

2019 NATIONAL MICROLOAN CONFERENCE



CONFERENCE SCHEDULE



Microloan Conference

National Microloan Conference Schedule

These are the only times for the workshops

9:00 a.m. - 10:15 a.m.

10:30 a.m. - 11:45 a.m.

12:00 p.m. - 1:15 p.m.

1:30 p.m. - 2:45 p.m.

3:00 p.m. - 4:15 p.m.

4:30 p.m. - 5:45 p.m.

I2C Building: Wayne State Industry Innovation Center, 461 Burroughs St., Detroit, MI

TechTown Detroit: TechTown Detroit, 440 Burroughs St., Detroit, MI

2019 National Microloan Conference Speakers/Moderators/Panelists

Registration will be held at I2C Building

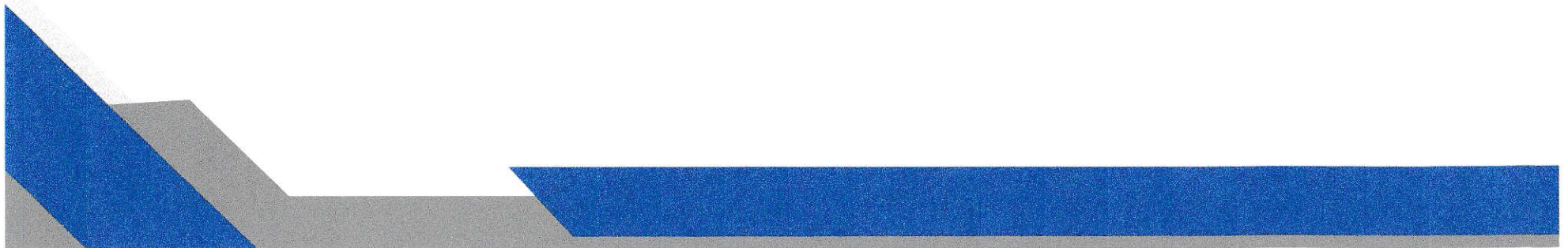


Microloan Conference

***Information is Subject to Change**

Time		Friday, September 27th	Speakers/Moderators	Panelists
9:00 a.m. to 10:15 a.m.	<u>I2C Building</u> Auditorium	Welcome / Fireside Chat with Warren S. Galloway, Jr., Founder/Chair	Steven Yates, Heroes International	Larry Bryant, Comerica Bank (Welcome); Marlin Williams, TechTown Detroit; Warren S. Galloway, Jr.,
	Tesla Edison	Risk Management: Fraud, Cybersecurity, Insurance	Brian Byrd, VP, Comerica Bank	
	Atrium	How Important is it to have the Right Point of Sales (P.O.S.) System?	Keith Buchanan and Adam Layne, Comerica Bank	
	<u>TechTown Detroit</u>	Registration/Vendors		
9:00 a.m. to 10:15 a.m.	Bay #1	<u>Continental Breakfast - Fueling Station</u> How Important is Social Entrepreneurship ?	Dr. Truman Hudson, Dex's Social Innovation Institute	Faris Alami, International Strategic Management; Keith Young, Ecotek
	Bay #2	What should Entrepreneurs do before Applying for a Loan?	Regina Ann Campbell, Epicenter	Kory Scheiber, SBDC; Evan Adams, Build Institute; Matthew Bihun, ProsperUs
	Test Track	The Accessibility of Entrepreneurship for the Disabled	Aaron Jackson, House Lions Entertainment	Tracie Lewis-Jennings, Michigan Rehabilitation Services; Angelo Gilmore, Michigan Rehabilitation Services
	Proving Grounds	The Importance of an Executive Leadership Coach	Milton Eric Fletcher, Great Minds Coaching	
	<u>I2C Building</u>			
10:30 a.m. to 11:45 a.m.	Auditorium	Storytelling for Entrepreneurs by Shawna Renee	Shawna Renee Collins	Deborah Jones, DCLF; Alessandra Desiderio, Colorado Lending Source
	Tesla	What is Microlending and How can I Benefit from this Lending?	Evan Adams, Build Institute	
	Edison	How to Apply for a Microloan	Dr. Joyce Suber, Michigan Women Forward	Mariam Mroueh, ACCESS; Amanda Blondeau, Northern Initiatives;
	Atrium	Registration/Vendors		
	<u>TechTown Detroit</u>			
10:30 a.m. to 11:45 a.m.	Bay #1	What do you need to Create a Business Plan?	Laura Sigmon, Best Practices Consulting	Kevin Ketels, Kyrris Marketing; Marcus Jackson, CIBC; Shakir Bralock, Flagstar Bank
	Bay #2	What Bank and SBA Loans are Available for Entrepreneurs?	Lawrence Jackson, TechTown Detroit	Pat Alexander, Comerica Bank; Keona Cowan, Invest Detroit;
	Test Track	What are the Funding Options for Veterans?	Steven Yates, Heroes International	
	Proving Grounds	Microloan Mock Lending		

Time		Friday, September 27th	Speakers/Moderators	Panelists
12:00 p.m. to 1:15 p.m.	<u>I2C Building</u> Auditorium Tesla Edison Atrium	Storytelling for Entrepreneurs by Shawna Renee What Do You Need to Apply for a Microloan? Employees versus Independent Contractors Registration/Vendors	Shawna Renee Collins Alessandra Desiderio, Colorado Lending Source Minito Reasor, Minito Reasor HR Solutions	Dr. Joyce Suber, MWF; Marcus Jackson, CIBC Ben Cunningham, CPA, CVA, CFP;
12:00 p.m. to 1:15 p.m.	<u>TechTown Detroit</u> Bay #1 Bay #2 Test Track Proving Grounds	Lunch - Fueling Station What Is the Difference between a Microlender and Bank? What Do You Need to Know about a Food-Based Business? What You Should Have in a Lease with a Landlord? Microloan Mock Lending	Marcus Jackson, CIBC Bank Devita Davison, FoodLab Atty. Sean Fraser, Abbott Nicholson PC	Erin Grant, Fifth Third Bank; Laura Castone, Chemical Bank; Ray Waters, Detroit Development Fund Micah Loucks, TechTown Detroit Atty. Donovan Hudson
1:30 p.m. to 2:45 p.m.	<u>I2C Building</u> Auditorium Tesla Edison Atrium	Microloan Symposium How to Position Yourself to be Approved for a Microloan What Kind of Due Diligence Should You Conduct before Signing a Lease? Registration/Vendors	Gabriela Ramirez-Arellano, Hispanic Chamber St. Louis Matthew Bihun, ProsperUs Atty. Donovan Hudson	Dr. Joyce Suber, MWF; Evan Adams, Build Institute; Deborah Jones, DCLF; Matthew Bihun, ProsperUs; Marcus Jackson, CIBC Mariam Mroueh, ACCESS Keona Cowan, Invest Detroit; Quentin Bishop, EDA of St. Clair County; Amanda Blondeau, Northern Initiatives Atty. Sean Fraser, Abbott Nicholson PC
1:30 p.m. to 2:45 p.m.	<u>TechTown Detroit</u> Bay #1 Bay #2 Test Track Proving Grounds	Lunch - Fueling Station Asesoria Para Tu Negocio: How a Local Collaboration in Southwest Detroit Assists Entrepreneurs Creating Financial Projections for Your Business Plan Opportunity Zones 101 - Emphasis on OPPORTUNITY Microloan Mock Lending	Mayte Penman, TechTown Detroit Lawrence Jackson, TechTown Detroit Atty. Donovan Hudson	Maria Mendez, Accounting AID Society; Luz Meza, DEGC; Raquel Garica, Global Detroit; Bridget Espinosa, Puente Cultural Integration; Monice Casarez, Blue Order, LLC Regina Ann Campbell, Epicenter;



Time		Friday, September 27th	Speakers/Moderators	Panelists
3:00 p.m. to 4:15 p.m.	<u>I2C Building</u> Auditorium Tesla	How to Properly Access Capital for Your Business Business Resources and Lending Opportunities for Immigrants	Lawrence Jackson, TechTown Detroit Kory Scheiber, SBDC	Matthew Bihun, ProsperUs; Gabriela Ramirez-Arellano, Hispanic Chamber St. Louis; Hassan Bazzi, ACCESS; Laura Chavez-Wazeerud-Din, Flagstar Bank Laura Sigmon, Best Practices Consulting; Herb Drayton, Goldman Sachs; Paul Garrison, OBA; Tiffany Smith, Flagstar Bank
	Edison Atrium	How to Network to Grow or Launch a Business Registration/Vendors	Mariam Mroueh, ACCESS	
3:00 p.m. to 4:15 p.m.	<u>TechTown Detroit</u> Bay #1	What Are the Non-loan Resources Available from Banks?	Felisha Hatcher, Co.ology	Stephanie Mitchell, Comerica Bank; Shakir Bralock, Flagstar Bank; Arleana Miller, Level One Bank Regina Ann Campbell, Epicenter; Amanda Blondeau, Northern Initiatives; Deborah Jones, DCLF; Celisa Jackson, Flagstar Bank Atty. Donovan Hudson
	Bay #2	Capital Readiness and the Importance of Preparing for a Loan	April Boyle, Build Institute	
	Test Track Proving Grounds	What an Entrepreneur Should Know from a Legal Perspective Microloan Mock Lending	Atty. Sean Fraser	
4:30 p.m. to 5:45 p.m.	<u>I2C Building</u> Auditorium	Symposium on Workforce Bullying	Tresa Galloway, Love Laces	Milton Eric Fletcher, Great Minds Coaching; Minito Reason, Minito Reasor, HR Solutions; Regina Ann Campbell, Epicenter Pat Alexander, Comerica Bank
	Tesla	What Are the Different SBA loans Available for Entrepreneurs?	Lawrence Jackson, TechTown Detroit	
	Edison Atrium	How to Navigate the Politics of Business Registration/Vendors	Lily Hamburger, Detroit Economic Growth Corporation	
4:30 p.m. to 5:45 p.m.	<u>TechTown Detroit</u> Bay #1	What You Need to Know about Human Resources	Minito Reasor, Minito Reasor HR Solutions	Camille Walker Banks, Npower; Lawrence Jackson, TechTown Detroit; Laura Sigmon, Best Practices Consulting
	Bay #2	Proper Succession Planning for Entrepreneurs	Barton Burns, Comerica Bank	
	Test Track Proving Grounds	Market Research for Your Business Plan Which Insurance Options are Best for Your Business?	Herb Drayton, Goldman Sachs 10,000 Small Businesses David Campbell, Allstate	



I2C Building: Wayne State Industry Innovation Center, 461 Burroughs St., Detroit, MI

TechTown Detroit: TechTown Detroit, 440 Burroughs St., Detroit, MI



Microloan Conference

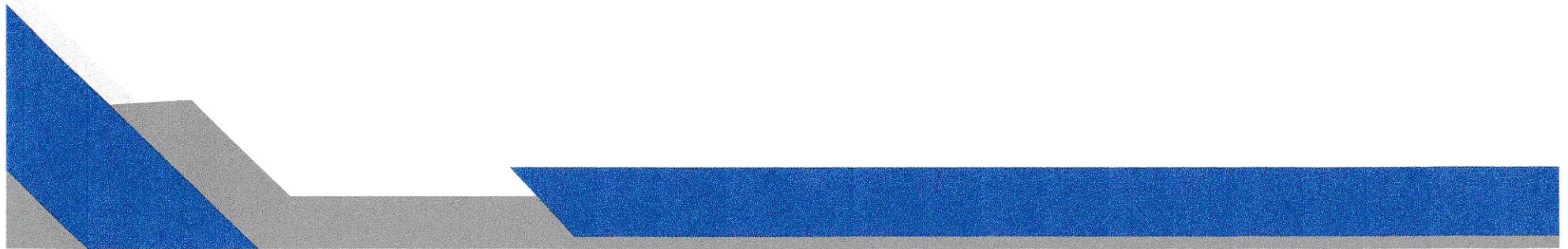
2019 National Microloan Conference Speakers/Moderators/Panelists

Registration will be held at I2C Building

***Information is Subject to Change**

Time		Saturday, September 28th	Speakers/Moderators	Panelists
9:00 a.m. to 10:15 a.m.	<u>I2C Building</u> Auditorium	Why Is It Important to Have a Business Mentor or a Professional Coach?	Amy Rencher, TechTown Detroit	Gabriela Ramirez-Arellano, Hispanic Chamber St. Louis; April Boyle, Build Institute; Paul Garrison, OBA; Milton Eric Fletcher, Great Minds Coaching Dr. Truman Hudson, Dex's Social Innovation Institution; John L. McCullough, Jr., Microloan Conference; Aaron Jackson, House Lions Entertainment
	Tesla	What Does It take to Operate a business? Hear from Entrepreneurs	Grace Lee, Logic Solutions	
	Edison Atrium	What Is It about Microloans? The What, When and Why Registration/Vendors	Hassan Bazzi, ACCESS	
9:00 a.m. to 10:15 a.m.	<u>TechTown Detroit</u> Bay #1	Are Microlenders Reaching a Diverse Group of Entrepreneurs?	Ray Waters, Detroit Development Fund	Evan Adams, Build Institute; Amanda Blondeau, Norther Initiatives, Marian Mroueh, ACCESS Marcus Jackson, CIBC; Lawrence Jackson, TechTown Detroit Hubert Wiley, Comerica Bank.
	Bay #2	Is a Microloan a Viable Option if I Need Capital for My Business?	Deborah Jones, Detroit Community Loan Fund	
	Test Track Proving Grounds	What Are the Non-loan Resources Available from Banks? Meet with Lenders - Open Appointments	Lysa Davis, Compliance and Community Consultants	
10:30 a.m. to 11:45 a.m.	<u>I2C Building</u> Auditorium	Pitch Competition - Sponsored by Comerica	John McCullough, Jr., Microloan Conference	Dimitrius M. Hutcherson, Comerica Bank; Shawna Renee; Milton Eric Fletcher; Great Minds Coaching; Amanda Blondeau, Northern Initiatives Alessandra Desiderio, Colorado Lending Source; Micah Loucks, TechTown Detroit Dr. Marlo Rencher, TechTown Detroit; John L. McCullough, Jr., Microloan Conference
	Tesla	What Non-urban Financial Resources Are Available for Entrepreneurs?	Amanda Blondeau, Northern Initiatives	
	Edison Atrium	What Resources Are Available for Tech-Based Businesses? Registration/Vendors	Paul Riser, Jr., Detroit Urban Solutions	
10:30 a.m. to 11:45 a.m.	<u>TechTown Detroit</u> Bay #1	What Do You Need to Apply for a Microloan?	Quentin Bishop, EDA of St. Clair County	Lawrence Jackson, TechTown Detroit
	Bay #2	The Importance of Brick and Mortar Businesses in Low-Income Areas	Paul Garrison, Osborn Business Association	
	Test Track Proving Grounds	Marketing a Business in the Era of Social Media Meet with Lenders - Open Appointments	Kevin Ketels, Kyrris Marketing	Elizabeth Mays, Entrepreneur & Executive Magazine; Felisha Hatcher, Co.ology; Paul Jones, Goldman Sachs

Time		Saturday, September 28th	Speakers/Moderators	Panelists
12:00 p.m. to 1:15 p.m.	<u>I2C Building</u> Auditorium	Food Trucks / On-your-own Pitch Competition - Sponsored by Comerica	John McCullough, Jr., Microloan Conference	Dimitrius M. Hutcherson, Comerica Bank; Shawna Renee; Milton Eric Fletcher; Great Minds Coaching; Amanda Blondeau, Northern Initiatives
	Tesla Edison Atrium	How to Successfully Navigate City Government What Are the Funding Options and Resources for Veterans? Vendors	Linnette Phillips, City of Flint Steven Yates, Heroes International	lily Hamburger, DEGC; Andrew Lucco, DEGC
	<u>TechTown Detroit</u>			
12:00 p.m. to 1:15 p.m.	Bay #1	Why Are Business Training Programs Important to Entrepreneurs?	Andrew Lucco, Detroit Economic Growth Corporation	Devita Davison, FoodLab; Paul Garrison, Osborn Business Association; April Boyle, Build Institute
	Bay #2 Test Track Proving Grounds	What Is the Difference between a Microlender and Bank? How to Read Your Business Plan Financials Meet with Lenders - Open Appointments	Keona Cowan, Invest Detroit Lawrence Jackson, TechTown Detroit	Marcus Jackson, CIBC; Deborah Jones, DCLF
	<u>I2C Building</u>			
1:30 p.m. to 2:45 p.m.	Auditorium	Food Trucks / On-your-own Why Does It Cost so Much to Launch or Grow a Restaurant Business?	Devita Davison, FoodLab	Keona Cowan, Invest Detroit; Ray Waters, Detroit Development Fund
	Tesla	Can You Be Successful without a Business Coach?	Micah Loucks, TechTown Detroit	Matthew Bihun, ProsperUs; Marian Mroueh, ACCESS; Milton Eric Fletcher, Great Minds Coaching
	Edison	Marketing a Business 101	Elizabeth Mays, Entrepreneur & Executive Magazine	Kevin Ketels, Kyrris Marketing
	Atrium	Vendors		
	<u>TechTown Detroit</u>			
1:30 p.m. to 2:45 p.m.	Bay #1	Microloan Symposium	Mariam Mroueh, ACCESS	Deborah Jones, DCLF; Evan Adams, Build Institute; Matthew Bihun, ProsperUs
	Bay #2 Test Track Proving Grounds	How to Properly Access Capital for Your Business Employees versus Independent Contractors Meet with Lenders - Open Appointments	Lawrence Jackson, TechTown Detroit Ben Cunningham, CPA, CVA, CFP	Minito Reasor, Minito Reasor HR Solutions



Time		Saturday, September 28th	Speakers/Moderators	Panelists
3:00 p.m. to 4:15 p.m.	<u>I2C Building</u>			
	Auditorium	Are African-American Women Business Owners Leading the Revitalization of Detroit's Neighborhoods?	Marlin Williams, TechTown Detroit	Latricia Wright, Olive Seed; Dr. Joyce Suber, MWF; Regina Ann Campbell, Epicenter
	Tesla	Which Entrepreneurial Services Are Best for a Growth Stage Business?	Paul Jones, Goldman Sachs 10,000 Small Businesses	Dr. Marlo Rencher, TechTown Detroit; Gail Brown, Platters Chocolatier
	Edison Atrium	How to Tap into Business Resources from National Partners Vendors	Felisha Hatcher, Co.ology	Laura Sigmon, Best Practices Consulting; Herb Drayton, Goldman Sachs; Paul Garrison, OBA; Tiffany Smith, Flagstar Bank
	<u>TechTown Detroit</u>			
3:00 p.m. to 4:15 p.m.	Bay #1	Tech Based Business and Funding Options	Dr. Marlo Rencher, TechTown Detroit	John L. McCullough, Jr., Microloan Conference; Paul Riser, Detroit Urban Solutions; Keith Young, Ecotek
	Bay #2	The Benefits of Working with Community & Economic Based Non-profits	Paul Garrison, Osborn Business Association	Bridget Espinosa, Puente Cultural;
	Test Track	The Benefits of a Conversation with a Banking Center Manager	Huber Wiley, Comerica Bank	
	Proving Grounds	Meet with Lenders - Open Appointments		
	<u>I2C Building</u>			
4:30 p.m. to 7:30 p.m.	Auditorium	Symposium on Workforce Bullying	Warren S. Galloway, Jr., Microloan Conference	
	Tesla			
	Edison Atrium	Strolling Reception/Music		



**Look forward to the
2020 National Microloan
Conference - Detroit**

www.microloanconference.com