

CONFERENCE INFORMATION PACKAGE



SOUTHEASTERN SMALL BUSINESS LENDERS CONFERENCE

MARCH 10-12, 2027 • JACKSONVILLE, FLORIDA

THEN, NOW, NEXT

Celebrating the progress of SBA lending - and building what comes next.

2027 VENUE

Hyatt Regency Jacksonville Riverfront

225 East Coastline Drive • Jacksonville, FL 32202

Hotel room block rate: \$235 + tax **Reservation cutoff: February 14, 2027**

sesblc.com



CONFERENCE AT A GLANCE

Three days of SBA education, connection and forward momentum

Our conference begins WEDNESDAY at 3:30 PM!

Please plan your travel accordingly to check-in by 3:00 PM.

SESBLC brings together SBA lending professionals for industry-leading education, practical breakout content and high-value networking. General sessions will feature timely SBA-relevant topics, economic and policy perspectives, and updates from leaders across the small business lending ecosystem.

The 2027 theme, **Then • Now • Next**, will look back at the practices and milestones that shaped SBA lending, spotlight the tools and ideas driving the industry today, and challenge attendees to help define what comes next.

HYATT REGENCY JACKSONVILLE RIVERFRONT

Set on the St. Johns River in downtown Jacksonville, the hotel offers walkable access to the urban riverfront, panoramic river and skyline views, onsite dining, a rooftop pool and extensive meeting facilities.

The Jacksonville International Airport (JAX) is approximately 15.1 miles from the hotel. Current posted parking rates are from \$34 self-parking and from \$44 valet; rates are subject to change.

Conference group rate: \$235 + Taxes

Room block cutoff: February 14, 2027

Group rate is available 3 days prior and 3 days post-conference dates at hotel's discretion, based on general availability.

HIGH-LEVEL AGENDA

WEDNESDAY, MARCH 10

8:30-1:00 PM	Golf Tournament*
1:00-2:30 PM	St. Johns River Tour*
12:00-3:00 PM	Exhibitor Check-In & Setup
12:00-6:30 PM	Attendee Check-In
3:30-5:00 PM	Opening General Session
4:00 PM	Hotel Check-In Available
5:00-7:00 PM	Welcome Reception

**Optional activity for additional fee*

THURSDAY, MARCH 11

7:30-8:30 AM	Breakfast & Exhibits
8:30-10:00 AM	Morning General Session
10:00-10:30 AM	Networking Break & Exhibits
10:30-11:45 AM	Breakout Sessions
11:45 AM-1:00 PM	Networking Lunch w/Exhibitors
1:15-5:00 PM	Breakouts + Networking Break
6:30-9:30 PM	Liquid Current After Hours

FRIDAY, MARCH 12

8:00-9:00 AM	Breakfast & Exhibits
9:00-11:30 AM	Closing Session
9:00-1:00 PM	Exhibitor Breakdown

WEDNESDAY

OPTIONAL ACTIVITIES

These optional activities are designed as pre-conference experiences before the 3:30 PM Opening Session. Join us for some bonus networking time to kick off our conference!



GOLF

BLUE SKY GOLF CLUB

📍 1700 Monument Rd, Jacksonville, FL 32225



Wednesday, March 10

8:30 AM Shot Gun Start

(Bus departs from the Hyatt lobby at 7:00 am)



\$200 per player



Includes green fees, cart fees, tournament contests with prizes, range balls, breakfast and two drink tickets to use while on the course.



ST. JOHNS RIVER TOUR

1.5 HOUR GUIDED SCENIC BOAT TOUR



Wednesday, March 10

1:00 – 2:30 PM

(Meet at the hotel dock at 12:45 PM)



Pricing TBD



Enjoy a 1.5 hour guided scenic boat tour of the St. Johns River. Includes drink tickets and light snacks while on board.



NOTES ABOUT OPTIONAL ACTIVITIES

Activities are open to both conference attendees and guests and require advance registration. Costs are in addition to the conference registration fee and may be added during or after initial conference registration, until sold out. Note that GOLF is the only activity included as a sponsorship benefit and is not transferable to other activities, should sponsored attendees not wish to play golf.

SIGNATURE EVENTS

Connections that honor where we have been and spark what comes next

Note to Sponsors: Please ensure any sponsored activity has a published start time that does not occur during conference events.

The main graphic for the 'Rewind & Reconnect' event is set against a dark blue background with a city skyline and palm trees. At the top, a stylized bridge graphic with the words 'THEN | NOW | NEXT' and the year '2027' is shown. Below this, the text 'SESBLC' is in large, bold, blue letters. The main title 'Rewind & RECONNECT' is in a large, stylized font, with 'Rewind' in white and 'RECONNECT' in blue. A cassette tape graphic is positioned to the right of the title, with the words 'WELCOME RECEPTION' on its label. Below the title, a dark blue box contains a calendar icon and the text 'WEDNESDAY, MARCH 10 5:00 – 7:00 PM'. Below this box, a paragraph of text describes the event. At the bottom, four icons represent the event's activities: 'RECONNECT with longtime colleagues', 'MEET new faces', 'VISIT our exhibitors', and 'ENJOY beverages and hors d'oeuvres before heading into your evening dinner plans'. A final box at the bottom states 'INCLUDED FOR CONFERENCE ATTENDEES AND REGISTERED GUESTS.'.

WEDNESDAY, MARCH 10
5:00 – 7:00 PM

After the Opening Session, join us in the Exhibit Hall to launch **SESBLC 2027**. Our **“Rewind & Reconnect”** Welcome Reception will connect the story of SBA lending across generations — from the relationships and practices that built the industry, to the ideas shaping today, to the partnerships that will move us forward.

RECONNECT
with longtime colleagues.

MEET
new faces.

VISIT
our exhibitors.

ENJOY
beverages and hors d'oeuvres before heading into your evening dinner plans.

INCLUDED FOR CONFERENCE ATTENDEES AND REGISTERED GUESTS.



LIQUID CURRENT AFTER HOURS



MARCH 11
6:30 – 9:30 PM

Step into the **NEXT** chapter of SBA networking at **Liquid Current After Hours** – a vibrant, neon, futuristic riverfront experience designed to glow after dark.



ILLUMINATED RIVERFRONT

Walk through a completely transformed riverfront, grab a neon liquid chalk marker and leave your mark.



GLOWING CRAFT COCKTAILS

Sip custom glowing craft cocktails from our LED bars.



LIVE LO-FI BEATS

Enjoy premium ambient lo-fi beats curated live to keep the energy sharp and the networking fluid.



DINNER & DRINKS

A full dinner and drink tickets with a cash bar also available.

INCLUDED FOR CONFERENCE ATTENDEES AND REGISTERED GUESTS.

EDUCATIONAL CONTENT

The progress of SBA lending - examined from every angle.



This year's Opening Session will be on Wednesday at 3:30 PM.

Don't miss Wednesday's Opening Session, featuring our **Keynote Speaker, Dr. Roger Tutterow**. Dr. Tutterow is a Professor of Economics at Kennesaw State University where he also serves as the Director of the Econometric Center in Kennesaw's Coles College of Business.

Dr. Tutterow's analyses of the economic, business, and political environments have been featured in a variety of media, including the Wall Street Journal, USA Today, Atlanta Journal Constitution, among others. In addition to his work in academia, Dr. Tutterow has served as a consultant for corporate clients and has provided expert testimony on economic, financial, and statistical matters in state and federal courts. Dr. Tutterow served on the Council of Economic Advisors, under Georgia Governors Sonny Perdue, Nathan Deal, and Brian Kemp and was selected by Georgia Trend magazine as a "notable Georgian" and as one of "Georgia's Most Influential" by James magazine.



Thursday will be a full day of breakout sessions capped off with our *Liquid Current After Hours* evening event, followed by a closing general session Friday morning. The schedule allows for ample breaks and mealtimes with plenty of dedicated networking time. General session speakers will be announced closer to the conference, and we anticipate participation from U.S. SBA Headquarters leadership and the broader government-guaranteed lending community. The conference will conclude at 11:30 am on Friday.

Breakout sessions will continue to include content for every role in the SBA lending process and every level of experience, while the Then, Now, Next theme will create opportunities to examine how lending practices have evolved, what is working now, and which emerging tools, policy shifts and market forces deserve attention next.

PLANNED BREAKOUT TOPICS

- | | |
|--|--|
| • 7(a) Lending Policy Updates & Hot Topics | • Portfolio Management |
| • 504 Lending Policy Updates & Hot Topics | • Closing Attorney Panel |
| • Loan Underwriting and Credit Quality | • Environmental Due Diligence |
| • SOP Updates | • Mitigating Construction Risks |
| • Underwriting & Servicing SBA Loans | • Liquidation & Litigation Responsibilities |
| • USDA Program Overview & Updates | • Equity Injection & Disbursements |
| • Secondary Market | • Express Loans |
| • Real Estate Appraisals | • Affiliation & Franchise Lending |
| • Alternative Loan Programs | • Loan Closings |
| • Marketing Your SBA Program | • Loan Servicing Best Practices & 1502 Reporting |
| • Business Acquisitions | • Approachable AI |
| • Change of Ownership | • Technology/iCAP |

**Topics are subject to change based on current relevance, SBA procedural updates, and other factors that may impact the program.*



REGISTRATION

In-person attendance only • No walk-up registration

Attendee and sponsorship registration is available online at [SESBLC.com](https://www.sesblc.com).

LENDER EARLY BIRD	LENDER REGULAR	LENDER LATE	GOVERNMENT
\$449 Member \$549 Non-Member	\$549 Member \$649 Non-Member	\$649 Member \$749 Non-Member	\$349
Through November 15, 2026	Through February 15, 2027	After regular deadline / until sold out	U.S. SBA, SBDC and USDA non-speaking attendees

ELIGIBILITY & TICKET NOTES

The Lender rates above are reserved for bank and non-bank lenders, CDCs and credit unions.

Companies that are not lending institutions and have not registered as a sponsor must select the Non-Lender/Non-Sponsor rate, which is \$899 for GLQC members and \$999 for non-members. This generally includes LSPs, attorneys, environmental/construction providers, insurance providers, title companies, consultants and CPAs, recruiting firms, technology companies, valuation companies and any other non-lending organizations.

Guest Pass: Reserved for non-industry professionals such as spouses. Guest passes include access to the Wednesday Welcome Reception and Thursday evening's Liquid Current After Hours event. *Industry professionals may not use guest passes for event access.* Rate is \$250 if registering through February 15, 2027 and \$300 on or after February 16, 2027 until sold out (a limited number of guest passes are available and will not be available onsite if sold out).

Attendance is in-person only; virtual attendance is not offered. Walk-up registration will not be available. Substitution and cancellation deadlines for 2027 can be found in the terms and conditions section.

ADD-ON ACTIVITY TICKETS

Separate pricing applies to optional activities per pricing on page 3.



SPONSORSHIP LEVELS & BENEFITS

BENEFIT	PRESENTING \$12,500	DIAMOND \$7,000	PLATINUM \$5,000	GOLD \$4,000	SILVER \$2,000
Exclusivity	Limited to 1 Sponsor	N/A	N/A	N/A	N/A
Exhibit Space	20'x20' Double-Booth Included	10'x10' Oversized Booth Included	8'x10' Standard Booth Included	8'x10' Standard Booth Included	8'x10' Standard Booth (+\$500)
Exhibit Location	First Choice	Choice	Choice	Assigned	Assigned
# Conference Tickets # Golfers	4 4	3 2	2 1	2 N/A	1 N/A
Discounted Attendees @ Lender Member Rate	Included	Included	Included	Included	Included
GLQC Membership	1 year	1 year	1 year	1 year	1 year
Logo Inclusion	Conference Website Conference Emails All Printed Attendee Material All Digital Attendee Material Presentation Slides Event Signage Registration Area Branding	Conference Website Conference Emails All Printed Attendee Material All Digital Attendee Material Event Signage Registration Area Branding	Conference Website Conference Emails All Digital Attendee Material Event Signage Registration Area Branding	Conference Website Conference Emails Event Signage	Conference Website Conference Emails
Digital Ads	App rotating ad/profile + exhibit hall loop + featured email	App rotating ad/profile + exhibit hall loop	App rotating ad/profile + exhibit hall loop	App profile + exhibit hall loop	App profile
Event Sponsorship	Welcome Reception/Liquid Current After Hours/Opening Session/Golf	Golf/Lunch/River Tour/ Closing Session	Breakfasts/Breakouts/ Activities	Breaks	N/A
Verbal Recognition	Opening + Closing	Opening + Closing	Opening + Closing	N/A	N/A
Mobile App	Profile + rotating banner	Profile + rotating banner	Profile	Profile	Profile
Promo Sponsorship	Logo on Badges Logo on Bags Optional SWAG Item*	Optional SWAG Item*	\$250 SWAG Item*	\$250 SWAG Item*	N/A
Advance Attendee List	4 weeks before 2 weeks before 1 week before Post-Conference	2 weeks before 1 week before Post-Conference	2 weeks before 1 week before Post-Conference	1 week before Post-Conference	1 week before Post-Conference

**Optional SWAG Items: Presenting and Diamond sponsors may provide a branded item to be included in our SWAG BAG station at conference registration, free of charge. Platinum and Gold sponsors may add this option onto their registration for an additional \$250. Items must be provided and shipped directly by sponsors to the conference venue, and our conference organizers will display your item at the SWAG BAG Station. Additional details regarding expected attendee numbers, etc. will be provided to participating sponsors closer to the event date.*



PRESENTING SPONSOR OPPORTUNITIES

One exclusive position with the most prominent conference visibility

SPEAKING OPPORTUNITY

Welcome attendees during the Wednesday afternoon Opening General Session with a 5-minute speaking opportunity and introduction of our keynote speaker.

SIGNATURE EVENT SPONSORSHIP

The Presenting Sponsor is planned as the exclusive sponsor of the Opening Session and Liquid Current After Hours, with prominent recognition integrated into both experiences.

MARKETING

Prior to the conference, the Presenting Sponsor receives top-tier visibility in SESBLC email marketing, digital promotions and onsite materials, plus the opportunity for a featured company article or advertisement in a conference email.

EXHIBIT HALL PRESENCE

The Presenting Sponsor receives the largest and most prominent exhibit location, planned as a 20'x20' double booth space with first choice of available placement.

ATTENDEE LISTS

Advance attendee-list access is planned as part of the highest sponsorship tiers, subject to final privacy, usage and distribution policies. The presenting sponsor receives the list prior to any other sponsors at four weeks prior to the event start date, and then again at intervals of 2 weeks and 1 week prior.

HOW TO SPONSOR

Visit [SESBLC.com](https://www.sesblc.com)

Presenting Sponsorship is first-come, first-served and limited to one sponsor.

Register early for the best selection of sponsor benefits and exhibit locations.

Questions: GLQC@eventfullyyourz.com • 844.887.6477

2027 sponsorship deadline is January 15th

TRAVEL INFORMATION

Jacksonville, Florida • Downtown St. Johns Riverfront





TRAVEL Information





BY AIR

Fly into Jacksonville International Airport (JAX), conveniently located just minutes from downtown.



BY CAR

Jacksonville is easily accessible via I-95 and I-10, with straightforward routes to downtown.



HOTEL

Our host hotel is located in the heart of downtown Jacksonville, offering easy access to the conference, dining, and attractions.



GROUND TRANSPORTATION

Taxis, rideshare services (Uber/Lyft), and rental cars are all available at JAX for your convenience.

GETTING HERE

Jacksonville International Airport (JAX) is approximately 15.1 miles from Hyatt Regency Jacksonville Riverfront. Taxi and rideshare services are available at the airport. Hyatt currently lists self-parking from \$34 and valet parking from \$44; all transportation and parking rates are subject to change.

Hotel: Hyatt Regency Jacksonville Riverfront • 225 East Coastline Drive, Jacksonville, FL 32202 • 904.588.1234

ABOUT JACKSONVILLE

Jacksonville pairs a dynamic downtown with the broad St. Johns River, a growing arts and dining scene, and easy access to Northeast Florida's beaches and neighborhoods. The riverfront setting is an ideal match for Then, Now, Next: historic bridges and long-standing business districts meet an evolving downtown and a forward-looking waterfront.

The conference hotel offers walkable downtown access and panoramic St. Johns River views, with onsite restaurants, a full-service Starbucks, a rooftop pool and extensive meeting facilities.

PLAN AHEAD

Conference group hotel rate: \$235 + taxes & fees

Room block cutoff: February 14, 2027 or until sold out

Reserve early once the block opens, especially if extending your stay before or after the conference.



ABOUT GEORGIA LENDERS QUALITY CIRCLE

The association behind SESBLC

GLQC is a non-profit association for banks, non-bank lenders, certified development companies, small business development centers, micro-lenders, and other associations, professionals and service providers active in the origination, support, management and liquidation of government-guaranteed small business loans. The association seeks to provide a forum for members to exchange ideas, information and insight with the greater community of small businesses, SBA officials and other parties involved with this market. **Learn more at GLQC.org.**

GEORGIA LENDERS QUALITY CIRCLE - BOARD OF DIRECTORS

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CONFERENCE QUESTIONS

For questions related to sponsorship or the conference in general, please contact the EventfullyYourz event team at GLQC@eventfullyyourz.com or 844.887.6477.

Information regarding cancellations and refunds is included on the following pages.



SESBLC 2027 TERMS & CONDITIONS

IN-PERSON ATTENDANCE ONLY

The 2027 Southeastern Small Business Lenders Conference (SESBLC) registration includes in-person attendance only; virtual attendance is not an option in any circumstance other than providing remote access to a particular session for a participating speaker. Currently, there are no specific COVID-related safety measures or requirements in place for in-person attendees, subject to change. The conference will abide by whatever requirements are in place in the hosting city and/or venue(s) and will communicate those requirements to attendees if and when they change as soon as readily possible. Attendees agree to abide by any and all safety measures as deemed necessary by the conference organizers.

CONFERENCE PAYMENTS

All conference registration and sponsorship payments are processed by our third-party event management firm, EventfullyYourz, on behalf of the Georgia Lenders Quality Circle (GLQC, Inc.). Note that credit card statements may reflect "EventfullyYourz Event Management" or a description similar to the merchant's name. GLQC reserves the right to cancel any registration or sponsorship that is not paid timely according to payment due dates, retaining any funds already received. For conference or payment-related questions, please contact GLQC@eventfullyyourz.com or call 844-887-6477.

CANCELLATION & REFUND POLICY

SPONSORS: Sponsors must pay in full within 30 days of the registration date or by January 16, 2027, whichever is sooner, to avoid loss of sponsorship benefits. Sponsors may request to cancel in writing via email to GLQC@eventfullyyourz.com up until December 1, 2026, to receive a 50% refund via the original payment method, at which time all sponsor benefits are then forfeited. If a request to cancel is received on or after December 2, 2026, no refunds can be given, and the sponsor may choose to retain all benefits if desired. Partial refunds cannot be applied if physical attendance or use of any included benefits are not desired. Included sponsor attendees may be substituted up until February 14, 2027.

ATTENDEES / GUESTS: Attendees/Guests may request cancellation of attendee or guest tickets via email to GLQC@eventfullyyourz.com by February 1, 2027, for a full refund via the original payment method. Cancellation requests for any reason on or after February 2, 2027, will not receive a refund of any amount. Substitutions are permitted through March 1, 2027.

Optional Add-On Activities: Activity-specific cancellation policies, minimum participation requirements and weather-related terms will be published with final activity details. Refunds may be limited once vendor commitments are made.

Golf Tournament is rain or shine. Refunds cannot be given for voluntary forfeiture of play for any reason. A full refund of paid golf registration is provided with written notice on or before January 31, 2027.