

ACG[®] New York

2019

2018

2018 YEAR END REPORT



ACG New York Year End Publication

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Invest and Help Us Build a Better ACG New York for YOU!

Over the past two years, we have been writing about the many exciting—and necessary—changes we have been making at ACG New York. There have been years of hard work and leadership from past presidents such as Steve Prostor, Marty Okner, Heidi Deiner, and David Hellier, who laid the foundation for the current Board of Directors to drive the initiatives that are making ACG New York the most efficient place in the middle market M&A community to build YOUR business network.

We remain keenly focused on delivering an exceptional framework for dealmakers to network, find deals, and build meaningful business relationships through our high-quality programming and events. This has led to a better networking and business development atmosphere for our transaction advisory, consulting, and value creation members. When our dealmakers experience a productive environment at ACG New York, ALL of our members benefit.

ACG New York is focused on providing an environment where the focus is on Deals, Deals, and Deals as well as encouraging and supporting Inclusion in the middle market. To that end, the following are a few highlights of the initiatives, some are detailed within this report:

- Developed creative new deal sourcing programs – notably the growing Private Equity to Private Equity Dealsource— and adding One-on-One Dealmaking meetings to all our major conferences, including the Consumer/Retail, Healthcare, Manufacturing, and Business Services/Technology.
- Invested in Women of Leadership (WOL), resulting in the largest turnout of women professionals to our forthcoming Summit and the highly attended Women's One-on-One Dealmaking meetings event.
- The most highly attended Middle Market Week since its inception, bringing together national middle market dealmakers for programming and dealmaking events held by our Sponsors and culminating into the Wine Gala.
- Further included the Forward Committee, Family Office Committee, PE/IB Committee, Lenders Committee and the Women of Leadership Committee as part of our flagship event, the Wine Gala resulting nearly 900 attendees enjoying quality networking.
- Since initiating the first ever program to solicit volunteer applications for members to join a committee, we received over 130 applications, which is interest from more than 13% of our membership.
- Launched the first ever Ambassador program targeting professionals across the dealmaking spectrum who can contribute positively to our community.
- Revamped our sponsorship program and attracted top-tier industry names who have strategically partnered with us to grow their respective businesses, supporting us through their sponsorship dollars and participation.
- We are in the process of creating the first One-on-One Dealmaking meetings in February for our Forward Community (under-35 professional crowd), thus further including this growing segment into our broader ACG community.
- Given the growing interest in middle market private equity/debt as an asset class, we will hold the first ever ACG New York GP/LP event in the summer of 2019.

This is a look at the initiatives we are advancing and should give you a sense of how we are driving ACG New York forward with a focus on creating value for our membership.

Now we need your help. And you, personally, have a vested interest.

That's because ACG New York offers the largest network of M&A professionals in the metro-New York area. We attract dealmakers from around the country because New York is the center of the M&A universe. Get a friend or colleague to join. Volunteer for a committee that will help you and your firm. Try a new event. Encourage your firm to sponsor. Your time and dollar investment in ACG will help you build both your network and your business.

I joined ACG New York because I wanted to give back to the organization that was single-handedly responsible for all my professional success in middle market investing. All the connections that were responsible for that success originated at an ACG New York event. I doubled down on my involvement and helped build what I believe is truly the best organization in the country for sourcing better deals, building a sustainable personal and professional network, and helping me succeed in an increasingly competitive market.

If you have seen meaningful change at ACG New York and want to see that change move forward, get involved. It's YOUR network.

Sincerely,
David Acharya
President, ACG New York, Partner, AGI Partners LLC



NEWS HIGHLIGHTS FROM 2018

We heard a lot of incredible things this past year. Check out some of the highlights

a| Time to KICK-OFF Middle Market Week!

Welcome to ACG New York Middle Market Week (November 26–30). This week, buyers and sellers, debt and equity providers, transactional and value creators, advisors and consultants—all focused on creating growth and value—will come together as an industry...the Middle Market.

b| Educating Lawmakers About Private Capital is Top Priority in New Congress

Dec. 05, 2018

ACG New York's Middle Market Week ends with panel's post-midterm legislative outlook

ACG New York Year-End Survey Reveals Steep Drop in Positive Sentiment about Trump Administration Impact on Private Equity Funding Prospects

c| Flywheel's CEO Shares How the Fear of Failure Impedes Career Success

ACG NY WOL Summit with Sarah Robb O'Hagan

Keynote Speaker, Sarah Robb O'Hagan, CEO of Flywheel Sports and author of "Extreme You"

Sarah Robb O'Hagan has been described as "Superwoman undercover" and the "Pied Piper of Potential." A high-energy combination of disruptive business leader, fitness fanatic, and cheerleading mom, she's been named among Fast Company's "Most Creative People in Business."

d| Middle Market News

Specialized Asset Management Firm, Star Mountain Capital, Educates Students on Financing in the Private Equity Middle Market Ecosystem

Revenue Recognition for Portfolio Companies of PE Firms

Manufacturing M&A: high prices but plenty of opportunities

Winners of 8th Annual ACG New York Champion's Awards Revealed

Dealmaking with Family Offices

e| ACG CARES Announced the Selection of Seven ACG CARES Scholars for 2018–2019

f| Presentations and Webinar Replays

Webinar: PitchBook's Private Equity Outlook: Assessing 2018 Themes and Beyond

g| Cognizant Webinar: Robots-as-a-Service (RaaS)—PE Firms Secret to Increased EBITDA

BLOG POSTS

Each month, the ACG New York board members and sponsors have an opportunity to provide content for our blog. Check out some of the articles below!

The Case for Institutional LPs Supporting Independent Sponsors

By David Acharya, Partner, AGI Partners, LLC

Sell-side due diligence: The means to an end

By Michele E. McHale, Robert Shefferly III, Eric Wozniak

While due diligence is an inevitable step in the buying process, it's not as prevalent with sellers. But it should be. After all, it increases the odds of an efficient and successful sale.

Akerman PERSpectives on U.S. Middle Market Private Equity

The Akerman PERSpectives Report tracks the often underreported yet significant activity of sub-\$1 billion PE buyout funds.

Educating Lawmakers About Private Capital Is Top Priority in New Congress

By Kathryn Mulligan

Seven Value Creation Strategies for Private Equity

By Michele E. McHale, Plante Moran

Learn seven post-acquisition value creation strategies private equity firms should employ to ensure maximum ROI upon exit.

Global M&A activity soars in 1H 2018

By Jeremy Swan, Managing Principle, CohnReznick Financial Sponsors and Services Practice

It's All About the Alpha

By Scott Estill, Partner, Lancor



ACG New York / Pitchbook Report

2018 Private Equity in Review

2017 Private Equity in Review

ACG In the News:

- ACG New York Names 2018-2019 Leadership Team
- 2018 President Welcome Letter
- Dealmaking with Family Offices

ACG Board Member Anthony Caudle Receives the Thomas Farrell Award

ACG New York Video Highlights:

2018-11-07 Executive Corporate Panel-Consumer & Retail Conference

Moderator, Stephen Wyss, CPA, Partner - Consumer Industry Leader, CohnReznick LLP

Christine Chang, Glow Recipe, Co-CEO & Co-Founder | Roy Danis, Clyde May's, President & CEO | Marc Hill, Stella and Chewy's, CEO | Jordana Kier, LOLA, Co-Founder | Sarah Lee, Glow Recipe, Co-CEO & Co-Founder | Steven Singer, FODY Food Co, Founder & CEO

2018-09-20 Digital Drives Value:

Digital Drives Value: Where and How to Add Digital to Your Private Equity Playbook

Digital changes everything. Every industry, every channel, every market. It's revolutionary and promising, but it can also be challenging. A digital strategy is no longer a nice to have—it's a must have.

Understanding the digital landscape is the first step to developing the right approach to ensure your companies are among the technology disruptors, not the disrupted. Our panelists will share their observations, insights and forward-looking ideas on how you can leverage technology to optimize operational effectiveness, accelerate growth and create value across your portfolio.

2018-09-20 Navigating Frothy Markets for Technology Assets

Successfully Navigating this Frothy Market for Technology Assets: Finding and Closing on Technology Assets that Warrant these Nose-Bleed Multiples

Finding the deal early is only the start...you need to stand out as an investor and win the deal.

In this environment, it's more important than ever to develop a value creation strategy before the final bid. Our panelists will discuss and answer the questions.

- What are the tricks to create differentiated angles to justify the purchase price?
- What can we learn from actual case studies?
- How do you get out ahead of Auctions?
- What will the market look like in 2019 and beyond?

2018-08-02 Practical Advice for Doing Business with PE Firms, Part 1

2018-08-02 Practical Advice for Doing Business with PE Firms, Part 2

Moderator, David Hellier, Partner, Bertram Capital

Joshua Cherry-Seto, Chief Financial Officer, Blue Wolf Capital | Mark Emrich, Managing Director, Business Development, Murray Devine | Ed Gort, VP of Engineering and Professional Services, LynnCo Supply Chain Solutions | Reid Tracy, Mergers and Acquisitions Group, Willis Towers Watson | Jeffrey Michelson, Managing Director, CohnReznick LLP

Fireside Chats

2018-06-07 Fireside Chat with Alan Jones, Morgan Stanley and Jon Weber BlueMountain Capital Management

Part 1

Part 2

2018-06-07 Interview Peter Van Raalte, Corinthian and Mary Katherine Flynn, "Mergers and Acquisitions"

Part 1

Part 2

Jeffrey Raider, Co-Founder Harry's

a| 5 Things You Missed Articles

- 5 Ideas you missed "Midterm Elections' Impact on Dealmaking and Exits"
- 5 Ideas you missed at The State of the Union Luncheon
- 5 Ideas you missed at ACG's International Event at the Hungarian Consulate
- 5 Ideas you missed at The PE Portfolio Value Add
- 5 Ideas you missed at The 11th Annual Industrial Conference
- 5 Ideas you missed at The Annual HealthCare Conference
- 5 Ideas you missed Last Week – Family Office Update

b| 5 Things You Missed Video News

- Digital Drives Value—Where and How to Add Digital to Your Private Equity Playbook
- Finding and Closing on Technology Assets that Warrant these Nose-Bleed Multiples
- Cannabis – The New Investing Frontier
- Latest Trends in Physician Practice Management
- Enhancing Value of Portfolio Companies
- Midterm Election Impact on Deal Making and Exits
- Peter Coy, Economics Editor at Bloomberg Business Week

c| 2018 Member Video Testimonials

- Randy Schwimmer, Churchill Asset Management
- Heidi Deiner, National Executive Director at Private Equity CFO Association
- Don Levy, Director, M&A Transaction Advisory at Duff & Phelps
- David Acharya, Partner at AGI Partners LLC
- Claudine Cohen, Principal – Transactional Advisory Services (TAS) Northeast Leader at CohnReznick LLP
- Angela Raitzin, Portfolio Manager at First Republic Bank
- Brad McGowan, SolomonEdwards – Head of PE Coverage at SEG & Managing Director at Pickwick Capital Partners – Investment Banking
- Hector Perez, Chief Executive Officer at Quantum FBI LLC
- David Hellier, Partner at Bertram Capital
- Curt Tatham, Managing Director Co-Head Financial Sponsors Group at Lincoln International
- Scott Estill, Partner at Lancor
- Corey Massella, Partner at UHY LLP, Certified Public Accountants
- Bobby Blumenfeld, Executive Director at ACG New York

CHAMPION'S AWARD PROGRAM

Metropolitan Club – June 21, 2018



Peter Hilton Award

Jay Jester, Audax



The Lou Halstead Women of Leadership Award

Marilyn Adler, Senior Managing Director & Head, Medley Management



Chapter Leadership Award

Kathy Nalywajko, Senior Vice-President, Capital Group Private Client Services





2018 MEMBER HIGHLIGHTS

Every month, we will feature an active member of the ACG New York community in a brief interview. Reflecting industry insight and personal perspective, this feature will introduce industry leaders and offer advice on the tools you need to succeed in the ever-changing middle market.

Robert Landis

Partner at The Riverside Company



Joshua Cherry-Seto

Chief Financial Officer and Chief Compliance Officer at Blue Wolf Capital Partners



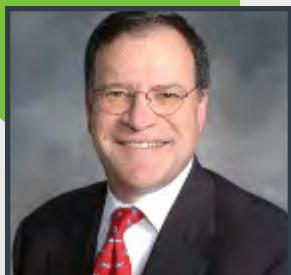
Jennifer White

Sr. Vice President of Marketing at Performance Improvement Partners



Richard Baum

Co-Founder & Managing Partner at Consumer Growth Partners



Claudine Cohen

Principal - Transactional Advisory Services (TAS) Northeast Leader at CohnReznick LLP



Corey Massella

Managing Director at UHY Advisors NY, Inc.



Scott Estill

Partner at Lancor



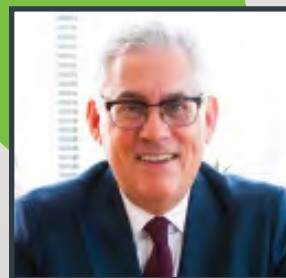
Sarah Kuhns

President at GMW Management



Bobby Blumenfeld

Executive Director at ACG New York



Katerina Donovan

Vice President – Transaction Advisory Services at USI Insurance Services



Daniel Officer

Managing Director at Sperry, Mitchell & Company



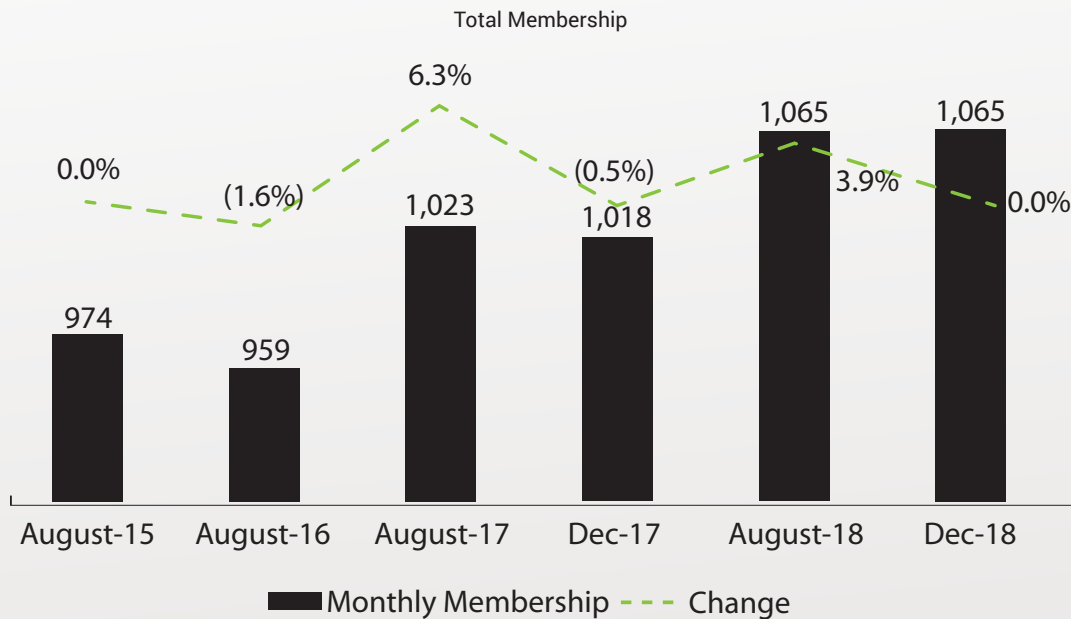
Frank Marcucci

National Director, Business Development at Corporate Valuation Advisors, Inc.

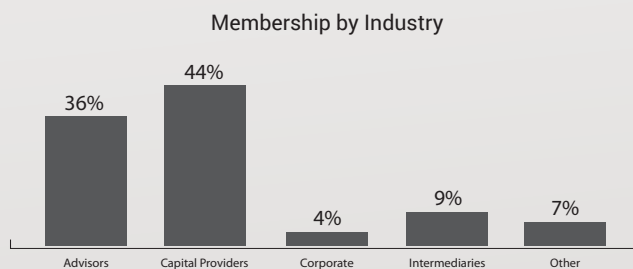


Membership Analysis

(Membership has been increasing... Focus now on Retention)

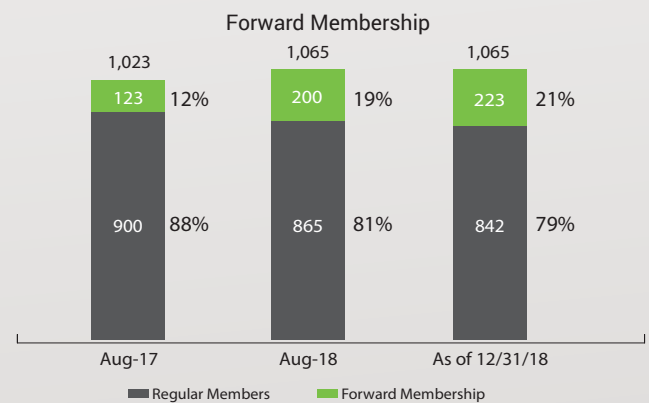


Membership Analysis



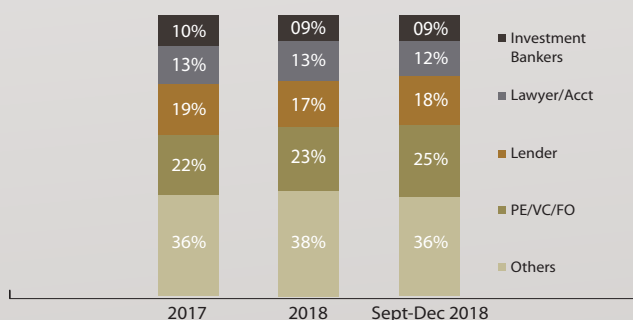
Membership Analysis

(Forward Membership is steadily increasing)

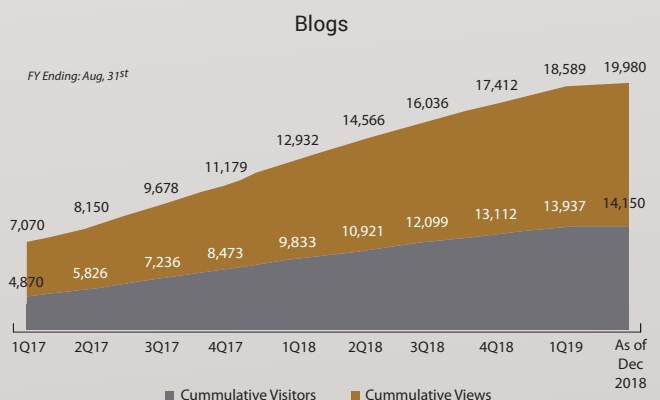


Registration Analysis

Total Registration by Industry Category



Social Media Metrics – Blogs



2018/2019 OFFICERS & DIRECTORS

David Hellier

Chairperson
Bertram Capital

David Acharya

President
AGI Partners

Marcia Nelson

Executive Vice President
Alberleen Family Office Solutions

Don Ritucci

Treasurer
Jefferies

Michael Schwamm

Secretary
Duane Morris, LLP

Corey Massella

Vice President Sponsorship
UHY Advisors NY, Inc.

Brad McGowan

Vice President Membership
SolomonEdwards

Angela Raitzin

Vice President Programs
First Republic Investment Management

Irena Blind

PE/IB Committee Co-Chair
TSG Consumer

Ian Bone

Board Member
Save A Lot

Anthony Caudle

Diversity Committee Chair
RedTail Capital Markets, LLC

Joshua Cherry-Seto

HealthCare committee member
Blue Wolf Capital Partners

Claudine Cohen

Women of Leadership Chair
Cohn Reznick

Abilash Jaikumar

Board Member
TresVista

Luke Johnson

Board Member
Arcline Investment Management, LP

Scott Johnson

Board Member and Consumer Retail Conference Co-Chair
SJ Partners

Robert Landis

PE Wine Gala Committee and PE Roundtable Co-Chair
The Riverside Company

Donald McDonough

Healthcare Committee Member
JLL Partners

Palash Pandya

Board Member
Akerman, LLP

Hector Perez

Finance Committee Member
Quantum FBI, LLC

Curt Tatham

PE/IB Committee Co-Chair
Lincoln International

Jennifer White

Marketing Committee Chair
Performance Improvement Partners

Evan Zwerman

Lenders Committee and Summer Conference Chair
White Oak Commercial Finance

VOLUNTEER LIST

Brian Garfield	Lincoln International, LLC	ACG Forward
Kamran Khaliq	Integro Insurance Brokers	ACG Forward
Sam Libby	Ziegler	ACG Forward
Rohani Mahyera	Paul Hastings LLP	ACG Forward
Marissa Mann	Saratoga Investment Corp	ACG Forward
Jennie Mazzucco	CCMP Capital	ACG Forward
Ryan Paskin	Cohn Reznick	ACG Forward
Allison Sacks Klazkin	Cortec Group	ACG Forward
Stephen Wall	August Spark	ACG Forward
David Zawitkowski	Citrin Cooperman	ACG Forward
Logan Fisher	Bank of America	ACG Forward/Ambassador
Kristina Wesch	Farrell Fritz	ACG Forward/Ambassador
Michael Friedberg	Arrowhead Investment Management	ACG Forward/Lenders
Bill Watts	Wells Fargo	ACG Forward/Lenders
Austin Collier	Branford Castle Partners, L.P.	ACG Forward/Membership
Rachel Golodetz	The Alberleen Group	ACG Forward/Membership
Ryan Mullin	PKF O'Connor Davies	ACG Forward/Membership
Daniel Gajewski	Lazard	ACG Forward/PE IB Committee
Stephens Johnson	Tenex Capital Management	ACG Forward/PE IB Committee
Allen Geller	Raines International, Inc.	Ambassador
Jennifer Jackson	Scherzer International	Ambassador
Tobias Knapp	O'Melveny & Myers	Ambassador
Dennis McIntosh	B2B CFO Partners, LLC	Ambassador
Jeff Michelson	Cohn Reznick	Ambassador
Marcia Rothschild	Vistra Group	Ambassador
Angela Raitzin	First Republic	Ambassador/Family Office/Programming
Frank Marcucci	Corporate Valuation Advisors	Ambassador/Membership
Drew Bagin	Aeterna Capital Partners	Family Office
Rodrigo Braga	Braga Investments & Advisory	Family Office
Katherine Hill Ritchie	Nottingham Spirk	Family Office
Jeremy Ozen	O3 Industries	Family Office
Dina Said Dwyer	Eden Capital	Family Office
Michael Schwamm	Duane Morris LLP	Family Office
Marcia Nelson	Alberleen Family Office Solutions	Family Office/Programming
Marilyn Adler	Medley	Lenders
Logan Fisher	Bank of America Merrill Lynch	Lenders
DeAnna Galent	IDB Bank NY	Lenders
Adam Goodman	DealCloud	Lenders
Bradley Kastner	MidCap Financial Services, LLC	Lenders
Randy Lederman	AloStar Capital Finance	Lenders
Marissa Mann	Saratoga Investment Advisors, LLC	Lenders
Trevor Rader Freeman	Signature Bank	Lenders
Evan Zwerman	White Oak Commercial Finance	Lenders/Membership
Jeffery Granell	Scotiabank	Lenders/PE IB Committee
Robert Baron	Green States Energy	Marketing
Elise Chowdhry	Optimum Advisors LLC	Marketing
Linda Cutler	KPMG	Marketing
Palmer O'Sullivan	Alvarez & Marsal	Marketing
David Siegel	Paychex Inc	Marketing
Neil Swanson	N'ware Technologies	Marketing
Jennifer White	Performance Improvement Partners	Marketing
John White	Inventis Strategies	Marketing/Membership
Michael Hejtmanek	Mainsheet OP	Marketing/Programming
Amir Jairazbhoy	TresVista Financial Services	Marketing/Programming
Randy Bonett	INSPERITY	Membership

VOLUNTEER LIST: Continued

Thomas De Filippe	Marshall Stevens	Membership
Katerina Donovan	USI	Membership
Trevor Freeman	Signature Bank	Membership
Mark Heil	SS&C Technologies, Inc.	Membership
Sharmeen Khan	FTI Consulting	Membership
Sridhar Kuppa	Solomon Edwards Group	Membership
Edina Leiher	Albion Investors	Membership
Brad McGowan	SolomonEdwards	Membership
Hector Perez	Quantum FBI, LLC	Membership
Mae Rogers	Mayer Brown LLP	Membership
Christopher Sheaffer	Reed Smith LLP	Membership
David Acharya	AGI Partners LLC	PE IB Committee
Irena Blind	TSG Consumer	PE IB Committee
Pierre Champion	Centre Lane	PE IB Committee
Bryan Cummings	D.A. Davidson	PE IB Committee
Stephanie Davies	Stout	PE IB Committee
David Hellier	Bertram	PE IB Committee
Luke Johnson	Arcline Investment Management, LP	PE IB Committee
Kathleen Lauster	Silver Leaf Partners	PE IB Committee
Timothy Lufkin	BB&T Capital Markets	PE IB Committee
Steve Madsen	Monomoy Capital Partners	PE IB Committee
Amy Margolis	CI Capital Partners	PE IB Committee
Donald McDonough	JLL Partners	PE IB Committee
Drew Meyers	Seaport Capital	PE IB Committee
Richard Prestegaard	High Road Capital Partners	PE IB Committee
Christian Remmel	Aterian Investment Partners	PE IB Committee
Don Ritucci	Jefferies	PE IB Committee
Matt Shuman	Gemspring Capital	PE IB Committee
Curt Tatham	Lincoln International	PE IB Committee
Chris Valentine	TSU Capital	PE IB Committee
Laura Holden	Financo	PE IB Committee
Polly Mack	The Riverside Company	PE IB Committee/Women of Leadership
Jessica Baron	Centennial, Inc.	PE IB Committee/Women of Leadership
David Bigelow	Fiduciary Trust International	Programming
Thomas Clement	Plante and Moran, PLLC	Programming
Phil Dubinsky	Thoroughbred CFO	Programming
Alexander Shermansong	Civic Consulting	Programming
Kenneth Fontaine	CoveView Advisors	Sponsorship
Peter Formanek	Young America Capital	Sponsorship
Corey Massella	UHY Advisors NY, Inc.	Sponsorship
Yan Pecoraro	Portolano Cavallo	Sponsorship
Manoj Rajwani	USI Insurance Services	Sponsorship
Ellen Auwarter	Duane Morris	Women of Leadership
Joana Bekerman	SMBC Nikko Securities America, Inc.	Women of Leadership
Claudine Cohen	Cohn Reznick	Women of Leadership
Carrie DiLauro	Hamilton Robinson Capital Partners	Women of Leadership
Sylvie Gadant	Citrin Cooperman	Women of Leadership
Debbie Habib	Lindsay Goldberg	Women of Leadership
Kerri Hagen	Gemspring Capital	Women of Leadership
Alison Minter	North Castle Partners	Women of Leadership
Meahgan O'Grady	Long Point Capital	Women of Leadership
Rachel Pugliese	Nixon Peabody	Women of Leadership
Rachel Schaller	Houlihan Lokey	Women of Leadership
Nilufer Shaikh	Pepper Hamilton LLP	Women of Leadership



a| WOMEN'S SUMMIT:



b| HEALTHCARE CONFERENCE:



HEALTHCARE CONFERENCE continued:



c| PE WINE GALA MIDDLE MARKET WEEK:



d| 2018 CHAMPION'S AWARDS:



e| SUMMERBASH:



f| SUMMER CONFERENCE:



g| TECHNOLOGY AND BUSINESS SERVICES CONFERENCE:



h| CONSUMER RETAIL CONFERENCE:



i| 2018 HOLIDAY RECEPTION:



Platinum Sponsors:



Platinum: Research & Analytics Outsourcing



Platinum Emeritus:



Gold Sponsor:



Partners:



EVENT CALENDAR: 2019

Visit www.acgnyc.org for a full calendar of events.

February 13, 2019 |

Monthly Luncheon Meeting: Impact of the Rising Trend of Secondary Buyouts

February 21, 2019 |

Play like a Pro 2019: Charity Hockey Game

February 28, 2019 |

11th Annual Healthcare Conference

March 7, 2019 |

Monthly Breakfast Meeting

March 12, 2019 |

Family Office Breakfast: Invite Only

March 19, 2019 |

ACG NY Forward March Madness Networking Reception

March 21, 2019 |

Women of Leadership Golf Event & Reception

March 21, 2019 |

PE Roundtable Dinner Series- Invitation Only

April 2, 2019 |

15th Annual M&A DealSource

April 10, 2019 |

Monthly Luncheon Meeting & ACG Cup

May 13, 2019 |

President's Reception

May 15, 2019 |

ACG NY Members Only Luncheon

June 6, 2019 |

Value Creation

June 6, 2019 |

12th Annual Industrial Conference

June 18, 2019 |

Champion's Awards at SummerBash

To our Members, Sponsors and
the Middle Market...

Thank you for supporting ACG

New York in 2018



Bobby Blumenfeld

Executive Director
ACG New York
bobby@acgnyc.org
212.489.8700 x1

Sarah Kuhns

Chapter Executive
ACG New York
skuhns@acgnyc.org
212.489.8700 x2



The single-most comprehensive networking platform for the middle market dealmaking community

design by:

