Private Funds CFO Network

West Coast Forum

Private Funds CFO West Coast Forum 2023 Agenda

September 20-21, 2023

Confirm speakers include:

Keynote speakers:

Kesha Cash, General Partner, **Impact America Fund**

Fred Ebrahemi, Chief Operating Officer, Partner, and General Counsel, **Clearlake Capital Group**

Speakers:

Shiraz Allidina, Managing Director, Citco Capital Solutions, **Citco Fund Services**

Chris Aronis, Chief Revenue Officer, **Drawbridge**

Ken Aseme, Chief Financial Officer, **MaC Venture Capital**

Priya Iyer, CEO, **Concertiv**

Brandon Baudin, Chief Financial Officer, **The Sterling Group**

Graham Bippart, Editor, **Private Funds CFO**

Steve Bullock, VP of Financial Services, **Kyriba**

Tim Buchner, COO of Alpha for Private Markets, **State Street**

Carolyn Campbell, COO, **ECP Private Equity**

Adam Childers, Chief Financial Officer & Chief Compliance Officer, **Quad-C Management, Inc.**

Ben Collins, Senior Director, Financial Services Industry Marketing, **Sage Intacct, Inc.**

Larry Cook, Vice President of Global Operations and Finance, **Flourish Ventures**

Amanda Coussens, Chief Financial Officer and Chief Compliance Officer, **P10, Inc.**

Louis Crasto, Sr. Director, **RSM**

Jamison Davis, CFO, **Bow River Capital**

Jackie Dao, CFO, **Reach Capital**

Mike Derrick, Chief Financial Officer, **ACME Capital**

Simba Dutt-Mazumdar, Managing Director - Accounting & Reporting Advisory, **Stout**

Cesar Estrada, Private Markets Segment Head, **Arcesium**

Paul Fielding, Chief Operating Officer, **General Catalyst**

Gadi Gefen, Chief Financial Officer, **Next47**

Michaele Gobel, CFO, **Equilibrium Capital**

Elise Gray, Head of CFO & Accounting Service Delivery, **IQ-EQ**
Adam Handlos, Chief Financial Officer, **Galavanize Climate Solutions**
John Herr, Chief Financial Officer, **Francisco Partners**
Ted Hill, General Partner and Chief Financial Officer, **B Capital Group**
Stella Ho, Partner, **LightBay Capital**
Frank Hodas, Senior Vice President – Finance, **Paladin Capital Group**
Christopher Iorillo, Chief Financial Officer, **Freeman Spogli & Co.**
Brent Kelley, CFO and CCO, **North Hudson Resource Partners**
Richard Lee, Chief Financial Officer, **The Cynosure Group**
Sophia Lee, SVP, **Riverwood Capital**
David Ludwig, Regional Director, Americas, **EWM Global**
Marcella McColl, Partner, Chief Financial Officer, and Chief Compliance Officer, **Fin Capital**
Johnny Minassian, Partner, **Withum**
Kevin Neubauer, Partner, **Seward & Kissel**
Catherine Ollwerther, Vice President, Compliance and Counsel, **AB CarVal**
Ryan Parker, Chief Financial Officer, **Mercato**
Tom Pierce, Partner, CFO, CCO, **Sorenson Capital**
Andrew Petri, Chief Financial Officer and Chief Compliance Officer, **Pfingsten Partners**
Rama Ramachandran, Chief Technology Officer, **Black Diamond Capital Management**
Michele Reing, CFO, COO & CCO, **LongRange Capital**
David Richards, Senior Director, Private Equity Performance Improvement**, Alvarez & Marsal**
Paul Schoper, Managing Director, Head of Fund Finance Group, **Wells Fargo Corporate & Investment Banking**
Derek Shanahan, Strategic Partnerships Director, **Juniper Square**
Mark Shang, CFO, **Banneker Partners**
Vicky Shum, Chief Operating Officer**, World Innovation Lab**
Aaron Simkovich, CFO, **Maranon Capital**
Christopher Smith, Partner & CFO, **SER Capital Partners**
Chris Sparenberg, Director, Commercial Strategy**, S&P Global Market Intelligence**
Albert Tan, Partner and Co-Head of Fund Finance, **Haynes Boone**
Lance Taylor, Partner & Chief Financial Officer, **HGGC**
Michael Walfish, Founder, **Walrus Security**
John Van Der Wal, Senior Consultant**, Comply**

Eric Wauthy, Chief Financial Officer, **Caltius Capital Management**
Brianna Wener, CFO, **Avante Capital Partners**
Bessie Wu, CFO and CCO, **NewView Capital**
Elizabeth Yates, Director, Investor Relations, **Thoma Bravo**
Weiheng Zhang, CFO, **AngelList**

September 19

Pre-conference cocktail

CFO Network's Woman Circle Event (By invitation only)

This pre-event cocktail will gather women leaders in the private equity and venture capital industries, providing them with opportunities to connect with old friends and make new connections in a casual setting before the two-day events.

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Day 1 September 20

8:00	**Registration – breakfast**
8:45-8:50	**Chairperson's welcome** Andrew Petri, Chief Financial Officer and Chief Compliance Officer, Pfingsten Partners
8:50-9:00	**Private Fund Leader's Survey Presentation**

9:00-9:40 **Keynote interview - Kesha Cash, General Partner, Impact America Fund**

During our keynote interview with Kesha, we'll speak with her about Impact America Fund, their investment strategy, her historic fundraise, the importance of generating returns while also empowering historically undervalued communities and her vision for her firm's growth going forward. We'll also speak about overall trends in the marketplace like economic and political factors that will have the greatest impact on private markets and the operating environment for private markets over the next 12 months.

Interviewer: Graham Bippart, Editor, Private Funds CFO

9:40-10:30 **Keynote Panel – The CFO as a strategic visionary**

- Working in tandem with the CEO to understand of the factors that impact firm strategy
- Ensuring the right financial structures and processes are in place to support the firms strategic vision
- Providing appropriate data and financial assessments to support and champion new ideas
- Suggesting alternative courses of action based on financials and data to when needed
- Being nimble in the face of rapid change

Moderator: Cesar Estrada, Private Markets Segment Head, Arcesium
Panellists:
Chris Iorillo, Chief Financial, Legal & Compliance Officer, Freeman Spogli & Co.
Amanda Coussens, Chief Financial Officer and Chief Compliance Officer, P10, Inc.
Lance Taylor, Partner & Chief Financial Officer, HGGC
John Herr, Chief Financial Officer, Francisco Partners

10:30-11:00 **Networking break**

11:00-11:50 **Building top tier finance teams: aligning skillsets and compensation in today's labor market**

- What skillsets are you requiring for entry, junior, mid, and senior levels on your finance team?
- How are you aligning these skillsets with compensation in today's labor market?
- Do you foresee changes in carry and incentives structures?
    - Is this still a key recruitment and retention tool?
- What are the relevant labor market trends that you should be keeping an eye on?

Moderator: David Ludwig, Regional Director, Americas, EWM Global
Panelists:
Sophia Lee, SVP, Riverwood Capital
Marcella McColl, Partner, Chief Financial Officer, and Chief Compliance Officer, Fin Capital
Stella Ho, Partner, LightBay Capital

12:00-12:50 **The dynamic challenges of fund finance amidst bank turmoil and a high interest rate environment**

- Investor sentiments about financing becoming more expensive and harder to come by
- Are lenders feeling more cautious about issuing debt?
- Access to subscription credit facilities, NAV financing and preferred equity with two large players (SVB and Signature) out.
- Is there concern other providers are next?
- Steps firms/finance teams can take in order to be proactive in future situations

Moderator: Albert Tan, Partner and Co-Head of Fund Finance, Haynes Boone
Panelists:
Eric Wauthy, Chief Financial Officer, Caltius Capital Management
Christopher Smith, Partner & CFO, SER Capital Partners
Shiraz Allidina, Managing Director, Citco Capital Solutions, Citco Fund Services
Paul Schoper, Managing Director, Head of Fund Finance Group, Wells Fargo Corporate & Investment Banking

12:50-1:50 **Networking lunch break**

2:00-2:50 **Breakout Panels**

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Maintaining LP relationships: How to fundraise when you're not fundraising

- How has CFO/COO involvement in the fundraising and investor relations evolved over the last several years?
- Relationship management and staying involved with your investors
- Managing LP requests and communicating with current investors
- Scenario modeling
- What's the role of the CFO in preparing for your next fundraise?

Moderator:

Matt Lawson, Chief Marketing Officer, Juniper Square

Panellists:

Tom Pierce, Partner, CFO, CCO, Sorenson Capital

Adam Childers, Chief Financial Officer & Chief Compliance Officer, Quad-C Management, Inc.

Elizabeth Yates, Director, Investor Relations, Thoma Bravo

Mark Shang, CFO, Banneker Partners

Data management: sharpening insights throughout your fund lifecycle

- Managing multiple data types and complex data projects
- Efficient ways to manage data collection and stakeholder reporting
- How can you use data to manage workstreams more effectively :
- How to leverage data for better decision making as it relates to –
    - ESG initiatives
    - Portfolio companies

Moderator:

Chris Sparenberg, Director, Commercial Strategy, S&P Global Market Intelligence

Panellists:

Adam Handlos, Chief Financial Officer, Galavanize Climate Solutions

Ken Aseme, Chief Financial Officer, MaC Venture Capital

Vicky Shum, Chief Operating Officer, World Innovation Lab

Louis Crasto, Sr. Director, RSM

2:50-3:50

Breakout Panels with Peer-to-Peer Workshops

These sessions will be more interactive than a traditional breakout panel discussion. The sessions start with a 20-minute panel discussion and will be followed by a 40-minute interactive peer-to-peer workshop. At the end of the workshop, group leaders will come back to the panel table to present key takeaways from each small group.

Panel A | Assembling a robust technology infrastructure for firms <$4B AUM

Panel B | Assembling a robust technology infrastructure for firms >$4B AUM

PEI

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During this 20-minute panel discussion, our expert speakers will share their experiences with assembling a robust technology infrastructure.

Moderator:
Johnny Minassian, Partner, Withum
Panellists:

Ryan Parker, Chief Financial Officer, Mercato

Frank Hodas, Senior Vice President – Finance, Paladin Capital Group

Weiheng Zhang, CFO, AngelList

During this 20-minute panel discussion, our expert speakers will share their experiences with assembling a robust technology infrastructure.

Moderator:
Tim Buchner, COO of Alpha for Private Markets, State Street
Panellists:
Ted Hill, General Partner and Chief Financial Officer, B Capital Group
Rama Ramachandran, Chief Technology Officer, Black Diamond Capital Management
Richard Lee, Chief Financial Officer, The Cynosure Group

Workshop A | Assembling a robust technology infrastructure for firms <$4B AUM

During the workshop the audience will be broken into small groups for peer-to-peer discussions lead by our panelists above. Potential topics during these small group discussions are --

- What are the key drivers for technology adoption at your firm?
  - investor expectations, response to new regulatory requirements, market volatility and the need for more data? Others?
- What is the process for getting new technologies approved at smaller firms?
- What types of technologies offer the most ROI for smaller firms?
- What are typical budgets for new technologies at firms <4B AUM
  - What types of technologies do you prioritize when you have a limited budget?
- Does your firm use artificial intelligence in any way or are you considering how to implement the use of AI at your firm?

Workshop B | Assembling a robust technology infrastructure for firms >$4B AUM

During the workshop the audience will be broken into small groups for peer-to-peer discussions lead by our panelists above. Potential topics during these small group discussions are --

- What are the key drivers for technology adoption at your firm?
  - investor expectations, response to new regulatory requirements, market volatility and the need for more data? Others?
- What is the process for getting new technologies approved?
- What types of technologies offer the most ROI?
- What are typical budgets for new technologies at firms >4B AUM
  - What types of technologies do you prioritize when you have a limited budget?
- Does your firm use artificial intelligence in any way or are you considering how to implement the use of AI at your firm?

3:50-4:20 **Networking break**

4:25-5:25 Think tanks

PE Panel Think Tank
(GP ONLY)

What's keeping you up at night: Private Equity

- What are the top issues causing concern for today's finance and operations executives?
  - Talent management, cybersecurity, compliance, and changing SEC regulation, interest rates, etc

Facilitators:
Stella Ho, Partner, LightBay Capital

VC Panel Think Tank
(GP ONLY)

What's keeping you up at night: Venture Capital

- What are the top issues causing concern for today's finance and operations executives?
  - Talent management, cybersecurity, compliance, and changing SEC regulation, interest rates, etc

Facilitators
Larry Cook, Vice President of Global Operations and Finance, Flourish Ventures
Mike Derrick, Chief Financial Officer, ACME Capital

Service Provider Think Tank
(SP ONLY)

What's keeping you up at night: Service Providers

- What are the top issues causing concern for today's finance and operations executives?
- Supporting clients through compliance, and changing SEC regulations
- How can you support your clients during uncertain times?

Facilitator:
Graham Bippart, Editor, Private Funds CFO

5:30 **Cocktail reception and end of Day 1**

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Day 2 September 21

8:00-9:15 **Registration – breakfast**

8:10 – 8:40 **Pre-Conference Breakfast Meeting - The SEC's New Rules for Private Funds**

This interactive session will help you learn what you need to know about the new rules and exchange ideas with your peers how to adapt going forward.

Facilitators:
John Van Der Wal, Senior Consultant, Comply
Catherine Ollwerther, Vice President, Compliance and Counsel, AB CarVal

8:40-9:25 **CFO and COO Think Tank (By invitation only)**

Designed to facilitate candid discussion, this closed-door session for CFOs and COOs targets the issues and challenges impacting your firm. Attendees can benchmark ideas and share best practices to help you gain solutions for common concerns facing your office.
Designed to facilitate candid discussion amongst solution providers supporting the private equity industry, attendees will discuss how they are adapting to the current state of the market and supporting clients though uncertain times.

Facilitator: Jamison Davis, CFO, Bow River Capital

9:30-9:35 **Chairperson opening remarks**

Andrew Petri, Chief Financial Officer and Chief Compliance Officer, Pfingsten Partners

9:35-10:15 **Opening Keynote Interview – Managing Through Growth & Scaling Firm Operations**

Join us to hear Fred Ebrahemi, Chief Operating Officer, Partner, and General Counsel, Clearlake Capital Group discuss his experiences as Clearlake grew from $1B vs. $70B AUM. Fred will share tips for managing through growth, where they struggled as they grew, what he wished he'd know while they were scaling, and what successes he's most proud of.

Interviewer: Graham Bippart, Editor, Private Funds CFO

10:20-11:20 **Breakout Panels with Peer-to-Peer Workshops**

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These sessions will be more interactive than a traditional breakout panel discussion. The sessions start with a 20-minute panel discussion and will be followed by a 40-minute interactive peer-to-peer workshop. At the end of the workshop, group leaders will come back to the panel table to present key takeaways from each small group.

Panel A <$4B AUM | Scaling up to 4B

During this 20-minute panel discussion, our expert speakers will share their backgrounds and tips and tricks they learned while scaling their own firms

Moderator:
Elise Gray, Head of CFO & Accounting Service Delivery, IQ-EQ
Panelists:
Brianna Wener, CFO, Avante Capital Partners
Michaele Gobel, CFO, Equilibrium Capital
Brent Kelley, CFO and CCO, North Hudson Resource
Kevin Neubauer, Partner, Seward & Kissel

Panel B >$4B AUM | Scaling over 4B

During this 20-minute panel discussion, our expert speakers will share their backgrounds and tips and tricks they learned while scaling their own firms

Moderator:
David Richards, Senior Director, Private Equity Performance Improvement, Alvarez & Marsal
Panelists:
Brandon Baudin, Chief Financial Officer, The Sterling Group
Paul Fielding, Chief Operating Officer, General Catalyst

Workshop A <$4B AUM | Scaling up to 4B

During the workshop the audience will be broken into small groups for peer-to-peer discussions lead by our panelists above. Potential topics during these small group discussions are --

- How should we be structuring financial & compliance processes so we can scale when we're ready?
- How do you ensure you're staying on top of reporting and monitoring obligations as you grow?
- What are the most common hurdles the finance and compliance teams face as your firm grows?
- How can the finance and compliance teams better support the overall growth of the business?
- How do you identify the efficiencies at your firm that will foster your ability for continued growth?
- What inefficacies are you finding at your firm and hindering your ability to scale?
- As your firms grows how do you balance hiring more talent vs outsourcing non-business-essential functions?
- Keeping up with more robust fundraising efforts

Workshop B >$4B AUM | Scaling over 4B

During the workshop the audience will be broken into small groups for peer-to-peer discussions lead by our panelists above. Potential topics during these small group discussions are --

- How should we be structuring financial & compliance processes so we can scale when we're ready?
- How do you ensure you're staying on top of reporting and monitoring obligations as you grow?
- What are the most common hurdles the finance and compliance teams face as your firm grows?
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- Keeping up with more robust fundraising efforts

- Does/will the use artificial intelligence come into play with your scaling efforts?
- What are some of the common financial and compliance challenges when transitioning from a single fund model to multi-strategy?
- When expanding operations into different vehicles, different regions, or running an alternative strategy or when accessing new groups of investors, how do you contend with multiple regulated entities, potentially in different jurisdictions

- Does/will the use artificial intelligence come into play with your scaling efforts?
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11:20-11:50 **Networking break**

11:50-12:40

Breakout Panels

Track A Private Equity | The CFO & COO role in supporting private equity portfolio companies

How can CFOs and COOs add value on the portfolio company level when it comes to –

- Creating a financial plan that will carry the business through future growth stages
- Improving portfolio company gross margins without sacrificing value
- Enhancing procurement strategies, negotiating with vendors, service providers, group purchasing, etc.
- Implementing systems and tracking metrics that are critical for establishing valuations

Moderator:
Chris Aronis, Chief Revenue Officer, Drawbridge
Panelists:
Michele Reing, CFO, COO & CCO, LongRange Capital
Carolyn Campbell, COO, ECP Private Equity
Aaron Simkovich, CFO, Maranon Capital
Priya Iyer, CEO, Concertiv

Track B Venture Capital | The CFO & COO role in supporting venture capital portfolio companies

How can CFOs and COOs add value on the portfolio company level when it comes to –

- Creating a financial plan that will carry the business through future growth stages
- Improving portfolio company gross margins without sacrificing value
- Enhancing procurement strategies, negotiating with vendors, service providers, group purchasing, etc.
- Implementing systems and tracking metrics that are critical for establishing valuations
- What is the current valuation market in venture capital and as a VC firm, how should you be thinking about getting a good valuation at exit throughout the entire hold period?
-

Moderator:

	Ben Collins, Senior Director, Financial Services Industry Marketing, Sage Intacct, Inc. Panelists: Gadi Gefen, Chief Financial Officer, Next47 Jackie Valdez, Head of Finance, Ecosystem Integrity Fund Simba Dutt-Mazumdar, Managing Director - Accounting & Reporting Advisory, Stout

12:45-1:35 **Cash & Risk Management: Lessons learned from a global pandemic and banking collapses**

- What have been your experiences with the SVB's collapse and its ripple effect?
- What's your current thinking on sufficient cash reserves and agile cash flow management strategies?
- Movement to larger banks and money market funds – long term trend or temporary strategy?
- What are your comprehensive risk management strategies?
- What have you learned these past few years about how you can pivot and adapt?

Moderator:
Steve Bullock, VP of Financial Services, Kyriba
Panelists:
Jackie Dao, CFO, Reach Capital
Bessie Wu, CFO and CCO, NewView Capital
Michael Walfish, Founder, Walrus Security

1:35-1:40 **Chairperson closing remarks**

Andrew Petri, Chief Financial Officer and Chief Compliance Officer, Pfingsten Partners

1:45 **Luncheon and end of Day 2**