



# GENERAL BULLETIN

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

2009 - 155

August 7, 2009

TO THE CHIEF EXECUTIVE OFFICER  
OR INDIVIDUAL ADDRESSED

CEO, CEO+

RE: *2009 Directors & Trustees College*

We are pleased to announce the Association's sponsorship of the *2009 Directors & Trustees College* on Wednesday, September 30, 2009 at the Crowne Plaza Hotel, Cromwell, CT. The program will commence at 9:00 a.m., with adjournment anticipated by 3:00 p.m. We have altered the program format used in the last several years. In lieu of a series of breakout sessions, the 2009 program will consist of a series of presentations. Dr. Jim Clarke will facilitate the morning and afternoon presentations, and attendees will also hear from the Department of Banking's Commissioner Howard F. Pitkin and Mary Ellen O'Neill, Director of Financial Institutions Division.

As with past CBA sponsored director education events, the *2009 Directors & Trustees College* is designed to help directors and trustees, both new and seasoned, stay abreast of current developments in the ever-changing regulatory and economic climate entwined with today's financial services industry. Through it all, bank directors have two fundamental responsibilities – loyalty and care for their institution. Loyalty is best achieved by minimizing conflicts of interest. Care is the ability to make sound decisions based on due diligence. This program will center on care.

Directors and trustees are consistently faced with bank financial statements, and while they may not need to be an expert in accounting and finance, they should have the basic understanding of bank financial statements in order to contribute in the due diligence process. This program will get behind numbers in order for directors to understand the concepts that drive bank success. The morning session will lay out the fundamentals of financial statements with a focus on concepts of non debits and credits. The morning session will also stress performance; while the afternoon session will examine the board's role in risk management.

## **GETTING BEHIND THE NUMBERS**

- Role of the Board – Care
- Concept of Care – Due Diligence Requires a Basic Understanding of Bank Financial Statements
- The Basics of a Uniform Bank Performance Report
- Essential Elements of the Balance Sheet
- Earnings Assets – Investments vs. Loans
- The Importance of Core Deposits
- Capital Management
- Net Interest Margin is the Key
- Drivers of Non Interest Income
- Operating Expenses & Measures of Efficiency
- ROA and Franchise Value
- ROE and Shareholder Value

## **RISK MANAGEMENT – THE OTHER HALF OF THE EQUATION**

- Fundamentals of Financial Risk
- CAMELS Related to Risk
- Capital Requirements
- Board Dashboard for Monitoring Credit Risk
- The Importance of Liquidity
- Understanding Interest Rate Risk
- Lessons from Financial Crisis of 2008
- Risk/Reward – Putting it All Together
- The Role of ALCO

## **WHO SHOULD ATTEND**

This seminar is designed for both new and seasoned bank directors/trustees. Directors/trustees of In Organization Banks and de novo institutions are strongly encouraged to attend by their respective regulatory authority.

## **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.

## **REGISTRATION DETAILS**

To attend the **2009 Directors & Trustees College**, please complete the attached registration form. Please return it to the Association by Friday, September 25, 2009. If participant email addresses are provided, we will provide an email confirmation upon receipt of your registration.

You are encouraged to email, mail or FAX (860.677.5066) your registration prior to the September 25<sup>th</sup> deadline. All FAX registrants will be billed regardless of their attendance.

Session fees are outlined on the registration form and include all reference materials, lunch, refreshments and state sales tax associated with this program.

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](http://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**

**2009 DIRECTORS AND TRUSTEES COLLEGE**

Wednesday, September 30, 2009  
Crowne Plaza Hotel, Cromwell, CT

**Schedule**

- 8:30 a.m. – 9:00 a.m.      ***Registration & Refreshments***
- 9:00 a.m. – 9:20 a.m.      ***Welcome***  
Lindsey R. Pinkham, Senior Vice President & Secretary  
Connecticut Bankers Association  
  
Mary Ellen O’Neill, Director – Financial Institutions Division  
Department of Banking, State of Connecticut
- 9:20 a.m. – 10:15 a.m.      ***Getting Behind The Numbers***  
James J. Clarke, Ph.D., Principal, Clarke Consulting
- 10:15 a.m. – 10:30 a.m.      ***Refreshment Break***
- 10:30 a.m. – 12:00 p.m.      ***Morning Session Resumes***
- 12:00 p.m. – 1:15 p.m.      ***Lunch & Presentation***  
  
***The Connecticut Banking Scene***  
Howard F. Pitkin, Commissioner  
Department of Banking, State of Connecticut
- 1:15 – 3:00 p.m.      ***Risk Management – The Other Half Of The Equation***  
James J. Clarke, Ph.D., Principal, Clarke Consulting
- 3:00 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:** *2009 Directors & Trustees College*  
**DATE:** *Wednesday, September 30, 2009*  
**REGISTRATION TIME:** *8:30 a.m.*  
**PROGRAM TIME:** *9:00 a.m. – 3:00 p.m.*  
**LOCATION:** *Crowne Plaza Hotel, Cromwell (860.635.2000)*  
**REGISTRATION DEADLINE:** *Friday, September 25, 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:** \$190.00/person x \_\_\_\_\_ Person(s) = \$ \_\_\_\_\_  
**Non Member:** \$380.00/person x \_\_\_\_\_ Person(s) = \$ \_\_\_\_\_

*\* Confirmation sent if Email address is provided above*

**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         MasterCard         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.