



# H I G H L I G H T S



January 30, 2008

## NOONAN'S NOTES

**State Capitol** ... the legislature is back in session next week ... we have already met with the co-chairmen of the Banks Committee ... both are looking at the subprime problem and are thoughtfully digesting the myriad of concepts and remedies being put forth ... with the constant media bombardment on this issue, it is not an easy task to stay balanced, objective and alert to unintended consequences, but Representative Barry and Senator Duff are trying very hard to do just that.

**D. C.** ... with Senator Dodd back in D. C., things should start to move ... he and House Chair Barney Frank have met, and both have announced priorities ... since the House has already passed legislation on financial issues (e.g. a bill on ILCs and a bill on mortgage lending reform), it is obvious that the Senate has quite a lot more work to do ... Senator Dodd and Representative Frank have also seriously discussed a "Federal Homeownership Preservation Corp", which would purchase subprime loans ... whatever is done in the Senate, it has to be done quickly, as presidential politics will probably gridlock D. C. by June.

**Finalizing 2007 CBA FED PAC Fund-raising Campaigns** ... the final report for the 2007 fund-raising campaign shows that CBA FED PAC raised \$16,675.00 (57% of goal) ... 302 individuals and 2 bank sponsored PACs contributed to CBA FED PAC ... we thank those member banks' officers and board members who contributed in 2007.

**2008 Annual Meeting Dates** ... the Connecticut Bankers Association's 2008 Annual Meeting will be held November 6-9, 2008 at The Breakers, Palm Beach, Florida ... please visit their website at [www.thebreakers.com](http://www.thebreakers.com) ... the American Bankers Association will meet November 9-12, 2008 at the San Francisco Hilton, San Francisco, CA.

## BANKWORLD BALLYHOO

**BankWorld 2008 – Come Get The Big Picture** ... the Connecticut Bankers Association, in conjunction with The Warren Group, is pleased to announce that **BankWorld 2008** will be held on Tuesday, April 29, 2008 at the Crowne Plaza, Cromwell, CT ... as in the past, we anticipate that over 800 attendees will browse the booths – meet suppliers and peers - experience the latest banking products, services and technology – and learn new ideas at the seminars to be held each hour ... Associate Members will benefit from **BankWorld's** unique opportunity to display their company's products and people ... Exhibitor and Sponsor information has been mailed, please see CBA General Bulletin **2008-21** for Exhibitor information ... please mark on your 2008 calendar – "**Now Showing - BankWorld 2008 - April 29<sup>th</sup>**".

**Sponsors For BankWorld 2008** ... twenty-two sponsors have signed up for **BankWorld 2008** ... eleven gold sponsors include **Accume Partners, COCC, Diebold, Fiserv VISION, Jack Henry Banking, Lighthouse Computer Services, Open Solutions, People's United Bank (CEO & CFO Luncheon), Regan Technologies, Strunk & Associates and Wolf & Company** ... nine silver sponsors including **Brintech, Carlin, Charron & Rosen, Clark Consulting, Federal Home Loan Bank of Boston, Financial Services, Hooker & Holcombe Companies, MKA Executive and Professional Benefits, Pulse EFT Association and The Savings Bank Life Insurance Company** ... two function sponsors including **Bankers' Bank Northeast and Federal Reserve Bank of Boston** ... contact Colleen Clancy for more information or visit [www.nebankworld.com](http://www.nebankworld.com) ... don't be left out of the Northeast's premier banking exhibition show.

## MEMBERSHIP MEETINGS

**Banking Commissioner - Annual Update - February 20<sup>th</sup>** ... the CFT Bankers' Forum is pleased to announce the Honorable Howard Pitkin will kick-off the 2008 schedule at the Aqua Turf Club in Plantsville, CT, on Tuesday, February 20, 2008 ... the program commences with a reception at 5:30 p.m., followed by the Commissioner's remarks at 5:30 p.m. and dinner at 7:00 p.m. ... \$60 per person includes your choice of Prime Rib, Chicken Cordon Bleu, or Nantucket Scallop Casserole ... please call 860.886.6153 to make your reservations or register on-line at [www.cftatlantic.org](http://www.cftatlantic.org).

## MEMBERSHIP MEETINGS

**Tax and Accounting Issues Seminar – February 28<sup>th</sup>** ... to be held at the Crowne Plaza in Cromwell, this morning program will cover recent developments on sales, property and estate taxes, passive investment companies, tax depreciation strategies, FAS 115, tax disclosures, loan loss provisions and more ... geared towards CFOs and senior management, registration information and program details can be found in General Bulletin [2008-20](#) ... the deadline for registering is Tuesday, February 26<sup>th</sup>.

**Advance Planning For 2008 CBA Seminars & Events** ... be on the lookout for program notices for future CBA events:

March 27, 2008	<b>Call Report Seminar</b>	Crowne Plaza, Cromwell
March 27, 2008	<b>CEO Dinner Meeting (invitation only)</b>	Country Club, Farmington
April 9, 2008	<b>CSFM '08 Graduation</b>	Trumbull Marriott, Trumbull
April 16, 2008	<b>FHLB Boston Annual Meeting</b>	Fairmont Hotel, Boston, MA
April 29, 2008	<b>BankWorld 2008</b>	Crowne Plaza, Cromwell
May 8, 2008	<b>BSA Seminar</b>	Crowne Plaza, Cromwell
May 20, 2008	<b>Directors &amp; Senior Officers Symposium</b>	Aqua Turf Club, Plantsville
June 10-12, 2008	<b>Washington D.C. Visit</b>	Washington, D.C.
September 16, 2008	<b>Annual Asset/Liability Management Seminar</b>	Crowne Plaza, Cromwell
October 1, 2008	<b>Directors &amp; Trustees College</b>	Crowne Plaza, Cromwell
November 6-9, 2008	<b>2008 Annual Meeting</b>	Palm Beach, FL

Look for seminar information four to six weeks prior to each event or call the CBA to be put on a special mailing list.

**2008 Retirement Plans Mid-Winter Conference – March 18 & 19** ... the CBA and Ascensus (formerly BISYS Retirement Services) will be offering a Basic IRA Seminar on Tuesday, March 18<sup>th</sup> and an Advanced IRA Seminar on Wednesday, March 19<sup>th</sup> at the Crowne Plaza Hotel, Cromwell ... please see General Bulletins [2008-11](#) and [2008-12](#) for program information and registration.

**CBA Web Seminars** ... the following programs have previously been or will soon be announced to the membership:

February 1, 2008	<b>Loan Doc III - Reviewing Collateral Files</b>	2:30 p.m. – 4:30 p.m.
February 5, 2008	<b>Part I - Frontline Deposit Compliance 2008</b>	2:30 p.m. – 4:30 p.m.
February 8, 2008	<b>2008 HMDA Review &amp; Update</b>	2:30 p.m. – 4:30 p.m.
February 12, 2008	<b>Part II - Frontline Deposit Compliance 2008</b>	2:30 p.m. – 4:30 p.m.
February 14, 2008	<b>Implementing The New ID Theft: Red Flags Part I</b>	2:30 p.m. – 4:30 p.m.
February 20, 2008	<b>Avoiding Losses On U.S. Treasury Checks</b>	2:30 p.m. – 4:30 p.m.
February 21, 2008	<b>Business Financial Statement Analysis - Part I</b>	2:30 p.m. – 4:30 p.m.
February 26, 2008	<b>Employee Incentive Motivational Strategies</b>	2:30 p.m. – 4:30 p.m.
February 28, 2008	<b>Business Financial Statement Analysis - Part II</b>	2:30 p.m. – 4:30 p.m.

There are two ways to register ... register on-line at [www.bankersed.com/ctbankers/](http://www.bankersed.com/ctbankers/) or simply fax the registration form to Bankers Ed (512.381.1571) ... they in turn forward a program PIN, seminar materials and instructions prior to the broadcast ... please register at least three days prior to each scheduled program ... if you would like a copy of a particular web seminar's registration brochure, please call Kathy Parks at the Association (860.677.5060) or visit our website.

**CBA Winter Weather Policy For 2008 Seminars** ... as the seminar season runs into winter - snow, sleet and the gloom of night often get in the way of the best made plans ... attendees have several options to check on the meeting's status if inclement weather is forecasted for the day of the seminar ... first check the CBA website [www.ctbank.com](http://www.ctbank.com) ... on the home page, click the **Seminar Status** button for the latest information ... in addition, registrants may call the CBA (860.677.5060) after 6:30 a.m. to check the meeting's status ... when calling the CBA, please listen carefully for dialing instructions ... staff is respectful of your safe travel concerns to and from CBA sponsored events, as such, we will err on the side of caution when deciding a meeting's fate.

**CFT Course/Seminar Schedule Available On-line** ... visit [www.cftatlantic.org](http://www.cftatlantic.org) for a complete schedule of credit courses, seminars and special events being offered by the Center for Financial Training Atlantic States ... you can even register on-line!

## MEMBERSHIP MEETINGS

**CFT Bankers' Forum 2008 Schedule** ... the following management-focused education/networking events are open to all financial institutions ... evening programs feature industry-related topics, a networking reception and dinner ... please mark your 2008 calendar for the following scheduled meetings:

February 20, 2008	<b>Banking Commissioner Pitkin</b>	Aqua Turf, Plantsville, CT
March 19, 2008	<b>Sales Coaching</b>	Hawthorne Inn, Berlin, CT
April 16, 2008	<b>Employee Appreciation Night/CSFM</b>	Hawthorne Inn, Berlin, CT
May 21, 2008	<b>Economic Update</b>	Hawthorne Inn, Berlin, CT
June 16, 2008	<b>Annual Golf Outing</b>	Tunxis Plantation CC

## IMPORTANT ITEMS

**2008 Financial Institution Benefits and Personnel Policy Survey Questionnaire** now available ... biennial survey is a comprehensive survey encompassing benefits and personnel procedures offered by member banks to their full-time employees (several questions provide information for part-time employees) ... deadline to participate is Sunday, February 17, 2008 ... please see General Bulletin [2008-8](#) or contact the CBA for more information.

**Holiday Survey Questionnaire** ... semi-annual questionnaire will be mailed to CEOs and HR Specialists in early February ... survey provides data on bank holiday openings and closings for 2008 ... results will only be mailed to participating banks, so we encourage your participation.

**National Teach Children To Save Day - April 29<sup>th</sup>** ... now in its 12<sup>th</sup> year, this national initiative promotes the importance of saving to students in grades K-12 ... the ABA's Education Foundation has revised its popular resource kits into two categories; one kit for K-6 grade students and a second kit for 7-12 grade students ... ABA members can order either kit for \$95.00 each while non members can order either kit for \$165.00 each ... for more information on this excellent outreach program, please visit [www.aba.com/Consumer+Connection/ABAEF+products.htm](http://www.aba.com/Consumer+Connection/ABAEF+products.htm).

**Safe Deposit Contents Auction - February 20<sup>th</sup>** ... to be held in Cromwell ... banks wishing to participate should contact Judy Barrows at 860.342.2540 ... see General Bulletin [2008-5](#) for more details or call Tom Mongellow at the CBA.

## BITS & BYTES

**CBA General Bulletins Are Available On Our Website** ... most CBA General Bulletins can now be accessed from our website at [www.ctbank.com/pub\\_bulletins.php](http://www.ctbank.com/pub_bulletins.php) ... if you can't find a bulletin that has been emailed to you, just go to our website and download the information.

**Connecticut Bankers Association  
CFT Atlantic States**

**2008 Seminars & Events Calendar**

**FEBRUARY 2008**

1	Loan Doc III Reviewing Collateral Files	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
5	Frontline Deposit Compliance Part I 2008	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
7	<b>CSFM Session</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:00 p.m.	CBA
8	2008 HMDA Review & Update	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
12	Frontline Deposit Compliance Part II 2008	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
14	Implementing The New ID Theft: Red Flags-Part 1	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
20	Avoiding Losses On U.S. Treasury Checks	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
20	CFT Bankers' Forum	Hawthorne Inn, Berlin	5:30 p.m. - 8:00 p.m.	CFT
21	Business Financial Statement Analysis Part I	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
26	Employee Incentive Motivations Strategies	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
28	<b>Seminar On Tax &amp; Accounting Issues</b>	Crowne Plaza, Cromwell	8:30 a.m. - 12:00 p.m.	CBA
28	Business Financial Statement Analysis Part II	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
29	<b>Management Development Committee</b>	Hawthorne Inn, Berlin	9:00 a.m. - 11:00 a.m.	CBA

**MARCH 2008**

4	Effective Teller Supervisor	Hawthorne Inn, Berlin	9:00 a.m. - 4:00 p.m.	CFT
4	Advanced Loan Documentation	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
5	Lending To Municipalities	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
5	<b>CSFM Session</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:00 p.m.	CBA
5	Effective Teller Supervisor	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
6	Implementing The New ID Theft: Red Flags-Part 2	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
11	Cutting Your Losses For Frontline Personnel	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
11	Marketing Mortgages to Realtors	Publick House, Sturbridge, MA	9:00 a.m. - 12:00 p.m.	CFT
11-12	ABA's Government Affairs Conference	Washington, D.C.	TBA	ABA
12	Basic Commercial Credit Analysis	Hawthorne Inn, Berlin	9:00 a.m. - 4:00 p.m.	CFT
18	<b>Basic IRA Seminar</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:30 p.m.	CBA
18	Effective Writing Skills	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
18	Opening Business Deposit Accounts	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
19	<b>Advanced IRA Seminar</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:30 p.m.	CBA
19	Mortgage Lending Fundamentals	Crowne Plaza, Enfield	9:00 a.m. - 4:00 p.m.	CFT
19	CFT Bankers' Forum	Hawthorne Inn, Berlin	5:30 p.m. - 8:00 p.m.	CFT
25-26	Mortgage Originator's Boot Camp	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
27	<b>CEO Dinner</b> (by invitation only)	The Country Club, Farmington	5:30 p.m. - 8:00 p.m.	CBA
27	<b>Call Report Seminar</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:30 p.m.	CBA
28	Lending To Self-Employed Individuals, Small Business Owners, Executives & Professionals	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA

**APRIL 2008**

2	<b>CSFM '09 Session</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:00 p.m.	CBA
2	Opening Personal Deposit Accounts	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
6-8	<b>CSFM '08 Resident Session</b>	Trumbull Marriott Hotel	TBA	CBA
8	Underwriting Tax Returns	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
8	Supervisory Skills	Hawthorne Inn, Berlin	9:00 a.m. - 4:00 p.m.	CFT
9	<b>CSFM '08 Graduation</b>	Trumbull Marriott Hotel	12:00 p.m. - 2:00 p.m.	CBA
9	Supervisory Skills	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
15	Consumer Lending	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
16	FHLB Boston Annual Meeting	Fairmont Copley Plaza, Boston, MA	10:00 a.m. - 2:00 p.m.	FHLB
16	CFT Bankers' Forum	Hawthorne Inn, Berlin	5:30 p.m. - 8:00 p.m.	CFT
23	Managing Employee Performance	Hawthorne Inn, Berlin	9:00 a.m. - 12:00 p.m.	CFT
24	Analyzing Financial Statements	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
25	Cashflow and Collateral	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
28	Opening Fiduciary Deposit Accounts	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
29	<b>BankWorld 2008</b>	Crowne Plaza, Cromwell	8:00 a.m. - 2:30 p.m.	CBA
30	People Skills for Supervisors	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT

## MAY 2008

6	<b>CSFM '09 Session</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:00 p.m.	CBA
6	Home Equity Lines	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
7	Sticky Supervisory Situations	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
8	<b>BSA Seminar</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:30 p.m.	CBA
13	Customer Service Intelligence	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
20	Processing Mortgage Loans	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
20	<b>Directors &amp; Senior Officers Symposium</b>	Aqua Turf, Plantsville	3:00 p.m. - 8:00 p.m.	CBA
21	Confrontation 101	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
21	CFT Bankers' Forum	Hawthorne Inn, Berlin	5:30 p.m. - 8:00 p.m.	CFT
23	NE Marketing Conference	Providence, RI	9:00 a.m. - 5:00 p.m.	NEMA

## JUNE 2008

3	Reverse Mortgages	Publick House, Sturbridge, MA	9:00 a.m. - 12:00 p.m.	CFT
3	Credit Scores	Publick House, Sturbridge, MA	1:00 p.m. - 4:00 p.m.	CFT
10	Understanding Foreclosures	Publick House, Sturbridge, MA	9:00 a.m. - 4:00 p.m.	CFT
10-12	<b>Annual Washington D.C. Visit</b>	Washington, D.C.	TBA	CBA
12	Business Development Skills	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
16	CFT Bankers' Forum Golf Tourney	Tunxis Plantation CC, Farmington	11:00 a.m.	CFT
24	Loan Portfolio Monitoring	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
25	Commercial Loan Documentation	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT

## August 2008

25	<b>CBA Annual Golf Tournament</b>	The Country Club, Farmington	TBA	CBA
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