

VT BANKERS ASSOCIATION | NH BANKERS ASSOCIATION
2022 SPRING EXECUTIVE MANAGEMENT MEETING
MAY 5-6, 2022 | STOWEFLAKE RESORT & CONFERENCE CENTER, STOWE, VT

PRELIMINARY	CFO WORKSHOP AGENDA
THURSDAY	MAY 5
8:00 AM	REGISTRATION AND CONTINENTAL BREAKFAST – Gallery & Collins Reception
8:25 AM	WELCOME – Pinnacle Room Chris D’Elia, <i>President, Vermont Bankers Association, Inc.</i>
8:30 AM – 9:30 AM	CREATING A VISIONARY, PRACTICAL, ACTIONABLE AND MEASURABLE STRATEGIC PLAN David Sidon, <i>President, The Navis Group</i> Dave Sidon will speak to the challenges of creating a plan that actually works not just in terms of today’s action plans but their impact on the long-term vision of the institution. That the plan be clear, unambiguous, succinct and supportable are important attributes, as well as writing the plan for the bank’s benefit, not auditors or regulators. Mr. Sidon will explore pitfalls, blind-spots and fuzzy metrics from the CFO’s viewpoint.
9:30 AM – 9:45 AM	MORNING BREAK – Collins Reception
9:45 AM – 10:45 AM	AN UPDATE ON NEW AND PROPOSED AUDIT, ACCOUNTING & TAX ISSUES Susan Weber, <i>Senior Manager & CECL Expert</i> , David Stone, <i>Manager</i> ; Jillian Santamaria, <i>Manager, BerryDunn</i> This session will provide attendees with: <ul style="list-style-type: none"> • Learn about the strategic benefits of sensitivity testing and stress testing your CECL model, to help you understand and address volatility, limitations, and budgeting concerns before adoption. • A summary of recent auditing changes from the AICPA and PCAOB • Current issues impacting state and federal income tax matters
10:45 AM – 11:45 AM	WILL YOUR BANK EMERGE STRONGER WHEN THE LIQUIDITY SURGE RECEDES? Michael O’Brien, <i>Managing Director, IntraFi Network</i> It’s easy to say that your bank has too much liquidity right now, but is it the right type of liquidity? How much of it is temporary or stimulus related? Can you count on it being there in the future and, if so, at what cost? Discover tactics your bank can use now to prepare to emerge strong and positioned to thrive when the market environment returns to normal.
11:45 AM	ADJOURNMENT Lunch provided at 12:00 pm.

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PRELIMINARY	EXECUTIVE MANAGEMENT AGENDA
THURSDAY	MAY 5
11:45 AM	REGISTRATION – Collins Reception
12:00 PM – 1:00 PM	LUNCH – Atrium & Stowe Room <i>Sponsored by ICBA and BerryDunn</i>
1:00 PM – 1:05 PM	WELCOME – Pinnacle Room <i>Chris D’Elia, President, Vermont Bankers Association, Inc.</i>
1:05 PM – 2:00 PM	COST CONTROL <i>Tom Long, Founder & Manager, The Long Group</i> Changing consumer behavior hastened by the pandemic is allowing financial institutions to reduce cost and compete more effectively. Remaining relevant in an evolving competitive landscape and emerging with a more productivity workforce is essential. Learn how to define staffing requirements without affecting service quality.
2:00 PM – 3:00 PM	CYBER THREATS: WHAT YOU SHOULD KNOW AND HOW TO PREPARE YOUR ORGANIZATION <i>Paige Yeater, Director of Information Security Program Management, Mainstay Technologies</i> Cyber threats are on the rise and have been for several years. Data breach costs are significantly increasing year over year, with the average cost of a data breach well into the millions. Learn the multitude of cyber threats facing organizations today and what business leaders can do to prepare and lead organizations through these challenges. You’ll better understand the threat landscape, define how leaders should approach cyber security, and the questions to ask about how an organization would respond in the event of an incident.
3:00 PM – 3:15 PM	AFTERNOON BREAK - Collins Reception <i>Sponsored by Goodwin and Wolf & Company, P.C.</i>
3:15 PM – 4:15 PM	CRYPTOCURRENCIES: A BANKER’S FRIEND OR FOE? <i>Scott Goodwin, Principal, Wolf & Company, P.C.</i> With bitcoin prices showing extreme volatility, various regulators commenting on crypto almost daily, and the term “defi” showing up seemingly everywhere, what is a banker to make of crypto? How vulnerable are traditional banks to significant disruption? Or does crypto present new and exciting opportunities? Hear from Wolf & Company’s national crypto practice leader about where crypto fits into the broader fintech industry, where a bank’s risks and opportunities might be and what every bank should be doing right now.
4:15 PM – 5:00 PM	UPDATE FROM FEDERAL HOME LOAN BANK OF BOSTON <i>Timothy Barrett, President & CEO, FHLBank Boston</i> Hear from the new Federal Home Loan Bank of Boston President & CEO Timothy Barrett on new opportunities and developments at the Bank.
5:15 PM – 6:15 PM	RECEPTION - Atrium <i>Sponsored by Federal Home Loan Bank of Boston</i>
6:15 PM – 8:45 PM	DINNER – Stowe Room <i>Sponsored by Griffin Financial Group</i>

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PRELIMINARY

EXECUTIVE MANAGEMENT AGENDA

FRIDAY

MAY 6

7:30 AM – 8:30 AM

BREAKFAST – Atrium & Stowe Room

Sponsored by BHG Financial and Crowe LLP

8:30 AM – 8:35 AM

WELCOME – Pinnacle Room

Chris D'Elia, President, Vermont Bankers Association, Inc.

8:35 AM – 9:35 AM

ESG AND WHAT IT MIGHT MEAN FOR ME

Jeff Skaggs, Principal

Chris Roughton, Business & Technology Practice Manager

Baker Newman Noyes

Environmental, social and governance issues are an on-going topic of discussion for many institutions. This session will give an overview of the topic covering the fundamental concepts, potential frameworks, governance considerations and current trends.

9:35 AM – 10:15 AM

LEGISLATIVE OUTLOOK

ABA Vice Chair, Julieann Thurlow, President & CEO Reading Cooperative Bank

10:15 AM – 10:30 AM

MORNING BREAK - Collins Reception

Sponsored by Baker Newman Noyes, ICI Consulting, and Updike, Kelly & Spellacy, P.C.

10:30 AM – 11:30 AM

HOW TO COMPETE IN A POST-PANDEMIC DIGITAL AGE

Joe Sullivan, President & CEO, Market Insights

For many Americans, the coronavirus pandemic may feel over. But even as it subsides, it's impact on how we live, work and bank will be evident for years to come. Community-based financial institutions are realizing that success in the post-pandemic era will require new tools, new talent, and a new strategic blueprint to stay relevant and competitive.

This thought-provoking and forward-looking presentation will examine new developments in technology, retail delivery, and the workforce; and explain how these trends will impact an institution's ability to achieve competitive advantage. The session covers:

- Advancements in consumer facing and core banking technology.
- New competitors, including the role that big tech and big retail will play in financial services.
- Concepts for creating the post-pandemic work force and workplace.
- Insights on how to prioritize and what resources will be essential for success.

11:30 AM – 12:30 PM

UPDATE FROM THE OFFICE OF THE COMPTROLLER OF THE CURRENCY

Sydney Menefee, Senior Deputy Comptroller for Midsize and Community Bank Supervision, Office of the Comptroller of the Currency

Hear an update on activities, climate change and community reinvestment act from the OCC.

12:30 PM – 1:30 PM

LUNCH AND ADJOURNMENT – Atrium & Stowe Room

Sponsored by ICBA