

Brett Palmer

National Association of Small Business Investment Companies

Expanding Our Mission to Address the BDC Agenda

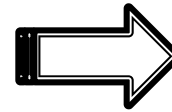


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Expanding Our Mission



Why Now?



- Increasing number of domestic private equity firms unrepresented in Washington D.C.
- Extensive regulatory and tax law changes due to recent financial crisis
- Other industry associations focus only on mega-funds (>\$1 billion)

SBICs



- Privately owned and managed investment funds, licensed and regulated by SBA. These funds use their own capital as well as funds borrowed with an SBA guarantee to make equity and debt investments in qualifying small businesses.
- Minimum capital investment to establish an SBIC is \$5 million
- A minimum of 30% of raised capital must come from sources unaffiliated with the fund management
- May leverage up to 3x the private capital

What SBIA offers BDCs



- Advocacy Power
- Access to Deal Makers and Continuing Education
- Industry Resources
- Discounts and Savings
- A Seat at the Table
- Successful History: 50 year history of established and successful relationships with legislative and regulatory bodies

Advocacy Power



- Members-only real-time information on activities on the Hill that will impact your bottom line
- Successes:
 - Dodd-Frank: SEC registration exemptions; expansion of permitted investments under the Volcker Rule; maintenance of reasonable accredited investor standards
 - Tax provisions
 - SBIC Program and Licensing Process Improvements

Access to Deal Makers and Continuing Education



- **Networking Events**
 - The National Summit for Middle Market Funds
 - Washington DC Fly-In
 - Regional Events

- **Continuing Education**
 - Regulatory Compliance Boot Camp
 - The Venture Capital and Private Equity Institute
 - SBIC Regulation Classes

Industry Resources



- Access to critical information through the “members only” sections of our website
- Access to your colleagues through the online member directory
- Direct access to advocacy professionals and assistance with access to your congressional representative

Discounts and Savings



- Significantly reduced registration prices to SBIA events including all national and regional conferences
- Discounts to other industry events hosted by Alliance strategic partner organizations
- Savings and discounts on services offered by Alliance Affinity Program Partners

A Seat at the Table



- Opportunities for BDCs to participate on:
 - Board of Governors
 - Regional and Market Sector Committees
- Provides a voice for BDCs on tax and regulatory issues

Join SBIA



For more information on becoming a Member of the
Small Business Investors Alliance...

www.SBIA.org
202.628.5055

www.sutherland.com

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