

Lender Matching Event for Small Businesses
August 31, 2011
Columbia Conference Center
169 Laurelhurst Avenue, Columbia, South Carolina

8:30 - 9:00 a.m.

Registration and Continental Breakfast

9:00 – 9:15

Welcome

- Tammie C. Hoy, Regional Community Development Manager, Federal Reserve Bank of Richmond, Charlotte Branch
- Special Guest: Bobby Hitt, Secretary, South Carolina Department of Commerce

9:15 – 10:15

Successful Planning to Obtain Small Business Financing

Small business service providers will discuss key strategies to effectively present your small business plan to lenders. Topics include how to develop an effective executive summary, a succinct business plan and essential financial information.

Moderator, Michele Abraham, Director, South Carolina Small Business Development Center

- Andrew Duncan, South Carolina SCORE
- Martin Goodman, Area Manager, Small Business Development Center, Beaufort, South Carolina
- Brook Moore, Columbia Market President, VISTABank

10:15 - 10:30

Break

10:30 - 12:30 p.m.

Accessing Capital

Traditional and non-traditional lenders will discuss an array of loans and how to secure financing to start, sustain and grow a small business.

Traditional Lenders:

Moderator: Gregg White, Program Director, Small Business and Cooperative Office, USDA

- Bill Barker, Market President, TD Bank
- Kelley Ferrante, VP Government Lending, Capital Bank
- Steve Majewski, Business Services Officer, SC Federal Credit Union

Non-Traditional Lenders:

Moderator: Theresa Singleton, Deputy District Director, South Carolina District Office, U.S. Small Business Administration

- Dave Mueller, Executive Director, Appalachian Development Corporation
- Sharon Brennan, Executive Director, Charleston Local Development Corporation (LDC)
- Larry Jones, Executive Vice President, Business Carolina, Inc.

12:30 – 1:00

Lunch

1:00 - 2:15

Success During a Recession: Peer to Peer Panel

Fellow small business owners share how they have overcome various credit barriers to sustain and expand their businesses.

Moderator: Ted Campbell, Small Business/Existing Industry, South Carolina Department of Commerce

- Dan Dennis, President, Dennis Corporation
- Daniel Einhorn, Owner, Affordabike
- Sidney Fulton, President, S&F Investments, Inc.

2:15

Adjourn to Matchmaking

2:30 - 4:30

Small Business Matchmaking: Lenders and Resource Providers

Small business owners will have an opportunity to meet one-on-one with area lenders, resource partners and non-banking sources of capital.



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