



Bank Directors Conference

Wednesday, April 13, 2016—Rochester
Thursday, April 14, 2016—Castleton (Albany)

Where:

Rochester Airport Marriott
1890 W. Ridge Road
Rochester, NY 14615
(585) 225-6880

Castleton Comfort Inn & Suites
99 Miller Road
Castleton, NY 12033
(518) 479-3217

Registration Fees:

Members: \$275
Non-members: \$325
(see page 3 to register)

Who should attend:

- ⇒ CEOs
- ⇒ CFOs
- ⇒ Bank Directors
- ⇒ Senior Bank Officers

Don't miss this opportunity to network with your peers and gain insight to solutions for the challenges facing community bankers today!

**Earn
6.0 CPE
Credits**

IBANYS has been authorized by the NYS Department of Education to award continuing professional education (CPE) credits..

Bank Directors Conference

OVERVIEW

As we continue to work our way out of this latest banking crisis, we continue to see a significant decline in the number of community banks around the country. Bank Boards and Management continue to see increasing "help" from Washington, D.C. much of which simply adds to our cost of doing business. With so much pressure on earnings, we believe it is time to begin looking for answers about how we survive and prosper in the coming years. We will look at everything from the current M&A environment to Capital Planning strategies to making certain we are prepared for any interest rate environment headed our way and more. We hope you will join us for our annual Director/Executive Management Conference this year as we bring together a great cast of speakers who are focused on how we improve our banking model to ensure not only survival but, more importantly, SUCCESS!

Agenda:

8:30 - 9:00 a.m. Registration /Continental Breakfast

9:00 - 9:55 a.m. Shareholder Succession - Is This The Way Out Of Consolidation?

We are now in the throes of a very rapid and, in our view, dangerous consolidation in our industry. At September 30, 2015, we are down to just 6,270 insured institutions and there is nothing on the horizon that suggests a slowdown in this trend. What will reverse this trend - we think it will come about through improved financial results plus solid planning for how we attract new and younger shareholders to our industry, as well as identify emerging alternative sources of capital, and our session is designed to address how this can occur.

Speaker: T.W. Shannon, Managing Director, Premier Consulting Partners

9:55 - 10:50 a.m. How Banks Should Make the Decision To Buy or Sell

This session will discuss the steps taken — operationally and strategically, internally and externally — to make a successful M&A deal. We will also discuss how to play the negotiating game in the most effective manner for both sellers and buyers.

Speaker: Heather Archer Eastep, Partner, Hunton & Williams

10:50 - 11:05 a.m. Networking/Coffee Break

11:05 - 12:00 p.m. Making Sense of a Nonsensical World

An exploration of the economy, the markets, and politics through the lens of evidence, probabilities, and the principles of superforecasting.

Speaker: Michael Jamesson, Principal, Jamesson Associates

12:00 – 12:45 p.m. Lunch/Networking

12:45 - 1:40 p.m. CECL & The New Capital Impacts Facing Community Banks

This session will focus on the new Current Expected Credit Loss (CECL) proposed standard and the significance that the new standard will have on bank's Allowance for Loan Loss methodology as well as potential capital impact.

Speaker: Randy Rabe, Director, Credit Risk Management

1:40 - 1:50 p.m. Networking/Coffee Break

1:50 - 2:45 p.m. Cyber Security - The Challenge of IT Governance

It seems that news of another cyber security problem reaches our world on a daily basis and the banking world is certainly a key target for much of this activity. As we continue to bring on new and exciting services that can significantly enhance performance, we are also adding more security issues to our banking model. This session is designed to describe the various cyber threats we face, differentiate existing banking systems that use local networks with those in the "cloud", and describe best practices now in place within our industry.

Jordan Pike, Director of Security, ncino

2:45 - 3:30 p.m. Strategic Planning – It All Begins & Ends Here!

We believe that the strategic planning process has never been more crucial to how we manage our business and has taken on an even more important role in the way examiners look at our institution. With that in mind, our session will focus on the best process for creating your plan, understanding the key components of a great plan, and the on-going requirements to make certain you "live" that plan.

Karl Nelson, Founder & CEO, KPN Consulting

3:30—400 p.m. Q&A/Adjourn

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Registration Form:

Completed registrations may be e-mailed, faxed or mailed to the information below.



Mail: IBANYS
19 Dove Street, Suite 101
Albany, NY 12210

Fax: (518) 436-4648
OR
E-mail: lindag@ibanys.net

Date: **Wednesday, April 13, 2016**

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Bank/Organization: _____

Address: _____

City/State/Zip: _____

Phone: _____ **Fax:** _____

Attendee Name: _____ **Title:** _____

Email: _____

Attendee Name: _____ **Title:** _____

Email: _____

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Email: _____

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Enclosed is a check for \$_____, OR charge my credit card \$_____ TOTAL Attendees _____

Visa/Mastercard/AMEX: _____

Cardholder Name: _____ **Expiration Date:** _____

Address of credit card (if different then above) _____

CVV (last 3 numbers located on back of card) _____ **AMEX (4 digits on front of card)** _____

Questions: Contact Linda Gregware—(518) 436-4646 or via email lindag@ibanys.net

Registration Deadline: Wednesday, April 6, 2016

(no refunds will be given after Wednesday, April 6, 2016)