

CAPITAL & FUNDING WORKSHOP- Agenda

March 27, 2018

8:30 a.m. **Registration / Breakfast**

9:00 a.m. **Welcome and Review of Today's Workshop**

Low Lester, Chief Executive Officer, CU Capital Market Solutions
Bob Colvin, President & Chief Strategist, CU Capital Market Solutions

9:15 a.m. **A User's View of Today's Workshop**

Mark Rosa, CEO, Jefferson Financial Federal Credit Union

9:45 a.m. **FHLB of Indianapolis-Getting More from Your Membership**

Matt Fix and Nick Groenleer, FHLB Indianapolis

Credit Unions are a fast-growing segment of the FHLB Indianapolis membership. This session is designed to inform Credit Unions on how to best leverage their FHLB membership with respect to credit products and strategies, Advantage MPP, and Affordable Housing grants. The goal today is to expand attendees understanding of the benefits of membership in the FHLB, so they are able to fully realize the benefits offered by our cooperative in meeting the needs of their membership.

10:45 a.m. **Networking Break**

11:00 a.m. **Secondary Capital – The Source for Growing Our Business**

Bob Colvin, President & Chief Strategist, CU Capital Market Solutions

The Credit Union movement has proven through time to be the most efficient means of providing financial services. However, the constant obstacle for our ability to grow and expand these services has been capital and the ability to grow only through retained earnings. Until now. This session will discuss the how, what and why of secondary capital, including the secondary capital application and plan, the implementation of the secondary capital plan and access to secondary capital investment.

11:45 a.m. **Alternative Funding Sources and Strategies That Make a Difference**

Jeremy Colvin, Managing Director, CU Capital Market Solutions

Nothing beats our member share deposit business for consistent funding, however, we sometimes simply need more funding due to loan growth or we need longer term funding to meet the interest rate risk longer term assets can create. This session will focus on term, overnight, member & non-member funding sources and strategies that provide solutions to these issues .

12:30 p.m. Lunch

1:15 p.m. **Taxable Municipal Unit Investment Trust (UIT) – A Safe Way to Improve Yield**

Daniel Prezioso, Partner, Olden Lane Advisers, LLC

Use of a defined portfolio of fixed income securities may provide an excellent way to increase yield in your bond portfolio while providing excellent liquidity. This session will focus on what a UIT can do for your investment strategy.

1:45 p.m. **Mergers & Acquisitions in the Credit Union World**

Michael M. Bell, Esq., Attorney, Howard & Howard

The consolidation of both our industry as well as the banking world continues at a high velocity. And as the credit union industry continues to create larger players, we are turning to acquisitions of commercial banks for growth. Our session will focus on how this business works and how we see its future.

2:30p.m. **Expanding Our Channels of Distribution – Mobile and Beyond**

Colin Taggart, Plante Moran

Our industry has done a great job at upgrading our physical facilities and this is driving much of our business. But, we also understand that many of our Members and potential Members desire other means for doing business with us. Our session will focus on mobile banking and additional technologies as a way to generate more business in the future.

3:15 p.m. **Manufactured Housing – A Fit for Your Portfolio**

Keith Stayer, SVP, Triad Financial Services

Finding high quality assets can be quite a challenge in today's marketplace and our session will focus on the role that manufactured housing might play in your loan portfolio.

4:00 p.m. **Adjourn**