2022 TRI-STATE TRUST FORUM

The New Hampshire Bankers Association, in cooperation with the Maine Bankers Association and Vermont Bankers Association, Inc. Trust Committees, invites you to attend this year's Tri-State Trust Forum.

Maine Bankers Association

NH›Bankers Association

Vermont Bankers Association VBA

MAINE BANKERS ASSOCIATION | NH BANKERS ASSOCATION | VT BANKERS ASSOCIATION

2022 TRI-STATE TRUST FORUM

SEPTEMBER 22 & 23, 2022 | VENUE AT PORTWWALK PLACE, PORTSMOUTH, NH

PRELIMINARY	AGENDA
THURSDAY	**SEPTEMBER 22**
8:00 AM – 9:30 AM	**EXHIBITOR & SPONSOR SET UP**
9:30 AM – 10:00 AM	**REGISTRATION & COFFEE WITH EXHIBITORS AND SPONSORS** Early Bird Sponsor: **Thursday Opening Luncheon – Federated Hermes** **Reception - Fifth Third Institutional Trust & Custody** Early Bird Exhibitors: **Proxytrust** **Reich & Tang**
10:00 AM – 10:05 AM	**WELCOME** **Valerie Nevel**, *VP, Senior Financial Advisor* - Ledyard Financial Advisors *Chair,* NH Bankers Association Trust Committee **Charles J. Perrillo Jr.**, *CFP, SVP-Chief Trust Investment Officer* Community Bank Trust Services *Chair,* Vermont Bankers Association Trust Committee
10:05 AM – 10:45 AM	**WHAT MAKES A TRUST A GRANTOR TYPE TRUST?** **Michael F. Macero,** *Director, Washington National Tax* KPMG LLP This session will look at the different provisions that could be contained within the terms of a trust document; or other factors, that could cause either a trust's settlor, or possibly a trust beneficiary, to be considered the owner of either some or all of a trust's property for income tax purposes, which in turn would cause either all or some of the trust's income to be taxable directly to them. The presentation would discuss the impact of "Crummey Powers" or "Hanging Powers" held by a beneficiary; as well as various powers retained by the Settlor or other persons, such as the power to control the beneficial enjoyment of the trust, the ability to substitute assets of equal value, the power to borrow funds without either adequate interest or adequate security; the power to revoke the trust, or the potential for either the Settlor and/or their spouse to receive distributions of any of the trust's income or principal, or have the income be used to pay life insurance premiums on either of their lives. The presentation would also cover the classification of a trust as an intentionally defective grantor type trust and common ways that status would be accomplished as well as some common applications and benefits.

10:45 AM – 11:45 AM	**STRATEGIC PHILANTHROPY** **Cindy VanAmburgh,** *Senior Business Development Executive* Vanguard Charitable Recent trends and statistics in giving and more specifically around working with clients and the tax advantages of different strategies while also focusing on legacy planning.
11:45 AM – 12:45 PM	**LUNCH WITH THE EXHIBITORS AND SPONSORS** **Sponsored by Federated Hermes** Presentation by Saltwater Marketing
12:45 PM – 1:45 PM	**TRI-STATE ECONOMIC UPDATE** **Brian Gottlob,** *Director,* NH Unemployment Security A view of the local tri-state economy.
1:45 PM - 2:45 PM	**FINANCIAL EXPLOITATION** ***Rob Dietel,*** *President & Shareholder* Gallagher, Callahan & Gartrell A look at financial exploitation.
2:45 PM - 3:00 PM	**AFTERNOON BREAK WITH EXHIBITORS**
3:00 PM - 4:00 PM	**STAYING AHEAD OF CHANGE** **Maria Quinn** Vanguard Financial Advisor Services™ Changes in the advisory business, including the automation of advice, fee pressure, and increasing competition, are forcing advisors to enhance their value by building deeper relationships with clients.
4:00 PM - 5:00 PM	**EXHIBITOR RECEPTION** **Sponsored by Fifth Third Institutional Custody** Join us for a reception and peer discussions. Also take a little time to thank our sponsors/exhibitors for their support of our event.
FRIDAY	**SEPTEMBER 23**
8:15 AM – 9:00 AM	**FULL BREAKFAST BUFFET WITH EXHIBITORS AND SPONSORS** Early Bird Sponsor: **Thursday Opening Luncheon – Federated Hermes** **Reception - Fifth Third Institutional Trust & Custody** Early Bird Exhibitors: **Proxytrust** **Reich & Tang**

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9:05 AM - 10:05 AM	**ECONOMIC UPDATE** **Lauren Henderson,** *Vice President - Economic Analyst* Stifel Financial Corp A look at the current state of the economy amid the ongoing pandemic and what it means going forward for overall growth, interest rates and monetary policy. She will cover macro-economic trends in consumer spending and investment, in addition to new monetary and fiscal policy initiatives and the potential economic effects of these changes. She will also examine the changing global and political environment, and how it will affect the economic recovery. Participants will leave this session able to advise management teams on the possible effect of economic issues on their organizations.
10:05 AM – 10:25 AM	**MORNING BEVERAGE BREAK WITH THE EXHIBITORS**
10:30 AM – 11:30 AM	**BUSINESS SUCCESSION PLANNING** **Michelle Buswell**, *CFP, SVP, Senior Wealth Advisor* **Kerry A. Reeves**, *JD, LLM, Director of Wealth Strategies* **Stuart A. Smith, III**, *National Director - Business Valuation Strategies* Wilmington Trust N.A. / An M&T Company Too often, business owners view transitioning out of their businesses as a one-time event rather than a long-term process. To help maximize their success, smart entrepreneurs engage in pre-transaction planning well before the business changes hands. A multi-faceted transition plan developed over time can help business owners meet both short- and long-term goals, such as maintaining current lifestyle; maximizing retirement income; continuing or starting a charitable endeavor; funding children's education; and preserving or creating a desired family legacy.
11:30 AM – 12:15 PM	**MODIFYING THE TRUST COMPANY CLIENT EXPERIENCE** **Ryan Alexis**, *SVP Product & Operations* SS&C Innovest The landscape in which trust firms operate is changing rapidly. End client expectations are also changing and they expect their wealth managers to deliver the same type of experience as the elegant, modern, easy-to-use applications they employ every day to manage their lives and access products and services. During this session, we'll discuss how trust firms can take advantage of technology to visibly and measurably differentiate themselves while delivering an outstanding digital client experience.
12:15 PM	**ADJOURNMENT**