



Tribal Lending Conference

Sycuan Casino Resort (5469 Casino Way / El Cajon, CA 92019)

November 6-8, 2023

Agenda as of October 31st, 2023

MONDAY, NOVEMBER 6

- 12:30 PM – 5:30 PM: Off-Site Visit to RIVO Holdings Corporate Campus and the U.S. Grant Hotel in San Diego, CA
 - *Please note we are at capacity for this site visit so attendance will be limited to those that pre-registered and have been confirmed via email.*
 - Sponsored by:

ROUND *Sky*

- 6:00 PM – 7:30 PM: Welcome Reception and Registration
 - Location: Wachena Ballroom
 - Sponsored by:

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TUESDAY, NOVEMBER 7

- 7:00 AM – 8:00 AM: Stretch and Flow Before You Go Yoga Session
 - *Please note we are at capacity for this session so attendance will be limited to those that pre-registered and have been confirmed via email.*
 - Location: Paipa II
 - Facilitated by:
 - Dr. Lori Soli, RYT, LPCC – Founder – Manitou Healing and Wellness
 - Sponsored by:

chirp 

- 8:30 AM – 6:30 PM: Registration Open
 - Location: Heritage Foyer
 - Sponsored by:

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- 8:30 AM – 9:00 AM: Breakfast
 - Location: Wachena Ballroom
 - Sponsored by:



- 9:00 AM – 9:15 AM: Welcome Remarks and Opening Prayer
 - Location: Heritage II & III
 - Speakers:
 - Andrew Duke – Chief Executive Officer – Online Lenders Alliance
 - Chairman Cody Martinez – Chairman – Sycuan Tribal Council
- 9:15 AM – 10:00 AM: Tribal Economics – Gaming, Lending, Cannabis, and More!
 - Location: Heritage II & III
 - Description: From gaming to e-commerce to cannabis and more, Tribes have made important strides in economic development, despite decades of obstacles thrown their way. Hear from experts Katherine Spilde and Seth Pearman on how they see economic development in Indian Country, from the parallels between gaming and e-commerce to other opportunities that may lead to a brighter future.
 - Speakers:
 - Seth Pearman – Attorney General – Flandreau Santee Sioux Tribe/605 Lending
 - Katherine Spilde – Professor and Endowed Chair – San Diego State University
- 10:00 AM – 11:00 AM: Raising Capital in Indian Country
 - Location: Heritage II & III
 - Description: Raising capital in Indian Country can face its own set of challenges which can be difficult to navigate. On this panel, hear from experts who have consistently navigated these challenges for years explore this topic and share their unique insights.
 - Moderator:
 - Steve Parker – CEO – Beacon Financial Group
 - Speakers:
 - Gordon Armstrong – CEO and President – Strong Capital Markets, LLC
 - Eric Lau – CEO – Caliber Financial Services
- 11:00 AM – 11:30 AM: Coffee Break
 - Location: Wachena Ballroom
 - Sponsored by:



- 11:30 AM – 12:30 PM: Leaders in Lending – The Shifting Landscape
 - Location: Heritage II & III
 - Description: What do the leaders in the Tribal lending sector think about when they consider the alternative lending sector? In a fireside chat, Andrew Duke, Chairperson Treppa, and Eric Lau will share their thoughts and perspectives on the state of Sovereign Lending.
 - Speakers:
 - Andrew Duke – Chief Executive Officer – Online Lenders Alliance
 - Eric Lau – CEO – Caliber Financial Services
 - Chairperson Sherry Treppa – Chairperson – Habematolel Pomo Tribe

- 12:30 PM – 1:30 PM: Lunch
 - Location: Wachena Ballroom
 - Sponsored by:

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- 1:30 PM – 2:00 PM: Special Performance by Kumeyaay Bird Singers
 - Location: Heritage II & III
- 2:00 PM – 2:45 PM: Avoiding Chokepoint in Payment Processing (Breakout Session)
 - Location: Heritage II & III
 - Description: So soon after Halloween, it can be frightening to think about regulatory overreach, and whether certain federal agencies are engaged in Operation Choke Point 2.0. Hear from experts on what they are seeing in the regulatory space and why redundancy in payment processing is so important.
 - Speakers:
 - Michael Perkins – Executive Vice President of Channel Partnerships – LoanPaymentPro
 - Blake Sims – Partner – Hudson Cook, LLP
- 2:00 PM – 2:45 PM: Optimizing Leads for Buyers and Sellers (Breakout Session)
 - Location: Heritage I
 - Description: Optimizing leads is crucial for any online lending company, but how do you accomplish this? Hear from two experts with varying perspectives dive into and explore lead generation.
 - Speakers:
 - Morgan Gethers – CEO – Leap Theory, LLC
 - Scott Pearson – Partner – Manatt, Phelps & Phillips, LLP
- 2:45 PM – 3:15 PM: Coffee Break
 - Location: Wachena Ballroom
 - Sponsored By:

FLEX Payment Solutions

- 3:15 PM – 4:00 PM: Exploring Financial and IT Security Compliance (Breakout Session)
 - Location: Heritage II & III
 - Description: Financial and information technology is complicated but ignoring it can be devastating for online lending businesses. Hear our panelists break this topic down and explore the importance of compliance in this seemingly opaque topic.
 - Speakers:
 - Brittany Allen – Director of Lending – LDF Holdings
 - Michael Ingoglia – Chief Information Officer – Makes Cents
 - Rebecca Ingoglia – Principal – Ingoglia CPA, PLLC

- 3:15 PM – 4:00 PM: The Intersection of Policy and Data (Breakout Session)
 - Location: Heritage I
 - Description: What happens when a State imposes an interest rate cap? Do banks and credit unions step up to fill the vacuum and provide credit to nonprime consumers? How is new data being shared and disseminated to lawmakers, policymakers, and the press? Our panel will explore the latest research and data on these topics and others that affect the online lending sector.
 - Moderator:
 - Joseph Lilly – Vice President of External Affairs – Caliber Financial Services
 - Speakers:
 - Patrick Brenner – President and Founder – Southwest Public Policy Institute
 - Dr. Tom Miller – Professor of Finance – Mississippi State University

- 4:00 PM – 4:45 PM: Doing Tribal Right
 - Location: Heritage II & III
 - Description: Doing Tribal right. What does this mean exactly? Hear a Tribal Chairman, a Tribal attorney, and a Tribal regulator explore this topic, drawing from their unique experiences and knowledge that they've acquired over years working in the Tribal space.
 - Moderator:
 - Justin Fisk – Director of Research and Policy – Online Lenders Alliance
 - Speakers:
 - Sarah Auchterlonie – Shareholder and Chair of Consumer Protection Group – Brownstein
 - Chairman John Shotton – Chairman – Otoe-Missouria Tribe
 - John Williams – Attorney – John T Williams LLC

- 4:45 PM – 5:00 PM: End of Day Remarks
 - Location: Heritage II & III
 - Speaker: Russell Crutcher – Events Director – Online Lenders Alliance

- 5:00 PM – 6:30 PM: Networking Reception
 - Location: Outdoor Pool Area
 - Sponsored By:



WEDNESDAY, NOVEMBER 8

- 8:30 AM – 11:00 AM: Registration Open
 - Location: Heritage Foyer
 - Sponsored by:



- 8:30 AM – 9:00 AM: Breakfast
 - Location: Wachena Ballroom
 - Sponsored by:



- 9:00 AM – 9:05 AM: Welcome Remarks
 - Location: Heritage II & III
 - Speaker:
 - Andrew Duke – Chief Executive Officer – Online Lenders Alliance

- 9:05 AM – 9:20 AM: Keynote Address
 - Location: Heritage II & III
 - Speaker: TBA

- 9:20 AM – 10:15 AM: The Courts on Tribal Fintech
 - Location: Heritage II & III
 - Description: Litigation is ever present in financial services. Hear from a panel of experts who will examine the key legal cases in Tribal lending that took place this year and discuss which cases could be decided next year.
 - Speakers:
 - Patrick Daugherty – Partner – Van Ness Feldman LLP
 - Brendan Johnson – National Chairman of Business Litigation – Robins Kaplan LLP

- 10:15 AM – 10:50 AM: Exploring the 2024 Economy
 - Location: Heritage II & III
 - Description: Forget last month, what is happening in the world of online lending today? And what is going to happen over the next few months? Our panel of experts will explore the U.S. economy, homing in on the nonprime consumer, and what it all means for Tribal lenders.
 - Moderator:
 - Justin Fisk – Director of Research and Policy – Online Lenders Alliance
 - Speakers:
 - Sean Bos – Head of Sales – Edge
 - Paul Mitchell – Senior Account Executive – Clarity Services, a part of Experian
 - Zach Tondre – Director of Credit Risk Strategy – LexisNexis Risk Solutions

- 10:50 AM – 11:00 AM: Farewell Remarks
 - Location: Heritage II & III
 - Speaker:
 - Andrew Duke – Chief Executive Officer – Online Lenders Alliance