

I2C Building	Wayne State Industry Innovation Center, 461 Burroughs St., Detroit, MI
TechTown Detroit	TechTown Detroit, 440 Burroughs St., Detroit, MI



*Information is Subject to Change

2019 National Microloan Conference Itinerary and Speakers/Moderators

Conference Registration will be held at I2C Building

8/31/2019

Friday, September 27th		9:00-10:15	10:30-11:45	12:00-1:15	1:30-2:45	3:00-4:15	4:30-5:45	Main Speakers/Moderators
<u>I2C Building</u>								
Auditorium	Welcome / Fireside Chat with Warren S. Galloway, Jr., Founder/Chair	x						Steven Yates, Heroes International
Tesla	Risk Management: Fraud, Cybersecurity, Insurance	x						Dave Campbell, Allstate
Edison	How Important is it to have the Right Point of Sales (P.O.S.) System?	x						Comerica Bank Representative
Atrium	Registration/Vendors	x						
<u>TechTown Detroit</u>								
Bay #1	How Important is Social Entrepreneurship ?	x						Dr. Truman Hudson, Dex's Social Innovation Institute
Bay #2	What should Entrepreneurs do before Applying for a Loan?	x						Regina Ann Campbell, Epicenter
Test Track	The Accessibility of Entrepreneurship for the Disabled	x						Aaron Jackson, House Lions Entertainment
Proving Grounds	The Importance of an Executive Leadership Coach	x						Milton Eric Fletcher, Great Minds Coaching
<u>I2C Building</u>								
Auditorium	Storytelling for Entrepreneurs by Shawna Renee		x					Shawna Renee Collins
Tesla	What is Microlending and How can I Benefit from this Lending?		x					Evan Adams, Build Institute
Edison	How to Apply for a Microloan		x					Dr. Joyce Suber, Michigan Women Forward
Atrium	Registration/Vendors		x					
<u>TechTown Detroit</u>								
Bay #1	What do you need to Create a Business Plan?		x					Laura Sigmon, Best Practices Consulting
Bay #2	What Bank and SBA Loans are Available for Entrepreneurs?		x					Shakir Bralock, Flagstar Bank
Test Track	What are the Funding Options for Veterans?		x					Steven Yates, Heroes International
Proving Grounds	Meet with Lenders - Open Appointments		x					
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<u>I2C Building</u>								
Auditorium	Storytelling for Entrepreneurs by Shawna Renee			x				Shawna Renee Collins
Tesla	What do You need to Apply for a Microloan?			x				Alessandra Desiderio, Colorado Lending Source
Edison	Employees Versus Independent Contractors			x				Minito Reasor, Minito Reasor HR Solutions
Atrium	Registration/Vendors/Music - Lunch			x				
<u>TechTown Detroit</u>								
Bay #1	What is the Difference between a Microlender and Bank?			x				Marcus Jackson, CIBC Bank
Bay #2	What do you need to Know about a Food-Based Business?			x				Devita Davison, FoodLab
Test Track	What you Should Have in a Lease with a Landlord?			x				Atty. Sean Fraser, Abbott Nicholson PC
Proving Grounds	Meet with Lenders - Open Appointments			x				
<u>I2C Building</u>								
Auditorium	Microloan Symposium				x			Gabriela Ramirez-Arellano, Hispanic Chamber St. Louis
Tesla	How to Position Yourself to be Approved for a Microloan				x			Matthew Bihun, ProsperUs
Edison	What Kind of Due Diligence Should You Conduct before Signing a Lease?				x			Atty. Donovan Hudson
Atrium	Registration/Vendors - Lunch				x			
Auditorium	Asesoría para tu Negocio: How a Local Collaboration in Southwest Detroit Assists Entrepreneurs				x			Bridget Espinosa, Puente Cultural Integration
Bay #2	Creating Financial Projections for Your Business Plan				x			Lawrence Jackson, TechTown Detroit
Test Track	Opportunity Zones 101 - Emphasis on OPPORTUNITY				x			Atty. Donovan Hudson
Proving Grounds	Meet with Lenders - Open Appointments				x			

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<u>I2C Building</u>									
Auditorium	How to Properly Access Capital for Your Business					x		Lawrence Jackson, TechTown Detroit	
Tesla	Business Resources and Lending Opportunities for Immigrants					x		Kory Scheiber, SBDC	
Edison	How to Network to Grow or Launch a Business					x		Mariam Mroueh, ACCESS	
Atrium	Registration/Vendors					x			
<u>TechTown Detroit</u>									
Bay #1	What are the Non-Loan Resources Available from Banks?					x		Erin Grant, Fifth Third Bank	
Bay #2	Capital Readiness and the Importance of Preparing for a Loan					x		April Boyle, Build Institute	
Test Track	What an Entrepreneur Should Know from a Legal Perspective					x		Atty. Sean Fraser	
Proving Grounds	Meet with Lenders - Open Appointments					x			
<u>I2C Building</u>									
Auditorium	Symposium on Workforce Bullying						x	Tresa Galloway, Love Laces	
Tesla	What are the Different SBA loans Available for Entrepreneurs?						x	Laura Castone, Chemical Bank	
Edison	How to Navigate the Politics of Business						x	Lily Hamburger, Detroit Economic Growth Corporation	
Atrium	Registration/Vendors						x		
<u>TechTown Detroit</u>									
Bay #1	What does it take to Operate a Business? Hear from Entrepreneurs						x	Grace Lee, Logic Solutions	
Bay #2	What You Need to Know about Human Resources						x	Minito Reasor, Minito Reasor HR Solutions	
Test Track	Proper Succession Planning for Entrepreneurs						x	Barton Burns, Comerica Bank	
Proving Grounds	Market Research for Your Business Plan						x	Herb Drayton, Goldman Sachs 10,000 Small Businesses	
Proving Grounds	Meet with Lenders - Open Appointments						x		
Saturday, September 28th		9:00-10:15	10:30-11:45	12:00-1:15	1:30-2:45	3:00-4:15	4:30-5:45	6:00-7:30	Main Speakers/Moderators
<u>I2C Building</u>									
Auditorium	Why is it Important to Have a Business Mentor or Professional Coach?	x							Amy Rencher, TechTown Detroit
Tesla	What does it take to Operate a Business? Hear from Entrepreneurs	x							Grace Lee, Logic Solutions
Edison	What is it about Microloans? The What, When and Why	x							Hassan Bazzi, ACCESS
Atrium	Registration/Vendors	x							
<u>TechTown Detroit</u>									
Bay #1	Are Microlenders Reaching a Diverse Group of Entrepreneurs?	x							Ray Waters, Detroit Development Fund
Bay #2	Is a Microloan a Viable Option if I Need Capital for My Business?	x							Deborah Jones, Detroit Community Loan Fund
Test Track	What are the Non-Loan Resources Available from Banks?	x							Lysa Davis, Compliance and Community Consultants
Proving Grounds	Meet with Lenders - Open Appointments	x							
<u>I2C Building</u>									
Auditorium	Pitch Competition - Sponsored by Comerica		x						John McCullough, Jr., Microloan Conference
Tesla	What Non-Urban Financial Resources are Available for Entrepreneurs?		x						Amanda Blondeau, Northern Initiatives
Edison	What Resources are Available for Tech-Based Businesses?		x						Paul Riser, Jr., Detroit Urban Solutions
Atrium	Registration/Vendors		x						
<u>TechTown Detroit</u>									
Bay #1	What Do You Need to Apply for a Microloan?		x						Quentin Bishop, EDA of St. Clair County
Bay #2	Risk Management: Fraud, Cybersecurity, Insurance		x						Dave Campbell, Allstate
Test Track	Marketing a Business in the Era of Social Media		x						Kevin Ketels, Kyrris Marketing
Proving Grounds	Meet with Lenders - Open Appointments		x						

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Auditorium	Pitch Competition - Sponsored by Comerica			x					John McCullough, Jr., Microloan Conference
Tesla	How to Successfully Navigate City Government			x					Linnette Phillips, City of Flint
Edison	What are the Funding Options and Resources for Veterans?			x					Steven Yates, Heroes International
Atrium	Vendors/Food Trucks - On-Your-Own			x					
<u>TechTown Detroit</u>									
Bay #1	Why are Business Training Programs Important to Entrepreneurs?			x					Andrew Lucco, Detroit Economic Growth Corporation
Bay #2	What is the Difference between a Microlender and Bank?			x					Keona Cowan, Invest Detroit
Test Track	How to Read Your Business Plan Financials			x					Lawrence Jackson, TechTown Detroit
Proving Grounds	Meet with Lenders - Open Appointments			x					
<u>I2C Building</u>									
Auditorium	Why Does It Cost So Much to Launch or Grow a Restaurant Business?				x				Devita Davison, FoodLab
Tesla	Can you be successful without a Business Coach?				x				Micah Loucks, TechTown Detroit
Edison	Marketing a Business 101				x				Elizabeth Mays, Entrepreneur & Executive Magazine
Atrium	Vendors/Food Trucks - On-Your-Own				x				
<u>TechTown Detroit</u>									
Bay #1	Microloan Symposium				x				Mariam Mroueh, ACCESS
Bay #2	How to Properly Access Capital for Our Business				x				Lawrence Jackson, TechTown Detroit
Test Track	Employees Versus Independent Contractors				x				Ben Cunningham, CPA, CVA, CFP
Proving Grounds	Meet with Lenders - Open Appointments				x				
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Auditorium	Are African-American Women Business Owners Leading the Revitization of Detroit's Neighborhoods?					x			Marlin Williams, TechTown Detroit
Tesla	Which Entrepreneurial Services for Best for a Growth Stage Business?					x			Paul Jones, Goldman Sachs 10,000 Small Businesses
Edison	How to Tap into Business Resources from National Partners					x			Felisha Hatcher, Co.ology
Atrium	Vendors					x			
<u>TechTown Detroit</u>									
Bay #1	Tech Based Business and Funding Options					x			Dr. Marlo Rencher, TechTown Detroit
Bay #2	The Benefits of Working with Community & Economic Based Non-Profits					x			Paul Garrison, Osborn Business Association
Test Track	How can Banks Better Serve Businesses Located in LMI Tracts?					x			Stephanie Mitchell, Comerica Bank
Proving Grounds	Meet with Lenders - Open Appointments					x			
<u>I2C Building</u>									
Auditorium	Strolling Reception/Music/Awards Program						x	x	Warren S. Galloway, Jr., Microloan Conference
Tesla									
Edison									
Atrium	Strolling Reception/Music						x	x	