



COLORADO

Office of Economic Development
& International Trade

EON EMPLOYEE OWNERSHIP ROUNDTABLE – BANKERS

DATE: TUESDAY, MARCH 3, 2020

HOSTED BY: Betsy Markey, Executive Director – OEDIT &

Don Childears, President and CEO – Colorado Bankers Association

LOCATION: Colorado Bankers Association 140 East 19th Avenue, Suite 400, Denver, CO 80203

TIME: 9:00 a.m. – 11:00 a.m. (Note: Continental Breakfast served from 8:30 a.m. – 9:00 a.m.)

AGENDA

Section 1	8:30 a.m.	Networking Breakfast	
	9:00 a.m.	Welcome	<ul style="list-style-type: none"> • Overview of the Employee Ownership Network development by the Colorado Office of Economic Development & International Trade • Governor’s EO Video • Silver Tsunami <ul style="list-style-type: none"> - Benefits to the Business Owner: <ol style="list-style-type: none"> 1. EO as a solution – ready willing and able buyer 2. Avoid 10% broker fee 3. Protect, preserve and pass on legacy 4. Key part of any succession plan
			<ul style="list-style-type: none"> • <u>Don Childears</u>, President & CEO, Colorado Bankers Association • <u>Betsy Markey</u>, Executive Director, Colorado Office of Economic Development & International Trade (OEDIT) • <u>John Kovacs</u>, EO Program Analyst & Business Navigator, OEDIT • <u>Glenn Plagens</u>, Division Director, Business Support and Rural Prosperity, OEDIT
Section 2	9:15 a.m.	Alpine Bank, Our Employee Ownership Story Durango, Colorado	<ul style="list-style-type: none"> • <u>Mike Burns</u>, Regional President, Alpine Bank (confirmed); <u>Gena Cooper</u>, Vice President, Alpine Bank (confirmed)
Section 3	9:35 a.m.	New Belgium Brewery et.al; Our Employee Ownership Story Fort Collins, Colorado	<ul style="list-style-type: none"> • <u>Jen Briggs</u>, Chair, GISinc; Independent Director, PFSBrands & Engineering Economics; GRITT Business Coaching; former VP of HR and OD New Belgium Brewing (confirmed)
Section 4	9:55 a.m.	New Resources for Banks Lending to Employee Owned Businesses	<ul style="list-style-type: none"> • Lending to Co-ops and Employee Stock Ownership Plan (ESOP) Businesses • SBA’s New Lending Options under the Main Street Employee Ownership Act • Overview of Colorado Employee Ownership Loan Pilot and Grant Program
			<ul style="list-style-type: none"> • <u>Douglas Dell</u>, Senior Vice President, Manager, Colorado Commercial Banking Group, Key Bank (confirmed) • <u>Steven White</u>, Lead Lender Relations Specialist, US Small Business Administration (confirmed) • <u>Jeff Kraft</u> and <u>Glenn Plagens</u>, OEDIT
Section 5	10:45 a.m.	Discussion and Q&A	
		Group Discussion:	
		<ul style="list-style-type: none"> - Call for banks interested in lending to EO businesses? - What needs and/or barriers are banks seeing in the marketplace when working with businesses trying to convert to Employee Ownership? To fund the sales of the business? - What would you like to see as next steps? 	<ul style="list-style-type: none"> • Facilitated by – <u>Jeff Kraft</u> and <u>Douglas Dell</u> (confirmed)
Section 6	11:00 a.m.	ADJOURN	

