



Students learning the art of the deal

By Kathleen Gallagher of the Journal Sentinel

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Future deal-makers from three Wisconsin universities will compete at the Milwaukee Athletic Club on Saturday in a contest that tests their ability to analyze and make recommendations about real-life investment banking transactions.

Three graduate student teams are vying for a \$5,000 top prize in the ACG Cup, an event that for the second year has been organized by the Association for Corporate Growth's Wisconsin chapter.

"It's a nice capitalist way of bringing out the best of the best," said Paul Stewart, a principal at PS Capital Partners LLC and past president of the Association for Corporate Growth Global.

It's also a way for the group's Wisconsin members to help build the next generation of investment bankers and corporate finance experts, said Ron Miller, managing director at Cleary Gull Inc. and president of the association's chapter here.

"People all over the country love to invest in our middle market companies, but why not have the capital and the professionals and the jobs here, too," Miller said.

ACG's 14,000 Wisconsin members are investment bankers, private equity players, commercial bankers and others involved in the state's so-called middle market transactions - mergers, acquisitions and other deals worth from \$5 million to \$1 billion, Miller said.

The three teams of finalists were culled from contests at the University of Wisconsin-Madison School of Business, UW-Milwaukee's Sheldon Lubar School of Business and Marquette University.

"We're helping focus the universities on training the things they will be confronted with in the marketplace - valuation, structuring and the human side of deal-making," said Chris Nolte, vice president of alternative investments at Marcus Investments and co-chair of the ACG Cup competition.