

**Home** **Agenda** **Panels** **Registration** **DELAWARE**  
ECONOMIC DEVELOPMENT OFFICE  
Right Place. Right Size.

**GOVERNOR'S  
ENTREPRENEURIAL  
&  
SMALL BUSINESS  
CONFERENCE**

**Positioning Delaware Small Businesses to  
Access Capital, Start, Grow and Scale in the First State.**

October 20th  
Chase Center  
Wilmington, DE  
7:30am - 2:30pm

Delaware Emerging Technology Center

## Panel Discussions

### PANEL 1: Keys to Positioning and Accessing External Financing for Your Start Up

What does it really take to position your start up, growing or scaling business for external financing, i.e. Angel, Venture and other investment capital. This panel will discuss validation models, bootstrapping with a paycheck, marketing testing, when to take the money and when not, etc. When are you really ready to present your business to institutional investors?

**Panel Facilitator:**

Ken Anderson - DEDO

**Panel Members:**

Jeff Davison - Leading Edge

Dan Freeman- University of Delaware

David Gates – Gates & Company Delaware

Mike Bowman - SBDC, TBD

[Read Panel Bios](#)

### PANEL 2: Accessing Capital in Delaware

The Accessing Capital in Delaware panel will feature active Delaware Banks and alternative lenders in the First State. They will address their lending thresholds and their criteria for enhancing success through their lending process. This panel are decision makers in the lending process.

**Panel Facilitator:**

Rachael Mears - DEDO

**Panel Members:**

Chad Barthol - M & T Bank

Van Hampton - FSCLF

John Fleming - SBA.

Michael Ciavarelli - WSFS

Jimmy Jarrell - TD Bank

Paul Quintero - Accion East

[Read Panel Bios](#)

### PANEL 3: • Expanding Entrepreneurial and Small Business Support in Delaware

What are the active and valued resources in Delaware for entrepreneurs, innovators and small businesses. What's working, what's not and what is missing for Delaware entrepreneurs, innovators and small businesses. How to we aggressively address gaps in support of Delaware and the regions entrepreneurial ecosystem?

**Panel Facilitator:**

Antara Dutta - SCORE

**Panel Members:**

Barb Necarsulmer - SBDC

Ronni Cohen - DFLI/Money School/CBG

Lillie Crawford - DSU, CEE

Paul Morris - DTCC

Jessica Gibson - WBC

[Read Panel Bios](#)

**PANEL 4: Promoting an Inclusive Economy in the First State**

How does a diverse or small business owner best position their company to engage in state and corporate opportunities? What are the strategies for success? What's working in supplier diversity initiatives within each panel member's organization? What barriers have been removed to address gaps and better welcome diverse and small businesses to the procurement table? Panel members share their recommendations on how Delaware diverse and small businesses can enhance their opportunity to be successful with their organizations and in the marketplace.

**Panel Facilitator:**

Michelle Morin - OSD

**Panel Members:**

John Banks - U.S. Small Business Administration

Juanita Beauford - University of Delaware

Ramon Ceballos - Delaware Department of Transportation

Denita Thomas - City of Wilmington

[Read Panel Bios](#)

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