

SESBLC 2020

SOUTHEASTERN SMALL BUSINESS LENDING CONFERENCE

Expert-Led Training Sessions.

Ample Networking Time.

SBA Headquarters Speakers.

Nearly 400 Attendees.

7(a) & 504 Lending.

More than 90 Organizations.



MARCH 18-20, 2020

2:00 pm / 12:00 pm

Omni Grove Park Inn
Asheville, NC

www.GLQC.org

CONFERENCE DETAILS

This annual conference held at the beginning of each year, is a networking and training event held over a 3-day period. It includes keynote speakers on SBA relevant topics, forecast of the economy, breakout training sessions with topics for all levels and roles in SBA lending (i.e., lenders, closers, underwriters, management and support staff) as well as several networking opportunities.

Past speakers have included representatives from the Small Business Administration's Office of Capital Access, Office of Credit Risk Management, Office of the Administrator, Export and International Trade and more, as well as representatives from NAGGL and NADCO, and keynote speakers such as Economist Dr. Roger Tutterow (Kennesaw State University), and many more talented professionals.

Each year, the conference has grown not only by number of attendees, but by number of sponsors and quality of educational opportunities. Last year, over 90 different companies and government agencies were represented by more than 400 attendees.



Group Rate \$204

Reserve your room before the Cut-off Date of **FEBRUARY 14th**

Government rates of \$119 are available until sold out

Summit guests enjoy discounts on spa services and golf greens fees.

Omni Select guests receive complimentary in-room Wi-Fi. Self-Parking and valet parking are available.

AGENDA

Tuesday, March 17th

8:30 – 5:00 pm

Optional Pre-Conference Training*

Wednesday, March 18th

8:30 – 5:00 pm

Optional Pre-Conference Training*

Highlands Open Golf Tournament

Optional Asheville Rooftop Tour

Exhibitor Check-In & Setup

Attendee Check-In

Welcome Reception

Optional Haunted Asheville Tour

Thursday, March 19th

7:30 – 8:30 am

Breakfast

8:30 – 9:45 am

Opening Session

9:45 – 10:15 am

Networking Break with Exhibitors

10:15 – 11:45 am

Breakout Sessions

12:00 – 1:30 pm

Keynote Lunch

1:45 – 3:00 pm

Breakout Sessions

3:00 – 3:30 pm

Networking Break with Exhibitors

3:30 – 4:30 pm

Breakout Sessions

6:00 – 6:30 pm

Buses Depart for Brewery

6:30 – 9:00 pm

Highland Games at Highlands Brewery

9:15 – 10:00 pm

Buses return to hotel

Friday, March 20th

8:00 – 9:00 am

Breakfast

9:00 – 11:00 am

Closing Session & Prizes

11:00 – 1:00 pm

Exhibitor Breakdown

*Optional Event for an additional fee. Details forthcoming

VENUE INFORMATION

This year's conference will return to the [Omni Grove Park Inn](#), set atop Sunset Mountain, offering world-class guest services and amenities aimed to pamper and relax guests of all ages. The property has an 18-hole golf course, indoor and outdoor pools, a 43,000-square foot spa, a sports complex with fitness center, tennis, racquetball, yoga and aerobics, and a sunset walking trail.

There are 10 distinct dining options on property, each offering something different from restaurants to bars to terraces with breath-taking mountain views.

Reserve Your Room

SPONSORSHIP LEVELS & BENEFITS



	Presenting \$7,500 <small>Limited to 1 sponsor</small>	Diamond \$5,000 <small>Limited to sponsors in non-competing categories</small>	Platinum \$3,000	Gold \$2,500	Silver \$1,500	Exhibit Only \$1,750
Exhibit Table	Oversized Booth (12'x10')	Included	Included	\$300 Additional	\$400 Additional	Included
Exhibit Table Location	Center Floor, or First Choice	Choice	Choice	Choice	Assigned	Assigned
# Conference Tickets Included	5	4	3	2	1	1
Discounted Attendees	Unlimited at \$349	2 additional at \$349	None	None	None	None
# Activity Tickets	5 Golf or Ghost Tour	4 Golf or Ghost Tour	3 Golf or Ghost Tour	2 Golf	N/A	N/A
GLQC Membership	One year included	One year included	One year included	One year included	One year included	N/A
Digital Presence	Logo on GLQC Home Page & Event Page	Logo on GLQC Home Page & Event Page	Logo on Event Page	Logo on Event Page	Logo on Event Page	Name on Event Page
Featured Sponsor w/Signage and Recognition	Mobile Event Guide Welcome Reception Welcome Session Highland Games Event	Welcome Reception Golf Tournament Keynote Lunch Charging Station	Rooftop Tour Ghost Tour Breakfasts Breakouts	Wi-Fi Breaks	N/A	N/A
Small Batch Brew at Highland Games	YES	NO	NO	NO	No	NO
Verbal Recognition	Opening & Closing Sessions	Opening & Closing Sessions	Opening & Closing Sessions	NO	NO	NO
Sponsor Digital Ad	YES	YES	YES	NO	NO	NO
Marketing Emails	Featured Article & Logo on each email	Logo on each email	Logo on each email	Logo on each email	Logo on each email	Name on each email
Speaking Opportunity	YES – 5-Min. Welcome General Session	NO	NO	NO	NO	NO
Logo on Attendee Materials	Mini Agenda Custom Keycards Mobile Flyer Mobile Event Guide Award Plaques	Mini Agenda Mobile Guide	Mini Agenda Mobile Guide	Mobile Guide	Mobile Guide	NO
Logo on Event Banners	YES	YES	YES	YES	YES	NO
Advance Copy of Attendee List	6 Weeks Prior 3 Weeks Prior 1 Weeks Prior	3 Weeks Prior	3 Weeks Prior	3 Weeks Prior	1 Week Prior	1 Week Prior

EVENTS

More conference details at:

www.GLQC.org

The SESBLC offers a number of opportunities to network with colleagues before and during the conference. Check out the events below and be sure to put them on your calendar!



"Highlands Open" Golf Tournament

Wednesday, March 18th 9:30 AM

Optional Activity for \$140

Our shotgun scramble tees off at 9:30 AM at the Grove Park Golf Course, conveniently located on the Omni property. The historic course designed in 1926 was overhauled in 2001 to keep the same feel and spirit and has since earned nods from *Conde Nast Traveler* (Top 20 Southern U.S. Golf Resorts in 2011) and North Carolina Golf Panel (Top 100 Golf Courses in the State). Greens fees, cart rental, practice range time, prizes, lunch and drink tickets are included for a per person fee of \$140*.

<https://www.omnihotels.com/hotels/asheville-grove-park/golf/course>

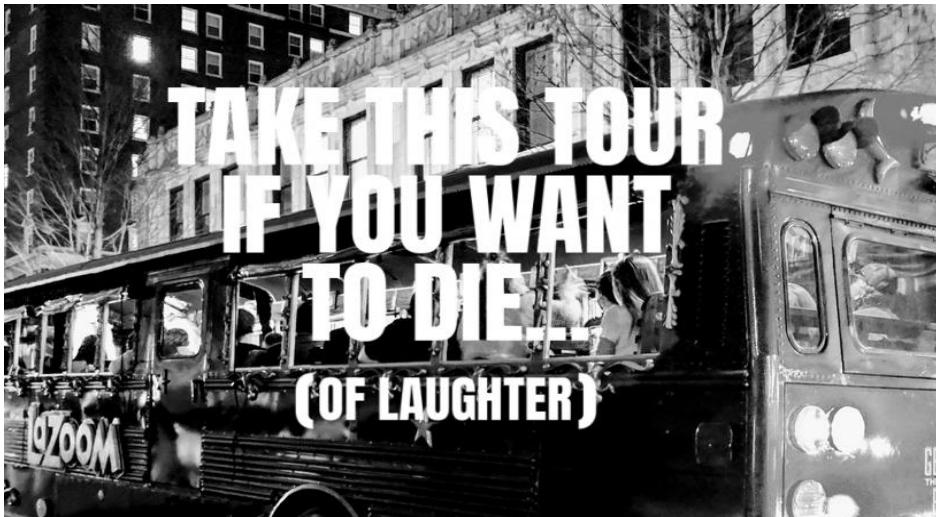
*Play is rain, snow or shine, unless the course closes (prepare for all weather). In the case that the course is closed for play, lunch will be provided to all registered players, and a partial refund of \$80 will be provided to paying golfers (non-sponsor ticketed attendees) within 30 days following the conference. Sorry but alternative activity substitutions due to golf cancellation will NOT be possible.

WELCOME RECEPTION

Wednesday, March 18th 5:30-7:30 PM

Included FREE with Conference Ticket

Our Welcome Reception is held inside the exhibitor hall, where attendees have an opportunity to visit with each of the exhibitors while enjoying drinks and hors d'oeuvres. Reception is included for all attendees, speakers, and paid guests for no additional fee.



HAUNTED COMEDY GHOST TOUR

Wednesday, March 18th 9:00-10:30 PM

Optional Activity for \$35

Tickets are Limited & will SELL OUT

After the Welcome Reception on Wednesday night, grab a local beer, board the bus, and take your chances on surviving this hour long hilarious haunted ghost goof on Asheville. Guided comedy bus tour of Haunted Asheville. Bus will pick up at the Omni at 9:00 as well as 9:20 at one other stop downtown for those dining out after the welcome reception. Bus will return to the Omni at 10:30 pm. This is a private tour just for our group and seating is limited – this tour will book up quickly, so get your tickets today! Check it out [HERE](#).

SCSBLC Highland Games

THURSDAY
MARCH 19th
6:30-9:00 PM
Highland Brewing Company
Buses Depart from Hotel
Lobby between 6:00-6:30
Included FREE w/Conference
Ticket

Don your kilt and join us for a Celtic Celebration at Highland Brewing Company. We'll celebrate the Scottish heritage of the Asheville area with craft beers, wine and food aplenty. Bus transportation included.

We'll be in the Event Center and Rooftop bar, where we will have a LIVE BAND, and various Highland Games. Dress is casual and fun (kilts encouraged). Included with attendee and paid guest tickets.

Check it out [HERE](#)



ASHEVILLE ROOFTOP BAR TOUR

Wednesday, March 18th 1:30-5:00 PM

Optional Activity for \$50 per person

Check out the best views of Asheville from two of the area's greatest rooftops: The Montford and Capella on 9. Learn about historical Asheville while enjoying snacks and bottled waters on the bus. Includes transportation to/from the Omni, shareable appetizers at each location, and group photos. Drinks purchased separately. Limited to first 24 people.



PRESENTING SPONSOR OPPORTUNITIES

Our Presenting Sponsor enjoys unique opportunities, including:

Speaking Opportunity

Welcome our attendees to the conference during our Thursday morning session with a 5-minute speaking opportunity during our general session (approximately 400 attendees expected).

Event Sponsorships

The Presenting sponsor is the sole sponsor of our Welcome Session, the Highland Games Event and our Mobile event guide. Participate as one of our emcees or Team Captains for the Highland Games and partake in the small batch brew that will be named in your honour for that evening.

Marketing

Prior to the conference, your logo will be included on all of our email marketing (distributed to almost 5,000 contacts), and you will have an opportunity to include a featured article about your company in one of our 20+ emails that go out to potential attendees.

Exhibit Hall Presence

Your exhibit hall booth will be the largest and most prominent of all the booths, with a 12'x10' space with the opportunity to utilize pipe and drape (included) and to choose the most central/prominent location in the hall.

Attendee Lists

An advance/preliminary copy of the attendee list will be provided to you 6 weeks prior to the conference before any other sponsors receive the list. You will also receive an updated copy 3 weeks prior and 1 week prior.

HOW TO SPONSOR

Registration opens October 1st. To take advantage of any of the enclosed sponsorship opportunities, visit the GLQC website to register before the deadline on January 31st. **Registering early will provide you the best selection of sponsor choices and exhibitor booth locations.** Register today and choose "Pay by Check" to pay later. [www.GLQC.org]¹

For assistance or more information, please contact one of our Sponsorship Committee Members:

Kelly Dozier	Acclivity Financial	kelly.dozier@acclivityfinancial.com
Kerri Morrin	Paragon Bank	kerri.morrin@bankparagon.com
Alyson Markovich	<i>Morris, Manning & Martin LLP</i>	amarovich@mmlaw.com
Thomas Rockwood	Atlantic Capital Bank	Thomas.rockwood@atlcapbank.com
Amy Baker	Stites & Harbison, PLLC	abaker@stites.com

¹Registering by January 31st guarantees you will receive full benefits as outlined; sponsorships are accepted after January 31st, but risk some benefits being unavailable (i.e., missed print deadlines for materials).

EDUCATIONAL CONTENT

Our conference offers a robust itinerary with quality educational and networking opportunities, along with numerous sponsorship opportunities. Look for updates to this year's general session and breakout session topics to be announced via email blasts and on our website as the agenda evolves.



KEYNOTE SPEAKER: Dennis P. Kimbro, Ph.D.

Few individuals impact the day-to-day management of organizations and institutions as Dennis Kimbro. A tireless educator, author, and Business school professor, Dr. Kimbro is universally characterized as one of the most insightful and scholarly writers in the field today. As a lecturer and researcher in the field of management, entrepreneurship and human potential, he encourages his readers to look within to extract the keys that underlie all accomplishment. He received his B.A. and M.A. degrees from the University of Oklahoma, and a doctorate from Northwestern University where he studied wealth and poverty among underdeveloped countries. Visit www.DennisKimbrow.com to learn more.



Breakout Session Topics

Below is a list of topics included in prior conferences. Sessions are typically finalized within 1-2 months of the conference, so be sure to check our website for the most current listing of sessions.

- Intro to 7(a) Program/Application Process for PLP
- Business Valuations/Acquisitions/Change of Ownership
- Secondary Market for SBA Advantage & Grow Loans
- International Trade Program
- Portfolio Management
- Environmental Due Diligence
- Liquidation & Litigation Responsibilities
- Navigating SBAOne
- Loan Closings – 504 & 7(a) Regulations/Updates
- PARRiS Review & Audits
- Determining the Best Government Guaranty Program for your Clients
- Loan Underwriting and Credit Quality
- SOP Updates
- Real Estate Appraisals
- Marketing your SBA Program
- Closing Attorney Panel
- Managing Construction Risks
- Technology – Using Apps for your Business
- Equity Injection & Disbursements
- Affiliation & Franchise Lending
- USDA Program Overview & Updates
- Loan Servicing Best Practices & 1502 Reporting



REGISTRATION DETAILS

Attendee and sponsorship registration available online via our website at:
www.GLQC.org

Early Bird	\$350 (Member) \$425 (Non-Member) Through November 15 th
Regular Rate	\$400 (Member) \$475 (Non-Member) Through January 31 st
Late Rate	\$500 (Member) \$575 (Non-Member) Through March 10 th

REGISTRATION CLOSES MARCH 10

Walkup registration will NOT be available. Cancellations with refunds accepted through February 15th; substitutions accepted through March 10th. Sponsorship fees are non-refundable and must be paid prior to February 1st to retain all benefits.

*Lender attendees include 7(a) and 504 bank and non-bank lenders, CDCs, and Credit Unions.

OTHER CONFERENCE TICKET OPTIONS

- **Government Employee:** U.S. SBA and SBDC non-speaking attendees can purchase a government rate ticket for \$299 at any time up until close of registration.
- **Guest Pass:** This ticket includes the Welcome Reception on Wednesday evening as well as the Thursday evening Highland Games event for \$150.

Add-On Activity Tickets for Conference Attendees and Guests

- **Golf Tournament:** See details on page 4. Cost is \$140 and includes tournament, lunch, drink tickets and contest prizes. Wednesday, March 18th 9:30 am shotgun start.
- **Haunted Ghost Tour:** See details on page 4. Cost is \$35 per person. Wednesday, March 18th, 9:00-10:30 pm.
- **Asheville Rooftop Bar Tour:** See details on page 6. Cost is \$50 per person. Wednesday, March 18th, 1:30-5:00 pm.

CANCELLATION POLICY

Sponsorship registrations are non-refundable. Attendee registrations are refundable up until 30 days prior to the start of the conference if requested in writing by email to GLQC@eventfullyyourz.com by February 15, 2020. Attendee substitutions may be made via email through March 10, 2019. Refunds will not be provided for activity cancellations (i.e., Golf, Rooftop Tour, Ghost Tour). See golf cancellation policy stated on page 4.

TRAVEL INFORMATION

The closest airport is ASHEVILLE REGIONAL AIRPORT (AVL), which is approximately 17.0 miles/20 minutes from the resort. Approximate taxi fee is \$16. The following airlines service the AVL airport: Allegiant Air, Continental Airlines, Delta Airlines, United Express and US Airways.

Visit the hotel website for driving directions.

<https://www.omnihotels.com/hotels/asheville-grove-park/property-details/directions>

24-Hour Garage Self-Parking is currently \$15 and Valet parking is \$22 per day.

CONFERENCE QUESTIONS

For questions related to sponsorship or the conference in general, please contact us by email at GLQC@eventfullyourz.com or by phone at **844.887.6477** and our event team will be happy to help.

ABOUT GEORGIA LENDERS QUALITY CIRCLE

In July 2003, thirteen small business lenders gathered to discuss the absence of suitable training, networking, and recognition among the community of small business guaranteed lenders in our District, and the GEORGIA LENDERS QUALITY CIRCLE (GLQC) was created to meet these needs.

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 that are active in the origination, support, management, and liquidation of government guaranteed small business loans. The association seeks to provide a forum for its members to exchange ideas, information, and insight, and information with the greater community of small businesses, SBA officials, and the other parties involved with this market. Such activities will strengthen our industry by promoting better education and creating a stronger environment in which to operate and prosper.

We invite you to get involved in this association. We have established membership as a means to support our programs, seminars, and networking events. In addition to the Lenders Conference, we participate in events during Small Business Week in the spring. Your membership will help your business and industry.

GEORGIA LENDERS QUALITY CIRCLE - BOARD OF DIRECTORS

Tye Massey, TD Bank	Tareasa Harrell, Signature Bank	Thomas Rockwood, Atlantic Capital Bank
Shawnte Johnson, Capital Partners CDC	Kerri Morrin, Paragon Bank	Kelly Dozier, Acclivity Financial
Amy Baker, Stites & Harbinson PLLC	Frayne Bentley, United Community Bank	Jim Brown, Cadence Bank
Kim Eells, Georgia Primary Bank	Steve Filmer, Oconee State Bank	Tim Souther, Capital Partners CDC
Alyson Markovich, Morris, Manning & Martin LLP		

STAY CONNECTED

Keep up with event updates as they happen and share with your colleagues:

