



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

*Golf Tournament Sponsored by:*



*Welcome Reception Sponsored by:*



#### Tuesday, August 21, 2018

7:30 am to 8:30 am	Windermere WX	<b>Breakfast with Exhibitors</b>
		<i>Welcome Breakfast Sponsored by:</i> 
8:30 am to 8:45 am	Windermere Y	<b>Welcome Remarks – Deborah Petrell, Florida First Finance Corporation,</b>
8:45 am to 9:00 am	Windermere Y	<b>Annual Meeting of the Members &amp; Signing of SAM</b>
9:00 am to 10:00 am	Windermere Y	<b>Update from the Office of the Administrator</b> 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

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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**

Celebration 9-10

**Management Track: "Creating an effective SBA Lending Team"**

Mark Bryant, CenterState Bank

Hakim Kassam, BankUnited

Marty Ferguson, Radius Bank

Moderator: Tim Terry, SBA Advisors

Celebration 7-8

**Loan Officer Track: "Credit Underwriting"**

Ray Chiamulera, Radar Lender Services

Dianna Seaborn, US SBA

Moderator: Bill Burke, Paradise Bank

Celebration 6

**Loan Operations Track "Closing 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

Celebration 5

**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**

Magie Cook, Magie Cook LLC

Keynote Luncheon Sponsored by:



1:50 pm to 2:40 pm	Celebration 9-10	<p><b>Breakout Sessions</b></p> <p><b>Management Track: “Strategies for protecting your Guaranty”</b>  <i>Victor Diaz, Starfield and Smith</i>  <i>Susan Streich, US SBA</i>  <i>Intro: Lynn Singletary, BankUnited</i></p>
	Celebration 7-8	<p><b>Loan Officer Track: “How to grow your pipeline and exceed your production goals”</b>  <i>Bruce Boddie, Wells Fargo</i>  <i>Moderator: Rich McClintock, JP Morgan Chase</i></p>
	Celebration 6	<p><b>Loan Operations Track: “SBA 504 case studies”</b>  <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>
	Celebration 5	<p><b>Blended Track: “Building your brand &amp; communication in the Digital Age”</b>  <i>Ray Drew, ReadyCap</i>  <i>Sanjay Bhaskar, Streetshares</i>  <i>Moderator: Vinny Muratore, Stone Bank</i></p>
2:45 pm to 3:15 pm	Windermere WX	<p><b>Break with Exhibitors</b></p>
3:15 pm to 4:30 pm	Windermere Y	<p><b>Update from Trade Associations</b></p> <p>NADCO – Barbara A. Vohryzek, NADCO  NAGGL – David Starfield, Starfield &amp; Smith  SBDC – Mike Myhre, SBDC State Director</p>
6:00 pm to 8:00 pm	Garden Terrace (Windermere Y in case of weather)	<p><b>Superhero Reception</b></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>



**Wednesday, August 22, 2018**

8:00 am to 9:00 am	Windermere WX
9:00 am to 9:15 am	Windermere Y
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:*

