

Welcome Remarks

9:00 am

by Joe Ursuy, Senior Vice President, Comerica Bank

Economic Overview: A Macro Analysis of the US Economy

9:10 am

Chief Economist for Comerica Bank, Robert Dye, will present an economic overview on the outlook of the US economy, including construction activity, labor market, commodities, and interest rates.

Success Stories

9:30 am

Get a unique opportunity to hear first-hand accounts from a panel of seasoned industry entrepreneurs about their paths to success, whether organically or acquisitively. These business owners get personal by sharing stories about the hard lessons they learned and their pitfalls of growth. Attendees will learn about the importance of building strong relationships with qualified professionals and when and why to exit.

Moderator: Matt Breight, Comerica Bank

Panelists: Charlie Appleby, Integrated Waste Solutions; Joe Winters, Winters Bros. Waste Systems; Scott Earl, County Waste Virginia; Bart Powell, Right Away Disposal; Robert Michalik, Kinderhook Industries

Organic Growth

10:15 am

A panel of experts will guide you through the process of growing your business organically. Learn the best place to focus your efforts, whether in residential, commercial, roll-off, recycling, or disposal. Other key talking points will include:

1. Residential wins and the keys to successfully bidding municipal contracts and building subscriptions
2. When, why, and how to develop a greenfield site (MRF, Transfer Station, and/or Landfill)

Moderator: John Shegerian, ERI

Panelists: Kevin Atkinson, Texas Pride Disposal; Jason Haus, Dem-Con; Tom Vaughn, DTG Enterprises, Inc; BJ Harvey, E.L. Harvey & Sons

Mergers & Acquisitions

11:20 am

A panel of business owners knowledgeable in mergers and acquisitions will share their insight about how to source the right opportunities, why buy rather than build, and whether it makes sense to participate in auctions. Gain a better understanding of the acquisition lifecycle through negotiating valuation, reps & warrants, closing and integration.

Moderator: Ian Mearns, Comerica Bank

Panelists: Alan Handley, Lakeshore Recycling; Jeff Kendall, Lewis Clark Recycling; Ron Bergamini, Action Environmental; Scott Foster, KPMG LLP; Patrick Dovigi, GFL Environmental Inc.

Access to Capital

12:00 pm

What is the right way to capitalize your business? Speakers that specialize in providing capital for growing and recycling companies will help you determine the answer to this question by discussing the following topics:

1. Finding the Right Partners
2. Renting vs. Owning
3. Senior Debt (i.e. Bank Debt) vs Subordinated Debt
4. Majority vs. Minority Equity Partners

Moderator: Brian Dragon, FINNEA Group

Panelists: Joe Ursuy, Comerica Bank; Michael Castellarin, Clairvest Group; Dickson Suit, Ironwood Capital; Brian D'Amico, Summer Street Capital; Scott Dols, Big Truck Rental

Cocktail Reception to follow hosted by KPMG | 1 - 2 pm