

Directors' Forum

May 20, 2022 | 9:00-1:00 PM | Augusta Civic Center, Augusta

Agenda

- 9:00 AM** ***Welcome & Opening Remarks***
- 9:05 AM** ***Inflation: Does it matter to community banks?***
Jim Reber, President & CEO, ICBA Securities
Recent Federal Reserve testimony to Congress focused on the “I” word: Inflation. It clearly is on the minds of consumers, producers, policy makers, investors, and economists. But how does it affect community banks? We will review recent commentary by FOMC members, will track the latest inflation releases, and will provide some thoughts on how community banks are positioned for generational highs in price levels. We will also suggest some strategies that could help maintain market values in rising rate scenarios.
- 10:00 AM** ***Peer Analysis & Balance Sheet Strategies***
Andrew Paolillo, VP, Director of Member Strategies & Solutions, Federal Home Loan Bank of Boston
With rate hikes and quantitative tightening beginning, and the benefits from extraordinary non-interest income waning, the challenges and opportunities for community banks continue to evolve. In this session, we will do a deep dive analysis into the balance sheet composition of Maine/New England banks, identifying key themes and trends occurring at institutions across the region. We will also discuss the implications of the ever-shifting yield curve, capital markets and economy, and whatever banks can be pulling to deploy liquidity, optimize the funding profile and efficiently balance risk and return.
- 11:00 AM** **Break**
- 11:15 AM** ***PPP—Where We Have Been and Where Are We Now***
Diane Sturgeon, District Director, Maine Office, US Small Business Administration
Join the US Small Business Administration’s Maine District Office District Director, Diane Sturgeon to discuss the Paycheck Protection Program, how it was used in Maine and where we stand with forgiveness. Have your questions answered about the program and how the SBA can continue to help as we all move away from emergency response to the COVID-19 Disaster and move towards more normalized lending.
- 12:00 PM** **Luncheon**
- 1:00 PM** **Adjournment**

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Speaker Bios

Jim Reber, President & CEO, ICBA Securities

Jim joined the company in 1990 and was elected president and CEO in 2005. Prior to joining ICBA Securities, Jim was senior vice president and investment strategist of Vining Sparks IBG, a leading broker-dealer for institutional investors, now ICBA Securities' exclusive broker. He also served as vice president of Union Planters Bank in Memphis. With over 30 years of experience, Jim is a frequent speaker at bank conventions, seminars and conferences. He also writes a monthly investment column for the award-winning national magazine, *Independent Banker*®. Jim is a certified public accountant and a chartered financial analyst. He is on the board of regents of the Paul W. Barret School of Banking and served as its chairman in 2017.



Andrew Paolillo, VP, Director of Member Strategies, & Solutions, Federal Home Loan Bank of Boston

As director of member strategies & solutions, Andrew leads the strategies team in creating and identifying customized funding strategies for members. Prior to joining the Bank, Andrew was a Senior Portfolio Manager at a boutique investment advisory firm, with a focus on helping community banks develop and execute upon asset-liability management (ALCO) strategies tailored to their needs. Before that, he began his career on the trading desk of a global investment bank.



Diane Sturgeon, District Director, Maine District Office, U.S. Small Business Administration

Diane Sturgeon was named District Director for the US Small Business Administration's Maine District Office in April of 2021. She joined the SBA in April of 2012 as a Lender Relations Specialist and has served in a management role at the Maine District Office for more than 8 years. She began her career as a teacher and coach before moving into the banking world where she has more than 10 years' experience with both national and regional community banks. Diane worked as a credit underwriter, analyst, and most recently as the Program Guaranty Manager for a community lender where she served as a liaison for the bank's credit department and the Finance Authority of Maine and SBA assisting commercial clients in obtaining small business financing.

