



2020

NDBA/SDBA
Bank Management Conference

February 14-15, 2020

Westin Kierland Resort | Scottsdale AZ

Banking Strategy | Leadership | Technology



NORTH DAKOTA
BANKERS
ASSOCIATION



SDBANKERS
ASSOCIATION

You Are Invited

The **2020 NDBA/SDBA Bank Management Conference** will provide executive level officers, bank directors and senior level bankers with timely insights on the economic landscape, M&A trends, balance sheet management, talent acquisition, FinTech opportunities, and top strategies for the coming year.

Bankers value strategic information and networking with colleagues and the Bank Management Conference offers plenty of both, in addition to some of the best hospitality Arizona has to offer. We look forward to seeing you in Scottsdale.



Judd Graham
NDBA Chairman



Shawn Rost
SDBA Chairman

Agenda

Friday, February 14

7:00 a.m. A Hearty Breakfast
for bankers and business partners

7:45 – 11:15 a.m. GENERAL SESSION

“What Is My Bank Worth? M&A and Industry Update”

John Adams, Sheshunoff and Co.

The rapid contraction in the number of banks is dramatically changing the landscape of community banking and its performance drivers. In the midst of these changes, the value of deposits and liquidity is moving up as the focus of many buyers is turning toward funding sources. Learn what is driving performance and value in today's market, reasonable price expectations for banks and factors that could extend recent trends in M&A prices and deal volume or cause it to fade.

“Creating an HR Pipeline for Your Community Bank”

Jackie Rolow, SHAZAM

Banks across the country are struggling to recruit and retain talent. Are you looking for an established pipeline of entry-level candidates? What if we told you about a great way to find future employees and grow your own talent? Discover how to develop talent partnerships and create a program that mutually benefits your company and community.

“Planet of the Apps”

Dave DeFazio, StrategyCorps

Trendsetting fintech providers are making banking easier and more intuitive for customers. DeFazio will explore the intersection of mobile UX and financial retailing. See live demonstrations of new digital tools, learn how to respond to new consumer behaviors and explore how financial services should work in a modern world.

12:30 p.m. Golf Tournament or Free Afternoon

6:30 – 9:00 p.m. Gala Reception and Dinner
for all registrants



Saturday, February 15

7:00 a.m. Continental Breakfast
for bankers and business partners

7:45 – 11:30 a.m. GENERAL SESSION

“Recession or Regeneration? What Awaits The Economy in 2020?”

Lester Murray, The Baker Group

What will 2020 look like? If nothing else, the actions of America's central bankers have demonstrated again how suddenly and dramatically economic fortunes can change. Murray will describe the most influential variables and how they could impact economic performance, monetary policy and interest rates. He will also examine which security selections make the most sense to prudently manage investments in an environment of uncertainty.

“Update from NDBA General Counsel”

Tracy Kennedy, Zimney Foster

“Top Strategies for Community Banks in 2020”

Greyson Tuck, Gerrish Smith Tuck

As we head into 2020, community banks are faced with interesting and exciting strategic options, but sometimes they make for daunting choices. Discover some of the top strategies for 2020 such as converting to subchapter S, engaging stockholders through stock repurchase transactions, understanding the role strategic planning plays, and looking at the M&A market. This session will give your Board and management a holistic view of key ways to enhance shareholder value.

“Burning Shield”

Spouses and guests are invited to attend.

Jason Schechterle, Retired Phoenix Police Officer

After serving four years in the Air Force, at age 26, Jason achieved his goal to work as a rookie Phoenix police officer. Then, only 14 months into his career, Jason's life took an unexpected tragic turn when a taxi cab crashed into the rear of his patrol car. Upon impact, Jason's car burst into flames, trapping him inside. Jason's journey chronicles his fight for life, his triumph over tragedy and the inspiration that enables him to continue to overcome unimaginable adversity.

11:45 a.m. A Delicious Outdoor Luncheon
for all full registrants

Afternoon Free time

5:30 – 6:30 p.m. Casual Cocktail Reception
followed by dinner on your own



Featured Speakers



John Adams
Sheshunoff & Co.
Austin TX



Tracy Kennedy
Zimney Foster
Grand Forks ND



Jackie Rolow
SHAZAM
Des Moines IA



Dave DeFazio
StrategyCorps
Brentwood TN



Lester Murray
The Baker Group
Oklahoma City OK



Greyson Tuck
Gerrish Smith Tuck
Memphis TN

Spouse | Guest Special Programs

Friday, February 14

8:45 – 11:00 a.m.

Breakfast and “Tea 101”

Indulge in a morning of food and fun! Gather with friends for a fabulous breakfast, then join TeaRoyalty founder Chris Sossaman, a native Arizonan from Scottsdale who, over the past 25 years, has gained a love, knowledge, and fascination for all things tea! Her goal is to educate her customers about tea and its healthful properties. TeaRoyalty is a natural extension of her passion: introducing people to the joys of locally purveyed tea – one delightful cup at a time!



Saturday, February 15

10:30 – 11:30 a.m.

“Burning Shield”

See description under Saturday’s “General Session” listing.



Each participant will receive a Valentine’s Day gift bag of sample teas.

Sponsors

PLATINUM SPONSORS



DOUGHERTY & COMPANY LLC



GOLD SPONSORS



Graduate School of Banking
at the University of Wisconsin – Madison



STRATEGIC RESOURCE MANAGEMENT



About the Resort



The Westin Kierland Resort & Spa

6902 E. Greenway Parkway
Scottsdale AZ 85254
Phone: 480.624.1000
www.kierlandresort.com

Reservations

Group Room Rate: \$339

Deadline: January 22

Cancellations within seven days of arrival will be charged one night's deposit.

Reservation link:

<https://book.paskey.com/go/NDBA2020>

Golf Tournament

Westin Kierland Golf Club • Friday, February 14 • 12:30 p.m.

Pre-registration required.

Please see separate form to register for golf and to reserve Ping rental clubs.

Kierland Golf Club provides three 18-hole combinations. Acacia, Ironwood and Mesquite offer three championship-style nines – each with its own flavor and strategy. Emerald green fairways are etched into golden-colored desert grasses, sweeping over constantly changing elevations to flawless greens. *Honored as one of the "Top 10 Public Courses in Phoenix/Scottsdale."*



Helpful Tips

What to Wear

The average high temp for February is 70 and the average low is 43. Meeting attire will be business casual – no ties necessary. For the reception and dinner Friday night, men may feel more comfortable wearing a sport coat with an optional tie. Women may prefer warmer dress and a light jacket or sweater for the cool desert evenings.

Time Zone

Arizona is on Mountain Standard Time.

Questions?

Contact Dorothy Lick
SVP of Education
North Dakota Bankers Association
701.223.5303
dorothy@ndba.com



Hosted by:

North Dakota Bankers Association

PO Box 1438

Bismarck ND 58502

Phone: 701.223.5303

www.ndba.com

Co-sponsored by:

South Dakota Bankers Association

PO Box 1801

Pierre SD 57501-1801



2020 NDBA/SDBA Bank Management Conference

Registration Deadline • January 17, 2020

The full registration fee for bankers and business partners is \$545 which includes business sessions on Friday and Saturday, Friday breakfast and gala dinner, and Saturday breakfast, luncheon, and reception.

The spouse/guest registration fee is \$325 which includes Friday spouse/guest breakfast and program, Friday gala dinner, and Saturday closing speaker, luncheon, and reception.

Conference Fees:

Full Registration.....	\$545
Spouse/Guest Registration.....	\$325
Friday Gala Dinner Only.....	\$195
Golf Tournament.....	\$255

Please see separate form for golf registration.

Make checks payable to NDBA and mail to:
North Dakota Bankers Association
Attn: Registration
PO Box 1438
Bismarck ND 58502

Or email registration to ndba@ndba.com

Hotel Deadline • January 22, 2020

The Westin Kierland Resort & Spa

6902 E. Greenway Parkway, Scottsdale, AZ 85254
Phone: 800-354-5892 or 480-624-1000

Group Rate: \$339/night

Reservation Link: <https://book.passkey.com/go/NDBA2020>

Cancellation Policy

Full refunds will be granted for cancellations received at the NDBA office on or before January 22. If notice of cancellation is received after January 22 and on or before February 5, an administrative fee of \$50 per canceled registration will be assessed but the remainder of the registration will be refunded. Due to financial commitments NDBA must make to the hotel, refunds will not be granted for cancellations after February 5. Substitutions are always permitted.

Tax Disclaimer

The estimated cost for all meals and breaks is \$445. This information is provided for your tax records, in keeping with the IRS 50% deductible provision under Section 274(n) of the Internal Revenue Code.

Questions? Please contact Dorothy Lick at the North Dakota Bankers Association at 701.223.5303.

Bank: _____ **Phone:** _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

1. Attendee Name: _____

Email: _____

Spouse/Guest Name (if registering): _____

Email: _____

- Full Registration
- Friday Gala Dinner Only

- Spouse/Guest Registration
- Friday Gala Dinner Only

2. Attendee Name: _____

Email: _____

Spouse/Guest Name (if registering): _____

Email: _____

- Full Registration
- Friday Gala Dinner Only

- Spouse/Guest Registration
- Friday Gala Dinner Only

- Please send an invoice
- Check is enclosed
- I'd like to pay by credit card. Please contact me.

TOTAL DUE:

Golf Registration Deadline • January 15, 2020

Friday, Feb. 14 – Kierland Golf Club

12:30 p.m. – Shotgun Start (Texas Scramble with handicap – 4-person teams). Team prizes and cash prizes for closest-to-the-pin and long drive.

If you have preferred partners, please list and enclose the fee for each player in your group or have each person show the same group on their registration form.

Registration form with fields for Name, Bank/Company, 18 Hole Handicap, and Phone for four players.

Each banker foursome will include an NDBA/SDBA business partner. You may arrange for a business partner to be on your team or NDBA will assign one.

Fee: \$255/person
Fee includes: green fees, cart, bag handling, tax and prizes.

Golf Rental: Golf clubs are available for rent at the Kierland Golf Club.
Options for Ping clubs: Right-handed, Left-handed.

Complete form and mail with payment to:

North Dakota Bankers Association
Attn: Registration
PO Box 1438
Bismarck ND 58502

- Options for payment: Please send an invoice, Check is enclosed, I'd like to pay by credit card. Please contact me.

TOTAL DUE: []

Or Email to ndba@ndba.com