

# ACCESS TO CAPITAL:

Food, Beverage, and Agricultural Enterprises



## AGENDA

Tuesday, November 18th

New York State Fairgrounds, Empire Room

**8:00 - 8:30 am**      **Registration + Breakfast**

**8:30 - 8:40 am**      **Welcome**

B.J. Paprocki, Syracuse District Director, U.S. Small Business Administration  
Shira Gans, Program and Relationship Director, Federal Reserve Bank of NY

**8:40 - 9:30 am**      **Traditional Sources of Capital**

Tom Cosgrove, Vice President, Commercial Lending Unit, Farm Credit East,  
Christy Marshall, Farm Loan Chief, USDA Farm Service Administration (FSA)  
Gary Pereira, Business Programs Specialist & State Energy Coordinator - USDA  
Rural Development (RD)  
Dave Reaske, Vice President, New York Business Development Corp  
Peggy Adams, Executive Director, Greater Syracuse Business Development Corp  
Lee DeAmicis, Business Banking Regional Manager, M&T Bank

Moderator: Valerie Shoudy, Lender Relations Specialist, U.S. Small Business  
Administration

**9:30 - 10:20 am**      **Alternative Sources of Capital**

Derek Deneckla, Founder, Food Shed Investors NY, Slow Money NYC  
Brian Weiner, Business Development, Bibby Financial Services (Midwest), Inc.  
Seth Mulligan, Vice President, Innovation Services, The Tech Garden  
Brian Pincelli, Principal Planner, Central NY Regional Planning and Development  
Board  
Andrew Fish, Executive Director, Cayuga Economic Development Agency

Moderator: Chris Fowler, Executive Director, Syracuse First

**10:20 - 10:40 am**      **Networking Break**

**10:40 - 10:55 am**      **Rob Simpson, President & CEO, Centerstate CEO**

**10:55 – 11:45 am**      **Global Access: Export Financing + Services**

John Tracy, International Trade Specialist, U.S. Department of Commerce  
Dan Duffy, Vice President, J.P Morgan Global Trade and Loan Products  
Kathryn Bamberger, Industrial International Development Representative, NYS  
Empire State Development  
Gregory Smith, Regional Director-Eastern Region, Export-Import Bank of the U.S.  
Mary Hoffman, Associate State Director, NYS Small Business Development Center  
Daniel Rickman, District International Trade Officer, U.S. Small Business  
Administration

Moderator: Steve King, Executive Director, Central New York International Business  
Alliance

**11:45-11:50 am**      **Closing Remarks**

**11:50 - 1:00 pm**      **Resource Expo + Networking**

**Sponsors: Federal Reserve Bank of New York and U.S. Small Business Administration**