

18TH ANNUAL

ACG[®] Pittsburgh



Corporate Growth Conference

March 21-22, 2012

**Lexus Club, PNC Park
Pittsburgh, PA**

www.acg.org/pittsburgh



KEYNOTE SPEAKERS:

Richard Heckmann, Heckmann Corporation
James Glassman, JPMorgan Chase & Co.

**NEW DEALS & CONNECTIONS ~ INVESTMENT TRENDS
LATEST STRATEGIES IN GROWTH, MERGERS, ACQUISITIONS & EXITS
NETWORKING ~ PANEL DISCUSSIONS ~ AWARDS**

Welcome

On behalf of the ACG, please join us and 350+ prominent business leaders, managers and executives at the 18th Annual Corporate Growth Conference.

Whether you are a first-timer or a conference veteran, it will be a remarkable educational, networking and deal-sourcing experience. Year after year, it is among the most anticipated events in the region's corporate community.

But it is more than a showcase of up-and-coming investment trends and a forum for exploring the latest developments that impact corporate growth. It is also a celebration of the pioneering movers and shakers who are making great things happen.

Please join us in honoring the accomplished nominees and the ultimate winners of the 2012 Dealmaker Award.

See you at PNC Park!

*Co-Chairs: Joshua Belczyk, Horsehead Corporation
Rachel S. Surdick, JPMorgan Chase & Co.*

Who Should Attend?

- » Corporate Executives
- » Private Investors
- » Accountants, Attorneys, Professional Service Providers
- » Bankers
- » Entrepreneurs
- » Investment Bankers and Brokers
- » Commercial Lenders
- » Corporate Development Staff
- » Media

Agenda

Wednesday **March 21, 2012**

3:00 - 5:00 p.m. Registration Opens
ACG Cup Finals & Awards

5:00 - 7:30 p.m. Opening Cocktail Reception & Exhibits

Thursday **March 22, 2012**

8:30 - 9:15 a.m. Registration, Breakfast & Exhibits

9:15 - 10:00 a.m. Breakfast Keynote Speaker
Richard J. Heckmann,
CEO & Chairman, Heckmann Corporation

10:00 - 10:45 a.m. "Equity Panel"
Moderator, Bill Flanagan, *Allegheny Conference on Community Development*
Nada Jain, Ph.D, *Golden Seeds*
Michael P. McQueeney,
Summer Street Capital Partners
Andrew Rice, *The Jordan Company*
David Glickman, *Resilience Capital Partners*
Mike Stubler, *Draper Triangle Ventures*

10:45 - 11:15 a.m. Break

11:15 a.m. - 12:00 p.m. "ACG Global Update"
Andrew Rice, *The Jordan Company*

12:00 - 1:00 p.m. Lunch

1:00 - 2:00 p.m. Keynote Address
"America's On the Mend"
James E. Glassman,
Managing Director, JPMorgan Chase & Co.
Head Economist, Commercial Bank

2:15 p.m. ACG Dealmaker's Awards

2:30 p.m. Wrap-up & Raffle

Every effort will be made to maintain this schedule as closely as possible.

Keynote Speakers



Richard J. Heckmann

Mr. Heckmann founded United States Filter Corporation in 1990 and was its Chief Executive Officer. After the sale of United States Filter

Corporation, Mr. Heckmann served as Chief Executive Officer and Chairman of the Board of Directors of K2 Inc., (K2), a manufacturer of sporting goods equipment, until his retirement on August 8, 2007. During his tenure as Chairman and Chief Executive Officer of K2 beginning in November 2002, K2 more than doubled revenues and tripled net income.

Mr. Heckmann has extensive experience with business acquisitions. While he was with United States Filter Corporation, it consummated over 150 acquisitions, ranging up to \$1.7 billion in value. He was directly involved in locating targets and conducting business diligence with respect to a significant number of United States Filter Corporation's and K2's acquisitions. During Mr. Heckmann's tenure at K2, K2 consummated over 20 acquisitions.



James E. Glassman

Mr. James E. Glassman is a Managing Director with JPMorgan Chase & Co. and is the Head Economist for the Commercial Bank. He works closely with the

firm's chief investment officer, commercial banking, investment banking and government relations groups. He publishes independent research on the principal forces shaping the economy and financial markets. Mr. Glassman's views are widely cited in the financial media, where he is a frequent commentator on economic policy issues.

From 1979 through 1988, Mr. Glassman served in a number of areas in the Research and Statistics and Monetary Affairs divisions at the Federal Reserve Board in Washington D.C. He joined the JPMorgan Chase & Co. family in 1988.

ACG Dealmaker Award

The annual ACG Dealmaker Award presentation is among the most anticipated events in the corporate community. Dozens of outstanding dealmakers were nominated, but only two will walk away with a 2012 Dealmaker trophy. Join us for the live announcement and to help us celebrate their noteworthy accomplishments.

ACG Cup Award *Sponsor: BNY Mellon Wealth Management*

In the months preceding the conference, teams of MBA students from Duquesne University, Indiana University of Pennsylvania, the University of Pittsburgh and West Virginia University participated in a case study competition where they conducted valuations, capital markets and offered M&A strategic advice to a panel of experienced MBA professionals. Join us to discover which team will win the coveted 2012 ACG Cup and cash award.

Experience Lexus Club and PNC Park

Enjoy first-class amenities and scenic downtown vistas offered at the exclusive Lexus Club at PNC Park, one of Major League Baseball's finest venues. www.pittsburghpirates.com

Travel & Accommodations

Overnight accommodations for March 21 are available at the Hyatt Pittsburgh Place North Shore Hotel, conveniently located just one block from PNC Park. A \$129 discount rate is available for conference attendees. To reserve a room, please call **800.993.2213**; group code **ACGP**. Online reservations can be made at www.hyattplacepittsburghnorthshore.com; group code **G-ACGP**.

Transportation to and from the Greater Pittsburgh International Airport is provided by TLC Sedan: **800.234.5466**.

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Become an ACG Member

Join one of the most influential, fastest-growing ACG chapters in the world! For an annual member fee of just \$275, you can network with 300+ leading professionals drawn from leading corporations, private equity groups, lenders, intermediaries and service firms, and enjoy registration discounts to ACG events. Please visit our site at www.acg.org/pittsburgh.



Sponsors

The Corporate Growth Conference is made possible through the support of over two dozen prominent organizations whose contributions of capital, ideas and energy are immeasurable. ACG would like to express our heartfelt thank you to each of these sponsors for their support of the region's economic vitality, growth and opportunities.



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There is still time to add your name to this prominent roster and experience the business development benefits afforded to these organizations. For more information, visit the event website to download a sponsorship application or contact: **Kelly Szejko: kelly@acg.org or 412.253.7515.**

Register

Registration, open to ACG members and non-members, is required to attend the conference. Please visit the website at www.acg.org/pittsburgh for full details, registration and payment information.



REGISTER BY FEBRUARY 23rd for discounted registration and a \$50 restaurant gift card!

Early Bird Members

(Expires 2.23.2012)

\$210

Early Bird Non-Members

(Expires 2.23.2012)

\$400

Members

(Beginning 2.24.2012)

\$260

Non-Members

(Beginning 2.24.2012)

\$500

“The Pittsburgh ACG conference is one of the best events I attend; I can meet 20 to 30 of high quality deal sources and service providers in one location which is cost effective and time efficient.”

~ Jack Glover, Incline Equity Partners

“I was bowled over by the size of the crowd, the high level of seniority of the attendees and the quality of the program. I made at least 20 solid connections and gained a strong understanding as to the current state of play in western Pennsylvania’s business market.”

~ Jonathan Gray, Senior V.P., Comerica Bank-Equity Fund Services