



NAAONLINE.ORG

# Regional Event: Spotlight on Private Equity & Credit

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May 7, 2025  
4:00pm – 8:30pm

**SheppardMullin**  
30 Rockefeller Center





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## ORGANIZATIONAL SUMMARY

The New America Alliance is a national not-for-profit industry association dedicated to empowering women and diverse professionals and firms in the asset management investment industry, with a particular focus on the Hispanic, Latino, and Latina communities.

Our guiding core principles:

**Capital Access & Excellence:** We promote Hispanic and Latino-owned firms, seeking equitable access to capital. We are committed to exposing institutional investors to the excellent capabilities of small and diverse managers and ensuring that these high-performing fund managers are recognized.

**Education and Industry Engagement:** With our comprehensive educational programs and industry-wide events, we remain committed to our members' growth and success and to increasing participation, representation, and promotion of diverse professionals. We aim to build a community in which innovation, opportunity, and the diverse talents of Hispanics are embraced and celebrated. Through targeted networking, education, internships, mentorship, and sponsorships, we strive to break down the barriers that prevent our members from achieving success in the marketplace. As an organization, we are a catalyst for positive change. We foster an environment of inclusion that leverages the collective experience and wisdom of our dynamic community, promoting its prosperity and our industry.

Our vision is to shape a more diverse and inclusive future in the asset management investment industry, where the expertise and contributions of Hispanic, Latino, and Latina professionals and firms are not just recognized but are actively sought after to transform the industry. We aim to solidify our role as the leading advocate for these diverse professionals and firms, establishing new benchmarks in the industry. We are committed to fostering a landscape where our members achieve prominent recognition and substantial growth, with a strategic goal of tripling Hispanic, Latino, and Latina representation in the sector. This reflects our dedication to inclusivity and our promise of delivering tangible and measurable impact.

# Event Schedule May 7, 2025

4:00 PM - 5:20 PM	Check-in & Welcome Reception
5:20 PM - 5:25 PM	Welcome Remarks
5:25 PM - 5:30 PM	In Focus 501c3
5:30 PM - 6:10 PM	The Devil in the Details: 5 Costly Pitfalls in Purchase Agreement Negotiations
6:10 PM - 6:15 PM	Breakout Transition
6:15 PM - 7:00 PM	Concurrent Discussions
	Concurrent Discussions: Credit
6:15 PM - 6:20 PM	In Focus: Manager Insights
6:20 PM - 7:00 PM	Navigating Institutional Due Diligence: Setting Credit Managers Up for Success
	Concurrent Discussions: Private Equity
6:15 PM - 6:20 PM	In Focus: Manager Insights
6:20 PM - 7:00 PM	Institutional Readiness: Preparing Private Equity Managers for Investment and Operational Due Diligence
6:15 PM - 7:00 PM	Speed Networking
7:00 PM - 7:05 PM	In Focus: Manager Insights
7:05 PM - 8:30 PM	Networking Reception

# AGENDA

## Check-in

4:00 PM – 5:20 PM

Event Check-in / Networking / Reception

## Welcome Remarks

5:20 PM – 5:25 PM



**Anyori (AJ) Hernandez**  
President and Chief Executive Officer  
New America Alliance

## In Focus: 501c3

5:25 PM – 5:30 PM

Through its 501(c)(3) arm, the NAA Institute, the organization creates opportunities for the next generation of leaders by offering initiatives like the Pathway Fellowship Program and Gateway Scholarship Program.

These programs provide mentorship, career exposure, and financial support to high school and college students—primarily those of Latino/a descent, as well as students from all backgrounds who are committed to advancing the mission of the NAA. The focus is on building a pipeline of future leaders in fields such as entrepreneurship, business, and finance, while helping to elevate the socioeconomic trajectory of students who are eager to learn, contribute, and excel.



**Ricardo Montemayor**  
Fordham University  
2023 Fellow at Empiric Institutional

# AGENDA

## The Devil in the Details: 5 Costly Pitfalls in Purchase Agreement Negotiations

5:30 PM – 6:10 PM

This discussion will help managers navigate the top legal pitfalls when acquiring companies, covering topics such as:

- The “We Will Figure It Out Later” Trap – Ambiguous Terms and Undefined Adjustments
- Surprise! The Gotcha Risks in Representations, Warranties, and Indemnities
- The Dreaded Working Capital Adjustment – Avoiding an Accounting War
- Hidden Landmines in Covenants and Interim Operating Restrictions
- Overly Aggressive Earnout Provisions – When Deferred Consideration Becomes a Lawsuit Waiting to Happen

### MODERATOR



**Linda Igarashi**  
Partner  
Sheppard Mullin

### PANELISTS



**Lauren Bonner**  
Managing Partner  
MBM Capital



**Leon Brujis**  
Chair of the Board of  
Directors  
New America Alliance  
Partner & Head of East  
Coast  
65 Equity Partners



**Santiago Castelazo**  
Partner  
Citation Capital



**Jay Garcia**  
Managing Partner &  
Co-Founder  
Altura Capital

## Breakout Instruction

6:10 PM - 6:15 PM



**Leon Brujis**  
Chair of the Board of Directors, New America Alliance  
Partner & Head of East Coast, 65 Equity Partners

# CONCURRENT DISCUSSIONS

## Concurrent Discussions - CREDIT

6:15 PM - 7:00 PM

### In Focus: Manager Insights

6:15 PM - 6:20 PM

New America Alliance members welcome attendees and offer brief introductions, highlighting their investment strategies and their firms' areas of expertise. These insights will provide valuable context, helping to frame the broader conversation and give allocators and investors in the room a clear understanding of the perspectives represented. Their remarks will set the tone and transition seamlessly into the next segment.

**Chestnut Run Capital Partners** is a private-credit investment manager delivering non-dilutive, flexible financing solutions to small and lower-middle-market companies in the climate, human-health, and education sectors.



**Yeng Felipe Butler**  
Managing Partner  
Chestnut Run Capital Partners

### Navigating Institutional Due Diligence: Setting Credit Managers Up for Success

6:20 PM - 7:00 PM

As institutional investors continue to expand their credit allocations, emerging managers face increasing scrutiny in the due diligence process. Beyond performance, investors are evaluating fund structure, risk management, portfolio transparency, operational infrastructure, and compliance. This panel will provide actionable insights into:

- What consultants and institutional investors expect from credit managers during diligence
- Common red flags and pitfalls that derail commitments
- Best practices for building a scalable and institutional-grade platform
- How credit managers can differentiate themselves in a competitive market

#### MODERATOR



**Michael A.B. Orr**  
Managing Director and Chief Investment Officer, Alternatives  
Xponance

#### PANELISTS



**Gaurav Ahuja**  
Senior Vice President,  
Co-Head, Enhanced  
Middle Market Credit,  
Voya



**Robert Holley**  
Executive Director,  
Baltimore Fire & Police  
Employees' Retirement  
System



**Brad Meyers**  
Managing Director  
GCM

# CONCURRENT DISCUSSIONS

## Concurrent Discussions - PRIVATE EQUITY

6:15 PM - 7:00 PM

### In Focus: Manager Insights

6:15 PM - 6:20 PM

New America Alliance members welcome attendees and offer brief introductions, highlighting their investment strategies and their firms' areas of expertise. These insights will provide valuable context, helping to frame the broader conversation and give allocators and investors in the room a clear understanding of the perspectives represented. Their remarks will set the tone and transition seamlessly into the next segment.

**Altura** is a private investment firm that opportunistically invests in debt and equity in the small and lower-middle markets, emphasizing overlooked and undercapitalized high-growth opportunities in the consumer products, business services, specialty manufacturing, and healthcare industries.



**Monika Mantilla**  
President and Chief Executive Officer  
Altura Capital

### Institutional Readiness: Preparing Private Equity Managers for Investment and Operational Due Diligence

6:20 PM - 7:00 PM

For private equity managers seeking institutional capital, being prepared for consultant-led due diligence is essential. As investors and regulators intensify their scrutiny, managers must demonstrate strong operational infrastructure, compliance controls, and risk management protocols to meet evolving standards.

This panel will provide a roadmap for private equity managers to:

- Understand what consultants look for during due diligence reviews
- Prepare for potential regulatory oversight
- Avoid common compliance pitfalls that can jeopardize investor commitments
- Develop best-in-class operational and reporting practices to instill confidence

#### MODERATOR



**Jason Howard**  
Founder and Managing Partner  
New Catalyst Strategic Partners

#### PANELISTS



**Judy Chambers**  
Managing Principal,  
Private Markets  
Consultant,  
Meketa



**Jenith Jacob**  
Vice President, Fund  
Investment & Managed  
Solutions team,  
Hamilton Lane



**Robert Nelson**  
Principal and Private  
Equity Senior  
Specialist,  
Mercer



**Luis Sued**  
Director, Diversified  
Alternative Equity,  
Barings

# CONCURRENT DISCUSSIONS

## Speed Networking

6:15 PM - 7:00 PM

Eight managers deliver 5-minute elevator pitches introducing their firms and strategies in a dynamic, fast-paced session designed for efficient discovery and direct engagement.

- BlackRock
- Brightwood
- Citation Capital
- Three Court
- Float Partners
- Varadero Capital
- Tech Wild Catters
- Altura

JUDGES

FAIRVIEW



**Michele A. Chow-Tai**  
Managing Director,  
Business  
Development  
Fairview Capital  
Partners



**Brad Johnson**  
Head of Private Credit,  
State of New Jersey,  
Division of Investment



**Grace Juhn**  
Senior Investment  
Officer, Alternative  
Credit, New York City  
Office of the  
Comptroller



**Sylvester McClearn**  
Director of Emerging  
Managers, New York  
State Common  
Retirement Fund



**Antonio Rodriguez**  
Director of  
Investments,  
Building Service 32BJ  
Benefit Funds

## In Focus: Manager Insights

7:00 PM - 7:05 PM

New America Alliance members close the day and offer brief introductions, highlighting their investment strategies and their firms' areas of expertise. These insights will provide valuable context, helping to frame the broader conversation and give allocators and investors in the room a clear understanding of the perspectives represented.

**o15 Capital Partners** is an alternative investment firm that opportunistically invests in debt and equity to support undercapitalized companies and communities across the Healthcare, Education, and Business Services industries.

**o15 Capital Partners**



**Javier Davila**  
Principal  
o15 Capital Partners

## Networking Reception

7:05 PM - 8:30 PM

# THANK YOU TO OUR SPONSORS

## EVENT SPONSOR

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**SheppardMullin**

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## Contact

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