

Atlantic Conferences Symposium

The Summit for Middle Market Debt Finance ®

State of the M&A Market

Thursday, May 17th

8:30 am – 9:15 am

Moderator:

John Deering

Managing Director, Deloitte Corporate Finance

John is a managing director with Deloitte Corporate Finance LLC (“DCF”) and the head of the Deloitte U.S. Capital Advisory Practice. John has over 25 years of experience advising clients on their capital structure options and financing needs.

Prior to joining DCF, John served as a managing director and partner at McColl Partners, LLC. His transaction experience includes raising senior, mezzanine, and equity linked notes for growth-oriented companies in retail, consumer products, defense and aerospace, business services, industrial, health care, and technology industries.

Speakers:

Tom Burgett

Managing Director – Business Services, Lincoln International

Tom Burgett is a Managing Director at Lincoln International and a senior member of the firm’s Technology, Media & Telecom Group. Tom leads the group’s focus on the education technology and services sector and is the founding member of Lincoln International’s Dallas office. He manages key relationships in the education market, leads deal teams and is active in marketing the services of Lincoln International to private owners, private equity firms and corporations.

Tom has nearly 20 years of merger and acquisition experience, working on numerous transactions, primarily for private equity firms and privately-held businesses. His experience covers a wide variety of sectors, but his primary focus has been on the education technology and services market for nearly a decade. Notable transactions include the recapitalizations of Glynlyon, Texas Teachers of Tomorrow, MetaMetrics, ExamSoft and Edline, as well as the sale of TeamDynamix, AcademicWorks and InReach CE. Tom also has extensive buy-side experience in the education market, having advised Archipelago Learning (nka Edmentum) and Edline (nka Blackboard) on numerous acquisitions.

Tom rejoined Lincoln International in 2016 as a Managing Director. Most recently, Tom was a Managing Director and led the Education Group at MHT Partners. Prior to joining MHT Partners,

Tom was an Associate with Lincoln International. Early in his career, Tom was an Analyst with Bear, Stearns & Co. and an Associate with a boutique merchant banking firm in Dallas focused on growth stage investments. Tom holds a Master of Business Administration from Harvard Business School and a Bachelor of Business Administration in finance and organizational behavior from Southern Methodist University.

Glen Clarke

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

Glen Clarke is a Managing Director within Baird's Consumer & Retail Group and leads the firm's Food & Beverage practice. Mr. Clarke is a senior investment banker with 22 years of significant transaction and advisory experience providing general corporate finance and M&A advice primarily to food and beverage companies across a variety of industry verticals and formats. Glen joined Baird from KeyBanc Capital Markets where he was a Managing Director in the Chicago office, leading the firm's Food & Beverage Investment Banking practice. Before joining KeyBanc, Glen spent time at Duff and Phelps and with Brown Gibbons and Lang (BGL), where he was a Managing Director and Principal responsible for heading up the firm's Food & Beverage investment banking practice. Prior to BGL, Glen spent 16 years at Bank of Montreal Harris Bank, where in his last role he was as a Managing Director and Head of the Diversified Food Group within Bank of Montreal's Investment Banking Group. Glen received his M.B.A. from DePaul University and his B.A. from Villanova University.

Jason Porter

Managing Director, Deloitte Corporate Finance

Jason is a managing director in the healthcare group of Deloitte Corporate Finance LLC ("DCF"). Prior to joining DCF, Jason was with McColl Partners, LLC and worked at an investment bank in Ft. Lauderdale, Florida where he advised on mergers and acquisitions within a wide variety of industries, including healthcare, aerospace, consumer products, and technology, among others. Prior to that, Jason worked as an accountant in Clearwater, Florida where he worked within the audit department as well as with privately-held water and wastewater utilities across the Southeast.