



## INSTRUCTOR

### **Philip (Phil) S. Hatch III Saco, Maine**

During his 25+ year banking career Hatch has worked as a commercial lender in community bank settings. He has managed commercial loan portfolios comprised of various-sized business relationships, encompassing a variety of different industries, including real estate development and investment properties. He has specialized in working with small, closely held, companies.

Throughout his career, Hatch has been actively involved in promoting and assisting with banker education. He has developed and delivered numerous credit analysis and small business banker training sessions. His teaching experience has included serving as a commercial lending/small business credit trainer for a large northeastern regional bank holding company, participating in numerous teaching engagements for RMA, and a past appointment to the Business Administration faculty of the University of New England located in Biddeford, Maine.

Hatch graduated from the University of Southern Maine, earning a Bachelor's Degree in Accounting and a Master's Degree in Business Administration. He also holds the RMA professional designation of "Credit Risk Certified" (CRC).