

# COMMITTEE POSITIONS

## Roles & Responsibilities

Getting involved in an ACG Cincinnati committee is a great way to deepen relationships while supporting the chapter! ACG has numerous committees that assist the Board to implement various aspects of the organization's strategic plan. Committees are supported by the Chapter Executive, who serves as a liaison with other committees and the Board of Directors. Unless otherwise noted, committee terms are for one year, generally commencing in the spring or summer.

### *Expectations & Requirements*

- Be a member in good standing of ACG
- Attend ACG events
- Available throughout the year to work with the committee via email, conference call or in person. Committee meetings are generally 30 minutes to 1 hour in length.
- Possess experience or expertise related to the work of the committee
- Commit an average of 2 hours per month during the course of the committee's active phase working on behalf of the initiative
- Be prepared and on time for every meeting, having reviewed the agenda and supporting documents.
- Be additive and bring fresh ideas to the table.
- Serve as an advocate for ACG within your organization and circle of acquaintances
- Solicit new members and identify prospective members for ACG

### *Compensation*

Committee members are not paid for their services. Committee members are bound by a strict conflict of interest policy. Committee Chairs can authorize reasonable reimbursement for expenses related to the committee's mission.

# COMMITTEES

## ACG Ambassadors

**This committee will support member engagement. Committee members will:**

- Act as roving ambassadors at pre-event networking to target attendees who may not seem fully engaged in conversations – help attendees feel welcome and comfortable – with particular focus on making under-represented cohorts feel at home at our meetings.
- Serve as part of a group that makes follow-up calls with prospective new members to provide insight into the ACG experience.
- Assists in greeting members at registration.
- Timing: 1 hour monthly, about 4 to 6 events for the year
- Co-Chairs: TBA

## Content Reporting Committee

**This committee holds responsibility for developing, coordinating, promoting, posting and distributing the content presented in 20+ chapter events.**

- Content Reporters will engage with lunch chairs, speakers, moderators and panelists to gather notes and quotes to prepare social posts before and during events and key takeaways to be shared after the event.
- Content Reporters will receive attribution by posting copy on LinkedIn and Twitter and stories posted on the chapter's website and monthly newsletter.
- Commitment: responsibility for one event during a 12-month period of service
- Chair: Marcie Taylor, ACG Cincinnati

*Ideal candidates should be a good writers and experienced using new and traditional media.*

## Corporate Committee

**This team is responsible for developing highly specific affinity group activities to meet the unique needs of ACG corporate members. Committee members will:**

- Understand the singular needs of C-Level Executives for discreet and personalized experiences
- Define the attributes of a corporate member
- Develop a target list of corporate members and solicit prospective corporate members
- Create comprehensive marketing strategy focused on growing corporate membership
- Oversee the creation of C-Suite Roundtables
- Commitment: 20 hours over a 12-month period of service
- Timing: Meetings scheduled by the Committee Chair
- Co-Chairs:
  - M&A: Mono Bhattacharya, RKCA,
  - CEO: Bill DeVille, Health Carousel
  - Innovation: Paul Miklautsch, Start Something Bold
  - CFO: Tom Paquette, T4 Advisors

*The ideal candidate is a current or past employee in management or leadership of a middle-market company.*

# COMMITTEES

## Deal Maker Advisory Committee:

**This committee works with the Deal Maker Co-Chairs to identify appropriate candidates for nomination for the Deal Maker Awards. Committee members will:**

- Leverage your knowledge of the Cincinnati business community to identify companies and individuals who have executed successful deals with significant impact on the growth trajectory of the company
- Nominate or co-nominate at least one qualified company
- Serve as an ACG Annual Sustaining Sponsor, or Deal Maker Corporate Sponsor
- Act as a champion to encourage attendance at the program, particularly with regional or national private equity firms and iBankers to make them aware of the event.
- Attend the Finalist Reception
- Serve as a source of information about deals, helping to curate a repository of data on deals
- Be available to present your nomination to a sub-committee of ACG board members by phone or in person
- Coordinate with the corporate team and co-nominators (if any) to prepare a compelling presentation to the judges
- Timing: 3 to 5 hours of time in December to May during the Deal Maker timeline.
- Co-Chairs: Ely Friedman, VonLehman and Patrick Lillie, Wells Fargo

*The ideal candidate is an experienced member of the transaction community who works with clients to complete deals.*

## Deal Maker Event Committee:

**This small, highly-focused committee coordinates all facets of ACG Cincinnati's signature event. Committee members will:**

- Lead the event process, including overall accountability for budgeting and P/L
- Manage the nomination process with assistance from ACG Chapter Executive
- Solicit deal maker advisory committee members and organize committee meetings
- Identify & solicit annual lifetime achievement award recipients
- Collaborate with stakeholders (service providers and others) to identify candidates for nomination
- Develop target list of sponsors and solicit sponsorships
- Promote the event through institutional and individual efforts with help from ACG Chapter Executive
- Encourage ongoing engagement by Deal Maker Honorees
- Commitment: 15 hours over a 12-month period of service
- Co-Chairs: Kendra Bach, Wells Fargo, and Michael Hurley, Calfee
- Timing: Plenary Session in November. Bi-Monthly Meetings December through March. Weekly meetings in April and May. Post-event Debrief in June

*The ideal candidate is a member actively involved in the deal flow process from a corporate growth, transaction advisory or professional service background who has served for one or more years on the Deal Maker Advisory Committee.*

# COMMITTEES

## Young ACG

**This team is responsible for developing highly specific peer activities to meet the unique needs of ACG emerging leaders. Committee members will:**

- Understand the singular needs of emerging leaders for discreet and personalized experiences
- Develop a target list of emerging leaders in the deal making community and solicit prospective members
- Create a comprehensive marketing strategy focused on growing membership by emerging leaders
- Oversee the creation of content, curriculum and events focused on the unique needs of emerging professionals working in the deal making space
- Commitment: 15 hours over a 12-month period of service
- Timing: Quarterly meetings scheduled by co-chair
- Chair: Aaron Monk, Kohnen & Patton, and Katlin Rust, BakerHostetler

*The ideal candidate is a member with 7 years or less experience within the deal making community or with an interest in developing leadership skills and being in consideration for future leadership in the chapter.*

## Program Committee for Monthly Luncheons

**This committee holds responsibility for planning the content for monthly chapter luncheons. Committee members will:**

- Design rich curricula that aligns with members interests and needs
- Develop themes and trends that should be addressed in order for ACG to maintain its position as a pre-eminent educational source for constituents
- Refine best topics and prepare structural framework for presentation
- Work with lunch chairs to identify the best possible speakers, panelists and moderators with a focus on a regional or national reputation
- Liaise with lunch chairs to finalize program schedule in time to announce the yearly event calendar in August.
- Promote the events through institutional and individual efforts with help from Chapter Executive
- Commitment: 5 hours over a 12 month period of service
- Timing: Plenary Session in March. Follow-up meetings as needed until events are finalized
- Co-Chairs: Brian Berning, RSM, and John Gierl, Katz Teller

*Ideal candidates should be drawn from multiple industry sub-sectors and titles within ACG's constituents in order to provide perspectives on the educational needs of a diverse membership base.*

# COMMITTEES

## Membership Committee

**The membership committee recruits new members and helps retain existing members. Members will:**

- Define member experience and create a pipeline of prospective members
- Refine membership categories and benefits to create value for all stakeholders
- Work with Chapter Executive to enhance member satisfaction
- Reach out each month to lapsed members to enhance retention
- Develop structure and program to onboard new members
- Commitment: 20 hours over a 12 month period
- Timing: Monthly meetings from September to May
- Co-Chairs: Gene Fugate, US Bank, and Doug Sammons, JP Morgan

### Membership Sub-Committees

- Onboarding Chair: Gene Fugate, US Bank  
*Actively participate in orienting new members*
- Prospecting Chair: TBA  
*Actively manage the pipeline from prospect to member*
- Retention Chair: Lou Fender, WesBanco, and Bob Grigas, Hylant  
*Make personal calls to expiring members to ensure renewal*
- Expired Members: Alan Piker, Cresa  
*Gather data from non-renewals to enhance the member experience*
- Social Chair: Nina Marx, Commonwealth Land Title  
*Develop 1 or 2 social events for members to enjoy*

*The ideal candidate is a member employed in middle or upper management, sales or customer service with experience in customer/client loyalty initiatives, and/or customer/client experiences, customer/client satisfaction.*

## Regional Engagement Committee

**This team holds responsibility for ensuring robust participation in the Great Lakes Capital Connection and promotes planned interactions with sister chapters.**

**Members will:**

- Lead the Great Lakes Capital event process, including overall accountability for budgeting and P/L
- Liaise with event management firm, regional chapter leaders, sponsors and other stakeholders to ensure a successful event
- Solicit committee members and organize committee meetings
- Develop a comprehensive plan to engage with sister chapters in Great Lakes Region throughout the year
- Explore opportunities for collaboration on events, networking and initiatives
- Timing: Scheduled by Co-Chair
- Co-Chairs: Barry Peterson, Northcreek Mezzanine and TBA

*The ideal candidate is a member holding responsibility for a regional or national territory that includes some combination of Ohio, Indiana, Kentucky, Michigan and/or Pennsylvania. Willingness to travel to other chapter meetings and develop relationships in adjacent markets. Gather best practices and present ideas to chapter director and board.*

# COMMITTEES

## Finance Committee

**This team holds the important responsibility for oversight of ACG Cincinnati's finances and securing investments in ACG. Members will:**

- Develop budget for chapter and determine the amount of sponsorships needed to support administration and events
- Create a yearly coordinated strategy that meets the needs of both the sponsor and ACG
- Meet proactively with sponsors to determine needs, budget, timeline, approval process
- Develop and refine sponsorship packages with help from Chapter Executive
- Commitment: 20 hours over a 12-month period of services
- Timing: Plenary session in April. Monthly meetings May through September. Budget prep in July. Subsequent meetings as necessary until chapter's sponsorship goals are met
- Co-Chairs: Chris Goodwin, Plante Moran and Brad East, MCM

*The ideal candidate is a sales professional or service provider that has served in a position requiring critical evaluation of and budgeting for sponsorship investments.*

## Women's Committee

**This team is responsible for increasing the number of women who are members of ACG Cincinnati and participate in monthly ACG member events, social events, YACG, Corporate Roundtables and Deal Maker. Committee members will:**

- Double the number of women members in ACG Cincinnati.
- Increase the number of existing members in committee assignments and leadership roles—reaching 50% in three years and a woman serving as President in 2 out of 5 years.
- Position ACG in a unique market position as the go-to organization for women interested in a career in deal-making by offering compelling content delivered by women—either as speakers, panelists and moderators at all ACG events
- Extend personal invitations to women to attend ACG member events.
- Deliver value to women attending through facilitating new and/or deepened relationships with men and women in the chapter.
- Ensure the exclusive focus is on deal-making – the market position owned by ACG
- Encourage other members to recruit, foster and encourage women from their organizations to attend
- Develop a target list of women deal makers and solicit prospective new members
- Create comprehensive marketing strategy focused on retaining and growing women members
- Commitment: 20 hours over a 12-month period of service
- Timing: Scheduled by co-chair as needed
- Chair: Kimberly Schaefer, Vorys, and Tracy Arceci, Bank of America

*The ideal candidate is a deal making woman with an interest in promoting a robust experience for women in ACG.*