

CHIEF FINANCIAL OFFICER (CFO) MEETING 2023

April 10, 2023
Church Landing
Meredith, NH



New Hampshire Bankers Association, Maine Bankers Association and Vermont Bankers Association, Inc. invite you to attend their joint Chief Financial Officer Meeting.

MAINE
BANKERS
Association

NH Bankers
ASSOCIATION

VBA
Vermont Bankers Association, Inc.

CFO MEETING 2023

APRIL 10, 2023 | CHURCH LANDING, MEREDITH, NH

PRELIMINARY

8:30 AM – 9:00 AM

AGENDA

REGISTRATION AND CONTINENTAL BREAKFAST

9:00 AM – 9:05 AM

WELCOME

Kristy Merrill, *President*, NH Bankers Association

9:05 AM - 9:15 AM

SETTING THE STAGE

David Sidon, *CPA, President*
Navis Partners LLC

Dave will serve as the facilitator of the event and prepare you for the day.

9:15 AM – 10:15 AM

HOT TOPICS IN BANK ACCOUNTING

Susan Weber, *Senior Manager, MBA*
Jennifer G. Gureckis, *Senior Manager, CPA*
David Stone, *Manager, CPA, MBA, CFE*
BerryDunn

In this session, we share some insights into a number of areas of interest to CFOs and their teams. They will cover a diverse set of topics including the disclosure requirements of CECL, controls considerations surrounding CECL, FDICIA, onboarding best practices, managing people in a remote environment and the latest on internal fraud risks facing community banks.

10:15 AM - 11:15 AM

RIDING THE INTEREST RATE ROLLER COASTER – BUCKLE UP!

Frank Farone, *Managing Director*
Darling Consulting Group

The inverted yield curve has arrived and the Fed tightening effort remains in high gear. Like a roller coaster that slowly climbs and levels off before descending fast and furiously, interest rate cycles behave in a similar fashion. Turbo charging the Fed's efforts using Quantitative Tightening also impact the direction and speed of rate movements, so buckle up!

This timely session will provide key considerations and strategies to help navigate the newest rate cycle in a world of great uncertainty. Formulating a solid game plan including:

- Deposit Management-pricing and product strategies including terms to consider and avoid!
- Loan pricing off an inverted yield curve. Longer might be best!
- Investment Strategies that make sense! What about unrealized losses?
- Wholesale funding options and solutions
- Derivatives made simple size no longer matters!
- Protecting against rising rates? What about falling rates ahead? Both? Solutions uncovered.
- AVOID common mistakes in an inverted yield curve environment (think opposite)
- Just assume you're wrong! What are the consequences? Effective ALCOs make informed decisions (vs. gut reaction!)

11:15 AM - 11:30 AM

MORNING BREAK

CFO MEETING 2023

APRIL 10, 2023 | CHURCH LANDING, MEREDITH, NH

11:30 AM - 12:15 PM

CYBERSECURITY LANDSCAPE

Pawel Wilczynski, *Manager, Information Systems and Risk Assurance Practice*
Baker Newman Noyes

This session will cover issues like ransomware strategies - should you budget for it, insurance coverages and how to best protect your bank and balance sheet against cybersecurity developments.

12:15 PM - 1:00 PM

LUNCH

1:00 PM - 1:45 PM

ATTRACTING AND RETAINING TALENT USING COMPENSATION PLANNING

Lon Haines, *Managing Principal*
Banc Consulting Partners

Compensation practices should be reviewed when building your talent strategy. How you develop your compensation strategy will impact the behaviors that are enforced, or not enforced, in your organization. Learn more strategies to budget for a compensation strategy to attract and retain your top talent.

1:45 PM - 2:30 PM

AOCI LOSSES: WHAT THE BIG HIT TO BANKS' BOND PORTFOLIOS MEANS GOING FORWARD

Dale Sheller, *SVP-Financial Strategies Group*
The Baker Group

Banks with available-for-sale (AFS) securities have seen significant unrealized losses on their bond portfolios as interest rates have risen. The drastic change in the interest rate environment in 2022 has created the perfect storm for AOCI losses to balloon: Interest rate increases, coupled with soft loan demand and desire for yields, has led to banks holding large investment portfolios comprised of securities with longer maturities, which in turn means significant, unrealized losses.

2:30 PM - 3:15 PM

ROUNDTABLE WRAP UP

David Sidon, *CPA, President*
Navis Partners LLC

Dave will bring the day to an end with roundtable discussion with your peers incorporating all that you have heard throughout the day.

3:15 PM

ADJOURNMENT