

# 16th Annual Middle Market Open

benefiting the  
National Kidney Foundation of Illinois



## Monday, July 13, 2020



**Shoreacres**  
1916: Seth Raynor



**Knollwood Club**  
1924: H.S. Colt



**Onwentsia Club**  
1895: Robert and James Foulis

The Middle Market Open™ is the only amateur golf tournament designed exclusively by and for the Chicago area middle market dealmaking community. Join over 300 of your colleagues from leading private equity firms, family offices, senior and junior capital providers, attorneys, accountants, consultants, wealth managers, turnaround firms, real estate brokers, and business owners for a memorable day of golf on three of Chicago's most exclusive North Shore venues.

### Event Highlights

- Fantastic prizes for 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> place teams on each course
- Silent auction and raffle for golf at some of the most venerated golf courses in the U.S.
- Cocktails, dinner and networking following golf at Onwentsia
- **New in 2020:** MMO Mini-Tour (see details inside!)

View [previous attendees](#) & [photos from the 2019 tournament](#) at [www.middlemarketopen.com](http://www.middlemarketopen.com).

#### BOARD MEMBERS

**Amit Mehta, Chairman**  
Paul Hastings

**Jim Rolfe, Vice Chairman**  
CIBC

**Duncan Bourne**  
Executive Committee  
Wynnchurch Capital

**Bradley Schmarak**  
Executive Committee  
Reed Smith LLP

**Chris Killackey**  
Executive Committee  
Prairie Capital

**Jason Abbott**  
FTI Consulting

**Joe Arnold**  
Bank of the West

**Bob Bartell**  
Duff & Phelps

**Barbara Grant Bereskin**  
Lincoln Avenue Partners

**Nathan Brown**  
Wind Point Partners

**John R. Castellano**  
AlixPartners

**Jeffrey Clark**  
Northern Trust

**Michael Conway**  
Jones Day

**Timothy Cummins**  
Stout

**Timothy Derry**  
PNC Business Credit

**Frederick Fisher**  
Mayer Brown LLP

**Matthew Frank**  
Alvarez & Marsal

**Sara Franklin**  
Winston & Strawn LLP

**Lindsay Gray**  
Wells Fargo Capital Finance

**Kyle Griffith**  
Patriot Capital

**Jim Hess**  
BMO Harris Bank

**Fran Jurkovic**  
Alliant/Mesirow

**Daniel B. Kehoe**  
Goldman Sachs

**Scott H. Lang**  
Founder and Chairman Emeritus  
City Capital Advisors

**David Light**  
Macquarie

**Christopher McClure**  
Crowe LLP

**Michael Milani**  
Baker Tilly

**Paul Possinger**  
Proskauer Rose LLP

**Saul Rudo**  
Katten Muchin Rosenman LLP

**Andrew Sandquist**  
Newmark Knight Frank

**Brian Soper**  
Stretto

**William Spizman**  
RSM US LLP

**Randy Thrall**  
Thrall Enterprises

**Matthew Warren**  
King & Spalding

**Jeremy Watson**  
Sidley Austin LLP

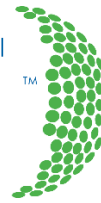
**Andrew Weil**  
DLA Piper

**Daniel Wikel**  
Huron Business Advisory

**LIFETIME MEMBERS**

**Steven Cohen**  
CIBC

**Henry Munez**  
BMO Harris Bank



## MMO Golf Sponsorship

**SOLD**

|                                                                  | <b>Event Sponsor:<br/>\$50,000</b>        | <b>Platinum Sponsor:<br/>\$16,000</b> | <b>Gold Sponsor*:<br/>\$8,500</b>        | <b>Silver Sponsor:<br/>\$7,000</b> |
|------------------------------------------------------------------|-------------------------------------------|---------------------------------------|------------------------------------------|------------------------------------|
| Entries at Shoreacres, Knollwood or Onwentsia                    | 6 foursomes, course choice <sup>(1)</sup> | 2 foursomes, course choice            | 1 foursome, course choice <sup>(2)</sup> | 1 foursome                         |
| MMO Mini-Tour entries                                            | 2 spots <sup>(3)</sup>                    | None                                  | None                                     | None                               |
| High-end giveaway                                                | 1 per golfer                              | 1 per golfer                          | 1 per golfer                             | 1 per golfer                       |
| Hole sponsorships                                                | 6 (2 each course)                         | 3 (1 each course)                     | 3 (1 each course)                        | 1 <sup>(4)</sup>                   |
| Option to distribute sleeve of logoed golf balls to participants | Yes                                       | Yes                                   | Yes                                      | Yes                                |
| Name/logo on caddie bibs at Shoreacres, Knollwood and Onwentsia  | Yes                                       | No                                    | No                                       | No                                 |
| Recognition in print and email communications                    | Logo and link                             | Logo and link                         | Listing and link                         | Listing and link                   |
| Recognition on MMO website                                       | Logo and link                             | Logo and link                         | Logo and link                            | Listing and link                   |
| Press release recognition                                        | Yes                                       | Yes                                   | No                                       | No                                 |
| Present awards and address attendees at evening reception        | Yes                                       | No                                    | No                                       | No                                 |
| Recognition during evening reception                             | Yes                                       | Yes                                   | No                                       | No                                 |
| Recognition in event program                                     | Yes                                       | Yes                                   | Yes                                      | Yes                                |
| Recognition on event signage                                     | Yes                                       | Yes                                   | Yes                                      | Yes                                |
| Banner recognition                                               | Yes                                       | No                                    | No                                       | No                                 |
| Right to use NKFI and event logos for promotion                  | Yes                                       | Yes                                   | Yes                                      | Yes                                |

1) A maximum of three Event Sponsor foursomes may play on one given course.

2) Event, Platinum and Gold Sponsors will be given a course choice, first registered/first paid will be given priority.

3) Use of MMO Mini-Tour entries must be confirmed or forfeited by March 31, 2020.

4) Signage for additional two courses is available to Silver Sponsors for \$500.

**\*On a first come, first paid basis, Gold Sponsors may elect to pay a \$1,500 premium fee to secure their foursome slot on Shoreacres, ahead of other Gold Sponsors. Election must be received by March 31, 2020.**



## MMO Mini-Tour Sponsorship

|                                                  | Event Sponsor:<br>\$10,000 | Double Entry:<br>\$2,000 | Individual Entry:<br>\$1,250 |
|--------------------------------------------------|----------------------------|--------------------------|------------------------------|
| Entries at Onwentsia                             | Four                       | Two                      | One                          |
| Buffet lunch                                     | Included                   | Included                 | Included                     |
| Full bar service and snacks throughout the event | Included                   | Included                 | Included                     |
| High-end giveaway                                | 1 per golfer               | 1 per golfer             | 1 per golfer                 |
| Todd Sones Impact Golf Clinic                    | Included                   | Included                 | Included                     |
| Par 3 tournament                                 | Included                   | Included                 | Included                     |
| Full Club access                                 | Included                   | Included                 | Included                     |
| Networking opportunities                         | Included                   | Included                 | Included                     |
| Invitation to evening reception                  | Included                   | Included                 | Included                     |
| Recognition on MMO website                       | Yes                        | Yes                      | Yes                          |
| Winners recognized during evening reception      | Yes                        | Yes                      | Yes                          |
| Recognition in event program                     | Yes                        | No                       | No                           |
| Recognition on event signage                     | Yes                        | No                       | No                           |
| Right to use NKFI and event logos for promotion  | Yes                        | Yes                      | Yes                          |

The Mini-Tour is a deluxe, inclusive option for all levels of golfer and especially for Middle Market professionals who are novice players or just trying out the game. The Mini-Tour is specifically designed to be a fun, high-end networking event, in a pressure-free golf environment.

The event begins with a sit down buffet lunch at the Onwentsia Club “Lodge”, located at the Club’s practice facility. Snacks and Open Bar will be available throughout the afternoon at the Lodge. Full locker facilities will be available to all Mini-Tour participants.

Following lunch, participants will partake in a golf instruction clinic presented by [Todd Sones Impact Golf School](#). Todd Sones, a top 100 PGA instructor, and his Impact Golf School staff are experienced experts in instructing and coaching in the three major areas of the game: Full Swing, Short Game and Putting. This is a prime opportunity to learn a solid short game and putt like a pro!

Following the clinic, participants, if they wish, can compete for honors on a short Par 3 course set up solely for Mini-Tour players. At the conclusion, participants will join all MMO tournament participants from Knollwood, Onwentsia and Shoreacres at Onwentsia Club for post-golf fun events, networking, cocktails and dinner.

*Note: If desired, participants are welcome to arrive early to warm up on the Onwentsia practice area and network with rest of MMO participants before the MMO shotgun start*

# Additional Sponsorship Opportunities

## **MMO Dinner Sponsor - \$7,500 - SOLD**

- Opportunity to address golfers at the evening reception at Onwentsia
- Banner recognition at the evening reception at Onwentsia (banner provided by sponsor)
- Listed as Dinner Sponsor with logo and link on the MMO website
- Logo on communications, event program and event signage
- Right to use NKFI and event logos for promotion
- Category exclusivity

## **MMO Lunch Sponsor - \$5,000 - SOLD**

- Opportunity for two representatives from sponsoring organization to address golfers throughout the day at Shoreacres, Knollwood, and Onwentsia lunch locations and attend the evening reception at Onwentsia
- Banner recognition at Shoreacres, Knollwood and Onwentsia lunch locations (banner provided by sponsor)
- Listed as Lunch Sponsor and link on the MMO website
- Listed on communications, event program and event signage
- Right to use NKFI and event logos for promotion
- Category exclusivity

## **MMO Cocktail Reception Sponsor - \$5,000 - SOLD**

- Opportunity for three representatives from sponsoring organization to attend the evening reception at Onwentsia
- Banner recognition at the evening reception at Onwentsia (banner provided by sponsor)
- Listed as Cocktail Reception Sponsor and link on the MMO website
- Listed on communications, event program and event signage
- Right to use NKFI and event logos for promotion
- Category exclusivity

## **MMO Raffle Sponsor - \$2,500**

- Logo on all raffle tickets (600 tickets)
- Listed as Raffle Sponsor and link on the MMO website
- Listed on communications, event program and event signage
- Category exclusivity

## **MMO Long Drive and Closest To Pin Contest Sponsor - \$2,500 - SOLD**

- Opportunity for one representative from sponsoring organization to attend the evening reception at Onwentsia
- Listed as Long Drive and Closest To Pin Contest Sponsor and link on the MMO website
- Listed on communications, event program and event signage
- Right to use NKFI and event logos for promotion
- Category exclusivity

## **MMO Hole-in-One Sponsor - \$2,500**

- Signage at one Hole-in-One location at Shoreacres, Knollwood and Onwentsia
- Listed as Hole-in-One Sponsor and link on the MMO website
- Listed on communications, event program and event signage

## **MMO Hole Sponsor - \$500 Silver Sponsors, \$1,000 Non-Sponsors**

- For \$500, silver sponsors receive signage at additional two clubs. For \$1,000, non-sponsors receive signage at all three clubs. Signage at one hole at Shoreacres, Knollwood or Onwentsia is included in silver sponsorship benefits. Gold and higher sponsors receive signage at all three MMO clubs

*Print deadlines apply for all sponsorships. Please contact Olivia Nicoletti at 312-321-1500 or [onicoletti@nkfi.org](mailto:onicoletti@nkfi.org) for more information.*



### MMO Golf Sponsorships

- ☐ \$50,000 Event Sponsor -- **SOLD**
- ☐ \$16,000 Platinum Sponsor
- ☐ \$8,500 Gold Sponsor
- ☐ ☐ + \$1,500 Shoreacres Election
- ☐ \$7,000 Silver Sponsor

### MMO Mini-Tour Sponsorships

- ☐ \$10,000 Event Sponsor
- ☐ \$2,000 Double Entry
- ☐ \$1,250 Individual Entry

### MMO Additional Sponsorships

- ☐ \$7,500 Dinner Sponsor -- **SOLD**
- ☐ \$5,000 Lunch Sponsor -- **SOLD**
- ☐ \$5,000 Cocktail Reception Sponsor -- **SOLD**
- ☐ \$4,000 Flag Sponsor -- **SOLD**
- ☐ \$2,500 Contest Sponsor -- **SOLD**
- ☐ \$2,500 Raffle Sponsor
- ☐ \$2,500 Hole-in-One Sponsor
- ☐ \$1,000 Hole Sponsor (Non-Sponsors, 3 courses)
- ☐ \$500 Hole Sponsor (Silver Sponsors, 2 add'tl course)

**MMO golfers will play at Shoreacres, Knollwood Club or Onwentsia Club. Event, Platinum and Gold Sponsors will be given a course choice, first registered/first paid will be given priority. Mini-tour participants will all play at Onwentsia Club. Payment not received by June 15, 2020 will result in cancellation of reservation. Players from all courses are invited to an evening reception at Onwentsia Club. If the Middle Market Open is canceled due to inclement weather, there will be no refunds or rescheduling.**

Sponsoring Company: \_\_\_\_\_

(Please print name as you would like it to appear on written materials.)

Course Preference: \_\_\_\_\_

Foursome Contact: \_\_\_\_\_

Foursome Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Marketing Contact: \_\_\_\_\_

Marketing Email: \_\_\_\_\_ Phone: \_\_\_\_\_

(Please ask your marketing contact to send a high-resolution logo to Olivia Nicoletti at onicoletti@nkfi.org at his/her earliest convenience.)

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

☐ Please invoice me

☐ Enclosed is my check payable to the National Kidney Foundation of Illinois

☐ Please charge \$\_\_\_\_\_ to my ☐ Visa ☐ American Express ☐ Discover ☐ MasterCard

Card #: \_\_\_\_\_ Exp. \_\_\_\_\_ CVV \_\_\_\_\_

Signature: \_\_\_\_\_

☐ I am unable to attend but would like to make a tax deductible donation in the amount of \$\_\_\_\_\_

**Thank you for supporting the Middle Market Open!**

The NKFI will contact you in June for your player information. | Only golfers with verifiable indexes are eligible for prizes in the MMO.

Please return this form to: National Kidney Foundation of Illinois, Attn. Olivia Nicoletti | onicoletti@nkfi.org  
 215 W. Illinois St. Suite 1C, Chicago, IL 60654 | Phone 312.321.1500 | Fax 312.321.1505