

# 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.