

Annual South Central TN Lender's Conference

**Connecting Lenders across Tennessee with ways to improve or add
to their portfolio through Non-Conventional Resources**

Wednesday, April 13th, 2016 at the Northfield Center

Hosted by: South Central Tennessee Development

A marketing division of SCTDD and SCTBDC

- 8:00 AM Registration - Coffee, Pastries, Muffins, and Granola in the Foyer
- 8:15 AM Eddie Fitzgerald - SCTD - Welcome/Plenary Address
- 8:30 AM B&I Lending Update - Dan Beasley, Program Director Tennessee, USDA
- 9:15 AM Breakout Session 1
- | | |
|--------------|--|
| Theater | Debbie Golbach - BCR - Credit Bureau Reporting Regulatory Update |
| Conference | Tony Zara - Table Funding Partners for Interim or Construction Lending |
| Conference 2 | Gary Griffin- Capital Growth Solutions - Underwriting 101 for SBA |
| Classroom 1 | Bob Fritzlan- FIAG - Collateral - One of the 5 C's of Credit |
| Classroom 2 | Mark Nichols - Flexible Capital Solutions - Using the NMTC to Your Advantage |
- 10:00 AM Breakout Session 2
- | | |
|--------------|---|
| Theater | Adia Holland - USDA - Rural Energy for America Program (REAP) |
| Conference | Thomas Wallace - NAGGL - The Business Case for SBA Lending |
| Conference 2 | Chris Fonzi - Logic Environmental - Environmental Updates for Government Guaranteed Lenders |
| Classroom 1 | Leroy Cunningham - Using SBDCs to Improve Lending Efficiency |
| Classroom 2 | Matt Monaco - Banes Capital Group - Secondary Market Update |
- 10:45 AM National and Southeastern Economic Update, Laurel Graefe, Federal Reserve Bank
- 11:30 AM Sponsorship Appreciation and Special Thanks - Eddie Fitzgerald
- 11:40 AM Buffet Style Lunch - *Carved Prime Rib with choice of vegetables, salad, roll, dessert*
- 12:45 PM State of SBA Lending and Program Updates - Walter Perry, District Director, SBA
- 1:30 PM CRA Considerations for SBA Loan Products, Nancy Gresham-Jones, Southern District Community Affairs Officer - Comptroller of the Currency, Atlanta Field Office
- 2:15 PM National Update, Chimene Okere, Special Advisor to the Associate Administrator, Office of Capital Access
- 3:00 PM What to Expect from The 504 Refinancing Program, Thomas Wallace, NADCO
- 3:45 PM Closing Remarks - Drawings for Door Prizes! -- Tony Beyer, Treasurer SCTBDC



Meet the Presenters: Dan Beasley, Leroy Cunningham, Laurel Graefe, Walter Perry, Nancy Gresham- Jones, Tom Wallace

The Lender's conference is free to attend, but you must register in advance to reserve a spot.

Email Eddie Fitzgerald at efitzgerald@sctdd.org to register before April 6th!

Directions to Northfield:

Northfield Workforce Development and Conference Center

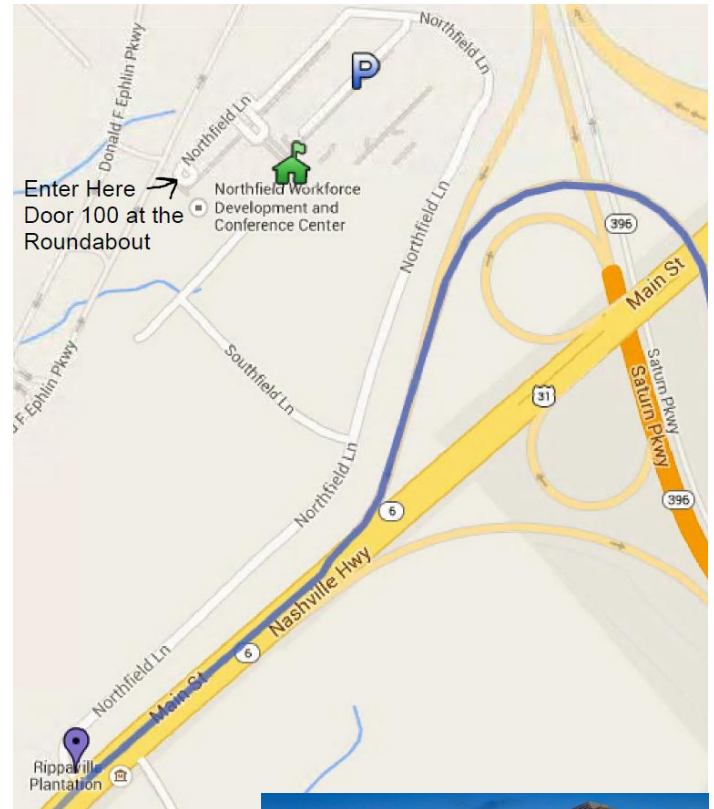
5000 Northfield Lane Spring Hill, TN 37174

From I-65 (north or south):

- Take Exit 53 Saturn Parkway
- Go approximately 4 miles (exit to US 31 south toward Columbia)
- Immediately once on US 31 South turn right into the Northfield entrance (5000 Northfield Lane), this will be across the road from Rippavilla Plantation next to the large sign with electronic display
- Follow the road around to the Northfield building then proceed all the way around to Door 100 underneath the awning at the roundabout. Park and enter on the East side of the building

From South:

- Take US-31 North toward Spring Hill
- Go approximately 1.5 miles north of Spring Hill High School
- Turn left into the Northfield entrance (5000 Northfield Lane), this will be across the road from Rippavilla Plantation next to the large sign with electronic display
- Follow the road to the Northfield building then proceed all the way around to Door 100 underneath the awning at the roundabout. Park and enter on the East side of the building



Overnight accommodations are available at:

Fairfield Inns and Suites

1545 Halifax Drive

Columbia, Tennessee 38401

Event Rates start at \$129 - Book directly with Elizabeth Carroll
(elizabeth.carroll@marriott.com) for reservations and reference the Annual Lenders
Conference with South Central TN Development. Special rate expires after March 29, 2016
or when the block has been filled.

