

19<sup>TH</sup> Annual

# 2018 *Deal Maker* A·W·A·R·D·S

May 16, 2018

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## A Message from ACG's President

*Chris Linck, partner with BKD, reflects on his experience as president of the Association for Corporate Growth (ACG) and this year's upcoming Deal Maker Awards.*



**Chris Linck**  
 Partner, BKD  
 ACG Cincinnati  
 President

The Deal Maker Awards is a celebration and tribute to our region's outstanding individuals and companies with proven track records of leadership, innovation and success in achieving corporate growth. This year we continue our 19-year tradition by recognizing the accomplishments of 16 of Cincinnati's best and brightest companies and individuals involved in the deal making community.

ACG Cincinnati has been the premier association for professionals involved in corporate growth, corporate development, and mergers and acquisitions. We are fortunate to have a membership that includes the leaders in corporations, private equity, finance, and professional service firms. One of the primary goals of our organization has been to strengthen and promote our region as a deal making hub.

Over the last several years, Cincinnati's economy has been recognized as one of the fastest growing

amongst major cities in the Midwest. We were also recognized as one of the top cities in the world "set for great things over the next ten years" and one of the top cities for college graduates given the vibrant job market. I am pleased to present this year's list of candidates as it represents a roll call of the organizations driving Cincinnati's growth.

The Deal Maker Awards has become the region's premier business event. I am thankful for the hard work of our members and sponsorship by our member organizations including our presenting sponsor, Huntington Bank. I am also extremely proud to recognize Glen Mayfield and Ted Robinson - two of the truly great visionaries in the city - who helped set the stage for Cincinnati's burgeoning venture community.

I am hopeful that you will join us as we recognize and celebrate the success of our award recipients on May 16th.

## DEAL MAKER AWARDS PROGRAM AGENDA

**5:00 to 7:00 pm**  
 Cocktails &  
 Dining by-the-Bite

**7:00 to 8:00 pm**  
 Awards Program

**8:00 pm**  
 Dessert Reception  
 & After-Party

### Event Emcee



**Doug Bolton**  
 Day Cin Lex LLC

# Deal Maker A·W·A·R·D·S

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## 2018 FINALISTS

### CORPORATE

Belcan  
Cincinnati Bell  
Doc Halo  
DuBois Chemical  
Fifth Third Bank  
Kyocera Senco  
LSI Industries  
Modern Office Methods  
Pilot Chemical  
ProMach  
Q Laboratories  
Worldpay

### FINANCIER/SERVICE PROVIDER

ArkMalibu  
Northcreek Mezzanine  
LendKey

### ENTREPRENEURS

MadTree Brewing  
Mahendra Vora  
Ken Weisbacher

### 2018 Deal Maker Advisory Board

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*Robert Half*

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*Wells Fargo*



Doug Bolton  
*Day Cin Lex LLC*



Brad East  
*MCM CPAs & Advisors*



Marcie Taylor  
*ACG*

### Deal Maker Judges



Jon Dill  
*Washing Systems Inc.*



Robert Bosley  
*Totes/Isotoner*



Stacey Browning  
*Paycor*



Paul Helton  
*RelaDyne*



Tony Vasconcellos  
*VASCO*

# Help Protect Sensitive Data



## **Kevin C.M. Jones**

*President, Southern Ohio/  
Northern Kentucky Region  
Huntington Bank*



For businesses, it's vital to protect your company's information and your customers' data. Having a sound security plan, well-trained employees, and up-to-date software and hardware will go a long way to keeping valuable data from falling into the wrong hands.

When business owners are hit by cybercrime, they're often surprised to learn that they don't have the same legal protection that consumers have: Federal fraud regulations protect personal financial accounts, but not business accounts.

In light of this, all small business owners should consider accessing the Department of Homeland Security's C<sup>3</sup> Voluntary Program Small and Midsize Business Toolkit for vital resources to help their businesses recognize and address cybersecurity risks.

Here's a closer look at some key steps you can take to keep your business secure.

### **Partner with Your Bank**

Talk to your banker about programs and services that safeguard you from unauthorized transactions. For example, your business accounts should have a two-factor authentication, which requires a username and password plus another method of identification, often an access code sent by text message.

Ask about fraud mitigation products such as check positive pay, teller positive pay, payee verification positive pay, reverse positive pay, check block and automated clearing house (ACH) positive pay. These can provide filters and/or blocks, approval processes and information reporting to help you identify fraud quickly to reject the fraudulent item(s). While no such products are foolproof, these products are believed to reduce the risk of loss to you from fraud.

### **Protect Checking & ACH Account Numbers**

A criminal needs only an account number and a bank routing number to execute a fraud. Keep the numbers secure and identify fraudulent activity right away:

- When you order checks and deposit slips, require a signature upon receipt.
- Store checks securely.
- Verify routing and account numbers of out-bound payments.
- Require dual approval on monetary transactions, as well as administrative changes.
- Reconcile your accounts daily.

### **Employ best practices on payment cards**

Work with your bank or card processor to ensure the most trusted and validated tools and anti-fraud services are being used. You may also have additional security obligations related to agreements with your bank or processor. Isolate payment systems from other, less secure programs and do not use the same computer to process payments and surf the Internet.

### **Protect Your Network**

Installing a firewall is a critical first step. A single hardware-based firewall can help protect the computers on your network.

Also, equip your computers, smartphones and other mobile devices with antivirus and anti-malware software. Backup critical data on all computers and servers daily. Restrict the use of removable media devices like DVDs and USB drives, and block access to social networking sites from company computers.

### **Strengthen Your Passwords**

Every year, SplashData, a security software company, publishes a "worst passwords list." And every year, "123456" and "password" are the most commonly used passwords on the list.

To keep your accounts secure, each should have a unique, strong password—one that has at least eight characters in a random collection of uppercase and lowercase letters, symbols and numbers. (Passwords should be changed every two to three months.)

You can keep track of all your passwords securely with a password manager, like Keeper Password

or Dashlane, which installs on your computer as a browser plug. Many password managers will sync across all your devices; some will generate new passwords for you.

### **Beware of Phishing**

Phishing is the practice of sending emails that appear to be from a creditable source with the goal of gaining access to sensitive data. The emails ask you to click on a link that sends you to a reputable-looking website, where you're asked to update account information, or the link will install malware onto your computer.

Business Email Compromise (BEC) is a sophisticated scam that starts with phishing: Criminals target companies that work with foreign suppliers and/or regularly wire payments. The criminals research their victim's website, so that they can send authentic-seeming emails to get you to wire funds to a legitimate-seeming account—that of a supplier or business partner, for example. The funds actually go to a foreign bank account, most often to an Asian bank in China or Hong Kong, where they're quickly transferred again. According to the FBI, BEC fraud has increased by 270 percent since January 2015.

To protect your business from phishing and BEC, be sure you and your employees scrutinize emails. Some fraudsters can actually hack into an executive email, meaning a fraudulent email could be coming from a legitimate email address. In other circumstances, a fraudulent email may take the form of an address that looks very similar that of an executive's. For example, these addresses may be missing a letter, or may include an extra letter or hyphen. Never open an attachment or click on a link from an unknown sender, and delete any suspicious-looking emails.

Finally, if you discover suspicious activity, contact your bank immediately. Stop all online activities and change your passwords. File a police report, and note what happened and when. The sooner you identify a cybercrime, the more likely you are to minimize your losses.

## Corporate Finalist Belcan

Belcan is a global supplier of engineering, technical recruiting, and IT services to customers in the aerospace, defense, industrial, and government sectors. Belcan engineers better outcomes through adaptive and integrated services—from jet engines, airframe, and avionics to heavy vehicles, chemical processing, and cybersecurity, Belcan takes a partnering approach to provide customer-driven solutions that are flexible, scalable, and cost-effective. Belcan's unique capabilities have led to continuous growth and success for nearly 60 years. For more information, please visit [www.belcan.com](http://www.belcan.com).

Lance Kwasniewski, CEO  
Elizabeth Ferris, CFO



Kwasniewski



Ferris



## Corporate Finalist Cincinnati Bell

With headquarters in Cincinnati, Ohio, Cincinnati Bell Inc. (NYSE: CBB) provides integrated communications solutions – including local and long distance voice, data, high-speed Internet and video – that keep residential and business customers connected with each other and with the world. In addition, enterprise customers across North America rely on CBTS, a wholly-owned subsidiary, for efficient, scalable communication and collaboration solutions, cloud and digital transformation services, and end-to-end IT solutions.

Since 2010, Cincinnati Bell has invested nearly \$1 billion to build a fiber network that covers approximately 70% of Greater Cincinnati and is still growing. CBTS, meanwhile, includes 20 offices across the US and Canada, and serves more than 2,000 customers. CBTS' differentiator is the agility, flexibility, and customer focus of a smaller company, coupled with the ability to deliver the scale and capabilities required by large organizations.



Fox



Kaiser

Leigh Fox, CEO  
Andrew Kaiser, CFO



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We also extend our congratulations to all of this year's finalists.

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## Corporate Finalist Doc Halo

Doc Halo's mission is to improve patient care by providing healthcare organizations with the highest quality technology solutions for clinical communication and care coordination. Halo Spectrum is the communication platform that will help you achieve your higher purpose: the best possible care for your patients.

Healthcare expertise is what differentiates Doc Halo. Founded by physicians who understand how communication works in the clinical setting, our goal was to create technology products that solve vital clinical problems. Some of the most prestigious health systems in the country use Halo Spectrum, the industry leader for enterprise-wide health system implementations. For large healthcare organizations and group practices throughout the country, it's an indispensable communication tool for professional use.

Jose Barreau, MD – CEO  
Amit Gupta, MD – President



Barreau



Gupta

**DOC HALO**

## Corporate Finalist DuBois Chemicals

DuBois is a full service organization that develops, manufactures, and supports proprietary chemical and equipment products for a broad range of industrial and commercial application, fulfilling mission-critical customer needs.

DuBois name may not be readily recognized, but the company ensures the safety and quality of many products that people use everyday. We serve a wide array of industries including companies that fabricate and finish metal goods, food and beverage producers, pulp and paper manufacturers, vehicle care providers, and companies that have water treatment applications.

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Jeff Welsh, CEO  
Eric Dill, VP-Business Development



Welsh



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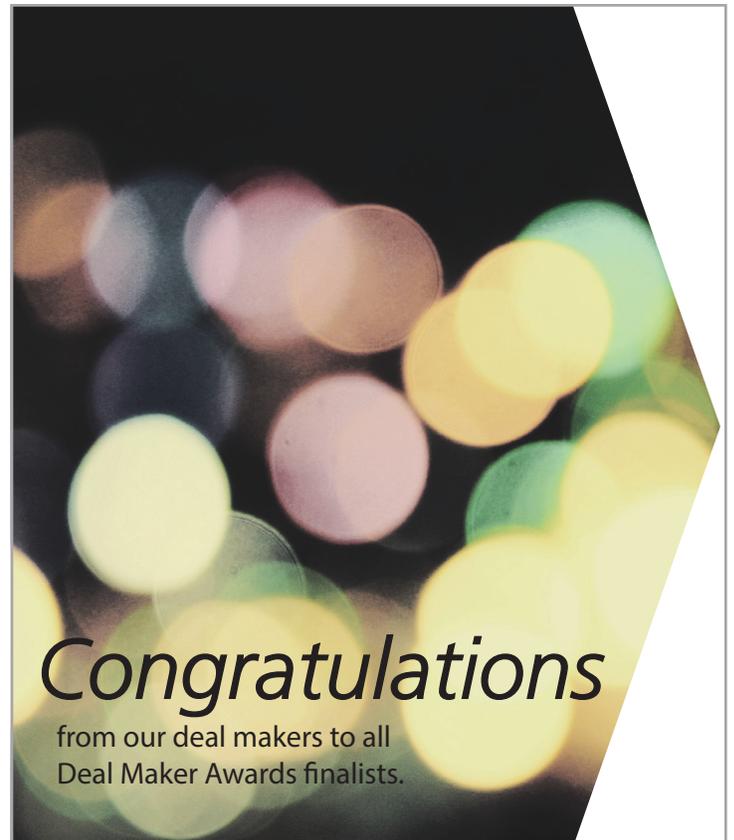
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**Congratulations**

from our deal makers to all  
Deal Maker Awards finalists.

**Taft/**

www.taftlaw.com

## Corporate Finalist Fifth Third Bank

Fifth Third Bancorp is a diversified financial services company headquartered in Cincinnati, Ohio. As of Dec. 31, 2017, the Company had \$142 billion in assets and operated 1,154 full-service Banking Centers and 2,469 ATMs with Fifth Third branding in Ohio, Kentucky, Indiana, Michigan, Illinois, Florida, Tennessee, West Virginia, Georgia and North Carolina. In total, Fifth Third provides its customers with access to more than 54,000 fee-free ATMs across the United States. Fifth Third operates four main businesses: Commercial Banking, Branch Banking, Consumer Lending and Wealth & Asset Management. Fifth Third is among the largest money managers in the Midwest and, as of Dec. 31, 2017, had \$362 billion in assets under care, of which it managed \$37 billion for individuals, corporations and not-for-profit organizations through its Trust and Registered Investment Advisory businesses.



Indriolo Vreeland

Vanessa Indriolo Vreeland, Head of Acquisitions and Strategic Investments



FIFTH THIRD BANK

## Corporate Finalist Kyocera Senco

KYOCERA-SENCO Industrial Tools, Inc.(KSIT), is a leading international manufacturer and global marketer of fastening systems for the building products, industrial, and construction markets. Clients include: The Home Depot, Menards, Fastenal, Orgil, Ace Hardware and other national retail accounts as well as Industrial customers such as Thor Industries, Master Brands, Clayton Homes and national distributors, Southern Fastening and Hahn Systems. KSIT drives value through innovation in tools and fasteners, U.S.A. manufacturing in Cincinnati, global sales coverage with owned distribution in over a dozen countries and distributor relationships spanning greater than 80 years in other major markets.



Johansen



Mentrup

Benjamin Johansen – CEO  
Cliff Mentrup – COO



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## Corporate Finalist LSI Industries

LSI is a vertically integrated U.S. - based manufacturer concentrating on servicing customers in the North American and Latin American markets. LSI manufactures both lighting and graphics products for a wide array of customers. The organization delivers its products ranging from lighting to retail graphics by selling direct to customers. The major markets include commercial/industrial lighting, petroleum/convenience store and multi-site retail including auto dealership, restaurants and national retail accounts. LSI is a customer-centric company that positions itself as a value-added, trusted partner in developing superior image solutions. LSI's core strategy is "Lighting + Graphics + Technology = Complete Image Solutions" differentiating LSI from its competitors. LSI is committed to advancing solid-state LED technology to make affordable, high performance, energy-efficient lighting and custom graphic products that bring value to LSI's customers.

Ronald Brown – CEO  
James Galesse – CFO



Brown



Galesse



## Corporate Finalist Modern Office Methods

Modern Office Methods (MOM) has been in the office equipment business since 1957. Throughout their more than 60 years in business, they have experienced steady growth and have adapted to changing technology and varying customer needs. Their product line has grown to include a full line of copying systems, multifunction devices, color printers, color solutions, document management software, and managed print services from Lanier / Ricoh, Canon, Samsung, and HP. These four manufacturers allow MOM to be vendor agnostic and truly provide the best solution for their clients because they're not tied into one specific vendor.

Throughout their years in business, MOM's commitment to customer satisfaction has fueled steady growth. Today, MOM's annual revenue tops \$40 million; they serve thousands of customers; and they employ over 180 people. They have 10 locations in Ohio, including a distribution center in Cincinnati.

Kevin McCarthy – CEO  
Rick Maxwell – President,  
Full Service Networking



McCarthy



Maxwell



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## Corporate Finalist Pilot Chemical

Pilot Chemical Corp is a privately owned and independent global specialty chemical company providing high quality products and services to the disinfecting, sanitizing and cleaning; metalworking and lubricants; oil field and emulsion polymerization industries. Its proprietary core technologies involve alkylation, sulfonation, sulfation and a number of other specialty operations, including the production of biocidal quats, tertiary amine derivatives and organometallic fuel additives. Pilot, an industry leader in chemical innovation and safety, owns the most state-of-the-art continuous sulfation process in North America, is a leader in quaternary ammonium compounds, and is the world's largest manufacturer of disulfonates. Pilot is certified under the American Chemistry Council's Responsible Care® program. Headquartered in Cincinnati, Ohio, Pilot Chemical Corp operates subsidiaries in Texas, New Jersey, and Pennsylvania and sells to customers located around the world.



Butcher



Houck

Pamela Butcher – CEO  
Derek Houck – CEO



## Corporate Finalist ProMach

ProMach is a family of best-in-class packaging solution brands serving manufacturers of all sizes and geographies in the food, beverage, pharmaceutical, personal care, and household and industrial goods industries. ProMach brands operate across the entire packaging spectrum: filling and capping, flexibles, pharma, product handling, labeling and coding, and end of line. ProMach also provides Performance Services, including integrated solutions, design/build, engineering services, and productivity software to optimize packaging line design and deliver maximum uptime.

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Anderson



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Mark Anderson – CEO  
Andrew Moeder – CFO



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Frost Brown Todd congratulates the 2018 Deal Maker Award finalists. We applaud these businesses for their perseverance, leadership, and success.



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## Corporate Finalist Q Laboratories

Q Laboratories is a third-party testing laboratory, serving a wide variety of food, pharmaceutical and personal care products manufacturers throughout the United States. For more than 50 years, Q Labs has helped to protect their clients from the time consuming, hugely expensive, and brand-destroying effects of product recalls. Q Labs is proud of its role in protecting the chain of commerce for food and pharma products against potentially dangerous or even deadly pathogenic bacteria such as E coli, listeria, salmonella and others. Q Labs is registered with the FDA for pharmaceutical testing and is GMP/GLP Compliant and ISO/IEC.



Rowe

Jeff Rowe – CEO



## Corporate Finalist Worldpay

Worldpay, Inc. is a leading payments technology company with unique capability to power global integrated omni-commerce. With industry-leading scale and an unmatched integrated technology platform, Worldpay offers merchants and financial institutions a comprehensive suite of products and services globally, delivered through a single provider. From small Mom and Pop businesses to the most common household names, Worldpay powers the payments framework that makes card payment transactions seamless and invisible to customers.



Drucker



Ferris

Annually, Worldpay processes over 40 billion transactions through more than 300 payment types across 146 countries and 126 currencies. The company's growth strategy includes expanding into high-growth markets, verticals and customer segments, including global eCommerce, Integrated Payments and B2B.

Worldpay, Inc. was formed in 2018 through the combination of the No. 1 merchant acquirers in the U.S. and the U.K. Worldpay, Inc. trades on the New York Stock Exchange as "WP" and the London Stock Exchange as "WPY."

Charles Drucker – Executive Chairman & CEO  
Stephanie Ferris – CFO



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## Entrepreneur Finalist Madtree Brewing Company

Founded in 2013, MadTree is a product of the people and the first craft beer in Ohio to be canned. When it comes to brewing, they have carved their own path. They mix. They mash. They methodically bring quality beer to life, and have fun doing it. Demand from the growing community keeps MadTree motivated and moving. In return, they make nothing but the best beer and opened their new production brewery and taproom in February 2017. They are founded and continue to grow on the notion that beer builds community and community builds beer.

The markets served expanded from ~75% of Ohio and three counties in Northern Kentucky in 2015 to full distribution in Ohio, Kentucky, and about half of Tennessee now.

Brady Duncan – Managing Member  
Kenny McNutt – Managing Member



Duncan



McNutt



## Entrepreneur Finalist Mahendra Vora – Vora Ventures

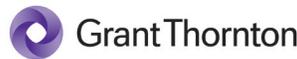
Mahendra has been in Cincinnati for 25 years and has developed a portfolio of 8 IT companies (AssureCare, Ascendum Solutions, Sourcebits, Aquire, Konkert IT, Bluespring Software, Zakta, and CenterGrid) focusing on Software, Infrastructure and Services for multiple industries/customers, with over 400 employees in the area. These companies deliver the following services; Healthcare and Human Services, IT, Talent Mgt Software, Saas, Cloud Technology, Search and Machine Learning, Sourcing Models for Contingent Labor, Consumer Centric Solutions, Mobile App Development and Digital Design. Vora Ventures funds, acquires and invests in high potential, seed and early stage IT companies and achieves growth through organic execution, strategic M&A's, acquisitions, and new product/software development. Mahendra has also purchased 3 commercial complexes - Vora Technology Park, Vora Ventures and Vora Solutions.

Mahendra Vora – Executive Chairman, Vora Ventures



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(as of 4/25/17)



Entrepreneur Finalist

# Ken Weisbacher – KW Flooring

KW Flooring, located in Cincinnati, OH, is the largest independent floorcovering business in the Cincinnati area and the 20th largest independent floorcovering business in the United States. The Company was started in 1946 by Kurt Weisbacher, Ken's father, as a floor cleaning business and has grown to a conglomeration of flooring businesses predominately servicing the Tri-State area (Indiana, Ohio, Kentucky). Ken Weisbacher, President, joined the Company in 1982 and helped transform it into a retail sales company with approximately 160+ employees. The Company operates a spectrum of flooring concepts from 19 unique locations and 2 warehouses/distribution facilities:



Weisbacher

- 6 Buddy's Flooring America retail stores
- 3 Carpetland Carpet One Retail Stores
- 5 Big Bob's Flooring Outlets
- 2 Flooring America Design Centers
- 2 ProSource Wholesale flooring businesses
- Schumacher Custom Hardwood Flooring
- 2 Warehouse/distribution facilities

Ken Weisbacher – President



Financier & Service Provider Finalist

# ArkMalibu

ArkMalibu is a trusted investment banking boutique with an aggregate transaction value exceeding \$20 billion. We specialize in three areas: ownership restructuring, exit strategy development and execution, and defining and securing growth capital opportunities.



Robichaud



Kubasek

Our clients are typically Midwestern private companies with an enterprise value above \$25 million. We advise business owners on the optimal path toward finding a great partner or monetizing their businesses.

We have extensive experience from decades on both the buy and sell side of transactions. ArkMalibu's leadership includes a former CEO of NYSE & NASDAQ companies; corporate development, tax and accounting professionals; and a partner with 25+ years building relationships with private companies worldwide.

Our focus is on turning culture into capital to deliver value to sellers well above expectations. Leveraging our proprietary transaction process, we deliver experience and creativity while avoiding conflicts of interest.

Rene Robichaud – Partner & CEO  
Peter Kubasek - Partner & Chairman



ARKMALIBU

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Huntington Bank

## Financier & Service Provider Finalist Northcreek Mezzanine

Northcreek is a Small Business Investment Company (“SBIC”) investing out of two private investment funds with over \$250 million under management. Northcreek provides creatively structured mezzanine debt and equity investments to middle market companies. Northcreek works with management teams, business owners and private equity groups to provide the capital needed for a variety of purposes including the acquisition or buyout of a business, capital for growth including acquisition of equipment, product lines and/or personnel, and capital to de-leverage a balance sheet. The principals of Northcreek all have extensive careers working with middle market companies with over 100 years of combined experience both as commercial bankers and investors with Northcreek. The team has developed tremendous industry and transaction experience over many business cycles. As a financial partner to over hundreds of businesses, the principals of Northcreek have developed a strong and valued reputation as a trusted and reliable financial partner.



Davis



Peterson

Rodger Davis – Managing Director  
Barry Peterson – Managing Director



## Financier & Service Provider Finalist LendKey Technologies

LendKey’s mission is to improve lives with lending made simple – by helping financial institutions compete in the digital age and provide a delightful customer experience, while providing borrowers with the simple, transparent, digital borrowing experience they have come to expect and desire. LendKey works with hundreds of credit unions and banks to conduct their education and home improvement loan programs. Our lending-as-a-service solution provides a fully compliant, turnkey platform so financial institutions can start lending online in as little as four weeks, and our dedicated regulatory and compliance team protects lenders from point of origination through disbursement, servicing and repayment.



Passione



Stallmeyer

A large part of what guides us are our values – truthful at all times. Helpful to teammates, clients and customers. We’re present – committed and engaged to our teams and work. Driven to be courageous and make an impact. And, diligent – conscientious and meticulous in everything we do.

Vince Passione – CEO  
Michael Stallmeyer – COO



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11th Annual

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Amy Lambert, Ryan Moeller (back), Joe Holden, Woody Taft

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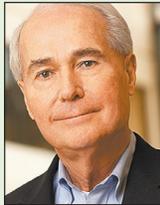
Finalists Reception



Lifetime Achievement Award

# Glen Mayfield & Ted Robinson

## *ACG recognizes River Cities' Mayfield and Robinson for Life Time Achievement*



Glen  
Mayfield



Ted  
Robinson

*“Glen and Ted are true entrepreneurs. River Cities was founded with little more than vision and a little seed capital at a time when venture capital firms were an unproven business model. Their credibility, ethics, business acumen and courage were the keys to success.”*

**- Dan Fleming,**  
Managing Director,  
River Cities Capital Funds

**A**CG Cincinnati, the Association for Corporate Growth's local chapter, has named River Cities Capital Funds co-founders R. Glen Mayfield and Edwin T. (Ted) Robinson recipients of the 2018 Lifetime Achievement award.

The annual award recognizes leaders who have driven corporate growth and organizational achievement and community impact through visionary acquisitions, joint ventures, strategic alliances and financial transactions.

Mayfield and Robinson, who co-founded River Cities Capital Funds, were selected for the award based on their long history of achievements. Together the partners grew River Cities from a small equities firm with \$45 million in investments into one of the country's most active and experienced growth equity funds. To date River Cities has raised more than \$750 million in six funds and invested in more than 100 companies. The firm has played a pivotal role in the development of Cincinnati's now-thriving entrepreneurial community through early stage investments in companies like Intelliseek and Planet Feedback.

Mayfield and Robinson first teamed up in the early 1980s, when Robinson, a CPA with a legal background, joined Mayfield's corporate finance consult-

ing firm. Together they helped clients raise venture capital when needed, and in time started investing their own capital into some deals. In 1994 they launched River Cities, one of Greater Cincinnati's first venture capital funds.

“Glen and Ted are true entrepreneurs,” says Dan Fleming, one of the River Cities' managing directors. “River Cities was founded with little more than vision and a little seed capital at a time when venture capital firms were an unproven business model. Their credibility, ethics, business acumen and courage were the keys to success.”

In addition to helping startups grow, Mayfield and Robinson have actively supported the community. Both have served on numerous boards. Mayfield has chaired the boards of The Christ Hospital Health Network, the DePauw University Board of Visitors and the Elizabeth Gamble Deaconess Home Association, while Robinson has headed the boards of the Northern Kentucky Chamber of Commerce, St. Elizabeth Healthcare and Thomas More College.

The two will be recognized at the 19th Annual Deal Maker Awards dinner on Wednesday, May 16 at the Hyatt Regency.



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