



ALLIANCE OF MERGER & ACQUISITION ADVISORS®

NEW ENGLAND CHAPTER

www.amaaonline.com/new-england-chapter/

Kathleen Hoke Melnikoff - khoke@amaaonline.org - 1.312.856.9590

Flash Summary

2020 Chapter Meetings

October 20, 2020 — *Impact of Election on Deals—featuring Jeff Mortimer of BNY Mellon (Zoom Virtual Meeting)*

December 7, 2020 — *Virtual Holiday Social featuring open discussion on War Stories on Deals Gone Wild (Zoom Virtual Meeting)*

New England Board Members

John Cohan	Bambu Global
Steve Cohen	Devine Millimet
Doug Cox	Hub International
John Howe	Business Transition Strategies
Bill Jarry	BNY Mellon Wealth Management
Jane Johnson	Business Transition Academy
Chris Mellen	Valuation Research Corporation
George Shaw	DiCicco, Gulman & Company

AM&AA Overview

The Alliance of Merger & Acquisition Advisors® (The Alliance) is the Premiere International Organization serving the educational and transactional support needs of middle market M&A professionals worldwide.

Founded in 1998, and now owned by Five Star Global, LLC, the Alliance has grown to over 1,000 members in 17 countries.

Alliance Members represent corporate and institutional sellers and buyers of businesses ranging broadly from \$5 to \$500 million in transaction value.

Membership growth led to the establishment of Regional Alliance Chapters as a local resource for networking, education, marketing, developing professional opportunities, and thought leadership.

There are currently 20 U.S. based Regional Alliance Chapters and one European Chapter. The New England Chapter was founded in November 2014.

2014-20 AM&AA New England Chapter Meetings

Average Number of Attendees - 50

Presentation	Date	Attendees
Discussion on the Impact of Covid-19 on the M&A Environment	May 2020	virtual
Joint XPX Networking Social	Feb 2020	95
Daring to Compete	Nov 2019	28
One Company, Four Offers	Sep 2019	61
M&A Strategy Case Studies	May 2019	47
Joint XPX Networking Social	Feb 2019	100
Strategies for Successful Deal Sourcing	Nov 2018	61
Pre-Sale Due Diligence	Sep 2018	42
Turning Distressed Companies into Profitable Investments	May 2018	44
Understanding Quality of Earnings	Feb 2018	39
How Economic Cycles Impact Private Business Valuations	Nov 2017	29
Comparing the Big Exit Decisions: ESOP or 3rd Party Sales	Sep 2017	33
Capital Alternatives for Growth and M&A	May 2017	44
Would You Buy Back Your Business?	Feb 2017	60
Growing Value with Game - Changing Simplicity	Nov 2016	46
Improving Acquisition Success	Sep 2016	47
Bridging the Valuation Gap - Earn Outs	May 2016	36
Lessons Learned from Successful Ownership Transitions	Mar 2016	105
Life After Business – Psychology Behind an Owner’s Sale	Sep 2015	28
Strategies for Contributing Private Business Interests to Charity	Jun 2015	32
Selecting the Right Advisory Team	Mar 2015	42
Valuation for M&A – Fair Market Value vs. Investment Value	Nov 2014	39

AM&AA Membership

Intermediaries	29%	Business Appraisers	8%
Accountants	15%	Attorneys	7%
Consultants	15%	Wealth Planners	5%
Corporate Development	9%	Others	3%
Equity Investors	9%		

Current and Past New England Chapter Sponsors

1 blumshapiro	7 McLane Middleton
2 BNY Mellon (2 sponsorships)	8 Tatum
3 Cambridge Trust	9 Vistage
4 Consilium Partners	
5 Devine Millimet	
6 KLR	

2020-21 AM&AA Conferences & Training

Event	Dates	Location
CM&AA Certification Training 10 online sessions Tuesdays & Thursdays	Nov 5-Dec 10, 2020 See: www.amaaonline.com/cm/aa/	Virtual
2021 Winter Conference	February 10-11, 2021	Virtual

Last Updated: 10/1/20