



**2021**  
Education  
& Training

## **CFO & Lending|Credit Conference**

August 23-25, 2021 • Omni Richmond Hotel

VIRGINIA BANKERS  
ASSOCIATION

### AGENDA

#### MONDAY, AUGUST 23, 2021

- 2:30 p.m.**      **Ethics Check-in**
- 3:00 - 4:40 p.m.**      **Ethical Considerations in Diversity, Equity and Inclusion (DEI)**  
*This course satisfies the annual two-hour Virginia Board of Accountancy (BOA) Ethics requirement.*
- 5:30 - 7:00 p.m.**      **Welcome Cocktail Reception**  
*SPONSORED BY Piper Sandler & Co*
- \*Dinner is on your own. Enjoy the evening!*

#### TUESDAY, AUGUST 24, 2021

- 7:30 a.m.**      **Registration | Continental Breakfast**  
*BREAKFAST SPONSORED BY: KlariVis*
- 8:20 - 9:30 a.m.**      **CONCURRENT SESSIONS**  
**You Can't Predict, But You Can Prepare - Interest Rate Swaps in Today's Market**  
*Scott Hildenbrand | Piper Sandler*

Join Scott Hildenbrand for a discussion of balance sheet strategies and tactics in the current environment. His comments will focus on understanding your A/L position and interest rate hedges while explaining how your institution can use derivatives to drive fee income, enhance NIM, and protect capital and earnings. He will cover loan/security hedging, back-to-back swaps, liability hedges, and other structures. He will also cover relevant accounting and market updates to contextualize the ideas and help management teams find value for their institutions.

#### **Pricing & Structuring Loans for Profitability**

*David Kemp | Bankers Management, Inc.*

This presentation will focus on the necessity of pricing and structuring your loan portfolio to accurately reflect risk and meeting the bank's profitability goals, especially in a post-pandemic world. Given the high level of competitiveness in your markets, it is easy to slip into the assumption that the only way to close a deal is to be the lowest priced player. While it is true that our pricing must be competitive, we do not have to be the lowest priced player to do business. The focus should be on "value added banking" helping customers make better business decisions such as the impact of slower inventory turnover on cash flows of the business.

- 9:30 - 9:45 a.m.**      **Networking Break**



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### TUESDAY, AUGUST 24, 2021 (CONT)

9:45 - 10:45 a.m.

#### CONCURRENT SESSIONS

##### **SEC in 2021: New Disclosure Requirements and Best Practices, & Future Regulatory Changes**

*Seth Winter | Troutman Pepper*

This session will review key changes to SEC disclosures by public banks and holding companies and recommended disclosure best practices. This session will also discuss topics on which we believe the SEC is likely to act during the Biden administration.

##### **CECL Lessons Learned**

*Garver Moore | Abrigo*

Abrigo's Advisory team has worked with hundreds of financial institutions to successfully implement CECL. We will discuss important findings from these first implementors for the benefit of institutions beginning or progressing in their implementation.

##### **The State of the Virginia Commercial Real Estate Market**

*Michael Cobb, Anne Purcell, & Nicholas Mills | CoStar Group*

This session will cover both macro and micro trends that have, and are taking place within the five main property types, including office, retail, industrial, multifamily, and hospitality. In this presentation, we will start by taking a high-level look at the state of Virginia. From there, we'll dive even further into some market-level trends taking place throughout the state. All the while, we'll compare and contrast those trends and uncover the differences as to why performance may differ by geography. Finally, we'll include sector-specific forecasts to provide insight on some trends to keep an eye on in the near future.

10:45 - 11:00 a.m.

#### **Networking Break**

**SPONSORED BY Spotts Fain PC**

11:00 a.m. - 12:00 p.m.

#### **The Collision of Artificially High Demand and Supply Chain Constraints**

*Craig Dismuke | Vining Sparks*

After significant improvement in the pandemic situation and with a sixth round of fiscal stimulus, the U.S. economic recovery is accelerating at a rapid rate. However, the surge in demand has collided with continued disruptions in the supply chain raising the already elevated fears of unhinged inflation. Despite the growing concerns, the Fed has doubled down on its commitment to remain patient in its policy response. In this presentation, we will discuss the confluence of tailwinds turbocharging economic activity, the implications for inflation, the Fed's response, and the resulting implications for interest rates.

12:00 - 1:00 p.m.

#### **Lunch**

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### TUESDAY, AUGUST 24, 2021 (CONT)

**1:00 - 2:00 p.m.**

#### **Top 10 Bank Hot Topics**

*Pam Hemstreet & Susan Sabo | CliftonLarsonAllen*

**2:00 - 2:15 p.m.**

#### **Networking Break**

**2:15 - 3:15 p.m.**

#### **ABA/VBA Fireside Chat**

*James Ballentine | American Bankers Association; Matt Bruning & Bruce Whitehurst | Virginia Bankers Association*

**3:15 - 3:30 p.m.**

#### **Networking Bank**

**3:30 - 4:30 p.m.**

#### **CONCURRENT SESSIONS**

##### **C.Y.B.E.R.: Can You Be Entirely Ready**

*Jon Biggs | Investor's Title Insurance Company*

Five years ago, terms like wire fraud, ransomware, phishing, social engineering and cyber breach were not part of a real estate attorney's vocabulary. Wire call-back procedures were not part of a real estate attorney's daily ritual. Cyber fraud insurance was not part of a real estate attorney's monthly expenses. Cybersecurity was never discussed in law school. Today, all of these things are a daily reality for everyone handling any part of a real estate closing – or even just using a computer or cell phone. Each attorney, together with their staff, is charged with the duty to understand these risks, to put effective policies and procedures in place, and to protect themselves and their clients from these risks. We will examine scenarios of how cyber fraud and wire fraud threaten you, your clients and your business. We will also examine how to protect yourself from these daily threats and what to do in the event that you are a victim of cyber fraud.

##### **Managing Risks When Banking Marijuana Businesses**

*Andrew Bigart, Venable*

In this session, the speaker will provide an overview of the current laws and government guidance for banking marijuana-related businesses, and discuss the risks consistent with regulatory expectations.

##### **What Business Owners are Experiencing post-COVID**

**Moderator:** *Ben Horne | Carter Bank & Trust*

**Panelists:** *Melissa Ball | Ball Office Products; Mayur Patel | KMHotels; Jason Rose | Buchanan Pump Service & Supply Company; Steve Rosser | Gelati Celesti; Kevin Liu | The Jasper RVA*

Join us for an interactive panel discussion with business owners as they discuss the impact of the past year on their businesses and what they are seeing coming in the near future.

**4:30 - 6:00 p.m.**

#### **COCKTAIL RECEPTION SPONSORED BY BROWN EDWARDS & COMPANY L.L.P.**

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### WEDNESDAY, AUGUST 25, 2021

**8:00 a.m.**                      **Continental Breakfast**

**8:30 a.m.**                      **Announcements | Sponsor Thank You & Drawings**

**8:40 - 9:10 a.m.**            **Industry Update**  
*Matt Bruning | Virginia Bankers Association*

**9:10 - 10:10 a.m.**           **Community Banks' Rapid Evolution in an Unprecedented Year**  
**Joel Pruis | Cornerstone Advisors**

In the community banking sector, Covid-19 will go down as the great accelerator of long-term trends in financial technology. Joel Pruis, Senior Director at Cornerstone Advisors, shares lessons learned a year in, and what investments community FIs need to make to remain competitive with larger institutions in the years ahead.

**10:10 - 10:20 a.m.**         **Final Keynote: Leaning Into Risk**  
*Stinson Mundy | Envoy*  
**KEYNOTE SESSION SPONSORED BY VCDC**

The average person makes hundreds of decisions a day – personal decisions, business decisions, decisions that impact themselves and decisions that impact others. The decisions we make are guided by our personal motivations and tempered by our tolerance for risk. At its core, risk is defined as the possibility of loss or injury and all risk stems from fear – fear of the unknown, fear of other people's actions (or inactions) and fear of making a mistake. Despite our best intentions, we cannot control the outcome of any decision we make, but we can learn to use our personal guard rails to lean into risk and make smarter decisions. In this talk, we examine how our personal motives and our personal risk tolerance impacts our decision making by identifying our fears and blind spots. Personal and professional growth require taking a hard look at your natural risk biases and developing a strategy to move past them. Available as a talk or an interactive workshop, attendees leave with tangible resources and tools to understand what drives them, where they might be holding themselves back and how leaning into risk can drive growth.

**11:20 - 11:30 a.m.**         **Networking Break**

**11:30 a.m. - 12:30 p.m.**   **Concurrent Roundtable Sessions**

Join your peers for a roundtable session to discuss issues you are currently facing. We will have separate roundtables for CFO/Accounting attendees and Lending/Credit attendees.

**12:30 p.m.**                    **Conference Adjourns**