



2010 Southern Private Equity Conference

April 29-30, 2010 ♦ The Hermitage Hotel ♦ Nashville, TN

AGENDA

Thursday, April 29

11:30 a.m. – 5:30 p.m.

Golf Tournament

A fun, competitive networking event hosted at the Hillwood Country Club in Nashville.

4:00 – 8:30 p.m.

Registration

6:30 – 8:00 p.m.

Welcome to Nashville Networking Cocktail Reception

Join colleagues for great networking and classic cocktails before heading out to explore Music City.

Friday, April 30

7:30 – 8:30 a.m.

Registration and Networking Breakfast

8:30 – 9:15 a.m.

Welcome to the Southern Private Equity Conference NASBIC and Legislative Updates

Washington is a busy place these days so NASBIC's Chairman will share the Board's plans for the association's priorities and NASBIC's President will provide an update on critical legislative issues that are sure to have a direct impact on both SBICs and non-SBIC private equity funds.

Chris Hammond, GenCap America, Southern Region President

Mike McQueeney, Summer Street Capital Partners, NASBIC Chairman

Brett Palmer, NASBIC, President

9:15 a.m. – 12:30 p.m.

Open Forum

9:15 – 10:00 a.m.

Changes in the Competitive Environment

The industry is seeing massive spreads in the proposals of deals being shopped today. Lenders remain surprised at the current pricing pressures in the market. Just how are deals being priced in this kind of environment? What changes are industry leaders seeing in inter-creditor terms, collateral rights, and pricing? Our speakers will explore the dynamics of these issues and more.

Michalis Stavrinides, Banyan Mezzanine Fund, Moderator

Scott Carpenter, HighPoint Capital

Bruce Kelleher, Jr., BB&T Capital Markets

John Scott, Harbert Management Corp.

Rob Smith, Petra Capital

10:00 – 10:15 a.m.

Mini-Break

Friday, April 30 (continued)

10:15 – 11:00 a.m.

Fund Raising in the Lower Middle Market-What the LPs Have to Say About Our Asset Class in Today's Economy

The fundraising data is in and the dismal economy of 2009 took its toll. A report by CP Eaton said that it took an average of 18 months to raise a fund, a term not seen since 2005. Prequin, a leading provider of PE data and products, sees a glimmer of hope for 2010. Their recent study on PE fundraising shows that 67% of institutional investors worldwide are ready to make new commitments during 2010 and 11% of those investors plan to increase existing ones. How will the Lower Middle Markets fare? Our speakers will share their thoughts and expectations.

Michael Painter, Plexus Capital, Moderator

Frank Galioto, McNally Capital LLC

Jeffrey Keay, HarbourVest Partners, LLC

Matt HoganBruen, BAML Capital Access Funds

11:00 a.m. – 12:30 p.m.

Today's SBIC Program: An Informal Discussion and Special Q&A Session with the Leadership of SBA's Investment Division

SBA's Associate Administrator for Investment will supply an update on the Agency's initiatives and policies affecting the SBIC program. The session will then open up for an informal discussion with candid questions about the program's current operations and future goals.

Sean Greene, U.S. Small Business Administration

12:30 – 1:45 p.m.

Networking Lunch

No speeches, just a great time to find your next deal.

Conference Adjourned