

Independent Bankers Association of New York State presents

2023 Executive Bankers Symposium

WHO SHOULD ATTEND?

- ⇒ Chief Executive Officers
- ⇒ Chief Financial Officers
- ⇒ Chief Operating Officers
- ⇒ Presidents & Senior Managers
- ⇒ Bank Directors & ALCO Teams

September 11-13, 2023

1000 Island Harbor Hotel

200 Riverside Drive

Clayton, NY 13624

EARN UP TO

7.0

CPE CREDITS

(includes 1.0 in taxation)

IBANYS has been authorized by the NYS Department of Education to award continuing professional education (CPE) credits.

Overview

This conference will cover many topics including the economy, loan review, compliance, strategy and an in-depth look at the new sensation of AI and ChatGPT as it relates to community banks. All levels of the executive team and Senior Management are encouraged to attend - (President and CEO's, CFO's, CIO's CTO's, CMO's, CRO's, COO's, senior lenders and members of their team). In addition, we have 3 new partners to highlight during the conference. This is a great opportunity to network with other community banks and to ask questions of our subject matter experts.

Monday, September 11, 2023

- 10:30 a.m. Golf Registration - **Golf**—Thousand Islands Country Club, 21496 Clubhouse Rd., Wellesley Island, NY 13640 – Shotgun start promptly at **11:00 a.m.**
- 5:30 –6:30 pm. Networking Cocktails & hor d'oeuvres
- 6:30–7:45 p.m. Dinner
- 7:45–8:15 p.m. **Chairman and Presidents message**
Monday Night Football - Buffalo Bills vs NY Jets

Tuesday, September 12, 2023

- 7:15–8:00 a.m. **Breakfast/networking**
- 8:00–8:15 a.m. **Introduction—*John Witkowski, President & CEO, IBANYS***
- 8:15–9:05 a.m. **What Lies Beyond the Federal Reserve's Monetary Policy Tightening Cycle?**
Brian Jones, Financial Economist, Federal Home Loan Bank of NY
Surging consumer prices prompted the Federal Open Market Committee to embark on the most aggressive tightening of monetary policy in over four decades. While inflation promises to remain above the 2% target desired by central bankers for some time, policymakers have signaled that they expect rate hikes to end this year. Both Federal Reserve officials and market participants currently expect a series of reductions in the federal funds rate target range over the course of 2024. Real economic activity continues to expand at an above-trend pace, yet probability models anticipate that a recession over the next two years will be unavoidable. In contrast to those projections, could policymakers finally be successful in engineering the ever-elusive soft meeting? What lies ahead for the national and local economies over the balance of 2023 and beyond? What are the implications for interest rates and financial markets? Will housing markets remain challenged? What about commercial real estate? Will activity in the FHLB NY district continue to lag the remainder of the Nation or catch up over the course of 2024?
- 9:05–9:55 a.m. **Managing Credit Risk Post Pandemic and Understanding CECL:**
Bo Singh, President, T. Gschwender & Associates, Inc.
T. Gschwender & Associates, Inc. (TGA) President Bo Singh will present the main focus points in managing credit risk coming out of the pandemic. This will include the importance of measuring credit risk before, during, and after the pandemic; as well as, what to concentrate on over the next couple of years. He will also review key updates related to calculating allowance for credit losses using the CECL methodology.
- 9:55–10:10 a.m. **Refreshment Break**
- 10:10–11:00 a.m. **The Future of Risk Management: Navigating Uncertainty with Confidence**
Rafael DeLeon, SVP of Industry Engagement, Ncontracts
No one can predict the future, but that doesn't mean you can't plan for it. Successfully navigating change requires having the right information at the right time - and the ability to understand what it means.
- 11:00–11:30 a.m. **Digital Platform for Small Business Clients**
Speaker TBA
CBSI and Chubb (along with IBANYS) will introduce a digital platform for additional insurance products and services for your small business customers.
- 11:30 -12:00 p.m. **Aventine Analytics - tailored peer analytics and dashboards**
Michael Sills, Co-Founder & Software Engineer, Aventine Analytics
Aventine offers a powerful, yet intuitive, peer analytics web platform which gives unparalleled customization and insights at every stage of the process. We also offer custom dashboard creation (with peer or core data) and remote consulting services - simply tell us what you want and we'll handle the rest. All at an industry-best price.

Tuesday, Sept. 12 (Con't)

- 12:00–1:15 pm. **Lunch/Networking Opportunity**
- 1:15–2:05 p.m. **The Payments Landscape is changing- Does your Community Bank have a plan to capitalize on this changing landscape?**
Sean Carter, AAP, NCP, President & CEO, NEACH
This session provides attendees with a view into the current but evolving payments landscape. The speaker will also share strategies to ensure customers, internal stake holders and regulators are all adequately addressed in any strategic initiatives involving the bank's role in the nations' payments systems.
- 2:30–5:30 pm **Clayton Island Tours—Boat Tour to Boldt Castle —Cocktails and snacks provided**
- 6:30–9:00 pm. **Reception & Dinner**

Wednesday, September 13, 2023

- 7:15–8:00 a.m. **Breakfast/Networking Opportunity**
- 8:00–8:15 a.m. **President & Chairman Remarks—Passing of the Gavel**
John Witkowski, IBANYS & Anders Tomson, President, Chemung Canal Trust, IBAANYS Chairman
- 8:15–9:05 a.m. **Profit Challenged-Is It Time to Pull Into the Pits?**
Jeff Marsico, President - The Kafafian Group
With a more activist regulatory regime, challenging interest rate environment, and economic uncertainty bank earnings are projected to be under pressure. If your capital position is strong enough to withstand a downturn, is it time to pull into the pits and make the investments needed to fuel our next level of growth?
- 9:05–9:55 a.m. **Accounting and Tax Update for Bankers**
Jamie Card, Partner and Financial Services Industry Leader, Paul Fries, Partner
Learn about accounting, reporting and tax developments and hot topics that can affect your bank now and in the near future.
- 9:55–10:10 a.m. **Refreshment Break**
- 10:10–10:40 a.m. **The Truth about the Employee Retention Tax Credit (ERC) — Legitimacy, Eligibility and How to Increase Deposits and Earn Non-Interest Income**
Lee Gillespie, Channel Partner Executive, Innovation Refunds
Join me in a lively discussion about the Employee Retention Tax Credit. Is it Legit? What's behind the IRS's Warnings? Are there regulatory issues to consider? Can this be beneficial to my SMB's and my bank? In this session we'll answer all your questions about the current state of this government program and how it can be a game-changing outreach for your SMB and your community.
- 10:40 –12:30pm **Banking on Large Language Models: Navigating the AI Revolution in Financial Services**
Saroop Bharwani, Co-Founder of Senso.ai
In this immersive presentation, discover the transformative potential of Generative AI for the banking industry. We'll unravel why Generative AI is making waves now, explore the basics of Prompt Engineering, and discuss how top firms are implementing AI governance strategies to harness this technology responsibly. Presented by First Principles AI, this talk aims to equip industry professionals with the knowledge and skills needed to navigate the evolving AI landscape.
- 12:30 pm **Lunch/Meeting Adjourns**

Executive Fall Meeting Registration Form



Dates: Sept. 11–13, 2023
1000 Islands Harbor Hotel
200 Riverside Drive
Clayton, NY 13624

Complete the form below & mail, or email to:
Mail: IBANYS
194 Washington Ave., Suite 420
Albany, NY 12210

Registration Deadline: Tuesday, Sept. 5, 2023
No refunds will be given after AUGUST 25.
Questions: Contact: Linda Gregware
Lindag@ibanys.net or (518) 436-4646

Registration Fees: Includes all course materials and meals

- Member:** \$725 per person
- Non-member:** \$895 per person
- Golf:** \$125 per person (optional) includes cart, lunch, & drink tickets
- Boat Tour:** Included in registration fee

Bank/Company: _____
 Address: _____
 City/State/Zip: _____
 Phone: _____

Attendee Name: _____ Title: _____
 Email: _____

Attendee Name: _____ Title: _____
 Email: _____

Attendee Name: _____ Title: _____
 Email: _____

Golf: \$125 per person. list each participant and their handicap (11 a.m. shotgun start).— Thousand Island Country Club, includes cart, fees, lunch & drink tickets

Boat Tour: (included in registration fee)

Name: _____
 Handicap: _____

Name: _____
 Handicap: _____

Name: _____
 Name: _____

Total Registrants: _____ \$ _____
 Total Golfers: _____ \$ _____
TOTAL PAYMENT: \$ _____

Payment: (register 3 or more save 25% (golf not included))

- My check (made payable to IBANYS) is enclosed
- Charge
- Please Invoice

Visa/Mastercard/AMEX number: _____
 Cardholder Name: _____
 Expiration Date: _____
 Billing Address of Card (if different from above): _____
 CVV (3 digits back of card/AMEX 4 digits on front of card): _____

A block of rooms have been reserved at the Harbor Hotel 1000 Islands. Reservations can be made by contacting the Harbor Hotel 1000 Islands at (315) 686-1100. Refer to group: Independent Bankers Association. **Room cut-off: August 11, 2023.** (We cannot guarantee room availability and pricing after this date.) Single/Double rate— Village View—\$199/ River View—\$199 (sold out) . **WE STRONGLY RECOMMEND YOU MAKE YOUR RESERVATIONS EARLY. THE ROOMS WILL SELL QUICKLY.** Cancellations must be made 7 days prior to day of arrival.