



GENERAL BULLETIN

CONNECTICUT
BANKERS
ASSOCIATION
10 Waterside Drive
Farmington, CT 06032-3083
(860) 677-5060
FAX: (860) 677-5066

2009 - 150

August 4, 2009

TO THE CHIEF EXECUTIVE OFFICER
OR INDIVIDUAL ADDRESSED

CEO, CEO+, CFO, CRO,
CLO & ALCO Committee
Members

RE: **Current Developments In Asset/Liability Management**

We are pleased to announce the Association's annual program, ***Current Developments In Asset/Liability Management***, will be held on Wednesday, September 23, 2009 at the Crowne Plaza Hotel, Cromwell, CT. The registration desk opens at 8:00 a.m. with the program commencing at 8:30 a.m. Adjournment is anticipated at 12:30 p.m.

SEMINAR OVERVIEW

This program is an annual event focusing on current developments and trends in asset/liability management and the critical issues facing Asset/Liability Committees (ALCOs) in 2009. In reflecting back on 2008-2009, banks have been managing their balance sheets in uncharted waters:

- The worst financial crisis in 75 years;
- The most serious recession since 1982;
- The lowest interest rate environment in 60 years and;
- Couple this with challenges facing our most reliable partners – Fannie, Freddie and the FHLBs.

The program will explore these challenges, look for light at the end of the tunnel and forecast likely scenarios for 2010. Credit quality remains a concern for many banks, but the ultimate rise in interest rates should probably be the major concern for your bank's ALCO – a threat to some and an opportunity for others.

Seminar facilitator James Clarke will begin with an overview of the business cycle with a special emphasis on the Connecticut economy and the housing market. A major focus of the program will be short-term and long-term interest rates. Short-term interest rates decreased 500 basis points since September 2007 and it is likely that they may begin to increase in early 2010. The future of long-term rates, given inflation potential, must also be taken into consideration. The seminar will also address liquidity management, specifically examiner concern with "Liquidity Contingency Planning".

Dr. Clarke will discuss both the short-term and the long-term challenges facing your bank's ALCO. The program will examine both asset and liability decisions for 2009 and into the first half of 2010 in anticipation of an expanding economy and rising interest rates. He will examine the modeling of your balance sheet as the interest rate cycle continues to evolve. The seminar will conclude with a discussion of growth strategies for 2010, particularly funding growth, and leverage strategies for this point in the rate cycle.

WHO SHOULD ATTEND

This program is an annual event; therefore it is meant to be current and practical, targeted primarily for senior and middle managers, and all members of the ALCO, whether managers or board members. As such, the following individuals from the bank should consider attending: chief executive officers, chief financial officers, investment managers, asset/liability committee members, board members, lenders, risk managers and any other interested bank personnel.

FACILITATOR - JIM CLARKE, Ph.D.

Dr. James Clarke is the Principal of Clarke Consulting, a Villanova, Pennsylvania firm specializing in ALCO issues and strategic planning for community banks. Jim conducts ALM seminars for RMA, Financial Managers Society (FMS), and many state associations throughout the country. He teaches ALM at the Stonier National School of Banking, the Connecticut School for Finance & Management and the Pennsylvania Advance School of Banking. Jim also conducts webcasts on ALM issues for FMS and RMA. Dr. Clarke is a consultant to a number of community banks on ALM issues. He has a recent article, "Asset/Liability Management in Uncharted Waters", published in the July/August RMA Journal. Jim sits on the board of two community banks where he chairs the Board ALCO. Dr. Clarke has a B.A. in Economics from LaSalle College and a Ph.D. in Economics from the University of Notre Dame.

REGISTRATION DETAILS

To attend the annual update, *Current Developments in Asset/Liability Management*, on September 23rd, please complete the attached registration form and return it to the Association office no later than **Friday, September 18, 2009**. You may FAX your registration prior to the deadline (860.677.5066). All FAX registrants will be billed, regardless of their attendance. Registration confirmations are provided if an email address for each registrant is included on the registration form.

Seminar fees are outlined on the registration form and include a reference manual and refreshments associated with this program.

Please note the early program start time of 8:30 a.m. Adjournment is anticipated by 12:30 p.m.

While we do not expect the weather to impact this program, you may check on the status of this program by simply visiting the CBA website www.ctbank.com. When at the site click events, then seminar/meetings status.

Should you have any questions regarding program content or registration procedures, please do not hesitate to contact me at the Association office.

Very truly yours,

LINDSEY R. PINKHAM
Senior Vice President & Secretary

Attachments

CONNECTICUT BANKERS ASSOCIATION

Current Developments In Asset/Liability Management

Wednesday, September 23, 2009
Crowne Plaza Hotel, Cromwell, CT

Schedule

- 8:00 a.m. – 8:30 a.m. ***Registration & Refreshments***
- 8:30 a.m. – 8:35 a.m. ***Welcome***
Lindsey R. Pinkham, Senior Vice President & Secretary
Connecticut Bankers Association
- 8:35 a.m. – 10:15 a.m. ***Current Economic Environment & Forecast for 2010***
James J. Clarke, Ph.D., Principal, Clarke Consulting
- Connecticut's Business Cycle Conditions
 - Yield Curve Forecasts
 - Impact of Fed Rate changes over the last two years
- Refining the ALCO Process at our Banks***
- Peer Group Performance in 2009
 - Peer Group Risk Profile in 2009
 - Interest Rate Risk Modeling in the Lowest Rate Environment in 60 years
 - Liquidity Contingency Planning
- 10:15 a.m. – 10:30 a.m. ***Refreshment Break***
- 10:30 a.m. – 12:00 p.m. ***Managing Assets in the Current Environment***
- Defining the Risks
 - Investment Options in the Current Environment
 - Loan Portfolio Management – Managing Duration Carefully
- Managing Liabilities in the Current Environment***
- Deposit Behavior in 2009 – How long will it last?
 - Wholesale Options
 - Retail Strategies to Fund Assets
 - Exploring Strategies In Anticipation of Rising Rates in 2010
- 12:00 p.m. – 12:30 p.m. ***Growth Strategies for 2010 – Do leverage transactions make sense?***
- Challenges Facing ALCO in 2009, but more importantly in 2010***
- 12:30 p.m. ***Adjourn***

CONNECTICUT BANKERS ASSOCIATION MEETING REGISTRATION FORM



10 Waterside Drive, Farmington, CT 06032-3083
 Telephone: (860) 677-5060 Fax: (860) 677-5066

TITLE: Current Developments In Asset/Liability Management
DATE: Wednesday, September 23, 2009
REGISTRATION TIME: 8:00 a.m.
PROGRAM TIME: 8:30 a.m. – 12:30 p.m.
LOCATION: Crowne Plaza Hotel, Cromwell
REGISTRATION DEADLINE: Friday, September 18, 2009

<u>NAME (please print)</u>	<u>TITLE</u>	<u>BADGE NAME</u>	<u>EMAIL*</u>
_____	_____	_____	_____
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Company: _____

Address: _____

Completed by: _____ Phone: _____ E-mail: _____

REGISTRATION FEES

CBA Member: \$170.00/person x _____ Person(s) = \$ _

Non Member: \$340.00/person x _____ Person(s) = \$ _

** Confirmation sent if Email address is provided above*

The fee includes all program materials, luncheon, refreshments and applicable state sales tax.

MEMBERSHIP

CBA Member: A banking institution who is a regular member of the Association. Also includes Associate Members (a corporation, association or individual not eligible for regular membership, who has applied and been accepted for Associate Membership.)

Non Member: A banking institution who is not a current regular member of the Association. Also includes a corporation, association or individual who is not a current Associate Member.

Please select method of payment: Check Visa Master Card American Express

Card Number: _____ Exp. Date: _____

Security Code: _____ (3 digits on back of card) Amount: \$ _____

Billing Address: _____

City/State/Zip: _____

Cardholder Signature: _____

REFUND/CANCELLATION POLICY

- Refund Policy:** No refunds will be made for cancellations received within two business days of the program.
- Cancellation Policy:** A \$25.00 per person cancellation fee will be charged.
- Substitutions:** Registrants may send a substitute to the program without loss of program fees. Please call in advance whenever possible.
- Non-Attendees:** Registrants who do not attend the scheduled program will not receive a refund of program fees, but may request program materials.

DIRECTIONS TO THE CROWNE PLAZA HOTEL, CROMWELL, CT (860) 635-2000

- From Hartford:** I-91 South to Exit 21. Left at end of ramp. After first light, hotel located immediately on left.
- From New Haven:** I-91 North to Exit 21. Left at end of ramp. Hotel located immediately on left.
- From Waterbury/
Danbury:** I-84 East to Route 691 East. Follow to I-91 North to Exit 21. Left at end of ramp. Hotel located immediately on left.
- From New Britain:** Route 72 East / Route 9 South to Route 372 East (Berlin/ Cromwell). Hotel located approximately 4 miles on left.