

REGISTRATION FORM  
**2021 MID-ATLANTIC  
M&A AND CAPITAL  
RAISING SEMINAR**  
**SEPTEMBER 29, 2021**  
HERSHEY COUNTRY CLUB

Please select  
Golf      No Golf  
 \$365     \$295

Company Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_ Handicap: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Please select  
Golf      No Golf  
 \$365     \$295

Additional Attendee:

Name: \_\_\_\_\_

Title: \_\_\_\_\_ Handicap: \_\_\_\_\_

Email: \_\_\_\_\_

Please enclose payment for all attendees with Registration Form.  
Make checks payable to Bybel Rutledge LLP and mail to:  
1017 Mumma Road, Suite 302, Lemoyne, PA 17043  
Attention: Deb Wilkinson  
or fax to: 717.731.8205

Please contact Deb Wilkinson with any questions at 717.731.1700  
or at wilkinson@bybelrutledge.com

Only cancellations prior to September 20, 2021 will be refunded.

**JBR**  
BYBELRUTLEDGE LLP  
1017 Mumma Road  
Suite 302  
Lemoyne, PA 17043



**SEPTEMBER 29, 2021**

HERSHEY COUNTRY CLUB, HERSHEY, PA



**CONTINENTAL BREAKFAST**  
**7:30 - 8:15AM**  
**SEMINAR 8:15PM - NOON**  
**GOLF 1:15 - 5:30PM**

**JBR**  
BYBEL RUTLEDGE LLP

*Trusted Advisors to Companies*

*... Every Step of the Way. <sup>SM</sup>*

# MID-ATLANTIC M&A AND CAPITAL RAISING SEMINAR 2021

## OVERVIEW

Mergers and acquisitions have returned to the financial services industry and activity is expected to accelerate. The industry is fundamentally changing forever. Preparation for opportunities is essential as a buyer or seller in the current landscape.

Join community banking senior management, directors, accountants, and financial advisors for the 16th annual Bybel Rutledge LLP Mid-Atlantic M&A Seminar. Attendees return each year for an informative seminar, peer networking, and golf on the Hershey Country Club's historic West Course. No matter what side of a transaction your institution may be on, this seminar will provide timely and relevant information for strategic assessment in the current regulatory and business environment.



## SCHEDULE

7:30 - 8:15 a.m.	<b>Registration/Continental Breakfast</b>
8:15 - 8:30 a.m.	<b>Introduction – So where do we go from here?</b> Nicholas Bybel, Jr., <i>Bybel Rutledge LLP</i>
8:30 - 9:10 a.m.	<b>What are Realistic Expectations &amp; Drivers of Value in Today's Market?</b> Matthew F.X. Veneri, Head of Investment Banking, <i>Janney Montgomery Scott LLC</i>
9:10 - 9:40 a.m.	<b>It's All About What is Behind the Curtain – Due Diligence and its Impact on Value</b> Erik Gerhard, Carter D. Frantz, and Catherine E. Walters, <i>Bybel Rutledge LLP</i>
9:40 - 10:10 a.m.	<b>Preparing For the Next Step While Moving Forward</b> Robert J. Toma, CFA, Managing Director, <i>Raymond James Financial, Inc.</i>
10:10 - 10:25 a.m.	<b>BREAK</b>
10:25 - 10:50 a.m.	<b>Financing Growth – Trends in Capital Raising</b> Frank Sorrentino, Managing Director, Investment Banking, <i>Stephens Inc.</i>
10:50 - 11:30 a.m.	<b>Lessons from the Playing Field</b> Contributing Executives
11:30 - 11:50 a.m.	<b>MOE's – The Bermuda Triangle of M&amp;A or Not?</b> Nicholas Bybel, Jr., <i>Bybel Rutledge LLP</i>
11:50 - Noon	<b>Conclusion</b> Nicholas Bybel, Jr., <i>Bybel Rutledge LLP</i>
Noon - 1:00 p.m.	<b>Lunch</b> - The Traditions Room
1:15 - 5:30 p.m.	<b>Golf</b> - West Course, Hershey Country Club
5:30 p.m.	<b>Awards/Reception</b>