

Embracing New Ideas to Improve Performance: A Strategic Conference for Senior Bank Executives



FHLBank Pittsburgh, ICBA Securities and Vining Sparks Interest Rate Products, LLC are pleased to present this timely conference in Philadelphia and Pittsburgh, Pennsylvania, this July. As interest rates have risen over the last two years, community banks have had to adopt new strategies across their balance sheets to manage dynamics not encountered in nearly a decade. Growth in loan demand, a decline in the market value of investments and increasing cost of funds are all under scrutiny by bank management. FHLBank Pittsburgh and Vining Sparks Interest Rate Products, LLC will discuss these issues and offer products and suggestions that enable attendees to improve the profitability, and better manage the risk profiles, of their organizations.

Choose a convenient location and date near you:

East Region: Tuesday, July 10

[The Inn at Villanova University](#)

601 County Line Road
Wayne, PA 19087

West Region: Thursday, July 12

[Hilton Garden Inn Cranberry](#)

2000 Garden View Lane
Cranberry Township, PA 16066

WHO SHOULD ATTEND

Community bank CEOs, CFOs, CLOs, investment officers and risk management personnel

SESSION DESCRIPTIONS

Economic Update: Vining Sparks' Strategic Solutions Senior Vice President Dan Stimpson will provide an update on the state of the U.S. economy by examining trends of major data releases and will comment on recent Federal Reserve statements and actions.

Strategy Development: Potential loan, investment, funding and capital strategies should always be evaluated within the context of your existing balance sheet. During this session, Vining Sparks Interest Rate Products, LLC President Rick Redmond will demonstrate best practices for developing and selecting among multiple, alternative strategies designed to improve earnings, manage risk and improve balance sheet efficiency.

Asset Hedging Options: Rick Redmond will illustrate several strategies designed to satisfy customers' demand for specific products while protecting the bank from interest rate risk. These strategies will focus on specific loan hedging as well as new macro hedging strategies now allowed by recent changes to the accounting rules. In addition, Rick will discuss ways to invest in fixed-rate securities to achieve your desired results while protecting against interest rate risk.

SESSION DESCRIPTIONS CONTINUED

Investment Portfolio Considerations: Tax reform coupled with a FOMC poised to tighten further may alter an institution's investment strategy going forward. The bond market has responded by exhibiting stability on the long part of the curve, even as short rates have consistently increased. These yield curve dynamics may begin to pressure NIM due to rising funding costs. During this session, Dan Stimpson will discuss investment strategies designed to create improved results, while allowing institutions to build and maintain liquidity and manage interest rate risk.

Business Continuity Plan: In a world that is digitally connected, companies that leverage third parties for products and services are increasingly likely to experience various disruptions to business processes and companies must increasingly prepare for the likelihood that a disruption will occur. FHLBank Pittsburgh Chief Information Officer John Cassidy will discuss the critical importance of having a robust business resiliency plan that serves as a playbook to respond to disruptions and of conducting regular testing in order to ensure the plan's completeness and effectiveness.

Efficient Funding Options: Liquidity is becoming less plentiful and more of a regulatory and operational concern. Vining Sparks' Interest Rate Products, LLC Senior Vice President Tommy Warren will discuss ways institutions should be preparing for future liquidity needs now while maximizing the efficient use of collateral and taking advantage of multiple sources of funding.

Liquidity Management Tools: Mark Evanco, FHLBank Pittsburgh Senior Director, Membership Sales and Services, will share how the use of FHLBank Pittsburgh advances and letters of credit can be effectively utilized as liquidity management tools. The session will focus on various product structures and strategies to consider throughout different interest rate cycles.

PRESENTERS

Dan Stimpson, Senior Vice President, Vining Sparks Strategic Solutions

Rick Redmond, President, Vining Sparks Interest Rate Products, LLC

Tommy Warren, Senior Vice President, Vining Sparks Interest Rate Products, LLC

John Cassidy, Chief Information Officer, FHLBank Pittsburgh

Mark Evanco, Senior Director, Membership Sales and Services, FHLBank Pittsburgh

SCHEDULE

8:30 - 9:20 a.m.	Registration and Continental Breakfast
9:20 - 9:30 a.m.	Welcome
9:30 a.m. - noon	Conference
Noon - 12:45 p.m.	Buffet Luncheon and Networking
12:45 - 3:30 p.m.	Conference Continues
3:30 p.m.	Adjournment

COMPLIMENTARY REGISTRATION

The conference is provided on a complimentary basis by FHLBank Pittsburgh, ICBA Securities and Vining Sparks Interest Rate Products, LLC. **To register: [click here](#).**

LODGING

The Inn at Villanova University – Monday night, July 9

There is a discounted guestroom rate of \$189.00, plus tax, on Monday, July 9, at the Inn at Villanova University that will be **honored through Monday, June 18**. To make a room reservation, contact Kawang Shockley, Sales & Reservation Assistant, at (610) 581-3137 and mention the FHLBank Pittsburgh room block to receive the discounted rate.

LODGING CONTINUED

Hilton Garden Inn Cranberry – Wednesday night, July 11

A block of guestrooms is available at the discounted group room rate of \$139.00, plus tax, on Wednesday, July 11, at the Hilton Garden Inn Cranberry that will be **honored through Monday, July 2**. To make a room reservation, contact the Hilton Garden Inn Cranberry at (724) 779-9999 and mention the FHLBank Pittsburgh room block to receive the discounted rate, or click [here](#) to reserve your room.

ATTIRE

Dress is business casual attire.

AVAILABLE CPE CREDITS AND PREREQUISITES

No advanced preparation is required for this course. There is a potential for up to five hours of credit for each attendee. The course level is intermediate. Pennsylvania CPAs will receive their certificate following successful completion of the course.

ICBA Securities is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue, Suite 700, Nashville, TN 37219-2417. Website: www.nasba.org. For more information regarding individual site administrative policies such as complaint and refund (if applicable), please contact Elise Patterson at 800-422-6442.

DETAILED AGENDA

Time	Topic	Presenter
8:30 – 9:20 AM	Registration and Continental Breakfast	
9:20 – 9:30 AM	Welcome	Mark Evanco, FHLBank Pittsburgh Rick Redmond, Vining Sparks
9:30 – 10:00 AM	Economic Update/Strategy Development	Dan Stimpson, Vining Sparks Rick Redmond, Vining Sparks
10:00 – 10:50 AM	Asset Hedging Options	Rick Redmond, Vining Sparks
10:50 – 11:00 AM	Break	
11:00 AM – Noon	Investment Portfolio Considerations	Dan Stimpson, Vining Sparks
Noon – 12:45 PM	Buffet Luncheon and Networking	
12:45 – 1:35 PM	Business Continuity Plan	John Cassidy, FHLBank Pittsburgh
1:35 – 1:50 PM	Break	
1:50 – 2:40 PM	Efficient Funding Options	Tommy Warren, Vining Sparks
2:40 – 3:30 PM	Liquidity Management Tools	Mark Evanco, FHLBank Pittsburgh
	Adjournment	