AMERICA EAST

Conference for SBA Lenders

FULL CONFERENCE

August 15, 2011- August 17, 2011

Join us in Niagara Falls and Buffalo, NY for the 2011 America East SBA Lender Conference. This three day conference will focus on new SBA programs and initiatives to support exporting, tapping the underserved community and provide training on a variety of SBA policies and procedures. Take this opportunity to learn how to maximize your organization's participation in SBA's lending programs and build your network of SBA program and industry experts.

Monday, August 15, 2011
HYATT

Registration – 8:00-11:00am
Welcome/Brunch – 11:00am-11:45am
Board Buses for Niagara Falls 12:00pm
Arrival at Niagara Falls 12:45 pm
International Trade Panel -1:00pm-2:00pm
Break/SBA Meeting– 2:00-5:30pm
Dinner w/Speaker – 6:00pm-8:30pm
Board Buses for Hyatt – Immediately following Dinner

Tuesday, August 16, 2011
Convention Center

Breakfast & Guest Speaker 8:30-10:00 am
Break Out Session I -10:15-11:15 am
Break Out Session II 11:30-12:30 pm
Lunch & Guest Speaker 12:45-2:00 pm
Break Out Session III 2:15-3:15 pm
Break/Vendor Visit 3:15-5:00 pm
Dinner & Guest Speaker -6:00 – 8:00pm

Wednesday 17, 2011
Convention Center

Breakfast & Guest Speaker -8:30-10:00am
Breakout IV 10:15am-11:15 am
Breakout V 11:30-12:30 pm
Lunch & Guest Speaker 12:45-2:00 pm
Breakout VI 2:15-3:15 pm
Break/Vendor Visit 3:15-5:00pm Dinner @ Convention Center with KEYNOTE SPEAKER 6:00-8:00pm

Each conference day will offer high profile key note addresses, expert panel discussions and a variety of training sessions to choose from to meet your specific training needs. This year's conference also includes a day spent on Goat Island in Niagara Falls, NY emphasizing opportunities in international trade!

Registration for this annual event is a low $299.00 and includes all meals and conference material.

Click Here to Register Now

Conference Headquarters
Hyatt Regency Buffalo
Two Fountain Plaza,
Buffalo, New York, USA 14202

Click Here for Hotel Reservations
Or call
Tel: 1.888.421.1442
Special Conference Room Rate: $98 !

Contact victoria.reynolds@sba.gov for more information

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Training Topics Will Include:

Supporting Your Exporter:
The Banker's Role

Eligibility:
The Three Pronged Test

Servicing your SBA Customer:
The Servicing Matrix & Unilateral Authority

Franchise Eligibility & The Franchise Registry

Expediting your SBA Approval: Avoiding common Errors & Omissions.

SBA Advantage & Community Advantage:
Opportunities Serving our Underserved.

Lender Portal & Lender Oversight

Debt Refinancing: New Opportunities under SBA's 504 Program

Using E-Tran & 1502 Reporting

SBA

SBA's participation or support of this event is not an endorsement of the views, opinions, products or services of any co-sponsor or other person or entity. All SBA programs or co-sponsored programs are extended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance by calling Franklin Sciortino at SBA, (716) 551-4301. Co-sponsorship Authorization # 11-0296-96

SCORE
FOR THE LIFE OF YOUR BUSINESS

AMERICA EAST

Conference for SBA Lenders

Earn 6 CLE Credits!

August 16, 2011- August 17, 2011

In Collaboration with Erie Institute of Law, we are pleased to be able to provide continuing legal education credit through America East Conference for SBA Lenders. Join us in Buffalo, NY for this annual conference as we focus on new SBA programs and initiatives to support small business access to capital and provide training on a variety of SBA policies and procedures. Take this opportunity to learn how to maximize your organization's participation in SBA's lending programs and build your network of SBA program and industry experts.

General Agenda
Modified CLE Track

Tuesday, August 16, 2011

Convention Center

Breakfast & Guest Speaker	8:30-10:00
Break Out Session I	10:15-11:15
Break Out Session II	11:30-12:30
Lunch & Guest Speaker	12:45-2:00
Break Out Session III	2:15-3:15
Break/Vendor Visit	3:15-5:00
Dinner & Guest Speaker	6:00 – 8:00

Wednesday 17, 2011

Convention Center

Breakfast with Panel/Speaker	8:30-10:00
Breakout Session IV	10:15-11:15
Breakout Session V	11:30-12:30
Lunch & Guest Speaker	12:45-2:00
Breakout Session VI	2:15-3:15
Break/Vendor Visit	3:15-5:00
Dinner with SPEAKER	6:00-8:00

America East 2011 Adjourns 9:00 PM

Each conference day will offer high profile key note addresses, expert panel discussions and six training sessions to hone your SBA Loan skills.

Registration for this annual event is a low **$298.75** and includes all meals and conference material.

Click Here to Register Now

Conference Headquarters
Buffalo Niagara Convention Center
Buffalo, New York, USA 14202

Click Here for Hotel Reservations
Or call
Tel: 1.888.421.1442
Special Conference Room Rate:
$98 !

ERIE INSTITUTE OF LAW
CLE
CONTINUING LEGAL EDUCATION

The program will include the following 6 Training sessions:

***Eligibility:**
The Three Pronged Test

***Franchise Eligibility &**
The Franchise Registry

***Detecting Waste, Fraud & Abuse in SBA loan programs**

***Change in Ownership Financing with SBA**

***SBA Loan Closings**

***Environmentals & Appraisals: SBA requirements**

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SCORE
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Conference for SBA Lenders

Bring a Guest to Goat Island!

You now have the ability to bring a guest to enjoy the sights and attractions of Goat Island on August 15!

The low registration cost of $129.00 includes:

- **Roundtrip Transportation from the Hyatt Regency Hotel to the New York State Park on Goat Island, NY.**
- **A Discovery Pass which allows holders to visit all of the park attractions including Niagara: Legends of Adventure Theater, Aquarium of Niagara, Cave of the Winds Trip, Discovery Center, Maid of the Mist and access to the cross park Trolley.**
- **Enjoy Buffet Dinner with Guest Speaker "Under the Tent" on the meadow of Goat Island with the picturesque Niagara River Rapids as a backdrop.**

To Register a Guest for this portion of the 2011 America East Conference,click here

Don't miss this opportunity to see one of the Natural Wonders of the World.

Co-Sponsorship Authority # 11-0296-96

AMERICA EAST

Conference for SBA Lenders

Don’t Miss the most important SBA lender conference for 2011!

GETTING HERE

Buffalo is accessible from throughout the United States via the New York State Thruway (I-90), from Canada via the Queen Elizabeth Way (QEW) and by railroad via Amtrak from Chicago and New York City.

The Buffalo Niagara International Airport is located just fifteen minutes east of downtown Buffalo. Averaging 100 daily flights with nonstop service to 23 cities, the BNIA serves 5.5 million passengers annually from a state-of-the-art terminal. Major carriers are US Airways, American, United, JetBlue, Southwest and Delta.

STAYING HERE

Located in the heart of Buffalo's theater and financial districts, the Hyatt offers two unique restaurants and a fitness facility. Minutes from the Chippewa entertainment district. Adjoins the Buffalo Niagara Convention Center.

Click Here for Hotel Reservations

WHILE YOUR ARE HERE

Stand where Teddy Roosevelt took the oath of office. See one of the world's great collections of modern art. Tour Frank Lloyd Wright's grandest Prairie Style house. Stroll through one of America's great neighborhoods. Explore a South American rainforest. Visit the birthplace of the American Arts & Crafts Movement. Visit Buffalo. Be surprised.

Review the Buffalo Niagara Visitors Guide to get the most out of your visit to the Buffalo Niagara region.

FAQs ABOUT BUFFALO

America East Sponsors & Exhibitors

FIRST NIAGARA
KeyBank
M&T Bank
LABELLA Associates, P.C. — Engineering Architecture Environmental Planning
RBAC — Regional Business Assistance Corporation
LCS INC. — Environmental and Real Estate Consultants
Cohen & Lombardo P.C. — Attorneys at Law
citibank
COLLATERAL SPECIALISTS INC. — Nationwide Inspection Services
New Jersey Business Finance Corp. — professional, predictable, timely results
HSBC — The world’s local bank
GCF Valuation — Business Valuation... More Than Just Numbers!
Buffalo Business First — Western New York’s Business Newspaper
WELLS FARGO
EVANS BANK
NBT BANK
Citizens Bank
NYBDC
Phillips Lytle LLP
ECIDA — The Economic Development Corporation for Erie County
Five Star Bank
J.R.Bruno & Associates
Eastern Bank
reliant Business Valuation — Specialized in SBA Valuations
PCFS 2000
Alliance Bank — expect different.
PathFinder Bank — Local. Community. Trust.
TD Bank
National Association of Government Guaranteed Lenders

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