



Generating Opportunities in South Dakota Under the Small Business Jobs Act of 2010

May 12, 2011

Cedar Shore Resort & Conference Center
Oacoma/Chamberlain, S.D.

8:00 a.m. **Registration & Networking**

8:30 a.m. **Welcome**

South Dakota Bankers Association

8:35 a.m. **Introductory Comments**

*Michael Martinez, Community Affairs Officer,
Western District Office, Office of the Comptroller
of the Currency, Denver*

A review of the day's agenda and a brief outline of the business opportunities for banks involved in Small Business Administration (SBA) lending.

8:45 a.m. **Small Business Jobs Act of 2010 Overview**

- *Dan Hannaher, Regional Administrator,
Region 8, Small Business Administration*
- *Clifton Kellogg, Office of Capital Access,
U.S. Department of the Treasury*
- *Christine Sorensen, Rural Development
Coordinator, Rural Development, USDA-SD*

Last fall, Congress passed and the President signed into law, the Small Business Jobs Act – comprehensive small business legislation that includes a number of enhancements critical to many small businesses across the U.S. This panel will briefly review the major programs under the Act, including the Small Business Lending Fund and the State Small Business Credit Initiative. Panelists will discuss how the programs work and their benefit to the nation's economy as well as local economies.

9:45 a.m. **Break**

10:00 a.m. **Regulatory Perspectives on Government Programs**

- *Tim Ahartz, Deputy Director, South Dakota
Division of Banking and Finance*
- *Randy Rock, Field Supervisor (Risk Manag.),
Federal Deposit Insurance Corporation*

- *Thomas Sutcliffe, Assistance Deputy
Comptroller, Office of the Comptroller of the
Currency*
- *Curtis Walz, Senior Examiner, Federal
Reserve Bank of Minneapolis*

Expert credit examiners will discuss how they consider government-enhanced guarantee programs vis-à-vis safety and soundness considerations. Are these loans viewed as riskier than conventional loans? Are there different capital reserve requirements? Are they considered unsound/unsafe? The panel will be interactive – audience participation and questions are encouraged. So come prepared with everything you wanted to ask regulators about government enhanced guarantee projects but were afraid to ask.

11:30 a.m. **Lunch and Presentation: Small Business and the Economy – A National and Local Picture**

*Richard Todd, Vice President, Federal Reserve
Bank of Minneapolis*

Dr. Richard Todd will discuss the outlook for the U.S. and regional economies, including the implications for small businesses and small business finance. He will also discuss the role that small businesses play in economic and employment growth.

12:45 p.m. **Breakout I**

Session 1: Implementing the Small Business Jobs Act – SBA and USDA Goals

- *Paul Gunderson, Lender Relations Specialist,
SD District, Small Business Administration*
- *Tim Potts, USDA Rural Development Area
Director*

This session will provide a deeper view of the newly enacted loan programs authorized by the Small Business Jobs Act and changes to the existing loan programs overall. The SBA will discuss 504 re-financing, the redesigned Dealer Floor Plan program, increased

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maximum loan amounts for all SBA loan programs, and alternative size standards for small businesses. The South Dakota District Office will cover how these programs can be used in combination to better facilitate economic development and the benefits of the loan guaranty to lenders in the state.

The USDA will focus on several programs including the Business and Industry Guarantee Loan program, the Intermediary Relending Program, and the Rural Microenterprise Assistance Program, and how some of these programs can benefit both banks and Community Development Financial Institutions.

Session 2: State Small Business Credit Initiatives

- **Kim Easland**, Governor's Office of Economic Development
- **Clifton Kellogg**, Office of Capital Access, U.S. Department of the Treasury
- **Randy Snyders**, Home Federal Bank, Sioux Falls

Kim Easland will detail GOED's efforts to assist economic development in South Dakota as well as provide an overview of their loan programs, with a focus on rural development.

The State Small Business Credit Initiative, administered by Treasury, will provide up to \$1.5 billion to states to support state-run small business lending programs. Clifton Kellogg will discuss programs that include: state capital access, loan participation, credit guarantee, state-run venture capital fund and collateral support.

Session 3: Community Advantage Program & Community Development Organizations

- **Beth Davis**, President, South Dakota Rural Enterprise Initiative, Sioux Falls
- **Tanya Fiddler**, Executive Director, Four Bands Community Fund and Co-Chair, Native CDFI Network
- **Chuck Hughes**, Deputy District Director, SD District, Small Business Administration

South Dakota Rural Enterprise, a statewide not-for-profit that stimulates financial and human investment in rural communities that are invested in themselves, will provide information on the Capital Investment Fund and other South Dakota Rural Enterprise products and services. The Capital Investment Fund builds the financial capacity of South Dakota's economic development corporations and revolving loan funds by providing reasonably priced capital on a 10-year, interest-only term that does not have restrictions on where the capital is used or the kinds of projects it can finance.

Four Bands will discuss its programs and activities to assist entrepreneurs of the Cheyenne River Indian Reservation with training, business incubation and access to capital and to encourage economic development and enhance the quality of life for all communities and residents of the Reservation. In addition, the SBA will join in with an overview of its Community Advantage Program pilot initiative which is aimed at increasing the number of SBA 7(a) lenders who reach underserved communities, targeting mission-focused financial institutions that were previously not able to offer SBA loans.

2:15 p.m. **Break**

2:30 p.m. **Breakout II**
Session 1: Implementing the Small Business Jobs Act – SBA and USDA Goals
(repeat session)

Session 2: State Small Business Credit Initiatives *(repeat session)*

Session 3: Other Targeted Federal Small Business Credit Enhancement Programs

Exports Financing Program

- **Jon Haverly**, District Counsel, South Dakota District Office, Small Business Administration
- **Cinnamon King**, Director, U.S. & Foreign Commercial Service, U.S. Dept. of Commerce

The U.S. & Foreign Commercial Service will cover how it assists businesses in finding export markets, in addition to discussing the current South Dakota export environment. The Sioux Falls SBA will focus on the U.S. Small Business Administration's Export Working Capital Program, an enhanced tool to help meet the needs of banking clients who are involved in filling orders from overseas buyers.

U.S Department of Transportation's Short Term Lending Program (STLP)

- **Lavonna Stathes**, Project Director, Small Business Transportation Resource Center, West Central Region, Denver

The U.S. Department of Transportation wants to expand its Short Term Lending Program (STLP) to provide a secure way for banks in South Dakota to serve this group of customers. Lavonna Stathes will discuss how interested banks could become participating lenders.

4:00 p.m. **General Discussion Wrap-Up and Closing Remarks**

4:15 p.m. **Adjourn**



Generating Opportunities Registration Form

May 12, 2011 , Cedar Shore Resort & Conference Center, Oacoma/Chamberlain, S.D.

Location

Cedar Shore Resort & Conference Center

1500 Shoreline Drive, Oacoma-Chamberlain, S.D.

(just off I-90 exit 260, west side of the Missouri River)

Website: www.cedarshore.com

A block of rooms has been reserved for the evening of Wednesday, May 11, at a special rate of \$79.55 per single/double occupancy. Ask for a room out of the "South Dakota Bankers Association" block by calling (888) 697-6363. **The block will be released April 11, 2011.**

Registration

There is no registration fee. Host continental breakfast, breaks, luncheon and program materials are included. You will need to register by May 5, 2011, in order to receive handout materials and to allow the Convention Center to plan for adequate refreshments and seminar space for attendees.

Questions

If you have any question, contact Deb Gates with the SDBA at deb gates@sdba.com or (800) 726-7322).

Bank Name: _____

Bank Address: _____

City/State/Zip: _____

Phone Number: _____ Fax Number: _____

Your Institution's Regulator: Federal Deposit Insurance Agency Office of the Comptroller of the Currency
 Federal Reserve Bank of Minneapolis Office of Thrift Supervision South Dakota Division of Banking

If an attendee is located at a branch different than the bank location listed above, please include the address of each attendee's branch location.

1. Attendee Name: _____ Title: _____

Address/City/State/ZIP: _____

Email Address: _____ Phone Number: _____

Breakout I (choose one):

- Implementing Small Business Jobs Act - SBA/USDA Goals
- State Small Business Credit Initiatives
- Community Advantage Program/Community Development Orgs.

Breakout II (choose one):

- Implementing Small Business Jobs Act - SBA/USDA Goals (repeat)
- State Small Business Credit Initiatives (repeat)
- Other Targeted Fed Small Business Credit Enhancement Programs

2. Attendee Name: _____ Title: _____

Address/City/State/ZIP: _____

Email Address: _____ Phone Number: _____

Breakout I (choose one):

- Implementing Small Business Jobs Act - SBA/USDA Goals
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Breakout II (choose one):

- Implementing Small Business Jobs Act - SBA/USDA Goals (repeat)
- State Small Business Credit Initiatives (repeat)
- Other Targeted Fed Small Business Credit Enhancement Programs

SBA

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2. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact: Michele Arends, (605) 330-4243 x42.

USDA

USDA is an equal opportunity provider, employer, and lender.

Registration Deadline is May 5, 2011

Mail to: SDBA, PO Box 1081, Pierre, SD 57501 or Fax to: (605) 224-7835 or Register online at: www.sdba.com