

25<sup>TH</sup> ANNUAL Atlantic Conferences Symposium

The Summit for Middle Market Debt Finance

MAY 17–18, 2018, at The New York Athletic Club, NYC



## What Inning Are We In?

### 61 HIGH-LEVEL SPEAKERS

#### 2018 CO-CHAIRS:

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**BRIAN GARFIELD** CFA, ASA, Director, Lincoln International  
**BRIAN GERSON** Head of Private Credit, FS Investments  
**DAVE GEZON** Senior Managing Director, Midwest Mezzanine Funds  
**SCOTT GLUCK** Special Counsel, Duane Morris LLP  
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**JUSTIN GREEN** Managing Director, Palladium Equity Partners, LLC  
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**GRANT JOHNSON** Managing Director, Newstone Capital Partners, LLC  
**RON KAHN** Managing Director, Lincoln International

**PHIL KAIN** Managing Partner, Rush Street Capital  
**SUSAN KASSER** Co-Head Private Credit, Neuberger Berman  
**CARL KOPFINGER** Senior Vice President, TD Bank  
**OLGA KOSTERS** Director, StepStone  
**AL LAUFENBERG** Managing Director, KBW/Stifel  
**PATRICK LINNEMANN** Managing Director, Head of Capital Markets, Owl Rock Capital Partners  
**JOE MCCUSKER** SVP, Head of Asset Management, Genworth Financial  
**RICK MILLER** Group Managing Director, TCW Direct Lending Group  
**BOB MORGAN** Managing Director, 50 South Capital  
**ERIN MURPHY** Managing Director, Wynnchurch Capital, LLC  
**HARAN NARULLA** Managing Partner, Tiger Peak Capital  
**BRETT PALMER** President, Small Business Investor Alliance  
**GRETCHEN PERKINS** Partner, Huron Capital Partners LLC; Chair, ACG Public Policy Committee  
**DAN PIETRZAK** Member, KKR  
**MORITZ POEHL** Co-founder and Managing Partner, Everside Capital Partners  
**JASON PORTER** Managing Director, Healthcare, Deloitte Corporate Finance LLC  
**AL RICCHIO** Managing Partner, Kayne Anderson Middle Market Credit  
**DON RICE** Partner, LBC Small Cap SBIC  
**ALAN ROTH** Partner, Winston & Strawn LLP  
**PETER ROTHSCHILD** Partner, RF Investment Partners  
**GARRETT RYAN** Partner, Twin Brook Capital Partners  
**JEFF SANGALIS** Managing Director, ORIX Mezzanine & Private Equity  
**JAKOB SCHRAMM, CFA** Managing Director, Head of US Office, Golding Capital Partners (USA), Inc.  
**RANDY SCHWIMMER** Senior Managing Director, Head of Origination and Capital Markets, Churchill Asset Management LLC  
**SENGAL SELASSIE** Co-CEO and Co-Founder, Brightwood Capital Advisors, LLC  
**DAVID SHULER** Partner, Northstar Capital LLC  
**TOM SIMONS** Senior Money Market Economist, Jefferies LLC  
**CHRIS SOLOMON** General Partner, WCAS  
**PHILIP TSENG** Managing Partner, Tennenbaum Capital Partners  
**TESS VIRMANI** Senior Vice President and Associate General Counsel, The Loan Syndications and Trading Association  
**PRESTON WALSH** Partner, PNC Mezzanine Capital  
**JAMIE WHATLEY** Partner, Dorsey & Whitney LLP  
**ANDY WORTH** Partner, Fidus Investment Advisors, LLC  
**DAVID YU** Managing Director, Head of Private Research, Goldman Sachs BDC, Inc.  
**PLUS 2 ADDITIONAL SPEAKERS!**

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***“Informative and highly useful. It’s one of the key events for middle market finance professionals. We always attend.”***

– KEN KENCEL, *President and CEO, Churchill Asset Management, LLC*

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# What Inning Are We In?

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*“I really enjoy attending the Symposium. It’s very insightful. The topics are well-selected and cover areas of interest for all types of lenders and investors focusing on different parts of the capital structure.”*

– ARTHUR MARTINI, *Managing Director, Owl Rock Capital Partners*

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*“The Symposium offers a broad array of active lenders to meet, speak with, and get first-hand information on where the debt markets really are. Not a month or two ago, but right now.”*

– VICTOR VESCOVO, *COO and Managing Partner, Insight Equity*

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*“As an active mezzanine investor in the lower middle market, this conference is a must attend for me. There is no better forum for keeping up to date on where the mezzanine market is, where it is heading, and who the current players are.”*

– JERI HARMAN, *Managing Partner and CEO, Avante Mezzanine Partners*

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## ADVISORY PANEL:

**JASON BLOCK** Partner, Freedom 3 Capital  
**MEL CHEZ** Managing Director, Parcours Private Capital  
**TIM COSTELLO** Managing Director, Newstone Capital Partners  
**ROBIN ENGELSON** Managing Partner, Sapphire Financial Group  
**STEVE ETTER** Partner, Greyrock Capital Group  
**DAVE GEZON** Senior Managing Director, Midwest Mezzanine Funds  
**ERIC GREEN** Co-Head, Middle Market Capital, Muzinich & Co.  
**JERI HARMAN** Managing Partner and CEO, Avante Mezzanine Partners

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**Proskauer** 

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**TOM STROMBERG** Partner, Jenner & Block  
**JIM UPCHURCH** President and CEO, Caltius Capital  
**VICTOR VESCOVO** COO & Managing Partner, Insight Equity



7:45 A.M. – 8:15 A.M.

REGISTRATION & CONTINENTAL BREAKFAST

8:15 A.M. – 8:30 A.M.

Co-Chairmen’s Welcome and Opening Remarks

MODERATOR:

John Deering
Managing Director,
Deloitte Corporate Finance LLC

MODERATOR:

Bob Horak
Managing Director, Lincoln International

8:30 A.M. – 9:15 A.M.

The State of the M&A Market

While the M&A market faces concerns related to the economy, political and regulatory uncertainty, market volatility and valuations, corporations and private equity firms are sending strong signals that they intend to aim for accelerated M&A activity in 2018. Deloitte’s most recent survey of 1,000 corporate executives points to strong deal activity ahead: About 68% of executives at US-headquartered corporations and 76% of leaders at domestic-based private equity firms say deal flow will increase in the next 12 months. Further, most respondents believe deal size will either increase or stay the same. Join us as a panel of leading investment bankers discuss the following:

- Observations related to volume and valuations by sector including Business Services, (Industrial, Healthcare, Consumer/Food).
• Mix of private equity and strategic buyer deal activity.
• Industries expected to experience the most activity.
• Strategic drivers related to this optimism and potential headwinds and obstacles.

MODERATOR:

John Deering
Managing Director,
Deloitte Corporate Finance LLC

SPEAKERS:

Tom Burgett
Managing Director, Business Services,
Lincoln International

Glen Clarke
Managing Director, Global Investment Banking–
Food & Beverage, Robert W. Baird & Co.

Jason Porter
Managing Director, Healthcare,
Deloitte Corporate Finance LLC

9:15 A.M. – 10:00 A.M.

The Fundraising Environment in Private Debt

Fundraising for middle market direct lending platforms has skyrocketed to record levels. Liquidity and the ability of debt funds to raise capital has, in turn, resulted in a seemingly continuous stream of new middle market lenders and a voracious demand for middle market loans. Investors in the private debt asset class have indicated they are happy with their

investments and are intending to invest more in the sector. However, many middle market lenders have expressed concern about the level of deal flow in the market and transaction terms. Do investors have concerns about these issues and what changes may lie ahead in a world of rising interest rates and shrinking central bank balance sheets?

Join us as a panel of experienced private debt fund managers and investors discuss the market for fundraising by private debt funds including the questions below:

- What is driving the record pace of fundraising in private debt?
• Can this continue, and if so, for how long?
• Where is all the money coming from; who is investing in private debt funds?
• How do investors differentiate between fund managers?

MODERATOR:

Bob Horak
Managing Director, Lincoln International

SPEAKERS:

Chris Flynn
Co-CEO and Co-CIO, THL Credit Advisors, LLC

Olga Kosters
Director, StepStone Advisors

Bob Morgan
Managing Director, 50 South Capital

Al Ricchio
Managing Partner,
Kayne Anderson Capital Advisors

10:00 A.M. – 10:30 A.M.

NETWORKING & REFRESHMENT BREAK

HOSTED BY: NEWSTONE CAPITAL PARTNERS

10:30 A.M. – 11:15 A.M.

Current Trends in Deal Terms and Structures

Current market dynamics in the middle market continue to be competitive. Inexpensive capital and significant private equity dry powder combined with the acceleration of market forces such as the expansion of direct lending and the migration of large cap terms and conditions to the middle market are continuing to drive more flexible loan terms and structures to the benefit of sponsors and borrowers. Our panel will discuss some of the recent trends in deal terms and structures, using PROSKAUER’s proprietary data base of terms to highlight these developments. Our panelists will offer their unique insights into the constantly evolving landscape of middle market lending.

- Where will the money be deployed to produce the dividends that investors have been promised?
• How will rising interest rates impact the industry? Will the traditional senior and mezzanine lenders be able to respond effectively, or is the market set for a resurgence in the type of BDC lending that dominated the early 2000s and early 2010s?
• What will BDCs do differently this time to avoid the problems that plagued portfolios in the past?

- Are there regulatory changes ahead that will benefit or hinder the industry?

MODERATOR:

Gary Creem
Partner, PROSKAUER

SPEAKERS:

Susan Kasser
Co-Head Private Credit, Neuberger Berman

Patrick Linnemann
Managing Director, Owl Rock Capital Partners

Mike Ewald
Managing Director, Bain Capital Credit

Dan Pietrzak
Member, KKR

11:15 A.M. – 12:00 P.M.

SBIC SEMINAR SESSION

SPONSORED BY: WINSTON & STRAWN

In recent years, the SBIC industry has enjoyed record licensing levels and capital inflows. Small and mid-market private debt and equity funds as well as BDCs have come to the party by forming SBICs, which are now a meaningful source of debt and equity capital for small businesses. This is no surprise given the access to inexpensive capital through the Small Business Administration’s (SBA) SBIC borrowing program, which helps leverage the equity capital that GPs raise, not to mention the potential exemption from SEC registration for SBICs. The SBIC program helps fulfill the SBA’s mission to “facilitate the flow of long term capital to America’s small business.”

An increasing number of limited partner investors are looking favorably at SBICs as well. LPs enjoy the enhanced returns provided by leverage at the fund level. Large institutional investors have joined what has historically been largely a family office investor base for SBICs. Moreover, due to SBICs’ exemption from the Volcker rule, banks are allowed to invest in SBICs and get Community Reinvestment Act (CRA) credit, providing a large class of potential investors for SBIC GPs. Of course, there are a variety of restrictions and regulations, which an SBIC is subject to, as well as stringent reporting requirements. For some GPs, this may mean that an SBIC structure isn’t right for them.

MODERATOR:

Alan Roth
Partner, Winston & Strawn LLP

SPEAKERS:

Samuel J. Boyd, Jr.
Chief Investment Officer and
Director of Program Development,
U.S. Small Business Administration

Carl Kopfinger
Senior Vice President, TD Bank

Moritz Poehl
Co-Founder and Managing Partner,
Everside Capital Partners

Brett Palmer
President, Small Business Investor Alliance

Don Rice
Partner, LBC Small Cap SBIC

Peter Rothschild
Partner, RF Investment Partners



12:00 P.M. – 1:30 P.M.

## LUNCHEON AT THE NEW YORK ATHLETIC CLUB

HOSTED BY: DORSEY & WHITNEY

Dorsey & Whitney is an international law firm with lawyers who have led the mezzanine/junior capital area for over 30 years. We counsel professionals in finance matters (including mezzanine financings, second lien financings, unitranche debt, senior cash flow and asset based lending) as well as private equity, M&A, general corporate and securities issues. We represent financial institutions, investment funds, venture capital investors, startup companies, institutional investors and others in middle market corporate and commercial financial transactions. More information at [www.dorsey.com](http://www.dorsey.com)

**Luncheon Address:**

### 2018: The Baton is Passed, the Handoff is Shaky

### Market Implications of the Shift from Monetary Stimulus to Fiscal Stimulus

SPEAKER:

**Tom Simons**

Senior Money Market Economist, Jefferies LLC

1:30 P.M. – 2:15 P.M.

## A View from The Hill

MODERATOR:

**Gretchen Perkins**

Partner, Huron Capital Partners LLC;  
Chair, ACG Public Policy Committee

SPEAKERS:

**Brett Palmer**

President, Small Business Investor Alliance

**Scott Gluck**

Special Counsel, Duane Morris LLP

**Langston Emerson**

Partner, The Cypress Group

2:15 P.M. – 2:30 P.M.

## 24th Annual Atlantic Conferences Mezzanine Market Survey

The informal, high-level survey of traditional mezzanine markets explores the current trends in leverage, pricing and terms.

PRESENTED BY:

**Preston Walsh**

Partner, PNC Mezzanine Capital

2:30 P.M. – 3:15 P.M.

## Mezzanine in the Age of Private Credit

- State of the junior capital market
- Who are the competitors in the traditional mezzanine space?
- How mezzanine investors adapt to compete with private debt funds, BDCs, and the re-emergence of banks.
- How have terms changed in the last few years, if any?
- Equity co-investment/warrants/preferred equity—what are mezzanine investors getting?
- Maturation of traditional mezzanine as an asset class.
- Do relationships matter or does the lowest price usually win?

- Back to the future: What percentage of mezzanine investors have gone down the balance sheet in the search for yield?
- With interest rates finally increasing, will this help or hurt mezzanine lenders?
- What effect have the changes in tax law had upon mezzanine debt investments?

MODERATOR:

**Jamie Whatley**

Partner, Dorsey & Whitney LLP

SPEAKERS:

**Grant Johnson**

Managing Director,  
Newstone Capital Partners, LLC

**Jeff Sangalis**

Managing Director,  
ORIX Mezzanine & Private Equity

**Jason Block**

Partner, Freedom 3 Capital

**David Shuler**

Partner, Northstar Capital LLC

3:15 P.M. – 3:45 P.M.

## NETWORKING & REFRESHMENT BREAK

3:45 P.M. – 4:30 P.M.

## The PE Perspective: How We Choose Our Debt Partners

After a record year of fundraising, private equity firms are sitting on over \$1 trillion of dry powder. The abundance of capital combined with growing competition from corporate M&A has created a private equity environment that is highly dependent on creative and aggressive lending partners.

- What do private equity players think about the current debt markets and what is their outlook for the remainder of 2018?
- Are structures or relationships winning the lending mandates?
- Is the emphasis on cost of capital or flexibility?
- Are there specific industries where you see lenders pulling back?
- If M&A slows, will dividend recaps accelerate?

MODERATOR:

**Robin Engleson**

Managing Partner, Sapphire Financial Group

SPEAKERS:

**Erin Murphy**

Managing Director, Wynnchurch Capital, LLC

**Sven Grasshof**

Partner, Falcon Investment Advisors

**Justin Green**

Managing Director, Palladium Equity Partners, LLC

**Chris Solomon**

General Partner, WCAS

4:30 P.M. – 4:45 P.M.

## Lincoln Valuation Database and Middle Market Index

Lincoln's Middle Market Index and proprietary database offer a unique glimpse into the health of the middle market, capturing financial, valuation and transaction data for a diverse group of companies across a multitude of industry segments.

**Brian Garfield, CFA, ASA**

Director, Lincoln International

4:45 P.M. – 5:30 P.M.

## What Inning Are We In?

The good times are rolling! Public equity valuations continue to rise despite recent volatility. Interest rates are up, but inflation remains tame. The US economy is tracking to a 3-plus percent of GDP for the first quarter, with estimates as high as 5%. Job growth remains strong, and unemployment is at its lowest point in almost two decades.

Capital markets are buoyant. Borrowing spreads have compressed, leverage is higher, and financing terms remain extremely borrower-friendly. But how long can this last? The US has been in "recovery" mode since June 2009—almost nine years ago. The average post-WWII recovery lasted less than 60 months. This one has reached 104 and shows no signs of quitting.

Has the paradigm changed for economic growth? Are we more like Australia, which is celebrating 27 years since its last recession? Was Janet Yellen right when she said economic expansions don't simply die of old age? Or Howard Marks, who said last summer it feels like the eighth inning, "but I have no idea how long the game will go on."?

Join us as the top minds in the middle market share their thoughts about how much longer "the game" will continue until a downturn arrives. And whatever the consensus, hear what these investors are doing to prepare for it in the meantime.

MODERATOR:

**Randy Schwimmer**

Senior Managing Director,  
Head of Origination and Capital Markets,  
Churchill Asset Management LLC

SPEAKERS:

**Carey Davidson**

Managing Director, Head of Capital Markets,  
Monroe Capital LLC

**Garrett Ryan**

Partner, Twin Brook Capital Partners

**Erica Frontiero**

Managing Director, Head of Capital Markets,  
Carlyle Global Credit

**Brian Gerson**

Head of Private Credit, FS Investments

5:30 P.M. – 7:00 P.M.

## ANNUAL INDUSTRY COCKTAIL RECEPTION

HOSTED BY: PROSKAUER

The Private Credit Group at PROSKAUER is a unique middle market finance practice. The breadth and diversity of our practice is unmatched in the industry. The group was the first to dedicate its practice solely to representing providers of private credit. We represent over 50 clients, including private debt funds, business development companies, asset managers, finance companies and family offices. These lenders provide financings for transactions ranging from \$10 million to more than \$1 billion across a myriad of product types and industries. For information, go to [www.proskauer.com](http://www.proskauer.com).

END OF DAY ONE



8:00 A.M. – 9:00 A.M.

## THE WORKING BREAKFAST BUFFET

8:45 A.M. – 9:15 A.M.

### Update and Analysis from The Loan Syndications and Trading Association

Don't miss the update on key regulations and regulatory developments impacting commercial banks and the middle market. LSTA is the industry's premier advocate in Washington for corporate lending.

- Libor
- Leveraged Lending Guideline: Update and what lies ahead
- Risk Retention: Impact on CLOs after recent exemption of CLOs from this regulation

#### PRESENTED BY:

**Tess Virmani**

Senior Vice President and Associate General Counsel, The Loan Syndications and Trading Association

9:15 A.M. – 10:00 A.M.

### BDC Capital Markets Update

Over the past year, BDCs have dealt with highly competitive market conditions and, in some cases, heightened credit issues. While the stock market enjoyed a broad rally, many BDCs found it challenging to maintain their NAVs above 1.0x. We also saw the beginnings of consolidation as market forces led to an increased level of M&A in the sector.

However, the winds of change are blowing once again! With the passing of 2:1 leverage for BDCs and an increasing interest rate environment, there are new industry dynamics to navigate. Join a panel of some of the country's most prominent BDC managers as we explore questions including:

- How will 2:1 leverage impact strategies, products offered, and competition?
- Will the recent increased level of M&A in the BDC sector continue?
- What strategies are managers employing to maintain and grow NAV?
- Is a rising rate environment good or bad for BDCs and their investors? What about borrowers?
- What about private BDCs? Are the answers to these questions different for private vs public BDCs?

#### MODERATOR:

**Al Laufenberg**

Managing Director, KBW/Stifel

#### SPEAKERS:

**Rich Byrne**

President, Benefit Street Partners; Chairman and CEO, BDCA

**David Yu**

Managing Director, Head of Private Research, Goldman Sachs BDC, Inc.

**Andy Worth**

Partner, Fidus Investment Advisors, LLC

**Pankaj Gupta**

Managing Director, WhiteHorse Capital

10:00 A.M. – 10:15 A.M.

### NETWORKING & REFRESHMENT BREAK

10:15 A.M. – 11:00 A.M.

### Independent Sponsors Impact the Deal Market

The past 10 years has seen the rise in relevance and potency of independent sponsors in the middle market. Sponsors with no dedicated funds have become much more prevalent and formidable. Will this trend last or is it just another sign of an aggressive market that favors sellers, pushes multiples skyward and will not last through a market downturn? We examine some of the reasons behind the increased significance of independent sponsors.

One of the key drivers of growth in independent sponsor transactions has been shifts in the behavior of limited partners. LP's have been pushing back on the traditional private equity model for quite some time, questioning the levels of fees charged, holding GP's more accountable for performance and seeking more and more direct investments. Therefore, LP's are much more receptive to investing equity dollars alongside a sponsor with no fund, with the assumption that the independent sponsor is bringing something else credible and important to the transaction. That "something else" could be industry expertise, proprietary deal flow, vested relationship with the sellers, etc.

This trend in LP behavior toward direct investing in transactions seems to be here to stay. Therefore, this is one reason to believe that independent sponsor transactions are probably here to stay.

#### MODERATOR:

**Phil Kain**

Managing Partner, Rush Street Capital

#### SPEAKERS:

**Andrew Bushell**

Principal, Cornerstone Capital Holdings

**Dave Gezon**

Senior Managing Director, Midwest Mezzanine Funds

**Haran Narulla**

Managing Partner, Tiger Peak Capital

**1 Additional Speaker**

11:00 A.M. – 11:45 A.M.

### Roundtable Discussion

Ron Kahn returns to lead a roundtable discussion on financing in the middle market. Join for this popular interactive session in which industry leaders are challenged by our moderator as well as each other regarding current lending and investment practices, risks and opportunities, the outlook for the remainder of 2018 and beyond and lessons from the past.

#### DISCUSSION LEADER:

**Ron Kahn**

Managing Director, Lincoln International

#### SPEAKERS:

**Rick Miller**

Group Managing Director, TCW Direct Lending Group

**Sengal Selassie**

Co-CEO and Co-Founder, Brightwood Capital Advisors, LLC

**Philip Tseng**

Managing Partner, Tennenbaum Capital Partners

**1 Additional Speaker**

11:45 A.M. – 12:30 P.M.

### Fund Investors: What Do They Want and Where Are They Going to Find It?

Fundraising for private credit has been on the rise. Previously overshadowed by private equity and hedge funds, credit funds now have a solid footing and dedicated allocations in investors' portfolios. Capital comes from all sources—insurance companies, family offices, state and corporate pension funds, and international investors, all in the search for yield in a low interest rate environment. To complicate matters further, there are a myriad of credit strategies and managers to choose from. How is an investor to decide not only on a strategy but a manager?

Join us in this final session where fund investors give their views of the market and answer the following questions:

- What is the outlook for 2018 and the next few years, and in what subsectors of fixed income are capital allocators investing?
- What do they look for in a manager and what factors are important when deciding to commit?
- What are their current views of the sponsor-backed market, and is there too much private equity and debt capital available?
- Are underlying assets priced appropriately for the current risk and stage of the economic cycle?
- Are senior debt funds really senior debt funds, or are investors being misled?

#### MODERATOR:

**Fred Buffone**

Principal, Freedom 3 Capital

#### SPEAKERS:

**Joe McCusker**

SVP, Head of Asset Management, Genworth Financial

**Jakob Schramm, CFA**

Managing Director, Head of US Office, Golding Capital Partners (USA), Inc.

**Brett Hickey**

Founder and CEO, Star Mountain Capital, LLC

**1 Additional Speaker**

12:30 P.M.

### Co-Chairmen's Closing Remarks

**John Deering**

Managing Director, Deloitte Corporate Finance

**Bob Horak**

Managing Director, Lincoln International

# Join us as we explore the opportunities.

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***“It would take you months of phone calls, travel, rescheduling, email texts, to get to the quality of dialogue that you can get in two days with the Symposium.”***

– STEVE ETTER, Partner, Greyrock Capital

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***“The best forum for professional development and market intelligence. We send all our new analysts.”***

– CHARLIE SCHROEDER, Managing Partner, Northstar Capital

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***“It’s a great place to hear from a panel of limited partners what their organization is looking for in an asset manager. Unlike many other conferences, the investors actually attend the conference and are accessible.”***

– DAVE GEZON

Senior Managing Director, Midwest Mezzanine Funds

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***“This conference is worth rescheduling your vacation for!”***

– RANDY SCHWIMMER

Senior Managing Director, Head of Origination and Capital Markets,  
Churchill Asset Management LLC

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***“Always the best place to get a perspective on where the markets are going.”***

– ERIC GREEN

Co-Head, Middle Market Capital, Muzinich & Co.

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## SYMPOSIUM '18 REGISTRATION FORM

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- I am registering by April 24:  
\$2195–1st registration; \$1995–2nd registration;  
3 or more registrations–\$1895 each.\*

**PAY BY CHECK: deduct \$50 per registration.**

- I am registering after April 24:  
\$2295–1st registration; \$2095–2nd registration;  
3 or more registrations–\$1995 each.\*

*\*from the same group, registering at the same time.*

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Upton, MA 01568

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Louise.Vogel@AtlanticConferences.com

www.AtlanticConferences.com

Please return the registration form. You are registered when we receive payment.

**REGISTRATION FEE:** \$2295 for the first registration and \$2095, second registration; three or more registrations, \$1995 each, from the same organization (same name) received at the same time. The fee includes lunch, refreshments and all documentation supplied by speakers.

**DISCOUNTED REGISTRATION FEE THROUGH APRIL 24: \$2195**

If you pay by check, deduct \$50.00 per person. Please make checks (in US funds drawn on a US bank) payable to Atlantic Conferences Inc. and attach to the registration form. Confirmation will be sent.

### CONFERENCE LOCATION:

The New York Athletic Club

180 Central Park South

New York, NY 10019

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