



2017-2018 MEMBERS GUIDE



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Who We Are—ACG GLOBAL

Founded in 1954, the Association for Corporate Growth is the premier global association for professionals involved in corporate growth, corporate development, and mergers and acquisitions for mid to large companies. Leaders in corporations, private equity, finance, and professional service firms focused on building value in their organizations belong to ACG. They recognize the multiple benefits of networking within an influential community of executives growing public and private companies worldwide. For more than 50 years, ACG members have focused on strategic activities that increase revenues, profits and, ultimately, stakeholder value. Today ACG stands at more than 14,500 members representing Fortune 500, Fortune 1000, FTSE 100, and middle-market companies in 59 chapters in North America, Europe and Asia.



A Local Community with Global Research

Doing business is at the heart of the ACG membership experience. Chapters in North America, Asia, Europe, India and Brazil bring dealmakers together to help them achieve their business and professional goals. **75% of ACG members report that they have done business with fellow members.** This ROI has made ACG the most trusted and respected resource for business leaders and middle-market dealmakers who invest in growth.

ACG Chapters

Domestic

101 Corridor	Denver	New York	Silicon Valley
Arizona acg.org/arizona	Detroit acg.org/detroit	North Florida acg.org/northflorida	South Florida acg.org/southflorida
Atlanta acg.org/atlanta	Houston acg.org/Houston	Orange County acg.org/occ	St. Louis acg.org/stlouis
Boston acgboston.org	Indiana acg.org/Indiana	Orlando acg.org/orlando	Tampa Bay acg.org/tampabay
Central Texas acg.org/centraltexas	Kansas City acg.org/kc	Philadelphia acg.org/philadelphia	Tennessee acg.org/tennessee
Charlotte acg.org/charlotte	Kentucky acg.org/Kentucky	Pittsburgh acg.org/pittsburgh	Utah acg.org/utah
Chicago	Los Angeles	Portland	Washington, D.C.
Cincinnati	Louisiana	Raleigh Durham	Western Michigan
Cleveland acg.org/cleveland	Maryland acg.org/maryland	Richmond acg.org/richmond	Wisconsin acg.org/wisconsin
Columbus acg.org/columbus	Minnesota acg.org/minnesota	San Diego acg.org/sandiego	
Connecticut acg.org/connecticut	Nebraska acg.org/nebraska	San Francisco acg.org/sanfrancisco	
Dallas/Fort Worth acg.org/dfw	New Jersey acg.org/newjersey	Seattle acg.org/seattle	

International

Austria acg.org/Austria	Calgary acg.org/calgary	Germany Acg.org/germany	Tronto Acg.org/toronto
Barcelona	China	Holland	UK
Brasil acg.org/brazil	Edmonton acg.org/edmonton	Hong Kong acg.org/hongkong	
British Columbia acg.org/bc	France acg.org/paris	Madrid acg.org/madrid	



ACG Maryland

Who we are

ACG Maryland is the premier network for middle market deal makers. We remain a critical component to creating valuable relationships within the influential deal community. ACG Maryland -Driving Middle Market Growth.

ACG serves over 90,000 investors, owners, executives, lenders and advisers to growing middle market companies. Maryland members include regional leaders who drive middle market growth. Members routinely report that the relationships developed with other members drive more business opportunities. Our chapter members are experts in the industry.

ACG Maryland, we provide opportunities for you to do business!

While our events are open to non-members, ACG Maryland members receive many benefits, such as:

- Discounted registration for all chapter meetings (including most other ACG chapters)
- Educational opportunities
- Valued Connections between meeting networking opportunities
- Sponsorship opportunities to the expand your organizations' reach and message to the right audience.
- Members invite a non-member to 1 breakfast event for free
- Opportunities to serve on committees to enhance relationships
- Discounts on ACG Global Events



More ACG Benefits

Member Directory

The only resource of its kind, the ACG online Member Directory contains contact information for more than 14,500 professionals in corporate growth and mergers & acquisitions. A comprehensive database of contact information, the Member Directory allows you to search for members by any one or more of the following:

- Personal name, corporate title, or company
- Geographic location
- Corporate expertise in one or more of 35 fields
- Familiarity with one or more of 100 industries
- In any ACG chapter worldwide

Event Calendars

ACG's global events calendar will take you to a comprehensive database of worldwide ACG chapter meetings, conferences, workshops, and networking events.

ACG Mobile App

Attending an ACG event and want to learn more about a connection you just made? Busy traveling but want to register for an ACG chapter event? Well, now there is an app for that! To meet those needs and to help facilitate Access Anytime, Business Anywhere, ACG offers an app that allows mobile access to the ACG Member Directory and to the Calendar of Events for all ACG chapters. The ACG app is available for iPhone, iPad, Blackberry and Android platforms. The ACG mobile app makes searching and accessing member profiles easier than ever before, enabling both general and advanced searches of the ACG member database. (Note: Searching the ACG member directory is an exclusive members only benefit.) Members and non-members are also able to use the mobile app to register for ACG events. With more than 1,000 chapter events around the globe every year, you are never far from the people and knowledge you need to succeed. To download the ACG mobile app, visit www.acg.org/mobile.

ACG's official publication Middle Market Growth

Middle Market Growth is the official publication of the Association for Corporate Growth. The monthly digital magazine supports ACG's mission to drive middle-market growth, providing readers with an interactive platform to access thought leadership, best practices and insights derived from all segments of ACG's global membership. ACG is open to content submissions from members and chapters. To submit content for consideration, please contact a member of the editorial staff. To learn more, visit www.middlemarketgrowth.org.

Mergers and Acquisitions Magazine

Receive *Mergers and Acquisitions*, published in partnership with ACG, a \$995 value, providing coverage and analysis of key deals and influential developments in the M&A field, featuring articles and columns written by ACG members and other leading experts.

ACG CapitalLink[®]

ACG CapitalLink[®] puts a proprietary database of thousands of capital resources at your fingertips, including private equity firms, hedge funds, mezzanine investors, small business investment companies, valuation firms and M&A advisory firms. It's a comprehensive, up-to-date, user-friendly online resource, available at no cost only to ACG members.

ACG Maryland 2017-2018 Board of Directors

Officers

<p>Jim Hayden President BDO jhayden@bdo.com (301) 654-4900</p>	<p>Greg Hogan President Elect SC&H Group, LLC ghogan@scandh.com (410) 785-8023</p>	<p>Mike Creasy First Vice President Grant Thornton mike.creasy@us.gt.com (410) 244-3290</p>
<p>Joe Ward Treasurer Miles & Stockbridge jward@milesstockbridge.com (410) 385-3569</p>	<p>Tim Bryan Secretary Duane Morris LLP tbryan@duanemorris.com (410) 949-2902</p>	<p>Eric Orlinsky Past President Saul Ewing Arnstein & Lehr LLP eorlinsky@saul.com (410) 332-8687</p>

ACG Maryland 2017-2018 Board of Directors

Directors

<p>Greg Barger Director NewSpring Capital gbarger@newspringcapital.com (610) 567-2394</p>	<p>Greg Boucher Director The Braff Group gboucher@thebraffgroup.com (443) 623-5587</p>	<p>Joe Bradley Director Evergreen Advisors, LLC jtbradley@evergreenadvisorsllc.com (410) 997-6000</p>
<p>Greg Brouillette Director SunTrust gregory.t.brouillette@suntrust.com (301)938-9601</p>	<p>Christopher College * Director TCP Venture Capital college@tcp.vc (410) 497-7239</p>	<p>Brad Crosley* Director Jones Lang LaSalle Americas, Inc. Brad.Crosley@am.jll.com (443) 451-2606</p>
<p>Brian Dettmann Director Caledonia Capital Partners, LLC brian@caledoniapartners.com (312) 961-5310</p>	<p>Brian Guerin Director Calvert Street Capital Partners bguerin@cscp.com (443) 573-3716</p>	<p>Mike Hardy * Director Duane Morris MCHardy@duanemorris.com (410) 949-2947</p>
<p>Adam Kelly Director Patriot Capital akelly@patriot-capital.com (443)573-3017</p>	<p>Ron Kerdasha* Past President/Ex Officio Director MB Business Capital rkerdasha@mbfinancial.com (443) 798-6505</p>	<p>Mickey Matthews Director Stanton Chase m.matthews@stantonchase.com (410) 528-8400</p>
<p>Lindsay Monti* Director Venable lmmonti@venable.com (410) 244-7680</p>	<p>Thomas Neale Past President/Ex Officio Director Patriot Capital tneale@patriot-capital.com (443) 573-3026</p>	<p>John Robinson Director Fifth Third Bank john.robinson@53.com (410) 832-7494</p>
<p>Ben Rogers Director Citizens Bank benjamin.b.rogers@citizensbank.com (302) 425-7340</p>	<p>Matthew Roughton Director First National Bank roughtonm@fnb-corp.com (443) 912-0323</p>	<p>Matthew Sprow* Director RSM US matthew.sprow@rsmus.com (410)246-9178</p>
<p>Stanley Tucker Director Meridian Management stanley.mmg@gmail.com (410) 333-4270</p>	<p>Dan Wahlberg Director Hertzbach & Company dwahlberg@hertzbach.com (410) 363-3200</p>	



Committees

The ACG Maryland Committees are made up of member volunteers who find that getting involved is the best way to get true value from ACG. If you are looking to build relationships and share your talent, see below for more information on how to get involved or email info@acgmaryland.org

Program Committee

The Program Committee has primary responsibility for planning the content of 9-10 monthly ACG Maryland chapter meetings known as Networking Breakfast and Speaker Series and Joint Networking Events. The committee selects topics as well as identifies speakers and/or panelists/moderators that will be of interest to members, occasionally hosting joint events with other associations. The committee is tasked with identifying venues/themes that will engage members and encourage networking among our various member groups. This committee holds meetings approximately 2-3 times a year and subcommittees are responsible for several meetings throughout the year.

Membership Committee

The Membership Committee is responsible for member engagement/retention and new member recruitment/acquisition to the ACG Maryland chapter. This includes contacting members whose terms are expiring to ensure their renewal, obtaining feedback on why members may choose not to renew and finding ways to introduce new members of the M&A community, particularly in the corporate and private equity professions, to ACG Maryland. This committee meets quarterly with contact following events. Committee members are also invited to participate in quarterly new member luncheons.

Deal of the Year Planning Committee

ACG Maryland is committed to recognizing and honoring business transactions including mergers & acquisitions, financings, alliances and IPO's, that have impacted our region. Each year our event is held in March to award and honor the "Deal of the Year" from the prior calendar year. Eligible deals include acquisitions, divestitures or capital transactions involving Maryland-headquartered companies. The committee participates in monthly conference calls between the months of September through the event in March. Within planning committee members have the opportunity to divide into subcommittees for securing judging panel, nomination process, event logistics and sponsorship and public relations about the event.

Sponsorship Committee

The sponsorship Committee members reach out of members of ACG and other stakeholders to secure the funding needed to support our activities. The committee works with a prearranged and approved sponsorship program. The committee also interacts with current sponsors to maintain beneficial relationships.



Committees

Deal Forum Conference Committee

The Annual Deal Forum Conference is our chapter's largest event of the year. This committee meets both in person and telephonically throughout the year. The event is typically held in May of each year. Participation is divided into several subcommittees. New committees are formed in the late summer. Committees Include:

- Programs – The Program Committee has primary responsibility for planning the general session and breakout sessions held over the 2 day conference. The committee selects topics as well as identifies industry experts (panelists/moderators) that will be of interest to an audience of dealmakers.
- Sponsorship – The Sponsorship Committee has the ever important role of "pitching" the conference to regional firms to secure commitments for financial sponsorships. An extensive Sponsor Kit, developed by ACG Maryland with committee input, contains multiple opportunities at various price points. The committee is responsible for outreach to firms to gain commitments.
- DealSource for Investment Banks – The Committee is responsible for outreach to regional and national investment banks to encourage participation in hosting a table during the DealSource meetings. The committee is actively involved with reviewing and updating the prospect list and refining the format to enhance the attendee experience.
- Private Equity Marketplace – The Committee is responsible for outreach to regional and national private equity firms to encourage them to exhibit in the Private Equity Marketplace (Capital Connection) as well as participate in the DealSource meetings. The committee is actively involved with reviewing and updating the prospect list and refining the format to enhance the attendee experience.

ACG Young Professionals Committee

ACG Maryland is committed to attracting and retaining talented emerging dealmakers from Maryland as members of our chapter. The strategic objective of the committee is to strengthen the future membership ranks of ACG Maryland with talented young dealmakers who are committed to active participation in our chapter.

The committee holds social and content based events. The committee is also responsible for organizing university styled content to allow for up-and-coming M&A deal makers a chance who possess 2 – 4 years of deal experience in a serial education program designed to teach a broad range of essential deal making skills and strategies. The five -part class covers the following core topics – each topic has its own subcommittee:

Class 1: Strategic/Opportunity Analysis - Sourcing Deals

Class 2: Arranging Financing

Class 3: Valuation and Due Diligence

Class 4: Negotiating Purchase Agreement/Legal Documents and Closing the Transaction

Class 5: Post Closing Integration, Why Deals Fail



2017-2018 Calendar of Events

SPEAKER & NETWORKING BREAKFASTS

- 12 OCTOBER | 7:30-9:30AM** Breakfast & Networking at the Maryland Club
- 16 NOVEMBER | 7:30-9:30AM** Breakfast & Networking at the Maryland Club
- 11 JANUARY | 7:30-9:30AM** Deal Market Update at the Maryland Club
- 12 APRIL | 7:30-9:30AM** Breakfast & Networking at the Baltimore County Club at Five Farms
- 14 JUNE | 7:30-9:30AM** Breakfast & Networking at the Baltimore Country Club at Five Farms

YOUNG PROFESSIONALS UNIVERSITY

- 7 SEPTEMBER | 9:00AM-12:00PM** Strategic / Opportunity Analysis—Sourcing Deals
- 20 SEPTEMBER | 9:00AM-12:00PM** Arranging Financing
- 6 OCTOBER | 9:00AM-12:00PM** Valuation and Due Diligence
- 20 OCTOBER | 9:00AM-12:00PM** Negotiating Purchase Agreement / Legal Documents and Closing
- 3 NOVEMBER | 2:00-7:00PM** Post Closing Integration / Why Deals Fail & Graduation + Happy Hour

SIGNATURE EVENTS

- MARCH** | Deal of the Year Celebration
- MAY** | Deal Forum

EVENING NETWORKING

- 12 SEPTEMBER | 5:30-8:30PM** Taste of the Middle Market at the Maryland Club
- TBD DECEMBER** | Holiday Party
- TBD FEBRUARY** | Evening Networking

NEW MEMBER LUNCHEONS

Held quarterly to welcome new members. New Members watch your inbox for an invitation or contact us for the next scheduled luncheon at (443) 640-1063 or info@acgmaryland.org.



Getting the Most from your Membership

Attend Events

You can register for events directly from our website (www.acg.org/maryland) and also see a list of upcoming events.

Join a Committee

Participating on ACG Maryland committees is not only appreciated by the Chapter, but is also a prime avenue to expanding your network and helping shape the future of the Chapter.

Sponsorship

ACG Maryland is grateful for the strong support from our sponsors, and the return on their investment is seen in terms of brand awareness, expanded connections and new business. Learn more about annual chapter sponsorships and event specific sponsorships at <http://www.acg.org/maryland>

Connect to ACG Maryland's LinkedIn Page

Our LinkedIn members are very proactive in sharing useful information for the benefit of our middle-market business community. Join the conversation!



ACG Maryland Contact Information

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2017-2018 Annual Chapter Sponsors

PLATINUM



GOLD

