



Upcoming Microcap Conferences to Consider

By: Dave Lavigne

The dog days of summer are winding down, which generally means its time to start getting back to work (in earnest). On the other hand, look back over the summer (at least to this point) the stock market hasn't acted like it was on vacation; as the S&P has advanced 3.6% since June 1st. On the back of the napkin, that annualizes to something like 19%, and the index has traded to within about 50 basis points of its all time high from late January (2018). The "dog days" have not been that dogged at all.

Regardless, there is a sort of "back-to-the-grindstone" feel to the end of the summer, and here we are.

In the vein of getting back to work, as some readers may know, I co-sponsor a microcap research conference series we refer to as the "Rocky Mountain Microcap Conference". I co-sponsor the conferences with some friends of mine; GVC Capital LLC, which is a small Denver, Colorado based microcap investment bank. GVC has raised several millions of dollars for small emerging companies over the years, some of which have become prolific stories.

Some may not be aware, but the end of summer through the end of the year (perhaps in line with the "getting back to work mantra", is a busy time for many investor conferences, and specifically many very good microcap investor conferences. Of course, if these are of interest, I would suggest you check out our event first and foremost, but there are a number of others put on by folks we have developed valuable relationships with over the years, that we would highly recommend for microcap investors looking for events that afford them the opportunity to attend company presentations and meet face to face with the management of teams of some promising microcap stories, but also meet other microcap investors. I have been putting on microcap conferences for the better part of 20 years, and inasmuch as the company presentations are of great value, the relationships one can gain by meeting other likeminded investors is equally valuable. That is perhaps a profound statement considering that over the years, there have been a number of presenters at my conferences as well as several of these others, that have traded to several multiples of their value at the time(s) of their presentations. I can assure you, each of the conferences listed below can provide you with examples of past presenters that over the years generated returns of *several* multiples of their original presentation price(s).

With that said, below is a brief overview of some of the conferences that are near and dear to us, as well as a bit of information to help you find out more about each. We have included some information from each of these conferences excerpted from the respective sponsors' sites (see the notes below in italics) and in some instances I have provided a bit of my own color. If you are in one of these areas during these applicable dates, or if you are inclined to take a few days to travel to some nice spots and do some due diligence, you should consider these events.

1) The Rocky Mountain Microcap Conference III.

Date: October 9, 2018.

Location: Blackhawk, Colorado (about 35 miles west of Denver).

Venue: The Ameristar Resort, Casino & Spa

Sponsors/Co-Sponsors: Trickle Research LLC & GVC Capital LLC

Approximate Presenting Companies: 13

Conference website: www.rockymtmicro.com

Notes: Our conferences are a collaboration between Trickle Research LLC, a subscription based microcap research provider and GVC Capital, a boutique microcap broker dealer and investment bank. Collectively, our handful of respective principals have over a century of microcap experience, wherein we have evaluated hundreds of microcap companies across a wide variety of industries. Our conferences generally focus on public companies and our attendees include individual, institutional and family office investors looking for actionable microcap ideas. Attendance at our conferences are by invitation only, but please inquire if you would like to attend.

As I noted above, this is a conference I sponsor with my friends at GVC Capital. Our conferences are small, single-track, one-day events, and we generally try to tie the conference into some other activity. In this case we will have a Texas-Hold 'Em tournament following the conference, which allows investors and presenters a bit more time to interact on a personal and fun level. We think our conferences include one of the best concentrations of micro-cap investors of any conference in the country, and we typically attract some very interesting presenters, which have collectively performed very well over the years.

2) 7th Annual Gateway Conference

Date: September 5-6, 2018.

Location: San Francisco, California

Venue: Four Seasons – San Francisco

Sponsors/Co-Sponsors: Liolios Group Inc. (“Liolios”)

Approximate Presenting Companies: 100+

Conference website: <http://liolios.com/#conference>

Notes: Gateway is one of the nation’s most exclusive financial conferences that connects compelling companies with top institutional investors and analysts.

I have known Liolios founder Scott Liolios for a number of years. If I recall, he was one of my original subscribers at EdgeWater Research. This is a large and well attended multi-track event with a considerable slate of presenters. I think it is a great event put on by very high quality microcap people.

3) **The NIBA Annual Convention**

Date: September 12-15, 2018.

Location: Phoenix, Arizona

Venue: The Arizona Biltmore

Sponsors/Co-Sponsors: National Introducing Brokers Association (“NIBA”)

Approximate Presenting Companies:

Conference website: <http://www.cvent.com/events/niba-2018-annual-meeting/event-summary-da704a502a4545a395b21b5442b3befb.aspx>

Notes: *The NIBA Annual Convention is a highlight of the professional year and the place to build relationships in the belting industry, and find solutions to grow your business. Hosted at the iconic and historic Arizona Biltmore, the 2018 convention is not one to miss!*

Themed “Shaping a Bright Future,” NIBA 2018 offers a multitude of opportunities for members to connect, learn, and engage while enjoying blue skies and palm trees. Continually considered one of the best reasons to attend the Annual Convention, the Expo will feature more than 80 member companies, offering valuable industry knowledge and a variety of products and services for your organization. This year’s speakers will provide attendees with additional knowledge and motivation. The Next Gen After-Party and numerous tours and activities will provide plenty of time for networking.

Founded in 1927, NIBA is dedicated to promoting the interaction between value added distributors and manufacturers of conveyor belt components. Many long-lasting relationships have been built through NIBA over the years as companies improve technology, services and business to better serve their customers. NIBA has over 250 unique member companies, including distributor/fabricators, manufacturers, and affiliates from around the world.

4) **The Fourth Annual Robins Research Roundup**

Date: September 24-26, 2018.

Location: Portland, Oregon

Venue: Shilo Inns and Suites

Sponsors/Co-Sponsors: Catalyst Research Management Group

Approximate Presenting Companies: 15 - 20

Conference website: <https://www.catalystresearch.com/conference>

Notes:

The conference is supported by presenting companies and is free for investor-attendees.

Though the meetings begin on the morning on September 25th, there will be a special cocktail hour “meet and greet” the evening of Monday the 24th for early arrivals. The conference ends the afternoon the 26th.

This conference is to learn about new, “Up-and-Coming” public and private companies to consider as investments and portfolio holdings as well as possibly finding the next “10-bagger” stock. It will include a number of presentations by CEOs whose companies have been written about in Marc Robins’ book and monthly research notes. The conference will highlight stories that both individual investors and professional money managers would benefit from hearing. The goal of the “Roundup” is to help better establish sound equity names and to assist microcap stories.

The Roundup is minutes from the Portland International Airport at the Shilo Inns and Suites near the Columbia River and just 20 minutes from downtown Portland for local participants. Being closer to the airport provides greater flexibility for sponsoring companies and enhances investor attendance.

The Roundup is not a “speed dating” conference, but a chance to learn about new and growing companies with opportunities to get better acquainted and have additional in-depth conversations with issuer managers and CEOs. To that end, 30-minute presentation slots will fill the mornings through an informal lunch and into the early afternoon.

I have known Marc Robins for longer than I can recall. He is in my view one of the best generalist microcap analysts to ever walk the planet. I have always viewed him as a bit of a mentor. Much like my conferences, his are small, targeted, single track events that are largely attended by seasoned microcap investors who know him well and have followed him for years. Marc’s insights are invaluable.

5) The Microcap Leadership Summit

Date: September 27-28, 2018.

Location: Itasca, Illinois, (11 miles from Chicago O’Hare International Airport).

Venue: Westin Chicago Northwest Hotel

Sponsors/Co-Sponsors: The Microcap Club

Approximate Presenting Companies: N/A

Conference website: <https://microcapclub.com/summit/>

Notes: *The MicroCap Leadership Summit is a two day event held on September 27-28, 2018 at the Westin Chicago Northwest Hotel in Itasca, Illinois, only 11 miles from Chicago O’Hare International Airport. We have negotiated a room block for a limited amount of rooms with a discounted rate of \$142/night. The room block link will be provided upon registration.*

- *On Day One, we are bringing in some of the best speakers we can find to inspire, motivate, and educate us on becoming better microcap investors. Then in our Pitch Session, our best members on MicroCapClub will pitch their favorite microcap idea at the current price.*
- *On Day Two, some of the best, most undiscovered microcap companies will be presenting to investors. Only the smallest, least institutionally owned, best companies found by MicroCapClub will be invited. On both days attendees will be able to network with many of the best microcap investors in North America.*

6) LD Micro 11th Annual Main Event

Date: December 4-6, 2018.

Location: Bel-Air, California

Venue: Luxe Sunset

Sponsors/Co-Sponsors: LD Micro

Approximate Presenting Companies: 200+

Conference website: <https://www.ldmicro.com/events>

Notes: *LD Micro was founded in 2006 with the sole purpose of being an independent resource in the microcap space. We are investors, first and foremost.*

What started out as a newsletter highlighting unique companies has transformed into several influential conferences annually (Invitational, Summit, and Main Event).

In 2015, LD Micro launched ldmicro.com as a portal to provide exclusive intraday information on the entire sector, including the first pure microcap index (LDMi) which covers stocks in North America with market capitalizations between \$50-\$300m.

LD Micro is certainly one of the largest, most recognized and well known microcap conferences in the country. I believe they typically attract somewhere close to two thousand attendees and over 200 companies. Here again, Founder Chris Lahiji was a regular attendee of my past EdgeWater conferences. Chris does a fantastic job with his LD events, not to mention the work he has done with his microcap index (check out his site for more on that.) He is also one of the more colorful and entertaining people in the microcap space, and more importantly, he is a high quality human being. This is a very good event for microcap enthusiasts.

Recognize, these are just some of the microcap conferences out there, although these all represent those that will occur before the end of the year. Also, as I noted, these are all hosted by folks I have had a reasonable level of professional relationship(s) with for some number of years now, so I am comfortable suggesting that you will find any/each of them of value.