



GENERAL BULLETIN

CONNECTICUT
BANKERS
ASSOCIATION
10 Waterside Drive
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(860) 677-5060
FAX: (860) 677-5066

2010 - 88

May 12, 2010

TO THE CHIEF EXECUTIVE OFFICER
OR INDIVIDUAL ADDRESSED

CEO, CEO+, CLO
Commercial Spec.
Workout Spec.
Assoc. Member

RE: Workout Strategies Seminar

We are pleased to present the *Workout Strategies Seminar - If the Wave Hits, Will You Ride It or Be Swept Under* on *Thursday, June 10, 2010* at the Rocky Hill Marriott. This half-day program will begin promptly at 8:30 a.m. and adjourn at 12:00 p.m.

SEMINAR OVERVIEW

The program is designed to provide action strategies for a bank's existing or potential non-performing assets, in their commercial and real estate loan portfolio. The seminar will be presented by attorneys and a banker with extensive experience dealing with non-performing or defaulted loans. The focus will be on practical strategies for responding to the kinds of problems banks are likely to encounter with troubled loans under the current economic conditions. Major seminar topics will include:

- Anticipating commercial loan problems
- Understanding your rights and weak points before the problem arises
- When to "take the keys" and when to restructure
- When to involve counsel or turnaround specialists
- What new responsibilities do you take on when you foreclose on a property or a business
- Unique default problems concerning specific asset classes like shopping centers, multi-family housing, manufacturing companies and family-owned businesses

WHO SHOULD ATTEND

This program is appropriate for commercial loan and workout departments, including department heads, as well as loan and workout officers.

PRESENTERS

James C. Schulwolf, Partner, Shipman & Goodwin LLP represents senior and mezzanine lenders, venture capital investors (including SBIC's), private equity funds, hedge funds, emerging growth companies and private companies in financing, investment, leasing, acquisition, corporate, licensing and restructuring transactions. Jim regularly advises these clients with respect to structuring, negotiating, and closing complex transactions. Jim also regularly advises clients with respect to distressed investments and the restructuring of existing investments and loans. Jim is the Chair-Designate and current Vice Chair of the Commercial Finance Committee of the American Bar Association's Business Law Section. Jim

is a recognized authority on drafting and negotiating intercreditor and subordination agreements on behalf of senior and subordinate lenders and is the author of "Controlling Your Destiny-Key Issues in Subordination and Intercreditor Agreements", The Secured Lender (1995). Jim is also the author of "Financing the Family-Owned Business", The Secured Lender (2002). Jim is a Fellow and former Regent of the American College of Commercial Finance Lawyers and is a Board member of the Connecticut Chapter of the Turnaround Management Association.

Martin Noble, Executive Vice President, Patriot National Bank has been a commercial banker for almost forty years having started his banking career by completing Morgan Guaranty's formal credit training program. Most of his career was as a NY banker with Morgan Guaranty, Barclays Bank and NorthFork Bank. In 1999, he relocated to Weston, CT and joined Patriot National Bank as Executive Vice President and Chief Lending Officer. Patriot National Bank is a nationally chartered bank with assets in excess of \$800 million and nineteen branches. Marty holds both a BS degree in Finance and an MBA from Long Island University. He currently serves on the boards of Norwalk Senior Center and the Greater NY Development Corp. and is a member of the credit committee of the Housing Development Fund of Fairfield County.

Donald R. Gustafson, Partner, Shipman & Goodwin LLP is a partner of Shipman & Goodwin's real estate practice group in the Stamford office. He represents and counsels local, regional, and national financial institutions with regard to commercial real estate financing, construction projects, as well as loan restructuring and workouts. He has over twenty years' experience in representing lenders, developers, private equity groups and municipalities in real estate developments and projects. He represents financial institutions in negotiating, documenting and restructuring loans, including foreclosing on properties. Donald is a member of the Real Estate Finance Association of Connecticut, and is a licensed title insurance agent with various national title insurance companies.

William G. Rock, Partner, Shipman & Goodwin LLP is the chairperson of Shipman & Goodwin's Real Estate practice and former Chair of its Business Law Department. He regularly represents lenders and borrowers in real estate, leasing and other commercial finance transactions. Bill counsels these clients both with respect to initial structuring and documenting of loans and finance leases and with respect to the restructuring or foreclosure of existing troubled loans. He has been involved in loan restructurings, and the operation of REO assets, for hotel, retail, manufacturing and multi-family properties. Bill also has extensive experience with State and Federal financial assistance programs, having represented various State agencies and instrumentalities in numerous loan, lease, guarantee and grant programs for economic development. Bill is a member of the Real Estate Finance Association and the New England Land Title Association.

INCLEMENT WEATHER POLICY

While we do not know if weather will 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 the **seminar status button** located at the bottom of the page.

REGISTRATION DETAILS

To attend the **Workout Strategies Seminar**, please complete the attached registration form and return it to the Association office no later than Tuesday, June 8, 2010. **The seminar registration will begin at 8:00 and the program will commence at 8:30 a.m.** with adjournment anticipated by 12:00 noon. You may FAX your registration prior to the deadline (860.677.5066). All FAX registrants will be billed regardless of their attendance.

Seminar fees are outlined on the registration form and include all materials, State sales tax and morning refreshments. If you have any questions regarding program content or registration procedures, please do not hesitate to call the Association office.

Very truly yours,
THOMAS S. MONGELLOW
Vice President & Treasurer

CONNECTICUT BANKERS ASSOCIATION MEETING REGISTRATION FORM

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



TITLE: *Workout Strategies Seminar*
DATE: *Thursday, June 10, 2010*
REGISTRATION TIME: *8:00 a.m.*
PROGRAM TIME: *8:30 a.m. – 12:00 p.m.*
LOCATION: *Rocky Hill Marriott Hotel, Rocky Hill, CT*
REGISTRATION DEADLINE: *Tuesday, June 8, 2010*

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

Company: _____

Address: _____

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

REGISTRATION FEES

CBA Member: \$165.0000/person x _____ Person(s) = \$ _____

Non Member: \$330.00/person x _____ Person(s) = \$ _____

- *Confirmation sent if Email address is provided above*

The fee includes all program materials, 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 (Make payable to: Connecticut Bankers Association)

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 MARRIOTT HOTEL, ROCKY HILL

(860) 257-6000

From Hartford: I-91 south to Exit 23. Turn left off the Exit. Hotel located approximately ½ mile on right.

From New Haven: I-91 North to Exit 23. Turn right off the Exit. Hotel located immediately on the right.

From Waterbury/Danbury: I-84 East to Route 691 East. Follow to I-91 North to Exit 23. Turn right off the Exit. Hotel located immediately on right.