

Monday – June 7, 2010

TIME	SALON A	SALON D	SALON H	SALON J
7:30–8:15 AM	REGISTRATION/CONTINENTAL BREAKFAST <i>(Outside Grand Ballroom)</i>			
8:15–8:45	OPENING REMARKS <i>(Grand Ballroom)</i>			
9:00–10:00	RISK/RETURN TRADE-OFFS IN BALANCE SHEET MANAGEMENT <i>Matt Pieniazek, DCG</i>	THERE HAS GOT TO BE A BETTER WAY TO TURN PLANS INTO ACTION <i>Keith Hughey, J. Keith Hughey Company</i>	INVESTING FOR THE NEXT CYCLE <i>Mark Evans, Vining Sparks</i>	LOAN PRICING? CREATING COMPETITIVE ADVANTAGE & HIGHER PROFITS <i>Mitchell Epstein, MarginPro</i>
10:15–11:15	MEASURING & MANAGING LIQUIDITY <i>Keith Reagan, DCG</i>	UPDATE ON REGULATORY ADVISORY ON INTEREST RATE RISK <i>Jeff Reynolds, DCG</i>	LENDING & DERIVATIVES: A SYMBIOTIC RELATIONSHIP <i>Amber Salvi, PNC Capital Markets</i>	FOCUS ON CAPITAL <i>Emmett Daly and Ray Chandonnet, Sandler O'Neill + Partners</i>
11:15–11:30	BREAK			
11:30–12:30	<i>Peer Group Breakout Sessions</i>			
12:30–1:30 PM	LUNCH <i>Palm Garden (upstairs)</i>			
1:30–2:30	MEASURING & MANAGING INTEREST RATE RISK <i>Darnell Canada, DCG</i>	LIQUIDITY CONTINGENCY PLANNING IN A NEW ERA OF UNCERTAINTY <i>Michael Guglielmo, DCG Keri Crooks, DCG</i>	REAL RISK AND PHANTOM REWARD <i>Rich Berg, Performance Trust Companies</i>	FOCUS ON FUNDING <i>Ray Chandonnet, Sandler O'Neill + Partners</i>
2:45–3:45		UPDATE ON REGULATORY ADVISORY ON INTEREST RATE RISK <i>Jeff Reynolds, DCG</i>	TECHNOLOGY UTILIZATION: IMPROVE PROFITABILITY & COMPETITIVENESS <i>David Koto, Sheshunoff Consulting + Technology</i>	THE COMMERCIAL REAL ESTATE CRISIS: IMPACT FOR BUYERS AND SELLERS OF CRE <i>Jim Going, Raymond James</i>
3:45–4:00	BREAK			
4:00–5:30	RECKLESS PRUDENCE: OR WHO PUT OSHA IN CHARGE OF BANK REGULATION? <i>Wayne Abernathy, American Bankers Association</i> <i>General Session – Grand Ballroom</i>			
6:00–9:30	HARBOR CRUISE MARRIOTT LONG WHARF DINNER RECEPTION			

Tuesday – June 8, 2010

TIME	SALON A	SALON D	SALON H	SALON J
8:00 – 8:30 AM	REGISTRATION/CONTINENTAL BREAKFAST <i>(Outside Grand Ballroom)</i>			
8:30 – 9:30	A SUSTAINED, ALBEIT, “HALF SPEED” U.S. ECONOMIC RECOVERY IN 2010-2011 <i>Stuart Hoffman, PNC Financial Services Group</i> General Session – Grand Ballroom			
9:30 – 9:45	BREAK			
9:45 – 10:45	DEVELOPING & DOCUMENTING BALANCE SHEET MANAGEMENT STRATEGIES <i>George Darling, DCG</i>	THERE HAS GOT TO BE A BETTER WAY TO TURN PLANS INTO ACTION <i>Keith Hughey, J. Keith Hughey Company</i>	REAL RISK AND PHANTOM REWARD <i>Rich Berg, Performance Trust Companies</i>	FOCUS ON CAPITAL <i>Emmett Daly and Ray Chandonnet, Sandler O’Neill + Partners</i>
11:00 – 12:00 PM		LENDING & DERIVATIVES: A SYMBIOTIC RELATIONSHIP <i>Amber Salvi, PNC Capital Markets</i>	INVESTING FOR THE NEXT CYCLE <i>Mark Evans, Vining Sparks</i>	LOAN PRICING? CREATING COMPETITIVE ADVANTAGE & HIGHER PROFITS <i>Mitchell Epstein, MarginPro</i>
12:00 – 1:00	LUNCH <i>Palm Garden (upstairs)</i>			
1:00 – 2:00	BALANCE SHEET MANAGEMENT STRATEGIES’ CASE STUDIES <i>Moderated by George Darling, DCG</i>	A MARKET VIEW OF BANK PERFORMANCE, VALUATION & STRATEGIC OPPORTUNITIES <i>Tom Michaud and Ben Saunders Keefe, Bruyette & Woods</i>	THE COMMERCIAL REAL ESTATE CRISIS: IMPACT FOR BUYERS AND SELLERS OF CRE <i>Jim Going, Raymond James</i>	FOCUS ON FUNDING <i>Ray Chandonnet, Sandler O’Neill + Partners</i>
2:15– 3:15		A MARKET VIEW OF BANK PERFORMANCE, VALUATION & STRATEGIC OPPORTUNITIES <i>Tom Michaud and Ben Saunders Keefe, Bruyette & Woods</i>	TECHNOLOGY UTILIZATION: IMPROVE PROFITABILITY & COMPETITIVENESS <i>David Koto, Sheshunoff Consulting + Technology</i>	LIQUIDITY CONTINGENCY PLANNING IN A NEW ERA OF UNCERTAINTY <i>Michael Guglielmo, DCG Keri Crooks, DCG</i>
3:15 PM	CONFERENCE CONCLUDES			

26th Annual Balance Sheet Management Conference
Presented by Darling Consulting Group
Newburyport, Massachusetts