

2014 Virginia Bank Directors Symposium

Central Location

Westin Richmond
Tuesday, April 1

Southwest Location

The Inn at Virginia Tech
Wednesday, April 2

Northern Virginia Location

Westfields Marriott
Thursday, April 3

Co-Hosted by:

Virginia Bankers Association

&

**Virginia Association of
Community Banks**

Program Details

About the Bank Directors Symposium... Bank Director's responsibilities and liabilities have greatly changed and expanded over the last few years due to an unprecedented and rapidly changing environment. There has never been a more crucial time for Bank Directors to be as knowledgeable as possible about the role they play in our industry. This workshop will focus on information critical to Boards of Directors, Presidents and CEOs of community banks of all sizes. Both inside and outside directors will gain a better understanding of the duties, responsibilities, and liabilities involved in this leadership role.

Hotel Room Reservations

There are small blocks of rooms for each program offered.

For reservations for the **April 1st meeting**, contact **The Westin Richmond** at **(804) 282-8444**.

Room rates for March 31 are \$169.00 per night single or double.

Reservation cut off date – ***Saturday, March 1, 2014.***

For reservations for the **April 2nd meeting**, contact **The Inn at Virginia Tech** at

(540) 231-8000. Room rates for April 1 are \$119.00 per night single or double.

Reservation cut off date – ***Monday, March 3, 2014.***

For reservations for the **April 3rd meeting**, contact **The Westfields Marriott**

at **(703) 818-0300**. Room rates for April 2 are \$129.00 per night single or double.

Reservation cut off date – ***Friday, March 14, 2014.***

Reference the **Virginia Bank Directors Symposium** when making your reservations.

Don't delay! Reservations are available on a first-come, first-served basis!!

AA|BD The American Association
of Bank Directors

Bank Director

Continuing Education Credits

These programs are being endorsed by the **American Association of Bank Directors, (AABD)**. The Bank Director Symposium qualifies as a **5 (five) supplemental hour** course. Attending this course will help fulfill the requirements for a certificate of completion available to AABD members.

Forms will be available at each location for attendees to complete for proof of attendance. Once completed, the forms will be collected at the meeting and forwarded to the AABD for processing.

Program Cancellation Policy

All cancellations will be charged a \$25.00 administrative fee. Cancellations received less than 72 business hours before the program will be charged a \$75.00 administrative fee plus any additional fees associated with the training. Please send cancellations to: **Melanie Reilly** at **mreilly@vabankers.org**.

Americans With Disabilities Act

In order to accommodate registrants with special needs, we need to be notified of an attendee with any visual, hearing, or other impairment. Please contact the VBA to alert them to your special needs.

Program Agenda & Topics

9:00 am **Breakfast & Registration**

9:30 am – 12:45 pm **Morning Session**

Capital Markets & Regulatory Update – What We can Expect in 2014 and Beyond

Jared Murphy, Managing Director, BlackRock

This session will provide an assessment of the trends driving the economy and the impact on community banking with a particular emphasis on the future interest rate and regulatory environment.

How to Build and Retain a High Performing Bank Board

Robert Flowers, Partner, Hunton & Williams

Developing a focused board succession plan has become an important strategic issue facing many community banks across the country. Having a high performing bank board can help your bank have a competitive advantage, help with business development, and leave you in good standing with your regulators. This session will show how successful bank boards approach the challenge of recruiting, identifying, and developing talented directors.

11:00 am **Networking Break**

The Investment Portfolio – Community Banking's Biggest Challenge

Steve Miller, Chief Risk Officer, First Principles Capital Management

We often hear from bankers that they do not want to sell and harvest those gains because of the reinvestment rate but they also understand that rates will rise and those gains will likely disappear over time. This is such an issue that our regulators consistently indicate rising rates as Problem # 1 for our industry and all of us should have a plan for the certainty of rates moving up. This session will discuss the rate environment, the impact on yields caused by Quantitative Easing programs, and the problems to our front when rates do rise.

Liabilities, Fiduciary Duties & Best Practices for Bank Directors

Heather Archer Eastep, Partner, Hunton & Williams

This session discusses the issues confronting directors in today's challenging environment and strategies for boards to meet increasing expectations of shareholders, regulators and employees. Topics include increased regulatory accountability, shareholder activism, best corporate governance practices, director and officer compensation, capital transactions, regulatory enforcement actions, and combination transactions.

12:45 pm **Lunch**

1:30 pm – 3:00 pm **Afternoon Program**

The ALM Process – Centerpiece for Risk Management

Karl Nelson, CEO, KPN Consulting

The most important and least understood Committee is typically the ALCO and our session will dig into the components of a sound ALCO Policy and the role Board members should play in this crucial process.

Interest Rate Risk – The Cornerstone of a Comprehensive Process

Paul White, Senior Risk Consultant, FICast Data Corporation

The number one issue for many Regulators today is the issue of rising rates and the impact of this on Bank Capital. We all know that our investment portfolios are at all-time highs in terms of assets, but likely, all time-lows in terms of yields. This is a recipe for disaster and this session will focus on the "ins & outs" of managing Interest Rate Risk.

3:00 pm **Adjourn**

About Our Speakers

Steve Miller, *Chief Risk Officer & Partner, First Principles Capital Management*

Steve Miller has over 30 years of financial institution experience in risk management, research, and fixed income derivatives trading. Prior to joining FPCM, Mr. Miller was a Managing Director at J. P. Morgan in charge of risk management coverage of the North American Interest Rate businesses and the Institutional Equities division. During his 17-year career at J. P. Morgan, Mr. Miller held several other positions within the J.P. Morgan's fixed income business, including Managing Director and Global Head of Derivatives Research, founding member and senior trader in the Hybrid Derivatives trading group.

Karl Nelson, *Chief Executive Officer, KPN Consulting*

Karl Nelson is the President and CEO of KPN Consulting, an organization engaged in the ALCO, Funding, and Liquidity arena. His career has included senior positions with Silverton Bank, IDC Deposits, and Promontory Interfinancial Network. In addition, Karl served as a Senior Vice President with the Federal Home Loan Bank of Atlanta from 1991 through 2002 where he managed the sales and marketing, strategic planning, and trade association/regulatory outreach efforts and served on the bank's ALCO. Prior to joining the Home Loan Bank, he was involved for eighteen years with various regional banks. Karl serves on the faculties of the Graduate School of Banking in Madison, Wisconsin and Boulder, Colorado, the Graduate School of Bank Investments & Financial Management in Columbia, South Carolina, the Financial Managers School in Madison, the Asian Banking Academy, as well as the faculties of the state banking schools in Florida, North Carolina, and Tennessee. Mr. Nelson is an organizing Director and ALCO Chair for a de novo bank in North Carolina and consults regularly with community bank Boards and Management on business strategies.

Jared Murphy, *Managing Director, BlackRock*

Jared Murphy, Managing Director, is a member of BlackRock's iShares business. He is the head of the Bank Treasury Group and is responsible for the marketing and distribution of iShares products for the use in the investment portfolios of US Banking institutions. Mr. Murphy's service with the firm dates back to 2007. In a prior role at BlackRock, he was responsible for the distribution, client servicing and marketing of global liquidity solutions to financial institutions and third party intermediaries. Additionally, he spent nine years at JPMorgan Asset Management where he was a Client Advisor in their Global Liquidity business. Mr. Murphy earned a BA degree in economics from Cornell University.

Robert Flowers, *Partner, Hunton & Williams*

Robert Flowers' practice focuses on the corporate and regulatory representation of commercial banks, thrifts, holding companies, and other financial institutions. He advises clients on strategic planning designed to enhance or protect shareholder value, including Subchapter S restructuring, share repurchases/tender offers, holding company formations, anti-takeover strategic planning and corporate succession matters. Robert also works with clients on all aspects of obtaining new financial institution charters (national bank, state bank), including the regulatory application process, capital acquisition phase and early stage development, as well as continued representation following bank opening.

Heather Archer Eastep, *Partner, Hunton & Williams*

Heather Archer Eastep's practice focuses on the corporate and regulatory representation of commercial banks, thrifts, holding companies, and other financial institutions. She advises clients on a broad variety of bank regulatory and securities compliance matters, including SEC reporting and compliance (including Sarbanes-Oxley Act), blue sky issues, Bank Secrecy Act and anti-money laundering compliance, response to formal and informal administrative actions, Regulation O, transactions with affiliates and other general compliance matters.

Paul S. White, *Senior Risk Consultant, FICast Data Corporation*

Paul White started his career in the Marketing Department of Shell Chemicals and subsequently joined Barclays Bank International in their International Management trainee program. After various appointments in San Francisco, Paul was transferred to New York as Vice President in charge of a new electronic balance information and funds transfer product "BARCAM". He spent three years building this business across the USA. In 1984 Paul founded Barclays Global Derivatives business with offices in the major capitals, among them New York, London and Tokyo. In 1998 Paul moved with his family to Atlanta to build Suntrust Bank's Investment banking business. The Investment Banking arm grew exponentially under Paul's guidance. After a short retirement, Paul joined FICast some 3 years ago as their Senior Risk Consultant on Interest Rate, Liquidity and Credit risk.

Directors Symposium Registration – RICHMOND, APRIL 1

Bank Name: _____ Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email for Confirmation Materials: _____

Director's Name	Badge Name	Email Address
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

ADA Requirements: Please call the VBA with any ADA Needs at 804-643-7469. Thank you!

Directors Symposium Fees: *(If your bank is not chartered in Virginia, but a member of your state ABA or ICBA association, register at the first set of prices listed below.)*

_____ First Four (4) Registrants from same bank @ \$275 each = \$ _____

_____ Each additional registrant from same bank @\$225 each = \$ _____

NONMEMBER FEES

_____ First Four (4) Registrants from same bank @ \$375 each = \$ _____

_____ Each additional registrant from same bank @\$325 each = \$ _____

\$ _____

Choose Payment Option:

_____ Check Enclosed _____ Please Charge My: *VISA* *MasterCard*

Card No. _____

Exp. Date _____ 3-digit Security Code on Back of Card _____

Name on Card _____ Signature _____

Address _____

GRAND TOTAL

Fax registration forms for **EACH** program to Melanie Reilly at the VBA at (804) 643-6308, or mail it to Melanie at: 4490 Cox Road, Glen Allen, VA 23060. Please call VBA at (804) 643-7469 or VACB at (804) 673-8250 with any questions.

Directors Symposium Registration – BLACKSBURG, APRIL 2

Bank Name: _____ Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email for Confirmation Materials: _____

Director's Name	Badge Name	Email Address
_____	_____	_____
_____	_____	_____
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Directors Symposium Registration – CHANTILLY, APRIL 3

Bank Name: _____ Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email for Confirmation Materials: _____

Director's Name	Badge Name	Email Address
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
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_____	_____	_____
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ADA Requirements: Please call the VBA with any ADA Needs at 804-643-7469. Thank you!

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NONMEMBER FEES

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