



FLAGGL 2017: Conference Agenda

November 13-15th

JW Marriott Orlando Grande Lakes



Monday, November 13, 2017

11:00 am – 3:30 pm	Ritz-Carlton Golf Club	<p>Golf Tournament</p> <p>Golf tournament sponsored by GCF Valuation is a traditional scramble with various contests including a hole in one with prizes up to \$5,000. Includes cart, range balls, boxed lunch and 2 drink vouchers.</p>
3:00 pm to 5:30 pm	Mediterranean 1-4 Foyer	<p>Exhibitor Check-In and Setup</p>
4:00 pm to 7:00 pm	Mediterranean 1-4 Foyer	<p>Attendee Check-In</p>
5:30 pm to 7:00 pm	Mediterranean 4	<p>Welcome Reception</p> <p>Join us for a welcome reception with our Exhibitors, sponsored by Sunshine State Economic Development Corporation. Be sure to check in first at our registration desk to grab your badge and bag to collect goodies from our exhibitors. Complimentary beer, wine, soft drinks and hors d'oeuvres. Wear your name badge for entry!</p>

Tuesday, November 14, 2017

7:30 am to 8:30 am	Mediterranean 4	<p>Breakfast Buffet & Networking</p> <p>Exhibits will be open during breakfast, sponsored by Florida Business Development Corporation. Limited seating is available in our exhibit area with more available in the accompanying general session space.</p>
8:30 am to 9:00 am	Mediterranean 1-3	<p>Conference Kick-Off & FL District Updates</p> <p>Hear from the Florida districts about the current state of SBA in the State of Florida and join us in recognizing the state and district small business people of the year.</p> <p style="text-align: center;"><i>South Florida District Small Business Person of the Year Award</i></p> <p style="text-align: center;"><i>Jonel Hein, Deputy District Director, Southern District</i></p> <p style="text-align: center;"><i>Paul Morrow, President of South Dade Air Conditioning & Refrigeration, Homestead, FL</i></p>

South Florida District Update, Vincent J. LoPresti, Assistance District Director

North Florida District Small Business Person of the Year Award

Gil Colon, Deputy District Director, Northern District

Gabriel Ruiz, LTC, USA (Ret), Advanced IT Concepts, Inc., Winter Springs, FL

North Florida District Update, James Van Horn, Lender Relations Specialist

9:00 am to 10:15 am

Mediterranean 1-3

General Session: Update from the Office of the Administrator

Hear from various speakers in the office of the Administrator.

William Manger, U.S. SBA, Associate Administrator

Dianna Seaborn, U.S. SBA, Director OFA

Susan Streich, U.S. SBA, Director Office of Financial Program Operations

10:15 am to 10:45 am

Mediterranean 4

Morning Break & Networking

Join us in the exhibit hall for a snack and some networking. Don't forget your exhibit card, and if you need to charge your mobile devices, use our complimentary charging stations, sponsored by Vose Law Firm and our Wi-Fi sponsored by StreetShares.

10:50 am to 11:50 am

Palazzo A

Breakout Sessions

Management Track: "Critical Success Factors to Growth"

Larry Conley, JP Morgan Chase

Mark Bryant, CenterState Bank

Rich Bradshaw, United Community Bank

Moderator: Rick Von Minden, United Community Bank

Palazzo B

Loan Officer/BDO Track: "How to Improve Sales Productivity"

Scott Radway, Florida First Capital Finance Corporation, Inc.

Ken Rosenthal, CDC Capital Markets

Ray Drew, ReadyCap Lending

Moderator: Sandra Anderson, Sunshine State Economic Development Corporation



Palazzo C

Loan Operations Track: "Data Breaches and Cybersecurity"

Matt Froning, SAFE LLC

Moderator: Kristen Dickey, Esq., Starfield & Smith, PC

12:00 pm to 1:30 pm	Mediterranean 1-3	<p>Keynote Luncheon: Jerry Ross</p> <p>Join us for lunch, sponsored by Starfield & Smith, PC, and hear from Executive Director of the National Entrepreneur Center, Jerry Ross.</p>
1:30 pm to 2:30 pm	Palazzo A	<p>Breakout Sessions</p> <p>Management Track: “Tough Policy Issues/New SOP” <i>Dianna Seaborn, U.S. SBA, Director OFA</i> Moderator: Victor A. Diaz, Esq., Starfield & Smith, PC</p>
	Palazzo B	<p>Loan Officer/BDO Track: “Common Review Findings – PARRIS Metrics/Common Reasons for Screen-outs” <i>Susan Streich, U.S. SBA, Director Office of Financial Program Operations</i> Moderator: Teressa Galloway, American Momentum Bank</p>
	Palazzo B	<p>Loan Operations Track: “Common Review Findings – PARRIS Metrics/Common Reasons for Screen-outs” <i>Susan Streich, U.S. SBA, Director Office of Financial Program Operations</i> Moderator: Teressa Galloway, American Momentum Bank</p>
2:30 pm to 2:50 pm	Mediterranean 4	<p>Afternoon Break & Networking</p> <p>Join us in the exhibit hall for a snack and some networking. Don't forget your exhibit card, and if you need to charge your mobile devices, use our complimentary charging stations, sponsored by Vose Law Firm and our Wi-Fi sponsored by StreetShares.</p>
2:50 pm to 3:50 pm	Palazzo A	<p>Breakout Sessions</p> <p>Management Track: “7(a) and 504 Origination Center Performance” <i>Susan Streich, U.S. SBA, Director Office of Financial Program Operations</i> Moderator: Lynne Singletary, BankUnited Small Business Finance</p>
	Palazzo B	<p>Loan Officer/BDO Track: “Storytelling – It’s all in the Presentation” <i>Brooke Marks, Sunshine State Economic Development Corporation</i> <i>Mitch Fogel, Fogel Law Group</i> <i>Kendra Vincenty, Florida Capital Bank</i> Moderator: Debbie Petrell, Florida First Capital Finance Corporation, Inc.</p>
	Palazzo C	<p>Loan Operations Track: “Tough Policy Issues/New SOP” <i>Dianna Seaborn, U.S. SBA, Director OFA</i> Moderator: Teressa Galloway, American Momentum Bank</p>

4:00 pm to 5:00 pm	Palazzo A Palazzo B Palazzo C	<p>Breakout Sessions</p> <p>Management Track: “Recruiting and Retaining your Sales Force” <i>Chuck Evans, PrudentLenders, LLC</i> <i>Tim Terry, SBA Advisors</i> Moderator: <i>Vinny Muratore, Stone Bank</i></p> <p>Loan Officer/BDO Track: “Structuring and Underwriting Difficult Loans” <i>Ray Chiamulera, Radar Lender Services</i> <i>Sandra Anderson, Sunshine State Economic Development Corporation</i> Moderator: <i>Ray Drew, ReadyCap Lending</i></p> <p>Loan Operations Track: “New and Scary Fraud Trends” <i>Michael Rothman, Esq., Rothman & Tobin, P.A.</i> Moderator: <i>Victor A. Diaz, Esq., Starfield & Smith, PC</i></p>
6:30 pm to 8:30 pm	Mediterranean 1-3	<p>Peace, Love & FLAGGL Dinner & Party sponsored by  </p> <p>Dinner and drink tickets included (cash bar also available). Get Ready for a "Peace"ful time on Thursday evening as we celebrate the 70s in style...Wear your clogs and hot pants because it's time to boogie! All your favorite records will be spinning, and the only thing we'll be protesting is the night ending. Costume prizes will be awarded to best dressed 70s person or characters (and we love group themes)!</p>

Wednesday, November 15, 2017

8:00 am to 9:00 am	Mediterranean 4	<p>Breakfast Buffet & Networking</p> <p>Exhibits will be open during breakfast, sponsored this morning by Radar Lender Services. Limited seating is available in our exhibit area with more available in the accompanying general session space.</p>
9:00 am to 9:10 am	Mediterranean 1-3	<p>General Session: SBA’s 7(a) Community Advantage Pilot Loan Update <i>Manuel Hidalgo, U.S. SBA, Director, Office of Economic Opportunity</i></p> <p>General Session: Export Insights for SBA Lenders <i>Mary Hernandez, U.S. SBA, Regional Manager, International Trade Finance</i></p>

9:10 am to 10:15 am	Mediterranean 1-3	<p>General Session: <i>Update from Trade Associations</i></p> <p><i>Barbara A. Vohryzek, NADCO</i> <i>Larry Conley, NAGGL Chairman</i> <i>Tee Rowe, SBDC</i> <i>Moderator: Tucker Herring, banc-serv Newtek</i></p>
10:15 am to 10:45 am	Mediterranean 1-3	<p>Annual Meeting of the Members & Sponsor Recognition</p> <p>Don't forget to turn in your exhibitor card by 10:15 am for a chance to win a \$500 Amex gift card sponsored by StreetShares</p>
10:45 am to 11:45 am	Mediterranean 1-3	<p>General Session: <i>Concluding Remarks & Open Questions</i></p> <p>Possible topics may include policy changes, affiliation and franchise issues, lender oversight, credit elsewhere, and the new SOP.</p> <p><i>William Manger, U.S. SBA, Associate Administrator</i> <i>Dianna Seaborn, U.S. SBA, Director OFA</i> <i>Susan Streich, U.S. SBA, Director Office of Financial Program Operations</i> <i>Moderator: Tucker Herring, banc-serv Newtek</i></p>
11:45 am to 12:00 pm	Mediterranean 1-3	<p>Prize Giveaways</p> <p>Stay until the end to see if you've won our \$500 grand prize sponsored by StreetShares (must be present to win).</p>