



**EDFS Conference
June 28 – 30, 2017 | Denver, CO
Conference Agenda**

Wednesday, June 28

**8:30 a.m. – 5:00 p.m.
Registration**

**9:00 – 9:30 a.m.
Welcome, Self-Introductions and Conference Overview**

**9:30 – 10:45 a.m.
Today's Small Business Lending Environment—Challenges and Opportunities**

**10:45 – 11:00 a.m.
Break**

**11:00 a.m. – 12:00 p.m.
Concurrent Sessions**

- **New Sources of Loan Fund Capital**
- **Marketing Your Loan Fund to Various Audiences**

**12:00 – 1:30 p.m.
Lunch on Your Own**

**1:45 – 2:45 p.m.
Concurrent Sessions:**

- **Providing Meaningful Technical Assistance**
- **Meeting the Needs of Non-traditional Borrowers**

**2:45 – 3:00 p.m.
Break**

**3:00 – 4:30 p.m.
Ideas That Work**

**4:30 – 6:00 p.m.
Networking Reception**

Thursday, June

29

7:30 – 8:00 a.m.

Continental Breakfast

8:00 – 10:00 a.m.

Basics of Business Credit Analysis

10:00 – 10:15 a.m.

Break

10:15 a.m. – 12:15 p.m.

Structuring Good Loans

12:15 – 1:15 p.m.

Lunch and Learn

1:15 – 3:15 p.m.

Avoiding Bad Loans/Loan Workouts

3:15 – 3:30 p.m.

Break

3:30 – 5:00 p.m.

Cash Flow, Collateral and Guarantees

Friday, June 29

8:30 – 10:30 a.m.

Analyzing Financial Statements

10:30 – 10:45 a.m.

Break

10:45 a.m. – 12:30 p.m.

Federal Program Update

12:30 p.m.

Conference Adjournment