

Waste (360)TM Business Growth Forum

Wednesday, May 8, 2019 | 9:00am - 1:00pm

Renaissance Hotel (Next to Convention Center)

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WITH



Wednesday, May 8	
9:00 – 9:10am	Welcome Remarks by Joe Ursuy, Senior Vice President, Comerica Bank
9:10 – 9:30am	Economic Overview: A Macro Analysis of the US Economy 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.
9:30 – 10:15am	Success Stories Attendees get a unique opportunity to hear first-hand accounts from a panel of seasoned industry entrepreneurs about their paths to success, whether organically or by acquisition. 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.
10:15 – 11:00am	Organic Growth A panel of experts will guide attendees through the process of growing your business organically. They will discuss the best place to focus your efforts, whether in residential, commercial, roll-off, recycling, or disposal. Other key talking points will include: <ul style="list-style-type: none"> • Residential wins and the keys to successfully bidding municipal contracts and building subscriptions • When, why, and how to develop a greenfield site (MRF, Transfer Station, and/or Landfill)
11:00 – 11:20am	Break
11:20 – 12:00pm	Mergers & Acquisitions 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. Attendees will come away with a better understanding of the acquisition lifecycle through negotiating valuation, reps & warrants, closing and integration.
12:00 – 12:55pm	Access to Capital What is the right way to capitalize your business? Speakers that specialize in providing capital for growing waste and recycling companies will help attendees determine the answer to this question by discussing the following topics: <ul style="list-style-type: none"> • Finding the Right Partners • Renting vs. Owning • Senior Debt (i.e. Bank Debt) vs Subordinated Debt • Majority vs. Minority Equity Partners
12:55 – 1:00pm	Closing Remarks

As of 01/16/19 – Topics and speakers are subject to change.

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