

# **Atlantic Conferences Symposium**

## **The Summit for Middle Market Debt Finance ®**

**A View From the Hill**

**Thursday, May 17<sup>th</sup>**

**1:30 pm – 2:15 pm**

### **Moderator:**

#### **Gretchen Perkins**

Partner, Huron Capital Partners LLC

Gretchen is responsible for managing Huron's business development and investment sourcing activities, including outreach to deal professionals such as business brokers, investment banks, attorneys, accountants and consultants.

Gretchen has over 30 years' experience in the finance and business development sectors serving a variety of capital market participants. Prior to joining Huron, Gretchen led the acquisition sourcing efforts at Long Point Capital, a middle market private equity fund. Gretchen also served as Vice President – Business Development for IRN, Inc., a market research firm, and has held senior business development positions at Fleet Capital Corporation and GE Capital Corporation, where she originated and structured senior debt packages for buyouts of middle-market companies.

### **Speakers:**

#### **Langston Emerson**

Partner, The Cypress Group

Langston Emerson is a Partner at the Cypress Group. Langston brings over 15 years of experience in government affairs consulting with an expertise in financial services. During his career, he represented a spectrum of clients in this sector, including asset management, private equity, venture capital, real estate, and insurance. His in-depth knowledge of the industry has produced many accomplishments in the areas of coalition building, strategy development and implementation, and advocacy on federal legislative and regulatory issues.

At Signal Group, Langston represented financial services clients on a variety of legislative and regulatory matters. In this role as a Democratic consultant, Prior to joining Signal Group, Langston was a lead advocate and Washington adviser for the private equity industry at the American Investment Council (formerly, Private Equity Growth Capital Council). In this role, Langston was responsible for many tax and banking efforts affecting private investments. At TIAA-CREF, he was instrumental in safeguarding the investment practices of the pension giant by leading efforts to address matters related to the Dodd-Frank Act, including systemic risk, the Volcker rule, and consolidated capital rules for non-bank financial companies. Langston also

### **Langston Emerson cont'd.**

advocated before Congress on behalf of the National Association of Real Estate Investment Trusts (NAREIT) as an in-house strategist for the REIT and commercial real estate industry.

Langston began his career in government affairs on Capitol Hill working for Senator Carl Levin (D-MI). After Senator Levin, Langston served as a legislative aide to Representative Carolyn Kilpatrick (D-MI) where he became active in financial services issues. He later became senior legislative aide to Representative Mike Capuano (D-MA) where he was responsible for the Congressman's work on the House Financial Services Committee. Langston also worked in the banking department of a law firm and at the New York Federal Reserve Bank.

Langston graduated magna cum laude from Howard University and earned his law degree from the George Washington University Law School. He is a proud native of the great city of Detroit.

### **Scott Gluck**

Special Counsel, Duane Morris LLP

Scott Gluck practices in the area of [corporate law](#), focusing on securities offerings and the regulatory, compliance and corporate activities of private fund advisers. Mr. Gluck is the principal author and executive editor of the Guide to Private Equity Regulatory Compliance, published by Thompson in Summer 2016.

Mr. Gluck has extensive experience with fund formation, regulatory and compliance-related matters for private funds, including private equity and hedge funds. Mr. Gluck's practice includes the formation of private funds, implementation of their ongoing compliance programs, securities offerings and corporate transactions. He has significant experience with federal, state and local "pay-to-play" rules regulating political involvement and fundraising activities by investment advisers.

Mr. Gluck serves as outside regulatory counsel for the Association for Corporate Growth (ACG), a leading trade association for small and middle-market businesses and private funds. He advises ACG on a broad range of regulatory issues, including securities regulations, the regulation of private funds and tax policy. He also advises ACG's Private Equity Regulatory Task Force (PERT), which interacts with Congress, the Securities and Exchange Commission and other federal agencies on behalf of middle-market private equity firms.

Mr. Gluck is a graduate of Columbia University Law School. He also holds an M.B.A. from the University of Southern California and a B.A. from the University of California, Berkeley.

### **Brett Palmer**

President, Small Business Investor Alliance

Brett Palmer became the President of the Small Business Investor Alliance in 2008. In this role, Mr. Palmer works to foster a healthy environment for small business investing and a strong and profitable private equity industry. In addition to managing the SBIA organization, he serves as

## **Brett Palmer cont'd.**

its principal liaison with Congress, the Executive Branch, the media and other industry organizations. Under his leadership the SBIA has grown dramatically and achieved numerous legislative victories, including exemption from SEC Investor Advisor Registration and the only explicit investment permissions under the Volcker Rule.

Mr. Palmer most recently served the states as Managing Director of Government Affairs for the National Association of Insurance Commissioners (NAIC). By focusing on problem solving and outreach, he guided the NAIC through the turbulence of the Katrina disaster and debates over financial regulatory reform.

After serving as Deputy Assistant Secretary for Trade Legislation, President George W. Bush appointed and the Senate confirmed Mr. Palmer as Assistant Secretary of Commerce for Legislative and Intergovernmental Affairs. In this capacity he worked with nearly every Congressional Committee in both the House and Senate. During his tenure at Commerce, the President submitted and Congress passed numerous free trade agreements including those with Chile, Singapore, Morocco, and Australia. In 2004 Secretary Donald Evans awarded Mr. Palmer one of the agency's highest honors, the gold medal. He held several positions in Congress including as a policy aide for the Speaker of the House.

Mr. Palmer graduated from Davidson College with a degree in history.