



May 8, 2019, Washington DC

## SPEAKER BIOS

### Introductory Remarks

**Rohit Chopra** was sworn in as a Federal Trade Commissioner on May 2, 2018, following his nomination and unanimous confirmation by the United States Senate. He was previously Assistant Director of the Consumer Financial Protection Bureau, where he also served as the agency's Student Loan Ombudsman, a new position established by the Dodd-Frank Act. He also served as Special Adviser to the Secretary of Education. Prior to his government service, Chopra worked at McKinsey & Company, where he advised investment firms and large enterprises on consumer financial services, health care, and consumer technology. He holds a BA from Harvard and an MBA from the Wharton School at the University of Pennsylvania.

### Panel 1: Overview of the Small Business Financing Marketplace

**Gwendy Brown** is Vice President of Research and Policy at Opportunity Fund, the nation's largest nonprofit microlender. In her role, Gwendy works to advance research and public policies that support financially healthy small businesses and communities. Prior to that, Gwendy worked to build a range of savings products to help low-income students and families save and build assets. Gwendy was first drawn to development work when she served as a Fulbright Scholar with the Andean Development Corporation in Caracas, Venezuela. She holds a B.A. in Economics and Public Policy from Pomona College and an M.P.A. in Nonprofit Management from New York University. Gwendy is originally from Berkeley, CA.

**Lewis Goodwin** is the Banking Lead for Square Capital and is the proposed CEO of Square Financial Services, an Industrial Loan Charter (ILC) currently in application with the FDIC and State of Utah. Square Capital is focused on lending to small and micro businesses nationwide. The average size loan is between \$6,000 - \$7,000 and has facilitated over \$4 billion over the past four years. Previously, Lewis served as CEO and President of Green Dot Bank and has held other senior banking roles for Toyota, Daimler Chrysler and West One Bank (US Bank) and is a licensed CPA in Utah.

**Thomas Kost** is a staff attorney with the Federal Trade Commission in the Division of Financial Practices. He has experience working on emerging consumer protection issues across a range of financial products and services, including mortgage lending and servicing, credit card lending, and prepaid cards. Before joining the FTC, Thomas worked as an associate in the Washington office of WilmerHale, where his practice focused on complex regulatory enforcement matters and government-facing litigation involving financial institutions. Thomas previously clerked for the Honorable R. Guy



## Panel 2: Case Study on Merchant Cash Advances

**Jason Adle** is an Acting Assistant Director in the Federal Trade Commission's Division of Financial Practices, on detail from his position as Assistant Director of the Midwest Regional Office in Chicago, Illinois. Jason supervises investigations and enforcement actions relating to unfair and deceptive business practices, including matters involving online marketing, mobile advertising, and payment platforms. Previously at the FTC, Jason was an attorney in the Division of Financial Practices, where his work involved consumer protection issues related to mobile and financial technology, including virtual currencies and mobile billing. Before joining the FTC, Jason was an associate at Sidley Austin LLP in Chicago. He is a graduate of the University of Rochester and the New York University School of Law.

**Jesse Carlson** is Senior Vice President and General Counsel of Kapitus, a financial technology company focusing on small business commercial financing. Prior to joining Kapitus in June of 2017, Jesse served as Counsel in the Professional Liability and Financial Crimes Section of the FDIC's Legal Division and practiced at Williams & Connolly LLP, where he focused on complex financial services, litigation and professional liability litigation. He also served as the Judicial Law Clerk to the Honorable John M. Rogers of the U.S. Court of Appeals for the Sixth Circuit. He received his law degree from the Georgetown University Law Center and his undergraduate degree from Colby College.

**Scott Crockett** is the Founder and CEO of Everest Business Funding, one of the largest commercial finance companies in the U.S. focused on providing working capital advances to small and medium sized businesses. He has spent nearly 20 years founding, building and operating different specialty finance companies in both consumer and commercial finance. He was also the Founder and CEO of a consumer lending company focused on collateralized auto financing with operations in six states. He was also the CEO of a consumer lender that eventually grew to have 250+ retail locations with over 700 employees. He began his career as an investment banker after graduating with a B.A. from Tulane University. He is a long time member of The Young Presidents Organization.

**Courtney Estep** is an attorney in the Division of Financial Practices at the FTC. Prior to joining the FTC, she was an associate in the D.C. office of O'Melveny & Myers. She is a graduate of the University of Virginia School of Law.

**Katherine ("Kate") Fische** is a partner at the law firm of Hudson Cook, LLP and co-chairs the firm's Business Funding Group. Her practice focuses on Consumer Financial Services and Small Business Financing. Kate represents banks, finance companies, private equity and investment bank investors, merchant cash advance companies, and small business lenders in establishing new programs and products and conducting due diligence and compliance reviews of consumer lending and business financing portfolios. She has testified before the United States House of Representatives Small Business Subcommittee regarding improving small business capital access and recently appeared several times before the California legislature and New Jersey Senate Committee on Commerce regarding proposed disclosures for business finance transactions.

**Ami Kassai** is the founder and chief executive officer of Multifunding LLC, a Philadelphia-



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## Closing Remarks

**Andrew Smith** is Director of the FTC's Bureau of Consumer Protection. He came to the FTC from the law firm of Covington & Burling, where he co-chaired the financial services practice group. Earlier in his career, Mr. Smith was a staff attorney at the FTC, where he led the agency's efforts to make several rules under the Fair Credit Reporting Act. Mr. Smith has written extensively on consumer protection and financial services issues, served as the Chair of the American Bar Association's Consumer Financial Services Committee, and is a Fellow of the American College of Consumer Financial Services Lawyers and the American Bar Foundation. He earned a bachelor's degree in history from Williams College, and a J.D. from William & Mary Law School, where he served as Professional Articles Editor of the William & Mary Law Review.