

# 2017 STRATEGIC OPTIONS CONFERENCE



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## Thursday, September 7, 2017

Embassy Suites Columbus Airport  
2866 Airport Drive  
Columbus, OH 43219

The program will run from 9 a.m. - 4:30 p.m. with registration and a continental breakfast beginning at 8 a.m.

## REGISTRATION

\$295 - per ILFI member

\$295 - per participating State Banking Association member

\$495 - per nonmember (bankers only)

## CONFERENCE AGENDA

8 - 9 a.m.	Registration & Networking
9 a.m.	Welcome Remarks
9 - 10:15 a.m.	Buy, Sell or Remain Independent? Strategic Options & Importance of Advance Preparation
10:15 - 10:30 a.m.	Break
10:30 - 11:30 a.m.	Market Themes, Trends & National Statistics
11:30 a.m.	Lunch
12 - 12:45 p.m.	Keynote: Hot Button Regulatory & Legislative Issues
12:45 - 1 p.m.	Break
1 - 2 p.m.	Current Issues in Raising Capital: A Panel Discussion
2 - 2:15 p.m.	Break
2:15 - 3:15 p.m.	Current Issues in M&A Activities: A Panel Discussion
3:15 - 3:20 p.m.	Stretch Break
3:20 - 4:20 p.m.	Options & Alternatives: Current Issues in Collaborative Ventures: A Panel Discussion
4:20 p.m.	Conclusions and Q&A

Join the Illinois League of Financial Institutions and Vorys, Sater, Seymour and Pease LLP for our first annual **Strategic Options Conference**. The focus of this new program will not be on M&A, but rather on a variety of strategic options and alternatives to enable management and boards to guide their institutions in achieving their own strategic goals and objectives.

Our select group of senior industry professionals representing Crowe Horwath, Boenning & Scattergood, Inc. and Keefe Bruyette Woods, as well as Vorys, Sater, Seymour and Pease LLP, will review and discuss the business, financial, accounting and legal implications of a variety of strategic options available for financial institutions. This content includes capital raising, M&A as buyer or seller, and engaging in strategic collaborative ventures. The program also will provide practical information and updates based on decades of actual hands-on experience.

The sessions will be thought-provoking and participatory, and will provide attendees with real-life scenarios to enable them to position their institutions to deal with whatever strategic options and alternatives may be best for their institutions, from strategies for independence to preparing for a variety of potential M&A scenarios as buyer or seller. Presenters will also discuss opportunities for expense-savings strategies through use of collaborative ventures to share expenses with other industry participants.

## WHO SHOULD ATTEND?

This program is designed for executive management team members and directors of mutual organizations, as well as stock organizations.

## OVERNIGHT ACCOMMODATIONS

Hotel rooms are available via an OBL room block at the conference venue, Embassy Suites Columbus Airport, for just \$142/night. Call the hotel at 614-536-0500 by Aug. 18, 2017.

PRESENTED IN PARTNERSHIP WITH  
OHIO BANKERS LEAGUE • MICHIGAN BANKERS ASSOCIATION  
PENNSYLVANIA BANKERS ASSOCIATION • WEST VIRGINIA BANKERS ASSOCIATION

## THANK YOU TO OUR PRESENTERS

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## ABOUT THE PRESENTERS

### Chris Chapman, Director, Boenning & Scattergood, Inc.

Chris joined Boenning & Scattergood's investment banking group in 2013 as a Director. He has more than 15 years of experience in the financial services industry, including eight years assisting community banks with mergers, capital raising and other strategic alternatives. Prior to joining Boenning, Chris was a Senior Vice President with Paragon Capital Group / ParaCap Group, a boutique merchant banking firm in Cleveland.

### Rick Childs, National Practice Leader, Crowe Horwath LLP

Rick has over 30 years of experience with Crowe Horwath LLP in business valuation, transaction advisory services, and accounting for Banks and Financial Services Companies. Rick is the National Practice Leader overseeing the delivery of transaction and valuation services to the Firm's financial institutions clientele.

### James Crotty, Director, KBW

Jim has spent the last 14 years of his career at KBW advising and working with community banks on a variety of strategic initiatives. Jim's primary focus has been on mergers and acquisitions, debt and equity capital raising (including mutual to stock conversions and IPO's), branch and asset divestitures as well as overall strategic planning initiatives.

### Charlie Crowley, Managing Director, Boenning & Scattergood, Inc.

Charlie has more than 30 years of experience in serving the financial needs of community banks, including more than 25 years in investment banking. He specializes in capital raising and in providing merger advisory services for financial services companies. He has successfully advised clients on dozens of transactions through various market cycles.

### Harold Hanley, Managing Director, KBW

Having spent the last 22 years of his career as a Managing Director at KBW, Harold started his career in the Toledo, OH office of KPMG and went on to spend 14 years as the CFO for 2 savings institutions located in Ohio and Michigan. Harold has advised community banks on a variety of transactions ranging from mergers and acquisitions, debt offerings, mutual to stock conversions, IPO's, convertible preferred offerings, branch and asset sales and other strategic transactions.

### Kim Schaefer, Partner, Vorys, Sater, Seymour and Pease LLP

Kim concentrates her practice on financial institutions, securities, franchising and general corporate matters. She regularly represents financial institutions in public and private securities offerings, mergers and acquisitions, and contract negotiations. Additionally, Kim works closely with clients to ensure continued compliance with securities and banking laws and to develop best practices in the corporate governance and executive compensation areas.

### Jeff Smith, Partner, Vorys, Sater, Seymour and Pease LLP

Jeff has more than 30 years experience in financial institution regulatory and corporate matters, including mergers, acquisitions, divestitures, regulatory compliance, capital raising, securities matters, corporate governance matters, "troubled institution" issues and de novo bank and holding company formation. Throughout his career, Jeff has represented multinational financial services holding companies as well as community bank organizations and has handled acquisitions and divestitures of more than 250 subsidiary branch banking operations in 13 states.

### Mike Voinovich, Managing Director, Boenning & Scattergood, Inc.

Mike has more than 19 years of experience in serving the financial needs of community banks, including 18 years in investment banking. He specializes in capital raising and in providing merger advisory services for financial services companies. He has successfully advised clients on dozens of transactions through various market cycles.

### Tony Weis, Partner, Vorys, Sater, Seymour and Pease LLP

Tony represents and counsels public and private companies and financial institutions on a broad range of legal matters, including corporate governance, business formation, mergers and acquisitions, joint ventures, contract negotiations, disclosure and reporting under the Securities Exchange Act of 1934, and regulatory compliance. A significant portion of his practice is devoted to assisting Japanese companies in establishing and operating U.S. affiliates and joint ventures.

## CANCELLATION POLICY

Refunds will be granted for cancellations received in writing by Aug. 24, 2017 to [education@ohiobankersleague.com](mailto:education@ohiobankersleague.com). Cancellations will be subject to a \$75 processing fee. No refunds or credits will be granted for cancellations received after Aug. 24 or for day-of-event no shows. Substitutions are always welcome.

## IMPORTANT

For more information about this program, please contact Susan Poling Jones at 614-340-7611 or at [spoling@ohiobankersleague.com](mailto:spoling@ohiobankersleague.com). Dress is business casual.

## REGISTRATION

### 2017 OBL Strategic Options Conference - September 7, 2017

Please copy this form for additional registrations.

Registration is also available online at [www.ohiobankersleague.com](http://www.ohiobankersleague.com).

Please Select One

- \$295 per ILFI member
- \$295 per participating State Banking Association member
- \$495 per ILFI nonmember (bankers only)

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**PLEASE SEND CHECK AND REGISTRATION TO OHIO BANKERS LEAGUE, ATTENTION EDUCATION DEPT.**  
MAIL TO: 4215 Worth Avenue, Suite 300, Columbus, Ohio 43219, Phone 614-340-7595, Fax 614-340-7596  
CONFIRMATION WILL BE SENT UPON RECEIPT OF YOUR REGISTRATION. PLEASE USE THIS FORM AS YOUR INVOICE.

### Method of Payment

Payment is requested at the time of registration.

- My check for \$\_\_\_\_\_ is enclosed.
- Please charge my credit card \$\_\_\_\_\_ as noted below.
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