



SESBLC

SOUTHEASTERN SMALL BUSINESS
LENDERS CONFERENCE

OMNI GROVE PARK INN, ASHEVILLE, NC | 3/6 - 3/8

SOUTHEASTERN SMALL BUSINESS LENDERS CONFERENCE

MARCH 6-8, 2024

What better way to party than to **GET YOUR GROOVE ON** with SBA LENDING!

- Feel the **GOOD VIBES** in small group training sessions led by SBA industry experts
- Get the Networking time you've waited for with all of your **GROOVY** colleagues
- **HUSTLE AND JIVE** with 7(a) and 504 lending
- All at one of Asheville's most **PEACEFUL** mountaintop locations

[HTTP://SESBLC.COM](http://sesblc.com)



CONFERENCE DEETS...THE 411

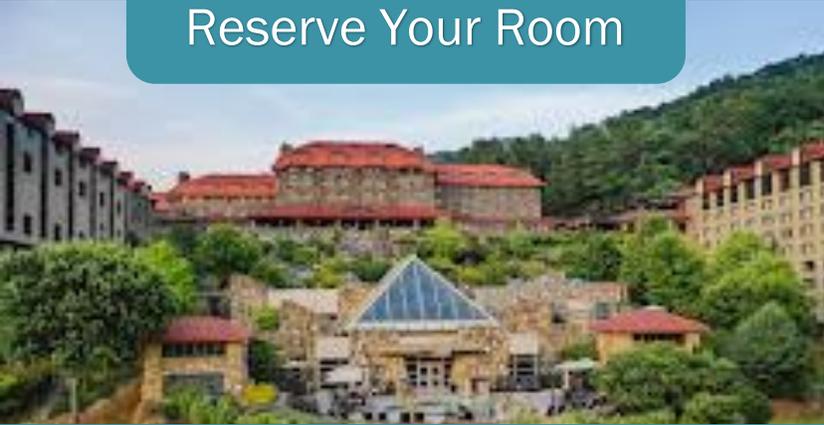


This year's conference returns to **Asheville**, where you'll find luxury at the **Omni Grove Park Inn**. As one of the first SBA lending events in 2024, sponsorships and attendance will **SELL OUT** quickly, so we recommend registering early. **Take note of this year's NEW Agenda – we will begin our conference on Wednesday afternoon and end with breakout sessions on Friday for even more learning time and a less hectic schedule on Thursday!**

Extend your trip by adding Friday and Saturday nights after the conference (space is limited) to enjoy all that Asheville has to offer.

We will provide some of the top training in the industry over a 3-day period with keynote speakers on SBA relevant topics, economic forecast, and breakout sessions with topics for all levels and roles in SBA lending. Take advantage of this opportunity to participate in collaborative small-group discussions that include colleagues from broad SBA lending roles and tenures. Past speakers have included representatives from the U.S. SBA's Office of Capital Access, Office of Credit Risk Management, Office of the Administrator, Export and International Trade, as well as representatives from NAGGL and NADCO, Economics professors and other engaging keynote speakers.

Reserve Your Room



Group Rate \$259

Reserve your room before the Cutoff Date of **February 2, 2024**. Conference guests receive a 10% discount off spa rates.

The resort fee has been discounted to \$20 per day which includes 24-hour access to the fitness facility, high speed internet, range golf balls, and more.

AGENDA

Wednesday, March 6th

8:30 – 2:00 pm	Golf Tournament*
12:00 – 3:00 pm	Leisure Time: Explore Asheville
10:00 – 2:00 pm	Exhibitor Check-In & Setup
10:00 – 6:30 pm	Attendee Check-In
12:00 – 6:30 pm	Luggage Storage
3:30 – 5:00 pm	Opening Session
5:00 – 6:30 pm	Welcome Reception

Thursday, March 7th

7:30 – 8:30 am	Breakfast & Exhibits
8:30 – 10:00 am	Breakout Session #1
10:00 – 10:30 am	Networking Break & Exhibits
10:30 – 11:45 am	Breakout Session #2
11:45 – 1:00 pm	Networking Lunch & Exhibits
1:00 – 2:15 pm	General Session
2:30 – 3:30 pm	Breakout Session #3
3:30 – 4:00 pm	Networking Break & Exhibits
4:00 – 4:45 pm	Breakout Session #4
7:00 – 10:00 pm	Disco Roller Skating Dinner Event

Friday, March 8th

9:00 – 10:15 am	SBA Awards Breakfast & Prizes
10:30 – 11:45 am	Breakout Session #5

*Optional Event for an additional fee

Changes to Agenda Timing Above

VENUE INFORMATION

The [Omni Grove Park Inn](#), set atop Sunset Mountain, offers 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 the property, each offering something different from restaurants to bars to terraces with breathtaking mountain views.

NETWORKING EVENTS

More conference details at:

<http://sesblc.com>

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!



Golf Tournament

Wednesday, March 6th 8:30 AM

Optional Activity for \$175

Our shotgun scramble tees off at 8:30 AM at Legendary Golf at the Omni Grove Park Inn. Swing into a round of golf on the 18-hole course onsite at The Omni Grove Park Inn. The 6,055-yard championship course has been played by PGA stars Bobby Jones, Ben Hogan and Jack Nicklaus and even President Obama. Feel a sense of pride and accomplishment after navigating the tree-lined fairways and bent greens with amazing views of the Blue Ridge Mountains. Greens fees, cart rental, practice range time, prizes, breakfast, and snack/drink voucher is included for a per person fee of \$175*. Visit the golf club's information page [HERE](#).

**Play is rain, snow or shine, unless the course closes (prepare for all weather). In the case that the course is closed for play, breakfast 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 no refunds to sponsored players. Alternative activity substitutions due to golf cancellation will NOT be possible.*

Welcome Reception

Wednesday, March 6th 5:00-6:30 PM

Included for Conference Attendees & Registered Guests

Following the Opening Session, join us for a fun Happy Hour in the Exhibit Hall. Kick back and enjoy some beverages and hors d'oeuvres before venturing out for dinner.



Disco Roller Skating Party

Thursday, March 7th 7:00-10:00 PM

Included for Conference Attendees & Registered Guests

Are you ready to boogie on wheels? Get ready to experience the ultimate disco roller skating extravaganza! Dust off those roller skates and lace up because we're bringing the groovy vibes and retro fun to the rink! This is your chance to relive the magic of the 70s and 80s while showing off your skating skills on our retro roller rink.... All at the Omni Grove Park! Full dinner, skate rental and drink tickets included with cash bar available.



EDUCATIONAL CONTENT

We are excited to announce the new schedule for the 2024 conference. As per the feedback and suggestions from our attendees, we have made some changes to the schedule to make it more convenient and enjoyable for everyone.

The opening session of the conference will now take place on Wednesday afternoon at 3:00 pm, allowing attendees to settle in and get ready for the exciting days ahead. The conference will conclude with breakout sessions on Friday, providing ample time for attendees to network, share ideas, and learn from each other.

Our conference offers a robust itinerary with quality educational opportunities. **This year's keynote speaker will be Dr. Roger Tutterow, Director of the Econometric Center and Professor of Economics at Kennesaw State University.**

Our breakout sessions include topics applicable to every role in the SBA lending process and level of experience. 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.



Previous Breakout Session Topics have Included...

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

- 7(a) Lending Policy Updates & Hot Topics
- 504 Lending Policy Updates & Hot Topics
- Underwriting & Servicing SBA Loans
- Secondary Market
- International Trade Program
- Portfolio Management
- Environmental Due Diligence
- Liquidation & Litigation Responsibilities
- Express Loans
- Loan Closings – 504 & 7(a) Regulations/Updates
- PARRiS Review & Audits
- Intro to 7(a) Program/Application Process for PLP
- Loan Underwriting and Credit Quality
- SOP Updates
- USDA Program Overview & Updates
- Real Estate Appraisals
- Marketing your SBA Program
- Closing Attorney Panel
- Mitigating Construction Risks
- Equity Injection & Disbursements
- Affiliation & Franchise Lending
- Loan Servicing Best Practices & 1502 Reporting
- Business Valuations/Acquisitions/Change of Ownership

U.S. SBA & Trade Associations Participation

Each year, our agenda includes leaders from U.S. SBA district and regional offices as well as from national headquarters. Past speakers have included the U.S. SBA Region IV Administrator, leadership from the Offices of Capital Access and International Trade, as well as leaders from the National Association of Government Guaranteed Lenders (NAGGL) and National Association of Development Companies (NADCO).

REGISTRATION DETAILS



Attendee and sponsorship registration available online via our website at:
<http://sesblc.com>

Lender Early Bird	\$399 (Member) \$499 (Non-Member) First 50 Members and first 50 non-members to register OR through September 29 th , whichever comes first
Lender Regular Rate	\$499 (Member) \$599 (Non-Member) Through January 15 th
Lender Late Rate	\$599 (Member) \$699 (Non-Member) Through February 16 th
Non-Lender/ Non-Sponsor Rate *	\$949

REGISTRATION CLOSES FEBRUARY 16★

**Or Once we SELL OUT*

Attendance is IN-PERSON only. Virtual attendance is not offered.

Walkup registration will NOT be available. Substitutions always accepted. See full refund/cancellation policy at the end of this document.

Register Now

* Choose the Non-lender/Non-Sponsor Rate if you are an LSP, Attorney, Environmental/Construction, Insurance Provider, Valuation company or other non-lending organization. The Lender rate is for bank and non-bank lenders, CDCs and credit unions only.

OTHER CONFERENCE TICKET OPTIONS

- **Government Employee:** U.S. SBA, SBDC, and USDA non-speaking attendees can purchase a government rate ticket for \$349 at any time up until close of registration.
- **Guest Pass:** This ticket includes the Opening Reception on Wednesday evening as well as the Thursday Disco Party Dinner and Event for \$200. Single evening passes are not available.

Add-On Activity Tickets for Conference Attendees and Guests

- **Golf Tournament:** See details on page 3. Cost is \$175 and includes tournament, breakfast, drink tickets and contest prizes. Wednesday, March 6th 8:30 am shotgun start. Tournament is open to paid conference attendees and guests.

CANCELLATION POLICY

Our cancellation and refund policy has been updated and detailed at the end of this document. Please review before registering.

SPONSORSHIP LEVELS & BENEFITS



	Presenting \$12,000 <i>Limited to 1 sponsor</i>	Diamond \$6,000	Platinum \$4,000	Gold \$3,000	Silver \$1,600	Exhibit Only* \$1,800
Exhibit Table	Oversized Space (10'x10')	Included	Included	\$500 Additional	\$500 Additional	Included
Exhibit Table Location	First Choice	Choice	Choice	Assigned	Assigned	Assigned
# Conference Tickets	4	3	2	2	1	1
Discounted Attendees	Unlimited at \$399	2 additional at \$399	None	None	None	None
# Included Golfers	3	2	1	N/A	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 & Conference Website	Logo on GLQC & Conference Website	Logo on Conference Website	Logo on Conference Website	Name on Conference Website	N/A
Event Sponsorship w/Signage and Recognition	Golf Tournament Opening Session Welcome Reception Disco Night	Golf Tournament Lunch Welcome Reception Closing Session	Breakfasts Breakouts	Breaks	N/A	N/A
Golf Sponsorship	\$5000 Hole in One 1 Contest Hole	1 Contest Hole	N/A	N/A	N/A	N/A
Verbal Recognition	Opening & Closing Sessions	Opening & Closing Sessions	Opening & Closing Sessions	N/A	N/A	N/A
Sponsor Digital Ads	YES	YES	YES	N/A	N/A	N/A
Marketing Emails	Featured Article Logo on all emails	Logo on all emails	Logo on all emails	Logo on all emails	Name on all emails	N/A
Speaking Opportunity	5-Minutes during Opening Session	N/A	N/A	N/A	N/A	N/A
Logo on Attendee Materials	Mini Agendas Attendee Handout Presentation Template Badge Holders Tote Bags Journals	Mini Agendas Tote Bags	Mini Agendas	N/A	N/A	N/A
Mobile App	Sponsor Profile Rotating Banner Ad	Sponsor Profile Rotating Banner Ad	Sponsor Profile Rotating Ad	Sponsor Profile	Sponsor Profile	N/A
Logo on Event Banners	YES	YES	YES	YES	YES	N/A
Advance Copy of Attendee List	4 Weeks Prior 2 Weeks Prior 1 Weeks Prior	2 Weeks Prior	2 Weeks Prior	2 Weeks Prior	1 Week Prior	1 Week Prior

*Exhibitor Only level will become available on January 15th ONLY IF included sponsor booths are not yet sold out. Sponsorship closes February 1st.

PRESENTING SPONSOR OPPORTUNITIES

Our Presenting Sponsorship is first come, first served and limited to just ONE sponsor which includes the following exclusive opportunities:

Speaking Opportunity

Welcome our attendees to the conference during our Wednesday afternoon session with a 5-minute speaking opportunity during our general session (400+ attendees expected).

Event Sponsorships

The Presenting sponsor is the exclusive sponsor of our **Disco Roller Skating Night** and **Opening Session**.

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 15+ 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 10'x10' space with the opportunity 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 4 weeks prior to the conference before any other sponsors receive the list. You will also receive an updated copy 2 weeks prior and 1 week prior.

HOW TO SPONSOR

To take advantage of any of the enclosed sponsorship opportunities, visit the SESBLC website to register before the deadline on **January 26th**. **Registering early will provide you the best selection of sponsor choices and exhibit table locations.** Register today and choose "Pay by Check" to pay later (all payments due by January 5th). [<http://southeasternsmalllenders.com>]¹

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

Maria Lawson	Signature Bank of Georgia	mlawson@signaturebankga.com
Chris Fonzi	Logic Environmental, Inc.	chrisfonzi@logicenvironmental.com
Drew Tomlin	First Capital Finance	drew@ffcf.com
Heather Hestley	James Bates Brannan Groover	hhestley@jamesbatesllp.com
Nicole Roche	KPPB Law	nroche@kppblaw.com
Ricky Moore	Ricky Moore, CPA/ABV/PFS/QKA/MBA	ricky@exequvaluation.com

¹Registering by **January 26th** guarantees you will receive full benefits as outlined; sponsorships may be accepted after **January 26th**, but risk some benefits being unavailable (i.e., missed print deadlines for materials).

Sponsor Now

TRAVEL INFORMATION

The closest airport is ASHEVILLE REGIONAL AIRPORT (AVL) which is approximately 17.0 miles/23 minutes from the resort. Taxis and rideshare including Uber are available from the airport. Valet parking is available for \$35/day; self-parking is \$25 for overnight guests.

Visit the hotel website for driving directions: <https://www.omnihotels.com/hotels/asheville-grove-park/property-details/directions>

ABOUT ASHEVILLE

Asheville is that type of unique, special place that lingers sweetly in your mind and memories for years to come. The city's rich architectural legacy with its mix of Art Deco, Beaux Arts and Neoclassical styles is the perfect retro-urban backdrop to the edgy energy that emanates from the locally-owned shops and **art galleries**, distinctive **restaurants** and exciting **entertainment venues**.

A plethora of cutting-edge art and technology in the Blue Ridge, the city also prides itself on its fascinating Appalachian past and celebrates this culture with annual events such as **Shindig on the Green**. While many cities underwent major overhauls in past decades, Asheville's historic and architecturally **diverse downtown** remains beautifully preserved.

There's something special about Asheville, and the world is just beginning to discover it. This thriving mountain city features a funky and eclectic downtown, 30-plus art galleries downtown alone, a burgeoning **culinary scene**, a thriving live music scene and, of course, the awe-inspiring scenery of the Appalachian Mountains.



ABOUT GEORGIA LENDERS QUALITY CIRCLE

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. Read more on our website at www.GLQC.org.

GEORGIA LENDERS QUALITY CIRCLE - BOARD OF DIRECTORS

Emily Patch, *Acclivity Financial*
Shawnte Johnson, *Capital Partners CDC*
Maria Lawson, *Signature Bank of GA*
Chris Fonzi, *Logic Environmental, Inc.*
Heather Hestley, *James Bates Brannan Groover*

Kim Eells, *First Bank*
Ricky Moore, *Ricky Moore, CPA*
Drew Tomlin, *First Capital Finance*
Ryan Pendleton, *South State Bank*

Sherry Martin, *SBA Complete*
Amy Baker, *Stites & Harbison PLLC*
Nichole Roche, *KPPB Law*
Monica Wright, *Oconee State Bank*

CONFERENCE QUESTIONS

For questions related to sponsorship or the conference in general, please contact us by email at GLQC@eventfullyyourz.com or by phone at **844.887.6477** and our event team will be happy to help. Information regarding cancellations and refunds is included on the following pages.

SESBLC 2024 Terms & Conditions

Please review the policies below prior to registering:

IN-PERSON ATTENDANCE ONLY: The 2024 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 similar description as 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 must pay in full within 30 days of registration date, or by January 15th, 2024, 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 15th, 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 December 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 February 16th, 2024.

ATTENDEES/GUESTS may request cancellation of attendee or guest tickets via email to GLQC@eventfullyyourz.com by February 1st, 2024 for a full refund via the original payment method. Cancellation requests for any reason on or after February 2nd, 2024 will not receive a refund of any amount. Substitutions permitted through March 1, 2024. Golf tournament is rain or shine. Refunds cannot be given for voluntary forfeiture of play for any reason. Full refund of paid golf registration provided with written notice on or before January 15th, 2024.