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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.

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.

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 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.

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**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!*
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
Practice built with purpose

A leading national law firm for middle market M&A and private equity

Top-ranked nationally by *The Legal 500* for middle-market mergers and acquisitions (2017), Akerman represents private equity firms and other financial and strategic buyers and sellers in the middle market.
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**

PO Box 2167, Orlando, FL 32802  
(407) 221-3443  
**Eric Carlson**, Chapter President  
Partner  
Signature Wealth Advisors

**ACG North Florida**

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**

20533 Biscayne Blvd. #342, Aventura, FL 33180  
(305) 343-2676  
**Ari Roloff**, Chapter President  
Director  
CBIZ MHM, LLC

**ACG Tampa Bay**

PO Box 1121, Tampa, FL 33601  
(813) 205-0776  
**Steve Stagg**, Chapter President  
Commercial Bank Executive – West Florida  
Regions Bank
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
- Growth oriented companies
- Professional advisors

www.acgflorida.com
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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**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.

**Sponsored by:**

![PitchBook](image)

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**Attendee Experience**

Our 30+ years of experience, committed capital, and patient approach make KLH Capital a strong yet flexible partner.

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**Investment Criteria:**

- Value added distribution, specialty service and niche manufacturing companies
- Revenues of $10mm+ and EBITDA of $2mm+
- Talented and passionate management teams looking for large equity stakes
- Family successions, management buyouts and recapitalizations
- Majority and minority equity investments
- 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

601 Bayshore Blvd. • Suite 850 • Tampa, FL 33606 • Ph: 813.222.0160 • Fx: 813.222.0161 • KLHCapital.com
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
  7:30 AM–4:00 PM

Sponsored by:

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

Login: Hyatt-meeting
Password: Abacode.com

Sponsored by:

YOUR FLORIDA FIRM FOR CORPORATE TRANSACTIONS

Based in Tampa, Hill Ward Henderson is a full-service law firm comprised of over 100 attorneys with an array of practice specialties.

Our Corporate Group is a leader in Florida in advising companies, private equity and venture capital firms, and individual investors in corporate transactions. We regularly serve as legal counsel in merger and acquisitions, equity and debt investments, joint ventures and partnerships, and securities and corporate governance matters. Our firm also provides general corporate advice to local, regional, and national clients.

For additional information regarding our firm’s corporate practice, please contact Dave Felman at 813 - 227-8483 or david.felman@hwhlaw.com
Tuesday, November 7

5:00–7:00 PM  Early Arrivals Cocktail Reception
Upper Pool Deck

Sponsored by:

TriNet

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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• 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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Recapitalization

Westshore Capital Partners
Rivergate Tower, Suite #1175  |  400 North Ashley Drive  |  Tampa, FL 33602

David J. Malizia
djm@westshorecapitalpartners.com

Michael J. Sullivan
mjs@westshorecapitalpartners.com

J. Cameron Robinett
jcr@westshorecapitalpartners.com
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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Dave Enick | Managing Director
Ari Roloff | Director

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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:

ATLANTIX PARTNERS

8:00 AM  Scramble Golf Tournament
Villas of Grand Cypress Golf Course

Sponsored by:

protiviti

Face the Future with Confidence

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.
Flexible & decisive senior debt solutions with facilities up to $20M

Come see us at the Headshot Lounge for a professional photo to use on Facebook, LinkedIn or your company website.
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:*

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.*
know
you can get the deal done right.

To learn more, visit pnc.com/donedeal or contact Michael Bloomenfeld at 561-912-0446 or michael.bloomenfeld@pnc.com.

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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### INVESTMENT BANKERS

| IB1 | Aberdeen Advisors |
| IB2 | Acquivest M&A Advisory |
| IB3 | Altamont Capital |
| IB4 | BB&T Capital Markets |
| IB5 | BCMS Corporate |
| IB6 | Benchmark International |
| IB7 | BlackArch Partners |
| IB8 | Blackmore Partners, Inc |

| IB9 | Bluejay Advisors |
| IB10 | Cassel Salpeter & Co |
| IB11 | CEA Group |
| IB12 | Duff & Phelps |
| IB13 | Fidus Partners |
| IB14 | TBD |
| IB15 | Heritage Capital |
| IB16 | Hyde Park Capital |

| IB17 | LCG Advisors |
| IB18 | Piper Jaffrey |
| IB19 | Raymond James |
| IB20 | Sumitomo Mitsui Banking Corporation |
| IB21 | True North Strategic Advisors |
| IB22 | VRA Partners, LLC |
| IB23 | PCE Investment Bankers |
| IB24 | Frisch Capital Partners |

### PRIVATE EQUITY GROUPS

| PE1 | Altamont Capital |
| PE2 | Aterian Partners |
| PE3 | BBX Capital |
| PE4 | BelHealth Investment Partners |
| PE5 | Blue Sea Capital |
| PE6 | Branford Castle Partners |
| PE7 | Brinkmere Capital Partners, LLC |
| PE8 | Brixey & Meyer Capital |
| PE9 | Capital for Business |
| PE10 | Cardinal Equity Partners |
| PE11 | Carousel Capital |
| PE12 | Centerfield Capital Partners |
| PE13 | Clearview Capital |
| PE14 | Comvest Partners |
| PE15 | Deerpath Capital Management, LP |
| PE16 | Dubin Clark & Company |
| PE17 | First Tennessee Bank |
| PE18 | Gauge Capital |
| PE19 | Gemspring Capital |
| PE20 | Gen Cap America |
| PE21 | GenNx360 Capital Partners |
| PE22 | Gries Investment Fund |

| PE23 | Gryphon Investors |
| PE24 | H.I.G. Capital |
| PE25 | Hamilton Robinson Capital Partners |
| PE26 | Harbour Group Industries, Inc. |
| PE27 | Harren Equity Partners |
| PE28 | HealthEdge Investment Partners, LLC |
| PE29 | High Road Capital Partners |
| PE30 | High Street Capital |
| PE31 | Huron Capital |
| PE32 | ICV Partners |
| PE33 | Industrial Opportunity Partners |
| PE34 | Kian Capital Partners |
| PE35 | KLH Capital |
| PE36 | LongueVue Capital |
| PE37 | Macquarie Group |
| PE38 | Main Street Capital |
| PE39 | McCarthy Capital |
| PE40 | Midwest Mezzanine Funds |
| PE41 | Mosaic Capital Partners |
| PE42 | NewSpring Capital |
| PE43 | Northcreek Mezzanine |

| PE44 | OFS Capital |
| PE45 | PNC Riverarch |
| PE46 | Post Capital Partners |
| PE47 | Prairie Capital |
| PE48 | Prospect Capital |
| PE49 | Prospect Partners |
| PE50 | Prudential Capital Group |
| PE51 | Quilvest |
| PE52 | Resolute Capital Partners |
| PE53 | RFE Investment Partners |
| PE54 | Seacoast Capital |
| PE55 | SFW Capital Partners |
| PE56 | Stonehenge Partners |
| PE57 | The Anderson Group |
| PE58 | The Gladstone Companies |
| PE59 | Third Century Investment Associates |
| PE60 | Triangle Capital Corporation |
| PE61 | TSG Consumer |
| PE62 | Weinberg Capital Group |
| PE63 | Westshore Capital Partners |
| PE64 | Trivest Partners |
## Conference Schedule
### Thursday, November 9

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 AM</td>
<td>Registration Desk #4&lt;br&gt;<strong>Sponsored by:</strong> ATLASTIX PARTNERS</td>
</tr>
<tr>
<td>7:30 AM–4:00 PM</td>
<td><strong>DealSource Open (exhibitor meetings)</strong>&lt;br&gt;Grand Cypress Ballroom&lt;br&gt;Exhibiting private equity firms meet with exhibiting investment banks in brief, pre-scheduled or impromptu meetings.</td>
</tr>
<tr>
<td>7:30 AM–4:00 PM</td>
<td><strong>Attendee Deal Lounge Open</strong>&lt;br&gt;Grand Cypress Ballroom Foyer/Portico&lt;br&gt;Networking continues all day in our Deal Lounge.</td>
</tr>
<tr>
<td>7:30–9:00 AM</td>
<td><strong>Breakfast Buffet</strong>&lt;br&gt;Grand Cypress Ballroom Foyer/Portico&lt;br&gt;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.</td>
</tr>
<tr>
<td>8:00–9:00 AM</td>
<td><strong>Moderated Table Topics</strong>&lt;br&gt;Portico&lt;br&gt;Independent Sponsor in M&amp;A&lt;br&gt;<strong>Moderated by:</strong> ACCORD FINANCIAL&lt;br&gt;Monitoring the Health of a Business through KPIs&lt;br&gt;<strong>Moderated by:</strong> nPERSPECTIVE CFO &amp; STRATEGIC SERVICES&lt;br&gt;Get the Most Out of Your Membership&lt;br&gt;<strong>Moderated by:</strong> ACG Global&lt;br&gt;Benefits of Partnering with HR Experts&lt;br&gt;<strong>Moderated by:</strong> TriNet</td>
</tr>
</tbody>
</table>
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

Poinciana

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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*Sponsored by:* Grant Thornton

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.
We’ve been connecting with Florida’s most influential business, government and civic leaders since 1958 and a proud sponsor of the Florida ACG Capital Connection since 2011.

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* new subscribers only
Thursday, November 9 (continued)

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

Kevin D. Rosen, Partner, Shutts & Bowen
Poinciana

Sponsored by: [Shutts]

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.
If you’re at ACG Florida Capital Connection, you should be on the PitchBook Platform

With details on over 688,000 private companies, 11,000 private equity firms, and 120,000 global PE deals, the PitchBook Platform is the best information resource for professionals doing business within the private markets.

PitchBook

Thinking about your business is a big part of ours.

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To make confident decisions about the future, middle market leaders need a different kind of advisor. One who starts by understanding where you want to go and then brings the ideas and insights of an experienced global team to help get you there.

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THE POWER OF BEING UNDERSTOOD
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Thursday, November 9 (continued)

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

Anthony “Sully” Sullivan, World’s Greatest Pitchman

Regency Hall

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akerman

Control any situation, create fierce agreement, and get what you want in life.

About Anthony “Sully” Sullivan

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.

Pitching is a superpower. Do it right and you’ll change minds, open doors, get opportunities, turn adversaries into allies, make more money and gain the confidence that makes other people want to know you. Audiences will leave with Pitch Powers.


Accord Financial, Inc.
25 Woods Lake Road, Suite 102
Greenville, SC 29607
(800) 231-2757
www.accordfinancialus.com

Accord Financial is a publicly traded company (TSX:ACD) with a strong balance sheet and 40-year history of stability and success. Equity sponsors serving the middle market rely on Accord to finance acquisitions, improve liquidity, support restructurings and other “non-traditional” situations.

Accord turns company assets—account receivables, inventory, machinery and equipment—into working capital facilities up to $20M. This frequently results in little to no equity contribution required to close an acquisition. With Accord, you will work directly with our decision makers to find flexible solutions.

Our executive team has decades of experience working with a wide variety of industries and situations, and are always available to engage with you in a timely and candid manner. That means straight forward terms with no hidden fees and limited or zero covenants for speed and certainty of closing. As a non-bank lender, we have the flexibility to structure facilities built around your unique needs.

Akerman LLP
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For more information contact Kerensa Butler, kerensa.butler@rsmus.com.

Westshore Capital Partners is a private equity investment firm established for the sole purpose of bringing long-term equity capital to small and medium sized businesses to support owner recapitalizations, family success recapitalizations, management buyouts, management buy-ins, and industry consolidations. Westshore focuses on U.S. and Canadian companies in a range of industries including manufacturing, distribution and service. Over the past 20 years, Westshore's principals have participated in over 35 investments in more than 25 industries.
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Based in Tampa, Hill Ward Henderson is a full-service law firm with over 100 attorneys and a wide range of practice disciplines. As a leader in Florida, the Corporate and Tax Group advises companies, private equity and venture capital firms, and individual investors in corporate transactions. The firm regularly serves as legal counsel in merger and acquisitions, equity and debt investments, joint ventures and partnerships, and securities and corporate governance matters. In addition, Hill Ward Henderson provides general corporate advice to local, regional and national clients.

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Nperspective offers part-time, interim and project CFO services to clients using a flexible engagement model dependent on the needs of your organization. When your enterprise requires expert, functional disciplines, time is of the essence. Nperspective’s hands-on approach addresses strategic, financial, technology, and leadership issues. We focus on improving financial performance through a variety of services including strategic planning, cash flow management, financial reporting, accounting management, financial planning and analysis, process improvement, M&A due diligence and integration, forensic accounting and litigation support, turnaround/crisis management, bankruptcy support, government/defense contracting, exit planning and business value enhancement. Nperspective has offices located in Orlando, Tampa, and Miami, Florida, providing strategic and financial services across the state and throughout the country.

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Shutts has one of the leading financial service practices in Florida, which includes M&A, finance and other transactional assistance, as well as assistance in fund formation and compliance matters, for private equity, hedge funds and family offices, as well as transactional, compliance and regulatory matters for banks and insurance companies.
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