



JW SAN ANTONIO HILL COUNTRY RESORT & SPA

APRIL 19-21

2023

No time for a siesta, it's an SBA lending Fiesta!

CONFERENCE INFORMATION PACKAGE

www.MALC-Conference.com

Join fellow SBA lending colleagues for 2 1/2 days of education and networking as we celebrate our successes during San Antonio's Fiesta Week at the JW Marriott San Antonio Hill Country Resort & Spa, hosted by the Central Texas Association of Government Guaranteed Lenders (CTAGGL). Sponsorships and registrations are expected to sell out, so register early!

WEDNESDAY, 4.19

- 8:30 - 11:00 am Golf Tee Times Available*
8:30 - 4:00 pm Optional Pre-Conference Training Classes*
11:00 - 5:00 pm Exhibitor Check-In & Setup Available
2:00 - 7:00 pm Conference Check-In Open
5:30 - 7:00 pm Welcome Reception

THURSDAY, 4.20

- 7:30 - 4:00 pm Conference Check-In Open
7:30 - 8:45 am Breakfast in Exhibit Hall
9:00 - 10:30 am Opening General Session
10:30 - 11:00 am Networking Break with Exhibitors
11:00 - 12:15 pm Breakout Sessions
12:15 - 1:30 pm Lunch
1:30 - 2:45 pm Breakout Sessions
2:45 - 3:15 pm Networking Break with Exhibitors
3:15 - 4:30 pm Breakout Sessions
5:15 - 5:45 pm Bus Transportation to Pedrotti's Ranch
6:00 - 10:00 pm Rodeo Night at Pedrotti's Ranch

FRIDAY, 4.21

- 7:30 - 11:00 am Conference Check-In Open
7:30 - 8:45 am Breakfast
9:00 - 10:15 am Breakout Sessions
10:30 - 12:00 pm Closing General Session
12:00 - 1:30 pm Exhibitor Breakdown

*Activities with asterisk are optional for an additional fee. All other activities are included with conference ticket.

Bank and non-bank lenders - hear the latest updates and receive critical and timely training from local and regional industry experts as well as U.S. SBA headquarters personnel. Educational sessions will focus on all roles and levels of SBA lending. Both 7(a) and 504 lending will be covered for management and non-management roles. Join us to find out why SBA Region VI is the BEST!

CONNECT · LEARN · CELEBRATE

Accommodations

JW Marriott San Antonio Hill Country Resort & Spa

23808 Resort Parkway · San Antonio, TX 78261 · 210.276.2500

Group Rate: \$299 until 3/22/23 or until Sold Out
Reserve Your Room at MALC-Conference.com



Nestled amid 600 acres of oak-covered hills in Texas Hill Country, our host hotel, JW Marriott San Antonio Hill Country Resort & Spa, is a luxury haven within a stunning landscape. The JW boasts a nine-acre water park, six resort restaurants, a luxury spa and the world-famous TPC San Antonio, a stunning private golf resort exclusive to members and hotel guests, home of the annual PGA Valero Texas Open.



Attendee IN-PERSON Registration (closes April 7th, 2023)

Conference registration includes in-person attendance only. There are no plans at this time to provide virtual attendee access.



		Early Bird Through 11/30/22	Regular Rate Through 2/15/23	Late Rate On/after 2/16/23
Lender/Sponsor Attendee	For lender attendees or sponsors adding additional attendees beyond their included sponsor attendees. Includes all sessions, meals, receptions	\$499	\$549	\$599
Government Attendee	Includes all sessions, meals, receptions (for US SBA, SBDC, USDA and university employees)	\$399	\$399	\$399
Speaker Attendee	Includes a discounted rate for invited speakers for all sessions, meals, receptions (for invited speakers only)	\$399	\$399	\$399
Non-Lender/Non-Sponsor	For non-lending professionals and service providers who are not sponsors. Includes all sessions, meals, receptions	\$749	\$799	\$899
Guest Ticket	For non-industry professionals (i.e., spouse, etc.). This does not include colleagues within the SBA lending industry. Includes both evening receptions.	\$200	\$200	\$200

Please review the Cancellation & Refund terms and conditions listed at the end of this document prior to registering.

Registration Add-On: Optional Training Class (SBA Lending A to Z)

An optional training class will be offered prior to the conference on Wednesday from 8:30am-4:00pm. This class will be focused on newer SBA lenders wanting to gain more knowledge of the overall SBA lending process prior to attending conference breakout sessions. Additional details, class title, full description and speakers forthcoming. **Cost is \$99 with full conference registration and \$249 for non-conference attendees. Class size limited to 25.**

Registration Add-On: Optional Training Class (SBA Best Practices for Seasoned Lenders)

An optional training class will be offered prior to the conference on Wednesday from 8:30am-4:00pm. This class will be focused on seasoned SBA lenders and managers wanting to take a deeper dive into the nuances of the SBA lending process and provide an opportunity to discuss best practices amongst like-minded SBA professionals. Additional details, class title, full description and speakers forthcoming. **Cost is \$99 with full conference registration and \$249 for non-conference attendees. Class size limited to 25.**

Conference Networking & Sponsored Events



Welcome Reception

Wednesday 5:30p - 7:00p

Included for Conference Attendees & Guests

After checking in at our registration desk, join us for our Welcome Reception in the Exhibit Hall, sponsored by our Diamond sponsor. Our Exhibitors will be ready to greet you with **cocktails** and **hors d'oeuvres**.

This is a great opportunity to establish new connections and catch up with colleagues. Exhibitors will be giving away some great prizes, and we'll be giving away a grand prize to the winner of our Event Game, so be sure to stop by each booth for answers to the game challenges.

Golf Tee Times

Wednesday 8:30a - 11:00a

\$225 for Conference Attendees

Don't miss this once in a lifetime opportunity to play this immaculately manicured private **TPC course** available only to members and hotel guests. TPC San Antonio features 36 holes designed by two of the world's most talented and respected **golf course architects: Pete Dye and Greg Norman**. Both The Oaks and Canyons courses have been ranked among the top 15 "Best Courses You Can Play" in Texas by Golfweek in 2012. Our conference takes place just a couple of weeks after hosting the nationally televised **Valero Texas Open tournament**. The grandstands may be gone, but the mystique remains! Come experience the breath-taking views and lush greens for yourself!



Conference attendees and guests may reserve tee times directly with the course for a discounted rate of only \$225. Plan your foursomes today and get out there on the course before our Welcome Reception. A limited number of hotel rooms have been reserved for Tuesday evening, so be sure to reserve your guestroom when you reserve your tee times!

Rodeo Night at Pedrotti's Ranch



Thursday 6:00p - 10:00p

Included for Conference Attendees & Guests

It's time to unwind and get into the Texas spirit! Buses will depart the JW Marriott between 5:15-5:45 pm and head to Pedrotti's Ranch where we'll experience the sights, sounds and smells of Texas. We'll be greeted by a mounted **Texas Drill Team**, ice cold drinks and the aroma of a **smoking BBQ pit** before heading over to the Shooting Star for appetizers and open bar. The **Rodeo Show** will start at 6:45 where you'll experience all the thrills of LIVE Bull Riding and Barrell Racing at its finest.



Once the excitement of the rodeo has come to close, meander over to the Corral for a **Southwest Texas BBQ Dinner** and **Texas Sized dessert** before enjoying **Live Music** and more.

To register: www.MALC-Conference.com

Sponsorship Levels & Benefits

Our distribution list includes nearly 3,000 SBA lenders and service providers with an estimated conference attendance of 450. **Sponsorships close February 1st or once we sell out.** *Exhibit Only level opens January 1st only if booths are not yet sold out.

Core Benefits	Diamond (Exclusive 1 only) \$12,500	Platinum \$7,500	Gold \$5,000	Silver \$3,500	Bronze \$2,500	Exhibit Only* \$1,500
Logo incorporated into Conference Logo as Presenting Sponsor	Yes	No	No	No	No	No
Free conference registration	5	4	3	2	1	1
Exhibit Booth <i>(premier locations will be awarded first to higher level sponsors)</i>	Included	Included	Included	Add for \$600	Add for \$850	Included
Premier Exhibit Booth Placement and/or selection based on sponsor level	Yes <i>1st Choice of Location</i>	Yes <i>Choice of Location after Diamond</i>	Yes <i>Choice of Location after Platinum</i>	Yes <i>Choice of Location after Gold</i>	No <i>Location Assigned</i>	No <i>Location Assigned</i>
Discounted \$399 attendees <i>(up to 2)</i>	Yes	Yes	No	No	No	No
Logo on Lanyards	Yes	No	No	No	No	No
Logo on conference website with link to your URL	Yes	Yes	Yes	Yes	Yes	Name Only
Event(s) sponsorship	Welcome Reception General Sessions Rodeo Night Event	Lunch	Breakout Sessions	Breaks	Breakfasts	No
Speaking Opportunity	5 min. remarks during Welcome Session Breakout Moderator (1)	Breakout Moderator (1)	No	No	No	No
Sponsor Logo on Slide template	Yes	No	No	No	No	No
Co-branded Stage Banner or Gobo	Yes	No	No	No	No	No
Promotional ad, article or feature/company highlight in conference emails	2 features	1 feature	No	No	No	No
Verbal recognition at Opening and Closing Sessions	Yes	Yes	Yes	No	No	No
Sponsor Logo on Conference Banners in Registration area	Yes	Yes	Yes	Yes	No	No
Digital ads in looping Power Point slide shows and within conference app	Yes	Yes	Yes	Yes	No	No
Attendee list availability	1 month prior 3 weeks prior 1 week prior	3 weeks prior 1 week prior	3 weeks prior 1 week prior	1 wk. prior	1 wk. prior	1 wk. prior

*Exhibit Only level opens January 1st only IF exhibit booths are not yet sold out.

If you are planning a sponsor-hosted event, please ensure your event is not held during sanctioned conference events. Contact MALC@eventfullyyourz.com before beginning planning to confirm there is NO OVERLAP with scheduled conference event times.

To register, visit our website at: www.MALC-Conference.com

MALC Conference Committee

Lareigh Mast

First Bank of the Lake
(573) 615-4078 x419
LMast@fblake.Bank

Amanda Weinand

Broadway Bank
(210) 283-6500 x5327
AWeinand@Broadway.Bank

Beverly Fortner

Texas Champion Bank
(210) 375-3133
FortnerB@texaschampionbank.com

Carolyn Johnson Fletcher

Alamo Title
(210) 536-0205
Carolyn.Fletcher@alamotitle.com

How to Register or Sponsor

To register as a conference attendee or as a sponsor, visit our website at www.MALC-Conference.com and register online.

Sponsorship recognition will begin from time of registration, with full payment due within 15 business days of sponsor registration via *check or by credit card, or by February 15th, latest.*

Sponsorship deadline is February 1st.

Questions?

Please contact one of our event administrators via email at MALC@eventfullyyourz.com or by phone at 844-887-6477.



MALC 2023 Terms & Conditions:

Please review the policies below prior to registering.

IN-PERSON ATTENDANCE ONLY: The 2023 Mid America Lenders Conference (MALC) 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 Central Texas Association of Government Guaranteed Lenders (CTAGGL). Note that credit card statements may reflect "EventfullyYourz Event Management" or similar description as the merchant name. CTAGGL 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 MALC@eventfullyyourz.com or call 844-887-6477.

COVID-19 RELEASE WAIVER: I understand that my in-person attendance at the 2023 Mid America Lenders Conference (MALC) in San Antonio, Texas April 19-21, 2023 may expose me to a risk of contracting the COVID-19 virus or other illnesses, and agree to comply with all requested safety measures including but not limited to wearing a face covering and other measures if applicable or required by the conference organizers or associated venue(s). Furthermore, I understand that the 2023 Mid America Lenders Conference (MALC) and its third-party event management firm, EventfullyYourz cannot guarantee that I will not become infected with COVID-19 or other illnesses. I hereby acknowledge the contagious nature of COVID-19 and voluntarily assume the risk that I may be exposed to or infected by COVID-19 by attending the 2023 Mid America Lenders Conference (MALC) and that such exposure or infection may result in personal injury, illness, permanent disability, and death. I understand that the risk of becoming exposed to or infected by COVID-19 at the 2023 Mid America Lenders Conference (MALC) may result from the actions, omissions, or negligence of myself and others, including, but not limited to, the JW Marriott San Antonio Hill Country Resort & Spa staff, Pedrotti's Ranch staff, CTAGGL or MALC committee members, EventfullyYourz staff, other 2023 Mid America Lenders Conference (MALC) attendees, speakers or other groups or persons present in the associated conference venues unrelated to the Mid America Lenders Conference (MALC). I hereby release, covenant not to sue, discharge, and hold harmless the CTAGGL association, EventfullyYourz, the JW Marriott San Antonio Hill Country Resort & Spa and its employees, its agents, and its representatives, of and from any Claims, including all liabilities, claims, actions, damages, costs or expenses of any kind arising out of or relating to my voluntary attendance at the 2023 Mid America Lenders Conference (MALC). I understand and agree that this release includes any Claims based on the actions, omissions, or negligence of 2023 CTAGGL, EventfullyYourz, JW Marriott San Antonio Hill Country Resort & Spa and its employees, its agents, and its representatives, whether a COVID-19 infection occurs before, during, or after participation in the 2023 Mid America Lenders Conference (MALC).

CANCELLATION & REFUND POLICY:

SPONSORS must pay in full within 15 days of registration date, or by February 15th, 2023, whichever is sooner, to avoid loss of sponsorship benefits. Sponsors may request to cancel in writing via email to MALC@eventfullyyourz.com up until January 31st, 2023 to receive a 50% refund via the original payment method, at which time all sponsor benefits are then forfeited. If request to cancel is received on or after February 16th, 2023, no refunds can be given, and 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 April 1, 2023.

ATTENDEES/GUESTS may request cancellation of attendee, guest, or pre-conference training tickets via email to MALC@eventfullyyourz.com by March 1st, 2023 for a full refund via the original payment method. Cancellation requests for any reason on or after March 2, 2023 will not receive a refund of any amount. Substitutions permitted through April 1, 2023.