



**"The Pulse of Aerospace M&A in Southern California"**

**Panelists:**

**Brian Williams (panel moderator)**  
**CEO**  
**Shimtech Industries**

**Nicholas Janneck**  
Principal  
Vance Street Capital

**Steve Perry**  
CEO and Managing Director  
Janes Capital Partners

**Erik Choy**  
Director  
Keystone Capital Markets  
Santa Clarita Valley Chapter

Thursday, October 17, 2019

Networking & Breakfast: 7:00-7:30am  
Meeting: 7:30-9:00am

[Click here to register.](#)

**NOTE:** You **MUST** RSVP to receive a parking pass which is required for parking. Registration will close 24 hours before the meeting (closes at 7:30am, October 16) to give enough time to get attendees the parking passes. [Click here](#) for a map with directions and Lot 14 parking location.

Both members and non-members must register to attend.

Attending SCV Chapter meetings will be free for all meetings in 2019.

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

Please register as an A&D Forum member **ONLY** if you have a currently active membership.

[Click here](#) if you would like to automatically receive SCV Chapter meeting notices by joining the Santa Clarita Valley Chapter mailing list (free)

### **October 17, 2019 Meeting**

- Attire is business casual.



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**Nicholas Janneck**

**Principal**

- [Click here](#) for a map with directions and Lot 14 parking location.
- Park in the lot in front of the building. A parking pass is required, which will be sent to all those who RSVP.
- A light continental breakfast will be available starting at 7:00AM.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendee's cards.
- Flyers and other material may be placed on the table designated for that purpose for pickup before and after the meeting. Please do not distribute anything during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- You are welcome to stay around and network after the meeting.

Feel free to pass this invitation on to others you think would be interested.

#### Event Info

Thursday, October 17, 2019  
 Networking & Breakfast: 7:00-7:30am  
 Meeting: 7:30-9:00am

Dr. Dianne G. Van Hook University  
 Center  
 UCEN Room 301  
 College of the Canyons  
 26455 Rockwell Canyon Road  
 Valencia, CA 91355

#### SCV Chapter Sponsor



#### Planned Chapter Meetings

## Vance Street Capital

**Steve Perry**  
 CEO and Managing Director  
 Janes Capital Partners

**Erik Choy**  
 Director  
 Keystone Capital Markets

An insightful conversation on the current environment for the sale and acquisition of SoCal A&D businesses, involving both private equity firms and strategic buyers and sellers. The moderator and panel all have multiple current portfolio businesses and will describe both opportunities and challenges in the current SoCal M&A environment. Also to be discussed will be SoCal's positioning within the A&D sector and the potential growth of businesses with emerging M&A activity.

#### Panelists

o Thursday, November 21: **Tour of an aerospace company**

o Thursday, January 16, 2020: **"Leadership Lessons from the USS Zumwalt"**, Capt. (Ret) Scott Tait

o Thursday, February 20, 2020: **Congresswoman Katie Hill** (invited)

o Thursday, March 19, 2020: **"Maximizing Enterprise Value"**, Larry O'Toole

o Thursday, April 16, 2020: **"The Smart Factory"**, Carlos Chavez

### **Santa Clarita Valley Chapter Steering Committee**

- **Rob Gleason** (Chapter Chair), Executive Director, Product Engineering & Program Management Office. ITT Inc., Connect & Control Technologies
- **Dom Fattore**, Relationship Manager, Los Angeles Commercial Bank, Wells Fargo Bank
- **Brian Williams**, CEO, Shimtech Group
- **Eric Jensen**, Plant Manager, Fralock
- **Carol Marinello**, President, TA Aerospace
- **Todd Renehan**, Chief Executive Officer, Wesco Aircraft
- **Allen Goad**, CEO, GEM CITY Engineering & Manufacturing
- **Tom Mundy**, President, Superior Thread Rolling
- **Chris James**, Business Development, Metal Plasma Technology
- **Holly Schroeder**, President & CEO, Santa Clarita Valley Economic Development Corporation
- **Sue Arellano**, Business Assistance Manager, Santa Clarita Valley Economic Development Corporation
- **Pete Woll**, EVP Business Development, Crean & Associates
- **Brandt Klopp**, Phoenix Analytics
- **Jim Savitz**, Client Advisor, CMTC
- **Ivan Rosenberg**, Managing Partner, InVista Associates & Co-Founder and Executive Director, The A&D Forum



**Brian Williams** (panel moderator) is currently the CEO of Shimtech Industries, a multi-national group of companies that manufactures C-Class aerospace parts (shims, brackets, fasteners) and Composite

aerostructures. Previous to this, Brian was the CEO of AIP Aerospace and oversaw the strategic positioning and operational transformation of a high-temperature composites business that achieved high margins and 7 years' backlog growth on sole-sourced programs. He also led a turnaround for a group of U.S.-focused tooling companies, re-branded them as Ascent Aerospace, and transformed them into a global integrator of automation systems.

Previously Brian was the President of Arrowhead Products, where he was instrumental in growing the company by 65% and leading a strategic shift from individual ducting components to complete aircraft air management systems. Prior to Arrowhead, Brian spent more than 20 years in satellite communications at Boeing and Hughes Aircraft as Director of bus and payload electronics, microwave amplifiers (LTWTAs), ion propulsion, and space batteries.

**The Executive Steering Committee  
of The Aerospace & Defense Forum**

- **Michael Coburn**, CEO, All Metals Processing of Orange County
- **Peter Collins**, Director, Strategic Planning, Aerospace Group, Parker Hannifin Corporation
- **Alan McIntosh**, President, Verify, Inc.
- **Michael Boyle**, President, BOBsearch
- **Paul Weisbrich**, Managing Director, D.A. Davidson & Co.
- **Robert Jacobson**, Desert Sky Holdings & Co-Founder, The A&D Forum
- **Ivan Rosenberg**, Managing Partner, InVista Associates, & Co-Founder and Executive Director, The A&D Forum

**A&D Forum Executive Director**

Ivan Rosenberg  
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**The Aerospace & Defense Forum** is a global aerospace and defense leadership 8-chapter community of over 2300, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

[AerospaceDefenseForum.org](http://AerospaceDefenseForum.org)



**Stephen Perry** is Co-Founder, CEO and Managing Director of Janes Capital Partners, an investment banking firm dedicated to the Aerospace & Defense industry. Starting with his career on Wall Street, Steve has over 30 years of corporate finance and investment banking experience. Prior to founding Janes Capital

Partners, he held various roles of increasing responsibility at Credit-Suisse First Boston, Kayne Anderson and Irving Trust Company.

Steve and his partners have completed over 75 Aerospace & Defense M&A transactions valued at over \$5 billion. Among his many successful transactions, Steve advised Frontier Systems in connection with its sale to the Boeing Company, and industry legend Burt Rutan regarding the sale of Scaled Composites to Northrop Grumman. Steve serves as chair of Oaklins Aerospace & Defense global industry group. He also has extensive relationships with A&D companies both in the U.S. and overseas and has been involved with a number of cross-border transactions. He has been quoted extensively in various newspapers and periodicals including: Wall Street Journal, Bloomberg, Aviation Week, Los Angeles Times, Orange County Register, and the Seattle Business Journal.



**Nicholas Janneck** is a Principal at Vance Street Capital. In this role, he is responsible for originating and executing transactions, working with portfolio company management teams, and ultimately realizing investments. Nicholas primarily focuses on the aerospace & defense sectors, where he is

currently (or was previously) on the Board or a key

member of the following deal teams: Jet Parts Engineering, International Aerospace Coatings, Klune Industries and Process Fab.

Prior to joining Vance Street in 2010, Nicholas was an Analyst in the Investment Banking group at J.P. Morgan, participating in the execution of a variety of transactions including mergers and acquisitions, debt and equity financings across various industries.



**Erik Choy** is a Director at Keystone Capital Markets, Inc. and has over 15 years of experience in investment banking advising privately-held and publicly-traded companies on a variety of transactions including mergers & acquisitions, corporate divestitures, and financings.

Prior to joining Keystone Capital, Erik was Vice President in the Investment Banking group of D.A. Davidson & Company, where he

advised both privately-held and publicly companies focused on the aerospace and defense, capital equipment and industrial technology sectors. Before that, he was Vice President at McGladrey Capital Markets, the investment banking division of RSM US LLP (FKA RSM McGladrey). Prior to McGladrey, Erik served in the Global Industrials group at Dresdner Kleinwort Wasserstein in New York.