

# LendersConnect 2020

## Virtual SBA Lending Conference

CONNECTING SBA LENDERS IN CHALLENGING TIMES  
AUGUST 17-19, 12:30 – 5:00 PM ET DAILY

PRESENTED BY



Monday- 8-17	Tuesday- 8-18	Wednesday 8-19
<p><b>12:30 -2:05 Opening Session (ALL)</b> Includes opening remarks by SBA Administrator, Jovita Carranza, and SBA Associate Administrator for the Office of Capital Access, William Manger, plus a panel of SBA HQ experts from Office of Capital Access, Office of Credit Risk Management, Office of Financial Assistance and more.</p>	<p><b>12:30- 1:45 Breakout sessions (choose one)</b> Overview of Forgiveness Process Technology is Upon us: How COVID has Changed how Lenders Act 504 Lending in the COVID/Post-COVID World</p>	<p><b>12:30-1:45 Breakout sessions (choose one)</b> Servicing in these Extraordinary Times: COVID and beyond Oversight and Enforcement Rule: New Guidance for Lenders Business Valuation in our New Normal</p>
<p><b>2:05-2:20 Break</b></p>	<p><b>1:45-2:00 Break</b></p>	<p><b>1:45-2:00 Break</b></p>
<p><b>2:20-3:35 SBA 7(a) &amp; 504 Policy Updates</b> 7(a) Division Chief, Rosemarie Drake and 504 Division Chief, Linda Reilly will provide updates on SOP 50 10 6 and policy notices released since March 2020.</p>	<p><b>2:00-3:15 Breakout Sessions (choose one)</b> SBA 7(a) SOP &amp; Policy Updates Part II - Deep Dive Discussion SBA 504 SOP &amp; Policy Updates - Part II - Deep Dive Discussion USDA &amp; B&amp;I Lending: More Opportunities in the Post-COVID Era</p>	<p><b>2:00-3:15 Breakout Sessions (choose one)</b> COVID/Post COVID Era: Underwriting in the New Normal PPP Servicing: Moving on after Forgiveness is Determined Forbearance and Modification: What to be Thinking about as Borrower Requests Arrive</p>
<p><b>3:35-3:50 Break</b></p>	<p><b>3:15-3:30 Break</b></p>	<p><b>3:15- 3:30 Break</b></p>
<p><b>3:50-4:10 Mini Sessions (choose one)</b> International Trade: What Lenders should be Thinking About Affiliation Secondary Market Program and Securitized Guide Construction: How COVID has Affected the Process 10 Best Practices to ensure Remote Employees Excel in a Covid World</p>	<p><b>3:30-4:00 Mini Sessions (choose one)</b> Credit Elsewhere: What a Lender should be Looking At Passive businesses PPP Fraud: Case Studies &amp; What We Learned Section 1112 Subsidy Relief for SBA Borrowers</p>	<p><b>3:30-4:00 Closing Session &amp; Prizes (ALL)</b> Don't miss our closing session where we will award our grand prize winner - must be present to win!</p>
<p><b>4:10-5:30 Welcome reception</b> Game show Networking rooms</p>	<p><b>4:00-5:15 Happy Hour</b> Live Music from Nashville Networking rooms</p>	<p><b>4:00-4:30 Regional Updates (choose one)</b> Region I Update Region II Update Region III Update Region IV Update</p>
		<p><b>4:30-5:00 District Office Updates &amp; Awards (choose one)</b> Georgia/Florida North Carolina/South Carolina Tennessee/Kentucky</p>

## LendersConnect 2020 - Session Descriptions

Session Name	Session Description
504 Lending in the COVID-Post COVID World	This session will include current and relevant policy discussion on 504 program lending during and after the COVID-19 pandemic from the SBA HQ's 504 Loan Division Chief, Linda Reilly, as well as specific case studies from three South and Eastern CDC Representatives. The policy discussion will include how to use the SBA 504 Refinance and Refinance with Expansion programs to refinance existing debt as well as some topics of discussion as to what the SBA's Sacramento Loan Processing Center expects to see in current Credit Memorandums. The CDC Representatives will each provide examples of some unique recent loans that were approved during the pandemic.
Affiliation	In this session, participants will learn how to determine Affiliation.
Building a Productive Remote Working Team	This session will address the "10 Best Practices to ensure remote employees excel in a Covid world". More and more lenders are seeing the value and cost savings of remote employees. But how do you ensure getting the most out of your remote processing system? This session will discuss the 10 best practices used by successful SBA remote processing teams. You can learn through trial and error or take advantage of this session to ensure top production out of your team.
Business Valuation in our New Normal	COVID has had a significant impact on business valuations. This new training session will discuss which industries have been negatively and positively impacted by COVID, and what questions underwriters need to ask to figure out the true impact of the pandemic when underwriting a business acquisition. Additionally, seasoned appraisers will explain how to accurately vet projections, which is more important than ever to account for the impact on revenues and earnings on impacted businesses. We will discuss how valuation methodologies in the new normal will lean heavily on the forward-looking Discounted Cash Flow method rather than looking back at historical performance to determine a post-COVID value. Finally, we will look at how PPP loans have impacted business values.
CARES ACT & Section 1112 Subsidy Relief for SBA Borrowers	The 7(a) and 504 Chiefs will co-present on the CARES Act and Section 1112 updates for these programs. Procedural Notices issued since March 2020 will be discussed.
Construction: How COVID has Affected the Process	This is intended to be an interactive discussion of the challenges, problems, and issues that have arisen on construction projects themselves, as well as the underwriting process faced by SBA lenders during the current COVID environment. Topics will also include best practices, new opportunities, current activity, and recently introduced credit enhancement products, such as project completion insurance.
COVID/Post COVID Era: Underwriting in the New Normal	With the economy still reeling from the effects of the coronavirus, lenders need to be mindful of new issues affecting their underwriting. The panelists will discuss how COVID has affected underwriting an SBA loan. The discussion will include what lenders should be thinking about when reviewing historical data, projections and industries and will include suggestions for best practices when underwriting in these extraordinary times.
Credit Elsewhere: What a Lender should be Looking At	SBA is committed to providing credit to small businesses that do not have access to credit from non-Federal, State, or Local sources. There have been many changes to the Credit Elsewhere requirement over the years. This session will provide the guidance needed to ensure the SBA's requirements are being fully met. SBA will also provide a recap of the impacts of the IFR rescission on Personal Resource Brightline Test.
Forbearance and Modification- what To be thinking about as borrower requests arrive	The devastating effects of the coronavirus have hit small businesses hard in 2020. Notwithstanding the Federal relief provided to date, lenders are seeing declines in the performance of their SBA loan portfolios. This session will discuss how lenders should approach requests for modification and forbearance on their SBA loans during these extraordinary times, focusing on documentation to be requested from their borrowers, plans for repayment and discussions on how COVID may continue to affect the borrower's business.
International Trade: What Lenders should be Thinking About	This session will focus on debt relief and its impact on SBA Export Loan Programs, and review the 21 SBA contacts for these programs around the U.S.
Oversight and Enforcement Rule – New Guidance for lenders	The Small Business 7(a) Lending Oversight Reform Act of 2018 became law in June of 2018 and its implementing regulations became effective April 15, 2020. Join us to hear the latest from SBA's Office of Credit Risk Management and industry experts as they discuss the expanded authority of OCRM to conduct oversight of SBA lenders, SBA's clarification of the credit elsewhere rule, the codification of SBA's power to conduct informal enforcement actions, OCRM's ability to impose civil monetary penalties on lenders, and formal appeal rights for 7(a) Lenders. This session is a must for lenders that want to be ahead of the curve in SBA compliance matters!
Overview of Forgiveness Process	This session will cover steps included in the PPP Forgiveness submission process.
Passive Businesses	This session will discuss passive businesses in the context of SBA lending, with a focus on requirements related to EPC/OC loan structures. Topics will include lease requirements, guaranty requirements, occupancy and use of proceeds.
PPP Fraud: Case studies & What We Learned	This session will review a number of PPP fraud case studies and provide practical guidance and fraud mitigation tips to PPP lenders.

Session Name	Session Description
PPP Servicing: Moving on after Forgiveness is Determined	Lenders have a continuing servicing responsibility for their SBA 7(a) loan portfolios. These obligations extend to loans made under the PPP Loan program notwithstanding that a determination has been made that the loan is eligible for and a determination has been made as to loan forgiveness. Questions may be raised – even after a determination has been made to forgive the loan -- concerning a borrower’s eligibility for the PPP Loan program, use of loan proceeds and the like. It should be presumed that, given the attention to the PPP loan program in the press, the SBA OIG will actively look at certain loans. This session will review lenders’ servicing obligations concerning the PPP Loan program even after a forgiveness determination.
Regional Breakout - Region I	Hear about the latest from Region I SBA officials.
Regional Breakout - Region II	Hear about the latest from Region II SBA officials.
Regional Breakout - Region III	Hear about the latest from Region III SBA officials.
Regional Breakout - Region IV	Hear about the latest from Region IV SBA officials.
SBA 504 SOP & Policy Updates	SBA will provide updates on SOP 50 10 6 and policy notices released since March 2020.
SBA 7(a) SOP & Policy Updates	SBA will provide updates on SOP 50 10 6 and policy notices released since March 2020.
SBA Headquarters Updates (General Session)	Hear from SBA Headquarters including opening remarks by U.S. SBA Administrator, Jovita Carranza, followed by Agency updates, current data and press releases updates, Office of Financial Assistance Hot Topics, Lender Match, Etran and Lender Oversight Updates.
Secondary Market Program and Securitizations Guide	<p>This session is designed to help you understand the SBA 7(a) Secondary Market and the SBA 504 Wholesale 1st mortgage market.</p> <p>We will go over the state of the SBA 7(a) Secondary market in terms of investors side and lenders side of the market. We will detail current issues and explain the process and best practices in today's social distancing marketplace as well as current premiums.</p> <p>We will give you the tools to help you increase your SBA 504 volume by allowing more lenders to participate in the 504 program by connecting the retail lenders to the wholesale lending markets. This enables lenders to increase their lending capacity, increase their credit box, and widen their choices of rates and terms offered to borrowers. The net effect is to increase lenders’ access to capital to expand financing options to small businesses while realizing premium income to the bank.</p>
Servicing in these Extraordinary Times: COVID & beyond	Learn how to service your loans.
Technology is Upon us: How COVID has Changed how Lenders Act	The COVID pandemic has forced the commercial lending industry to embrace technology at a pace rarely seen before. From e-signatures, to remote online notarization, to using technology to work remotely, many of the technological tools we have adopted on the fly are likely here to stay. Hear from technology vendors, legal counsel, and lenders as they discuss what technology tools exist to help lenders in the “new normal” and best practices for onboarding and leveraging technology to not only make their businesses more “pandemic-resistant”, but also more efficient. This session is critical for lenders and vendors looking for ways to leverage technology to gain a competitive edge in the marketplace!
USDA & B&I Lending: More Opportunities in the Post-COVID Era	<p>This session will cover the OneRD Guarantee Loan Initiative in which USDA is cutting red tape to increase private investment in rural communities across the country by making it easier for lenders to access four flagship Rural Development loan programs. USDA is implementing a standard application process for the Business and Industry Guaranteed Loan Program, Community Facilities Guaranteed Loan Program, Rural Energy for America Program Loan Guarantees, and Water and Waste Disposal Loan Guarantees Program.</p> <p>In addition, we will cover the B&amp;I CARES Act Program, which offers loans to support business operations and facilities in rural areas. The USDA has made up to \$1B in loan guarantees available. The loan funds must be used as working capital to prevent, prepare for and respond to the Coronavirus pandemic. The loans may be used only to support rural businesses, including agricultural producers, that were in operation on February 15, 2020.</p>

**LendersConnect 2020 - Speakers**

Session Title	Speakers	Company
504 Lending in the COVID-Post COVID World	Cory Stewart	Georgia Small Business Capital
504 Lending in the COVID-Post COVID World	Gerald Baroudi	Business Finance Group
504 Lending in the COVID-Post COVID World	Linda Reilly	U.S. Small Business Administration
504 Lending in the COVID-Post COVID World	Tim Souther	Capital Partners Certified Development Company
Affiliation	Bob Carpenter	U.S. Small Business Administration
Affiliation	Dianna Seaborn	U.S. Small Business Administration
Building a Productive Remote Working Team	Chuck Evans	Windsor Advantage, LLC
Building a Productive Remote Working Team	Tim Terry	SBA Advisors
Business Valuation in our New Normal	Brian McIntyre	Withum Smith Brown
Business Valuation in our New Normal	Neal Patel	Reliant Business Valuation
Business Valuation in our New Normal	Steve Mize	GCF Valuation
Construction: How COVID has Affected the Process	Joey Bonin	Partner Engineering and Science, Inc.
Construction: How COVID has Affected the Process	Stephen McCune	McCune Construction Services Group, LLC
COVID/Post COVID Era: Underwriting in the New Normal	Scott Gillanders	4 Business Capital a Division of Berkshire Bank
COVID/Post COVID Era: Underwriting in the New Normal	Will McClain	Windsor Advantage, LLC
Credit Elsewhere: What a Lender should be Looking At	Bob Carpenter	U.S. Small Business Administration
Credit Elsewhere: What a Lender should be Looking At	Mary Wamsley	Strategic Banking Partners
Credit Elsewhere: What a Lender should be Looking At	Rosemarie Drake	U.S. Small Business Administration
Forbearance and Modification- what To be thinking about as	Jessica Conn	Starfield & Smith, PC
Forbearance and Modification- what To be thinking about as	Kerri Morrin	Paragon Small Business Capital Group
Forbearance and Modification- what To be thinking about as	Mark Golder	Golder Law
Forbearance and Modification- what To be thinking about as	Michael D. Smith	Lerch Early & Brewer, Chartered
Forbearance and Modification- what To be thinking about as	Tom Hofstetter	Schenck Price Smith & King, LLP
International Trade: What Lenders should be Thinking About	Bill Houck	U.S. Small Business Administration
International Trade: What Lenders should be Thinking About	David Leonard	U.S. Small Business Administration
International Trade: What Lenders should be Thinking About	David Vidal	U.S. Small Business Administration
Oversight and Enforcement Rule – New Guidance for lenders	Eddie Ledford	U.S. Small Business Administration
Oversight and Enforcement Rule – New Guidance for lenders	Ethan Smith	Starfield & Smith, PC
Oversight and Enforcement Rule – New Guidance for lenders	Susan Streich	U.S. Small Business Administration
Overview of Forgiveness Process	Lane Rhodes	Pinnacle Bank SBA Lending
Overview of Forgiveness Process	Marty Andrews	U.S. Small Business Administration
Overview of Forgiveness Process	Nick Jellum	Anastasi Jellum, P.A.
Passive Businesses	Heather Hestley	James Bates Brannan Groover LLP
Passive Businesses	Todd Robinson	Robinson Law LLC
PPP Fraud: Case studies & What We Learned	Jessica L. Hollobaugh Giresi	Withum Smith Brown
PPP Fraud: Case studies & What We Learned	Kathleen Guy	Andersen, Tate & Carr PC
PPP Servicing: Moving on after Forgiveness is Determined	Arnold D. Spevack	Lerch, Early & Brewer, Chartered
PPP Servicing: Moving on after Forgiveness is Determined	Jessica Hart	Strategic Banking Partners
PPP Servicing: Moving on after Forgiveness is Determined	Jose Garrido	Atlantic Capital Bank
SBA 504 SOP & Policy Updates Part II - Deep Dive Discussion	Barbara Lincoln	Kitchens Kelley Gaynes P.C.
SBA 504 SOP & Policy Updates Part II - Deep Dive Discussion	Ginger Allen	U.S. Small Business Administration
SBA 504 SOP & Policy Updates Part II - Deep Dive Discussion	Linda Reilly	U.S. Small Business Administration
SBA 504 SOP & Policy Updates Part II - Deep Dive Discussion	Richard Gaalema	Kitchens Kelley Gaynes, P.C.
SBA 504 SOP & Policy Updates Part II - Deep Dive Discussion	Wayne Williams	NADCO
SBA 7(a) SOP & Policy Updates Part II - Deep Dive Discussion	Alison Rind	Lerch, Early & Brewer, Chartered
SBA 7(a) SOP & Policy Updates Part II - Deep Dive Discussion	Ethan Smith	Starfield & Smith, PC
SBA 7(a) SOP & Policy Updates Part II - Deep Dive Discussion	Ginger Allen	U.S. Small Business Administration
SBA 7(a) SOP & Policy Updates Part II - Deep Dive Discussion	Rosemarie Drake	U.S. Small Business Administration
SBA Headquarters Updates (General Session)	Bill Briggs	U.S. Small Business Administration
SBA Headquarters Updates (General Session)	Bill Manger	U.S. Small Business Administration
SBA Headquarters Updates (General Session)	Dianna Seaborn	U.S. Small Business Administration
SBA Headquarters Updates (General Session)	Jovita Carranza	U.S. Small Business Administration
SBA Headquarters Updates (General Session)	Steve Kucharski	U.S. Small Business Administration
SBA Headquarters Updates (General Session)	Susan Streich	U.S. Small Business Administration
Secondary Market Program and Securitizations Guide	Jennifer Coltharp	Hanover Securities
Secondary Market Program and Securitizations Guide	Ken Rosenthal	CDC Capital Markets
Section 1112 Subsidy Relief for SBA Borrowers	Linda Reilly	U.S. Small Business Administration
Section 1112 Subsidy Relief for SBA Borrowers	Rosemarie Drake	U.S. Small Business Administration
Servicing in these extraordinary times - COVID and beyond	Debbie Moyers	StoneBank
Servicing in these Extraordinary Times: COVID & beyond	Joel Stiner	U.S. Small Business Administration
Servicing in these Extraordinary Times: COVID & beyond	Leonard Ray 4	Windsor Advantage, LLC

Session Title	Speakers	Company
Technology is Upon us: How COVID has Changed how Lenders Act	Ethan Smith	Starfield & Smith, PC
Technology is Upon us: How COVID has Changed how Lenders Act	Jon Daly	Renasant Bank
Technology is Upon us: How COVID has Changed how Lenders Act	Kyle Gustafson	PCFS Solutions
Technology is Upon us: How COVID has Changed how Lenders Act	McKenna Weiks	CORPSMART
USDA & B&I Lending: More Opportunities in the Post-COVID Era	Doug Dunkleberg	Acclivity Financial
USDA & B&I Lending: More Opportunities in the Post-COVID Era	Karen Davis	USDA Rural Development
USDA & B&I Lending: More Opportunities in the Post-COVID Era	Thomas Kimsey	Thomas USAF Group, LLC