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## Welcome from the Chairs

On behalf of the members of the host chapter, ACG Orlando, and the other ACG Florida Chapters – North Florida, South Florida, and Tampa Bay, we welcome you to the 2017 Florida ACG Capital Connection®. We are confident that you will benefit from a schedule of events that features networking, education and fun, while of course, enjoying our beautiful Florida weather.

Come see why Orlando has been ranked among Forbes' Best Places for Business! Orlando is not just the theme park capital of the world, but is also home to the University of Central Florida, one of the largest higher education campuses in the U.S. Technology, Defense, Simulation and Electronic Gaming industries abound in Orlando, aided by the presence of the National Center for Simulation, the I-4 Tech Corridor and other industry groups.



### Stefan Rubin

Chairman, 2017 Florida ACG  
Capital Connection®

Partner,  
Shutts & Bowen LLP

300 South Orange Avenue  
Suite 1000  
Orlando, FL 32801  
(407) 835-6735  
shutts.com

### About Stefan Rubin

Stefan Rubin is a partner in the Orlando office of the law firm Shutts & Bowen LLP, where he is a member of the Corporate Practice Group.

As a Martindale-Hubbell AV® rated attorney who is also a Certified Public Accountant, Stefan concentrates his practice in general corporate representation, securities, mergers and acquisitions, and debt and equity financing. Stefan assists clients in structuring, negotiating and documenting their business transactions. He regularly helps clients negotiate shareholders agreements, LLC operating agreements and other joint venture agreements. He assists clients with business issues, from strategic business relationships and distribution arrangements to employment, confidentiality, noncompetition and intellectual property licensing. He also assists buyers and sellers in the disposition of businesses, and facilitates small and mid-cap companies with obtaining debt and private placements of equity in the U.S. and internationally.

Stefan has been an active member of The Florida Bar's Business Law Section (BLS), and serves on the Section's Executive Council. Within the BLS, he is most involved in the Corporations, Securities & Financial Services (CSFS) Committee, which has been involved in every major change to Florida's business entity statutes for over 20 years and the Section's Legislative Committee. He served as Chair of the CSFS Committee four times in his career. His projects have included numerous revisions to Florida's corporate, LLC, partnership and not-for-profit corporation statutes. He also served as Chair of the BLS Continuing Legal Education (CLE) Committee and Vice-Chair of its FICPA Liaison Committee.

He is a Past President of ACG Orlando, and has served on the Chapter's board and executive committee for over 10 years.

***Make Every Connection Matter*** is our theme for 2017, and with over 400 attendees from 25 states we are confident that you will make new friends, reconnect with old, and most importantly, walk away with some new opportunities for deals.

The 2017 Florida ACG Capital Connection committee is eager to hear our keynote speaker, Anthony “Sully” Sullivan, and his “You Get What You Pitch For” presentation. Known as the world’s greatest pitchman, Sully promises that you will leave with the pitch powers – changing minds, opening doors, getting opportunities, turning adversaries into allies, making more money and gaining the confidence that makes other people want to know you.

We’d like to thank all of our exhibitors, sponsors and committee members for their support. Without them we could not host one of the Southeast’s premier events for deal flow and networking.

***Make Every Connection Matter!***



### **C. Russell Slappey, CPA**

Chairman, 2017 Florida ACG  
Capital Connection®

CEO,  
Nperspective-CFO &  
Strategic Services

5931 Brick Court  
Suite 170  
Winter Park, FL 32792  
(407) 448-1781  
npcfo.com

### **About C. Russell Slappey**

Russell is the founder/CEO and Managing Partner of Nperspective, and is responsible for overseeing the Florida market. He combines over 20 years of experience in Accounting, Information Systems and Taxation. He takes a hands-on, roll-up-your-sleeves approach in working with business owners both large and small. Since founding Nperspective, he has provided solutions for clients in manufacturing, construction, distribution, real estate, retail, mortgage banking, insurance, software development and internet based companies.

His services include providing interim and on-going CFO services, business and strategic planning, profitability analysis, budgeting/forecasting, job costing and work in process reporting systems, cash flow management, internal staff management and training, assistance with obtaining financing for growth, merger and acquisition due diligence, tax research and planning, software conversions and implementation, financial internal control review and implementation, and SEC reporting and audit work paper preparation.

Russell has been at both a regional and Big 4 firm working with a diverse client base including not-for-profit, government, travel, automotive and timeshare companies. He has also been involved in financial software applications for a leading reseller of business solutions where he performed due diligence, evaluation of client needs, and mapping client business processes against functional software requirements. He is experienced in cash management, risk management, financial reporting, initial public offerings, SEC reporting, internal controls, business development, auditing services and merger and acquisition accounting. Mr. Slappey also has a depth of experience in corporate taxation including limited liability entities, compliance, uniform capitalization rules, and business valuations.

# Make Every Connection Matter!

## SCHEDULE AT A GLANCE

### Tuesday, November 7

**5:00–7:00 PM** Early Arrivals Cocktail Reception

### Wednesday, November 8

**8:00 AM–1:00 PM** Scramble Golf Tournament

**10:00 AM–12:00 PM** Tennis Tournament

**3:00 PM** DealSource Open (exhibitor meetings)

**3:00 PM** Attendee Deal Lounge OPEN

**5:30–7:30 PM** “Capital Connection”/Welcome Reception/  
Wine Tasting – meet our exhibitors

**8:00–9:30 PM** Attendees on own for dinner

**9:30–11:30 PM** Late Night After Party

### Thursday, November 9

**7:30 AM–4:00 PM** DealSource Open (exhibitor meetings)

**7:30 AM–4:00 PM** Attendee Deal Lounge OPEN

**7:30–9:00 AM** Breakfast Buffet

**8:00–9:00 AM** Moderated Table Topic Discussions

**8:00–9:00 AM** Breakfast Session with Karen Gilmore, Federal  
Reserve Bank of Atlanta, 2017: An Economic Update –  
Stepping on the gas or applying the brake?

**9:30–10:30 AM** Breakout-Realizing Deal Value: Keeping  
Companies on the Purple Curve

**10:45 –11:45 AM** Breakout - Emerging Trends in Transnational  
Financial Cybercrime

**12:30–2:00 PM** Keynote/Lunch - The Power of the Pitch, with  
Anthony "Sully" Sullivan (followed by book signing)

**3:30–5:00 PM** Closing Reception

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**akerman**

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



### ACG® Orlando

[www.acg.org/orlando](http://www.acg.org/orlando)

PO Box 2167, Orlando, FL 32802  
(407) 221-3443

**Eric Carlson**, Chapter President  
Partner  
Signature Wealth Advisors



### ACG® North Florida

[www.acg.org/northflorida](http://www.acg.org/northflorida)

5000 Sawgrass Village Blvd., Suite 7, Ponte Vedra Beach, FL 32082  
(904) 955-9050

**Gwen Griggs**, Chapter President  
Managing Director  
ADVOS legal pllc



### ACG® South Florida

[www.acg.org/southflorida](http://www.acg.org/southflorida)

20533 Biscayne Blvd. #342, Aventura, FL 33180  
(305) 343-2676

**Ari Roloff**, Chapter President  
Director  
CBIZ MHM, LLC



### ACG® Tampa Bay

[www.acg.org/tampabay](http://www.acg.org/tampabay)

PO Box 1121, Tampa, FL 33601  
(813) 205-0776

**Steve Stagg**, Chapter President  
Commercial Bank Executive – West Florida  
Regions Bank



The background image shows a large, multi-story pink building with a red-tiled roof and numerous windows, situated behind a row of palm trees. In the foreground, there is a body of water with a white sailboat docked on the right side. The sky is blue with some light clouds.

**Tuesday & Wednesday  
November 13–14th, 2018  
The Vinoy Renaissance St. Petersburg  
Resort & Golf Club**

**500+ top middle-market professionals from  
Florida and around the country, including:**

- Private equity firms
- Commercial and investment bankers
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# Attendee Experience

## Mobile App



This year's Florida ACG Capital Connection® mobile app puts the attendee list and your meeting schedule at your fingertips on your tablet or smartphone. You will have access to send messages, plan your activities PLUS the power of the PitchBook Platform to find reliable data on our exhibitors.

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## Registration Desk

The Florida ACG Capital Connection® registration desk will be open on Tuesday, November 7th through Thursday, November 9th. Please stop by the registration desk if you have any questions or need additional information. The Florida ACG staff is available to assist you at any time.

### Hours of Operation

#### Located at Registration Desk #4

Tuesday, November 7	3:00 PM–7:00 PM
Wednesday, November 8	7:00 AM–8:00 PM
Thursday, November 9	7:00 AM–2:00 PM

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- Nationwide

*Contact us to discuss referrals and partnering opportunities.*

Kyle Madden

813-397-1281

kyle@klhcapital.com

Ron Moore

813-397-1283

ron@klhcapital.com

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## Charging Stations



Need to charge your mobile device without missing networking opportunities? Stop by one of our charging stations, located in the Deal Lounge or Exhibit Hall.

*Sponsored by:*



## Deal Lounge

The Deal Lounge is a great place to network and meet our sponsors.

### Hours of Operation

**Located in Grand Cypress Ballroom Foyer**

**Wednesday, November 8** 3:00 PM–7:00 PM

**Thursday, November 9** 7:30 AM–4:00 PM

## Free Wifi

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For additional information regarding our firm's corporate practice, please contact Dave Felman at 813 - 227-8483 or david.felman@hwhlaw.com

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## Headshot Lounge



Stop by the headshot lounge for a complimentary updated headshot for use on-line. A professional photographer along with a hair and make-up team will make sure your photo looks professional.

### Hours of Operation

**Location:** Deal Lounge  
Grand Cypress Ballroom Foyer

**Times:** Wednesday, November 8  
3:00 PM–7:00 PM

Thursday, November 9  
8:00 AM–4:00 PM

*Sponsored by:*



## Tuesday, November 7

### 5:00–7:00 PM Early Arrivals Cocktail Reception

Upper Pool Deck

Sponsored by:



*Arriving early to play golf, tennis, or to begin your networking? Make your first connections while enjoying appetizers and cocktails on-site at the Hyatt Regency Grand Cypress Pool Deck.*

### 8:00 PM Attendees on own for dinner

*Enjoy dinner on your own at the hotel or at one of Orlando's great restaurants.*



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- 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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David J. Malizia  
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# Stay Connected to Your Deal

CBIZ helps you meet your deal objectives every step of the way, from preparing for a transaction, to executing the deal and smoothly transitioning your post-transaction environment. Learn how we help keep you in touch with your deal by visiting us at the table by our charging station and registering for a chance to win an **Apple Watch Series 3**.



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## Wednesday, November 8

*Optional Events in the AM; Networking Begins at 3:00 PM*

**7:00 AM–8:00 PM    Registration Desk #4**

*Sponsored by:*



**8:00 AM    Scramble Golf Tournament**

Villas of Grand Cypress Golf Course

*Sponsored by:*



Dedicated ACG Florida mini coach will run continuously from hotel lobby to golf course from 6:45 AM until 2:00 PM. Continental breakfast and range balls available beginning at 7:00 AM. Shotgun start promptly at 8:00 AM. Lunch will be provided.

**9:30 AM– 12:00 PM    Tennis Tournament**

Hyatt Regency Grand Cypress Tennis Center

**3:00 PM    DealSource Open (exhibitor meetings)**

Grand Cypress Ballroom

*Exhibiting private equity firms meet with exhibiting investment banks in brief, pre-scheduled or impromptu meetings.*





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Senior Vice President

**727.527.3323**

llanway@accordfinancialus.com

**Daniel Valle**  
Senior Associate

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dvalle@accordfinancialus.com

**J.R. Halliday**  
Associate

**864.527.1425**

jhalliday@accordfinancialus.com

**Terry Keating**  
Executive Vice President

**864.527.1418**

tkeating@accordfinancialus.com

## Wednesday, November 8 (continued)

### 3:00 PM Attendee Deal Lounge Open

Grand Cypress Ballroom Foyer/Portico

*Our Deal Lounge is a great place to network, meet sponsors and other general attendees at unreserved tables throughout the conference area.*

Charging Stations Sponsored by:



Headshot Lounge Sponsored by:



Water Sponsored by:



### 5:30–7:30 PM “Capital Connection”/Welcome Reception/ Wine Tasting – meet our exhibitors

Grand Cypress Ballroom

*Kick-off the conference at this “must-attend” cocktail reception where ALL conference attendees can connect with our PEG and IB exhibitors while enjoying cocktails, wine and appetizers.*

### 8:00–9:30 PM Attendees on own for dinner

*Enjoy dinner on your own at the hotel or at one of Orlando’s great restaurants.*

### 9:30–11:30 PM Late Night After Party

La Coquina (entrance on lobby level)


*After dinner be sure you come to La Coquina to enjoy desserts and cocktails. There will be dart boards, cornhole, shuffleboard, foosball and, of course, our ACG Florida Texas Hold’em poker tournament.*

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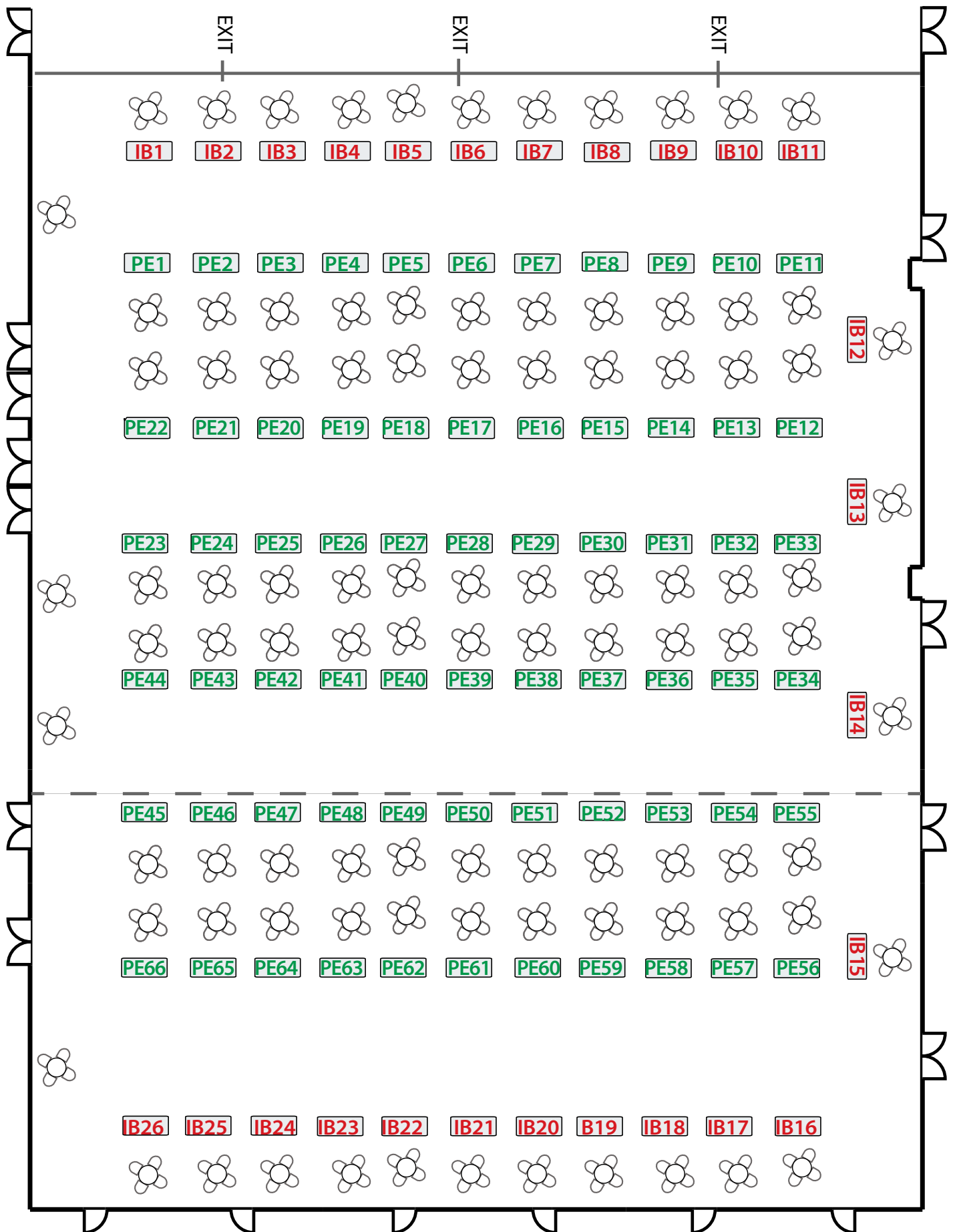
Our Transaction Services team provides deal support throughout the investment lifecycle, from pre-investment due-diligence to exit. We collaborate with middle market, lower middle market and specialized or industry-focused private equity groups to address challenges and opportunities created by the current market environment to identify and create new value.

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# Exhibit Hall





## INVESTMENT BANKERS

IB1	Aberdeen Advisors	IB9	Bluejay Advisors	IB17	LCG Advisors
IB2	Acquinvest M&A Advisory	IB10	Cassel Salpeter & Co	IB18	Piper Jaffrey
IB3	Bayfield Partners	IB11	CEA Group	IB19	Raymond James
IB4	BB&T Capital Markets	IB12	Duff & Phelps	IB20	Sumitomo Mitsui Banking Corporation
IB5	BCMS Corporate	IB13	Fidus Partners	IB21	True North Strategic Advisors
IB6	Benchmark International	IB14	TBD	IB22	VRA Partners, LLC
IB7	BlackArch Partners	IB15	Heritage Capital	IB23	PCE Investment Bankers
IB8	Blackmore Partners, Inc	IB16	Hyde Park Capital	IB24	Frisch Capital Partners

## PRIVATE EQUITY GROUPS

PE1	Altamont Capital	PE23	Gryphon Investors	PE44	OFS Capital
PE2	Aterian Partners	PE24	H.I.G. Capital	PE45	PNC Riverarch
PE3	BBX Capital	PE25	Hamilton Robinson Capital Partners	PE46	Post Capital Partners
PE4	BelHealth Investment Partners	PE26	Harbour Group Industries, Inc.	PE47	Prairie Capital
PE5	Blue Sea Capital	PE27	Harren Equity Partners	PE48	Prospect Capital
PE6	Branford Castle Partners	PE28	HealthEdge Investment Partners, LLC	PE49	Prospect Partners
PE7	Brinkmere Capital Partners, LLC	PE29	High Road Capital Partners	PE50	Prudential Capital Group
PE8	Brixey & Meyer Capital	PE30	High Street Capital	PE51	Quilvest
PE9	Capital for Business	PE31	Huron Capital	PE52	Resolute Capital Partners
PE10	Cardinal Equity Partners	PE32	ICV Partners	PE53	RFE Investment Partners
PE11	Carousel Capital	PE33	Industrial Opportunity Partners	PE54	Seacoast Capital
PE12	Centerfield Capital Partners	PE34	Kian Capital Partners	PE55	SFW Capital Partners
PE13	Clearview Capital	PE35	KLH Capital	PE56	Stonehenge Partners
PE14	Comvest Partners	PE36	LongueVue Capital	PE57	The Anderson Group
PE15	Deerpath Capital Management, LP	PE37	Macquarie Group	PE58	The Gladstone Companies
PE16	Dubin Clark & Company	PE38	Main Street Capital	PE59	Third Century Investment Associates
PE17	First Tennessee Bank	PE39	McCarthy Capital	PE60	Triangle Capital Corporation
PE18	Gauge Capital	PE40	Midwest Mezzanine Funds	PE61	TSG Consumer
PE19	Gemspring Capital	PE41	Mosaic Capital Partners	PE62	Weinberg Capital Group
PE20	Gen Cap America	PE42	NewSpring Capital	PE63	Westshore Capital Partners
PE21	GenNx360 Capital Partners	PE43	Northcreek Mezzanine	PE64	Trivest Partners
PE22	Gries Investment Fund				

## Thursday, November 9

**7:00 AM Registration Desk #4**

*Sponsored by:*



**7:30 AM–4:00 PM DealSource Open (exhibitor meetings)**

Grand Cypress Ballroom

*Exhibiting private equity firms meet with exhibiting investment banks in brief, pre-scheduled or impromptu meetings.*

**7:30 AM–4:00 PM Attendee Deal Lounge Open**

Grand Cypress Ballroom Foyer/Portico

*Networking continues all day in our Deal Lounge.*

**7:30–9:00 AM Breakfast Buffet**

Grand Cypress Ballroom Foyer/Portico

*Enjoy our full breakfast buffet and start your day off right. You can grab breakfast and network or choose our Breakfast Breakout or Moderated Table Topic Discussions.*

**8:00–9:00 AM Moderated Table Topics**

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**Monitoring the Health of a Business through KPIs**

*Moderated by:*



**Get the Most Out of Your Membership**

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## Thursday, November 9 (continued)

**8:00–9:00 AM Breakfast Breakout – 2017: An Economic Update – Stepping on the gas or applying the brake?**

**Karen Gilmore**, vice president and regional executive at the Miami Branch of the Federal Reserve Bank of Atlanta

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*The presentation will highlight the current key economic indicators and consider some of the questions that monetary policy makers might be thinking about that could influence their policy decisions.*



### About Karen Gilmore

Karen Gilmore is a vice president and regional executive at the Miami Branch of the Federal Reserve Bank of Atlanta. On behalf of the Atlanta Fed, she is responsible for the Miami Branch's board of directors, leads Miami's community and economic development outreach activities, and oversees its economic and financial education programs. As part of the Regional Economic Information Network, she is responsible for economic intelligence gathering in the local business and academic community to support the Atlanta Fed's contributions to the monetary policy process.

Before joining the Atlanta Fed, Gilmore was a managing partner at Applied Consulting Solutions, a Miami-based firm that specializes in bank consulting on credit risk, lending production, compensation and incentive plans, corporate strategic planning, budgeting, and business plan development.

Gilmore previously held senior leadership roles at City National Bank of Florida in Miami, serving as executive vice president and senior lending executive from August 1998 to January 2009, responsible for all of the lending activities of the company. Gilmore assumed the position of chief risk officer from January 2009 to May 2010 with responsibility for credit and regulatory risk management for all business lines. She also served as senior vice president and private banking group manager at Bank of America and senior vice president at Intercontinental Bank.

### Thursday, November 9 (continued)

9:30–10:30 AM

#### Breakout Session – Realizing Deal Value: Keeping Companies on the Purple Curve

**Edward Kleinguetl**, Partner, Transaction Services, Operations, Grant Thornton

**Ben Siebach**, Managing Director, Transaction Services, Grant Thornton

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*Two-thirds of deals fail to deliver shareholder value, under-performing investment targets. So how can companies beat the statistical odds and be in the one-third that achieve satisfactory returns (the “purple curve”) or even greater? We believe it requires a M&A lifecycle approach to transactions and a change in mindset to approach the various phases differently.*

#### About Ed Kleinguetl

Ed Kleinguetl is a Partner specializing in our Integration & Separation offering within the Transaction Services. He has over 30 years of experience, including strategic investment advisory services to grassroots facilities, integrations, separations and divestitures, and performance improvement projects.

Ed joined Grant Thornton in January 2013. Prior to Grant Thornton, Ed was a Partner with a “Big 4” Firm where he was a founding member of the Transaction Integration practice and later practice leader for the Southeast. He advised on deals throughout the world, including Brazil and China. He has been involved with hundreds of deals, advising both private equity and corporate clients. Clients have varied in size from start-ups to Fortune 100 companies. Most recently Ed was Executive Vice-President of a globally recognized engineering and strategic consultancy firm to the refining, petrochemical and gas sectors with clients in the Middle East, Thailand, China, Japan, Brazil, and various parts of the world.

#### About Ben Siebach

Ben is a Managing Director with Grant Thornton’s Transaction Services practice serving clients nationally. He has more than 20 years of global operations and senior leadership experience across a variety of technology industries. Prior to Grant Thornton, Ben worked as a vice president for Sorenson Capital, based in Salt Lake City, focused on target-company due diligence and, after acquisition, on strategic and operational improvements within portfolio companies. He contributed most specifically in operations and international growth efforts in a variety of sectors. Most recently, as chief financial officer and chief operating officer of VC-owned Optisense Networks, he was

tasked with leading the company through add-on fundraising rounds while bringing improved processes and structure to the product development, sales and manufacturing functions. Previously, as a founder and managing director of Senoma Group, Ben led technology strategy and development engagements for investors and companies, bringing connected devices more broadly to market.







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### Thursday, November 9 (continued)

#### 10:45–11:45 AM Breakout Session – Emerging Trends in Transnational Financial Cybercrime

**Kevin D. Rosen**, Partner, Shutts & Bowen

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*The global cost of cybercrime is rising and has exceeded one trillion dollars. Data breaches and identity theft are on the rise. Know the cybercrime threat landscape, understand transnational financial cybercrime, and learn how cyber security legal counsel can help protect you, your business and your clients.*

#### **About Kevin D. Rosen**

Kevin D. Rosen is a partner in the West Palm Beach office of Shutts & Bowen, where he is a member of the Financial Services Practice Group and the Cybersecurity and Data Privacy Taskforce. Kevin focuses his practice on cybersecurity, privacy, data security, securities regulation, and financial regulation.

Kevin previously served as Senior Regional Counsel in the Department of Enforcement at the Financial Industry Regulatory Authority (FINRA), Associate Regional Director with FINRA Dispute Resolution, and Senior Attorney with the Florida Department of Banking and Finance.

At FINRA, Kevin was at the frontline of cybersecurity regulation, having served nationally as FINRA's Regulatory Specialist on FINRA's Cybersecurity and Information Technology Disposition Group. He evaluated FINRA's cybersecurity examinations, findings, recommendations, and disciplinary actions, with respect to U.S. securities broker/dealers. As a lead FINRA enforcement lawyer, Kevin also directed many significant enforcement investigations and disciplinary actions related to anti-money laundering compliance, supervision and sales practice violations, providing him with years of direct experience with FINRA's enforcement processes.

Additionally, Kevin is an Adjunct Professor of Law at Nova Southeastern University and teaches Cyber and Information Crimes. Additionally, Kevin holds a number of appointments and committee memberships on cybersecurity and technology, including the Florida Department of Law Enforcement's Southeast Regional Domestic Security Task Force, the American Bar Association's Cyberspace Law Committee, the Florida Bar's Committee on Technology, and the Florida International Bankers Association's Operations and Technology Committee.

Kevin speaks on cybersecurity and cybercrime, and he frequently lectures at industry, legal, academic, and law enforcement conferences. Notable cybersecurity and cybercrime speaking engagements include the United States Secret Service Electronic Crimes Task Force, the American Bar Association Cyberspace Law Institute, the Georgetown Law Cybersecurity Law Institute, and FINRA Enforcement Annual Conferences.



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## Thursday, November 9 (continued)

**12:30–2:00 PM    Keynote Speaker/Lunch – You Get What You Pitch For**

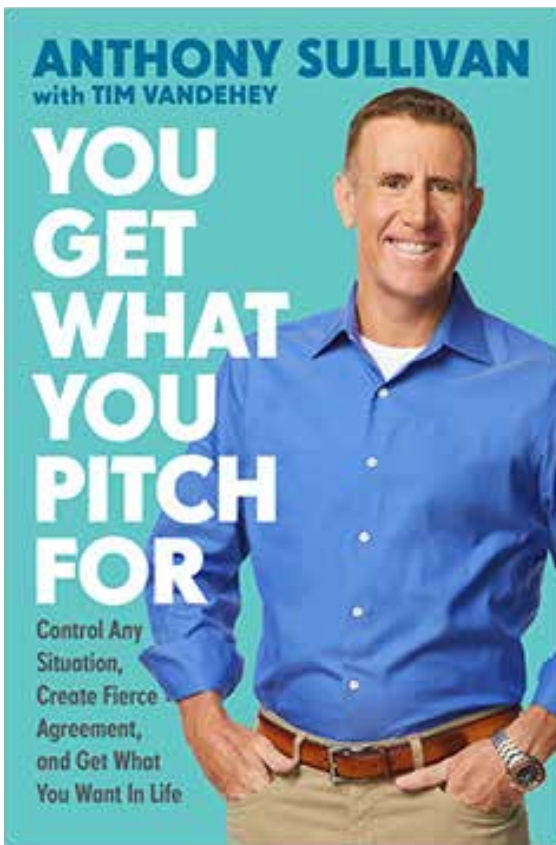
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Anthony “Sully” Sullivan has been the face of some of the world’s most successful brands that have racked up over a billion dollars in international sales. But success didn’t come easy for this English born pitchman. With a career starting in the street markets of Devon, England to selling mops out of his van in Clearwater, Florida- Sullivan pitched his way through life to make himself a household name.

Now the recognizable face of OxiClean and many other products, he is empowering others to harness the powers of pitching. In his best selling book “You Get What You Pitch For” Sullivan covers off on key topics to enable anyone to get what you want in any situation.

Let Sullivan Pitch YOU on being the best version of yourself and walk away being able to radiate positivity, control the situation and winning audiences. Through vivid stories and colorful characters, Sullivan will entertain with real examples and field-tested pitching techniques for common real-life scenarios that everyone can relate too. From handling disagreements, job interviews, important speeches, getting funding or just finding a mate – Sullivan’s proven sales give him an advantage that is finally ready to share.

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