Private Funds CFO

New York Forum

January 18-19
Sheraton Times Square, New York

20TH ANNIVERSARY

Private Funds CFO New York Forum 2023 Agenda

Day 1: Wednesday, January 18

8:00 **Registration – continental breakfast**

9:00 **PEI welcome & chair's introduction**

9:10 **Chair's welcome & Keynote Introduction**

Heidi Deiner, National Executive Director, **Private Equity CFO Association**

09:15 **Opening Keynote Address by Ron Insana, Senior Analyst & Commentator, CNBC**

As the world grapples with inflation, broken supply chains, confounding markets, economic and political turmoil, and living with Covid long term, Ron Insana is a voice of economic reason. Properly assessing the current environment is vital to determining what to do next. A savvy trend-watcher, Ron looks at today through the lens of economic history. He'll offer insights to help plan for the future in a world beset by constant change –

- Comparing prospects: Main Street vs. Wall Street
- The outlook for business growth; which sectors are winning, which are stuck?
- Markets always send signals; what is the message of the markets right now?
- Washington policy moves: how they'll impact business and investments

10:00 **10th annual EY global CFO and COO benchmarking survey results**

In this session, we will review the results of the tenth annual survey of CFOs and COOs from across the globe. We've collected extensive data on people, processes, and planning for the future. The insight gained from the survey will provide the foundation for a robust discussion by an esteemed panel of CFOs and COOs representing a broad spectrum of private funds.

Moderator:
Kyle Burrell, Partner, Financial Services , Ernst & Young

Panelists:

Steven DeCillis III, Partner & CFO, AEA Investors

Jason Currier, Chief Financial Officer, Private Equity, Audax Private Equity

Saaima K. Shahin, Managing Director, PE CFO, New Mountain Capital

11:00 **Networking coffee break**

11:30 - 12:30 Think Tanks: State of market

Track A
Industry Trends

GPs only - Fund finance in a high inflation environment

- Interest rates impact -- where are we now and where are going in terms of price of products, what will the lending landscape looks like?
- Supply/demand dynamics for fund finance in 2023 Subscription lines
  - partner / GP / management fee lines of credit
  - umbrella credit facilities
  - NAV credit
- Understanding the risks associated with each fund facility
- Will inflation rates lead to a decrease in the use of subscription lines

Facilitator:
Shant Mardirossian, Partner & Chief Operating Officer, Kohlberg & Company

Track B
Regulatory & Geopolitical Considerations

GPs only - Geopolitical risk & concerns

- China & US policy and trade issue
- Russia-Ukraine war
- Crisis response
- Disruptions to firm operations
- Political/media scrutiny
- Balance risks and long-term market priorities
- Russian malicious cyber activity concerns

Facilitator:
Jason Snider, Chief Financial Officer/Chief Compliance Officer, Gauge Capital

Track C
PE Firm Operations

GPs only - Preparing a readiness framework for your firm in advance of an economic downturn

- How can you maximize liquidity to prepare?
- Creating a triage plan
- Expanding offerings into private debt, infrastructure, real estate, venture capital, growth capital and natural resources
- How should you be thinking about supply chain risk?
- Enhancing procurement strategies
- Where can you automate and streamline?

Facilitator:
Dina M. Colombo Partner, COO & CFO GreyLion Capital

Track D
Professional Development
Member-Only

GPs only - Talent management in 2023: dealing with the current talent shortage and adapting to long term trends

- How has the talent shortage impacted your finance teams?
- What trends are you seeing in the hiring market?
  - Increased competition?
  - Investment banks keeping analysts longer
- Ways to incentivize and retain finance teams in this highly competitive environment
  - What are compensation trends looking like?
  - What types of are flexible work schedules are being offered?
  - How else can you build loyalty?
  - How are you enhancing benefit packages?
- Are you seeing generational differences of opinions on -
  - on back to office
  - retainment incentives
  - How are you enhancing firm culture, DE&I, employee wellness, social change, etc.
  - What are firms doing on the inclusivity factor?
  - How about listening to employees (.e.g., surveys)

Facilitator:
Tanya Hayes, Partner, Human Capital & ESG, Frazier Healthcare Partners

Track E
Service Provider

SPs only - Adapting to the current state of the market and supporting clients though uncertain times

- Anticipating wants, needs, expectations of clients during the fast-changing environment
- Setting realistic expectations

Facilitator:
Heidi Deiner, National Executive Director, Private Equity CFO Association

12:30 **Networking luncheon**

1:30 – 2:20 **Breakout sessions**

Track A
Industry Trends

Boosting cybersecurity efforts amidst skyrocketing cyberattacks against financial firms

Cyberattacks against financial firms are up 238% and private equity firms quickly becoming a top target.

- How do you build a sustainable cybersecurity program
- Challenges of overseeing cybersecurity
- How can you adapt to the increased threat associated with remote work

Moderator
Paul Ponzeka, Chief Technology Officer, Abacus Group

Track B
Regulatory & Geopolitical Considerations

SEC exams in 2023: new audit rules & how to be prepared for an exam

- How can CFOs and COOs add value on the portfolio company level when it comes to efficiency, spend, regulation, performance and more.
  - cyber assessments at the portfolio level
  - onboarding new portfolio companies into the governance system
  - helping portfolio companies with vendors, service providers, build boards, ESG strategies
  - group purchasing & insurance
- Where can you really make the most impact when you're only spending some small amount of time working with each portfolio company?

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Panelists

Robby Bourgeois, Partner, Chief Financial Officer & Chief Compliance Officer, Varagon Capital Partners

Eric Feldman, Chief Information Officer, The Riverside Company

Bethany Foullois, Chief Operating Officer & Chief Compliance Officer, LNK Partners

Simon Eyre, CISO, Drawbridge

- Best practices for collecting and formatting data from portfolio companies
- What technology tools are helpful?

Moderator

Michael Patanella, National Managing Partner, Asset Management , Grant Thornton

Panelists

Heather Fraser, Chief Financial Officer and Managing Director, TZP Group

Mark Zogaria, CFO / CCO, Summer Street Capital Partners

Michelle Bergman, Chief Compliance Officer and General Counsel, Vestar Capital Partners

Adam Freedman Managing Director & Chief Compliance Officer, Harbourvest

Track C

PE Firm Operations

Maximizing impact at the firm & portfolio company level

- How can CFOs and COOs add value on the portfolio company level when it comes to efficiency, spend, regulation, performance and more.
    - cyber assessments at the portfolio level
    - onboarding new portfolio companies into the governance system
    - Enhancing procurement strategies, negotiating with vendors, service providers, group purchasing & insurance at your firm and across your portfolio
- What changes can you make on the firm level that impact portfolio company metrics & performance?
    - Where can you really make the most impact when you're only spending some small amount of time working with each portfolio company?
    - Cost savings programs at your firm that support the operations teams across your portfolio
- Best practices for collecting and formatting data from portfolio companies -
    - Financial performance dashboards, EBITDA and KPIs
    - Analysis and analytics on portfolio company business drivers
    - Focusing on the performance metrics that matter the most….revenue by region, sector, or product; across metrics versions; or performance over a period.

Moderator

Priya Iyer, Chief Executive Officer, Concertiv

Panelists

Jeffrey Gilbert, Chief Operating Officer and General Counsel, Carnelian Energy Capital

Alfred Chuang, Managing Director and Chief Financial Officer, Kensington Capital Partners

Elliot Attie, Partner and CFO, Trilantic Capital Management L.P.

Hemal Mehta, Founder and CEO, Atominvest

Track D

Professional Development - Member-Only

Driving personal & team transformations as a COO

- What are the top issues causing concern for today's finance and operations executives?
- International conflicts impact on private equity
- Cybersecurity, compliance, and changing SEC regulation
- What areas of concern could potentially bring any firm to its knees?
- Putting good controls in place at the firm
- Bolstering the relationship between finance and fundraising and IR
- How to balance being "the jack of all trades and master of none"

Moderator

Cesar Estrada, Private Markets Segment Head, Arcesium

Panelists

Michael Martinez, COO & General Counsel, Pine Brook

Adam Weinstein, Managing Director, Chief Operating Officer and Chief Financial Officer, New Mountain Capital

Shant Mardirossian, Partner & Chief Operating Officer, Kohlberg & Company

Jon Schwartz, President & COO, NewSpring Capital

2:25 – 3:15 Breakout sessions II

Track A
Industry Trends

Private equity secondaries amid shifting market dynamics

- Will record breaking volume continue as GPs and LPs look for ways to increase liquidity?
- What are the current and future supply/demand dynamics
- Identifying pockets of resilience as potential downturn unfolds
- What's expected in the secondaries market regarding valuations
- Interest rates impacts on the secondaries market
- Geopolitical risk considerations

Moderator
Colleen Fay, Tax Partner, Withum

Panelists
Verdun Perry, Global Head, Blackstone Strategic Partners
Brian Garfield, Managing Director, Lincoln International
John C. Stephens, Partner & Chief Financial Officer, Pomona Capital
Paul Sanabria, Global Co-Head of Secondaries, Private Markets, Manulife Investment Management

Track B
Regulatory & Geopolitical Considerations

Staying ahead of proposed regulatory & tax changes

- Proposed amendments to Form PF
- Fees & expenses
  - How are firms rethinking fees and expenses in light of proposed new compliance monitoring and reporting obligations?
  - Accelerated monitoring fees
  - Lack of standardization of how funds measure returns
  - Future of pass-through expense models
- Taxes and the future of carry
- ESG and the SEC proposed enhancements to disclosures
- SEC proposed amendments to enhance and standardize disclosures regarding cybersecurity risk management

Moderator
Jaime L. Eichen, Partner, FSO Assurance Services, Ernst & Young

Panelists
William Kinnard, Regulatory Services Sales Director, SEI
James Gaven, General Counsel and Chief Compliance Officer, SK Capital Partners
Darren Herz, Chief Financial Officer, Goldner Hawn
Andrew Spring, Chief Financial Officer and Managing Director, MidOcean Partners

Track C
PE Firm Operations

Tackling operational complexity while streamlining firm operations

- Professionalizing your firm operations to meet LP expectations
- Determining the proper amount of internal finance staff to carry the firm forward
- Pros and cons of operating your firm as a cost center vs profit center
- Setting goals for your firm to improve data management and data evolution

Moderator
Jocelyn Lewis, Managing Director-Head of Private Debt Commercial Strategy, S&P Global

Panelists
Blinn Cirella, Chief Financial Officer, Saw Mill Capital
Eve Mongiardo, Chief Financial Officer & CCO, Blue Wolf Capital Partners
Kelly Hurley, CFO & & CCO, Centre Partners Management
Chitra Baskar, President, CSC Fund Solutions

Track D
Professional Development - Member-Only

Fostering professional growth and development within your finance department

- Mapping career journeys for jr team members (alongside managers and HR if applicable)
- Incentive and retention plans to counter the great resignation
- Compensation structures
- Transparency and empowerment for employees
- Creating opportunities for your team to interact with other business units within your firm
- Ways to enhance the strategic acumen of analysts, treasurers, controllers and stay/help them stay engaged
- Coming up with/encouraging creative solutions

Moderator
Dominic Elias, Chief Client Advisory Officer, EWM Global

Panelists
Maggie Schmitt, Chief Financial Officer, JMI Equity

Aileen Keaney, Director of Finance, Ethos Capital
Maryna Higgins, Director of Finance, Quona Capital
Irene Willard, Chief Financial Officer, Dunes Point Capital

3:15 **Networking coffee break**

3:45 **Plenary Session - Using data & Technology to gain a strategic advantage**

- How can better data collection help with accounting, transparency, reporting and more.
- How is your data analysed to discern patterns and make better decisions?
- Using technology to foster strategic growth
  - data warehouses
  - data lakes
  - business intelligence tools
- Strategies for data quality control
- Data protection

Moderator
Frank Anduiza, EVP, Head of Private Fund Sales, Ultimus Leverpoint

Panelists
Rama Ramachandran, Chief Technology Officer, Black Diamond Capital Management
Greg Vilkin, CFO & CCO, Upper90
Art Zuckerman, Partner, CFO, CCO and Head of Portfolio Operations, Soundcore Capital Partners
Snehal Waghulde, Managing Director, Deloitte

4:35 **Keynote Interview - ESG & Sustainability**

Dave Stangis, Partner & Chief Sustainability Officer, Apollo Global Management

Facilitator: Tania Carnegie, Global and US Lead of ESG, for Private Equity & Asset Management, KPMG

5:15 **Cocktail reception and end of day one**

Day 2: Thursday, January 19

8:00 **Continental breakfast**

Delegates will enjoy breakfast at breakout sessions based on asset class and market segmentations

RE/Infrastructure/Debt	**VC & Emerging Managers**	**Middle Market**	**Global Buyout**

9:00

CFO & COO Think Tank (Invite only)	**CCO Think Tank (Invite only)**	**Senior Finance Executive Think Tank (Open to all)**

10:00 **Chair's opening remarks**

Heidi Deiner, National Executive Director, **Private Equity CFO Association**

10:10 **Reframing diversity, equity & inclusion: how difference can make a difference**

Wema Hoover, Global Diversity, Equity & Inclusion Leader, Executive Coach, Culture Curator, & former Global Head of Diversity, Equity and Inclusion at Google & Pfizer

As a former Chief Diversity Officer, Cultural Strategist and Employee Engagement Leader at Fortune 500 companies including Google, Pfizer, Sanofi, and Bristol-Myers Squibb, Wema Hoover demonstrates how to harness diversity to unlock an organization's skills and abilities. She reveals how inclusive practices lead to increased employee engagement and collaboration, breakthrough thinking and enhanced innovation. Wema also discusses unconscious bias, how to create a culture of belonging, and cultural competence. An authentic, riveting and impactful speaker, Wema uses her lived experiences as a Black female senior executive to show the true potential of diversity and that differences really can make a difference.

10:55 **Networking coffee break**

11:25 Evolving your firm operations: how are firms reinventing themselves post-pandemic

- The democratization of private equity
- How have investor relations evolved for you in the past couple of years, where are investors more focused?
- How are you rethinking performance metrics and KPIs for post-pandemic goals
- How are you using technology to create more operational efficiencies?
- Has your data management journey accelerated and if so, how? Do you have a holistic view of your investment data across asset classes?
- What do you see in next year vs longer horizon like 3 to 5 years?

Moderator

Jesse Cole, Global Head of Private Markets, State Street

Panelists

Jason Snider, Chief Financial Officer/Chief Compliance Officer, Gauge Capital

Jim Clayton, Management Advisory Services Principal; Private Equity National Co-Leader, BDO

Rahul Agarwal, Head of Finance, Lindsay Goldberg

Amanda Coussens, Chief Financial Officer & Chief Compliance Officer, P10

12:20 – 1:10 Breakout sessions III

Track A

Industry Trends

The continuing momentum of continuation funds

- Continuation fund popularity has skyrocketed and they currently account for over half the deal flow in private equity secondaries transaction
  - What is driving this trend and is it sustainable?
- Facts vs fiction with the preconceived notions about continuation funds
- How to structure continuation funds to ensure fairness and avoid potential misalignment of interests
- Conflicts of interest considerations that arise while managing both an existing investment vehicle and another vehicle and how to strike the right balance between profit and fiduciary duty

Moderator

Debra Lussier, Partner, Ropes & Gray

Panelists

Lance Taylor, Partner & CFO, HGGC

Sanjay Sanghoee, COO and CCO, Delos Capital

Track B

Regulatory & Geopolitical Considerations

Overcoming the ongoing challenges of the new marketing rule

- What have been the biggest challenges to overcome when becoming compliant with the new marketing rule
-
- How are you continuing to communicate and train your team on the revised rule and your firm's updated policies and procedures
- Are you prepared to adjust procedures, materials and documentation as best practices evolve?

Moderator

Graham Bippart, Editor, Private Funds CFO

Panelists

Nickie Norris, General Partner, COO & CCO, New Heritage Capital

Jacob Comer, Partner, General Counsel, and Chief Compliance Officer, NovaQuest Capital Management

Béla Schwartz, CFO, The Riverside Company

Julie Dixon, CEO, Waystone Compliance Solutions

Blake Bennett, Chief Financial Officer & Chief Compliance Officer, Revelstoke Capital Partners

Bryan Fischer, Director, Crestline Investors

Track C

PE Firm Operations

Multi-strategy & multi-jurisdictional transitions: addressing growing pains along the way

- What are the most common challenges when moving away from a single fund model and transitioning to multi-strategy?
  - What about when moving from one jurisdiction to another?
- Understanding fiduciary duties and identifying and resolving conflicts as you grow
- Ways to remain nimble even as your strategies become more complex
- Communicating with limited partners about your expansion into different strategies & geographies

Moderator

Kwame Lewis, Head of Product Innovation, Fund Services, North America, TMF

Panelists

Jason Ment, Partner, President, Co COO, StepStone Group

Brad Pietras, Director of Finance, Level Equity

Brandon Baudin, Chief Financial Officer, The Sterling Group

Joe Riley, Chief Financial Officer, McCourt

Track D

Professional Development - Member-Only

The CFO of the future: expanding your knowledge to drive further impact at your firm

- How to engage your stakeholders and become a better data "storyteller"
- How to better convey complex financial data and ideas in a digestible way
- Enhancing your financial decision-making skills
- Cross-functional knowledge of the company and becoming a better strategic partner to the CEO
- Transcending the finance department to become a more holistic leader -- what are non-financial skills you should cultivate?
- How to spend less time putting out fires and more time being the strategic visionary and creating value for your firm

Moderator

Jeff Bohl, CFO, Ontra

Panelists

Evelyn Pellicone, Chief Financial Officer, Crestview Partners

Tom Walker, Managing Director & Chief Financial Officer, Grain Management

Gerry Esposito, Partner & CFO, Newbury Partners

Billy Leigh, Business Transformation Practice Leader, Embark

1:10 Networking luncheon

Breakout Panels with Peer-to-Peer Workshops

These sessions will be more interactive than a traditional breakout panel discussion. The sessions start with a 25-minute panel discussion and will be followed by a 40-minute interactive peer-to-peer workshop.

2:10	**Technology Breakout Panel** **Addressing the Need for Enhanced Connectivity Between Technology and Data Management Tools** • With an abundance of technology solutions how do you compile multiple information outputs in a way that's useful? • Tips and tools for enhancing connectivity between technology and data tools • How can you streamline the number of productivity-enhancing tools you're using?	**DEI Breakout Panel** **Steps for Elevating Diversity Equity and Inclusion Initiatives at Your Firm and Beyond** • What are the elements of a best-in-class DEI program? • What are the most comprehensive ways to assess progress?	**ESG Breakout Panel** **ESG Data Collection & Reporting** • How to measure and report on the financial return on ESG activities • Ensuring accuracy and overcoming concerns about the trustworthiness of ESG data
2:35	**Peer-to-Peer Technology Workshop** **Similar to our think tank sessions, these workshops will give delegates the opportunity for peer-to-peer discussion and the sharing of best practices around making data more usable without requiring considerable manual input and ways to automating manual processes.** Moderator Arthy Kumar, Industry Principal, Investments and Financial Services, Workiva Panelists Noah Becker, Chief Financial Officer, LLR Partners Saba Ahmad, Partner and Chief Operating Officer, Turning Rock Partners Kristine O'Connor, Chief Financial Officer & Managing Director, Franklin Park Dean Schaffer, Managing Director, North America, Alter Domus	**Peer-to-Peer DEI Workshop** **Similar to our think tank sessions, these workshops will give delegates the opportunity for peer-to-peer discussion and the sharing of best practices around elevating diversity equity and inclusion initiatives at your firm and throughout your portfolio.** Moderator Jennifer Banzaca, Senior Reporter - Private Funds CFO, PEI Panelists Indhira Arrington, Managing Director and Global Chief Diversity, Equity and Inclusion Officer, Ares Management Corporation Susan Black-Beth, COO, Avante Capital Partners Allison Miyake, Chief Financial Officer & Chief Compliance Officer, Clarendon Capital Amanda Misch, Vice President of Compliance and Legal, Trilantic North America	**Peer-to-Peer ESG Workshop** **Similar to our think tank sessions, these workshops will give delegates the opportunity for peer-to-peer discussion and the sharing of best practices around ESG data collection & reporting.** Moderator Chad Erwin, SVP, Global Head of Asset Owners/Allocators, Backstop Solutions Group Panelists Allison Spector, Head of ESG, One Rock Capital Partners Christine Smoragiewicz, CFO and CCO, MPE Partners Kara Harling, CCO, CFO, Mountain Capital Management Amanda Carty, General Manager, ESG & Data Intelligence, Diligent

3:15 **Networking coffee break**

3:45 **Adapting to the Newly Accelerated Pace of Fundraising & Reporting**

- Adapting to the accelerated pace caused by –
  - retaliation and influx of new investors
  - Post covid changes
    - hybrid format and less road shows
    - rapid deployment of capital that seems to have stuck. Firms are now going to market every 2 years vs 4 year previously
- How to adapt to the extreme competition in fundraising
- Finding the right tools and systems to manage the post pandemic workflow
- Outsourcing considerations

Moderator

Jonathan Balkin, Founder & Executive Director, Lionpoint Group

Panelists

Omar Rahman, CFO, Access Holdings Management

Joshua Cherry-Seto, Partner & Chief Financial Officer, StartUp Health

Debra Bricker, Chief Financial Officer and Chief Compliance Officer, Hunter Point Capital.

Danny Bloomstine, Business Development, Private Equity & Venture Capital, Juniper Square

4:35 **Plenary Session – New Faces of Finance**

The private markets industry is embracing a younger, more diverse talent pool. This session will feature CFOs and COOs who have been recognized in our Private Funds CFO 2023 New Faces of Finance list. We'll dive into topics such as –

- major accomplishments they've been crucial in bringing about at their firms
- how to approach leadership and innovation as a younger professional
- what they think it takes to become a future leader in private funds finance

Moderator

Danilsa Lopez, Partner, Audit, Grant Thornton

Panelists

Pamela Ramigadu, Chief Financial Officer, Adenia Partners

Nina Yoo, Chief Financial Officer, Fengate Asset Management

Steve Sims, Chief Operating Officer and Chief Commercial Officer, Braemont Capital

Matthew Maguire, Finance Director, Park Square Capital

5:25 **Closing Remarks**

5:30 **End of conference**