



CENTRAL INDIANA CHAPTER RMA PRESENTS: SBA PANEL DISCUSSION

When: Wednesday, May 22, 2:00 PM – 4:00 PM (Registration begins 1:45 PM)

Where: PNC Center; 101 W. Washington Street, Indianapolis; 3rd Floor, Training Room B, (East Tower)

Ms. Kiamesha-Sylvia Colom; Partner – Taft Stettinius & Hollister, LLP: Kiamesha focuses her practice in the areas of real estate transactions (acquisitions, dispositions, development, leasing, sale leaseback transactions and real estate municipality work), real estate lending and commercial finance transactions and related business transactions. Ms. Colom helps developers, corporate real estate departments, municipalities, tenants and landlords achieve their real estate goals related to development projects, drafting and negotiating of lease documents, negotiating transfer documents and ultimately getting the deal done. Ms. Colom has closed numerous SBA, USDA and conventional commercial loans for commercial lenders and borrowers related to real estate, equipment, machinery and C&I lending. Her extensive base of knowledge covers an array of commercial loan types, including government guaranteed lending, asset based line of credits, term loans, real estate transactions and construction loans. Additionally, she has assisted banks with recovery of yearly financial documents, past due funds, liquidation and government guaranteed purchasing processes. Ms. Colom also assists minority, women, veteran and disabled owned businesses with attaining state and city certifications.

Ms. Luann Lieurance; Lender Relations Specialist SBA, Indiana District: As Lender Relations Specialist, Luann is responsible for the delivery of SBA programs and services throughout Indiana. These programs include access to capital, business counseling guidance, and government contracting assistance. Ms. Lieurance helps coordinate services between the district office staff, other federal agencies, over 130 lending institutions, and state and local resource partners including the Indiana Small Business Development Centers, SCORE chapters, and Women Business Centers.

Mr. Jarit (J.T.) Loughmiller; Director (Partner) – Blue & Co., LLC: J.T. joined Blue & Co. in 2010 as part of the Valuation and Forensic Services Group. He has more than 18 years of experience in providing advisory services to clients and attorneys involving transactional support matters and in disputes or litigation settings, as well as other consulting and transaction-based areas. His expertise includes a full-range of services, including business valuation, insurance loss claims, forensic accounting, budgeting, forecasting, business plans, economic damages analysis, and support to attorneys in virtually all areas of litigation. J.T. developed Blue's SBA transaction advisory support service line nearly 10 years ago, and today his team provides 100s of business valuations each year to lending institutions throughout the Midwest (and across the U.S.) in support of small, mid- and large institutions' SBA 7(a) lending transactions.

Scott Burns, Senior Vice President-Underwriting Manager, PNC Bank, NA: Scott Burns has 40 years of experience in the banking industry, including over 20 years in SBA lending. He is directly responsible for PNC's Business Banking commercial loan underwriting and fulfillment for SBA lending, agricultural lending and investment real estate lending. Scott and his team work with over 800 lenders across the country reviewing and approving commercial loans to clients that have revenues of \$10 million or less. He is a past recipient of the U.S. Small Business Administration Financial Services Advocate of the Year for his service to the small business community.

TOPICS TO BE DISCUSSED: This Panel will cover the different SBA programs from the perspectives of the individual team members needed to get an SBA deal completed for a bank client. They will each share their expertise regarding SBA 7(a) Guaranty and SBA 504 programs as well as other more specific programs offered by the SBA. Be sure to have a couple of questions in mind for our Panel as there will be time allowed for discussion after presentations are offered by each Panel Member.

Registrant Information (Registration Deadline May 21, 2019):

Pay with Credit Card and Register Online by going to: [Online Sign-up](#)

Or, Register with check by mailing the attached completed form along with your check for \$20 payable to:
The Central Indiana Chapter of RMA; Attn: Laura Haynes; C/O Stock Yards Bank & Trust; 201 N. Illinois St, Suite 400;
Indianapolis, IN 46204

Certified for 2.0 Hours RMA CRC Continuing Education Credit
Any questions, Email Tyler Tedford at: tedford@blueandco.com

REGISTRATION FOR SBA DISCUSSION

Name _____ Position _____ Institution _____

Address _____ City _____ State _____ Zip _____

Telephone (____) _____ Email _____