



**2012 Annual Conference on Small Business Lending
Las Vegas, NV – Final Agenda**

Tuesday, October 23			
7:00 am	Shuttle bus to golf tournament departs		
8:30 am-2:30 pm	Golf Tournament	TPC Las Vegas Golf Course	
7:00-8:30 pm	Opening Reception Red Rock Ballroom	Outdoor Adventure - Get Vertical and reach the summit. Network with fellow explorers; enjoy tantalizing tidbits of gourmet food and bountiful beverages; and join the adventure of reaching a mountain summit by playing tonight's game. You might win a great prize!	Platinum Sponsors: banc-serv PARTNERS and CapitalSource Gold Sponsor: GCF Valuation Silver Sponsors: CDC Small Business Finance Thomas USAF Group Plus: Corporate Sponsors
Wednesday, October 24			
7:30 -8:15 am	Breakfast Red Rock Ballroom	Breakfast with the Exhibitors	Sponsors: The Bailey Group & IDS Corporation
8:15-10:00 am	General Session Charleston Ballroom	Moving Forward: Update from SBA Office of Capital Access Elizabeth Echols, Regional Administrator Jeanne Hult, Associate Administrator Patrick Kelley, Deputy Assoc. Administrator Brent Ciurlino, Director, OCRM	Sponsors: The Bancorp Wolters Kluwer Financial Services
10:00–10:30 am	Refreshment Break Red Rock Ballroom	Visit the SBA Marketplace!	Sponsors: The Bank of Missouri, Collateral Specialists & Meadows Bank
10:30 –11:45 am	Concurrent Sessions		
	Also Thu. 10:30-11:45 Pavilion Ballroom	More Adventures in Technical Issues	Sherrill Stockton (Exchange Bank) Cecelia Mitchell (Zions Bank) Lynn Ozer (Susquehanna Bank) Dianna Seaborn (SBA) Gregory Prichard (SBA)
	Also Thu. 1:15-2:30 Veranda A/B	Travel to PARRIS with SBA's Office of Credit Risk Management	Brent Ciurlino (SBA) Linda Rusche (SBA) <i>(invited)</i> Larry Conley (JPMorgan Chase) Bruce Lammers (Ridgestone Bank)
	Also Thu. 1:15-2:30 Veranda C	Ask the Lawyers: Exploring Equity A to Z	Annemarie Murphy (Live Oak Bank) Tom Hofstetter (Schenck, Price, Smith & King) David Starfield (Starfield & Smith)
	Also Wed. 3:00-4:15 Veranda D/E	Live from Vegas – It's E-Tran!	Stephen Kucharski (SBA) Sheryl Cameron (JPMorgan Chase)
	Offered Once Summerlin F	Interactive Roundtable: 7(a) Secondary Market Views	Mary Mims (Signature Securities) Bob Judge (GLS) Bill McGaughey (Morgan Stanley) Matt Monaco (Banes Capital) Peter Monaghan (Raymond James) Andy Saslawsky (SunTrust Bank) Allen Wright (Cantor Fitzgerald)
11:45 am-1:00 pm	Luncheon Charleston Ballroom Keynote	The Honorable Fred P. Hochberg President and Chairman of the Board, Export-Import Bank of the United States <i>A Wake-Up Call for American Competitiveness</i>	Sponsor: ZIONS BANK

Wednesday ~ continued

1:15 -2:30 pm Concurrent Sessions			
	Also Thu. 1:15-2:30 Pavilion Ballroom	Hot Issues for SBA's Office of Inspector General: Avoiding Mistakes that <i>Other</i> Lenders Made	Terry Settle (SBA OIG) Howard Arp (SBA OIG)
	Also Thu. 10:30-11:45 Veranda A/B	Sneak Peek: The New Servicing & Liquidation SOP	John A. Miller (SBA) Patricia Cavanaugh (SBA) Margherita Stutz (Borrego Springs Bank) Jane Butler (NAGGL)
	Also Thu. 10:30-11:45 Veranda C	FAQ: Small Loan Advantage 2.0 and Working Capital CAPLines	Patrick Kelley (SBA) Jeffrey Sheffler (Associated Bank)
	Also Thu. 3:00-4:15 Veranda D/E	Case Studies: Avoiding Errors that Endanger Your Guarantee	Ethan Smith (Starfield & Smith) Vanessa Piccioni (SBA)
	Offered Once Red Rock C	504 Program Update: Opportunities for First Mortgage Lenders	Thomas Wallace (IDS Corporation) Matthew Hunt (Zions) Ken Rosenthal (CDC Capital Markets)
2:30 -3:00 pm	Refreshment Break Red Rock Ballroom	Visit the SBA Marketplace!	Sponsors: Galuppo & Blechschmidt and PNC Bank
3:00 -4:15 pm Concurrent Sessions			
	Pavilion Ballroom Also Thu. 10:30-11:45 Veranda D/E	Early Default = "Highest Degree of Scrutiny"	Roxann Burns (SunTrust Bank) Lisa Preston (The Preston Group) Vanessa Piccioni (SBA)
	Also Thu. 3:00-4:15 Veranda A/B	The Growing Importance of Global Cash Flow in SBA Lending	Mimi Case (US Bank) Michael Downes (TD Bank)
	Veranda C Also Thu. 1:15-2:30 Veranda D/E	Distinguish Yourself: Marketing 7(a) Loans	Kendra Vincenty (First Merchants Bank) W. Keith McLaughlin (The Bank of Missouri) John Moshier (KeyBank) Michele Vervlied (PNC Bank) Facilitator: Chris Ledesma (Wells Fargo)
	Also Wed. 10:30-11:45 Veranda D/E	Live from Vegas – It's E-Tran!	Stephen Kucharski (SBA) Sheryl Cameron (JPMorgan Chase)
	Offered Once Red Rock C	Reach the World: Ex-Im Bank's Global Credit Express Pilot Loan Program	Jim Newton (Ex-Im Bank) Gus Grace (Ex-Im Bank)
4:30 -5:30 pm Committee Meetings			
	Siena	504 Lending Committee	
	Trails	Large Lender Committee	
	Summerlin E	Technical Issues Committee	
	Summerlin F	Secondary Market Committee	
	Veranda A/B	Small Lender Committee	
	Veranda C	Associate Member Committee	
6:30-9:00 pm	Business Casual Attire	After a full day of intense discussion, it's time to relax. It's bedrock to red rock as you grab a team, some stunning shoes, a bowling ball and hit the glamorous state-of-the art Red Rock bowling lanes! Whether you're twinkle toes throwing strikes galore ... or a gutter ball king or queen ... it's all great fun. Not a bowler? Never fear – we can't 'spare' you and there's no reason to 'split': Enjoy the lounge, pool tables, dart boards, music videos and the company of friends.	 Platinum Sponsor: banc-serv PARTNERS Gold Sponsors: The Bailey Group & GCF Valuation Plus: Corporate Sponsors
Red Rock Bowling Lanes			

Thursday, October 25			
7:30 -8:30 am	Breakfast Red Rock Ballroom	Breakfast with the Exhibitors	Sponsors: Morgan Stanley and Raymond James
8:30 -10:00 am	General Session Charleston Ballroom Grand Prize Drawings!	8:30 – 9:30: The Latest View: NAGGL Legislative Affairs Update Tony Wilkinson, Lynn Ozer, Tom Cator, Tom Powers 9:30 – 10:00: Impact of Basel III on SBA Lenders (David Bartram, Seacoast Commerce Bank & Bill McGaughey, Morgan Stanley)	Sponsors: Starfield & Smith TD Bank
10:00-10:30 am	Refreshment Break Red Rock Ballroom	Visit the SBA Marketplace! Exhibitor Door Prize Drawings	Sponsors: AEI Consultants Dustin Baker & Company
10:30 –11:45 am	Concurrent Sessions		
	Also Wed. 10:30-11:45 Pavilion Ballroom	More Adventures in Technical Issues	Sherrill Stockton (Exchange Bank) Cecelia Mitchell (Zions Bank) Lynn Ozer (Susquehanna Bank) Dianna Seaborn (SBA) Gregory Prichard (SBA)
	Also Wed. 1:15-2:30 Veranda A/B	Sneak Peek: The New Servicing & Liquidation SOP	John A. Miller (SBA) Patricia Cavanaugh (SBA) Margherita Stutz (Borrego Springs Bank) Jane Butler (NAGGL)
	Also Wed. 1:15-2:30 Veranda C	FAQ: Small Loan Advantage 2.0 and Working Capital CAPLines	Patrick Kelley (SBA) Jeffrey Sheffler (Associated Bank)
	Veranda D/E Also Wed. 3:-00-4:15 Pavilion Ballroom	Early Default = “Highest Degree of Scrutiny”	Roxann Burns (SunTrust Bank) Lisa Preston (The Preston Group) Vanessa Piccioni (SBA)
	Offered Once Red Rock C	New Sources of Credit Enhancement: US Treasury SSBCI Program	Clifton Kellogg (US Treasury) Alice Kotrlík (State of CO, Governors Office) Nancee Trombley (State of CA, Capital Access Program)
11:45 a-1:00 p	Charleston Ballroom	NAGGL Awards Luncheon	Sponsors: BBVA Compass, JPMorgan Chase, Live Oak Bank, US Bank
1:15-2:30 pm	Concurrent Sessions		
	Also Wed. 1:15-2:30 Pavilion Ballroom	Hot Issues for SBA’s Office of Inspector General: Avoiding Mistakes that <i>Other</i> Lenders Made	Terry Settle (SBA OIG) Howard Arp (SBA OIG)
	Also Wed. 10:30-11:45 Veranda A/B	Travel to PARRIS with SBA’s Office of Credit Risk Management	Brent Ciurlino (SBA) Linda Rusche (SBA) (<i>invited</i>) Larry Conley (JPMorgan Chase) Bruce Lammers (Ridgestone Bank)
	Also Wed. 10:30-11:45 Veranda C	Ask the Lawyers: Exploring Equity A to Z	Annemarie Murphy (Live Oak Bank) Tom Hofstetter (Schenck Price Smith & King) David Starfield (Starfield & Smith)
	Veranda D/E Also Wed. 3:00-4:15 Veranda C	Distinguish Yourself: Marketing 7(a) Loans	Kendra Vincenty (First Merchants Bank) W. Keith McLaughlin (The Bank of Missouri) John Moshier (KeyBank) Michele Vervlied (PNC Bank) Facilitator: Chris Ledesma (Wells Fargo)
	Offered Once Red Rock C	Navigating SBA’s International Trade Programs	Rich Schulze (SBA)

2:30-3:00 pm	Refreshment Break Red Rock Ballroom	Visit the SBA Marketplace!	Sponsor: Commercial Credit Reports Community Reinvestment Fund, USA
3:00 -4:15 pm	Concurrent Sessions		
	Offered Once Pavilion Ballroom	Ask the Lawyers: Franchise Agreement Review 101	Stephen Olear (SBA) Tom Hofstetter (Schenck, Price, Smith & King) Nicholas Jellum (Anastasi & Associates) David Starfield (Starfield & Smith)
	Also Wed. 3:00-4:15 Veranda A/B	The Growing Importance of Global Cash Flow in SBA Lending	Mimi Case (US Bank)
	Offered Once Veranda C	Business Valuation Case Studies and Hot Topics	Steve Mize, ASA (GCF Valuation) Neal Patel, CBA (Reliant)
	Also Wed. 1:15-2:30 Veranda D/E	Case Studies: Avoiding Errors that Endanger Your Guarantee	Ethan Smith (Starfield & Smith) Vanessa Piccioni (SBA)

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



SBA Lending Technical Conference
April 30-May 2 • St. Louis, MO

Hyatt Regency St. Louis at the Arch
315 Chestnut Street
St. Louis, MO 63102
Direct: 314.655.1234
Reservations: 888.421.1442
Room Rate: \$169
Hotel Cut-Off Date: **April 5**
www.stlouisarch.hyatt.com