

iGlobal Forum

# 9<sup>TH</sup> SPECIALTY FINANCE SUMMIT

JANUARY 30 & 31, 2018 | **NEW YORK**

## KEY TOPICS TO BE COVERED INCLUDE:

- **A macroeconomic analysis and forecast of the specialty finance landscape** in 2018: opportunities and challenges
  - **Determining the most effective asset-based lending strategies** for 2018 and beyond
- **Disruption and the impact of Fintech on the specialty finance market:** towards openness, collaboration and investment
  - **Developing a model for crowdfunding** in the burgeoning litigation finance industry
  - **Assessing the impact of the CFPB Arbitration Rule on the consumer finance market**
    - **Middle Market M&A Outlook:** towards growth and opportunity
  - **Navigating the myriad of new financing options and tax-exempt debt**
    - **Spearheading securitization strategies in alternative lending**

## HEAR FROM THE FOLLOWING PARTICIPATING COMPANIES:

ARENA INVESTORS  
TERRA CAPITAL PARTNERS  
CRYSTAL FINANCIAL  
3 SISTERS SUSTAINABLE MANAGEMENT  
STERLING NATIONAL BANK  
GREENWORKS LENDING  
SEABURY TFX  
APOLLO INVESTMENT CORPORATION  
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SCARAB FUNDS GLOBAL COMMUNITY IMPACT  
LENDERS FUNDING  
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## LEADING EXPERTS & SPEAKERS INCLUDE:



**KEYNOTE SPEAKER**  
**Dan Zwirn**  
 CEO, CIO & Founder, **ARENA INVESTORS**



**Bruce Batkin**  
 CEO & Co-Founder  
**TERRA CAPITAL PARTNERS**



**Steve Migliero**  
 Senior Managing Director  
**CRYSTAL FINANCIAL**



**G. Benjamin Bingham**  
 CEO & Founder  
**3 SISTERS SUSTAINABLE MANAGEMENT**



**Thomas Geisel**  
 EVP, President of Specialty Finance  
**STERLING NATIONAL BANK**



**Robert Lin**  
 President & CEO  
**SEABURY TFX**



**Greg Hunt**  
 CFO  
**APOLLO INVESTMENT CORPORATION**



**Eric Starr**  
 Partner  
**CAPX PARTNERS**



**Edward Wu**  
 Director of Loan Originations  
**REVERE CAPITAL**



**Kurt Carlton**  
 CTO  
**SHERMAN BRIDGE LENDING**



**Joyce A. Frost**  
 Partner  
**RIVERSIDE RISK ADVISORS**



**Jodi Golinsky**  
 General Counsel, Chief Compliance Officer & Board Secretary  
**FS CARD**



**Mark Seigel**  
 President  
**VERITAS FINANCIAL PARTNERS**



**Matthew P. Previn**  
 Partner  
**BUCKLEY SANDLER LLP**



**Kenneth Von Rausch**  
 Managing Partner  
**RED PEPPER MERGERS**



**Barbara Sinsley**  
 General Counsel and Chief Compliance Officer  
**FACTORTRUST**



**Rob Bolandian**  
 Partner, Global Head of Investment Banking  
**CAMBRIDGE WILKINSON**



**Joseph F. Ingrassia**  
 Managing Member  
**CAPSTONE CAPITAL GROUP, LLC**



**Jessica Bailey**  
 CEO & Co-Founder  
**GREENWORKS LENDING**



**Eli Corbett**  
 Counsel  
**ALSTON & BIRD**



**Clarence Bethea**  
 Founder & CEO  
**UPSIE**



**Mark Califano**  
 SVP- Managing Counsel  
**AMERICAN EXPRESS**



**Angelina Bellochio**  
 Investment Committee  
**SCARAB FUNDS GLOBAL COMMUNITY IMPACT**



**Robert Zadek**  
 Founder  
**LENDERS FUNDING**



**Josh Borg**  
 Managing Director  
**20 GATES MANAGEMENT**



**Josh Wander**  
 President  
**777 PARTNERS**



**Ray Chan**  
 Partner  
**ATALAYA CAPITAL MANAGEMENT**



**Nick Seibert**  
 Director  
**FT PARTNERS**

# iGlobal Forum 9<sup>TH</sup> SPECIALTY FINANCE SUMMIT

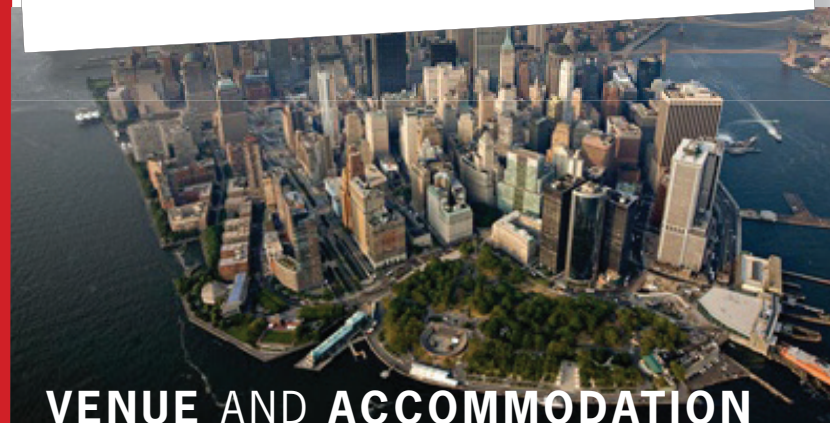
JANUARY 30 & 31, 2018 | NEW YORK

Dear Colleague,

iGlobal Forum is pleased to present the upcoming **9<sup>th</sup> Specialty Finance Summit** taking place in **New York** on **January 30<sup>th</sup> and 31<sup>st</sup>, 2018**. As the economy continues to improve towards historical GDP growth rates, the specialty finance industry continues to expand to meet the needs of small businesses and consumers. After the Federal Open Market Committee also began its largest post-recession policy shift in October, there are questions on how this will impact the market in 2018. Meanwhile, employment has risen, household spending increased and business fixed investments have continued to expand at moderate rates. It is forecasted that positive economic trends will continue to support financing and M&A activity within the specialty finance sector as businesses reach scale and seek further consolidation opportunity. iGlobal Forum's **9<sup>th</sup> Specialty Finance Summit** will bring together the leading players from all sides of the specialty finance industry, discussing the major shifts in geopolitical, economic and technological factors affecting investment opportunities today. It will show you how you can thrive during periods of uncertainty and exploit new asset classes, geographies and partnerships to better meet market needs and provide attractive risk-adjusted returns.

Kind regards,

iGlobal Forum Team



## VENUE AND ACCOMMODATION

### NEW YORK, NY

We are pleased to be hosting the upcoming Summit in New York. Venue details will be announced shortly.

Guests are welcome to secure accommodations at the Park Lane Hotel, located in the vicinity of the event.

To book a reservation via telephone at The Park Lane, please call **866-831-7211** & request that your reservations agent apply the iGlobal Forum Corporate Rate, or visit **www.iglobalforum.com** for our personalized weblink for a 15% discount.

# AGENDA

TUESDAY JANUARY 30, 2018

PRE-SUMMIT NETWORKING SESSION | 9:30 am to 10:30 am

## ONE-ON-ONE STRUCTURED NETWORKING

Join us for our speed networking series in this exclusive part of the program. Here you will sign up for concise and focused one-on-one meetings where specialty lenders, originators, finance providers and investors will connect and evaluate the potential for mutual business endeavors. We will provide you with information on all of the other participants to allow you to choose the most relevant and focused meetings during this time on site. This part of the program is a unique and focused way to help you establish relevant new contacts and generate fresh business opportunities.

PRE-SUMMIT WORKSHOP | 10:45 am to 12:45 pm

## WORKSHOP A: BEST PRACTICE APPROACHES TO STRUCTURING PARTNERSHIPS BETWEEN LENDERS AND INVESTORS

- Case study examples of successful partnering between lenders and investors
- Traditional versus alternative lending models
- Identifying core objectives and developing a framework to achieve portfolio expansion on both sides of the capital stack
- Structuring terms, understanding requirements and managing delivery expectations



**Kurt Carlton**  
CTO  
SHERMAN BRIDGE LENDING



**Joseph F. Ingrassia**  
Managing Member  
CAPSTONE CAPITAL GROUP, LLC

PRE-SUMMIT WORKSHOP | 2:00 pm to 4:00 pm

## WORKSHOP B: COMMERCIAL LENDING- METHODS TO MANAGE AND MITIGATE PORTFOLIO RISK

- Strategies and systems to manage individual and portfolio risk
- Borrower management and mentoring techniques from interest rate increases, sourcing agency guarantees and use of credit derivatives
- Developing recommended courses of action
- Strategies to transfer risk



**Robert Zadek**  
Founder  
LENDERS FUNDING

# AGENDA

WEDNESDAY JANUARY 31, 2018

## 8:00 am REGISTRATION & NETWORKING BREAKFAST

## 9:00 am CHAIRPERSON'S WELCOME AND OPENING REMARKS

## 9:15 am KEYNOTE INTERVIEW: A MACROECONOMIC ANALYSIS AND FORECAST OF THE SPECIALTY FINANCE LANDSCAPE IN 2018

- A twelve month forecast of the US lending market – where are the opportunities for growth?
- An insight into activity and trends in M&A and capital markets
- The future of specialty finance for both consumer and commercial markets
- Updates to the legislative landscape
- Key trends and emerging opportunities – capitalizing on technological advances while mitigating risk
- As financial technology advances, where will specialty finance be impacted most?
- Mitigating risk in deal structuring and execution
- Emerging markets – an eighteen month forecast
- Analysis of Q1 mid-market M&A activity – understanding fiscal spending priorities
- To what extent will tax reform change industry dynamics with increased competition



**Dan Zwirn**,  
CEO, CIO & Founder  
**ARENA INVESTORS**

## 10:00 am DETERMINING THE MOST EFFECTIVE ASSET-BASED LENDING STRATEGIES FOR 2018 AND BEYOND

- Analysis of the asset-based lending market – opportunities, challenges and shifts in market dynamics
- Assessing the importance of a security interest
- Risk mitigation strategies and identifying exit opportunities from asset-based lending
- UCC Article 9 definitions and updates
- Strategies to overcome inventory and receivables financing challenges
- A status update of the new CFPB arbitration rule

**Steve Migliero**, Senior Managing Director, **CRYSTAL FINANCIAL**

**Greg Hunt** CFO, **APOLLO INVESTMENT CORPORATION**

**Edward Wu**, Director of Loan Originations **REVERE CAPITAL**

**Mark Seigel**, President, **VERITAS FINANCIAL PARTNERS**

## 10:45 am MORNING NETWORKING BREAK

**1-on-1 Networking Session.** Alongside the networking break, we will be running a series of concise meetings, where business owners and finance providers will connect and evaluate the potential for mutual business endeavors. *(Pre-registration is required to attend this session.)*

## 11:30 am DISRUPTION AND THE IMPACT OF FINTECH ON THE SPECIALTY FINANCE MARKET

- The evolving collaborative and symbiotic partnership between Fintech and banks to create innovative solutions
- Identifying growth and value generation opportunities for incumbents through transparency and collaboration
- Changes to the regulatory compliance and governance landscape for Fintech new market entrants
- Evaluating opportunities in securitized and unsecuritized pools of credit

- The convergence of AI and Blockchain technologies in transforming the finance function
- The role of artificial intelligence in structuring and securitization – a new frontier or a major disruption?

**Robert Lin**, President & CEO, **SEABURY TFX**

**Eric Starr**, Partner, **CAPX PARTNERS**

**Nick Seibert**, Director, **FT PARTNERS**

**Rob Bolandian**, Partner, Global Head of Investment Banking, **CAMBRIDGE WILKINSON**

## 12:15 pm SPEARHEADING SECURITIZATION STRATEGIES IN ALTERNATIVE LENDING

- Developments in securitization within the alternative lending market – assessing the shift in the lending paradigm and the effects for investors
- Adoptions of new securitization frameworks
- An update to the compliance landscape – how is it impacting investment decisions and shaping lending criteria?
- The role of securitization in infrastructure finance

**Jessica Bailey**, CEO & Co-Founder, **GREENWORKS LENDING**

**Josh Wander**, President, **777 PARTNERS**

**Josh Borg**, Managing Director, **20 GATES MANAGEMENT**

**Moderator:**

**Joyce A. Frost**, Partner, **RIVERSIDE RISK ADVISORS**

## 1:00 pm NETWORKING LUNCHEON

## 2:15 pm ROUNDTABLE DISCUSSIONS

These sessions will provide you with a unique opportunity to discuss the most pertinent business trends in the specialty finance industry with your peers. These sessions are designed to allow you to share your expertise with a small, intimate group of attendees, and directly interact with experts leading the sector. Choose between one of the following sessions:

### ROUNDTABLE 1

#### Reviewing Specialty Finance Emerging Trends And Growth Opportunities

- What are the emerging trends and opportunities for the sector in 2018?
- As financial technology advances, where will specialty finance be impacted most?
- Mitigating risk in deal structuring and execution
- Emerging markets – an eighteen month forecast

**Matthew P. Previn**, Partner, **BUCKLEY SANDLER LLP**

### ROUNDTABLE 2

#### Middle Market M&A Outlook: Moving Towards Growth And Opportunity

- Analysis of Q1 mid-market M&A activity – understanding fiscal spending priorities
- To what extent will tax reform change industry dynamics with increased competition between customers and suppliers as a result of the repatriation of foreign funds
- Can strategic buyers expect more competition from PE groups as interest rates rise and PE activity increases?
- Will divestment create an opportunity for middle market companies to fill the gaps?
- What can the middle market learn from recent large mergers

**Thomas Geisel**, EVP, President of Specialty Finance, **STERLING NATIONAL BANK SECURITIES, LLC**

## 2:15 pm **ROUNDTABLE DISCUSSIONS: PART TWO**

### ROUNDTABLE 1

#### **Developing A Model For Crowdfunding In The Burgeoning Litigation Finance Industry**

- The evolution of crowdfunding – models and applications
- Commonalities and differences in requirements between consumer and commercial lenders
- How can crowdfunding create a point of entry for under-equipped litigants?
- The role of litigation finance in mitigating downside risk for self-funded parties
- Alternative litigation finance products and future opportunities for the market

### ROUNDTABLE 2

#### **Navigating The Myriad Of New Financing Options And Tax-Exempt Debt**

- Update from TIFIA – what is next in terms of low-interest loans and loan guarantees for transportation projects and private activity bonds?
- Case study examples of public-private partnerships that have issued tax-exempt debt or utilised private sourced of financing for projects
- Innovative financing – a passing trend or the future of the industry?

## 3:30 pm **ASSESSING THE IMPACT OF THE CFPB'S RECENT RULES & ACTIVITY IN THE CONSUMER FINANCE MARKET**

- A status update of the CFPB arbitration rule, payday rule, and other rules
- Insights into new CFPB Director and agenda
- How will CFPB be impacted by regulatory reform efforts and vice versa
- Forecasting potential impact on specialty finance M&A activity in 2018 – can we expect a reduction in volume and valuations?
- How might regulatory uncertainty impact specialty finance/ M&A activity in 2018
- Calculating the litigation risk for financial service providers

**Mark Califano**, SVP- Managing Counsel, **AMERICAN EXPRESS**

**Clarence Bethea**, Founder & CEO, **UPSIE**

**Jodi Golinsky**, General Counsel, Chief Compliance Officer & Board Secretary, **FS CARD**

**Barbara Sinsley**, General Counsel and Chief Compliance Officer, **FACTORTRUST**

**Eli Corbett**, Counsel, **ALSTON & BIRD**

## 4:15 pm **CHAIRPERSON'S SUMMARY & NETWORKING RECEPTION**

## LUNCHEON WORKSHOP | 1:15 pm to 2:15 pm

# A GUIDE TO ETHICS, GOVERNANCE AND STANDARDS IN ASSET-BASED LENDING

- An assessment of ethical issues in concurrent and successive representations
- What are the key ethical considerations and standards in multi-lender representations?
- Principles and ethics in undertaking due diligence, structuring and negotiation



**G. Benjamin Bingham**

CEO & Founder

**3 SISTERS SUSTAINABLE MANAGEMENT**

G. Benjamin Bingham CFP™ is the author of Making Money Matter... Impact Investing to Change the World. He is also the founder of 3Sisters Sustainable Management ([www.3sistersinvest.com](http://www.3sistersinvest.com)), an RIA with its own family of proprietary impact investment strategies and pipeline. His writing and his work with Impact Investing draws on broad experience as an artist, bio-dynamic farmer, Waldorf teacher and co-founder of three social enterprises: 1) From 28-34 a farm based campus for young people who

wanted a college experience without intellectual academics; 2) from 43-46 a biological healthcare company and 3) from 46-present a workflow technology firm focused on personalizing healthcare. He became an investment advisor to his network of socially minded investors at Legg Mason in 2001 and an independent money manager since 2007. His intent is to help investors understand what they own and transition to investments that match their real values



**Angelina Bellochio**

Investment Committee

**SCARAB FUNDS GLOBAL COMMUNITY IMPACT**



**Kenneth Von Rausch**

Managing Partner

**RED PEPPER MERGERS**

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JANUARY 30 & 31, 2018 | NEW YORK

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Individual Workshop, select:

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| December 20, 2017 | \$1,199         | \$299               | \$1,995                         | \$299                      |
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| January 31, 2018  | \$1,399         | \$399               | \$2,495                         | \$299                      |

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- Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, iGlobal Forum reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

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- All discounts must require payment at time of registration and before the cut-off date in order to receive any discount.
- Any discounts offered whether by iGlobal Forum (including team discounts) must also require payment at the time of registration.
- All discount offers cannot be combined with any other offer.
- To accommodate attorneys applying for CLE credits on this event, we offer discounted rates for specific salary ranges and areas of practice. Please see additional downloadable affirmation and registration form for rates and deadlines.