



PANEL MEMBERS



Charles DeLacey

Charlie DeLacey is Vice President of Corporate Development for Kenan Advantage Group. He is responsible for originating and executing acquisitions and other strategic growth opportunities. Prior to joining Kenan Advantage in 2011, Mr. DeLacey spent 10 years in the investment banking industry focused on M&A, where he advised on over \$10 billion of transactions. Most recently, Mr. DeLacey was a Vice President at Greenhill, a boutique investment bank, where he specialized in corporate M&A. His transaction experience includes buy-side and sell-side M&A, hostile defense, equity financings (IPO and follow-on) and debt financings. Mr. DeLacey received a B.A., *cum laude*, in Economics from Denison University and an M.B.A. from Harvard Business School.



Michael Gibbons

Michael Gibbons is founder of Brown Gibbons Lang & Company. Mr. Gibbons provides an active senior role to client engagements and business development opportunities. Immediately prior to forming BGL, Mr. Gibbons was president and CEO of Underwood, Neuhaus & Company, a leading regional securities and investment banking firm in Houston, Texas. While with this firm, he also held positions as executive vice president, head of capital markets and manager of corporate finance. Mr. Gibbons is Series 7, 24, 41, 63 and 79 Licensed and specializes in Business Services, Construction Materials and Building Products and Global Mergers & Acquisitions. He holds a B.S., *cum laude*, from Kenyon College; an M.S. in Management from Case Western Reserve University; and a J.D. from Cleveland State University.



Paul E. Kelly

Paul Kelly currently serves as a Senior Vice President and Commercial Client Relationship Manager in FirstMerit Bank's Akron Region with more than 27 years of experience in Northeast Ohio's banking industry including Retail Branch Management and Commercial Banking. In 2010 and 2011, Mr. Kelly was nominated for FirstMerit Corporation's Commercial Banker of the Year and has been selected for similar top honors in five of the last six years. Mr. Kelly holds a bachelors degree in Accounting from West Virginia University and an M.B.A. from Baldwin Wallace College. Mr. Kelly is an active member of Akron Summit Community Action Agency Board, Akron Development Corporation and serves on various resource allocation panels of Summit County United Way.



Robert W. Malone, JD

Robert Malone is a Partner with Buckingham, Doolittle & Burroughs, LLP and serves as Chair of the Business Practice Group. He focuses his practice on a variety of tax matters and mergers and acquisitions, as well as trusts & estates. Mr. Malone has served as Chair of the Ohio State Bar Association Taxation Committee and as a member of the committees. He continues to serve on the committee that monitors and proposes amendments for Ohio's Limited Liability Company legislation. Mr. Malone is a member of the faculty of The University of Akron M.B.A. and Master of Taxation Programs teaching courses on mergers and acquisitions and partnership taxation. Mr. Malone earned his Juris Doctorate from The Ohio State University College of Law and his Bachelors degree from Mount Union College.



Peter D. Moore

Peter Moore is currently Senior Vice President, Manager of all Middle Market Commercial Banking for the Eastern Ohio District of Key Bank. Mr. Moore has spent most of his 30 year banking career in Corporate and Investment Banking and has extensive experience in advising companies on senior bank debt, loan syndications, equipment leasing, treasury risk management products. Mr. Moore holds a B.A. in Economics from The College of Wooster and an M.B.A. from Cleveland State University. A former Eagle Scout, he is an active leader in the Boy Scouts of America serving on the Greater Akron Council Executive Board, and as an Assistant Scoutmaster in Hudson, Ohio. He is also on the Advisory Board for the University of Akron College of Business Administration Advancement Council.



Randall S. Myeroff, CPA

Randy Myeroff, CPA, is President and CEO of Cohen & Company, CPAs. Since his appointment in 1997, his vision has led the firm to significant growth in resources and quality clients. Mr. Myeroff's commitment to working with people and businesses is a key component of the firm's success. Under his leadership, the firm grows a solid management team and quality financial business advisors, providing them with a platform to excel on behalf of clients. Mr. Myeroff serves on a number of formal advisory boards for local businesses. He often speaks at national conferences regarding service firm management issues, and he has published several articles on those topics. A member of the American Institute of CPAs and the Ohio Society of CPAs, Mr. Myeroff received his B.S. in Accounting from Ithaca College in New York.



William C. Mulligan

William Mulligan is Managing Director of Primus Capital Funds. Mr. Mulligan earned a B.A. in Economics from Denison University and an M.B.A. from the University of Chicago. Mr. Mulligan focuses on the firm's business services and healthcare investment activities. Mr. Mulligan is a Director of Installed Building Products, LLC, PartsSource, Inc. and SPARTA Insurance Holdings, Inc. Mr. Mulligan joined Primus in 1985. Prior to joining Primus, Mr. Mulligan served in various management and operating roles at McKinsey & Company, Deere and Company and First Chicago Corporation. Mr. Mulligan currently serves on the Board of Trustees of The Cleveland Clinic Foundation, Denison University and the Western Reserve Land Conservancy.

MODERATOR



David A. Redle, JD

J.D., The University of Akron, 1980
M.B.A., The University of Akron
B.B.A., University of Notre Dame

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MERGERS & ACQUISITIONS CONFERENCE



REGISTRATION

FEES: \$50.00 PER PERSON
\$400 FOR CORPORATE TABLES OF 8 PERSONS

Reservation Deadline:
Wednesday, June 13, 2012

Registration:

<http://www.uakron.edu/cba/maconference>

Please complete the form below and mail or fax it to:
Aigbe Akhigbe, Ph.D.
225 CBA
The University of Akron
Akron, OH 44325-4803
(330) 972.6883 (phone)
(330) 972.5970 (fax)

REGISTER TODAY!
SEATING IS LIMITED.

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Organization _____	
Address _____	
City, St, Zip _____	
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Attendees: _____ @ \$50	Total: _____
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The University of Akron
College of Business
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MERGERS & ACQUISITIONS CONFERENCE

HOW TO MAKE A SUCCESSFUL ACQUISITION

WEDNESDAY, JUNE 20, 2012

8:00 a.m. - 8:25 a.m. REGISTRATION
8:30 a.m. - 12:00 p.m. PRESENTATIONS

Crowne Plaza, Independence, Ohio
5300 Rockside Road
Independence, OH 44131



Featuring Guest Speaker:
A. RAY DALTON
PartsSource, Inc.



MERGERS & ACQUISITIONS CONFERENCE

June 20, 2012

The University of Akron College of Business has assembled an experienced panel of experts to discuss the many aspects of purchasing a business. The panel will focus on questions such as:

1. How do I find a business to purchase?
2. How do I determine the purchase price to be paid?
3. How do I finance the purchase?
4. How do I integrate the acquired business with my existing business?

Following the panel discussion there will be a luncheon presentation by A. Ray Dalton, from PartsSource, Inc. Ray Dalton has spent a lifetime defining the word entrepreneur. He started his first business at the age of 25 and has since created 7 successful companies. His current company, PartsSource, has earned a place on the INC 500/5000 list the last 6 years and placed in the top 25 of the Weatherhead 100 from 2006 to the present. **Free copies of Mr. Dalton's autobiography "Proceed with Confidence" will be provided to the first 100 registrants attending the Conference.** Free copies made possible by Joanne Rohrer, Rohrer Corporation.

WHO SHOULD ATTEND THIS CONFERENCE?

Accountants, attorneys, investment bankers, financial planners, CEOs, CFOs, business owners and others who desire to learn about acquiring a business will gain much from this conference.

CPE & CLE CREDIT

The Mergers & Acquisitions Conference qualifies for 3.5 hours of Continuing Professional Education (CPE) credit (from the Accountancy Board of Ohio) and is *pending approval* for 3 hours of Continuing Legal Education (CLE) credit (from the Ohio Supreme Court Commission on Continuing Legal Education). Forms will be available at the Conference to validate attendance.

THE COLLEGE OF BUSINESS FINANCE DEPARTMENT OF THE UNIVERSITY OF AKRON

The mission of the Department of Finance is to prepare students for leadership positions within the finance profession. The Department's curriculum offers students the opportunity to pursue one of two majors, Corporate Financial Management and Financial Services. Faculty specialties include corporate financial management, investments and investment management, international finance, and banking and financial institutions. If you would like more information, please contact the College of Business Administration at (330) 972-7302 or visit www.uakron.edu.



MERGERS & ACQUISITIONS CONFERENCE
Wednesday, June 20, 2012

How To Make A Successful Acquisition

This seminar qualifies for 3.5 hours of CPE credit for Certified Professional Accountants and is pending approval for 3 hours of CLE credit for Attorneys.

AGENDA

8:00 A.M. - 8:25 A.M.
Registration and Continental Breakfast

8:25 A.M. - 8:30 A.M.
Welcome
Ravi Krovi, Dean
The University of Akron, College of Business

8:30 A.M. - 10:00 A.M.
PANEL 1

10:00 A.M. - 10:15 A.M.
Break

10:15 A.M. - 11:45 P.M.
PANEL 2

11:45 P.M. - 1:00 P.M.
Lunch (included with registration)

A. Ray Dalton
Author of "Proceed with Confidence"

Luncheon Sponsor: Joanne Rohrer, Rohrer Corporation

1:00 P.M.
Adjourn

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