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# TRI-STATE BANKING & CAPITAL MARKETS FORUM

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Wednesday, November 1, 2017

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Grand Wayne Convention Center  
Fort Wayne, Indiana

## Event Schedule

**10:00 AM**

Registration Opens

**10:30 - 10:40AM**

Opening Remarks: Tom Dooley - Boenning & Scattergood

**10:40 – 11:30 AM**

*“Public Trading for Illiquid Banks”*

Many banks currently traded over the counter began trading “accidentally.” We will consider how banks can become traded, selecting the proper venue for your bank’s stock to trade, the importance of liquidity, and optimizing your bank’s profile in the market.

Obtaining some level of liquidity may be the key to long-term survival and may open the M&A door for banks seeking to become buyers.

Moderated by Mike Voinovich - Boenning & Scattergood

Tom Dooley – Boenning & Scattergood

Laura Hamilton – OTC Markets

Bob Wagner – Shale Community BanFund

**11:30 – 11:45AM**

BREAK

**11:45 AM – 12:30 PM**

*“Succession Planning for Shareholders, Board Members and Management”*

All banks should have a specific plan for management succession. We will discuss the need/tools to bring that same structure/discipline and incentives to qualified potential board members/shareholders.

Moderated by Charlie Crowley - Boenning & Scattergood

Tom Dooley – Boenning & Scattergood

Brian Rhonemus – Sanford Rose Associates

Lou Moore – Banc Consulting Partners

**12:30 – 1:30 PM**

*Lunch & Learn – Economic Update*

Luncheon Speaker Craig Sicilia, McQueen Financial Advisors

**1:30 – 1:45 PM**

BREAK

**1:45 - 2:35 PM**

*“Balance Sheet Strategies – Fixed Income & Funding”*

Panelists will explore strategies available to banks in order to get the most out of their balance sheets in the current market environment, with a focus on fixed income portfolio management, BOLI, deposit gathering and other funding sources.

Moderated by Tom Dooley - Boenning & Scattergood

Craig Sicilia – McQueen Financial Advisors

Lou Moore – Banc Consulting Partners

Rick Jones – Boenning & Scattergood

Chuck Christmas - Mercantile Bank Corporation (MBWM)

**2:35 - 2:50 PM**

BREAK

**2:50 - 3:35 PM**

*“Considerations in Raising Capital by Community Banks”*

Availability of capital to community banks has been relatively strong in recent years. With respectable valuations available, many community banks are electing to go on offense by raising capital to support growth plans. We will consider the benefits of various forms and sources of capital, how to determine when your bank is ready, and what to expect from a capital campaign, including how to tailor an offering to attract the right kind of shareholders for your bank (and avoid the wrong kind).

Moderated by Chris Chapman - Boenning & Scattergood

Mike Voinovich – Boenning & Scattergood

Rich Dutton - Civista Bancshares (CIVB)

Bob Wagner - Shale Community BanFund

Larry Tomlin – SmithAmundsen LLC

**3:35 - 3:50 PM**

BREAK

**3:50 – 4:50 PM**

*“Bank M&A in the Current Market”*

The pace of bank merger activity has remained consistently high for several years following the Great Recession. We will discuss the impact of the current market environment on M&A, considerations for buyers and sellers, and how your bank can benefit from M&A even if you aren't making a deal.

Moderated by Mike Voinovich - Boenning & Scattergood

Charlie Crowley – Boenning & Scattergood

Mark Hardwick- First Merchants Corporation (FRME)

Craig Dwight - Horizon Bancorp (HBNC)

Brad Barkley - Universal Bancorp

Christian Gonzalez - Dinsmore & Shohl LLP

**4:50 – 5:00 PM**

Closing Remarks: Charlie Crowley - Boenning & Scattergood

**5:00 PM**

Cocktail Reception

**To RSVP: Please contact Gina Hobbs at 216-378-1246 or [GHobbs@boenninginc.com](mailto:GHobbs@boenninginc.com)**



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