

Private Funds CFO New York Forum 2024 Agenda

January 30-31, 2024

Confirmed speakers include:

Conference Chair:

Blinn Cirella, Chief Financial Officer, **Saw Mill Capital**

Keynote speakers:

Amit Kachhia-Patel, Assistant Special Agent in Charge - Cyber Program, **Federal Bureau of Investigation**

Drew Maloney, President and Chief Executive Officer, **American Investment Council**

Paul Roberts, Assistant Special Agent in Charge – Complex Financial Crimes Branch, **Federal Bureau of Investigation**

Speakers:

Pamela Bentley, Chief Financial Officer, **GCM Grosvenor**

Virginia Calvo, CFO/CCO, **Swander Pace Capital**

Mary Anne Capo, CFO & CCO, **CapStreet Group**

Jennifer Cattier, Chief Operating Officer, **Cornell Capital**

Tracey Chaffin, Partner and Chief Financial Officer, **Pamlico Capital**

Brian Chibwe, Chief Financial Officer, **Clarion Capital Advisors**

Jaspreet Dehl, Managing Partner and Chief Financial Officer - Private Equity Group, **Brookfield Asset Management**

Jason Donner, Chief Financial Officer, **Veritas Capital**

William Engels, Chief Financial Officer, **Apple Tree Partners**

Greg Feig, Managing Director and Chief Financial Officer, **CCMP Capital Advisors**

Lori Forlano, Managing Director, General Counsel and Chief Administrative Officer, **Lightyear Capital**

Kevin Gasque, Partner, COO, CFO & CCO, **Greycroft**

Adam Geisler, Chief Financial Officer and Chief Compliance Officer, **Activant Capital**



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Jason Kaslow, CFO & CCO, **Tiger Infrastructure Partners**
Joseph Kopilak, Partner/CFO, **Kelso & Company**
Denis Laloy, Partner & Chief Financial Officer, **Kimmeridge**
David Mathewson, Partner & Chief Operating Officer, **Quona Capital**
Mike Martinez, Chief Operating Officer & General Counsel, **Pine Brook**
Jamie Meurer, CFO, **MiddleGround Capital**
Christopher Millin, Chief Financial Officer, **Performance Equity Management**
Eve Mongiardo, Chief Financial Officer and Chief Compliance Officer, **Blue Wolf Capital**
Ross Oliver, Partner & General Counsel, **Crestview Partners**
Michael Schiavo, CFO, **Fort Point Capital**
Brian Schwenk, Chief Financial Officer and Chief Compliance Officer, **1315 Capital**
Stephen Sims, Chief Operating Officer and Chief Compliance Officer, **Braemont Capital**
Christine Smoragiewicz, Partner, CFO & CCO, **MPE Partners**
Jason Snider, Chief Financial Officer & Chief Compliance Officer, **Gauge Capital**
John Spiridis, Managing Director, **Varagon Capital**
Olibia Stamatoglou, Managing Director, Chief Financial Officer & Chief Compliance Officer, **Victory Park Capital**
John Stecher, Senior Managing Director and Chief Technology Officer, **Blackstone**
Glenn Tucker, SVP of Finance & Operations, CCO, **Left Lane Capital**
Adrienne Vannarsdall, CFO, **RC Capital**
Michael Walfish, Founder, **Walrus Security**
Jason Weinstein, Director of Private Equity & Venture Capital, **FactSet**
Kyle Wool, Chief Financial Officer, **Energy Impact Partners**
Patty Xu, CFO, **Sterling Investment Partners**
John Yantsulis, CFO & Partner, **Searchlight Capital Partners**

Day 1 January 30

8:00-9:00 **Registration – breakfast**

9:00-9:10 **PEI welcome**

Seth Kerker, Director of Events – Americas, **PEI Group**



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9:10-9:15

Chairperson's welcome

Blinn Cirella, Chief Financial Officer, **Saw Mill Capital**

9:15-10:00

Keynote

10:00-11:00

Data debrief: Forecasting & benchmarking for the CFO and COO

In this session, we will review extensive data on people, processes, and planning for the future. These insights will provide the foundation for a robust discussion by an esteemed panel of CFOs and COOs representing a broad spectrum of private funds.

Panelist

John Yantsulis, CFO & Partner, **Searchlight Capital Partners**

11:00-11:30

Networking break

11:30-12:30

Think tanks

Delegates will have the opportunity to break into private think tank sessions to discuss many of the matters impacting both the private equity and venture capital industries. Designed to facilitate candid discussion, these closed-door sessions for CFOs and COOs will top of mind issues and challenges firms face today. Attendees can share best practices and you'll gain solutions for common concerns facing your back office.

Track A

GPs only - How is AI revolutionizing the industry?

- Where can AI lend itself to improving efficiencies in the back and middle offices?
 - The use of ChatGPT
- Addressing risks and concerns from investors about adoption at firms and portfolio companies
- Performing due diligence on AI platforms
- How are firms crafting and implementing protocols and procedures?

Facilitators

Stephen Sims, Chief Operating Officer and Chief Compliance Officer, **Braemont Capital**

Jason Snider, Chief Financial Officer & Chief Compliance Officer, **Gauge Capital**



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Track B

GPs only - Today's CFO – the evolution from financial gatekeeper firm-wide project manager

- Beyond financial cash management: what are CFOs spending their time accomplishing outside of finance (data, HR, IT, etc.)?
 - Balancing between various responsibilities and functions
- Striking a balance between accomplishing daily operations and strategically enhancing the firm
- Showcasing the importance of the CFO's role to leadership
- Establishing a strong team behind the CFO as the role and responsibilities continue to evolve

Facilitators

Blinn Cirella, Chief Financial Officer, **Saw Mill Capital**

Christine Smoragiewicz, Partner, CFO & CCO, **MPE Partners**

Track C

GPs only - The talent war: how firms are addressing and facing today's challenges?

- Tools for retaining top professionals
- Tactics for attracting junior talent in a competitive market
- Skillsets required for finance and operations professionals at all levels
- Shifting the scene: pursuing talent with "untraditional" backgrounds and experiences
- How are firms filling information/skills gaps while they handle staffing changes?
- Managing a geographically dispersing workforce

Facilitators

Greg Feig, Managing Director and Chief Financial Officer, **CCMP Capital Advisors**

Mike Martinez, Chief Operating Officer & General Counsel, **Pine Brook**

Track D

GPs only - The Marketing Rule and more: navigating current compliance affairs

- Ongoing concerns about Marketing Rule implementation
 - Achieving net and gross IRR calculations
- Preparing the firm for private funds rule implementation
 - What are firms doing to ensure they prepared to adhere to these rules?
 - Revisiting existing LP disclosures and side letters
- Protecting sensitive information as firms enlist third parties and tools
- Sweep exam set up – what can the back/middle office do to prepare? (ESG data/policies, fees and expenses, records, compliant communication, etc.)

Facilitator

Brian Chibwe, Chief Financial Officer, **Clarion Capital Advisors**



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Track E

SPs only - Simultaneously managing client expectations while maintaining industry relevancy

- Fortifying strong, long-lasting relationships with clients
 - Facing client concerns about staff turnover
- How are service providers navigating it?
- Demonstrating services and setting expectations to firms of various sizes, asset classes and stages
- Ensuring your services/offerings are aligned with the state of the industry

12:30-1:30

Networking lunch break

1:30-2:20

Breakout sessions

Track A

Managing today's fundraising expectations and approaches

- Adjusting and aligning expectations on LP capital deployment with the public economy
- What role is the CFO expected to play during fundraising?
- How can firms continue to be creative with fund structures to achieve fundraising goals?
- Evaluating geopolitical and regulatory concerns
- Data download: analyzing and collecting data to make informed decisions for both GPs and LPs
- Preparing for fundraising when you're not in market
- Using artificial intelligence to enhance fundraising processes

Track B

Enhancing the relationship between management company CFOs and their portfolio companies

- Establishing transparency between portfolio companies and firms
- Keeping tabs on performance outside of required reporting
- Utilizing the GP CFO as a resource
- Engaging with vendors, service providers, group purchasing, insurance, etc.
- Guiding companies on risk management and exposures
- Effectively gathering accurate and relevant data that is suitable for investor and management company reporting

Panelists

Mary Anne Capo, CFO & CCO, **CapStreet Group**

William Engels, Chief Financial Officer, **Apple Tree Partners**

Denis Laloy, Partner & Chief Financial Officer, **Kimmeridge**

Track C

Quantifying valuations that align with today's market

- Gathering accurate calculations in today's economic climate
 - What impact does the public market have?
- Performing valuations with regulatory protocols in mind

Track D

Beyond the back office: Information technology/security

Beyond the back-office series

Delegates will hear from a panel of experts who specialize in management company functions outside of finance. Throughout the discussions, attendees will gain a greater understanding of how



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- What are the SEC's concerns and how to get ahead of them?
- Collaborating with the investment/deal teams to for successful calculations

Panelist

Joseph Kopilak, Partner/CFO, Kelso & Company

these teams and their roles work in tandem with the finance and operations team and how they can add value to each other's work.

- Delving into the role of the information technology at the firm
- Understanding top challenges and concerns from the technology leadership professionals (in-house and outsourced)
- How can the CFO and technology team work in tandem?
- Resourcing: managing tasks related to technology and information security if your firm does not have a team or individuals that solely focus on it
- Prioritizing responsibilities and current challenges regarding information technology/security

Panelist

Jason Kaslow, CFO & CCO, Tiger Infrastructure Partners
John Spiridis, Managing Director, Varagon Capital
John Stecher, Senior Managing Director and Chief Technology Officer, Blackstone

2:30-3:20

Breakout sessions

Track A

Refining data management and reporting practices to satisfy investors

- Dissecting the complexities of aggregating data from various resources and funds
- Filling in the gaps: tools available to assist with data centralization, collection and formatting (i.e., AI, third parties, vendors, etc.)
 - Weighing risks and rewards when sharing sensitive information with external providers or platforms
- Finding effective solutions to data mining across the portfolio
- Liaising with LPs as their requests for granular information increase
 - ESG expectations and challenges
 - Striking a balance between LP requests and what firms can showcase from portfolio companies

Track B

Outsource obstacles: addressing relationships with third parties as workloads elevate

- Justifying the spend on outsourcing various tasks (fund administration, compliance, data management, IT, cybersecurity, tax, etc.)
- What are firm limitations on does and does not get outsourced?
- Grappling potential growing pains when onboarding providers
- Upholding successful long-term partnerships
- Ensuring that outsourcing team member(s) are an extension of the firm
- How will the proposed SEC outsourcing rule effect relationships with partners?

Panelists



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- How can existing reporting formats and templates simplify processes for the firm and simultaneously appease investors and regulators?

Panelist

Brian Schwenk, Chief Financial Officer and Chief Compliance Officer, **1315 Capital**

Jaspreet Dehl, Managing Partner and Chief Financial Officer - Private Equity Group, **Brookfield Asset Management**

Glenn Tucker, SVP of Finance & Operations, CCO, **Left Lane Capital**

Patty Xu, CFO, **Sterling Investment Partners**

Track C

Governing cybersecurity as threats are increasingly omnipresent

- Making sure firms policies and procedures align with the current threats (i.e., personal device use, data breaches, AI/ChatGPT and wire fraud)
 - Managing LP worries
- Demonstrating cyber vulnerabilities and various threats to all firm employees and in their various tasks
- SEC alert: tackling firm and portfolio company concerns as the Commission's focus elevates
- Addressing investor due diligence and apprehension
- The role of the back/middle offices in managing portfolio company protection
- Key considerations for firms who outsource cybersecurity functions

Track D

Beyond the back office: Investment management and investor relations

Beyond the back-office series

Delegates will hear from a panel of experts who specialize in management company functions outside of finance. Throughout the discussions, attendees will gain a greater understanding of how these teams and their roles work in tandem with the finance and operations team and how they can add value to each other's work.

- Delving into the role of the investor relations department at the firm
- Understanding top challenges and concerns from the investor relations leadership professionals (in-house and outsourced)?
- How can the CFO work in tandem with the investment team?
- Resourcing: managing tasks related to investor relations if your firm does not have a team or individuals that solely focus on it
- Prioritizing responsibilities and current challenges in the investor relations function

Panelist

Kevin Gasque, Partner, COO, CFO & CCO, **Greycroft**

3:20-3:50

Networking break

3:50-4:35

Conducting cash risk management and finding effective fund finance solutions

- Lessons learned from the 2023 SVB and Signature bank crises



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- What could have been done differently or avoided?
- Addressing LP concerns about cash management
- Diversifying your funding sources - analyzing the cost/benefit of creative fund financing solutions (credit, debt, subscription lines, NAV, etc.) in a tightening market
- AUM-tailored approaches
 - How should firms of various sizes allocate their cash?
- Building trusted relationships with banks (existing and new)
- Modifying internal protocols and processes to mitigate banking risks

Panelist

Kyle Wool, Chief Financial Officer, **Energy Impact Partners**

4:35-5:20

Keynote Interview

Drew Maloney, President and Chief Executive Officer, **American Investment Council**

5:20-5:25

Closing remarks

5:25

Cocktail reception and end of day one

Day 2 January 31

8:00-9:00

Breakfast

8:15-8:55

Private Funds CFO Network membership circle breakfasts

Delegates will enjoy breakfast at breakout sessions based on membership circle involvement.

Breakfast Networking Breakout

Women

Venture Capital

Emerging Managers

**International
Investments &
Investors**

9:00-9:50

Invite Only Think Tanks

Delegates will have the opportunity to break into think tank sessions by job function to discuss what is keeping them up and night and to share best practices for addressing those problems. Designed to



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facilitate candid discussion, the closed-door session for senior finance and operations professionals will top of mind issues and challenges impacting their firms today.

CFO Think Tank

(GP invite only)

AUM <\$4B

CFO Think Tank

(GP invite only)

AUM >\$4B

Senior Finance Executive

Think Tank

(GP only)

Facilitators

Virginia Calvo, CFO/CCO,
Swander Pace Capital

Tracey Chaffin, Partner and
Chief Financial Officer, **Pamlico
Capital**

10:00-10:05

Chairperson's welcome

Blinn Cirella, Chief Financial Officer, **Saw Mill Capital**

10:05-10:50

Keynote Interview - FBI Frame of Reference: Analyzing and understanding complex risks in private markets

Hear from the FBI's Amit Kachhia-Patel, Assistant Special Agent in Charge - Cyber Program and Paul Roberts, Assistant Special Agent in Charge – Complex Financial Crimes Branch, as they discuss the FBI's initiatives in the Complex Financial Crimes and Cybersecurity branches and their insights on risk management and prevention.

Amit Kachhia-Patel, Assistant Special Agent in Charge - Cyber Program, **Federal Bureau of Investigation**

Paul Roberts, Assistant Special Agent in Charge – Complex Financial Crimes Branch, **Federal Bureau of Investigation**

10:50-11:20

Networking break



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11:20-12:05 Adopting optimal technologies to advance the firm

- Assessing what solutions are successful and where technological improvements can be made
 - How are firms of different sizes adjusting their allocated technology budgets to meet demand and innovation?
- Weighing the options to build in-house, use third parties or use software/platforms
- What tasks areas are requiring more technological assistance?
- The feasibility of streamlining tools across the various departments to increase operational efficiencies

Panelist

Pamela Bentley, Chief Financial Officer, GCM Grosvenor

12:10-1:00 Breakout sessions

Track A

Setting realistic expectations for scaling your firm in a competitive environment

- Determining feasible goals for both fundraising and management company success
 - How can the back/middle offices lay the groundwork and collaborate across the firm?
 - Fund size parameters – key considerations for firms of different AUMs and various operating models
- Identifying the right resources and tools assist with firm expansion
 - When and how should firms evaluate if their current infrastructure meets their needs?
 - Moving forward – deciding what functions stay in-house and are outsourced?

Panelists

Jason Donner, Chief Financial Officer, Veritas Capital
Michael Schiavo, CFO, Fort Point Capital

Track B

Understanding the complexity of secondaries

- Navigating current interest rates
- Handling tax and valuation concerns
- Evaluating risks between GP-led vs. co-investments
- Understanding ILPA's new guidance
 - Addressing fees and expenses

Track C

Election redirection: preparing private markets for November's outcome and beyond

Track D

Beyond the back office: Legal

Beyond the back-office series

Delegates will hear from a panel of experts who specialize in management company functions outside of finance. Throughout



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- Change or no change: what will occur in private markets if there is a new administration, or it remains the same?
 - Potential tax changes
- Will the continued SEC focus on private markets be here to stay?
- Reviewing and revisiting political contribution policies
- Readyng the firm and funds for an economic shift

the discussions, attendees will gain a greater understanding of how these teams and their roles work in tandem with the finance and operations team and how they can add value to each other's work.

- Delving into the role of the legal department at the firm
- Understanding top challenges and concerns from Chief Legal Officers/legal team leadership professionals
- How can the CFO work in tandem with legal teams (in-house and outsourced)?
- Resourcing: managing tasks related to legal if your firm does not have a team or individuals that solely focus on it
- Prioritizing responsibilities and current challenges regarding legal outside of compliance

Panelists

Ross Oliver, Partner & General Counsel, **Crestview Partners**

Adrienne Vannarsdall, CFO, **RC Capital**

1:00-2:00 **Networking luncheon**

2:10 **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.

2:10-2:35

LP Relations Panel
Strengthening relationships with LPs

- Increasing face time with LPs in various scenarios (fundraising, holding period, reups, etc.)

Carried Interest Panel
Approaching industry sentiments on carried interest

- Is carried interest a necessary incentive for talent?

Compliance Panel
Translating the SEC's increased focus on regulating private markets into daily operations

- Effects of the new Private Fund Advisers rules on various types of funds and asset classes



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- Managing the increase of ad-hoc requests while simultaneously collecting required quarterly and annual information
 - Streamlining processes for LP requests
 - What information is being asked for from the back/middle office by sponsors?
- What should the CFO presence be in IR activities?
 - Allocating carry to all firm employees
- Addressing current and ongoing tax concerns
- Mitigating concerns from LPs and regulators on carried interest
- Tools available to accurately demonstrate and perform calculations
- Considerations for firms who are scaling or raising new funds
- How frequently should compliance manuals be reviewed?
- Demonstrating risk awareness to all firm employees and how compliance is involved in their responsibilities
- Utilizing third parties to assist with increasing compliance efforts and requirements
 - Coping with added fees and expenses of new rule implementation
- Proposal protocols: when and how should firms act upon rule proposals?

Panelists

Adam Geisler, Chief Financial Officer and Chief Compliance Officer, **Activant Capital**
Christopher Millin, Chief Financial Officer, **1315 Capital**

Panelists

Jennifer Cattier, Chief Operating Officer, **Cornell Capital**
Olibia Stamatoglou, Managing Director, Chief Financial Officer & Chief Compliance Officer, **Victory Park Capital**

2:35-3:05

Peer-to-Peer LP Relations 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 **LP relations**.

Peer-to-Peer Carried Interest 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 **carried interest**.

Peer-to-Peer Compliance 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 **compliance**.

3:05-3:35

Networking break



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3:35-4:20

New faces of finance 2024

*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 2024 **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 younger professionals
- What it takes to become a future leader in private funds finance

4:20-4:25

Closing remarks

4:25

End of conference



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