

JULY 2022

2022 National Microloan Conference

**HOLLYWOOD CASINO
@GREEKTOWN**

JULY 29TH - JULY 31ST



CONFERENCE ITINERARY

WWW.MICROLOANCONFERENCE.COM

FRIDAY, JULY 29

Friday, July 29, 2022	Subject/Topic	Room	Speakers
Time		Grand Ballroom	Steven Yates, Co-Host/Co-Facilitator John L. McCullough, Jr. Co-Host/Facilitator
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E		
8:45 a.m. - 9:30 a.m.	Welcome - Conference Opening Remarks	B & C	Kala Gibson, Fifth Third Bank Chief Corporate Responsibility Officer, Executive Vice President Warren S. Galloway, Founder, National Microloan Conference Marc Howland, Co-owner, Breadless, 2019 Pitch Competition Winner
9:35 a.m. - 10:30 a.m.	Restaurant Symposium - Surviving the Pandemic	B & C	Marlin Hughes, Dennis Williams, Maurice Wallace, Ime Ekpenyoung
10:35 a.m. - 11:30 a.m.	What is the Kiva Microloan (0% Interest / No fees)	B & C	Onnie Stone
11:35 a.m. - 12:30 p.m.	How to Obtain Support from Small Business Service Providers	B & C	Ned Staebler, Chanell Scott Contreras, Herb Drayton, James Feagin
11:35 a.m. - 1:00 p.m.	Lunch - Salon E / Support Vendors in Marketplace		
12:35 p.m. - 1:30 p.m.	CDFI Lending - What is this type of lending	B & C	Rich Hawkins, Chanell Scott Contreras, Anthony Young, Alexis Dishman, Camille Walker-Banks
1:35 p.m. - 2:30 p.m.	Microlending Symposium - Understanding How to Access this Capital	B & C	Onnie Stone, Alexis Dishman, Erin Grant, Angelia Sharp
2:35 p.m. - 3:30 p.m.	Financial Institution Lending Symposium - Equity and Lending	B & C	Jason Paulateer, Dimitrius Hutcherson, Rich Hawkins, Paul Jones
3:35 p.m. - 4:30 p.m.	Access to Capital Symposium - What Supportive Services will get an Entrepreneur prepared to Access Capital	B & C	Ned Staebler, Jason Paulateer, James Feagin, Rich Hawkins, Regina Ann Campbell
4:35 p.m. - 5:30 p.m.	Microlending Symposium - What is this important Lending Tool and How do I Access it	B & C	Erin Grant, Shakir Bralock, Onnie Stone
	Visit Greektown in Detroit		

Friday, July 29, 2022	Subject/Topic	Room	Speakers
Time		Grand Ballroom	
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E		Aaron Jackson, Co-Host/Co-Facilitator Mariam Mroueh, Co-Host/Co-Facilitator
8:30 a.m. - 9:30 a.m.	How the Divine 9 can support Entrepreneurship	A	Charles Jones, Todd Carter, Camille Walker Banks, Marlo Rencher, Tina Dawson, Aaron Jackson Robert L. James, Jr.
9:35 a.m. - 10:30 a.m.	Storytelling for Entrepreneurs: Learn how to Pitch your Business	A	Faris Alami
10:35 a.m. - 11:30 a.m.	Retail Sales Techniques: Best Practices for Selling In-person and Virtually	A	Carrie Vestrand, Christina Devlin
11:35 a.m. - 12:30 p.m.	Why is it Important to have a Business Coach or Mentor	A	Amanda Saab, Jaime Odister, Matthew Bihun, Aric Tucker, Todd Carter
11:35 a.m. - 1:00 p.m.	Lunch - Salon E / Support Vendors in Marketplace		
12:35 p.m. - 1:30 p.m.	How to Fund a Tech-Based Business	A	Dawn Batts, Marlo Rencher, Mack Hendricks
1:35 p.m. - 2:30 p.m.	Economic Gardening	A	Laura Sigmon
2:35 p.m. - 3:30 p.m.	Creating Financial Projections for your Business Plan	A	Lawrence Jackson
3:35 p.m. - 4:30 p.m.	Business Etiquette: Strategic Communication	A	Aaron Jackson
4:35 p.m. - 5:30 p.m.	Strategies for Increasing Retail Sales	A	Carrie Vestrand, Christina Devlin
	Visit Greektown in Detroit		

Friday, July 29, 2022	Subject/Topic	Room	Speakers
Time		Salon B	
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E		Laura Sigmon, Co-Host/Co-Facilitator Lawrence Jackson, Co-Host/Co-Facilitator
8:30 a.m. - 9:30 a.m.	What should Entrepreneurs do before Applying for a Loan	B	Shakir Bralock, Onni Stone, Marilyn Lawrence
9:35 a.m. - 10:30 a.m.	The Business of Being an Artist	B	Byron Rogers
10:35 a.m. - 11:30 a.m.	How to Apply for a Microloan or CDFI Loan	B	Matthew Bihun
11:35 a.m. - 12:30 p.m.	What microlending opportunities are available at Lake Trust	B	Nicole Dietrich
11:35 a.m. - 1:00 p.m.	Lunch - Salon E / Support Vendors in Marketplace		
12:35 p.m. - 1:30 p.m.	Hear from Entrepreneurs who Survived the Pandemic	B	Byron Rogers, Sean Hickman, Darren Clay
1:35 p.m. - 2:30 p.m.	What kind of Due Diligence should you conduct before signing a Lease	B	Atty. Michael Lamb
2:35 p.m. - 3:30 p.m.	Creating Financial Projections for your Business Plan	B	Lawrence Jackson
3:35 p.m. - 4:30 p.m.	Marketing a Business in the Era of Social Media	B	Ashley Williams
4:35 p.m. - 5:30 p.m.	Understanding Personal Credit	B	Michele Winbush
	Visit Greektown in Detroit		

Friday, July 29, 2022	Subject/Topic	Room	Speakers
Time	Salon C		
7:30 a.m. - 8:30 a.m.	Continental Breakfast -Hallway		Helda Saad, Co-Host/Co-Facilitator Jaime Odister, Co-Host/Co-Facilitator
9:35 a.m. - 10:30 a.m.	Retaining workers, hiring talent, and keeping employees engaged	C	Minito Reasor
10:35 a.m. - 11:30 a.m.	The Human Resources aspects of Business Ownership	C	Minito Reasor
11:35 a.m. - 12:30 p.m.	The Business of being a Book Author	C	Jesse Cole, Darnell Blackburn, Charles Jones, Lawrence Jackson, Angeline Lawrence
11:35 a.m. - 1:00 p.m.	Lunch - NDeep / Support Vendors in Marketplace		
12:35 p.m. - 1:30 p.m.	How to Share and Monetize your Message with Authenticity and Boldness	C	Jesse Cole
1:35 p.m. - 2:30 p.m.	What is the Kiva Microloan (0% Interest / No fees)	C	Onnie Stone
2:35 p.m. - 3:30 p.m.	Entrepreneurship as a form of Community Policing	C	Darnell Blackburn
3:35 p.m. - 4:30 p.m.	Entrepreneurship as an Economic Engine in your Community	C	Hassan Bazzi, Camille Walker Banks, James Feagin
4:35 p.m. - 5:30 p.m.	Hear from Entrepreneurs who Survived the Pandemic	C	Sean Hickman, Darren Clay
Visit Greektown in Detroit			

Meet the Lenders Open Office Hours (10 minute meetings)

Friday, July 29, 2022

Salon D

9:00 a.m. -	10:00 a.m.	Detroit Development Fund	Angelia Sharp
10:05 a.m. -	11:00 a.m.	Detroit Community Loan Fund	Erin Grant
11:05 a.m. -	12:00 p.m.	Minito HR Solutions	Minto Reasor
12:05 p.m. -	1:00 p.m.	CIBC Bank	Marilyn Lawrence
1:05 p.m. -	2:00 p.m.	Michigan Women Forward	Alexis Dishman
2:05 p.m. -	3:00 p.m.	ProsperUs Microloan	Shakir Bralock
3:05 p.m. -	4:00 p.m.	Kiva Microloan	Onnie Stone
4:05 p.m. -	5:00 p.m.	Lake Trust Credit Union	Nicole Dietrich

SATURDAY, JULY 30

Saturday, July 30, 2022	Subject/Topic	Room	Speakers
Time -		Grand Ballroom	Steven Yates, Co-Host/Co-Facilitator John L. McCullough, Jr. Co-Host/Facilitator
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E		
8:30 a.m. - 9:30 a.m.	How to Successfully Apply for a Microloan	B & C	Warren S. Galloway, Jr.
9:35 a.m. - 10:30 a.m.	How to Hire a Small Business Consultant	B & C	Laura Sigmon, Lawrence Jackson, Faris Alami
10:35 a.m. - 11:30 a.m.	How to Develop an Online Presence	B & C	Aric Tucker, Mack Hendricks, Marlo Rencher
11:35 a.m. - 1:30 p.m.	On your own - Hollywood Casino at Greentown Food Court		Support Vendors in Marketplace
11:35 a.m. - 12:30 p.m.	Support Marketplace Vendors		
12:35 p.m. - 1:30 p.m.	Diversity & Inclusion in the Workforce	B & C	Marlin Williams, Marlo Rencher, Robert L. James, Jr.
1:35 p.m. - 2:30 p.m.	Workforce Bullying: How to address it?	B & C	Tresa Galloway, Angeline Lawrence
2:35 p.m. - 3:30 p.m.	Is Entrepreneurship Really that Difficult?	B & C	Robert L. James, Jr., Darnell Blackburn, Darren Clay, Charles Jones, Tina Dawson, Aric Tucker
7:00 p.m. - 11:00 p.m.	Dinner/Dancing	A & B & C	Live Band - NDeep

Saturday, July 30, 2022	Subject/Topic	Room	Speakers
Time		Grand Ballroom	
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E		Aaron Jackson, Co-Host/Co-Facilitator Mariam Mroueh, Co-Host/Co-Facilitator
8:30 a.m. - 9:30 a.m.	Customer Service Etiquette: Strategic Communication	A	Aaron Jackson
9:35 a.m. - 10:30 a.m.	Equity in Lending for BIPOC Business Owners	A	Onni Stone, Alexis Dishman, Shakir Bralock, Erin Grant, Rich Hawkins
10:35 a.m. - 11:30 a.m.	Navigating the Local Small Business Ecosystem	A	Dawn Batts, Jaime Odister, Angeline Lawrence, Marquicia Pierce
11:35 a.m. - 12:30 p.m.	Self-Employment for Individuals with Disabilities	A	A. Karriem Muhammad
11:35 a.m. - 1:30 p.m.	On your own - Hollywood Casino at Greektown Casino Hotel Food Court		Support Vendors in Marketplace
12:35 p.m. - 1:30 p.m.	How to Build a Solid Relationship with your Banker	A	LaShanda Golden, Helda Saad, Erica Foondle
1:35 p.m. - 2:30 p.m.	Funding for Child Care Businesses	A	Jaime Odister, Angelia Sharp
2:35 p.m. - 3:30 p.m.	Milestones and Money	A	Dawn Batts
7:00 p.m. - 11:00 p.m.	Dinner/Dancing	A & B & C	Live Band -NDeep

Saturday, July 30, 2022	Subject/Topic	Room	Speakers
Time		Salon B	
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E		Laura Sigmon, Co-Host/Co-Facilitator Lawrence Jackson, Co-Host/Co-Facilitator
8:30 a.m. - 9:30 a.m.	Entrepreneur Symposium	B	Laura Sigmon, Lawrence Jackson, Kendall Braxton, Tina Dawson, Sean Hickman
9:35 a.m. - 10:30 a.m.	What funding options are available for Veteran Businesses	B	Steven Yates
10:35 a.m. - 11:30 a.m.	Support Vendors in Marketplace		
11:35 a.m. - 12:30 p.m.	How to improve business credit to show good character	B	Reginald Gilson, Juliana Perry
11:35 a.m. - 1:30 p.m.	On your own - Hollywood Casino at Greektown Food Court		Support Vendors in Marketplace
12:35 p.m. - 1:30 p.m.	What does it take to Operate a Business	B	Bre Mills
1:35 p.m. - 2:30 p.m.	The 7 steps to converting your side-hustle into a Legitimate Business	B	Jesse Cole
2:35 p.m. - 3:30 p.m.	The Legal side of lending; should you have an attorney	B	Atty. Michael Lamb
3:35 p.m. - 4:30 p.m.	Re-Entry Entrepreneurs Resources	B	Steven Yates
4:35 p.m. - 5:30 p.m.	How to Build a Solid Relationship with your Banker, Even in a Pandemic	B	Tawnya Rose, LaShanda Golden, Glenn Brasch
7:00 p.m. - 11:00 p.m.	Dinner/Dancing	A & B & C	Live Band - NDeep

Saturday, July 30, 2022		Subject/Topic	Room	Speakers
Time			Salon C	
7:30 a.m. - 8:30 a.m.	Continental Breakfast - Salon E			Helda Saad, Co-Host/Co-Facilitator Jaime Odister, Co-Host/Co-Facilitator
	Support Vendors in Marketplace			
9:35 a.m. - 10:30 a.m.	Why is it Important to have a Business Coach or Mentor	C		Marquicia Pierce, Bre Mills
10:35 a.m. - 11:30 a.m.	How to Hire a Small Business Consultant	C		Laura Sigmon, Lawrence Jackson, Faris Alami
11:35 a.m. - 12:30 p.m.	What to look for in Hiring Employees?	C		Robert L. James, Jr., Marlin Williams, Minito Reasor
11:35 a.m. - 1:30 p.m.	On your own - Hollywood Casino at Greektown Food Court			Support Vendors in Marketplace
12:35 p.m. - 1:30 p.m.	Economic Gardening	C		Laura Sigmon
1:35 p.m. - 2:30 p.m.	Creating Financial Projections for your Business Plan	C		Lawrence Jackson
2:35 p.m. - 3:30 p.m.	Business Etiquette: Strategic Communication	C		Aaron Jackson
	Support Vendors in Marketplace			
4:35 p.m. - 5:30 p.m.	How to Develop an Online Presence	C		Aric Tucker, Mack Hendricks, Marlo Rencher
7:00 p.m. - 11:00 p.m.	Dinner/Dancing	A & B & C		Live Band - NDeep

Meet the Business Coaches Open Office Hours (10 minute meetings)

Saturday, July 30, 2022

Salon D

8:00 a.m. -	9:00 a.m.	CIBC Bank	Marilyn Lawrence
9:00 a.m. -	10:00 a.m.	TechTown Detroit	Amanda Saab
10:05 a.m. -	11:00 a.m.	Kingdom Mogul Coaching	Jesse Cole
11:05 a.m. -	12:00 p.m.	ProsperUs Detroit	Alexis Dishman
12:05 p.m. -	1:00 p.m.	Goldman Sachs 10k Businesses	Herb Drayton
1:05 p.m. -	2:00 p.m.	Build Institute	Onnie Stone
2:05 p.m. -	3:00 p.m.	Best Practices Consulting Services	Laura Sigmon
3:05 p.m. -	4:00 p.m.	Emerging Enterprise Group	Lawrence Jackson
4:05 p.m. -	5:00 p.m.	International Strategic Management	Faris Alami

SUNDAY, JULY 31

Sunday, July 31, 2022	Subject/Topic	Room	Speakers
Time -		Grand Ballroom	Steven Yates, Host/Facilitator
8:00 a.m. - 9:00 a.m.	Cybersecurity for Small Businesses	A & B & C	Terrance Campbell
9:05 a.m. - 10:00 a.m.	Accepting Crypto as Payment - It's risky, but the future!	A & B & C	Mack Hendrick
10:05 a.m. - 1:00 p.m.	"How to Share your Message with Authenticity & Boldness" Second Annual Business Pitch Competition	A & B & C A & B & C	Jesse Cole John McCullough, Host/Facilitator - Sponsored by Fifth Third Bank
End of Conference			

Keynote Speaker

Fifth Third Bank Senior Executive Management



Kala Gibson
Executive Vice President
Chief Corporate Responsibility Officer
Fifth Third Bank, N.A.

Kala Gibson serves as executive vice president and chief corporate responsibility officer. He oversees the Bank's corporate citizenship work, which comprises Community Development and Social Responsibility efforts, including Community Reinvestment Act lending and investment; inclusion and diversity; and environmental, social and governance, or ESG, strategy, including sustainability. He serves as chairman of the Fifth Third Foundation's distribution committee and as co-chair of the Bank's Corporate Responsibility and Reputation Committee and Executive Diversity Leadership Council.

Kala joined Fifth Third in 2011 in Eastern Michigan as a Business Banking executive and rose to head that business. He started his career at Comerica Bank in Detroit and has more than 30 years of experience in retail, community and small business banking; middle market and asset-based lending; and credit administration.

Education

Kala earned a bachelor's degree in business administration from Grand Valley State University and an MBA from Michigan State University. He is also a graduate of the ABA Stonier Graduate School of Business and Wharton Leadership Program.

Professional and Civic

Kala was selected in 2022 to join the Executive Leadership Council, an organization committed to increasing the ranks of Black executives at major world corporations. He also serves on the boards of the National Urban League and National Minority Supplier Development Council. Kala serves on the Executive and Finance committees of the Charles H. Wright Museum of African American History and of the National Underground Railroad Freedom Center.

Kala is board chair of Mortar, a Cincinnati urban entrepreneurship organization, and a member of the ArtsWave board of trustees.

For his civic and professional work, the Cincinnati USA Regional Chamber selected him among its Making Black History honorees.



Conference Speakers



AARON JACKSON

Chief Executive Officer,
House Lions Entertainment Group



A. KARRIEM MUHUMMAD



ALEXIS DISHMAN

Chief Lending Officer,
Michigan Woman Forward



ANGELIA D. SHARP

Detroit Development Fund



ANGELINE LAWRENCE

Tech Town Detroit- Entrepreneurial
Education Department



ANTHONY YOUNG

President, Southern Bancorp Community Partners



ARIC TUCKER

President/CEO, Tucker Media LLC

Conference Speakers



BRE MILLS

Sr. Business Consultant, Chase



BYRON D. ROGERS

Founder & CEO, Be Art Gallery and Studio



CAMILLE WALKER BANKS

Executive Director, LISC



CHANELL SCOTT CONTRERAS

Executive Director, ProsperUS Detroit



DARNELL BLACKBURN

President, Prat International



DARREN CLAY

President, Clay Piping Systems



DIMITRIUS M. HUTCHERSON

Executive Vice President,
First Independence Bank

Conference Speakers



FARIS ALAMI

Founder & CEO,
International Strategic Management



HELDA SAAD

AVP, Executive Project Manager & Director
of Mortgage Lending Operations,
First Independence Bank



HERBERT DRAYTON

Interim Executive Director, Goldman Sachs 10,000
Small Businesses



JAIME ODISTER



JASON L. PAULATEER

Senior Vice President and Community and Eco-
nomic Development Market Manager, Fifth Third
Bank-National Leadership



JESSE COLE

Host, Kingdom Confidence Coach



JOHN L. MCCULLOUGH JR.

Consultant, Microloan Conference LLC

Conference Speakers



JULIANNA PERRY

Vice President, Business Development,
Fifth Third Bank, Eastern Michigan



JAMES FEAGIN

Program Manager/Economic Mobility,
Gilbert Family Foundation



LAKE BUTLER

Sole Proprietor & Photographer,
LBE Photography and Design



LASHANDA J. GOLDEN

Assistant Vice President /CRA Business Banking
Relationship Manager, Fifth Third Bank



LAURA SIGMON

President & CEO
Best Practices Consulting Services



LAWRENCE JACKSON

Emerging Enterprise



MACK HENDRICKS

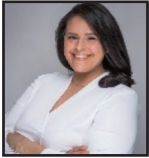
Entrepreneur in Residence, TechTown

Conference Speakers



MARCUS JACKSON

Vice President / Community & Economic
Development Manager, Fifth Third Bank



MARIAM MROUEH



MARILYN LAWRENCE

Associate Managing Director, CIBC Bank USA



MARLIN WILLIAMS

President & CEO, Diversity & Inclusion Solutions



DR. MARLO RENCHER

Director,
TechTown Detroit- Technology Based Program



DR. MARQUICIA PIERCE

Small Business Consultant
Small Business Development Center



MATTHEW BIHUN

Senior Loan Officer, ProsperUS Detroit

Conference Speakers



MICHAEL LAMB

Attorney



MICHELE WINBUSH

Community Home Lending Officer



MINITO REASOR

CEO, Minito HR Solutions, LLC



NED STAEBLER

President/CEO, TechTown Detroit



NICOLE DIETRICH

Business Development Manager,
Lake Trust Credit Union



ONNI STONE

Kiva Capital Access Manager, Build Institute



REGINA ANN CAMPBELL

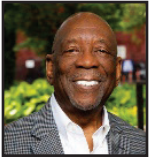
President & CEO, Build Institute



REGINALD GILSON

Financial Center Manager for Fifth Third Bank

Conference Speakers



RICHMOND HAWKINS
Senior Commercial Loan Officer,
Detroit Development Fund



ROBERT L. JAMES
Managing Partner,
IFG International Financial Group



SEAN HICKMAN
Owner, Divine Dents



SHAKIR BRALOCK
ProsperUs



STEVEN YATES
Owner, HEROES International



TINA DAWSON
Owner, Tru Blue Designs



TRESA GALLOWAY
CEO/Founder, Love Laces



WARREN S. GALLOWAY, II
President, National Microloan Conference

Other Speakers

Amanda Saab, Small Business Services Director,
TechTown Detroit

Terrance Campbell, President and CEO, YOUR Center

Carrie Vestrand, Retail Strategist, TechTown Detroit

Charles Jones, CEO/Founder, C & B HR Consulting LLC

Christina Devlin, Retail Strategist, TechTown Detroit

Dr. Dawn Batts, Capital Strategist, TechTown Detroit

Paul Jones, NEI

Dennis Williams, Le Crepe

Ime Ekpenyong, Kola Restaurant & Ulta Lounge

Hassan Bazzi, Director, Community Innovation Forward Cities

MacKenzie K. Galloway, Owner, Conscious Creations

Madison K. Galloway, Author, Entrepreneur

MaKayla K. Galloway, Entrepreneur

Warren S. Galloway, III, Entrepreneur

Erin Grant, Detroit Community Loan Fund

Marlin Hughes, Detroit Pepper Company

Maurice Wallace, LoneStar Catering

Tawnya Rose, VP, Community/Eco. Develop, Fifth Third Bank

Todd Carter, VP, Director of Managed Assets,
First Independence Bank

Ashley Williams, Founder/CEO, Rizzarr

Erica Foondle, Comerica

Glenn Brasch, Comerica

*Conference Schedule is Subject to Change
Please check **www.microloanconference.com**
for the latest conference schedule

*Please visit **Salon A** to schedule a time to be interviewed for the **Warren Galloway, Jr. Show**

*All food will be served in **Salon E**

*Please support the entrepreneurs in the
Marketplace!

If you have any questions, please speak to one of the members of the conference planning team wearing the light blue jackets

