

# THE ART OF THE HUNT

Learn from the experts how they find and source acquisitions.

May 8 • 5-7pm • The Drake, 2301 York Rd, Oak Brook, IL 60523

\$35 members • \$65 non-members



## MODERATOR

### **TOM MEYER**, Senior Vice President – SBA Division Manager, Centrust Bank

As Senior Vice President and SBA Division Manager of CenTrust Bank's SBA Small Business Lending Group, Tom is responsible for forming and growing SBA lending at BBG. He personally has been lending to small businesses for over 19 years and has funded over \$350,000,000 in loans to small business owners. Given the depth and breadth of SBA loans Tom has successfully closed, he has the skills and knowledge to structure a transaction that is more likely to be approved and in a shorter time frame than the traditional SBA guaranteed loan. He was the 2016-2017 MBBI President, Midwest Business Brokers and Intermediaries, BSN, Business Solutions Networking Group and NAGGL, National Association of Government Guaranteed Lenders.



### **Eric E. Dunn**, Managing Director, Focus Capital

Eric joined Focus Capital in 2007 as a Senior Associate, he was promoted to Associate Director in 2009 then promoted again to Managing Director in 2011. Prior to joining Focus Capital. He was Senior Vice President of Sales for a middle-market business services firm providing IT services and Due Diligence services for M&A transactions. Prior to that, Eric was a co-founder of The Software Alliance, software and intellectual property transaction services firm, the firm was successfully sold to a mid-cap technology provider. While at Focus Capital, Eric has developed extensive M&A experience in the Information Technology, Business Services and Niche Manufacturing Industries. He is a Certified Merger and Acquisition Advisor (CM&AA) by Loyola University and the Alliance of Merger and Acquisition Advisors. He also holds a B.S. degree in Business with a Marketing concentration from Southern Illinois University. Eric is the Past President and Board Member of the Midwest Business Brokers and Intermediaries (MBBI), a member of The Executives Club of Chicago and the Alliance of Merger and Acquisition Advisors (AMAA). Eric is also an active advocate for The Lupus Research Alliance.



### **Nick Agliata**, Founder, FB Investors

Nick Agliata, Jr. began investing in private companies in 1986 and formed FB Investors in 2003. Mr. Agliata is involved in all aspects of the investment process including origination, negotiation, funding and managing. Beginning his career as a consultant at The First National Bank of Chicago, Mr. Agliata then moved into private equity investing with Merchant Capital Group in Chicago in 1986. In 1990, he established a satellite office in Chicago for TCW Capital, an \$800 million equity and mezzanine fund. In 1995, Mr. Agliata launched and led Driehaus Capital Management, Inc's. Private Equity Group. There he and his team invested over \$90 million in various companies directly as well as in a number of investment funds. Mr. Agliata sat on the boards of most of his investments and has also advised the owners of other non-portfolio companies. Nick has a Bachelor's Degree in Finance from Bradley University in Peoria, IL and an MBA from DePaul University in Chicago. He is married with two children and resides in Oak Brook, IL. Mr. Agliata is a member of the Economic Club of Chicago and the Maywood Sportsmen's Club. Nick's interests include cycling, sporting clays and travel.



### **Greg Lafin**, Managing Director, BKD Corporate Finance, LLC

Greg is the head of BKD Corporate Finance, LLC's Chicago office and has provided merger and acquisition advisory services to small and midsize businesses for more than 25 years. Greg joined BKDCF in 2014 when Wolf & Company merged with BKD, LLP. He has extensive experience in providing investment banking services including seller services, acquisition searches, due diligence, financial structuring and modeling, negotiation support and profit improvement advisory support.