# SBA Lending Technical Conference Agenda

**Making Big Dreams Come True**  
May 5-7, 2015 • San Antonio, TX

## Tuesday, May 5

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>6:45 am</td>
<td>Golf registration desk opens and breakfast is available <em>(transportation departs the Grand Hyatt at 6:45 am)</em></td>
</tr>
</tbody>
</table>
| 8:30 am-2:30 pm | **Golf Tournament** – TPC San Antonio Golf Course  
**Sponsors:** banc-serv PARTNERS, GCF Valuation, Signature Securities, Tetra Tech |

### Fiesta Fling Opening Reception  
Texas B,C (4th floor)

Join the Cinco de Mayo celebration—San Antonio style! Conference attendees are invited to enjoy live music, delicious hors d’oeuvres, and a hosted bar of beer and wine. The reception will be held in the SBA Marketplace to take advantage of one-on-one interaction with exhibitors in a relaxed and informal setting.

### Gold Sponsors
- banc-serv PARTNERS
- GCF Valuation
- Raymond James

### Silver Sponsors
- The Bailey Group
- SunTrust Bank & Suntrust Robinson Humphrey
- Thomas USAF

### Plus: Bronze Sponsors

## Wednesday, May 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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| 7:30-8:15 am  | **Breakfast with the Exhibitors**  
**Sponsors:** American Business Lending  
Coastal Securities  
IDS Corporation  
PNC Bank |

### Opening Remarks – Tony Wilkinson

**Welcome to Region VI** – Yolanda Garcia Olivarez  
**Reaching Out to Underserved Entrepreneurs**  
- Rich Bradshaw (United Community Bank)  
- Chris Ledesma (Wells Fargo)  
- Eduardo Sosa (Commerce National Bank)  
- Grady Hedgespeth (SBA, Director of the Office of Economic Opportunity)

### Special Award Recognition: Champions of Veterans Small Business Lending

### Sponsor:
The Bancorp Bank

### Refreshment Break  
Texas B,C (4th floor)

**Visit the SBA Marketplace!**  
**Play the Exhibitor Game ... WIN PRIZES!**

### Sponsors:
- Bank of the West  
- Business Credit Reports  
- D+H  
- DRDA
The Honorable Maria Contreras-Sweet  
Administrator, US Small Business Administration  

Keynote Address

<table>
<thead>
<tr>
<th>Time</th>
<th>Location</th>
<th>Session</th>
<th>Description</th>
<th>Speakers</th>
</tr>
</thead>
</table>
| 10:00-10:45 am| Texas DEF (4th floor) | 10:00-10:45 am                  | Group A  
SBA ONE – Live Demo & FAQ                                                  | * Patrick Kelley (SBA)  
* Steve Kucharski (SBA)  
* Ingrid Ripley (SBA) |
| 11:00 am – 12:15 pm | Bonham B Also Thurs 1:15 pm (4th floor) | Lender-to-Lender:  
Writing a 7(a) Small Loan Credit Memo | Bonham B Also Thurs 1:15 pm (4th floor)  
Lender-to-Lender: Writing a 7(a) Small Loan Credit Memo | * Lynn Ozer (Susquehanna Bank, Co-Chair, TIC)  
* Christine Heckert (Heritage Bank) |
| 11:00 am – 12:15 pm | Bonham C (3rd floor) | Roundtable: Practical Advice on Reaching Underserved Entrepreneurs | Bonham C (3rd floor)  
Roundtable: Practical Advice on Reaching Underserved Entrepreneurs | * Tameka Montgomery (SBA)  
* Grady Hedgespeth (SBA)  
* Rich Bradshaw (United Community Bank)  
* Chris Ledesma (Wells Fargo)  
* Eduardo Sosa (Commerce National Bank) |
| 12:15-1:15 pm | Texas DEF (4th floor) | 12:15-1:15 pm Legislative Luncheon | Bonham D Also Thurs 3 pm (3rd floor)  
Update & Insights from SBA’s OIG & OCA | * Luke Itnyre (SBA OIG)  
* Troy Meyer (SBA OIG)  
* Andrea Deadwyler (SBA OIG)  
* John Miller (SBA)  
* Brent Ciurlino (SBA) |
| 11:00 am – 12:15 pm | Bonham D Also Thurs 3 pm (3rd floor) | Update on SBA Loan Processing Requirements | Bonham E Also Thurs 10:30 am (4th floor)  
Update on SBA Loan Processing Requirements | * Linda Rusche (SBA)  
* Dianna Seaborn (SBA)  
* Sherrill Stockton (Exchange Bank, Co-Chair TIC) |
| 1:15-2:30 pm  | Texas A Also Thurs 1:15 pm (4th floor) | 1:15-2:30 pm Springtime in PARRiS: Get Packed & Ready | Bonham B Also Thurs 3:00 pm (3rd floor)  
Lender-to-Lender: Working Capital CAPlines: THE Tool for Providing LOC Financing Over $350,000 | * Kendra Vincenty (First Financial Bank)  
* Cece Mitchell (Zions Bank) |
| 1:15-2:30 pm  | Bonham C Also Thurs 10:30 am (3rd floor) | Lender-to-Lender: Writing a 7(a) Credit Memo for Loans Over $350,000 | Bonham C Also Thurs 10:30 am (3rd floor)  
Lender-to-Lender: Writing a 7(a) Credit Memo for Loans Over $350,000 | * Lora Persinger (KeyBank)  
* Rachel Zippwald (NAGGL) |
| 1:15-2:30 pm  | Bonham D Also Thurs 3:00 pm (3rd floor) | Lender-to-Lender: Liquidation is my ONLY Option— Where do I Start? | Bonham D Also Thurs 3:00 pm (3rd floor)  
Lender-to-Lender: Liquidation is my ONLY Option— Where do I Start? | * Michael Shepherd (JP Morgan Chase)  
* Tom Hofstetter (Schncck, Price, Smith & King) |
| 2:30-3:00 pm  | Refreshment Break Texas B,C (4th floor) | 2:30-3:00 pm Visit the SBA Marketplace! | Bonham E (3rd floor)  
Interactive Discussion: News from the 7(a) Secondary Market | * JP Bennett (Signature Securities)  
* Bob Judge (GLS)  
* Jenny Kirk (Cantor Fitzgerald)  
* Sylvia Merola (Coastal Securities)  
* Peter Monaghan (Raymond James)  
* Andy Saslawsky (SunTrust Robinson Humphrey)  
* Linda Rusche (SBA) |
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Sponsor:  
Zions Bank

Sponsors:  
Colson Services Corp.  
Seacoast Commerce Bank
### GENERAL SESSION 3:00-4:15 PM

<table>
<thead>
<tr>
<th>Time</th>
<th>Location</th>
<th>Topic</th>
<th>Speakers</th>
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<tbody>
<tr>
<td>3:00-4:15 pm</td>
<td>Texas DEF (4th floor)</td>
<td>SBA – State of the Agency</td>
<td>Nick Maduros, Chief of Staff&lt;br&gt;Patrick Kelley, Deputy Chief of Staff&lt;br&gt;Tameka Montgomery, Associate Administrator, Office of Entrepreneurial Development&lt;br&gt;Eileen Sánchez, Associate Administrator, Office of International Trade&lt;br&gt;John Miller, Deputy Associate Administrator, OCA</td>
</tr>
</tbody>
</table>

### COMMITTEE MEETINGS 4:30-5:30 PM

<table>
<thead>
<tr>
<th>Time</th>
<th>Location</th>
<th>Committee</th>
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<tbody>
<tr>
<td>4:30-5:30 pm</td>
<td>Republic C (4th fl)</td>
<td>Large Lender Committee</td>
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<td>4:30-5:30 pm</td>
<td>Republic A/B (4th fl)</td>
<td>Technical Issues Committee</td>
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<td>Secondary Market Committee</td>
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<td>4:30-5:30 pm</td>
<td>Bonham B (4th fl)</td>
<td>504 Lending Committee</td>
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<tr>
<td>4:30-5:30 pm</td>
<td>Bonham D (3rd fl)</td>
<td>Associate Member Committee</td>
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<tr>
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<td>Bonham E (3rd fl)</td>
<td>Small Lender Committees (East &amp; West)</td>
</tr>
</tbody>
</table>

### 7:00 – 8:30 pm Stetsons at Sunset Reception (Texas B,C)

Round’em Up and Move’em Out. All you Cowboys and Cowgirls won’t want to skip NAGGL’s Stetson at Sunset party. You’ll enjoy your favorite grub, complimentary libations to wet your whistle, games, and foot stompin’ music by the Chris Story duo. Grab your partner and join the fun. Western **garb** (jeans, boots, cowboy hat, etc.) is recommended … or our cantankerous Sheriff will be on your trail!

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**Gold Sponsors:**
- banc-serv PARTNERS
- GCF Valuation

**Plus: Bronze Sponsors**
### Thursday, May 7

**7:30-8:15 am**  
**Breakfast**  
Texas B,C  
*(4th floor)*

- **Breakfast with the Exhibitors**  
  $500 Door Prize Drawing at 8:00 am  
  Must be Present to Win!  
  Exhibitor Door Prize Drawings  
  **Sponsor:** NOVATRAQ

**8:15-10:10 am**  
**General Session**  
Texas DEF

- **8:15-9:15 am** Government Affairs Update  
  Larry Conley (JPMorgan Chase; Chairman, NAGGL)  
  Tony Wilkinson (NAGGL)  
  Kristen Granchelli (NAGGL)  

- **9:20-10:00 am** Understanding the SBA Credit Score  
  Ann Marie Mehlum (SBA)

  **BOOK in the BLOCK WINNER ANNOUNCED**  
  **MUST BE PRESENT TO WIN!**  
  **Sponsor:** Wells Fargo SBA Lending

**10:15-10:30 am**  
**Refreshment Break**  
Texas B,C  

**10:30-11:45 am**  
**CONCURRENT SESSIONS**  
**10:30-11:45 AM**

<table>
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SBA ONE – Live Demo & FAQ  
Introduction to LINC  
• Patrick Kelley (SBA)  
• Steve Kucharski (SBA)  
• Ingrid Ripley (SBA) |
| Bonham B            | Also Wed 11:00 am| 1:15 pm | (3rd floor)  
Lender-to-Lender: Writing a 7(a) Credit Memo for Loans Over $350,000  
• Lora Persinger (KeyBank)  
• Rachel Zippwald (NAGGL) |
| Bonham C            | 3rd floor     |          | Lending to Businesses Selling in the Global Marketplace  
• Eileen Sánchez (SBA)  
• Dennis Chrisbaum (SBA)  
• Alan Lane-Murcia (First American Bank) |
| Bonham D            | 3rd floor     |          | Interactive Discussion:  
Understanding SBA’s Credit Score  
• TBA |
| Bonham E            | Also Wed 11:00 am| 11:00 am | (3rd floor)  
Update on SBA Loan Processing Requirements  
• Linda Rusche (SBA)  
• Dianna Seaborn (SBA)  
• Sherrill Stockton (Exchange Bank, Chair TIC) |
| Texas DEF           | 11:45 am - 1:00 pm| (4th floor) | **Luncheon**  
**Making Big Dreams Come True — One Small Business at a Time**  
Ann Marie Mehlum (SBA)  
Ramiro A. Cavazos, San Antonio Hispanic Chamber of Commerce (invited)  
Adrian Gonzalez, LiftFund (invited)  
Eduardo Sosa (Commerce National Bank)  
Trudy & Toby Leal  
Champions of Small Business Entrepreneurship  
May 2015  
**Gold Sponsors:**  
BBVA Compass  
JPMorgan Chase Bank  
Live Oak Bank  
US Bank |
## Concurrent Sessions 1:15-2:30 PM

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<td>Brent Ciurlino (SBA), Edward Ledford (SBA), Shareen Kitterman (D&amp;B)</td>
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<td>How to Report SBA Loans to Commercial Credit Bureaus</td>
<td>Debbie Golbach (Business Credit Reports), Mark Petit (Meadows Bank)</td>
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<td>Bonham D (3rd floor)</td>
<td>NAGGL Roundtable: SBA’s Requirements Regarding Agents &amp; Fees</td>
<td>Kerri Agee (banc-serv PARTNERS), Karen McHugh (nCino), Linda Rusche &amp; Dianna Seaborn (SBA)</td>
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<tr>
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<td>Bonham E (3rd floor)</td>
<td>Interactive Discussion: News from the 504 Secondary Market</td>
<td>Ethan Smith (Starfield &amp; Smith), Facilitator, Howard Anderson (Zions), Ken Rosenthal (CDC Capital Markets), Sanat Patel (AVANA Capital), Vasu Srinivasan (Thomas USAF Group)</td>
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<td>2:30-3:00 pm</td>
<td>Refreshment Break</td>
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Thanks to all our great sponsors for their support and assistance in helping NAGGL keep costs down for all conference attendees!