



*The BC Workshop Committee presents:*

## **The lack of access to capital for small business - and how to solve the problem**

**Wednesday April 20, 2016**

### **Presentation Overview**

Traditional banks, which have long relied on human-intensive processes and legacy systems to evaluate small business credit, have been gradually reducing their unsecured small business lending activity for decades. This has resulted in a major lack of access to credit for small business. Even those small businesses that are lucky enough to have a shot at bank financing tend to find the process overwhelming and time consuming. Merchant Advance Capital's goal was to solve this problem using new approaches and technologies. Since its inception, the company has looked at over 10,000 small business funding applications. In its 6 years of funding small businesses the company has built its own proprietary credit scoring model which categorizes applications into a number of risk buckets. The development of these models has been critical to scaling the company's operation and providing a fast and convenient borrowing experience for its clients. In David Gens' presentation, he will give some insight into some of the major factors that have proven to be statistically significant in predicting small business credit performance and the importance of alternative data sources to doing business in today's technology-driven world.

### **Presenter**

**David Gens**

**President & CEO**

**Merchant Advance Capital Ltd.**

David Gens is an award-winning business leader who believes in helping Canadian small businesses grow and find the financing they need. David is the Founder and CEO of Merchant Advance Capital, which grew from its humble beginnings in his apartment to offices in both Toronto and Vancouver. He now leads one of Canada's largest online small business finance companies, having provided over \$65 million of capital to over 1,500 businesses across the country. David is also Co-Founder & Chairman of Progressa, an online unsecured consumer lender. Prior to founding Merchant Advance Capital, David was an analyst at the Vancouver office of CAI Capital Management Co., a New York based mid-market private equity firm. David is an alumni of the UBC Portfolio Management Foundation and is a past recipient of Business in Vancouver's Top 40 Under 40 and BCBusiness's Top 30 Under 30.

### **Register Online**

<https://cicbv.ca/events/bc-workshop-the-lack-of-access-to-capital-for-small-business-and-how-to-solve-the-problem/>

For those who have prepaid for the 2016 series, please confirm your attendance with Deborah Pelle Hanlon ([deborah.hanlon@cicbv.ca](mailto:deborah.hanlon@cicbv.ca) or 416.977.1117 ext 222) at your earliest convenience as space is limited

**Fees**

Members, students & subscribers: **\$90.00**

Guests: **\$95.00**

**Payment is due at the time of registration** via Visa, MC, Amex or cheque.

Payment will not be accepted at the event.

**Location**

Sutton Place Hotel

845 Burrard Street, Vancouver (room information will be posted in the lobby)

5:30 PM ~ Cocktails

6:00 PM ~ Dinner