

Opportunities for Business: The Strategic Link Between Development Services and Good Lending

Phil Black is Managing Director of Blackfour Inc., an economic development training and consulting firm. He has more than 22 years experience in economic development focusing on business finance, rural development, and Community Development Financial Institutions. Previously, he was Director of Community Economic Development for People Incorporated of Virginia and Southwest Virginia CDFI. Phil held senior positions with a number of organizations in North and South Carolina including the North Carolina Rural Economic Development Center, the University of South Carolina's Small Business Development Center and the James F. Byrnes International Center. He has been active in the business development and the finance industry serving on the Board of Directors for several organizations including a 3 year term for the Association for Enterprise Opportunity (AEO). He has worked on consulting projects and training teams funded by The Aspen Institute, the U.S. Small Business Administration, the U. S. Department of the Treasury, the Office of Refugee Resettlement, USDA Rural Development, ISED and the Opportunity Finance Network. He holds a BS from the University of South Carolina and is a Certified Business Finance Professional by the National Development Council.

Stewart Sarkozy-Banoczy is the Vice President & Chief Operating Officer for the Oweesta Corporation (www.oweesta.org), presently the only certified national Native CDFI intermediary in the United States. Prior to joining Oweesta, Stewart was the organizer and founding Executive Director of Four Bands Community Fund, Inc. (www.fourbands.org), a Native CDFI on the Cheyenne River Lakota Reservation in South Dakota. He worked as an administrator and entrepreneurship instructor at Si Tanka, the tribal college on the Cheyenne River Reservation.

He has also worked on business development projects in Russia, Germany, England and Mexico. In June of 2004 Stewart was awarded the Appel Prize for Entrepreneurial Vitality from the Price-Babson College Fellows Program as part of the Symposium for Entrepreneurship Educators. Stewart has an MBA in International Management from the Thunderbird School of Global Management. He lives with wife, Jody, and their two children in the Black Hills of South Dakota.