



**Spring CEO/President/Senior Management
and CFO Conference**

May 17-18, 2018

**Killington Grand Resort & Conference Center
Killington, VT**



Join the New Hampshire Bankers Association and Vermont Bankers Association, Inc. at this year's annual Spring CEO/President/Senior Management and CFO Conference on May 17-18, 2018 at the scenic Killington Grand Resort & Conference Center located in the town of Killington, VT



2018 Spring CEO/President/Senior Management and CFO Conference

Conference APP Sponsored By SHAZAM

CFO PRELIMINARY WORKSHOP AGENDA

Thursday, May 17, 2018

8:00 am **REGISTRATION AND CONTINENTAL BREAKFAST - Northstar Prefunction Area**

8:25 am **WELCOME - Northstar I & II**
Chris D'Elia President, Vermont Bankers Association

8:30 am – 9:30 am **“CECL: NEXT STEPS - FASB'S CURRENT EXPECTED CREDIT LOSS MODEL FOR CREDIT LOSS ACCOUNTING”**
James Kendrick, First Vice President, Accounting & Capital Policy, ICBA

For the last several years, the banking industry has advocated for common sense changes with the Financial Accounting Standards Board (FASB) and federal regulators regarding a controversial proposal to dramatically change the way that banks calculate their allowance for loan and lease losses. Progress had been made, but banks need to make significant changes to meet the new requirements. Learn more about the effects of CECL, particularly with respect to regulatory capital and the following:

- the work ICBA was involved in to shape the final accounting standard
- Key dates for CECL
- What is CECL and what does it mean for your bank
- Permissible methods for calculating the allowance for credit losses with examples
- Views of regulators on CECL implementation, particularly the chief accountants
- Industry concerns about third party vendors and third party CECL solutions

9:30 am – 9:45 am **MORNING BREAK - Northstar Prefunction Area**

9:45 am – 10:45 am **“MAJOR TAX BILL PASSED: WHAT EVERY CFO NEEDS TO KNOW”**
Norman Ladabouche, CPA, A.M. Peisch & Company, LLP

Hear about tax reform and the impact for:

- Municipal investments and loans
- Watching depreciation methods more closely
- Low income housing 10 year credits vs front rehab credits
- In general, new market and QZAB credits
- Removal of alternative minimum tax
- 70% division exclusion reduce to 50%

10:45 am - 11:45 am **“STRATEGIC BALANCE SHEET MANAGEMENT: MANAGING LIQUIDITY RISK AND PERFORMANCE IN THE CURRENT INTEREST RATE ENVIRONMENT”**
Al Forrester, CEO, FICast Data Corporation

This session will provide forward-thinking strategies for managing today’s market rate risk. Discover leading risk management practices aimed at optimizing the liquidity portion of the balance sheet especially when handling a dynamic interest rate environment, assessing the risk of surge deposits and successfully integrating stress-testing results.

11:45 am **ADJOURNMENT**
Lunch provided at 11:45 a.m. Pre-registration and payment required.



Vermont Bankers Association, Inc.



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Thursday, May 17, 2018

11:45 am **REGISTRATION - Lower Lobby**

11:45 am - **OPENING LUNCHEON - Oscar III**

12:45 pm *Sponsored by BerryDunn and Smith & Wilkinson*

12:45 pm - **WELCOME - Oscar II & III**

1:00 pm **Christopher D'Elia**, President, Vermont Bankers Association, Inc.

1:00 pm - **"WHERE ARE THE QUALIFIED EMPLOYEES TO MEET THE NEEDS OF THE FINANCIAL SERVICES INDUSTRY?"**

2:00 pm **Frank Cioffi**, President, GBIC, Burlington, VT
New Hampshire Representative

Where are all the so-called qualified employees for our industry positions? How can we develop new talent to avoid siphoning employees from within the industry. Is entrepreneurship growing in New England and if so, how and where? What does the data for New Hampshire and Vermont indicate? When local business partner with workforce development programs, the beneficiaries include job seekers, businesses, and the entire community. Workforce development leaders from both states will share strategies being carried out to increase workforce partnerships with industries like ours.

2:00 pm - **"KEYS TO SUCCESSFUL VENDOR MANAGEMENT TODAY"**

3:15 pm **Jason Clinton** and **Ryan Rodrigue**, Wolf & Company, P.C., Boston, MA

The stakes are high regarding the relationship between banks and vendors. Vendor Management, and third-party relationships generally, have become more of a focus of enforcement activity by banking regulators. Your company can be held liable for violations, but it can also be held liable for violations by the third-party vendor.

3:15 pm - **AFTERNOON BREAK**

3:30 pm *Sponsored by ACBB*

3:30 pm - **"TODAY'S CYBER-THREAT LANDSCAPE"**

4:30 pm **Donald Anderson**, Senior Vice President & Chief Information Officer
Federal Reserve Bank of Boston

At a time when the economy is embracing digital technologies, the opportunities for criminals are increasing at an even faster pace. Banks can protect themselves through increased collaboration and a prioritized risk management approach.

5:30 pm - **Reception - Poolside (Oscar III weather back up)**

6:30 pm *Sponsored by Allied Solutions*

6:30 pm - **Dinner - Oscar III**

9:00 pm *Sponsored by Eastern Bank and Smith & Wilkinson*

Special Amenity delivered to your room

Sponsored by COCC



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Friday, May 18, 2018

7:00 am – **BREAKFAST - Oscar III**
8:00 am *Sponsored by Wolf & Company, P.C.*

8:00 am – **"ECONOMIC UPDATE "**
9:15 am **Jeffrey B. Carr**, President & Senior Economist, Economic & Policy Resources

This presentation will be a fast paced update and will touch on both global and New England information.

9:15 am - **"BITCOIN, BLOCK CHAIN AND CRYPTO CURRENCY"**
10:30 am **John Collins**, Head of Red Flag US, Washington, DC

How do we help our customers invest? How do these programs work? What are the risks? What are the regulators stance on them? What are other banks doing? This program is a high level 101 on what these programs are and how they work as well as the terminology. It will dig into the industry to look at the players and what they do.

10:30 am - **MORNING BREAK**
10:45 am *Sponsored by Gallagher, Callahan & Gartrell, P.C.*

10:45 am - **"U.S. SMALL BUSINESS ADMINISTRATION"**
11:30 am **Wendell Davis**, Regional Administrator for Region I
United States Small Business Administration

What is in SBA's 2018-22 Strategic Plan? Administrator McMahon's four core strategic goals for the next 5 years will be discussed. What are the program changes? Where is the oversight coming from for each state? A summary of the NH and VT office goals, accomplishments and trends will be shared.



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Friday, May 18, 2018 continued

11:30 am - **"PAYMENT SYSTEMS AND FRAUD PREPAREDNESS"**
12:30 pm **Steve Heston**, EVP Chief Sales & Marketing Officer, Shazam

Faster payments are coming soon. Do banks know what this means to them as far as being prepared and fraud implications? What should we expect from our core processing vendors in our contracts for pricing? What questions should we be asking them?

12:00 pm - **LUNCH**
1:00 pm *Sponsored by Federal Home Loan Bank of Boston*

THURSDAY DINNER

Please indicate choice of dinner selection on registration form.

Salad

Baby spinach and frisee salad – honey toasted pecan, Vermont goat cheese, strawberry, citrus poppy seed dressing

Dinner selection

Prime Rib (Peppercorn crusted with natural jus, fingerling potatoes, leek and broccoli rabe)

Orange blossom Honey Pork Medallion (Roasted sweet potato, Swiss chard, stone ground mustard, natural reduction)

Dessert

Seasonal berry shortcake, sweetened cream

If you have dietary restrictions, a vegetarian option is available. Please contact us directly at vtbanker@sover.net.

ACCOMMODATIONS

Contact the Hotel directly at 1.800.282.9955 **prior to April 10th** to reserve your overnight room for Thursday, May 17th. Be sure to identify yourself as a participant of the NH/VT CEO/President/Senior Management Conference to receive the group rate of \$138.00 for single or double occupancy, plus VT State Rooms and Meals Tax of 10% & Resort Service Fee of 7%.

Check-in is at 4:00 p.m. and check-out is prior to 11:00 a.m. Every effort will be made to accommodate early check-ins as rooms. Deposits: The first night's room and tax will be charged when the reservation is made with a credit card in order to confirm the accommodations. Upon check-in, card will be authorized for the remainder of the stay. Cancellations: Individual deposits will be refunded if the reservation is cancelled more than 4 days or more prior to arrival. Cancellations made within 3 days of arrival will forfeit the full deposit.



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Registration Form

MEMBER: _____

CONTACT: _____ PHONE: _____

ADDRESS: _____

EMAIL: _____

Please indicate choice by checking corresponding box(es).

- CEO Only:** \$365 per Banker/FTC/Associate Member
(includes mobile app conference materials and meals – choose dinner preference)
-
- CFO Only:** \$99 per Banker/FTC/Associate Member
(includes mobile app conference materials continental breakfast and lunch)
\$50 per Banker/FTC/Associate Member
(includes mobile app conference materials and continental breakfast only)
-
- CEO & CFO:** \$415 per Banker/FTC/Associate Member
(includes mobile app conference materials and meals for both events – choose dinner preference)
-
- Spouse:** \$195 per Spouse/Guest *(includes all meals – choose dinner preference)*

Name <i>(include Nickname)</i>	Beef	Pork	Registration Fee
	<input type="checkbox"/>	<input type="checkbox"/>	\$
	<input type="checkbox"/>	<input type="checkbox"/>	\$
	<input type="checkbox"/>	<input type="checkbox"/>	\$
If you have dietary restrictions, a vegetarian option is available. Please contact VBA directly.			Total Enclosed \$

ROOM RESERVATIONS: contact the Hotel directly at 1-800-282-9955 by **Tuesday, April 10th** to reserve your overnight room for Thursday, May 17th. Be sure to identify yourself as a participant of the NH/VT Bankers to receive the group rate of \$138.00 for single or double occupancy, plus 10% VT Room Tax and 7% resort services tax.

Please register for the conference by **Tuesday, April 10, 2018**. There are 2 ways to register:

- 1) Complete the registration form and mail with check payable to VBA, PO Box 587, Montpelier, VT 05601
- 2) Scan and email your registration to Amy Dickinson at vtbanker@sover.net

CANCELLATIONS: Registrations may be cancelled prior to noon on Tuesday, April 10, 2018 by notifying the VBA office at (802) 229-0341. Refunds are subject to a \$50.00 per person service charge. Any cancellations received after noon on April 10th are not refundable, but are transferable to another individual from your bank/firm who wishes to attend this conference. All registrations received by fax or email are subject to this policy.

Due to the Omnibus Budget Reconciliation Act of 1993, the following amounts (meals) are not deductible as a cost of doing business; \$206 CEO Conference only; \$18.50 CFO Workshop only; \$53 CFO Workshop including lunch; \$224.50 both conferences.