioneering a new way of blending media and tech services to help companies with their digital transformation.

MARK STERN

PRESIDENT AND CEO, PETMATRIX LLC



Mr. Stern has over 35 years' experience in the manufacturing, marketing and distribution of superior products for companion animals in the pet industry. Mr. Stern was the founder and President of Eight in One Pet Products from 1978 to 1997 at which time Eight in One was merged into United Pet Group (UPG), one of the world's leading suppliers of premium branded pet products sold throughout the world. Mr. Stern

served as President of UPG from 1997 to 2005.

In 2008, Mr. Stern formed PetMatrix, a developer and marketer of patented premium pet chews and treats which are sold in mass merchants, grocers, and specialty chains under the brands SmartBones and DreamBone. He has served on the Board of the American Pet Products Association holding numerous positions including President. PetMatrix is headquartered in Saddle Brook, N.J.

JUDY SPIRES

CHAIRMAN AND CEO, AG SUPERMARKET HOLDINGS



Judy Spires is the Chairman and CEO of AG Supermarket (AGSM) Holdings, whose portfolio includes a range of gourmet and contemporary markets operating in the New York and Washington, D.C. metropolitan areas under the Kings Food Markets, Balducci's Food Lover's Market and Balducci's Gourmet on the Go Café brands.

Since taking the helm, Spires has led an extensive growth effort for both Kings Food Markets and Balducci's, anchored by the three B's – Build, Buy, Better. As part of that growth strategy, Kings has refreshed its brand and enhanced all of its 25 locations, all under Spires' leadership. Spires has also helped the company expand Kings' footprint, acquiring and opening its first-ever Connecticut location and oversaw the construction and grand opening of Kings' benchmark store in Gillette, NJ, which debuted the brand's Market Square concept – a combination of international prepared food offerings, service artisanal cheese, a flower boutique and a patisserie.

Prior to joining AGSM Holdings, Spires served as president of the Albertsons Dallas/Fort Worth division, president of the Rocky Mountain division and president of Acme Markets for four years, where she led the company's premium fresh store concept, which shaped the remodeling of stores. Spires began her career at Acme as a cashier, earning positions of increasing importance throughout her 30-year tenure.

Spires' dedication to customers, associates and the community has earned her both local and industry recognition. In 2012, she received the Gold Stevie Award, "Female Executive of the Year" for Consumer Services; she was awarded the Outstanding Champion Award from the Network of Executive Women in 2007; she was also named 2008 Retailer of the Year by the Mid-Atlantic Food Trades Organization and one of the Top 50 Women in Grocery by Progressive Grocer magazine. Spires also received the prestigious 2009 Paradigm Award from the Greater Philadelphia Chamber of Commerce and the 2010 LaSalle University Leadership Award. In 2011, Spires was inducted into the Network of Executive Women's CPG Retail Diversity Hall of Fame.

An active member of the community, Spires serves on several executive boards. She is chairperson of both the Academy of Food Marketing at St. Joseph's University and the New Jersey Food Council. She is on the board of The Food Marketing Institute, the Community Food Bank of New Jersey and is a trustee for LaSalle University. She is also a board member of the Cancer Treatment Center of America and a member of the Comcast and NBC Universal Joint Diversity Council.

Spires holds a Bachelor of Arts and a Master of Business Administration from LaSalle University, Philadelphia, Pa. She is also a graduate of Cornell University's Food Executive Program, Ithaca, N.Y.

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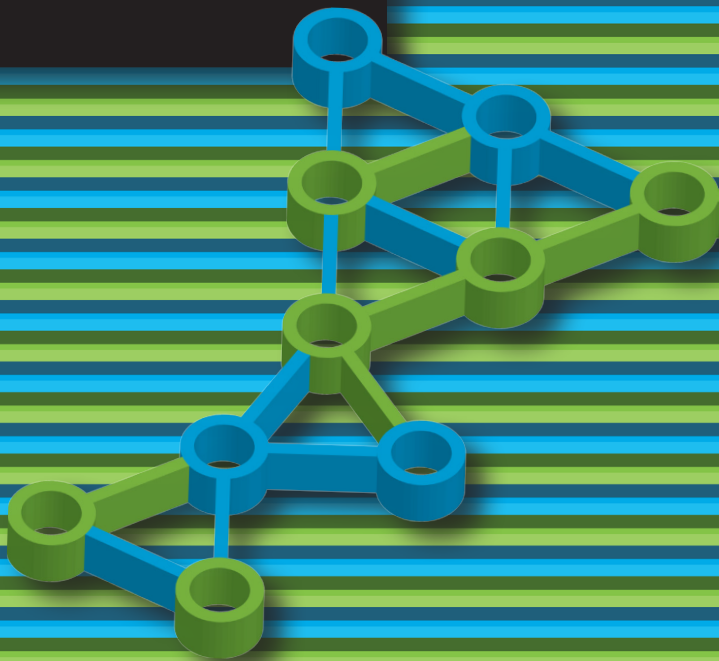
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congratulate 2016 Corporate
Growth Conference honorees
**Judy Spires, Mark Stern, Jay
Kulkarni, Monica C. Smith and
Marc Eisenberg.**

PLEASE CONTACT

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ABOUT THE ASSOCIATION FOR CORPORATE GROWTH

Founded in 1954, the Association for Corporate Growth has 59 chapters and 14,500 members around the world. ACG serves 90,000 investors, executives, lenders and advisers to growing middle-market companies. ACG's mission is to drive middle-market growth.

75% of ACG members report that they have done business with fellow members.

This return on investment has made ACG the most trusted and respected resource for middle-market dealmakers and business leaders who invest in growth and build companies. Face-to-face events, online tools, structured networking opportunities, exclusive member benefits and leading-edge market intelligence provide ACG members with powerful business-building resources.

Private equity professionals, investment bankers & intermediaries, attorneys, auditors & accountants, lenders, corporate development officers, company leaders and others focused on the middle market make ACG your resource for opportunities, capital and services. ACG brings together every segment of the growth community.

ACG New Jersey boasts members from small entrepreneurial companies as well as large influential corporations. Come to one of our meetings and find out why the movers and shakers of New Jersey convene at ACG New Jersey.

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A decorative graphic consisting of several overlapping, wavy bands of color. The colors include light blue, medium blue, and a vibrant green. The bands curve from the left side of the page towards the right, creating a sense of movement and depth.