

Monday – June 6, 2011

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>	LEVERAGING HUMAN CAPITAL – A CONVERSATION <i>Keith Hughey, J. Keith Hughey Company</i>	INVESTMENT ISSUES AND OPPORTUNITIES <i>Mark Evans, Vining Sparks</i>	RIGHT-SIZING YOUR LIQUIDITY CONTINGENCY PLANNING AND IRR PROCESSES <i>Michael Guglielmo and Keri Crooks, DCG</i>
10:15–11:15	MEASURING & MANAGING LIQUIDITY <i>Keith Reagan, DCG</i>	CHECKING ACCOUNTS ARE AND WILL CONTINUE TO DRIVE BANK PROFITS <i>Erik Hoghaug, Velocity Solutions</i>	FORMULATING A CAPITAL PLAN <i>Jeff Reynolds, DCG</i>	A CLEAR FOCUS ON LIQUIDITY AND FUNDING <i>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>	NON-DILUTIVE WHOLE BANK ACQUISITIONS <i>Rodney Montag and Barry Seidel, Resolution Asset Management Company</i>	HOLD, FOLD OR BET: STRATEGIES FOR TODAY’S MARKET ENVIRONMENT <i>Rich Berg, Performance Trust Capital Partners</i>	TAKING CONTROL: AVOIDING AND MANAGING “PROBLEM EXAMS” <i>Peter Weinstock, Hunton & Williams</i>
2:45–3:45		GETTING COMFORTABLE WITH DERIVATIVES <i>Rebecca Cook Kim, J.P.Morgan</i>	ISSUES INVOLVING COMPETITION, SERVICE QUALITY, PRODUCT PRICING AND BANK PERFORMANCE <i>Robert Walters, The Bank Advisory Group</i>	OUTLOOK FOR COMMUNITY BANKING <i>Mark Fitzgibbon and William Hickey, Sandler O’Neill + Partners</i>
3:45–4:00	BREAK			
4:00–5:30	PLAN, BRIEF, EXECUTE, DEBRIEF <i>Michael Kenny, Afterburner</i> <i>General Session – Grand Ballroom</i>			
6:00–9:30	NEW ENGLAND AQUARIUM MARRIOTT LONG WHARF DINNER RECEPTION			

27th Annual Balance Sheet Management Conference
Presented by Darling Consulting Group
Newburyport, Massachusetts

Tuesday – June 7, 2011

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	ECONOMIC UPDATE <i>Jim Glassman, J.P.Morgan</i> General Session – Grand Ballroom			
9:30 – 9:45	BREAK			
9:45 – 10:45	DEVELOPING & DOCUMENTING BALANCE SHEET MANAGEMENT STRATEGIES <i>George Darling and Matt Pieniazek, DCG</i>	NON-DILUTIVE WHOLE BANK ACQUISITIONS <i>Rodney Montag and Barry Seidel, Resolution Asset Management Company</i>	ISSUES INVOLVING COMPETITION, SERVICE QUALITY, PRODUCT PRICING AND BANK PERFORMANCE <i>Robert Walters, The Bank Advisory Group</i>	TAKING CONTROL: AVOIDING AND MANAGING “PROBLEM EXAMS” <i>Peter Weinstock, Hunton & Williams</i>
11:00 – 12:00 PM		GETTING COMFORTABLE WITH DERIVATIVES <i>Rebecca Cook Kim, J.P.Morgan</i>	HOLD, FOLD OR BET: STRATEGIES FOR TODAY’S MARKET ENVIRONMENT <i>Rich Berg, Performance Trust Capital Partners</i>	OUTLOOK FOR COMMUNITY BANKING <i>Mark Fitzgibbon and William Hickey, Sandler O’Neill + Partners</i>
12:00 – 1:00	LUNCH <i>Palm Garden (upstairs)</i>			
1:00 – 2:00	BALANCE SHEET MANAGEMENT STRATEGIES CASE STUDIES <i>George Darling and Matt Pieniazek, DCG</i>	LEVERAGING HUMAN CAPITAL – A CONVERSATION <i>Keith Hughey, J. Keith Hughey Company</i>	INVESTMENT ISSUES AND OPPORTUNITIES <i>Mark Evans, Vining Sparks</i>	A CLEAR FOCUS ON LIQUIDITY AND FUNDING <i>Ray Chandonnet, Sandler O’Neill + Partners</i>
2:15– 3:15		CHECKING ACCOUNTS ARE AND WILL CONTINUE TO DRIVE BANK PROFITS <i>Erik Hoghaug, Velocity Solutions</i>	FORMULATING A CAPITAL PLAN <i>Jeff Reynolds, DCG</i>	RIGHT-SIZING YOUR LIQUIDITY CONTINGENCY PLANNING AND IRR PROCESSES <i>Michael Guglielmo and Keri Crooks, DCG</i>
3:15 PM	CONFERENCE CONCLUDES			

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