

Kyle Gustafson

Kyle Gustafson is the Sales Manager for PCFS Solutions, a tech company based in Brea, CA. When he is staring out of his office window trying to remember his Skype password, he often dreams of an industry where small businesses flourish, banks operate efficiently, loans are crafted using the best practices, 1502 Reports are always balanced, and dark roast coffee appeals to the masses.

Having been in the SBA industry for more than fifteen years Kyle has seen the industry at its previous heights and at its inevitable lows. When he volunteered to be Chair of Education at the America West Small Business Lending Summit he did so out of a passion share best in industry practices to help our industry be more sustainable. Over the years Kyle has worked with some very talented SBA professionals who have mentored, coached, and educated him on the basics, many of the nuances, and what it means and requires to develop a sustainable SBA program. The learning curve for SBA lending is very steep and his challenge with this summit is to create training that helps professionals who are new the program as well as those who are very experienced. This is where those experts we previously mentioned bring it. They are leading the workshops and doing what they do best.

When Kyle is not hosting webinars discussing exciting topics like "Core Systems cannot properly calculate 7A loans", or saying things like, "You should let us interface to the GL", he enjoys living in the Blue Ridge Mountains. If he seems out of breath when you call it could be you caught him on his mountain bike...after work. You may also hear one of his three kids ask for Legos, Beyblades, a rainbow unicorn or a diaper change. Most likely, he is wearing an FSU shirt or hat, because he attended both undergraduate and graduate programs at Florida State University.