



**Brian Doerner**  
Ballard Spahr LLP  
(Co-Chair ACGU)

**Bill Eginton**  
AMETEK, Inc.  
(Co-Chair ACGU)

**Sasank Aleti**  
LLR Partners

**Nina Fairchild**  
Citi Commercial Bank

**Adrian Ironside**  
Guardian Capital Partners

**Joe Kadlec**  
Pepper Hamilton

**Brian Kerr**  
Orix Mezzanine & Private Equity

**Erin Lizotte**  
Berwind Corporation

**Brian McDaid**  
Spring Capital Partners

**Lisa Millhauser**  
Eureka Growth Capital

**Melissa Pang**  
White and Williams

**Dave Stienes**  
LLR Partners

**James Tidwell**  
AMETEK, Inc.

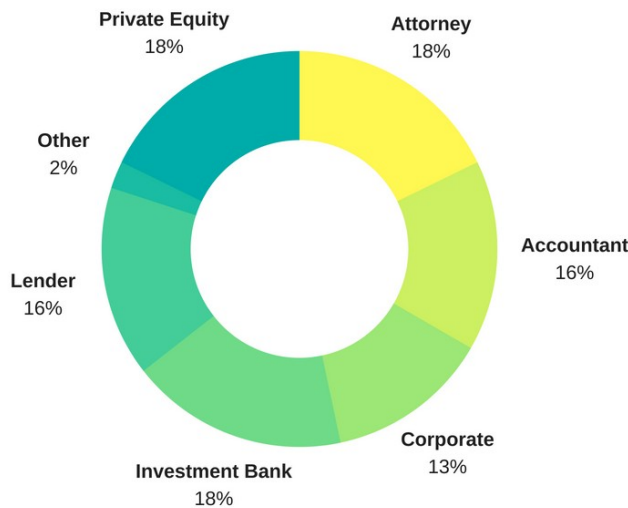
**Adam VeVerka**  
NewSpring Capital

Forty-five of our region's up and coming dealmakers were accepted into ACG University 2018 from a pool of 90 applicants.

The 7-week executive education initiative immersed these young deal professionals into the life cycle of a transaction using panel, presentation and case study method for teaching the key elements of sourcing, valuing, diligencing, 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 you and them.

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 view points to be understood.

**Who Was the Class of 2018? 90 applied | 45 accepted**



**Who Participated?**

AMETEK, Inc.  
Aramark  
Argosy Private Equity  
Baker Tilly Capital, LLC  
Baker Tilly Virchow Krause, LLP  
Ballard Spahr  
Blank Rome LLP  
Boathouse Capital  
CBIZ MHM, LLC  
Citizens Commercial Banking  
Corporate Advisory Solutions  
Day & Zimmermann  
Drinker Biddle & Reath  
Duane Morris LLP  
Eureka Growth Capital  
EY

Fairmount Partners  
Flaster Greenberg P.C.  
Griffin Financial Group  
Hamilton Lane  
Inverness Graham Investments  
Janney  
Klehr Harrison  
KPMG, LLP  
LBC Credit Partners  
LLR Partners  
M&T Bank  
Milestone Partners  
NewSpring Capital  
Pepper Hamilton LLP  
Phoenix Capital Resources  
Pine Hill Group, LLC

PNC Business Credit  
PwC  
QVC  
Recovery Centers of America  
RSM US LLP  
South Jersey Industries  
SSG Capital Advisors  
Stradley Ronon  
TD Bank  
Wells Fargo  
WSFS Bank

**The Value...**

99% rated all seven sessions "Excellent" or "Very Good"

97% said the information was "Informative" or "Very Informative"

100% would recommend ACGU to other young M&A Dealmakers

ACGU graduates joined 267 alumni as part of the Young Dealmakers Initiative

## KEY ELEMENTS TAUGHT & CLASS PANELISTS

### Class 1: Sourcing Deals & Building Your Acquisition Strategy

- Understanding acquirer's investment strategy and criteria.
- How exit strategy plays into sourcing
- Strategies for sourcing opportunities
- Evaluating/diligencing the deal
- The investment process/proposal/investment committee

### Class 2: Due Diligence

- Relationship & interdependence of diligence work streams
- Quantifying risks/deficiencies; developing mitigation strategies
- Due Diligence methodologies: Financial & Accounting; Operations; IT; Human Capital; Market; Legal; Insurance; Real Estate/Environment

### Class 3: Valuation – Methodologies and Approaches

- Discounted cash flow
- Publicly traded comparable company analysis
- Comparable transaction analysis
- Leverage buyout analysis
- The investment process/proposal/investment committee

### Class 4: Acquisition/Debt Financing

- Understanding the use of leverage & structuring Transactions
- Pricing & matching debt capital to the deal
- Financing alternatives
- Historical metrics of leverage
- Calculating levered returns

### Class 5: Minority Investments/Growth Equity Financings

- Comparing financing options to growth stage
- Factors in matching financing to growth stage
- Valuation methodologies for earlier stage companies, focus on software and technology
- Understanding the terms and structuring a term sheet

### Class 6: Negotiating Purchase Agreement & Closing

- Letter of intent considerations
- Overview of purchase agreement, nuances, structure, timing, goals
- Current trends in deal metrics, ABA Deal Points Study
- Understanding fact patterns and key terms/issues
- Negotiations Key Issues – Teams split into buyer & seller teams and had to negotiate various issues with each other

### Class 7: Integration Essentials

- M&A Integration challenges
- Plan & structure Integration Management Office (IMO)
- Synergy program management
- Communication planning priorities
- Common mistakes & why deals fail

#### Class 1 Teaching Team:

- Adam VeVerka, NewSpring Capital
- Dan Ryan, Milestone Partners
- Chris Miller, Eureka Growth Capital
- Brian McDaid, Spring Capital
- Brad Segal, Comcast
- Seth Goldblum, CMF
- Sheena Discher, JP Morgan

#### Class 2 Teaching Team:

- Sasank Aleti, LLR Partners
- Kristen Chang, LLR Partners
- Thao Le, Pepper Hamilton LLP
- David Strauss, EY

#### Class 3 Teaching Team:

- Adrian Ironside, Guardian Capital Partners
- Bharat Ramprasad, Stifel
- Lisa Millhauser, Eureka Growth Capital
- Taylor Rosanova, Marcum LLP
- Andrew Greenberg, GF Data

#### Class 4 Teaching Team:

- Nina Fairchild, Citi Commerical Bank
- Brian Kerr, Orix Mezzanine & Private Equity
- Bill Murphy, TriState Capital Bank
- Jon Alt, Cornerstone Capital
- Michael Mufson, Mufson Howe

#### Class 5 Teaching Team:

- Dave Stienes, LLR Partners
- Matt Meyers, Drinker Biddle & Reath
- Craig Palmer, Golub Capital
- Martin Angert, Susquehanna Growth Equity

#### Class 6 Teaching Team:

- Erin Lizotte, Berwind
- Brian Doerner, Ballard Spahr
- Jonathan Chou, Eureka Growth Capital
- Patrick Dolan, Delancey Street
- Kathleen King, Day & Zimmerman

#### Class 7 Teaching Team:

- James Tidwell, AMETEK
- Skip Maner, NewSpring Capital
- Jeanne Quirk, TE Connectivity
- Rick Gettlin, S. Walter Packaging