

2020 ACG LA BUSINESS CONFERENCE

VIRTUAL CONFERENCE

NOVEMBER 4-6, 2020

ACG Los Angeles

THE NATION'S PREMIER
DEAL FLOW & BUSINESS
CONFERENCE

DAY 1 – WEDNESDAY, NOVEMBER 4

ALL TIMES ON AGENDA ARE PACIFIC TIME

7:00AM - Registration Opens and “Badge Pick Up”

ROOM: NETWORKING LOUNGE

7:00-8:00AM – Virtual Coffee Networking Drop-in

World’s Most Unusual Coffee Mug

SPONSORED BY: CSUITE FINANCIAL PARTNERS

Good Morning! Grab your favorite cup of Joe and drop in for CSuite’s WMUM (World’s Most Unusual Mug) challenge. Winner will receive a gift card to Dunkin Donuts, a shiny new CSuite Financial Partners Coffee Cup and inducted into ACG’s Virtual Conference Hall of Fame.

[LEARN MORE ABOUT CSUITE FINANCIAL PARTNERS](#)

LOBBY

WELCOME VIDEO: 2020 VIRTUAL ACG LA BUSINESS CONFERENCE

HOST CO-CHAIRS:

Scott Kolbrenner, Managing Director, Houlihan Lokey

Margaret Shanley, Partner, CohnReznick

VIEW HERE: [WELCOME TO OUR 2020 VIRTUAL CONFERENCE](#)

EXHIBIT HALL

7:00AM - TRADESHOW FLOOR OPENS

Conference Sponsors / Capital Connection Tradeshow Floor

REMEMBERING KOBE BRYANT

VIEW HERE: [ACG LOS ANGELES TRIBUTE TO KOBE BRYANT](#)

ONE-ON-ONE MEETINGS 7:00-10:00AM

DEAL SOURCE / PRIVATE MEETINGS BALLROOM

7:00-10:00AM – 1:1 Meetings –Prescheduled Meetings

Private meetings are open to all conference attendees and coordinated by sectors. All meetings will be requested through our scheduling software and will be open to all registered Conference attendees. Email and instructions to follow post registration and prior to Conference dates.

Up to 60 meetings spread over 3 days

One-on-One Meetings

- IB/PEGs
- Transaction Professionals, Professional Services, Intermediaries

KEYNOTE 10:30-11:30AM

BEVERLY HILLS BALLROOM

FIRESIDE CHAT

POLITICS IN AMERCA: The Winners, The Losers and The Next 4 Years

Rahm Emanuel

55th Mayor of Chicago

Chief of Staff, President Barack Obama

Karl Rove

Chief of Staff

President George W. Bush

Moderator: Scott Kolbrenner, Managing Director, Houlihan Lokey

[LEARN MORE ABOUT HOULIHAN LOKEY HERE](#)

NETWORKING LUNCH 11:30AM-12:30PM

ROOM: NETWORKING LOUNGE

11:30-12:30PM – Networking Lunch (Pre-registration required)

SPONSORED BY: SHERWOOD PARTNERS

Network over lunch with other conference attendees

GrubHub/Uber Eats e-card will be sent to pre-registered attendees

[LEARN MORE ABOUT SHERWOOD PARTNERS HERE](#)

A

ROOM: SANTA MONICA ROOM

1:00-2:00PM

STATE OF THE DEAL MARKETS

PRESENTED BY: PALM TREE

[LEARN MORE ABOUT PALM TREE HERE](#)

Dealmaking in the Time of COVID: With a global pandemic bringing the economy to a halt, Q2 activity was nearly nonexistent. But dealmakers are already adapting to uncertain projections, constrained lending markets, and new approaches to diligence. Our panel of PEGs will discuss what to expect from the bounce back, what pipelines look like for 2021, what the election results mean for the deal space, and some crystal ball predictions.

PANEL:

RJ David, Principal, Carlyle

Nick Fries, Principal, Platinum Equity

James Pade, Partner and Managing Director, Clearlake

MODERATOR: Stephen Rossi, Managing Director and Head of Capital Markets, Palm Tree

B

ROOM: INTERNATIONAL ROOM

1:00-2:00PM

DISTRESSED TRANSACTIONS

PRESENTED BY: GREENBERG GLUSKER

[LEARN MORE ABOUT GREENBERG GLUSKER HERE](#)

The panel will discuss the alternative transaction structures for distressed transactions, including Section 363 sales and assignments for benefit of creditors. The panel will provide insight from the perspective of an attorney, a financial adviser and an investor, of the key issues to be alert to in these alternative transaction structures

PANEL:

Brian Davidoff, Chair, Bankruptcy, Reorganization & Capital Recovery, Greenberg Glusker

Paul L. Kessler, Principal, Bristol Capital Advisors

Cynthia Nelson, Senior Managing Director, Corp Finance, FTI Consulting

MCLE: 1 Hour

A

ROOM: SANTA MONICA ROOM

2:30-3:30PM

10 YEARS OF RECALIBRATION IN 8 MONTHS

PRESENTED BY: SINGERLEWAK

[LEARN MORE ABOUT SINGERLEWAK HERE](#)

During one of the most tumultuous times for business and capital markets in our history, a series of events forced every business to re-think business as usual. Every business has had to pivot in one way or another to adjust for current market demands. Our panel will discuss current state of capital markets, normalizing results for COVID performance, the role between buyers and sellers, state of exits and valuations, future earnings and the re-alignment of growth and consolidation.

PANEL:

Suzie Doran, Partner, SingerLewak

Chris Hebble, Managing Director, Houlihan Lokey

Jared R. Stein, Co-Founder & Partner, Monogram Capital Partners

MODERATOR: Dylan Cox, Lead Private Equity Analyst, Pitchbook

B

ROOM: INTERNATIONAL ROOM

2:30-3:30PM – GLOBAL ECONOMIC PERSPECTIVE

PRESENTED BY BANK OF AMERICA

[LEARN MORE ABOUT BANK OF AMERICA HERE](#)

Aditya Bhawe, Senior Global Economist, Bank of America

The election, the US-China trade war, COVID, global supply chain disruption and a closed consumer economy for months. Aditya will give us an economic global perspective on these issues and what it means for business.

4:30-5:30PM / BEVERLY HILLS BALLROOM
VIRTUAL HAPPY HOUR (literally)

Comedy Hour with Alonzo Bodden

A regular panel member on NPR's Wait Wait...Don't Tell Me, Alonzo Bodden has been making audiences around the country laugh for more than 20 years. In August 2019, Alonzo starred in his fourth stand-up special, Heavy Lightweight, which premiered exclusively on Amazon Prime Video.

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DAY 2 - THURSDAY, NOVEMBER 5

7:00 AM - Registration Opens and “Badge Pick Up”

Guided Tour of Conference and Theatres and Room Locations

ROOM: NETWORKING LOUNGE

7:00-8:00AM – Virtual Coffee Networking Drop-in

World’s Most Unusual Coffee Mug

Good Morning! Grab your favorite cup of Joe and drop in for CSuite’s WMUM (World’s Most Unusual Mug) challenge. Winner will receive a gift card to Dunkin Donuts, a shiny new CSuite Financial Partners coffee cup and inducted into ACG’s Virtual Conference Hall of Fame.

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EXHIBIT HALL

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SHORT FILM: ONE BREATH AROUND THE WORLD

[A DIVE AROUND THE WORLD WITH NO SCUBA EQUIPMENT](#)

ONE-ON-ONE MEETINGS 7:00-10:00AM

ACG DEALSOURCE / PRIVATE MEETINGS BALLROOM

7:00-10:00AM – 1:1 Meetings –Prescheduled Meetings

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KEYNOTE / 10:30-11:30AM

BEVERLY HILLS BALLROOM

GROWTH, ENTREPRENEURSHIP AND THE VALUE OF BEING READY

Kevin O’Leary (Mr. Wonderful)
Investor, Author, Star of Shark Tank

In Conversation with Jim Freedman, Chairman, Intrepid Investment Bankers
[LEARN MORE ABOUT INTREPID INVESTMENT BANKERS HERE](#)

Kevin O’Leary was born to a middle-class family in 1954. The combination of Kevin’s mother’s family heritage as merchants and his father’s Irish charisma truly meant that O’Leary was born for business. Kevin learned most of his business intuition from his mother. She taught him key business and financial insights from an early age. These became Kevin’s core philosophies and the pillars upon which he would one day build his empire. After years of ups, downs, sacrifices, challenges, and lessons learned — not to mention a critical phone call that nearly cost him everything — the opportunity that Kevin saw eventually turned into a computer software giant that was acquired for more than \$4 billion.

NETWORKING LUNCH 11:30AM-12:30PM

ROOM: NETWORKING LOUNGE

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**BREAKOUT
SESSIONS
1:00-2:00PM**

**MIDDLE MARKET
VERTICAL INDUSTRY
SESSIONS**

A

ROOM: INTERNATIONAL ROOM

1:00-2:00PM

HEALTHCARE'S BIGGEST MOMENT**PRESENTED BY: INTREPID INVESTMENT BANKERS**[LEARN MORE ABOUT INTREPID INVESTMENT BANKERS HERE](#)

Healthcare has always been one of the nation's most important sectors, but COVID-19 has thrown it into the flashing lights. What are the opportunities and next big challenges in this dynamic sector?

PANEL:

Pete Zippelius, Partner, Leonard Green & Partners

Rich Whitney, Founder, Chairman and Chief Executive Officer of Radiology Partners

Robbert Vorhoff, Global Head of Healthcare, General Atlantic

CO-MODERATORS:

Adam Abramowitz, Managing Director and Co-Head of Healthcare, Intrepid Investment Bankers

Jonathan Bluth, Director and Co-Head of Healthcare, Intrepid Investment Bankers

B

ROOM: SANTA MONICA ROOM

1:00-2:00PM

INDEPENDENT SPONSOR PANEL**PRESENTED BY COHNREZNICK**[LEARN MORE ABOUT COHNREZNICK HERE](#)

Independent sponsors are increasingly emerging as uniquely positioned participants and a go-to source of deal flow, in the lower end of the middle market. Not only are they helping dry powder find a home. Independent sponsors also diffuse the risk of having to find equity for transactions, by establishing relationships with capital providers.

Our panel of Independent Sponsors will talk about deal flow, valuations, models to partner with owner operators and their outlook for the balance of 2020 and beyond.

PANEL:

Drew Brantley, Partner, Frisch Capital

Ben Frazier, Founder and Managing Partner, Timoneer Strategic Partnership

Andrew Thompson, Managing Director, Seaside Equity

MODERATOR: Margaret Shanley, Partner, CohnReznick

C

BEVERLY HILLS BALLROOM

1:00-2:00PM

HUMAN CAPITAL & PORTFOLIO RETURNS- How to Leverage Culture and Talent Alignment as Value Drivers**PRESENTED BY: INSPERITY**[LEARN MORE ABOUT INSPERITY HERE](#)**PANEL:**

Andrew Williamson, Managing Director, Calabasas Capital

Dan Udoutch, CEO & Co-Founder, RSquared

Daphne Dufresne, Managing Partner, GenNx360 Capital Partners

MODERATOR: Larry Shaffer, Senior Vice President of Marketing and Business Development, InspertyONE-ON-ONE MEETINGS
2:00-3:45PM

ACG DEALSOURCE / PRIVATE MEETINGS BALLROOM

ONE-ON-ONE MEETINGS CONTINUED**2:00-3:00PM – 1:1 Meetings –Prescheduled Meetings**

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THURSDAY, NOVEMBER 5

CLOSING KEYNOTE / 3:00-4:00PM

BEVERLY HILLS BALLROOM

AROUND THE CORNER TO AROUND THE WORLD

Robert Rosenberg, Former CEO of Dunkin' Donuts

A Dozen Lessons I Learned Running and Growing Dunkin' Donuts

In Conversation with Zac Turke, Partner, Sheppard Mullin

[LEARN MORE ABOUT SHEPPARD MULLIN HERE](#)

Under Rosenberg's leadership, the company grew from a regional family business to one of America's best known and loved brands. Rosenberg received his MBA from Harvard Business School, and in just weeks after graduating at the age of 25, assumed the position of chief executive officer. Dunkin' Donuts was a publicly owned company from 1968 until 1989 and earned a reputation for extraordinary stockholder returns. In that 21-year period, it earned its investors a 35 percent compound rate of return. After retiring from Dunkin, Rosenberg taught in the Graduate School at Babson College and served many years on the boards of directors of other leading food service companies, including Domino's Pizza and Sonic Restaurants.

CLOSING PROGRAM

BEVERLY HILLS BALLROOM

5:00-6:00PM

10th Annual ACG Los Angeles Awards Celebrating Business Excellence and Entrepreneurship

PROGRAM

5:00-5:30PM – Live pre-show featuring executives from
Blaze Pizza, Honey and Hawke Media.

5:30-6:00PM – Premiere of the ACG LA 2020 Awards Show

Please join ACG Los Angeles as we honor an impressive roster of Southern California businesses for achievements in areas such as Innovation, Social Responsibility, Business Transformation, Family Business, and more. And don't miss the ACG Los Angeles 2020 Deal of the Year presented by Los Angeles Mayor Eric Garcetti!

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ACG Los Angeles

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DAY 3 - FRIDAY, NOVEMBER 6

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HOST CO-CHAIRS:

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Margaret Shanley, Principal, CohnReznick

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EXHIBIT HALL

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OPENING KEYNOTE
10:00-11:00AM

BEVERLY HILLS BALLROOM

LEADERSHIP, RESILIENCE AND MENTAL TOUGHNESS

Admiral Eric Thor Olson

In Conversation with Andrew Apfelberg, Partner, Greenberg Glusker

[LEARN MORE ABOUT GREENBERG GLUSKER HERE](#)

Eric T. Olson is a retired United States Navy Admiral who last served as the eighth Commander, U.S. Special Operations Command (USSOCOM) from July 2, 2007 to August 8, 2011 which included the mission to kill Osama Bin Laden. He previously served as Deputy Commander, U.S. Special Operations Command from 2003 to July 2007. Olson was the first Navy SEAL ever to be appointed to three-star and four-star flag rank, as well as the first naval officer to be USSOCOM's combatant commander. He has served operationally in an Underwater Demolition Team, SEAL Team, SEAL Delivery Vehicle Team, Special Boat Squadron, and at the Naval Special Warfare Development Group. Olson participated in the Battle of Mogadishu, he was later awarded the Silver Star for his actions. He currently serves on the Board of Directors of numerous public and private companies as well as charitable organizations.

**RECHARGE BREAK/
LUNCH ON YOUR OWN**
11AM-12PM

ROOM: NETWORKING LOUNGE

11AM-12PM

RECHARGE

REFRESH

REGROUP

CHECK EMAILS

CHECK ON THE DOG

CHECK ON THE KIDS

BREAK

CLOSING KEYNOTE
12:00-1:00PM

BEVERLY HILLS BALLROOM

THE STATE OF RETAIL & CONSUMER MARKETS

KARA GOLDIN
Founder & CEO of Hint, Inc.

In Conversation with Sarah Grimstead, Regional VP Sales, Insperty
[LEARN MORE ABOUT INSPERTY HERE](#)

Kara Goldin is the Founder and CEO of Hint, Inc., a healthy lifestyle company that produces the leading, award-winning, unsweetened flavored water. She has received numerous accolades, including being named EY Entrepreneur of the Year 2017 Northern California, Fast Company's Most Creative People in Business, WWD Beauty Inc.'s Feel Good Force and Fortune's Most Powerful Women Entrepreneurs.

WRAP UP
ONE-ON-ONE MEETINGS
12:00-2:30PM

ACG DEALSOURCE / PRIVATE MEETINGS BALLROOM

12:00-2:30PM – 1:1 Meetings –Prescheduled Meetings

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One-on-One Meetings

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CONCLUSION OF DAY 3
SEE YOU IN 2021!

THANK YOU!

SPECIAL THANKS TO OUR SPONSORS, MEMBERS, ATTENDEES, SUPPORTERS AND FRIENDS WHO JOINED US FOR OUR 2020 VIRTUAL EXPERIENCE. WE COULDN'T HAVE DONE THIS WITHOUT YOU.

WE TRUST YOU ENJOYED OUR 3 DAY EVENT AND LOOK FORWARD TO SEEING YOU IN 2021.

IN DEEP GRATITUDE,
ACG LOS ANGELES

SPECIAL THANKS TO OUR AGENDA SPONSOR

