



Preparing for Future Growth Capital or Exit

April 25, 2017

2:00 PM – 2:30 PM Networking & Registration

2:30 PM Welcome & Introductions

Michael Hollingsworth, Managing Partner, Nelson Mullins Atlanta Office
Regina Maddox, Executive Director, Next Generation Manufacturing / Richard
Kopelman, Founder & Chairman, Next Generation Manufacturing

2:40 PM Preparing for the Transaction – Practical Tips from All Angles of the Deal

Moderator: Amanda Norcross, Partner, Nelson Mullins

Panelists:

Russ Zukowski, VP of Finance, Axiall
Jonathan Goldman, Managing Director, Genesis Capital
Michael Levy, Transaction Advisory Services Partner, HA&W / Aprio

Preparing your business on the front end of a strategic transaction is the most critical step to maximize value and gain the right partner.

An investment banker, a due diligence professional, an experienced buyer, and a founder who has sold his business discuss how to best prepare your business for diligence and how to negotiate the best deal to maximize value and obtain the right partner.

3:45 PM Break

4:00 PM How Outside Capital Can Facilitate Growth Objectives

Moderator: Adam Beckerman, Partner in Charge Manufacturing & Distribution,
HA&W / Aprio

Panelists:

Nancy Halwig, Sr. Vice President, PNC Bank
Joe Rodgers, Managing Director, Monroe Capital
Chris Staudt, Partner, Emigrant Capital
Philip Lea, Vice President, Longwater Opportunities

You have a vision of how to get your company to the next level, but you don't have the capital you need to execute upon your strategy. Bringing in outside capital can be an excellent way to not only accelerate

your growth but also can give you unique experiences and perspectives to draw upon for advice. However, the shift from a privately-owned business to a company with an equity partner and other layers of capital can cause frustration without knowing what to expect.

A senior lender, a mezzanine lender and a private equity investor will discuss what they look for in an investment opportunity, how they work together in a capital structure and what life is like after the transaction.

5:00 PM

Timing is Everything- Navigating the Economy to Maximize Your Transaction

Moderator: Michael Hollingsworth, Managing Partner, Nelson Mullins Atlanta Office

Panelists:

Thomas J. Cunningham, Ph.D, Senior Vice President-Chief Economist,
Metro Atlanta Chamber

Larissa Rozycki, Director, Harris Williams & Co.

How do you know when the time is right to pursue a transaction? There are many factors to consider, and reading the tea leaves can be confusing. During this panel discussion hear from an economist, an M&A attorney and an M&A advisor on the current state of the market, and what buyers, sellers and investors can expect.

5:30 PM

Adjourn to Nelson Mullins Terrace for Cocktails & Networking