

Register Now

MBBI
Annual Conference
 January 24, 2019 | 11:30 AM - 8:00 PM
The Drake Hotel
 2301 York Road, Oakbrook, IL

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JANUARY 2019
CONFERENCE & BANQUET

M&A TRENDS IN THE BEVERAGE INDUSTRY
 JANUARY 24, 2019 THE DRAKE, 2301 YORK RD, OAK BROOK, IL 60523



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MBBI Newsletter January 2019
 New Year's Greeting

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Contributing Author: Ray Horn is a Member with Meltzer, Purtill & Stelle LLC and President of MBBI

Meltzer, Purtill & Stelle LLC a law firm with offices in Schaumburg and Chicago. Ray concentrates his practice of law in the areas of mergers and acquisitions, contract negotiation, drafting and review, owner strategic planning through buy-sell agreements, business fractures, and secured lending. Ray is President and a member of the Board of Directors of MBBI. Ray can be reached by phone at (847) 330-2430, and by email at RHorn@MPSLaw.com.



MBBI Members: First, and foremost, a very Happy New Year to each of you

Looking back on 2018, MBBI experienced a very successful year on many levels. MBBI hosted numerous engaging and diverse events throughout 2018, with highlights including a well-attended annual conference in January, our most successful golf outing ever, with over 160 golfing and over 180 for dinner as well as \$16,000 donated to Child's Voice, a very engaging presentation by Lieutenant General Kenneth Hunzeker, resulting in donations to the Wounded Warrior Project, Wisconsin's 8th Annual Private Equity Connection with over 300 attendees, and an exhilarating (at least for many of the attendees) Bear's/Packers game in December. Throughout 2018, the engagement of Board Members and members in general provided extraordinary support and assistance and propelled MBBI to an exciting year.

In looking ahead for 2019, I am very confident MBBI is poised to build upon our 2018 successes. I am very appreciative of our dedicated and talented Board of Directors and Committees for 2019 who are already working diligently for an eventful 2019. Right out of the gates, look for our Annual Conference – M&A Trends in the Beverage Industry, on January 24th. If you have not already registered, please do so as soon as you can so you do not miss this exciting event. In March, we are planning an event at The Hatchery, intended as a starting point for MBBI to work more closely with other associations. In 2019, we are also planning to engage more actively with our key sponsors and, of course, you should expect another fantastic golf outing and Private Equity Connection.

As is true with every organization, value to members is a direct product of member engagement in the organization. Building upon my November message, I want to strongly encourage all MBBI members to become more involved in whatever way possible. MBBI is continuing to build strong and empowered Committees and we need your ideas and input. Without question, there is a place, and a need, for you and your talents, with the added benefit of an excellent opportunity to network with some truly outstanding individuals. With that involvement, I am very confident that you will experience a return many times the value of your membership and sponsorship dollars.

Looking forward to seeing you at an upcoming event. All the best for a very happy and successful 2019.

Raymond J. Horn III
MBBI President - 2019

The Midwest Business Brokers and Intermediaries (MBBI) association offers educational meetings, conferences and events to assist members in achieving and maintaining the highest levels of professional standards and qualifications. MBBI is comprised of business brokers, M&A intermediaries, investment bankers, attorneys, accountants, bankers, SBA lenders, valuation service providers, individual buyers, private equity groups, wealth managers and corporate buyers who collaborate to create the most valuable experience for respective clients. The united effort of educated professionals insures the highest standards, ethics and efficiency when buying, funding, and selling small and medium-sized businesses.

Midwest Business Brokers and Intermediaries Newsletter is published monthly. All MBBI members are invited to submit articles for publication. MBBI.org © 2019 Midwest Business Brokers and Intermediaries all rights reserved

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Focusing on the Craft Beer, Distilled Spirits & Wine industry and networking within local Chicago based retailers, brewers, and distillers.

KEYNOTE SPEAKERS



NATALIE SHMULIK
 CEO, THE HATCHERY

Natalie Shmulik is the go-to resource for everything food business related. Along with an M.L.A. in Gastronomy from Boston University, she has a wide range of experience working with supermarkets, culinary publications, consumer packaged goods companies, and food service establishments. After successfully operating her own restaurant, Natalie was hired as a specialty consultant for one of Ontario's largest supermarket chains, where she enhanced consumer experiences through

educational initiatives. Discovering her passion for innovation, Natalie was brought on as a brand strategist for the first cold brew tea company and later moved to Chicago, Illinois, to run a food business incubator. Natalie is currently the CEO of The Hatchery, a state-of-the-art nonprofit food and beverage incubator and innovation hub.



ANDY JONES

FOUNDER & PRESIDENT, WWW.PRIVATEEQUITYINFO.COM

Andy Jones is the Founder and President of www.PrivateEquityInfo.com, a comprehensive M&A research database. Previously, Andy worked as an Investment Banker for Bear Stearns in London, England. Andy holds an MBA in Finance from the Stockholm School of Economics (Sweden), an M.S. in Acoustical Engineering from

Pennsylvania State University and a B.S. in Mechanical Engineering from the University of Tulsa. Prior to his MBA, Andy worked as an engineering team leader at General Electric.

FULL DAY

(includes lunch, cocktails, appetizers and networking)

	Early Bird	General
Before 12/10/18		12/11/18 - 1/11/19
Member:	\$128.00	\$150.00
Non-Member:	\$149.00	\$175.00
Networking Table:	\$225.00	\$225.00
	(includes above plus table sign)	

NETWORKING ONLY

(4:15PM - 7PM)

	Early Bird	General
Before 12/10/18		12/11/18 - 1/11/19
Member:	\$55.00	\$65.00
Non-Member:	\$77.00	\$90.00

AGENDA

- 11:30 AM Registration and Networking
- 11:50 AM MBBI Introduction - Ray Horn President
- 12:00 PM Lunch and Networking
- 1:15 PM Key Note Presentation
- 2:15 PM Networking Break
- 3:00 PM Privateequityinfo.com - Trends in Private Equity
- 3:45 PM MBBI Awards and Deal Mart Feature
- 4:15 PM Craft Brew / Craft Distillery Networking Connection
- 7:00 PM Conference Concludes

JANUARY 2019 CONFERENCE CO-CHAIRS



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 Tom Thomas
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