

Day 1: Friday, October 9, 2020

Program Agenda

8:50 a.m. **Log in to Zoom Waiting Room**

8:55 a.m. **Welcome and Opening Remarks**

Tanya M. Duncan, Senior Vice President, Corporate Policy, Massachusetts Bankers Association

9:00 a.m. **Operating in COVID-19 Environment**

Elizabeth K. Madlem, Vice President of Operations and Deputy General Counsel, Compliance Alliance

The Paycheck Protection Program: Puzzling, Profitable, Problematic

The Paycheck Protection Program has been the most popular aspect of the CARES Act—but with the continually changing rules, the frustration and confusion with implementation before development, and the outstanding questions still left unanswered as the program enters its final phases, it is no wonder financial institutions are concerned about their participation in such a monumental program. This webinar will recap the history of the PPP and its implementation, the top concerns and still unanswered questions, and what financial institutions' next steps are in preparing for auditing, regulatory examinations, and customer responses.

9:50 a.m. **Break**

10:05 a.m. **Community Bank M&A During and After COVID-19**

Scott A. Brown, partner, and Jeff M. Cardone, partner, Luse Gorman, PC, Washington, DC

The COVID-19 pandemic has caused great uncertainty to the operational and financial performance of community banks, which has resulted in significantly reduced deal activity in 2020. While the near-term focus for community banks has been stabilizing their existing lines of business, banks considering the role of M&A and other strategic growth opportunities, both during and after COVID-19, will need to recalibrate their strategy to ensure deal success better. This presentation examines the lessons learned from recent M&A transactions completed during the COVID-19 era, such as pricing considerations and structures, additional due diligence and merger agreement provisions, and regulatory considerations. Also, it discusses emerging trends and concerns, including proactive capital planning to execute on growth opportunities and other more measured growth strategies, such as fee-generating business acquisitions, to diversify earning streams and enhance valuations.

10:55 a.m. **Mini Break Sponsored by Passageways**



11:00 a.m. **Balance Sheet Challenges and Opportunities**

Jim Reber, President/CEO, ICBA Securities

This year has caused community bankers to deal with a range of issues that they had not anticipated. In many cases, the investment portfolio has been on autopilot while bankers have dealt with loan demand and funding matters, not to mention record low interest rates. This webinar will discuss the current state of investing and will highlight sectors that appear to be both overvalued and undervalued. We will also discuss some strategies for efficient funding.

What you'll learn:

- Which investment sectors have been most affected by the Fed's monetary policies
- How to identify investments that are best candidates to sell
- The interest rate risk exposures of community banks in today's environment
- Strategies to protect against prepayment risk
- Explanation and comparison of different wholesale funding options

11:50 a.m. **Evaluation Poll and CPE Credit Instructions**

Noon **Closing Remarks and Adjourn**

Day 2: Thursday, October 22, 2020

Program Agenda

8:50 a.m. **Log in to Zoom Waiting Room**

8:55 a.m. **Welcome and Opening Remarks**

Tanya M. Duncan, Senior Vice President, Corporate Policy, Massachusetts Bankers Association

9:05 a.m. **Merger Issues to Consider Post-M&A Lessons Learned in the Rear View Mirror**

Panel:

Jason Hicks, Executive Vice President, Chief Financial Officer, Chief Risk Officer, New Hampshire Mutual Bancorp
Angela M. Strozewski, Executive Vice President & Senior Operations Officer, New Hampshire Mutual Bancorp

Moderator: Rob Smalley, Principal, BerryDunn

Mergers and acquisitions present several challenges that extend far beyond announcement day. Mutual-to-mutual bank mergers present their own unique set of challenges. Our speakers were in the trenches, survived, and came out the other side stronger than before. Then they did it again. They are ready to share their lessons learned from their experience navigating both mergers.

This session will primarily focus on lessons learned in the broad areas of finance and operations, but will also cover merger considerations for other areas of the bank.

9:50 a.m. **Break**

10:05 a.m. **Economic Outlook**

Matt Miller, Executive Managing Director, FinPro, Gladstone, NJ

10:55 a.m. **Mini Break Sponsored by Passageways**



11:00 a.m. **Credit Stress Testing During a Pandemic – How Bad is Our Exposure This Time Around**

Justin B. Bakst, Managing Director, The Darling Consulting Group, Newburyport, MA

Every sector of the United States economy is feeling the impact of the novel coronavirus. From corporate America to the service industry, the wealthy, middle class, and lower income - the everyday life of everyday Americans has been disrupted, leading bankers to justifiably question the future health of their loan portfolios. Can they withstand a potentially prolonged period of financial stress?

While there are no credit vaccines to prevent a recession/credit downturn cycle, there are ways that risk managers can measure the vulnerability of their institution and check the temperature of their capital. Stress testing, especially credit stress testing, has been used by financial institutions to determine the financial health of their books.

In this webinar, we will discuss the relationship between credit losses and macro-economic variables over the past several decades (which includes several credit events like the Great Recession) – and how this relationship should be applied to the current pandemic that our economy faces. We will discuss the impact to capital levels, in various stress scenarios (from the Fed's Adverse to DCG's pandemic scenario) and implementing loss curves into the capital plan.

Highlights of the webinar include:

- Quantifying downside credit risk in varying economic stresses
- Forecasting among uncertainty – Analyzing credit risk in a “pandemic” based economy
- Strategic considerations through a stress testing project

11:50 a.m. **Evaluation Poll and CPE Credit Instructions**

Noon **Closing Remarks and Adjourn**