



## Nevada Bankers Association

### **2022 Credit & Lenders Conference**

Park MGM, Las Vegas  
October 25 & 26

Lending Professionals from across the state will hear from experts and strategists, and experience interactive sessions and networking.

Attendees should leave with deeper insight into markets, programs and conditions related to lending in Nevada.

The Conference content should prepare attendees to better serve Nevada businesses- make stronger loans, build stronger lending partnerships and close more business.



## **AGENDA** *(tentative)*

### **Tuesday October 25, 2022**

- 8:00 am Registration Open, Networking and **CONTINENTAL BREAKFAST**
- 8:25 am Welcome
- 8:30 am Saul Ramos, District Director Nevada SBA  
SBA Contract Financing with special guest Joan Rueben the Director of Nevada's Procurement Training Assistance Center (PTAC)
- 9:15 am John Restrepo, RCG Economics  
All things Nevada markets- looks into CRE & C&I and more
- 10:45 am John W Thompson, PNC  
Be More Competitive Using Swaps
- 11:15 am Albert Forkner, Fortress Trust  
Digital Asset Management in Nevada
- 11:45 am **LUNCH**
- 1:00 pm Chance Williams, President Review Alliance  
Small Business Data Collection
- 1:45 pm Matthew Lubawy, Valbridge Property Specialist  
Appraisal and Valuation trends in Nevada
- 2:15 pm Mendy Elliott and Roger Mellie's  
Using SSBCI in Nevada
- 2:45 pm Regulatory Panel featuring federal and state examiners
- 3:15 pm Andrew Woods, Center for Business Economic Research  
Economics 101: Nevada's state and local business forecast
- 3:45 pm Heather Brown, StartUP Vegas  
Working with Unicorns
- 4:00 pm David Mooney, CSN  
A Refresher on Reading Financials
- 4:45 pm Kristin Schuler-Hintz, Managing Partner Nevada McCarthy & Holthus  
Best Practices in Lending (that Facilitate Collecting)
- 5:15 pm **RECEPTION**

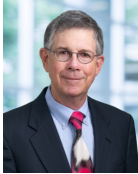
### **Wednesday October 26, 2022**

- 8:00 am Networking and **CONTINENTAL BREAKFAST**
- 8:15 am Welcome & Recap
- 8:30 am Darwin Hopwood, Adjunct Professor UNLV & SBA Counselor  
Borrowers' Succession Planning: the How's and the Why's
- 9:00 am Panel  
Assessing Character- Beyond a Credit Score
- 9:45 am Panel  
Consideration in Specialty Lending- Tribal and Gaming
- 10:45 am Robert Charles, Partner, Lewis Roca  
Navigating Bankruptcy post Fulton Decision
- 11:30 am Patty Juarez EVP & Head of Diverse Segments Commercial Lending Wells Fargo and Ivan Ferraz, SP Commercial Banking Lead Nevada  
Featured in Forbes magazine and just back from ringing the closing bell at the NYSE, Patty shares insights and inspirations in serving the fastest growing segments in startups, and more, in a conversation with Ivan Ferraz.

## SPEAKERS



**Heather Brown, President & Co-Founder StartUp Vegas**



**Robert Charles, Partner Lewis Roca**

Rob Charles is a partner and leader in Lewis Roca's Bankruptcy and Creditors' Rights Practice Group, practicing law throughout Arizona and Nevada. He represents clients in business bankruptcy cases, commercial lawsuits, and business transactions. Rob works with secured and unsecured creditors, as well as debtors through complex Chapter 11 bankruptcy issues in all aspects of debtor/creditor relationships, workouts, and litigation.



**Mendy Elliott, SVP Public Policy Director Flynn Giudici Government Affairs**



**Albert Forkner, CEO Fortress Trust**

Mr. Forkner is a former regulator, serving as Wyoming Commission of Banking, turned web3 infrastructure executive. He is CEO and co-founder of Fortress Trust and Fortress Blockchain Technologies.

**Darwin Hopwood, Adjunct Professor UNLV and SBA Counselor**

Mr. Hopwood is a former regulator turned educator.



**Patty Juarez, Executive Vice President & Head of Diverse Segments- Commercial Banking at Wells Fargo**

Ms. Juarez is an experienced veteran banker with over twenty six years of lending experience in commercial banking, targeting the middle market space defined as companies with sales of \$5MM to \$1B+. Focused solely on Diverse Segments markets in the last 5 years. Lead the strategy across diverse segments such as Women, Latinos, Asian, African Americas, Asian, and more. .



**Ming Lam, SVP Co-Director Gaming Industries, Bank of America**

Ming has 18 years of experience in the commercial banking markets with Bank of America. He specializes in providing strategic debt, treasury and capital market solutions to commercial and tribal gaming clients. He has held various senior positions in both credit and client management over the years. In addition to his gaming industry involvement in his current role, Ming has been involved with serving clients in various industries – Alaska Native Corporations, Airlines, Oil & Gas, Government Contracting, and Industrials.



**Matt Lubawy, MAI, CVA, Senior Managing Director Valbridge Property Advisors**

Covering Nevada with Appraisal/valuation and consulting assignments include vacant land; apartment buildings; retail buildings; shopping centers; office buildings; industrial buildings; religious and special purpose properties including schools, churches hotel/casinos air hangars, automobile dealerships, residential subdivisions, and master- planned communities. Other assignments include tax credit valuations, Fannie Mae and Freddie Mac reports, and HUD MAP valuations and market studies, as well as valuation of fractional interests in FLP's, LP's LLC's and/or other business entities.

**Roger Mellies, Valley Bank of Nevada**

**David Mooeny, College of Southern Nevada**



**Kenneth Mundt is SVP /Senior Lender for Town and Country Bank and NBA Chairman**

Mr. Mundt, has over 26 years of experience in the Nevada banking industry. Prior to his current role, Ken served as Commercial and Industrial Lending Manager at Bank of Nevada. . While serving in the United States Military, Mundt rose in the ranks from Private to Lieutenant Colonel and deployed to Afghanistan from 2006-2007. Mundt stayed active in his local community as well by serving on the Board of Directors of the Nevada Bankers Association. Mr. Mundt graduated from the University of Utah and the Graduate School of Banking at Colorado program.



**Shannon Peterson, Corporate Banking Manager, Nevada State Bank**



**Phil Potamitis, EVP Commercial Banking, Bank of Nevada**



**Saul Ramos, Nevada SBA District Director**

Mr. Ramos has held several leadership positions during his 20-year federal career and is a graduate of the President's Management Council Program. He has represented SBA in various roles, including Deputy Director, International Development Specialist, Senior Area Manager, and oversight of the Economic and Business Development team. Saul leads a passionate, talented, and experienced Nevada SBA team focused on putting customers - the nation's small businesses - first.

**John Restrepo, Principal of Las Vegas-based RCG Economics**

John directs the firm's economic, real estate and financial consulting activities. John has analyzed regional economic and real estate trends in a number of U.S. markets and regions for 42 years (33 years from his base in Las Vegas). His clients include some of the most prominent private and public organizations concerned with economic development, regional economics, development and growth. He has spoken before a variety of business groups on a wide range of commercial economic, real estate and public policy topics. John currently co-publishes: The Stat Pack+ an online interactive economic data platform and the weekly Fact Pack business intelligence and newsletter with HighTower Advisors-LV. He also publishes the Nevada Job Flash and REIT view(interactive)reports. These products are all available at [www.rcgecon.com](http://www.rcgecon.com). John is a sought-after speaker. He has been quoted extensively in the local, regional and national media

**Kristin Schuler-Hintz, Managing Partner for the Nevada office of McCarthy & Holthus.**

Ms. Schuler-Hintz, Ms. Schuler-Hintz is a frequent guest speaker at CLE's on the subject of foreclosure mediation and Lender/Servicer related issues. She is admitted to practice law before all the courts in the states of California and Nevada. She is the President of the Creditor's Right's Attorney Association of Nevada, and has been admitted as Judge Pro-tem. Ms. Schuler-Hintz has received an AV Preeminent® rating from Martindale Hubbell, ranking her at the highest level of professional excellence for legal knowledge, communication skills and ethical standards.

**John W. Thompson, Managing Director – PNC Capital Markets, LLC**

PNC Capital Markets LLC, a FINRA licensed broker dealer helps financial institutions improve financial performance and achieve their strategic objectives by providing skilled balance sheet management, investment banking, capital raising, liquidity management, and capital markets services. Our broad range of tailored solutions, combined with our team's personal service and expert advice enables us to build long-term, mutually-beneficial relationships.

**Clark Wood, Market Leader AZ and NV, US Bank****Andrew Woods, Director @ UNLV Lee Business School Center for Business and Economic Research (CBER)****Event Sponsors:**



## NEVADA BANKERS ASSOCIATION

INVESTING IN NEVADA TOGETHER

### 2022 Nevada Lender & Credit Conference

#### Park MGM

Las Vegas, NV

**October 25 & 26, 2022**

Doors open at 8:00 am

#### Registration Form:

Please fill in name, company name, title and email address for each attendee you are registering and paying for on this form so that we may reserve your seat(s). Limited seating is available. Please register before Friday, October 21, 2022 to ensure seating. Cancellations prior to October 6<sup>th</sup> will be charged a \$25 processing fee, after October 6 there are no refunds however registrations are transferable with adequate notice to NBA.

Kindly submit completed form to: Ana Castellanos [ana@nvbankers.org](mailto:ana@nvbankers.org) Fax 702-233-2546 or call Ana at 702-233-8607.

Registration includes presentations, continental breakfasts, & buffet lunches day on & two, and hosted reception day one. Please provide all emails so that each attendee may receive email confirmation and event details.

#### First Attendee:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Title: \_\_\_\_\_

Email Address: \_\_\_\_\_

#### Second Attendee:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Title: \_\_\_\_\_

Email Address: \_\_\_\_\_

#### Third Attendee:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Title: \_\_\_\_\_

Email Address: \_\_\_\_\_

#### Fourth Attendee:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Title: \_\_\_\_\_

Email Address: \_\_\_\_\_

**Total # persons attending:** \_\_\_\_\_ **x \$695 pp regular | \$595 NBA member/special member = \$** \_\_\_\_\_

(Check <https://nvbankers.org/members> to determine if your bank is an NBA member, or your firm is a special member.) Early Bird Rate- \$615 pp regular | \$515.00 member/special member when registered and paid before September 30, 2022

#### Payment Method:

☐ Check payable to: Nevada Bankers Association (please call Ana at 702-233-8607 if you are mailing your registration.)  
1001 East Sunset Road #96513 Las Vegas NV 89193

☐ Invoice via email at: \_\_\_\_\_ (Invoices must be paid in advance of the event, early bird rate must be paid by 9/30/2022)

☐ Credit Card (complete information below)

Card #: \_\_\_\_\_ Expiration: \_\_\_\_\_ CVV code: \_\_\_\_\_

Billing Zip: \_\_\_\_\_

Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Email Receipt to: \_\_\_\_\_



## **2022 Nevada Lender & Credit Conference SPONSORSHIP OPPORTUNITIES**

### **Market Place – Booth Package**

(Limited to 6 companies)

All booth packages Include:

- Two (2) full-conference registrations
- One (1) table-top vendor space at a pre-assigned location in the meeting room, including one 6-foot table, two chairs and a waste basket.
- Company name or logo included on all conference marketing materials (beginning at time of payment/logo submission)
- Company description in program guide
- List of attendee names, title, company and postal mail address two weeks prior to the conference and one week after the conference
- Company name or log on event signage
- 5 minute company introduction during program and introduce one speaker/presenter during conference program

### **Package Cost:**

General \$1595

NBA Special Member \$1395

Space is limited, first come first served, to reserve contact [ana@nvbankers.org](mailto:ana@nvbankers.org)





# Nevada Bankers Association 2022 Credit & Lenders Conference Park MGM, Las Vegas October 25 & 26

## Traveling to Attend?

### DRIVING DIRECTIONS TO LAS VEGAS

From Los Angeles: Follow I-15 North for approximately 222 miles; approximate driving time is four hours.

From Phoenix: Follow US 93 North for approximately 107 miles to I-40 West. Follow I-40 West for about 22 miles to US 93 North. Follow US 93 North for about 104 miles. Continue on US 95 North and take the I-15 South exit. Approximate driving time is six hours.

From Salt Lake City: Follow I-15 South for approximately 418 miles; approximate driving time is six hours.

### MCCARRAN INTERNATIONAL AIRPORT

McCarran is owned by Clark County, Nevada, and operated under the policy direction of the Board of County Commissioners, the authority of the County Manager and the management of the Director and Deputy Director of Aviation. The airport is located about two miles from Park MGM.

General Info: 702.261.5211 Lost & Found: 702.261.5134 Paging: 702.261.5211

Flight Info: 702.261.4636 Parking Info: 702.261.5121



### HOTEL ROOMS

**Park MGM 888-529-4828 | Nomad Hotel 702-730-7000**

<https://parkmgm.mgmresorts.com/en/hotel.html>

**New York-New York, Las Vegas 866-815-4365**

<https://www.mgmresorts.com/en/hotels/las-vegas/new-york-new-york-hotel.html>

**TownPlace Suites Marriott 702-895-9979**

<https://www.marriott.com/en-us/hotels/lastw-towneplace-suites-las-vegas-city-center/overview/>







## NEVADA BANKERS ASSOCIATION

INVESTING IN NEVADA TOGETHER

For release Sept. 22, 2022

Contact: Denyce Tuller, B&P Public Relations, 702.375.5539, [dtuller@bpadv.com](mailto:dtuller@bpadv.com)

### **Nevada Bankers Association hosting Credit & Lenders Conference Oct. 25-26**

**LAS VEGAS** – The Nevada Bankers Association (NBA), the united voice of Nevada’s diverse banking and trust company industry, is presenting its 2022 Credit & Lenders Conference on Oct. 25 and 26 at Park MGM in Las Vegas.

Lending professionals from across the state will hear from experts and strategists and experience interactive sessions and networking opportunities. Conference topics include commercial real estate markets throughout Nevada, succession planning, credit conditions, appraisal and valuation trends, small business data collection and managing digital assets, to name a few. Special industry panels will focus on credit scores, federal regulators such as OCC, FDIC, and the Federal Reserve, and tribal and gaming lending.

“Our goal is to have attendees leave with deeper insight into markets, programs and conditions impacting lending in Nevada. The Conference content should prepare attendees to better serve Nevada businesses- to make stronger loans through stronger lending partnerships and to close more business,” said NBA President and CEO Phyllis Gurgevich.

Top-level speakers scheduled to present at the conference include John Restrepo, RCG Economics; Andrew Woods, UNLV Center For Business Economic Research; Darwin Hopwood, UNLV Department of Finance and SBA counselor; Saul Ramos, Nevada Small Business Administration; Mendy Elliott, Public Policy; Roger Mellies, Valley Bank of Nevada; Robert Charles, Lewis Roca; Kristin Schuler-Hintz, McCarthy & Holthus; Patty Juarez, Wells Fargo Bank; Clark Wood, US Bank; Ken Mundt, Town & Country Bank; Ming Lam, Bank of America; Shannon Peterson, Nevada State Bank; Phil Potamitis, Bank of Nevada; and Albert Forkner, former Wyoming state banking commissioner now with Fortress Blockchain Technologies, Fortress Trust.

For more information and to register, [click here](#) or call (702) 233-8607. The cost is \$695 per person to attend the day and a half conference. The early bird member rate of \$515 per person expires September 30, 2022.

### **About Nevada Bankers Association**

NBA is the united voice of Nevada’s diverse banking and trust company industry. Members are dedicated to providing the best financial products, services and resources to drive and support economic growth, job creation and prosperity throughout the state of Nevada.

Visit [www.nvbankers.org](http://www.nvbankers.org).

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