



FLAGGL 2018: Conference Agenda

August 20-22, 2018

Hyatt Regency Orlando

Conference Presenting Sponsor:
Florida First Capital Finance Corporation

Monday, August 20, 2018

8:30 am – 5:00 pm	Bayhill 27	NAGGL Training Class “How to get SBA to Honor its Guaranty” , Instructor David W. Starfield, Esq. <i>This is an optional class for an additional fee through www.NAGGL.org.</i>
8:00 am to 3:30 pm	North Course at Grand Cypress	Golf Tournament <i>Pre-registration required. Transportation to/from hotel & lunch/awards included.</i>
3:00 pm to 5:30 pm	Windermere Foyer	Exhibitor Check-In and Setup
4:00 pm to 7:00 pm	Windermere Foyer	Attendee Check-In
5:30 pm to 7:00 pm	Windermere WX	Welcome Reception

Golf Tournament Sponsored by:

Welcome Reception Sponsored by:

Tuesday, August 21, 2018

7:30 am to 8:30 am	Windermere WX	Breakfast with Exhibitors
		<i>Welcome Breakfast Sponsored by:</i>
8:30 am to 8:45 am	Windermere Y	Welcome Remarks – Deborah Petrell, Florida First Finance Corporation,
8:45 am to 9:00 am	Windermere Y	Annual Meeting of the Members & Signing of SAM
9:00 am to 10:00 am	Windermere Y	Update from the Office of the Administrator William Manger – Associate Administrator US SBA Office of Capital Access Dianna Seaborn – 7(a) Program Director Susan Streich – Office of Credit Risk Management

10:00 am to 10:30 am Windermere WX

Break with Exhibitors

10:30 am to 10:40 am Windermere Y

Update from the Office of the SBA Regional Administrator

Ashley Bell, Esq., SBA Regional Administrator, Region IV, US Small Business Administration

Session Sponsored by:



10:40 am to 11:20 am Windermere Y

Updates from Local SBA Offices and Success Stories

Jonel Hein, South Florida Deputy District Director

Success Story: Small Business Advocate of the year for Florida, Orlando Espinosa, Owner of Emineo Media

Gil Colon, North Florida Interim Deputy District Director

Success Story: Small Business Person of the year for Florida, Michael Zaffaroni, Owner of Liberty Landscape Supply

11:30 am to 12:20 pm

Breakout Sessions

Bayhill 17-18

Management Track: "Creating an effective SBA Lending Team"

Mark Bryant, CenterState Bank

Hakim Kassam, BankUnited

Marty Ferguson, Radius Bank

Moderator: Tim Terry, SBA Advisors

Bayhill 19-20

Loan Officer Track: "Credit Underwriting"

Ray Chiamulera, Radar Lender Services

Dianna Seaborn, US SBA

Moderator: Bill Burke, Paradise Bank

Bayhill 21

Loan Operations Track "Loan Operations Best Practices"

Pam Scott, Radar Lender Services, LLC

Paul Rosen, Platinum Peak Advisors, LLC

Mitch Fogel, Mitch Fogel PA

Moderator: Sandra Anderson, Sunshine State Economic Development Corporation

Bayhill 22

Blended Track "Export lines/Cap lines and USDA loans"

Mary Hernandez, US SBA

Jonel Hein, US SBA

Christopher Adamchak, USDA

Moderator: Marianne Keehan, TD Bank

12:30 pm to 1:45 pm Windermere Y

Keynote Luncheon

Maggie Cook, Maggie Cook LLC

Keynote Luncheon Sponsored by:



1:45 pm to 2:15 pm Windermere WX

Break with Exhibitors

<p>2:15 pm to 3:05 pm</p>	<p>Bayhill 17-18</p> <p>Bayhill 19-20</p> <p>Bayhill 21</p> <p>Bayhill 22</p>	<p>Breakout Sessions</p> <p>Management Track: “Strategies for protecting your Guaranty” <i>Victor Diaz, Starfield and Smith</i> <i>Susan Streich, US SBA</i> <i>Intro: Lynn Singletary, BankUnited</i></p> <p>Loan Officer Track: “How to grow your pipeline and exceed your production goals” <i>Bruce Boddie, Wells Fargo</i> <i>Moderator: Rich McClintock, JP Morgan Chase</i></p> <p>Loan Operations Track: “SBA 504 case studies” <i>Scott Radway, Florida First Capital Finance Corp.</i> <i>Mark Mayhew, FBDC</i> <i>Tom Wallace, IDS</i> <i>Beth Herdegen, Sunshine State Economic Development Corporation</i> <i>Moderator: Debbie Petrell, Florida First Capital Finance Corp.</i></p> <p>Blended Track: “Building your brand & communication in the Digital Age” <i>Ray Drew, ReadyCap</i> <i>Sanjay Bhaskar, Streetshares</i> <i>Moderator: Vinny Muratore, Stone Bank</i></p>
<p>3:15 pm to 4:30 pm</p>	<p>Windermere Y</p>	<p>Update from Trade Associations</p> <p>NADCO – Barbara A. Vohryzek, NADCO</p> <p>NAGGL – David Starfield, Starfield & Smith</p> <p>SBDC – Mike Myhre, SBDC State Director</p>
<p>6:00 pm to 8:00 pm</p>	<p>Garden Terrace (Windermere Y in case of weather)</p>	<p>Superhero Reception</p> <p>Bring your cape and join us for an all-star reception featuring YOU, our small business lending community superheroes! Heavy hors d’oeuvres and drink tickets included.</p> <div data-bbox="1457 1019 1892 1130" style="border: 1px solid black; padding: 5px; text-align: center;"> <p>Reception Sponsored by:</p>  <p>Florida First Capital Finance Corporation</p> </div>

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9:00 am to 10:15 am	Windermere Y
10:15 am to 11:15 am	Windermere Y
11:15 am to 11:30 am	Windermere Y

Breakfast Buffet with Exhibitors

Closing Breakfast Sponsored by:



Sponsor Recognition

Closing General Session I: *The Office of Credit Management Risk-Based Review Process*

Susan Streich, US Small Business Administration, Director, Office of Credit Risk Management

Closing General Session II: *Credit Elsewhere and Equity Injection Revisited*

Dianna Seaborn, US Small Business Administration, Director, Office of Financial Assistance

Prize Giveaways

Grand Prize Drawing Sponsored by:

