

DRAFT



National Rural Lenders Association

NRLA Spring Educational Conference  
Hyatt Centric Memphis  
Beale Street, Memphis, TN  
May 14-15, 2024

## Day 1 Agenda

Location: Hyatt Centric Memphis, Foundry Ballroom

Tuesday, May 14

- 7:30 AM - Registration & Breakfast - Location: Foundry Prefunction Area
- 8:30 AM - Welcome - NRLA Chairman Alan Hoskins
- 8:35 AM - Stakeholder Engagement - The Importance of the FSA Guaranteed Lender Partnership - Bill Cobb, Deputy Administrator for Farm Loan Programs
- 9:30 AM - Best Practices in Loan Origination - Heather Laubenthal, Senior Loan Officer, Guaranteed Loan Branch
- 10:30 AM - Break
- 10:45 AM - Secondary Market Update - Originating, Pricing, Servicing, Ben Clark, Senior VP, FTN Financial; Scott Taylor, Director, Brean Capital; Witt McKay, Senior VP, Carty & Co.; Jennifer Bond, Director Lender Relations, Memphis Capital
- 11:30 AM - Sponsor Recognition
- 12:00 PM - Lunch - Innovation Center Update & Rural Data Gateway Demo  
Jacki Ponti-Lazaruk, Chief Innovation Officer, Rural Development
- 1:30 PM WEP Update, Michele Brooks, Assistant Administrator, Water and Environmental Programs
- 2:00 PM - RBCS Update - Dr. James Jordan, Acting Deputy Administrator; Brian Wiles, Director, Guaranteed Lending
- 2:45 PM - Break
- 3:00 PM - Speed Networking - A fast-paced round robin networking event to briefly meet conference attendees
- 4:30 PM - Meeting Adjourned
- 5:30-7:30PM - Cocktail Reception/Networking Event - Location: Beck and Call Lounge (rooftop of hotel)

## Day 2 Agenda

Location: Foundry Ballroom

Wednesday, May 15

- 7:30 AM - Breakfast - Location: Foundry Prefunction Area
- 8:30 AM - Welcome - NRLA Chairman Alan Hoskins, and TN RD State Director Arlisa Armstrong
- 8:35 AM - Rate Cut Expectations Fade as Markets Question Soft Landing - Will Compennolle, Macro Strategist - FHN Financial
- 9:00 AM - Best Practices for Loan Processing - B&I/REAP, CF, WEP  
Brenda Griffin, Underwriting Branch Chief, RBCS  
Chris Hampton, TN Community Programs Director  
Darrel Lipscomb, Community Programs Specialist, RUS
- 10:15 AM - Break
- 10:30 AM - Best Practices for Loan Servicing - B&I/REAP, CF, WEP  
Justin Kirking, Servicing Branch Chief, RBCS  
Chris Hampton, TN Community Programs Director  
Darrel Lipscomb, Community Programs Specialist, RUS
- 11:45 AM - Lunch - FSA Administrator Zach Ducheneaux
- 1:00 PM - Washington Update - Lorren Walker, President & CEO, Elias Walker & Associates
- 2:15 PM Break
- 2:30 PM - New Markets Tax Credits - Joseph Denney, Cheryl Denney, Forked Pine Consulting
- 3:30 PM - Rural Development Rural Partners Network, Lee Jones, Executive Director
- 4:00 PM - Meeting Adjourned
- 5:00 PM - Leave for Memphis Capital Reception at BBQ Festival