

# ACG UNIVERSITY Class of 2020

## ACG UNIVERSITY 2020 REPORT CARD

Twenty of our region's up and coming dealmakers were accepted into ACG University 2020.

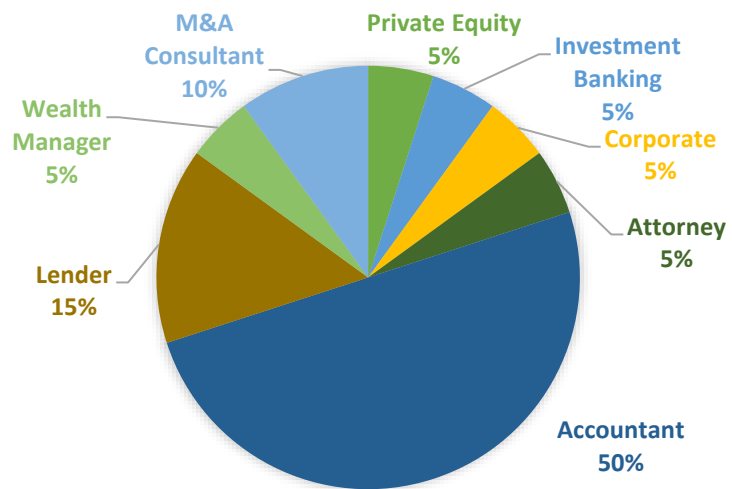
The 7-week executive education initiative immersed these young deal professionals into the life cycle of a transaction using a panel, presentation and case study method for teaching the key elements of sourcing, valuing, financing, negotiating, structuring and closing a deal. Our goal is to create well-rounded deal professionals who are conversant in all aspects of an M&A or minority transaction and to "seed" their deal network to benefit both them and their firms.

Each class was taught by a team of our region's most experienced dealmakers and included pre-reading, expert level instruction, practitioner panel discussions designed to offer real world experiences and team-based case work to allow for varied viewpoints to be understood.

### WHO PARTICIPATED?

- Aspiriant
- BPM LLP
- Business Capital
- CFG
- Crowe LLP
- GainOps
- Linkenheimer
- MGO
- Moss Adams
- Neptune Financial
- PNC Business Credit
- RPS Group
- RSM US LLP
- Sartsis Friese
- Susquehanna Int'l

### WHO MADE UP THE CLASS OF 2020?



### 2020 ACGU COMMITTEE

- |                                      |  |                              |  |
|--------------------------------------|--|------------------------------|--|
| <b>Kim Pugh</b><br>YurPath Solutions | <b>Jon Rubens</b><br>Moscone, Emblidge<br>& Rubens LLP | <b>Craig Hamm</b><br>BPM LLP | <b>Peter Morgan</b><br>The Spartan Group |
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# ACG UNIVERSITY

## Class of 2020

### COURSE OVERVIEW & INSTRUCTOR TEAM

#### Class 1: M&A Process Intro / Focus on the Sell Side: Preparing a Company for Sale

Teaching Team:

**Craig Lawson**, MHT Partners

**Peter Morgan**, The Spartan Group

**Ed Schweitzer**

#### Class 2: Valuation – Methodologies and Approaches

Teaching Team:

**David Konop**, KPMG

**Sean O'Reilly**, CFGI

#### Class 3: Focus on the Buy Side: Strategies for Acquisition/Debt Financing

Teaching Team:

**Oscar Ledezma**, The Clorox Company

**Kristen Johnson**, Altamont Capital

#### Class 4: Due Diligence

Teaching Team:

**Craig Hamm**, BPM LLP

**Rich McDerby**, Manatt, Phelps & Phillips, LLP

**Jill Papenheimer**, BPM LLP

**John Stiffler**, FTI Consulting

#### Class 5: Negotiating the Purchase Agreement & Closing

Teaching Team:

**Sam Dibble**, Baker Botts LLP

**Jon Rubens**, Moscone, Emblidge & Rubens LLP

**Peter Tseng**, The Riverside Co.

#### Class 6: Minority Investments/Growth Equity Financings

Teaching Team:

**Thomas Ley**, Seacoast Capital

**Scott Smith**, Hanson Bridgett

#### Class 7: Integration Essentials

Teaching Team:

**Terry Hill**, BPM LLP

**Stefan Hofmeyer**, Global PMI Partners

**Scott Sachs**, Crowe LLP

97%

rated all seven courses  
“Excellent” or “Very  
Good”

#### 2020 ACGU GRADUATE FEEDBACK:

“Instructors brought unique experiences & real-world examples”

“Break-out sessions with real life case studies were engaging”

“The networking opportunities provided were beneficial”

100%

of ACGU students  
became ACG SF  
Members