



Financing Small Business Exports

A Workshop for Financial Institutions

May 16, 2013

The Federal Reserve Bank of Richmond, Baltimore Branch

Agenda

- 7:30 a.m. *Registration and Continental Breakfast*
- 8:00 *Welcome*
Matthew Martin, Regional Executive-Charlotte, Federal Reserve Bank of Richmond
Kathleen Murphy, President and CEO, Maryland Bankers Association
Stephen D. Umberger, District Director, US Small Business Administration
Mark Kaufman, Commissioner of Financial Regulation, Maryland Department of Labor, Licensing and Regulation
- 8:15 *The Context and Case for Small Business Exports*
Ray Owens, Research Advisor and Senior Economist, Federal Reserve Bank of Richmond
- 8:30 *Successful Collaborations: Small Business/Financial Institution/Service Providers*
Michael P. Filchock, CTP, Director, Global Trade Solutions, SunTrust Bank
Federico Manno, Vice President/International Sales Officer, Fulton Bank
Michael J. Cusack, Vice President, International Trade Finance Group, M&T Bank
Bill Houck, Regional Manager, Mid-Atlantic Office of International Trade, US Small Business Administration

Moderator: **Kathleen Murphy**, President and CEO, Maryland Bankers Association

9:30 ***Break***

9:40 ***Today's Resources for Small Business Exports***

Michael Jackson, Director, City/State Partners, Small Business Division, Export-Import Bank of the United States

Carey Esslinger, Regional Manager for Europe, Maryland Department of Business and Economic Development

Andrew Kreinik, Senior Business Specialist, Small Business Technology Development Center

Joe Babinski, Business Consultant (Exports), SCORE

Doug Devereaux, Industrial Specialist, US Department of Commerce

Paul Matino, International Trade Specialist, US Department of Commerce

Moderator: **Edward Knox**, Lead Lender Relations Specialist, US Small Business Administration

10:40 ***Break***

10:50 ***Regulators Response to Small Business Financing***

Eric Oliphant, Senior Examiner, Regulation and Credit, Federal Reserve Bank of Richmond

William Reeves, Manager of Community Development Lending, Office of the Comptroller of the Currency

Teresa Louro, Assistant Commissioner for Bank Supervision, Maryland Department of Labor, Licensing and Regulation

Moderator: **Ellen Janes**, Senior Manager for Community Development, Federal Reserve Bank of Richmond

11:30 ***Secondary Market for Small Business Loans***

Jim Reber, President, ICBA Securities

11:50 ***Wrap-Up Discussion***

Kathleen Murphy, President & CEO, Maryland Bankers Association

12:00 noon ***Adjourn***