




NAGGL Annual Conference – Agenda

Tuesday, November 13		Exhibit Hall Open: 6:30-8:00 pm	
	 <p>Golf Tournament – Maderas Golf Club Sponsors: Seacoast Commerce Bank, Signature Bank, Tetra Tech, Plus: Bronze Sponsor</p>		
6:30-8:00 pm	<p>Opening Reception</p> <p>Grand Hall CD (Lobby Level)</p> <p><i>Play the Safari Hunt game to win great prizes!</i></p>	 <p>Welcome to San Diego! At the opening reception, you'll be surrounded by friends and colleagues, taste culinary delights, enjoy live music, and drink captivating beverages! Don't monkey around, dress in your favorite safari attire and join the Safari Hunt to win exotic prizes.</p>	<p>Sponsors: CIT Bank – SBA Lending GCF Valuation MassMutual QuickCloseSM /Andrew Starfield Newtek Small Business Lending Raymond James Starfield & Smith Thomas USAF Group Trimmer Associates United Community Bank Ventures+</p> <p>Plus: Bronze Sponsors</p>
Wednesday, November 14		Exhibit Hall Open: 7:30-11:45 am; 1:00-4:30 pm	
7:30-8:30 am	<p>Breakfast</p> <p>Grand Hall CD (Lobby Level)</p>	<p>Breakfast with the Exhibitors</p>	<p>Sponsors: FTN Financial Morgan Stanley</p> <p>Plus: Bronze Sponsor</p>
8:30-10:00 am	<p>General Session</p> <p>Seaport B-E (2nd Level)</p>	<p>Conference Opening: Welcome to San Diego!</p> <p>Opening Remarks – Tony Wilkinson, NAGGL CEO</p> <p>Keynote – The Honorable Linda McMahon, Administrator, US Small Business Administration</p> <p>Updates from SBA Leadership William Manger, Associate Administrator, Office of Capital Access Chris Pilkerton, SBA General Counsel Hannibal “Mike” Ware, SBA Inspector General</p>	<p>Sponsor: Lewis Kappes ReadyCap Lending</p>
10:00-10:30 am	<p>Refreshment Break</p> <p>Grand Hall CD (Lobby Level)</p>	<p>Visit the SBA Marketplace!</p> <p>Play the Exhibitor Game ... WIN PRIZES!</p>	<p>Sponsor: Nationwide Valuations</p> <p>Plus: Bronze Sponsor</p>

CONCURRENT SESSIONS		10:30-11:45 a m	ALL ON 2nd LEVEL
10:30-11:45 am	Seaport A Also Wed 3:00 pm	Writing Internal Policies to Reflect SBA Requirements	<ul style="list-style-type: none"> • Ashley Horner (Summit Bank) • Rachel Zippwald (NAGGL)
	Seaport F Also Thurs 1:30 pm	Determining Eligibility in Complex Tiered Ownership Structures	<ul style="list-style-type: none"> • Michael Downes (TD Bank) • Alison Rind (Lerch, Early & Brewer) • Sherrill Stockton (Live Oak Bank)
	Seaport G&H Also Thurs 11:00 am in Seaport G	Insights into Recent Policy Changes and Critical Processing Issues – GROUP A (only, please)	<ul style="list-style-type: none"> • Dianna Seaborn (SBA) • Bob Carpenter (SBA) • Cecilia Mitchell (Zions)
	Gaslamp Also Wed 3:00 pm	SBA's Electronic Submission Solutions: E-Tran and SBA One	<ul style="list-style-type: none"> • Steve Kucharski (SBA) • Sheri McConville (SBA) • Christopher Anthony (BNY Mellon)
	Balboa	Using Wholesale 504 to Serve your Customers	<ul style="list-style-type: none"> • Scott Bossom (Columbia Bank), Moderator • Shiloh Hall (CIT Small Business Lending) • Ben Reed (Zions National Real Estate) • Ken Rosenthal (CDC Capital Markets)
11:45 am-1:00 pm	Luncheon Seaport B-E (2nd Level)	Featured Speaker Luncheon  Tom Quadman US Chamber of Commerce Center for Capital Markets Competitiveness	Sponsor: Zions Bank
CONCURRENT SESSIONS		1:15-2:30 PM	ALL ON 2nd LEVEL
1:15-2:30 pm	Seaport A Also Thurs 1:30 pm in Seaport G	Beyond the Process: Complex Franchise Loans	<ul style="list-style-type: none"> • Steve Olear (SBA) • Diane Gallion (Radius Bank)
	Seaport F Also Thurs 11:00 am	Conducting Effective Site Visits	<ul style="list-style-type: none"> • Kent DeHart (First Utah Bank) • Kevin Power (Collateral Specialists) • Devin Rushton (Spectrum Field Services) • Rachel Zippwald (NAGGL)
	Seaport G&H Also Thurs 11:00 am in Seaport H	Gathering Member Input: Breaking Down the Proposed Regulation	<ul style="list-style-type: none"> • Tony Wilkinson (NAGGL) • Jane Butler (NAGGL)
	Gaslamp Also Thurs 1:30 pm	Creating Successful Customer Facing Reps	<ul style="list-style-type: none"> • Tony Leveque (Central Bank & Trust) • Annemarie Murphy (United Community Bank)
	Balboa	News from the 7(a) Secondary Market	Facilitators – Sylvia Merola (FTN Financial) Cal Regan (Meadows Bank) <ul style="list-style-type: none"> • Christopher Anthony (BNY Mellon/Colson) • JD Hamblen (Stifel Nicolaus & Co) • Matt Monaco (Hanover Securities) • Peter Monaghan (Raymond James) • John Wade, CFA (SBA)

2:30-3:00 pm	Refreshment Break Grand Hall CD (Lobby Level)	Visit the SBA Marketplace! Get your exhibitor card stamped – you might win one of the great prizes to be awarded!	Sponsor: NOVATRAQ
CONCURRENT SESSIONS 3:00 - 4:15 PM ALL ON 2nd LEVEL			
3:00-4:15 pm	Seaport A Also Wed 11:00 am	Writing Internal Policies to Reflect SBA Requirements	<ul style="list-style-type: none"> • Ashley Horner (Summit Bank) • Rachel Zippwald (NAGGL)
	Seaport F Also Thurs 11:00 am in Gaslamp	Update from SBA Office of Financial Program Operations	<ul style="list-style-type: none"> • Vanessa Piccioni (SBA) • Margherita Stutz (Umpqua Bank)
	Seaport G&H	Hot Topics from Office of Credit Risk Management (OCRM)	<ul style="list-style-type: none"> • Susan Streich (SBA) • Lynn Ozer (Fulton Bank)
	Gaslamp Also Wed 10:30 am	SBA's Electronic Submission Solutions: E-Tran and SBA One	<ul style="list-style-type: none"> • Steve Kucharski (SBA) • Sheri McConville (SBA) • Christopher Anthony (BNY Mellon)
	Balboa	Roundtable: Lending in Rural Markets	<ul style="list-style-type: none"> • Karin Bell (The Bank of Missouri) • Greg Clarkson (BBVA Compass)
COMMITTEE MEETINGS 4:15 - 5:30 PM			
4:15-5:30 pm	Seaport F	Associate Member Committee	2nd Floor
	Seaport H	Non-Bank Lender Committee	2nd Floor
	Balboa	Small Lender East, Central & West	2nd Floor
	Golden Hill AB	Technical Issues Committee (ONLY Committee Members are to sit at table)	3rd Floor
	Solana Beach AB	Large Lender Committee + Public Policy Committee	3rd Floor
	Torrey Hills AB	Secondary Market Committee	3rd Floor
6:30-9:00 pm	Take Flight!  SAN DIEGO AIR & SPACE MUSEUM	<p>The history of aviation is a remarkable story, and it comes alive at the San Diego Air and Space Museum. Try your skill at the ACE Flight Simulators or experience the year-long celebration of speed in the new special exhibition, SPEED: SCIENCE in MOTION. SPEED offers race car simulators and an exciting lineup of the fastest planes, jets, rockets, and cars in the world! Dance under the stars as we salute our veterans with the Pete Jacobs Band and War Time Revue, dive into delectable food, and enjoy an open bar with your favorite drinks!</p> <p><i>Transportation (on Kettner Blvd) leaves the Hyatt beginning at 6:00 pm</i></p>	Sponsors: Capitale Analytics CDC Small Business Finance Finastra Seacoast Commerce Bank The Bailey Group

Thursday, November 15		Exhibit Hall Open: 7:30 am-Noon	
7:30-8:45 am	Breakfast Grand Hall CD (Lobby Level)	Breakfast with the Exhibitors \$500 Drawing @ 8:30 am Must be Present to Win!	Sponsors: Radius Bank Tetra Tech CMI Plus: Bronze Sponsor
9:00-10:30 am 	General Session Seaport A-E 2nd Level Changed 11/8	<u>Government Relations News</u> NAGGL Government Relations Team GRAND PRIZE TRIP Winner Announced Must be Present to Win!	Sponsor: MassMutual QuickClose SM Insurance/Andrew Starfield Newtek Small Business Lending
10:30-11:00 am	Refreshment Break Grand Hall CD (Lobby Level)	Visit the SBA Marketplace! Door Prize Winners Announced	Bronze Sponsors
CONCURRENT SESSIONS		11:00AM - 12:15PM	ALL ON 2nd LEVEL
11:00 a-12:15 p	Seaport F Also Wed 1:15 pm	Conducting Effective Site Visits	<ul style="list-style-type: none"> • Kent DeHart (First Utah Bank) • Kevin Power (Collateral Specialists) • Devin Rushton (Spectrum Field Services) • Rachel Zippwald (NAGGL)
	Seaport G Also Wed 10:30 am in Seaport G&H – Group A	Insights into Recent Policy Changes and Critical Processing Issues – <u>GROUP B</u>	<ul style="list-style-type: none"> • Dianna Seaborn (SBA) • Bob Carpenter (SBA) • Cecilia Mitchell (Zions)
	Seaport H Also Wed 1:15 pm in Seaport G&H	Gathering Member Input: Breaking Down the Proposed Regulation	<ul style="list-style-type: none"> • Tony Wilkinson (NAGGL) • Jane Butler (NAGGL)
	Gaslamp Also Wed 3:00 pm in Seaport F	Update from SBA Office of Financial Program Operations	<ul style="list-style-type: none"> • Vanessa Piccioni (SBA) • Margherita Stutz (Umpqua Bank)
	Balboa	Roundtable: Role of FinTech in 7(a) Lending	<ul style="list-style-type: none"> • Roxann Burns (California Bank of Commerce) • Larry Conley (NAGGL Immediate Past Chair) • Julie Huston (immito)
12:15-1:15 pm	Luncheon Seaport A-E 2nd Level Changed 11/8	Awards Luncheon	Sponsor: BBVA Compass JPMorgan Chase Bank Wells Fargo SBA Lending US Bank

CONCURRENT SESSIONS		1:30 - 2:45 PM	ALL ON 2nd LEVEL
1:30-2:45 pm	Seaport F Also Wed 10:30 am	Determining Eligibility in Complex Tiered Ownership Structures	<ul style="list-style-type: none"> • Michael Downes (TD Bank) • Alison Rind (Lerch, Early & Brewer) • Sherrill Stockton (Live Oak Bank)
	Seaport G Also Wed 1:15 pm in Seaport A	Beyond the Process: Complex Franchise Loans	<ul style="list-style-type: none"> • Steve Olear (SBA) • Diane Gallion (Radius Bank)
	Seaport H	Proving & Sourcing Equity Revisited	<ul style="list-style-type: none"> • Lynn Ozer (Fulton Bank) • David Starfield (Starfield & Smith)
	Gaslamp Also Wed 1:15 pm	Creating Successful Customer Facing Reps	<ul style="list-style-type: none"> • Tony Leveque (Central Bank & Trust) • Annemarie Murphy (United Community Bank)
2:45-3:00 pm	Refreshment Break Seaport F1-H FOYER	SHORT REFRESHMENT BREAK FOYER on 2nd LEVEL	
Closing General Session		3:00 – 4:30 pm	ON 2nd LEVEL
3:00-4:30 pm	Seaport G	Guided Discussion: Engaging and Monitoring Lender Service Providers	<ul style="list-style-type: none"> • Dianna Seaborn (SBA OFA) • Susan Streich (SBA OCRM) • Kendra Vincenty (Florida Capital Bank) • Jane Butler (NAGGL)

Thanks to all our great sponsors for their support and assistance in helping NAGGL keep costs down for all conference attendees!