

# Sponsorship Prospectus

November 13 & 14, 2023

Beanfield Centre

Toronto, ON



## 2023 CONFERENCE CO-CHAIRS



### ***Jake Bullen***

Partner  
Cassels Brock & Blackwell LLP

Jake Bullen is a partner in the Business Law Group at Cassels Brock & Blackwell LLP where he serves as Co-Chair of the firm's Private Equity Group. Jake's practice focuses on M&A, financings, corporate re-organizations, and complex commercial agreements, with a significant cross-border component.



### ***Kristin Shearer***

Director  
Northleaf Capital Partners

Kristin participates in the origination, evaluation and monitoring of Northleaf's private equity investments, with a focus on secondaries. Northleaf is a global private markets investment firm with approximately \$22 billion of assets under management across its private equity, private credit and infrastructure programs.

## CONFERENCE COMMITTEE

**Debra Dobson**, Peloton Capital Management

**Adrianna Czornyj**, Persistence Capital Partners

**Mistine Lauzon**, CIBC Capital Markets

**Michael Rudanycz**, SLC Management | Sun Life Assurance Company of Canada

**Tori Buffery**, Morningside Capital

**Michael Bowman**, Northleaf Capital Partners

**Evan Bennett**, BMO Commercial Bank

**Myron Mallia-Dare**, Miller Thomson LLP

**Umair Khan**, BDO

**Yong Kwon**, Raymond James Canada

**Colin Deeks**, Prime Quadrant

# CANADA'S **LARGEST** CONFERENCE & DEALSOURCE FOR THE MID-MARKET INVESTMENT SECTOR

700+ DELEGATES FROM CANADA & UNITED STATES



65% - ONTARIO  
15% - WESTERN CANADA,  
QUEBEC & MARITIMES



20% - U.S

## PAST ATTENDEES INCLUDE:

Private Equity Sponsors  
Investment & Merchant Banks  
Consulting & Advisory Firms  
Institutional Investors  
Canadian & Foreign Lenders  
Recruitment & Search Firms

Family Office Investors  
Non-Bank & Specialty Lenders  
Service Providers  
Senior-Level Company Executives  
Law & Accounting Firms  
Industry Association Representatives





### OPENING GALA DINNER

**November 13, 2023**

5 pm – 10 pm  
ARCADIAN COURT



### DEALSOURCE NORTH

**November 14, 2023**

8:30 am – 12 pm  
BEANFIELD CENTRE



### CAPITAL CONNECTION

**November 14, 2023**

8:30 am – 4:30 pm  
BEANFIELD CENTRE



### CLOSING RECEPTION

**November 14, 2023**

4:30 pm - 7:00 pm  
BEANFIELD CENTRE

## DEALSOURCE NORTH - CONFERENCE CO-CHAIRS & COMMITTEE



### ***Scott Morrison***

**Banyan Capital**

Scott is responsible for originating new investment opportunities and managing relationships with business owners, advisors and key deal flow sources. Prior to joining Banyan in 2019, Scott worked at Avison Young where he was responsible for the origination and execution of commercial real estate sale and lease transactions. Prior to that, Scott worked in M&A transaction services at Deloitte



### ***Catherine Fisette***

**Norcap Global Partners**

Catherine has 15+ years of experience in general management, sales, strategic partnerships, M&A, and corporate development. Catherine specializes in Buy-side Acquisitions and Strategic Partnerships mandates. Before joining NORCAP Global Partners, she was a Managing Director for a well-established industry-leading retailer and manufacturer.

### COMMITTEE

**Stephanie Mooney**, Trivest – Past Co-Chair

**Evan Sequeira**, TorQuest Partners

**Jonathan Valeriati**, Novacap Partners

**Logan Philp**, KMPG – Past Co-Chair

**Vincent Decary**, Walter Capital

**Shane McAdam**, Kilmer Capital





# COMPANIES PARTICIPATING IN THE 2023 FALL DEALSOURCE NORTH

## INVESTMENT BANKS AND M&A ADVISORY FIRMS

B Riley Farber

Baird

BDO

BMO\*

BMS Group

CIBC\* x2

Copper Run

Deloitte

EC2 Finance

Firepower Capital

FMI Capital Advisors

Harvey & Company LLC

Grant Thornton\*

KPMG

Kroll

Left Lane Associates

MNP\*

Morrison Park Advisors

National Bank

NORCAP Global Partners

Norton McMullen Corporate Finance Inc.

Origin Merchant Partners

PwC Corporate Finance X2

Raymond James Canada\*

RBC\*X2

Richter Family Office\*

TD Securities

Valitas Capital Partners X2

Welch Capital Partners

\* - Conference sponsors



# COMPANIES PARTICIPATING IN THE 2023 FALL DEALSOURCE NORTH

## PRIVATE EQUITY FIRMS AND CAPITAL PROVIDERS

Alphi Capital  
Arcline Investment  
Management  
Audax Private Equity  
Backer North Investment  
Banyan Capital Partners  
BDC  
Benford Capital PartnersX2  
Bertram Capital  
Blue Point Capital Partners  
Blue Wolf Capital  
Burlington Street Partners  
Canadian Business Growth  
Fund  
Canerector  
Comvest Partners  
Cyprium Partners  
Duke Royalty Limited  
Fengate Private Equity

Graham Partners  
Great Rock Capital  
Graycliff Partners LP  
Hamilton Robinson Capital Partners  
Incline Equity Partners  
Industrial Opportunity Partners  
Insight Equity  
Instar Asset Management  
IPB Investments  
Kilmer Group  
Kirtland Capital Partners  
KV Private Equity  
LFM Capital  
Main Street Capital  
Mangrove Equity Partners  
Namakor Holdings  
Novacap\*  
Obelysk Inc.  
Peloton Capital Management\*

PNC Riverarch Capital  
Radial Equity Partners  
Regimen Equity Partners  
Sagard Private Equity\*  
Sentinel Capital Partners  
Sheridan Capital Partners  
Signal Hill Equity Partners  
Snowdon Partners  
Staple Street Capital  
Stellex Capital Management  
STREAM Capital Partners  
The Halifax Group  
The Harbour Group, RBC DS  
The Riverside Company  
TorQuest Partners  
Trive Capital  
Trivest Partners\*  
Walter Capital  
Whitehorse Capital | HIG  
Capital

White Wolf Capital  
WTW  
Wynnchurch Capital

\* - Conference sponsors

- ACG TORONTO hosts Canada's largest '**DealSource North Conference**' live on a new date – as part of the Capital Connection Conference on Tuesday November 14<sup>th</sup>.
- Investment Banks and M&A Advisory firms from Canada and the U.S. will Host **pre-scheduled** meetings with Private Equity Firms, Capital Providers and Family Offices, to discuss investment opportunities.
- **Pre-scheduled meetings** will take place on a 1/1 basis on site at The BEANFIELD CENTRE – in conjunction with the Conference.
- **Turnkey Schedule** - All meetings will be held from 8:00am - Noon ET and provide access to 12 pre-scheduled, 20-minute meetings. Immediately following DealSource North – lunch will be served.
- Attendees will be provided access to an **Online Scheduling Platform** to maximize your meeting calendar. ACG Toronto Event Staff will assist with the pre-meeting schedule and on-site logistics.
- **CLOSING RECEPTION:** The reception will take place on Tuesday November 14<sup>th</sup> for all attendees of both the Conference and DealSource North from 4.30 – 7.00 p.m. ET.



## ACG Members – Both Private Equity & Investment Banks

Registration provides access for DealSource North and Capital Connection Conference - both being hosted on November 14th at THE BEANFIELD CENTRE

**Early Bird Registration** – (2 individual registrations: \$699 CDN – Prior to August 31st)

**Regular Registration** - (2 individual registrations: \$999 CDN)

## ACG Non-Members – Both Private Equity & Investment Banks

**Early Bird Registration** - (2 individual registrations: \$999 CDN – Prior to August 31<sup>st</sup>)

**Regular Registration** - (2 individual registrations: \$1,199 CDN)



# **SPONSORSHIP OPPORTUNITIES**





PLATINUM SPONSORS



Cassels



DIAMOND SPONSORS



FASKEN  
Own tomorrow

GOLD SPONSORS

NOVACAP 



Northleaf



RICHTER



MNP

DICKINSON  WRIGHT<sub>LLP</sub>



SILVER & EVENT SPONSORS

Stikeman Elliott

FENGATE

RAYMOND JAMES<sup>®</sup>

 **Sagard** | Private Equity Canada



# SPONSORSHIP OPPORTUNITIES



Sponsorship Benefits	Platinum \$22,500	Diamond \$17,500	Gold \$13, 500	Silver \$9,500	Event \$7,000
Category exclusivity	✓				
One complimentary table included at the Gala Dinner	✓				
Recognition as “Platinum Sponsor” in selected media advertising and promotion	✓				
Participation as a Keynote panelist or moderator	✓				
Participation as a Breakout panelist or moderator		✓	✓		
Discounted table purchase to the Gala Dinner	✓	✓	✓	✓	
A complimentary exhibitor display in our Exhibitor Showcase (prime sponsor area & first choice)	✓	✓	✓	✓	
Complimentary attendee passes for the Conference, which includes the Closing Reception and tradeshow	12	8	6	4	2
Additional Complimentary guest passes for Closing Reception only	12	8	6	4	2
Recognition as a “Sponsor” in selected conference marketing materials, including website, social media and email blasts	✓	✓	✓		
Pre-event promotion in “ACG Toronto Weekly” e-newsletter	✓	✓	✓		
Opportunity to publish an article in the weekly newsletter – post-conference	✓	✓	✓		
Opportunity to place a promotional item (minimum 300 units) at the Registration & Information Station	✓	✓	✓	✓	✓
Customized discount code to distribute to your clients (registrants must be from a company, private equity/GP firm or investor/LP organization)	✓	✓	✓	✓	✓
First right of Renewal for 2024 Conference	✓	✓	✓	✓	✓

Event Sponsorship	Price	Exclusivity	Description
Refreshment Breaks	\$7,000	Exclusive	Host of Refreshment stations inside the exhibit hall
Badge Lanyard - <b>FILLED</b>	\$7,000	Exclusive	Logo on Badge Lanyard worn by delegates
Charging Station	\$7,000	Exclusive	Host of Charging Station available to attendees
Shoeshine	\$7,000	Exclusive	Host of Shoeshine inside the capital connection
Lunch	\$7,000	Exclusive	Host of Lunch located inside the exhibitor hall
Breakfast - <b>FILLED</b>	\$7,000	Exclusive	Host of Breakfast served to Dealsource and Capital Connection delegates
Closing Reception - <b>FILLED</b>	\$7,000	Exclusive	Host of the closing reception at Beanfield centre for Capital Connection

**All sponsors will receive first right of renewal until August 18, 2024**



# *Gala Dinner Sponsorship*

Arcadian Court  
November 13, 2023  
5 – 10 pm





# Stikeman Elliott After Hours!

Join us after the ACG Toronto's Opening Gala Dinner  
to continue the celebration.

Date: Monday November 13<sup>th</sup>  
Time: 10:00 pm – Midnight  
Location: **Beer Bistro**  
18 King St E, Toronto

**Stikeman Elliott**

## GALA PRESENTING DINNER SPONSORS



LOOPSTRA NIXON <sup>LLP</sup>  
BARRISTERS AND SOLICITORS

SATOV

**TRIVEST**<sup>®</sup>  
*Private Equity for Founders*

## GALA DINNER SUPPORTING SPONSORS



EUCLID  
TRANSACTIONAL



## Gala Dinner Sponsor - \$9,500

- ❖ One (1) table of eight at the 50<sup>th</sup> Anniversary Dinner, value of \$2,950
- ❖ Category exclusive
- ❖ Recognition as a “Gala Dinner Sponsor” in select media promotions conducted by ACG Toronto
- ❖ 2 Conference registrations – value @ \$699 per person
- ❖ Pre-event promotion in weekly “ACG Toronto Weekly”
- ❖ e-newsletter
- ❖ Signage at the registration desk



## 2023 GALA DINNER TABLE HOSTS

BMO

Canadian Business Growth Fund

Cassels

CIBC

Euclid Transactional

FASKEN LLP

Grant Thornton

HUB International

Loopstra Nixon LLP

MNP

Northleaf Capital

Novacap

Peloton Capital

Raymond James

RBC

Richter Consulting

SATOV Consultants

Trivest Partners

“This event provides the chance to meet the top players in the M&A community allowing you to network and expand your market presence. It was very valuable as a lender to attend.”

- Past Conference Attendee.



“The conference helps to engage and connect capital providers. The conference speaks to relevant topics that have or will have an impact within respective markets.”

- Past Conference Attendee.

“One of the best events to meet the important people in the industry. Many appear rarely so the Capital Connection provides a unique opportunity to network.”

- Past Conference Attendee.



ACG Toronto is the **Leading Association** for driving middle-market growth in the Canadian Private Equity and M&A industry.

We celebrated our **50th anniversary** in 2022 and connect with more than 2,500 investment executives across North America. In 2023- 2024 we will host a series of 35+ conferences and events in Toronto, Ottawa, Halifax and in partnership with ACG Quebec; providing opportunities for Networking, Deal Opportunities, Industry Knowledge and Thought Leadership.

Founded in 1954, ACG© - Association for Corporate Growth, is the premier M&A deal-making community in North America, with 52 chapters and 15,000+ members, in a network that comprises more than 100,000 middle market professionals who invest, own and advise growing companies.

***ACG is the  
premier M&A  
deal-making  
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North America***



## Exhibit Booth Rates

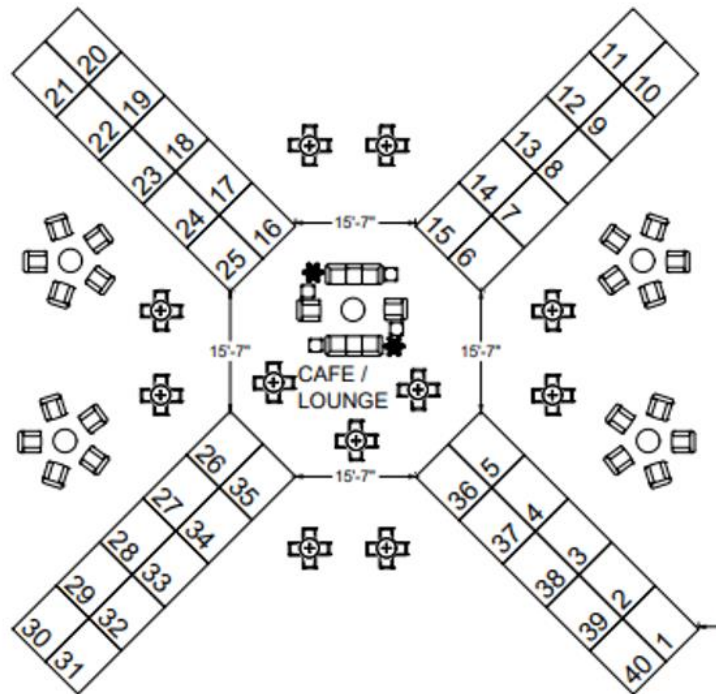
Member Rate: \$1900 +HST

Non-Member rate: \$2400 +HST

## Exhibitor Pricing includes

- 6 X 8 draped booth, two chairs
- Two delegate passes for the full conference including closing reception
- Exhibitor badge identification
- Discounted Gala tickets

**Exciting new floorplan for 2023**



**Mike Fenton**, ACG Toronto President & CEO

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647-407-6227

**Michelle Everets**, ACG Toronto Event Planner

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416-868-1881 ext. 234



[www.acg.org/toronto](http://www.acg.org/toronto)