

The Twenty Third Annual Deal Maker Awards Nomination Instruction Form

ACG Cleveland
Driving Middle Market Growth

The DEAL MAKER Awards program is presented by ACG Cleveland to recognize significant achievements of Companies and Financiers who participate actively in merger and acquisition activity in Northeast Ohio. These nomination instructions are to be used to highlight those companies and individuals who have been successful in their pursuit of corporate growth through acquisition, joint venture and/or divestiture transactions, with an emphasis on achievements over the last two years.

An excellent Steering Committee of experienced merger and acquisition professionals will review the nominations. A member of the Steering Committee may contact you to seek any needed clarification prior to presenting your nomination to the Committee. The awards will be presented at a ceremony held on Thursday, January 24, 2019.

All nominations are due on or before Friday, November 2, 2018. You may fax, email or mail them to ACG Cleveland.

Each nomination should include the following information:

1. Deal Maker Nominee

- Company Name, CEO or Individual Nominee Name, Address, phone & fax

2. Nominee Category

- Corporate
- Buyout/Venture Capital
- Corporate Restructuring
- Women in Transactions Deal Maker of the Year Award

Recognition of woman business owners or executives who are leaders at their company and in the M&A/deal making community. Nominees should be women whose companies were involved in deal making activities or who played instrumental roles for their employers in deal making activities. Nominations should include descriptions of the transaction(s) and the impact on the company involved, the nominee's role in such transaction(s) and other information about the nominee's deal making or other influential activities in Northeast Ohio.

- Lifetime Achievement Award

This category includes individuals, either entrepreneurs or service providers, who have achieved the highest level of success in deal making activity during their careers relative to their peers. Ideally, such individual has been participating in deal making activities for more than twenty-five years and is at or approaching the end of his or her "active" career. Said a bit more metaphorically, such individual is playing the 18th hole with a four shot lead.

3. Nominee Description and History

4. Nominee "Deal Making" Activity

- Please describe historical acquisition, joint venture, divestiture and financing activity, with an emphasis on the past two years.
- Please describe individual transactions, including dates and economic highlights (i.e., transaction value, multiples of invested capital, growth in sales/earnings, strategic synergies, etc.).
- Please include any unique characteristics or complexities involved in executing specific transactions in which the nominee was involved.
- Please describe how the transaction(s) enhanced shareholder value and/or made a positive impact on major stakeholders (lenders, employees, etc.)
- Describe other regional impacts made by the transaction(s) or organizations (i.e., community involvement, etc.).

5. Nominator

- Name of nominator and company
- Address, phone, fax
- Description of relationship to Nominee (self nominations welcome)

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