

**ACG** Los Angeles

# 2023 **ACGLA** BUSINESS CONFERENCE

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## **CONFERENCE BINDER**

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THE NATION'S  
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**#DEALNATION**



SEPTEMBER 12-13, 2023

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# KEYNOTE SPEAKER - 9/12

## OSCAR MUNOZ



Oscar Munoz served as CEO of United Airlines from Sep 2015- May 2020, before becoming Executive Chairman of the Board, until recently retiring from that role in May 2021.

During his tenure as CEO, United achieved a rapid turnaround, delivering industry-leading operational reliability as well as sustained financial success, with stock value increasing 54% during that period. Mr. Munoz himself was credited with reestablishing United's relationship of trust with its own employees and the customers and community whom they serve. Those efforts earned strong support and praise from United's largest employee unions and resulted in steadily increasing levels of customer satisfaction.

Under Mr. Munoz' leadership, United sustained an impressive track record for leveraging its unique logistical resources and expertise to benefit communities across the United States and around the world, partnering with federal and local entities in order to deliver vital supplies and personnel to where they were needed most – especially during the Covid-19 pandemic - dramatically expanding the United States' ability to respond to pressing humanitarian crises.

Mr. Munoz also firmly established United, one of the largest carriers by volume, as the aviation industry's prime leader toward achieving an environmentally sustainable future, making historic investments in biofuel technology, next-generation efficient aircraft and seeding innovators on the electrical aviation frontier.

As Executive Chairman of UAL, Munoz seized a primary role in helping marshal the global response to the pandemic – partnering with government and administration leaders in support of employees, overseeing the airline's recovery efforts and working to bring a diverse coalition of people together to

create a broad-based, inclusive vision for national economic renewal.

Previously, Oscar served as president and chief operating officer of the North American rail-based transportation supplier CSX Corp. A decade of excellent financial performance, including a boost in operating income of nearly 600 percent, earned CSX recognition on the list of Most Honored Companies by Institutional Investor magazine.

Oscar previously served as Chief Financial Officer and Vice President of Consumer Services at AT&T Corporation. He has also served as Senior Vice President of Finance and Administration for U.S. West, Regional Vice President of Finance and Administration for Coca-Cola Enterprises, and has held various finance positions at PepsiCo.

He currently serves on the Board of Directors of CBRE as well as Univision. He is an Independent Trustee on Fidelity's Equity & High-Income Funds Board and sits on Salesforce's Global Advisory Board, as well as the board of Archer Aviation, a leading Urban Air Mobility company and developer of all-electric vertical take-off and landing ("eVTOL") aircraft. He is a member of the board of trustees for the Brookings Institution, and is a trustee of the University of Southern California, where he earned his undergraduate degree in business. He also received an MBA from Pepperdine.

As a first-generation college graduate from an immigrant family, he and his wife, Cathy, founded Pave It Forward, a foundation that raises scholarship funds for first-generation students. The first Latino to run a major US airline, Hispanic Business magazine twice named Oscar one of its '100 Most Influential Hispanics.

# KEYNOTE SPEAKER - 9/12

## LUCY POSTINS



As The Honest Kitchen's Founder and Chief Integrity Officer, Lucy is responsible for making sure company upholds its values and mission, as it continues to grow and evolve.

Lucy collaborates across departments to further the company's objectives in ethical sourcing, product integrity, quality and safety. She also helps oversee new product innovations and the company's external communications. She led The Honest Kitchen's initiative to successfully become a Certified B-Corp, which will provide a framework for the company's ongoing social & environmental commitments, that are tracked in the company's newly created annual Impact Report.

Lucy is The Honest Kitchen's primary brand spokesperson to the media, and is a visible and outspoken leader within the Pet Food Industry. Lucy is a public speaker who holds seminars and trainings for key retail partners, and speaks occasionally at conferences & community events.

Outside of The Honest Kitchen, Lucy works with a number of primarily female entrepreneurs in startups and established brands, as a mentor, advisor and pro bono board member.

Lucy is passionate about nutrition and holistic health, including complementary therapies like Ayurveda, Traditional Chinese Veterinary Medicine, & Herbalism. She is also certified in Homeopathy and is a Reiki practitioner.

# MODERATOR MARGARET SHANLEY



Margaret Shanley is a principal in CohnReznick's Los Angeles office and is also the National Director for the firm's Transaction Advisory Services practice. She has more than 15 years of professional experience assisting strategic and financial buyers and lenders in the performance of financial and business due diligence on platform, add-on acquisitions, and carve out transactions. She is also a member of the Firm's Private Equity and Venture Capital Industry Practice.

Margaret's specific areas of focus include profitability analysis by customer, channel, and product category to evaluate where a business is making or losing money; stress-testing financial projections and forecasts; identifying and evaluating one-time adjustments to earnings; assessing the quality and sustainability of earnings; assessing the true level of working capital and impact to purchase price; evaluating the quality and integrity of the financial reporting infrastructure and environment and recommending best practices; acting as a liaison be-

tween buyer and seller in the negotiation of potential purchase price adjustments; and preparing sellers for buyer due diligence.

Prior to joining CohnReznick, Margaret held managing director positions with Duff & Phelps, LLC, and RSM McGladrey, Inc., developing their middle-market transaction advisory practices. She began her career with Ernst & Young, Ireland and Boston, in the assurance practice.

She also was as a corporate finance analyst with the largest electricity generator and supplier in Ireland, where she worked on a wide variety of strategic initiatives, including planning for the impact of market deregulation. Articles she has authored and published in *The Deal* include *Buying a Business*, *The Importance of Asking the Right Questions* and *Purchase Price Adjustment Mechanisms— What Are They and How Do They Work Best?*

# KEYNOTE SPEAKER - 9/12

## LLOYD BLANKFEIN



Lloyd C. Blankfein is a highly distinguished authority on global markets, finance, and leadership. As Chairman and CEO of The Goldman Sachs Group, Inc., Blankfein led one of the largest investment banks in the world.

Joining Goldman Sachs in 1982 after working as an attorney, Lloyd was named partner in 1988 and co-head of the J. Aron Currency and Commodities Division in 1994. He became co-head of the Fixed Income, Currency and Commodities Division as of its formation in 1997. Lloyd served as Vice Chairman of Goldman Sachs from 2002 through 2003 with management responsibility for the FICC and Equities Division. Prior to assuming the role of Chairman and Chief Executive Officer, he served as the firm's President and Chief Operating Officer.

He is an Executive Fellow at Harvard Business School; a Board Fellow of the Weill Cornell Medical College; Chairman of the Wall Street Division, UJA Federation; and a member of the Council on Foreign Relations.

A true captain of industry, Lloyd was twice named one of Time Magazine's "Most Influential People" and The Financial Times named Blankfein "Person of the Year" in 2009.



# MODERATOR STEPHEN ROSSI



Stephen E. Rossi leads the Palm Tree Investment Banking services line, which helps clients position their businesses, structure acquisitions and divestitures, run targeted strategic processes, and raise capital.

Over the course of his nearly three-decade career, Mr. Rossi has led M&A deals, business operations, and capital markets and investment banking solutions—a unique range of experience that gives him multifaceted perspectives on strategic business events.

Prior to joining Palm Tree, Mr. Rossi was a Co-Founder and Managing Partner of CounterPoint Capital Partners, where he was also a member of its investment committee. He also worked with Platinum Equity as a Managing Director and VP of Corporate Finance, and he began his career with Bank of America in its asset-based lending division.

Across sectors and around the globe, Mr. Rossi has worked with private equity firms, lenders, investment banks, and business owners and operators to resolve

complex M&A negotiations, restructurings and special situations, equity and debt capital markets solutions, divestitures, and strategic advisory assignments. He has also served on operating committees and boards of directors, as well as in C-suite leadership roles.

Mr. Rossi holds an M.B.A. from the McDonough School of Business at Georgetown University and a B.A. from the University of California, Berkeley. He was recognized with the M&A Advisor Turnaround Deal of the Year Award in 2012 and 2017, the M&A Advisor Healthcare/Life Sciences Deal of the Year Award in 2021, and the M&A Advisor Restructuring Deal of the Year Award and Industrials Deal of the Year Award in 2022. He was named to the M&A Advisor 40-Under-40 in 2013, the Los Angeles Business Journal Leaders of Influence: Private Equity Investors & Advisors in 2021, the Los Angeles Business Journal Leaders of Influence: Investment Banking in 2022, and the Los Angeles Times Banking and Finance Magazine Visionaries in 2023.

# KEYNOTE SPEAKER - 9/13

## JEFF KORZENIK



Jeff Korzenik is the Chief Economist for Fifth Third Commercial Bank. As Chief Economist, Jeff provides research and analysis that impacts the Bank's key markets as well as business leaders and policymakers throughout the country.

He is an award-winning author whose writings have been featured in the Harvard Business Review, Newsweek, Forbes and many other national and regional publications, and Jeff has appeared regularly on CNBC, Bloomberg and Fox Business News.

Policymakers have sought his expertise on a variety of topics leading to his testifying before state legislatures and on Capitol Hill. Most recently, Jeff has been lauded as a leading expert on private sector models for hiring people with criminal records and advancing public safety through employment. Jeff is a graduate of Princeton University.

### **Education**

Jeff earned both a bachelor's degree in economics and a certificate of proficiency in Near Eastern studies from Princeton University.

### **Professional and Civic**

Jeff serves as a member of the Board of Advisors of the Peabody Essex Museum.

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M&A Advisor for Global Transactions Under \$1 Billion\*  
Global Investment Banking Restructuring Advisor  
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Source: Refinitiv.



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## Global Reach, Local Expertise

### Selected Recent Transactions

#### TICC

Transaction Pending

**ENTRUST SOLUTIONS GROUP**

a portfolio company of

**KOHLBERG & COMPANY**

has agreed to sell a minority stake to

**NEUBERGER BERMAN**

Sellside Advisor

#### DISTRIBUTION

**SureWerx**

a portfolio company of

**Riverside**

has been acquired by

**Partners Group**

Sellside Advisor

#### METALS AND ENGINEERED MATERIALS

**IW**

International Wire Group

a portfolio company of

**ATLAS HOLDINGS**

has been acquired by

**OLYMPUS PARTNERS**

Sellside Advisor

#### AEROSPACE

**SK AeroSafety Group**

a portfolio company of

**LEVINE LEICHTMAN CAPITAL PARTNERS**

has been acquired by

**Bridgepoint**

Sellside Advisor

#### SOFTWARE AND TECHNOLOGY SERVICES

**H5**

has been acquired by

**LIGHTHOUSE**

a portfolio company of

**LIGHTYEAR CAPITAL**

Sellside Advisor

#### FINTECH

**alveo**

a portfolio company of

**SOVEREIGN CAPITAL PARTNERS**

has been acquired by

**STG SYMPHONY TECHNOLOGY GROUP**

Sellside Advisor

#### ENVIRONMENTAL SERVICES

**VLS ENVIRONMENTAL SOLUTIONS**

a portfolio company of

**AURORA CAPITAL PARTNERS**

has been acquired by

**ISQUARED CAPITAL**

Sellside Advisor

#### INDUSTRIAL TECHNOLOGY

Transaction Pending

**SCIO AUTOMATION**

a portfolio company of

**QUADRIGA CAPITAL**

has agreed to sell a majority stake to

**AEA**

Sellside Advisor

#### INSURERS AND RELATED BUSINESSES

**doma**

has sold certain branches of its West Coast local retail title operations to

**Williston Financial Group**

a portfolio company of

**GOLDEN GATE CAPITAL**

Sellside Advisor

#### SUPPLY CHAIN SOFTWARE

**BLUME global**

a portfolio company of

**APOLLO**

has been acquired by

**wisetech global**

Sellside Advisor

#### CYBERSECURITY

**Armorblox**

has been acquired by

**Cisco**

Sellside Advisor

#### FOOD AND BEVERAGE

**trüfrü**

has been acquired by

**MARS**

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#### MEDIA

**Gersh**

has received a significant investment from

**Crestview**

Financial Advisor

#### GLOBAL MEDICAL TECHNOLOGY AND PRODUCTS

**IMPLADENT LTD REGENERATIVE SOLUTIONS**

has been acquired by

**Solmetex**

a portfolio company of

**AVISTA CAPITAL PARTNERS**

Sellside Advisor

#### HEALTHCARE PROVIDERS, SERVICES, AND MANAGED CARE

**UNITED DIGESTIVE**

a portfolio company of

**FRAZIER HEALTHCARE PARTNERS**

has been acquired by

**KOHLBERG & COMPANY**

Sellside Advisor

#### DENTAL

**Lightwave**

a portfolio company of

**ALPINE**

has been recapitalized by

**LINDSAY GOLDBERG**

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\*Excludes accounting firms and brokers.

\*\*Announced or completed transactions.

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- Employer liability management
- HR-related compliance
- Company culture assessment
- Training and development
- Performance management

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- Streamlined HR processes, allowing leadership team to focus on growth goals
- Efficient onboarding to move faster toward executing the operational plan
- Quickly add employees in any state with employer administration support
- Repeatable blueprint to quiet the noise through entire acquisition strategy

### HR resources

- Help with employer-related tasks for carve-outs, mergers, acquisitions and rollups
- Review of workforce expenses and potential transition obstacles
- Assistance with I9 eligibility, handbook, HR processes and more
- Guidance to help overcome each company's unique HR challenges

## FIND OUT MORE

Why not tap into Insperity's breadth and depth of experience in workforce management to make the process of buying and selling companies smoother?

For more information on the Insperity® Capital Growth Program, visit [insperity.com/acg](https://insperity.com/acg) or email [capital.growth@insperity.com](mailto:capital.growth@insperity.com).



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- ✓ Common Equity

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- ✓ Finance Companies
- ✓ Family Offices
- ✓ Private Equity
- ✓ Venture Capital

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 Debt Capital Refinancing Financial Advisor	 Senior & Junior Debt Refinancing Financial Advisor	 Senior Debt Refinancing Financial Advisor	 Senior & Junior Debt Recapitalization Financial Advisor	 Senior Debt Recapitalization Financial Advisor
 Senior Debt & Notes Refinancing Financial Advisor	 Debt Capital Raise Financial Advisor	 Debt & Equity Capitalization Financial Advisor	 Senior Debt Recapitalization Financial Advisor	 Senior Debt Recapitalization Financial Advisor

### LEADERSHIP



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#### Dan Kaczmarek

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#### Ryan Rassin

Managing Director  
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ryan.rassin@  
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- Help with employer-related tasks for carve-outs, mergers, acquisitions and rollups
- Review of workforce expenses and potential transition obstacles
- Assistance with I9 eligibility, handbook, HR processes and more
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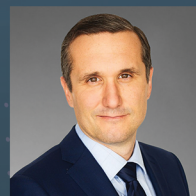
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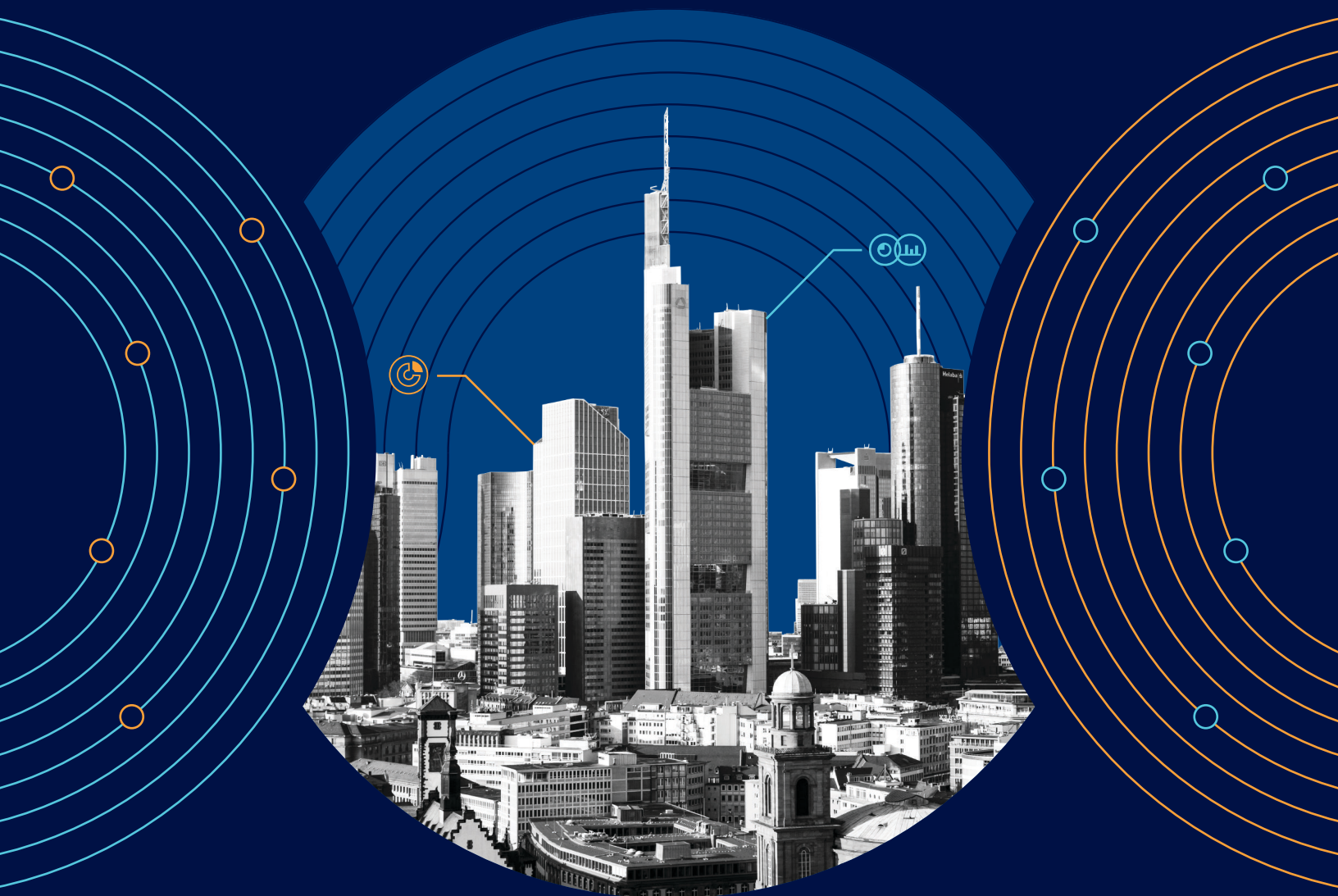


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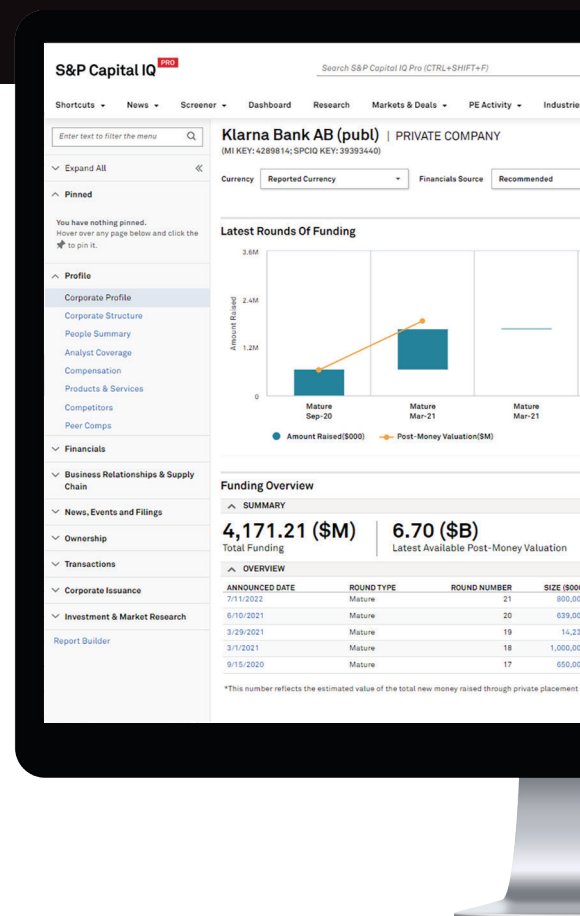
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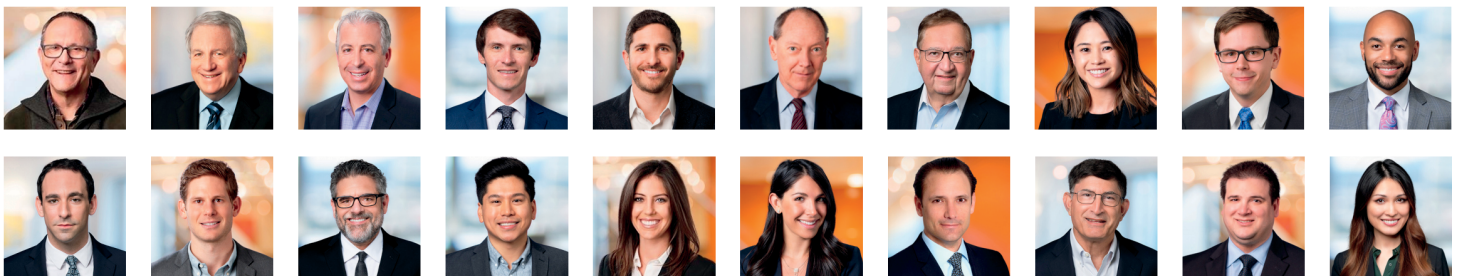
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## Representative 2023 Corporate Transactions

 <p><b>Kevin's Natural Foods</b> acquisition by Mars, Incorporated</p>	 <p><b>Leia, Inc.</b> acquisition of Dimenco Holding B.V.</p>	 <p><b>Bently Heritage Estate Distillery</b> sale to an affiliate of Foley Family Wines</p>	 <p><b>R.K. Electric</b> sale of its equity interests to an affiliate of Huron Capital Partners</p>	 <p><b>Acturis Limited</b> asset acquisition of Broker Buddha Inc.</p>
 <p><b>U.S. Pharma Lab Inc.</b> acquisition by Biofarma S.r.L, a portfolio company of Ardian Italy</p>	 <p><b>Bigtincan Holdings Limited</b> (ASX:BTH) and its subsidiary, BTC Mobility LLC acquisition of Modus Engagement, Inc.</p>	 <p><b>Ardian North America Fund II L.P.</b> acquisition of Tom Barrow Co.</p>	 <p><b>Acacia Home Health Services</b> and its affiliates sale of their equity interests to an affiliate of Merit Capital Partners</p>	 <p><b>Platinum Home Mortgage Corporation</b> sale of its origination platform to Planet Home Lending, LLC</p>
 <p><b>La Jolla Logic, LLC</b> and its owner equity interest sale to Boecore, LLC</p>	 <p><b>Rakuten USA, Inc.</b> sale of its equity ownership of Konmari Media Inc. to Takumi Kawahara and Marie Kawahara</p>	 <p><b>Wine Warehouse</b> sale to Breakthru Beverage Group</p>	 <p><b>Eclipse Technologies,</b> a portfolio company of Arlington Capital Partners, acquisition by merger of UES, Inc.</p>	 <p><b>BAM Communications</b> sale of an 80% equity stake to LLYC</p>
 <p><b>Walker Brothers Machinery</b> sale of all of its equity interests to Omega Morgan</p>	 <p><b>Staci US Corp</b> acquisition of Amware Fulfillment LLC</p>	 <p><b>Allied Universal</b> acquisition of the assets of Halkat, Inc. dba SecureNet Protection Services</p>	 <p><b>Gore Street Capital</b> acquisition from developer Avantus (formerly 8minutes) of a 200MW/400MWh battery energy storage system in Imperial county, California</p>	 <p><b>Walrus Snack Brands Inc.</b> (d/b/a Quevos) sale to a high-net-worth individual</p>
 <p><b>DZYNE Technologies, LLC</b> acquisition by Highlander Partners, LP</p>	 <p><b>VillageMD</b> acquisition of Summit Health- CityMD involving investments from Walgreens Boots Alliance, Inc. (Nasdaq: WBA) and Evernorth, the health services business of Cigna Corporation (NYSE:CI)</p>	 <p><b>Vinci Energies</b> acquisition of Avanceon</p>	 <p><b>Go Rentals</b> investment from private equity firm RedBird Capital Partners</p>	 <p><b>Bison Capital Asset Management, LLC</b> and its funds investment in convertible notes issued by Motorcar Parts of America, Inc.</p>
 <p><b>Unicycive Therapeutics, Inc.</b> (NASDAQ: UNCY) private placement of preferred stock and warrants to fundamental institutional investors</p>	 <p><b>Hoth Therapeutics, Inc.</b> (NASDAQ: HOTH) private placement of \$10 million of securities</p>	 <p><b>Aridis Pharmaceuticals, Inc.</b> best efforts offering of 4,000,000 shares of common stock, 6,000,000 pre-funded warrants and 10,000,000 warrants</p>	 <p><b>LKQ Corporation</b> (Nasdaq: LKQ) offering of \$1.4 billion aggregate principal amount of senior unsecured notes, consisting of \$800 million aggregate principal amount of 5.75% senior notes due 2028 and \$600 million aggregate principal amount of 6.25% senior notes due 2033</p>	 <p><b>Mawson Infrastructure Group Inc.</b> (NASDAQ:MIGI) \$5 million registered direct offering with institutional investors</p>
 <p><b>Hillstream BioPharma, Inc.</b> (Nasdaq: HILS) public underwritten offering of \$2,650,000 shares of its common stock</p>	 <p><b>Sidus Space, Inc.</b> (NASDAQ: SIDU) follow on public offering of Class A common stock and warrants for gross proceeds of \$11.2</p>	 <p><b>OKYO Pharma Ltd.</b> registered direct offering</p>	 <p><b>WestPark Capital, Inc.</b> public offering of shares of common stock and concurrent private placement of warrants of EBET, Inc. (Nasdaq: EBET) resulting in gross proceeds of approximately \$6.5 million</p>	 <p><b>Sidus Space, Inc.</b> (NASDAQ: SIDU) follow on public offering</p>