

AGENDA

Wednesday, April 20

- 9:00-3:00 Golf Program – separate registration
- 3:00-6:00 Conference Registration
- 6:00-8:00 Opening Reception
Welcome by Governor Robert Bentley (invited)
John Harrison, Superintendent of Banks
State Banking Department (alternate)

Thursday, April 21

- 7:00-8:00 Breakfast
- 8:15-9:15 *Welcome and Conference Overview*

Tom Todt, District Director
Small Business Administration, Birmingham

SBA and Return on Investment: Profitable Lending

Jeff Mann, Zions Bank

Tim Singleton, Worthington Federal Bank, Huntsville
- 9:30-10:30 Concurrent Workshop Sessions
- 10:30-10:45 Break
- 10:45-11:45 Concurrent Workshop Sessions
- 12:00-1:30 *Lunch – SBA Awards Program*

Jess Knox, SBA Associate Administrator of
Field Operations, SBA, Washington, DC

- 1:45-3:00 *Fixed Asset Lending and the SBA 504 Loan Program*
- Panel from Certified Development Companies:
Teresa Sands, Greater Mobile Development Council
Dana Moore, Southern Development Council
Angie Winter-Sweatman, Alabama Small Business Capital
Bob Dickerson, Foundation Capital
Diane Roehrig, Alacom Finance
- 3:00-3:15 Break
- 3:15 – 4:15 Concurrent Workshop Sessions
- 4:15-4:30 Break
- 4:30-5:30 Concurrent Workshop Sessions
- Adjourn, dinner on your own

Friday, April 22

- 7:00-8:00 Breakfast
- Thomas Stokes, Community Affairs Officer
Federal Deposit Insurance Corporation
Atlanta Region
- 8:00-10:00 *What's New with SBA and How are We Doing?*
- Tom Todt, SBA District Director, Birmingham
- Loan Size
 - Small Business Jobs Act
 - Dealer Floor Plan
 - Advantage Loan Program (Lender/Community Advantage)
 - Business Size Standards
- Discussion, Feedback, and Conference Evaluation
- 10:00 Conference concludes
- 10:00-11:00 Planning meeting for CDC

Concurrent Workshop Sessions

Participants will be able to select from several workshops throughout the conference to learn about key loan programs and lending options for small business. Workshops will be repeated to allow for maximum participation.

Morning Workshop Sessions:

7a Loan Packaging

Jan Roberts and Nicole Reed, Capital Solutions, Birmingham

Using SBA Express Loan Programs

L.D. Ralph, SBA Lender Relation Specialist, Birmingham
Pete Jordan, First National Bank of Brundidge

Electronic Transmission – E-Trans

Sandra Franzago, SBA Citrus Heights, California

Using SBA Resource Partners to Help Your Small Business Customers

Hutch Cole, SCORE State Director
Octavia Kuransky, Program Manager, Central Alabama Women's Business Center
Brian Davis, Alabama SBDC Network

Afternoon Workshop Sessions:

Utilizing the State's Revolving Loan Fund

Terri Pringle, South Alabama Regional Planning Commission, Mobile
L.D. Ralph, SBA Lender Relations Specialist

Export Working Capital Program for International Trade Customers

Ray Gibeau, SBA International Trade Officer, Atlanta

SBA Loan Processing

Sandra Franzago, SBA Citrus Heights, California

SBA Loan Guaranty Purchase - The Ten Tab System

SBA Herndon Loan Guaranty Purchase Center

SBA Small Lenders and Rural Lenders Program

Lender Relations Specialists, Birmingham

SBA Lender Portal

Lender Relations Specialists, Birmingham

Conference Registration

The Alabama SBDC Network is pleased to host this conference which is made possible with the generous assistance of a number of cooperating organizations and sponsors. Registration is \$150 per person and includes all conference materials, the opening reception on April 20; breakfast and lunch on April 21; and breakfast on April 22.

Attire for the conference is business casual.

Hotel Reservations

A block of rooms is reserved at the Renaissance Ross Bridge Hotel in Birmingham for \$189 until April 16, 2011. Please make your room reservations by contacting the hotel directly at 1-800-593-6419. Please reference the meeting name (Alabama Lenders Conference) and group name (University of Alabama SBDC Network) when making hotel room reservations.

Golf Program and Registration

Join your banking colleagues at the Robert Trent Jones Golf Trail at the Renaissance Ross Bridge for a pre-conference outing. Tee time is 9:00. Separate registration is \$150 and includes green fee and lunch.

We are pleased to welcome and thank Southeast Commercial Finance as the corporate sponsor for the golf program.