

## Day One | Sunday, January 25, 2015

<u>TIME</u>	<u>EVENT</u>	<u>LOCATION</u>
7:00 a.m. - 8:00 a.m.	<b>Breakfast + Registration</b> <i>Sponsored by: Austin Associates, LLC and Stinson Leonard Street LLP</i>	South + East Foyer
8:00 a.m. - 8:15 a.m.	<b>Opening Remarks</b> Al Dominick, Bank Director	Grand Ballroom
8:15 a.m. - 9:05 a.m.	<b>Outlook for Banking in the U.S.</b> John Duffy, Keefe, Bruyette & Woods, Inc., A Stifel Company Tom Michaud, Keefe, Bruyette & Woods, Inc., A Stifel Company	Grand Ballroom
9:05 a.m. - 9:25 a.m.	<b>Refreshment Break</b> <i>Sponsored by: Miller Nash Graham &amp; Dunn LLP</i>	East Foyer
9:25 a.m. - 10:55 a.m.	<b>Workshops</b> <i>(select one)</i>  <b>Workshop I: For Banks Under \$1Bn</b> Craig Mancinotti, Austin Associates, LLC Rick Maroney, Austin Associates, LLC Bob Monroe, Stinson Leonard Street LLP Ernie Panasci, Stinson Leonard Street LLP  <b>Workshop II: Understanding M&amp;A's Vocabulary</b> Mark McCollom, Griffin Financial Group LLC Rich Quad, Griffin Financial Group LLC  <b>Workshop III: For Banks Over \$1Bn</b> Rob Azarow, Arnold & Porter LLP Steve Hovde, Hovde Group, LLC Ed Kleinguetl, Grant Thornton LLP	Estrella Theater  Camelback K  Camelback L
11:05 a.m. - 11:15 a.m.	<b>What's Now, What's Next</b> Jack Milligan, <i>Bank Director</i> magazine Naomi Snyder, <i>Bank Director</i> magazine	Grand Ballroom
11:15 a.m. - 12:05 p.m.	<b>The L. William Seidman CEO Panel</b> David Brooks, Independent Bank Group Daryl Byrd, IBERIABANK Corporation Ed Garding, First Interstate BancSystem, Inc. Mark Grescovich, Banner Corporation Moderated by: Al Dominick, Bank Director	Grand Ballroom
12:05 p.m. - 1:30 p.m.	<b>Lunch</b> <i>Sponsored by: Covington &amp; Burling LLP and Griffin Financial Group LLC</i>	Phoenician Patio + East Lawn

# ACQUIRE OR BE ACQUIRED

Exploring Your Growth Options

Conference Agenda

## Day One | Sunday, January 25, 2015

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1:30 p.m. - 2:20 p.m.	<b>Understanding What Your Bank Is Worth</b> Curtis Carpenter, Sheshunoff & Co. Investment Banking	Grand Ballroom
2:20 p.m. - 3:10 p.m.	<b>Issues &amp; Ideas for M&amp;A Related Capital Raising</b> Todd Baker, MUFG Americas Holdings / MUFG Union Bank NA Frank Cicero, Jefferies LLC John Eggemeyer, Castle Creek Capital LLC	Grand Ballroom
3:10 p.m. - 3:30 p.m.	<b>Refreshment Break</b> <i>Sponsored by: Sandler O'Neill + Partners, L.P.</i>	East Foyer
3:30 p.m. - 4:20 p.m.	<b>Breakout Sessions</b> <i>(select one)</i>  <b>Breakout I: Banks Tend to Be Sold, Not Bought</b> Jim McAlpin, Bryan Cave LLP Walt Moeling, Bryan Cave LLP  <b>Breakout II: Integrating the Board</b> Scott Martorana, FinPro Capital Advisors, Inc. Don Musso, FinPro Capital Advisors, Inc.  <b>Breakout III: Paths to Going Public</b> Chris Frieden, Alston & Bird LLP Randy Moore, Alston & Bird LLP  <b>Breakout IV: A Different M&amp;A Discussion: Repositioning Core &amp; IT Agreements to Benefit Shareholders</b> Aaron Silva, Paladin fs, LLC	Estrella Theater  Camelback K  Camelback L  Camelback MN
4:30 p.m. - 5:20 p.m.	<b>What Matters Most: Size, Profitability or Something Else?</b> Gary Bronstein, Kilpatrick Townsend & Stockton LLP Steve Hovde, Hovde Group, LLC Chris Myers, CVB Corporation Terry Turner, Pinnacle National Bank and Pinnacle Financial Partners	Grand Ballroom
5:20 p.m. - 5:30 p.m.	<b>Closing Remarks</b> Al Dominick, Bank Director	Grand Ballroom
5:30 p.m. - 6:30 p.m.	<b>Networking Cocktail Reception</b> <i>Sponsored by: BoardVantage</i>	Camelback Plaza + Porte Cochere

## Day Two | Monday, January 26, 2015

<u>TIME</u>	<u>EVENT</u>	<u>LOCATION</u>
7:00 a.m. - 8:00 a.m.	<b>Breakfast + Registration</b> <i>Sponsored by: Raymond James &amp; Associates, Inc.</i>	South + East Foyer
7:10 a.m. - 7:55 a.m.	<b>Discussion Groups</b> <i>(select one)</i>  <b>Discussion Group I: IPO or Sale? Key Factors Bank Executives Should Consider</b> Chet Fenimore, Fenimore, Kay, Harrison & Ford, LLP John Roddy, Macquarie Capital	Boojum
	<b>Discussion Group II: How Banks Should Make the Decision to Sell or Buy – Lessons for Buyers &amp; Sellers</b> Peter Weinstock, Hunton & Williams LLP	Cottonwood
	<b>Discussion Group III: How Size Matters: Regulatory Considerations for Deals</b> Gregory Lyons, Debevoise & Plimpton LLP David Portilla, Debevoise & Plimpton LLP	Cypress
	<b>Discussion Group IV: How Does a Buyer Begin The M&amp;A Process?</b> Mark McCollom, Griffin Financial Group LLC Rich Quad, Griffin Financial Group LLC	Palo Verde
	<b>Discussion Group V: The Characteristics of a Well Received Deal: The Importance of Gauging the Market's Reaction For Both Buyers and Sellers</b> Aaron DiRusso, Raymond James & Associates, Inc.	Pine
8:05 a.m. - 8:15 a.m.	<b>Welcome</b> Al Dominick, Bank Director Mika Moser, Bank Director	Grand Ballroom
8:15 a.m. - 9:05 a.m.	<b>The “New” Consolidators</b> Jack Kopinsky, Sterling National Bank & Sterling Bancorp Ben Plotkin, Keefe, Bruyette & Woods, Inc., A Stifel Company Frank Sorrentino, ConnectOne Bank	Grand Ballroom
9:05 a.m. - 9:25 a.m.	<b>Refreshment Break</b> <i>Sponsored by: Barack Ferrazzano Kirschbaum &amp; Nagelberg LLP</i>	East Foyer

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9:10 a.m. - 11:30 a.m.	<b>M&amp;A Simulation I</b> <i>(This workshop runs concurrent to the 9:25 a.m. breakouts)</i> Laura Baumann, Miller Nash Graham & Dunn LLP Bob Hutchinson, Sterne Agee & Leach, Inc. Steve Klein, Miller Nash Graham & Dunn LLP Patrick Long, Sterne Agee & Leach, Inc. Bob Toma, Sterne Agee & Leach, Inc.	Camelback HIJ
9:25 a.m. - 10:15 a.m.	<b>Breakout Sessions</b> <i>(select one)</i> <b>Breakout I: What You &amp; Your Board Need to Know In 2015</b> John Freechack, Barack Ferrazzano Kirschbaum & Nagelberg LLP Al Laufenberg, Keefe, Bruyette & Woods, Inc., A Stifel Company	Estrella Theater
	<b>Breakout II: Basel III &amp; Capital Raises</b> Michael Rave, Day Pitney LLP Lisa Schultz, Keefe, Bruyette & Woods, Inc., A Stifel Company	Camelback K
	<b>Breakout III: Beyond the Share Price - Creating Value for Your Shareholders</b> Jason Paltrowitz, OTC Markets Group, Inc.	Camelback L
	<b>Breakout IV: Getting It Right: Loan Valuation and Credit Marks in Today's M&amp;A Market</b> Jeff Davis, Mercer Capital Andy Gibbs, Mercer Capital	Camelback MN
10:25 a.m. - 11:15 a.m.	<b>Expect the Unexpected</b> Rusty Conner, Covington & Burling LLP John Dugan, Covington & Burling LLP Bill Hickey, Sandler O'Neill + Partners, L.P.	Grand Ballroom
11:15 a.m. - 12:05 p.m.	<b>The Power of In-Market Mergers</b> Doug Faucette, Locke Lord LLP Chad Kellar, Crowe Horwath LLP C. K. Lee, Commerce Street Capital, LLC Moderated by: Jack Milligan, <i>Bank Director</i> magazine	Grand Ballroom
12:05 p.m. - 12:20 p.m.	<b>What Your Peers Think</b> Rick Childs, Crowe Horwath LLP	Grand Ballroom
12:20 p.m. - 1:30 p.m.	<b>Lunch</b> <i>Sponsored by: Luse Gorman Pomerenk &amp; Schick, P.C. and Mercer Capital</i>	Phoenician Patio + East Lawn

## Day Two | Monday, January 26, 2015

<u>TIME</u>	<u>EVENT</u>	<u>LOCATION</u>
1:30 p.m. - 2:20 p.m.	<b>Are Auctions Overrated?</b> Ed Herlihy, Wachtell, Lipton, Rosen & Katz Steve Kent, River Branch Capital LLC David Olson, River Branch Holdings LLC	Grand Ballroom
2:20 p.m. - 3:10 p.m.	<b>How Regulatory Compliance Is Impacting M&amp;A</b> Dave Bilko, Union Bankshares Corporation Luigi De Ghenghi, Davis Polk & Wardwell LLP Mike Flynn, Flagstar Bancorp Inc. Hugh Kelly, KPMG LLP	Grand Ballroom
3:10 p.m. - 3:30 p.m.	<b>Refreshment Break</b> <i>Sponsored by: Day Pitney LLP</i>	East Foyer
3:30 p.m. - 4:20 p.m.	<b>Breakout Sessions</b> <i>(select one)</i>  <b>Breakout I: Getting Your Deal Done – A Practical Guide for Boards and Management for Navigating Corporate, Shareholder &amp; Regulatory Obstacles</b> John Gorman, Luse Gorman Pomerenk & Schick, P.C. Eric Luse, Luse Gorman Pomerenk & Schick, P.C.  <b>Breakout II: Status Quo Is Not an Option: Are You a Buyer or Seller... or Something Else?</b> Matt Veneri, FIG Partners LLC  <b>Breakout III: Lifting Out the Right Teams</b> Ryan Compaan, Pearl Meyer & Partners Laura Hay, Pearl Meyer & Partners  <b>Breakout IV: Detecting &amp; Managing Risk During the M&amp;A Process</b> David Ruffin, Credit Risk Management, L.L.C.	Estrella Theater  Camelback K  Camelback L  Camelback MN
4:30 p.m. - 5:20 p.m.	<b>Can We Find Common Ground: A Point/Counterpoint Debate</b> Michael Barry, Sterne Agee & Leach, Inc. Ron Janis, Day Pitney LLP Mark Kanaly, Alston & Bird LLP Michael Mayes, Raymond James & Associates, Inc. Moderated by: Al Dominick, Bank Director	Grand Ballroom
5:20 p.m. - 5:30 p.m.	<b>Closing Remarks</b> Al Dominick, Bank Director Tom Michaud, Keefe, Bruyette & Woods, Inc., A Stifel Company	Grand Ballroom
5:30 p.m. - 7:00 p.m.	<b>Networking Cocktail Reception</b> <i>Sponsored by: Keefe, Bruyette &amp; Woods, Inc., A Stifel Company</i>	Phoenician Patio + East Lawn

## Day Three | Tuesday, January 27, 2015

<u>TIME</u>	<u>EVENT</u>	<u>LOCATION</u>
7:00 a.m. - 8:30 a.m.	<b>Breakfast</b> <i>Sponsored by: Sheshunoff &amp; Co. Investment Banking</i>	East Foyer
7:20 a.m. - 9:40 a.m.	<b>M&amp;A Simulation II</b> <i>(This workshop runs concurrent to the 7:30 a.m. discussion groups)</i> Bob Hutchinson, Sterne Agee & Leach, Inc. Patrick Long, Sterne Agee & Leach, Inc. Amber Preston, Baird Holm LLP Bob Toma, Sterne Agee & Leach, Inc. Jonathan Wegner, Baird Holm LLP John Zeilinger, Baird Holm LLP	Camelback HIJ
7:30 a.m. - 8:15 a.m.	<b>Discussion Groups</b> <i>(select one)</i>  <b>Discussion Group I: New Lending Markets for Community Banks</b> Jason Fish, Alliance Partners Malcolm Hotchkiss, First ULB Corp	Boojum
	<b>Discussion Group II: Growing with SBA Loans</b> Brian Carlson, SBA Complete	Cottonwood
	<b>Discussion Group III: Everything You Wanted to Know about Civil Money Penalties</b> Dennis Gustafson, AHT Insurance	Cypress
	<b>Discussion Group IV: Capital Plans &amp; Nontraditional Alternatives</b> Robert Flowers, Hunton & Williams LLP Brian Marek, Hunton & Williams LLP	Palo Verde
	<b>Discussion Group V: Incorporating M&amp;A into Your Strategic Planning Process</b> Craig Mancinotti, Austin Associates, LLC Rick Maroney, Austin Associates, LLC	Pine
	<b>Discussion Group VI: Beyond eMail – Purpose-Built Tools for Mobile Executives</b> Brandon Korbey, BoardVantage	Piñon
8:25 a.m. - 8:35 a.m.	<b>Welcome Back</b> Jack Milligan, <i>Bank Director</i> magazine Mika Moser, Bank Director	Grand Ballroom

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8:35 a.m. - 9:25 a.m.	<b>What You Can Learn from the Country's Biggest Banks</b> Josh Carter, PricewaterhouseCoopers LLP	Grand Ballroom
9:25 a.m. - 9:45 a.m.	<b>Refreshment Break</b> <i>Sponsored by: Norton Rose Fulbright LLP</i>	East Foyer
9:45 a.m. - 10:35 a.m.	<b>Breakout Sessions</b> <i>(select one)</i>  <b>Breakout I: What's Next in Terms of Community Bank Deals</b> Scott Anderson, Keefe, Bruyette & Woods, Inc., A Stifel Company Joe Berry, Keefe, Bruyette & Woods, Inc., A Stifel Company  <b>Breakout II: Making Money with Mobile Banking</b> Mike Branton, StrategyCorps Dave DeFazio, StrategyCorps  <b>Breakout III: Why &amp; How to Do a Deal: Learning from Past Successes</b> Chip MacDonald, Jones Day  <b>Breakout IV: The Next Generation of Executive Talent</b> Flynt Gallagher, Meyer Chatfield Compensation Advisors	Estrella Theater  Camelback K  Camelback L  Camelback MN
10:45 a.m. - 11:35 a.m.	<b>The Butterfly Effect of Technology on Banks Today</b> Heather Abbott, The NASDAQ OMX Group, Inc. Moderated by: Jack Milligan, <i>Bank Director</i> magazine	Grand Ballroom
11:35 a.m. - 11:45 a.m.	<b>Closing Remarks</b> Jack Milligan, <i>Bank Director</i> magazine	Grand Ballroom
11:45 a.m. - 12:15 p.m.	<b>Boxed Lunches</b> <i>Sponsored by: StrategyCorps</i>	East Foyer
1:30 p.m. - 6:00 p.m.	<b>Golf Tournament</b> <i>Sponsored by: Jefferies LLC and PricewaterhouseCoopers LLP</i>	Golf Course
6:00 p.m. - 7:00 p.m.	<b>Closing Cocktail Reception</b> <i>Sponsored by: Jefferies LLC and PricewaterhouseCoopers LLP</i>	Relish Main