

Update

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[Banks & Bankers](#)
October 31 – November 6

**2019 Scenes of
Nebraska Calendar
Calendars ship this week.
Delivered by Nov. 15.**

If you have not received your
calendars by this date, email:
nbacommunications@nebankers.org

Nebraska Election Features High Turnout and NBA BankPAC at Work

On Nov. 6, Nebraska voters cast their ballots in high volumes for the midterm election. The energy and optimism surrounding the value of an individual's vote, in addition to high-profile ballot initiatives are the likely factors in the increased turnout.

As of Wednesday morning, while election results remain unofficial, bankers undoubtedly see the impact that their votes and the NBA BankPAC has made. The table linked below lists the unofficial State, Federal and Constitutional officer race results, indicating more than 85 percent of these elected officials receiving the support of Nebraska bankers.

[2018 General Election Results – NBA BankPAC Support](#)

On a regular basis, the NBA encourages its members to take part in the legislative and advocacy processes to assist elected officials and regulators in protecting and promoting the banking industry. Bankers are encouraged to participate through their individual votes, advocacy involvement, and through NBA BankPAC contributions.

This election cycle, the NBA membership has contributed \$145,600 to Nebraska's state constitutional candidates and state and federal legislative candidates.



**Nebraska
BankPAC**

The NBA BankPAC Committee, led by Chairman Zac Karpf of Platte Valley Bank in Scottsbluff, carefully reviewed legislative and constitutional candidates to determine the committee's financial campaign support level. Support was based primarily on the candidate's interest in ensuring a high-quality, competitive business and financial services environment in Nebraska.

Nebraska bankers have made a difference!

The NBA is still accepting contributions to the NBA BankPAC until the end of the year. For more information about the NBA BankPAC, visit <https://www.nebankers.org/bankpac.html>.

SBA Poultry Lending at Risk - Comment Letters Needed!

The U.S. Small Business Administration (SBA) is proposing to amend various regulations governing its business loan programs. Under the proposed "Identity of Interest Rule," a small business deriving more than 85 percent of its revenue from another business over the three previous fiscal years will be deemed by the SBA to be economically dependent on the other business. As a result, the two businesses will be treated as being affiliated.



U.S. Small Business Administration

Under the rule, a company raising chickens for sale to an integrator and deriving more than 85 percent of its revenues from such sales during the previous three fiscal years will be deemed to be affiliated with the integrator. **If the proposed rule is adopted, poultry – and potentially other livestock--will effectively become an ineligible industry within the SBA.**

The proposed rule can be found at <https://www.gpo.gov/fdsys/pkg/FR-2018-09-28/pdf/2018-20869.pdf>.

To comment, go to www.regulations.gov and enter 3245-AG74 in the search box. A "Featured Results" page will pop up. Click on the "Comment Now" tab on the right side of the screen to go to the Comment page. **The deadline for submitting comments is Nov. 27, 2018.**

Click [HERE](#) for assistance in preparing comments and "talking points".

Nebraska Medicaid Asset Verification Program

Beginning Dec. 1, 2018, the Nebraska Department of Health and Human Services, Division of Medicaid and Long-Term Care (MLTC) will be implementing a new system for the verification of assets maintained by Medicaid applicants and recipients. The implementation of this system is mandated by Section 1940 of the Social Security Act and the Centers for Medicare and Medicaid Services (CMS) in order to verify the assets of Medicaid applicants or recipients.

Nebraska Medicaid's Asset Verification System (AVS) will be delivered through partnership with the Public Consulting Group, Inc. (PCG) and Accuity Asset Verification Services Inc. (Accuity). Accuity will begin sending information out to the financial institution community Nov. 15, 2018. Accuity will work with financial institutions to answer questions and set up a streamlined process such as automated web services.

Financial Institutions with any questions should contact Accuity Support at:



- Email: avs.support@accuity.com
- Telephone: 1-855-807-9822
- Fax: 847-763-1960

Once the process is in place, Accuity will contact financial institutions to verify the assets of individuals applying for or renewing Medicaid eligibility. Prior to this, MLTC will obtain written authorization from the applicant and, when applicable, the applicant's spouse, granting Accuity authority to obtain this information. When contacted by Accuity, Nebraska financial institutions will be expected to provide relevant financial information.

News Briefs from Washington

ABA Analyzes What Democratic House, GOP Senate Mean for Banks

The American Bankers Association (ABA) congressional relations and political engagement teams have prepared an analysis of how yesterday's midterm elections -- which saw Democrats regain control of the House of Representatives while Republicans expanded their Senate majority -- will affect the banking industry. [Read the analysis.](#)

SBA 7(a) Program Switches Fixed Base Rate from Libor to Prime

With the viability of the London Interbank Offered Rate uncertain beyond the end of 2021, the Small Business Administration is changing the base rate for fixed-rate loans in its popular 7(a) program to the prime rate. In a recent Federal Register filing, the SBA announced that it will set the maximum allowable spread on 7(a) fixed-rate loans at prime plus 6 percent for loans of \$250,000 or less (plus an additional spread permitted for loans of less than \$50,000) and at prime plus 5 percent for loans over \$250,000.

The revised calculation -- last adjusted in 2009 -- addresses the roughly 300-basis-point difference between the prime rate and the Libor-based fixed base rate. The new maximum allowable spread will no longer depend on the loan term, the SBA said. The revision covers all 7(a) fixed-rate loans, except for those in the SBA's Export Working Capital and Community Advantage programs. The agency will address a Libor replacement for variable-rate loans in a future rulemaking. The new rule took effect Tuesday. [Read the rule.](#)

Regulators Propose New Approach for Calculating Counterparty Credit Risk

The Federal Reserve, FDIC and OCC have issued a proposed rule that would establish a new approach for calculating the exposure amount of derivative contracts under the regulatory capital rule. The proposal would provide the "standardized approach for counterparty credit risk," or SA-CCR, as an alternative to the current exposure methodology for calculating advanced approaches total risk-weighted assets under the capital rule.

The agencies noted that the SA-CCR better reflects the current derivatives market and would provide important improvements to risk sensitivity, resulting in more appropriate capital requirements. Banks subject to the advanced approaches would be required to use SA-CCR to calculate their standardized total risk-weighted assets; banks not subject to the advanced approaches could elect to use either of the two methodologies. The proposal would also incorporate SA-CCR into capital requirements for cleared transactions and in the supplementary leverage ratio. Comments on the proposal are due 60 days after publication in the Federal Register. [Read proposed rule.](#)

Fed Proposes Tailored Supervisory Approach for Largest Banks

The Federal Reserve has issued its highly anticipated proposed framework for applying enhanced prudential standards to banking firms with \$100 billion or more in assets, as required by S. 2155, the regulatory reform law. The Fed proposed to establish four categories of standards that seek to reflect the risks of firms in the group. The agency outlined the risk-based indicators it would use to determine the applicability of standards, including size, cross-jurisdictional activity, weighted short-term wholesale funding, nonbank assets and off-balance sheet exposure. In addition, the Fed released a second joint proposal with the OCC and FDIC that would tailor requirements under the regulatory capital rule, the Liquidity Coverage Ratio and the proposed Net Stable Funding Ratio rule for banks in each group. [Read the Fed proposal.](#) [Read joint proposal.](#)

News Source: American Bankers Association

Compliance Alliance Q&A



A Nebraska Bankers Association Company

Q: HELOCs and escrow for flood--are they always exempt even if in first position?

A: Yes, that's correct--there's a specific exemption for HELOCs in and of themselves:

§339.5 *Escrow requirement.*

(a) *In general – (1) Applicability. Except as provided in paragraphs (a)(2) or (c) of this section, an FDIC-supervised institution, or a servicer acting on its behalf, shall require the escrow of all premiums and fees for any flood insurance required under §339.3(a) for any designated loan secured by residential improved real estate or a mobile home that is made, increased, extended, or renewed on or after Jan. 1, 2016, payable with the same frequency as payments on the designated loan are required to be made for the duration of the loan.*

(2) *Exceptions. Paragraph (a)(1) of this section does not apply if: ...*

(iv) *The loan is a home equity line of credit; https://www.ecfr.gov/cgi-bin/text-idx?SID=cc50a6e372055f8867c91e30fee580ae&mc=true&node=se12.5.339_15&rgn=div8*

So, the loan doesn't necessarily have to meet one of the other exemptions, like the lien position exemption for example, in order to be exempt from the escrow requirement.

Not a Compliance Alliance Member?

Compliance Alliance offers a comprehensive suite of compliance management solutions. To learn how to put them to work for your bank, call 888-353-3933 or email info@compliancealliance.com.

NBA Employee Spotlight:

Tara Miles, Government Relations Administrative Assistant

Tara has been assisting the NBA Government Relations team for more than 12 years. She provides administrative and clerical support for the Brandt, Horan, Hallstrom and Stilmock Law Firm and also assists with NBA Compliance Handbook subscriptions. Tara's patience and calm demeanor makes her an asset to the NBA.

Hometown: I was born in Clovis, New Mexico but consider Lincoln my hometown.

Alma Mater: Lincoln High School; Kaplan University

Favorite Part of My Job: Each day I get to learn new things in my role. I also enjoy the versatility of daily activity. Each day is different.

Favorite Thing About Nebraska: I love that this is where most of my family is. I also love the sunsets and the fall.

Hobbies: I would have to say my hobbies consist of READING!!! I currently have five bookshelves in my room. If you have any book suggestions, please pass them along!



2018 LOAN DOC

LOAN DOCUMENTATION WORKSHOPS

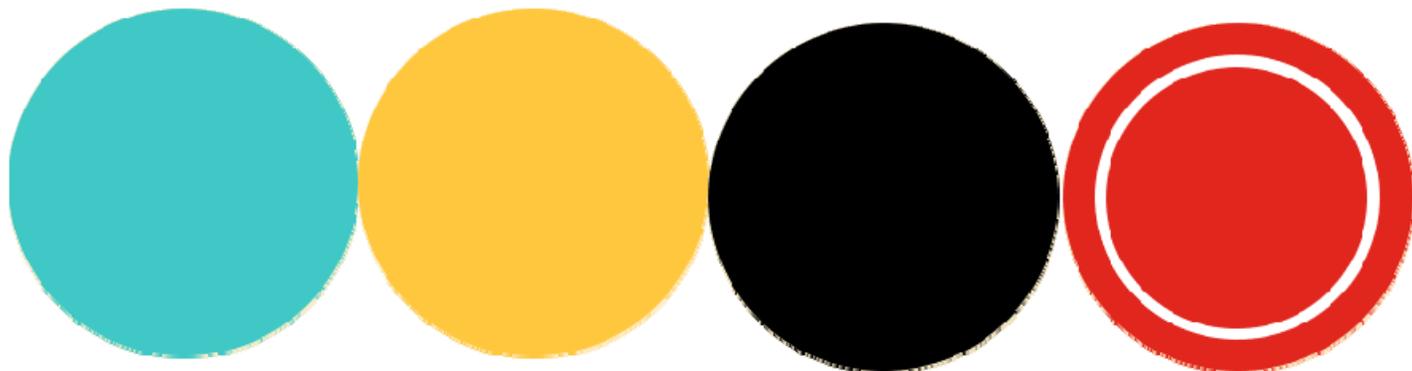


**ANNUAL
LOAN DOC
WORKSHOPS**

**NOV
13-15**

**PRINCIPLES
ADVANCED
AG-LENDER**

Holiday Inn, Kearney



Register online at www.nebankers.org

Loan Doc I Principles of Loan Documentation

The **Principles of Loan Documentation** workshop is designed to help those who make, manage or review loans become “proactive” in minimizing loan losses. Dubbed “Street Law for the Commercial Lender,” this one-day workshop focuses on the major legal concepts, specific requirements and common problems of commercial loan documentation, with a particular emphasis on avoiding loan losses due to faulty documentation that even cutting-edge documentation software cannot always effectively eliminate. Our philosophy is to develop “hands-on” instruction so that participants can return to their jobs and apply what they have learned.

PROBLEM METHOD

Throughout the program the problem method will be used to challenge the participants in important areas of loan documentation. The instructor will demonstrate the difficulty and challenges often times hidden in every day/routine lending transactions by posing problems to the participants based on “real world” situations faced by actual lenders who, unfortunately, documented the loan incorrectly resulting in costly legal challenges. The use of the problem method will involve the participants and challenge their ability to identify documentation errors and deficiencies common in commercial lending transactions.

The workshop will illustrate how to:

- ❖ Perfect security interests under Article 9 of the UCC
- ❖ Identify the borrower and document the authority to borrow
- ❖ Understand contract basics, notes, security agreements, mortgages, pledges and other essential loan contracts
- ❖ Use commitment letters
- ❖ Understand the implications of loan default(s)
- ❖ Protect against tax liens and other conflicting encumbrances
- ❖ Understand bankruptcy implications
- ❖ Recognize and prevent violations of ECOA

Participants will learn a step-by-step process to recognize problems and take action to prevent loan loss exposure from faulty documentation.

ESSENTIALS OF ARTICLE 9 OF THE UNIFORM COMMERCIAL CODE

Article 9 of the Uniform Commercial Code, adopted in all states, dictates how lenders perfect security interests in all collateral except real estate. Participants will learn how to interpret and apply the principles of this important body of law that governs all transactions intended to create a security interest in personal property and/or fixtures.

This section will examine the most common problems encountered with UCC Article 9 and provide practical guidance in critical areas, including:

- ❖ Basic scope of Revised Article 9
- ❖ Collateral classification & description under Article 9
- ❖ Perfecting security interests in deposit accounts
- ❖ The “where to file” rules are examined
- ❖ Creating enforceable security interests in various types of collateral
- ❖ Different perfection methods under the UCC
- ❖ Lien priorities and lien searches
- ❖ Enforcing unperfected security interests
- ❖ Gaining priority through purchase money transactions

REAL ESTATE MORTGAGES / DEEDS OF TRUST

Participants will learn the basic requirements of securing loans with real estate examining such problems as perfection, future advance clauses and loan renewals. Participants will be exposed to proper “due diligence” procedures when a loan is secured by real estate including the use of title insurance, surveys and environmental audits.

WORKSHOP MATERIAL

Each participant will receive a workshop manual consisting of over 250 pages of reference material, including a user’s guide to loan documentation, a sample forms file, comprehensive loan closing checklist, and key excerpts from Nebraska’s version of Article 9 of the Uniform Commercial Code. During the session, participants will learn to use this comprehensive manual as a desk reference for dealing with the questions and problems that will be encountered on-the-job.

About the Speaker:

Lewis C. Laderer, Jr. is a partner in the law firm of Laderer & Fischer, P.C. in South Bend, Indiana. Laderer & Fischer focus their practice almost exclusively on the representation of commercial banks and other commercial lenders in the areas of banking law, commercial litigation, and bankruptcy.

Program Outline:

(all three days)

- 8:30 a.m. Registration/Continental Breakfast
- 9:00 a.m. General Session
- 12:00 p.m. Luncheon
- 1:00 p.m. General Session
- 4:00 p.m. Adjournment

Loan Doc II **Advanced Loan Documentation**

Prevention of loan losses through implementation of proper loan structuring and documentation techniques is the objective of this workshop. This follow-up workshop to Principles of Loan Documentation will focus on more complex and problematic lending transactions, including securing loans with real estate with special emphasis on title insurance and surveys, and understanding the special problems of floor-plan and construction financing. In addition, this workshop will address the provisions of revised Article 9 of the Uniform Commercial Code that deal with security interests in securities and other investment property, such as brokerage and trust accounts.

FLOOR-PLAN FINANCING

Part I of this workshop will address key issues related to floor-plan financing, including: the floating lien concept under Article 9; perfection of a purchase money security interest; understanding the interests and rights of the parties involved; key components and provisions of the floor plan loan agreement; cooperative efforts between and among competing floor-plan lenders; successful monitoring of the floor plan agreement to prevent sales out of trust; and the special problems associated with a floor-plan borrower in default.

SECURING LOANS WITH INVESTMENT PROPERTY UNDER REVISED ARTICLE 9 OF THE UNIFORM COMMERCIAL CODE

This session of the workshop will review the scope and requirements of the revised Uniform Commercial Code dealing with perfecting security interests in stocks, bonds, mutual funds, investment accounts, and other investment property. Participants will learn the scope, provisions and definitions under Article 9 as well as key provisions from Article 8 of the UCC; the interaction of the revised Articles 8 and 9 of the Uniform Commercial Code and how to perfect and terminate security interests in certificated and un-certificated securities as well as investment accounts.

CONSTRUCTION FINANCING

Section III of the workshop addresses potential problem areas unique to construction financing and how to avoid them. Participants will learn how to collateralize and document a construction loan (including preparation of the construction loan agreement and commitment letter). In addition, this segment will examine the all-important subject of disbursement controls and limiting the risks posed by mechanic's liens. This section will also explore how the lender might increase its protection and reduce the administrative burdens of a construction loan by using a title insurance agent to handle disbursement of loan proceeds.

REAL ESTATE SECURED LOANS

The final portion of the program will deal with some of the unusual challenges related to loans secured by real estate. Participants will learn how to create and perfect a security interest in real estate using a mortgage or deed of trust. The program dissects a typical mortgage explaining its key provisions and their benefit to the mortgage lender. The primary emphasis in this section of the program is on title insurance and surveys, how to understand them and use them effectively to enhance the protection of the lender's security interest in real estate. Included will be a detailed discussion about the lender's title insurance policy, available endorsements which provide greater protection to the lender, understanding and obtaining deletion of the standard exceptions to coverage in title commitment letters, and the importance of real estate surveys and environmental due diligence to the lender taking real estate as collateral.

WORKSHOP MATERIAL

Each registrant will receive a comprehensive manual designed to be used as a daily reference tool for those involved in the lending process. The workshop manual will include detailed checklists, reference material, a course outline and important and useful contractual documents and provisions.

Registration Information:

Advance registration fee for these workshops includes all workshop materials, continental breakfast, break service & luncheon.

The registration breakdown is as follows:

	<u>Member</u>	<u>Non-Member</u>
Loan Documentation I: Principles of Loan Documentation Workshop.....	\$215.00.....	\$645.00
Loan Documentation II: Advanced Loan Documentation Workshop	\$215.00.....	\$645.00
Loan Documentation III: Loan Documentation for the Ag-Lender Workshop	\$215.00.....	\$645.00

The deadline for registration and receiving refunds for cancelled registrations is **November 8, 2018**. Registrations received after that date will be an additional \$25 per workshop/per banker and subject to space availability.

Continued on reverse.

Loan Doc III Loan Documentation for the Ag-Lender

This program should be attended by people involved in the agricultural lending process in lieu of the Principles of Loan Documentation Workshop.

Poor loan documentation can cost your financial institution thousands of dollars each year. Unfortunately, the importance of effective loan documentation is most apparent when it is already too late. Dubbed "Street Law for the Agricultural Lender," this workshop focuses on the major legal concepts, specific requirements and common problems in the specialized field of agricultural loan documentation with particular emphasis on avoiding loan losses due to faulty documentation. Our "hands-on" approach allows you to return to work and apply what you have learned. This workshop should be taken by people involved in the agricultural lending process in lieu of the Principles of Loan Documentation Workshop.

PROBLEM METHOD

Throughout the program the problem method will be used to challenge the participants in important areas of agricultural loan documentation. The instructor will demonstrate the difficulty and challenges often times hidden in every day/routine agricultural lending transactions by posing problems to the participants based on "real world" situations faced by actual lenders who, unfortunately, documented the loan incorrectly resulting in costly legal challenges. The use of the problem method will involve the participants and challenge their ability to identify documentation errors and deficiencies common in agricultural lending transactions.

IDENTIFYING THE BORROWER

Lending to family farming operations has unusual challenges. The program deals with ways to "flush out" the interests that spouses and children might have in the family farming operation. It examines who should be the borrower and who should sign security agreements.

REAL ESTATE MORTGAGES/DEEDS OF TRUST

Participants will learn the basic requirements of securing loans with real estate examining such problems as perfection, future advance clauses and loan renewals. Participants will be exposed to proper "due diligence" procedures when a loan is secured by real estate including the use of title insurance, surveys and environmental audits.

ESSENTIALS OF ARTICLE 9 OF THE UNIFORM COMMERCIAL CODE

Article 9 of the Uniform Commercial Code, enacted into law in all states, dictates how lenders perfect security interests in all collateral except real estate. Over the years, major changes have occurred in the area of agricultural security interests. This workshop examines the current version of Article 9 in effect in Nebraska, including the 2010 Amendments that became effective on July 1, 2013. Emphasis will be placed on collateral description and perfection, where to file for all types of collateral, dealing with non-Article 9 agricultural liens adopted in Nebraska (and neighboring states) and how they impact the Article 9 agricultural lender. Those attending will also learn to identify when purchase money security interests are important, and how to use them to gain a first position over a prior UCC filer for equipment, inventory, livestock, and fixture collateral. Participants will learn how to interpret and apply the principles of this most important body of law which governs all transactions intended to create a security interest in personal property (including crops and livestock) and/or fixtures. Special emphasis will be placed on perfecting security interests in both tangible (e.g., crops and livestock) as well as intangible (e.g., USDA entitlement payments) agricultural.

SAMPLE LOAN DOCUMENTS

Each registrant will receive a comprehensive Ag-Lending Loan Documentation Manual including key statutory references, a comprehensive workshop outline, sample ag-lending loan documents as well as other information important to the ag-lender.

WHO SHOULD ATTEND

This workshop is appropriate for anyone involved in the agricultural lending process including CEOs, loan officers, credit analysts, bank counsel, branch managers with lending authority, loan review personnel, internal auditors and documentation support staff. It is structured similarly to the Principles of Loan Documentation program with special emphasis on the challenges facing the ag-lender. This program should be attended by people involved in the agricultural lending process in lieu of the Principles of Loan Documentation Program.

Please feel free to dress casually.

To ensure your comfort, please bring a light jacket or sweater to the program.

Notice: If you have a disability that may affect your participation in this event, please forward a statement regarding any special needs to the Nebraska Bankers Association. We will contact you to discuss accommodations.

Event Location:

Holiday Inn - Kearney

110 S 2nd Ave, Kearney, NE (308) 237-5971

P.O. Box 80008

233 South 13th Street, Suite 700

Lincoln, Nebraska 68501-0008

Phone: (402) 474-1555

Education Center Fax: (402) 474-2148

NBA Nebraska Bankers Association



2018 Loan Documentation Workshops

Holiday Inn - Kearney
November 13, 14, 15, 2018

Financial Institution: _____
Bank / Branch Address: _____
City/Town: _____ Zip: _____
Phone# (_____) _____

Please register the following individual(s):			Last 4 Digits of Social Security #	Holiday Inn - Kearney		
FIRST NAME	MI	LAST NAME		Nov 13 Loan Doc I	Nov 14 Loan Doc II	Nov 15 Loan Doc III

Please indicate which of the following workshop(s) you plan on attending under the appropriate date(s) and workshop number(s):

	Member	Non-Member
Loan Documentation I: Principles of Loan Documentation Workshop	\$215.00	\$645.00
Loan Documentation II: Advanced Loan Documentation Workshop	\$215.00	\$645.00
Loan Documentation III: Loan Documentation for the Ag-Lender Workshop	\$215.00	\$645.00

Registrations after 11/08/18 will receive an additional late fee charge of \$25.00 per workshop.

ONLINE YOU MUST LOGIN TO RECEIVE MEMBER DISCOUNTED PRICING!

Four Ways to Register:

- FAX: (402) 474-2148
- MAIL: NBA Education Center,
PO Box 80008, Lincoln, NE 68501
- PHONE: (402) 474-1555

- WEBSITE: www.nebankers.org
→Education→
Event Calendar

Payment Choice (check one):

- MasterCard
- VISA

Cardholder Name: _____

Card Number: _____ CVV: _____

Exp. Date: _____ Signature: _____

TOTAL DUE \$ _____



2018 Loan Documentation Workshops

Holiday Inn - Kearney
November 13, 14, 15, 2018

Financial Institution: _____
Bank / Branch Address: _____
City/Town: _____ Zip: _____
Phone# (_____) _____

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→Education→
Event Calendar

Payment Choice (check one):

- MasterCard
- VISA

Cardholder Name: _____

Card Number: _____ CVV: _____

Exp. Date: _____ Signature: _____

TOTAL DUE \$ _____

2018 AG & BEYOND

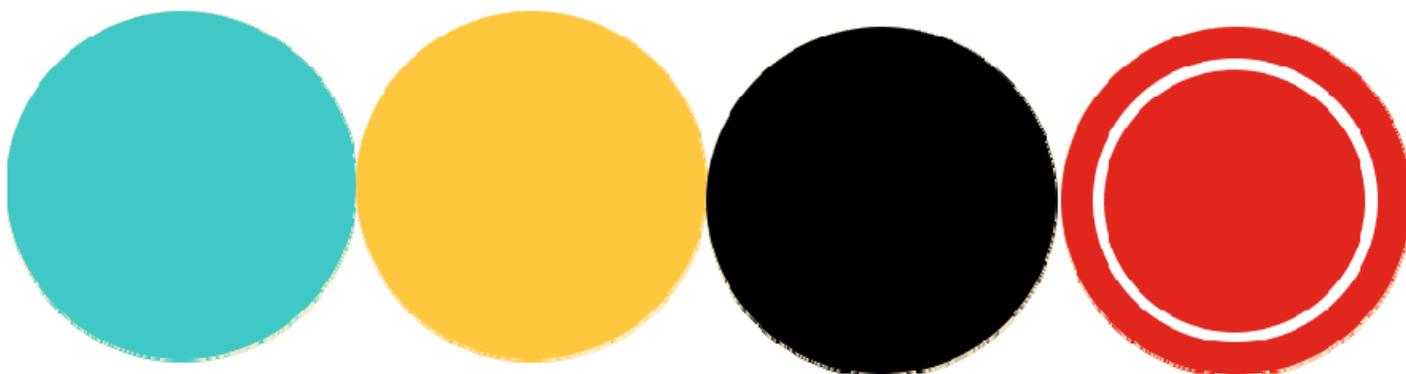
PRESENTED BY
DR. DAVID M. KOHL, Ph.D.



**ANNUAL
PRODUCER
UPDATE**

**DEC
4 & 5**

**AGRICULTURE
STRATEGIES
ECONOMY**



Register online at www.nebankers.org

2018 Ag & Beyond

Presented by Dr. David M. Kohl, Ph.D.

December 4 – Norfolk, Northeast Community College

December 5 – North Platte, Quality Inn & Suites

Who Should Attend

This program is designed for ag lenders and their ag customers (*including spouses*) along with High School and College Students interested in careers in agriculture.

Please see special pricing for your ag customers/spouses/students below!

“Agriculture Today: It Is What It Is... What Should We Do About It?”

The agricultural economic down turn is in the sixth year and counting. Razor thin margins combined with increased volatility is the economic environment that most in the industry are facing. The result is massive changes in the structure of agriculture and rural communities.

- What is the state of the trade agreements and the short and long-term implications to the bottom line?
- Where are interest rates, land values, and food trends leading the industry?
- How can one adjust strategies and tactics to cope and survive in this environment?

Program Outline

9:30 a.m.
Registration / Continental Breakfast

10:00 a.m.
General Session

12:00 p.m.
Luncheon

12:45 p.m.
General Session...continued

2:30 p.m.
Adjourn

Registration Information

NBA Member: \$175 per person

Ag Customer & Spouse: \$100 per couple

Ag Customer or Student Guest(s): \$75 per person
(*\$65 per person for 5 or more Customer/Student Guests*)

Non-NBA Member: \$525 per person

The fee includes all program materials, break service, and luncheon. The deadline for registration and receiving refunds for cancelled registrations is November 28, 2018.

Registrations received after that date will be an additional \$25.00 per person and subject to space availability.

About Dr. David M. Kohl, Ph.D.



David Kohl received his M.S. and Ph.D. degrees in Agricultural Economics from Cornell University. For 25 years, Kohl was Professor of Agricultural Finance and Small Business Management and Entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Virginia. He was on special leave with the Royal Bank of Canada working on advanced initiatives for two years and assisted in the launch of the successful entrepreneurship program at Cornell University. Kohl is Professor Emeritus in the AAEC Department at Virginia Tech.

Dr. Kohl has traveled over nine million miles throughout his professional career! He has conducted more than 6,000 workshops and seminars for a variety of agricultural audiences. In 2017, Kohl was inducted into the Virginia Tech College of Agriculture and Life Sciences Hall of Fame. He is also a business coach and part owner of Homestead Creamery, a value-added dairy business in the Blue Ridge Mountains. Dr. Kohl's personal involvement with agriculture and interaction with key industry players provide a unique perspective into the future trends of the agricultural industry and economy.

Location Information

**North Platte –
Quality Inn & Suites**
2102 S Jeffers St, 308-532-9090

**Norfolk - Northeast Community College,
Lifelong Learning Center**
801 E Benjamin Ave, 402-371-2020

1-10/12/18u



**Agriculture 2018
and Beyond**
December 4 – Norfolk
December 5 – North Platte

Financial Institution: _____
Bank / Branch Address: _____
City/Town: _____ Zip: _____
Phone# (_____) _____

Please register the following individual(s):			Last 4 of SSN	Choose a location:		Banker \$175	Producer \$75	Spouse (Accompanying a producer) \$25	Student \$75	Teacher \$75
FIRST NAME	MI	LAST NAME		Norfolk	North Platte					

Registration NBA Members: \$175 (per person) Ag Producer/Students: \$75 (per person) Registration Non-NBA Members: \$525 (per person) Registration after 11/28/2018 will be an additional \$25 per person.

ONLINE YOU MUST LOGIN TO RECEIVE MEMBER DISCOUNTED PRICING!

Four Ways to Register:

- ☎ FAX: (402) 474-2148
- ✉ MAIL: NBA Education Center, PO Box 80008, Lincoln, NE 68501
- ☎ PHONE: (402) 474-1555

- 🌐 WEBSITE: www.nebankers.org
- Education→
- Event Calendar

Payment Choice (check one):

- MasterCard VISA

Cardholder Name: _____
Card Number: _____ CVV: _____
Exp. Date: _____ Signature: _____

TOTAL DUE \$ _____

*Please feel free to dress casually.
To ensure your comfort, please bring a light jacket or sweater
to the program.*

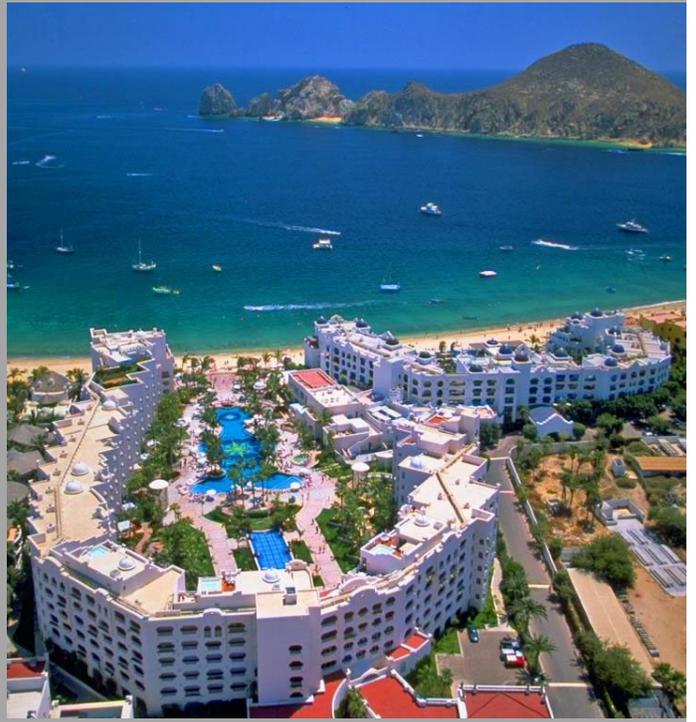
Notice: If you have a disability that may affect your participation in this event, please forward a statement regarding any special needs to the Nebraska Bankers Association. We will contact you to discuss accommodations.

233 South 13th Street, Suite 700
Lincoln, Nebraska 68508
Phone: (402) 474-1555
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www.nebankers.org

NBA Nebraska Bankers Association

2019 BANK EXECS

Bank Executive
Conference

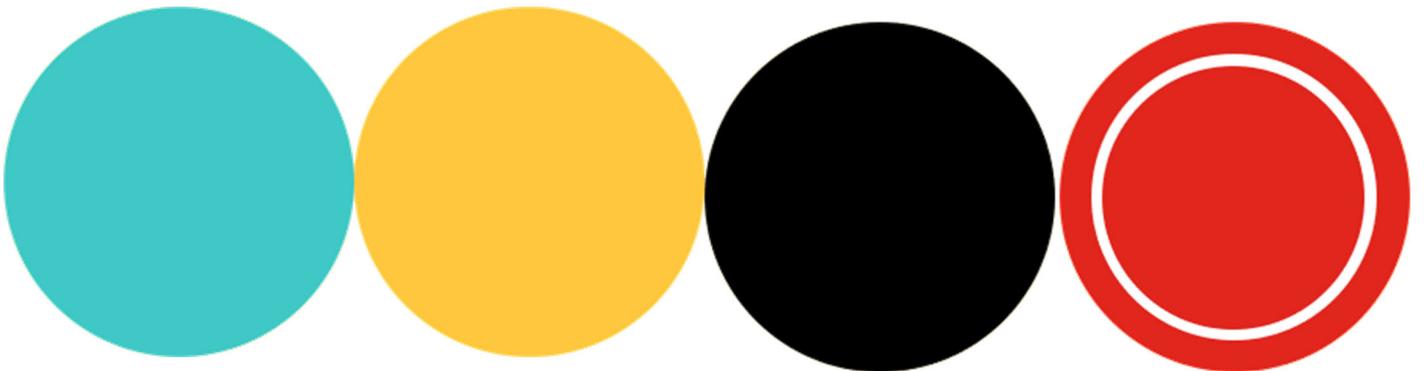


**ANNUAL
EXECUTIVE
CONFERENCE**

**FEB
20-24**

**SUCCESSION
PERFORMANCE
CYBERSECURITY**

Pueblo Bonito Rosé Golf & Spa Resort, Cabo



Join us for this great line-up!

See registration form for the SPECIAL DISCOUNT OF \$100 PER PERSON due to the Pueblo Bonito Rosé's All-Inclusive Room Rate!

Program Outline

Wednesday, February 20, 2019

6:00 – 7:00 p.m.

Welcome to Cabo Reception!Pueblo Bonito Rosé

Thursday, February 21, 2019

7:00 a.m.

Breakfast for Bankers

7:30 a.m.

Opening Remarks and Association Update

Dave Dannehl, NBA Chairman and Richard Baier, NBA President & CEO

8:00 – 8:30 a.m.

“Legislative & State Regulatory Update”

Bob Hallstrom, Nebraska Bankers Association

8:30 – 8:45 a.m.

Break

8:45 – 10:30 a.m.

“Community Bank Performance and Value Trends”

John Adams, VP-Investment Banking, Sheshunoff & Co.

A data-rich review of topics including performance trends of regional banks compared to community banks; impact of the shrinking number of banks; publicly-traded bank valuations with a focus on Nebraska banks; rationale and limitations of bank acquirers; the dramatic performance / valuation differences of banks with varying levels of loans to deposits; and recent local and national merger activity and prices, working to understand the current and future implications for community bank performance and value.

10:30 a.m.

Adjournment

FOR SPOUSES

9:00 a.m.

Spouse/Guest BrunchPueblo Bonito Rosé

11:30 a.m. (tee times begin)

Golf Shamble Quivira Los Cabos

7:00 – 8:00 p.m.

Annual Golf Awards ReceptionPueblo Bonito Rosé

Friday, February 22, 2019

7:00 a.m.

Breakfast for Bankers

7:30 – 9:00 a.m.

“Addressing Three Succession Issues: Management, Board and Shareholder Succession”

Robert Flowers, Partner, Fenimore Kay Harrison & Ford

Is your business plan lacking key issues that can help your bank remain independent? Most community bank business plans touch on SWOT analysis followed by a discussion of new initiatives. Learn strategies for management and board succession, as well as ownership options to promote flexibility in your decision to remain independent.

9:00 – 9:15 a.m.

Break

9:15 – 10:30 a.m.

“Compensation and Generations: Developing Millennials into the Next Community Bank Leaders”

Flynt Gallagher, *President, Compensation Advisors*

With many key bank leaders retiring between now and 2020, the banking industry is working on identifying and grooming young, smart, enthusiastic bankers committed to better serving the banking industry. However, millennials act, think and respond differently than baby boomers – this is especially so when it comes to incentives. Join us for a discussion on methods to compensate, recruit, retain and develop well-rounded bankers prepared to become the next generation of banking industry leaders.

10:30 a.m.

Adjournment

(Afternoon & Evening on Your Own)

- or -

11:30 a.m. *(tee times begin)*

Optional Golf Cabo Real

- or -

11:00 a.m. – 4:30 p.m.

Outback Camel Safari *Optional Event*

(See the enclosure for information on the Optional Events)

- or -

12:00 – 5:00 p.m.

Snorkel Tour on Luxury Sailing Boat *Optional Event*

(See the enclosure for information on the Optional Events)

Open Evening – On Your Own

Saturday, February 23, 2019

7:00 a.m.

Breakfast for Bankers

7:30 – 9:00 a.m.

“Enterprise Risk Management & The Role of Senior Management & the Board”

Michael Berman, *CEO, Ncontracts*

Every banking crisis creates increased scrutiny from our regulators and our shareholders and we believe the key issue coming from the latest problems are all about improving how we actually manage risk to both insure failures do not occur, but more importantly, to make certain we can continue to run a high performing institution. Whether we call this Enterprise Risk Management (ERM) or simply enhanced risk management, the focus is the same - forward-looking as opposed to historic analysis. Our session will explore the logic for this enhanced process, describe the key components of this concept, and provide guidance on what we see occurring in the community-banking world in reaction to this enhanced scrutiny.

9:00 – 9:15 a.m.

Break

9:15 – 10:30 a.m.

“Managing Interest Rate and Liquidity Risk in a Rising Rate Environment”

Al Forrester, *CEO, FICast Data Corporation*

With the Federal Reserve in the middle of its first tightening cycle in more than a decade, finding a balance between interest rate risk, liquidity and performance has never been more critical. This session will discuss best practices for complying with the heightened regulatory scrutiny and how you can prepare your balance sheet today to protect against future rate hikes.

10:30 a.m.

Adjournment

(Afternoon on Your Own)

- or -

2:15 – 5:30 p.m.

Outdoor Zip Line Adventure *Optional Event*

(See the enclosure for information on the Optional Events)

7:00 – 9:30 p.m.

“Closing Evening” Pueblo Bonito Rosé

The evening will include a reception, dinner, and entertainment.

Sunday, February 24, 2019

For those departing today, have a safe trip home!

Conference Registration

Enclosed you will find the registration form for the 2019 Bank Executive Conference, including registration for the golf shambles and optional events. Please complete and return this form to the NBA office by **January 20, 2019**. Since a considerable amount of planning goes into this out-of-state conference, we would appreciate you sending your registration form in today. If you are planning to attend but do not wish to process your check until we're into 2019, we can bill you after the end of the year. NO refunds will be made after 01/20/19.

Banker or Associate Member \$545.00
Accompanying Spouse/Guest..... \$395.00

See registration form for the SPECIAL DISCOUNT OF \$100 PER PERSON due to the Pueblo Bonito Rosé's All-Inclusive Room Rate!

The NBA will be providing ground transportation to and from the airport as part of your registration fee.

Non-Member \$1,635.00

Banker registration fee includes all NBA-planned receptions, Saturday night's reception, dinner, and entertainment, continental breakfasts, breaks, plus conference general sessions, and the Spouse/Guest fee includes all NBA-planned receptions, Saturday night's reception, dinner, and entertainment, plus conference general sessions.

If you have any questions or would like more information, please contact the NBA Education Center at ☎(402) 474-1555 or nbaeducation@nebankers.org.

Hotel Reservations

Room rate: \$497 inclusive of taxes for Double Occupancy

Pueblo Bonito Rosé's rate is an all-inclusive rate that includes meal options at their on-site restaurants and poolside bars.

A reservation form for your stay at *Pueblo Bonito Rosé* is enclosed. This form should be completed and send to Travel & Transport (*NBA's designated travel agency for the conference*) by January 20, 2019. **Please note that January 20 is the date for our room block cut-off.** We would encourage you to make your reservation by that date to ensure availability. Availability before and after the conference is on an availability basis. If you are planning to spend additional days before or after our conference dates, we would suggest you make your reservations immediately. The hotel requires a two-night deposit, per room, to guarantee accommodations. These deposits will be credited to your individual folio. All guest cancellation notices must be received by *Pueblo Bonito Rosé* at least 14 days prior to your arrival or your deposit will be forfeited.

Notice: If you have a disability that may affect your participation in this event, please forward a statement regarding any special needs to the Nebraska Bankers Association. We will contact you to discuss accommodations.

Who Should Attend

All Bankers, Directors, and Their Spouses/Guests

Bankers, directors, and their spouses/guests are encouraged to attend all general sessions and evening functions.

The NBA's Education Advisory - Management Subcommittee has planned this Bank Executive Conference for the benefit of all who attend.

What to wear!

Casual attire is suggested for all events! Sweaters or jackets may be needed for both indoor and outdoor functions.

If you have any questions or would like more information, please contact the NBA Education Center at (402) 474-1555 or nbaeducation@nebankers.org.

Travel Information

Please call our designated travel agency, Travel & Transport, at (800) 714-5350 or (402) 489-2277 and ask for Peg Gullikson for complete assistance with your travel needs. Please note that the hotel check-in time is 4:00 p.m. If you arrive prior to that time, you will not be guaranteed check-in until 4:00 p.m. unless your room becomes available earlier. Check-out time is 12:00 p.m.

TRAVEL INSURANCE

Please ask Peg Gullikson with Travel & Transport or your own travel agent before booking your airline tickets.

Airport to Hotel Transfers

The NBA will be providing ground transportation to and from the airport as part of your registration fee.

Please provide your flight itinerary on the registration form so that we can arrange for your pick-up upon arrival and departure.

Nebraska Bankers Association
Phone# (402) 474-1555 Fax# (402) 474-2148

Friday, February 22, 2019

11:00 a.m. – 4:30 p.m.

Outback Camel Safari (optional event)

Set out on a voyage of unique proportions as you journey through the Baja desert atop a friendly camel. Discover the natural wonders and rich Baja Californian culture of the region from expert guides. Get introduced to your camel by name before hopping on the hump and setting off to explore! Camel riding is a truly unique way to take in the picturesque scenery of Baja California.

Includes:

- Round-trip transportation
- Camel Ride
- Tequila tasting
- Tortilla class
- Lunch
- Applicable taxes
- Staff guides and coordination by



NOTE: Closed toed shoes for walking, sunscreen, camera, money for souvenirs. Restrictions: guests with limited mobility, neck or back problems, and expectant mothers may not participate

Cost: \$139.00 per person, inclusive of everything listed above

12:00 – 5:00 p.m.

Snorkeling Tour on Luxury Sailing Boat (optional event)

The Sea of Cortez off the southern shores of Cabo San Lucas is a snorkeler’s paradise. Snorkeling in Cabo is a memorable and rewarding experience to immerse yourself in the underwater environment, feeling the salt, and seeing so many colorful tropical fish. Respecting and conserving this fragile environment are very important to the Cabo sailing community.

Includes:

- Round-trip transportation
- Snorkel time
- Lunch
- Applicable taxes
- Staff guides and coordination by



NOTE: Towels will be supplied by the hotel.

Cost: \$139.00 per person, inclusive of everything listed above

Saturday, February 23, 2019

2:15 – 5:30 p.m.

Outdoor Zip Line Adventure (optional event)

Some people travel to Cabo to relax. Others for adventure. If you’re looking to add a little (or a lot) of adventure to your Cabo stay, there is no better choice than the Outdoor Zip Line Adventure tour! Join expert guides for a Cabo zip line tour. Feel the rush of the best Cabo San Lucas zip line courses available and take in some of the region’s most breathtaking views along the way. If adventure is your style, this is the tour for you.

NOTE: Physical requirements: Able to walk a 20-degree slope for up to five minutes. Not currently pregnant (two or more months). Do not have cardiac, respiratory problems, osteoporosis, recent surgeries, or vertigo. Wear shorts or light trousers. Tennis or hiking shoes or boots, cap, sunglasses, and sunblock are suggested – no sandals. The maximum weight per person allowed for this activity is 250 pounds.

Includes:

- Round-trip transportation
- Exclusive zipline excursion
- Top quality equipment
- All applicable taxes
- Staff guides and coordination by



Cost: \$155.00 per person, inclusive of everything listed above



Pueblo Bonito Rosé Golf & Spa HOTEL REGISTRATION FORM

Room Reservation Form for
Nebraska Bankers Association's
2019 Bank Executive Conference
February 20 – 24, 2019

(Fax this form along with the two-night deposit to Travel & Transport: 402-489-9856)

Name(s): _____
Institution: _____
Address: _____ Phone: () _____
City/State: _____ Zip: _____ E-mail: _____
Arrival Date: _____ Time: _____ Departure Date: _____

**A two-night deposit is required per suite.
All guest cancellation notices must be received by Pueblo Bonito Rosé
at least 14 days prior to arrival and a cancellation number is obtained.**

All Inclusive Rates: *(all taxes and services are included in these rates)*
Single *(one person)* **\$448 per Junior Suite** **Double** *(two people)* **\$497 per Junior Suite** _____

(Accommodations in luxury ocean or garden view suites outfitted with private balcony or patio, fully-equipped kitchenette, plush bedding, and pillow menu. Also includes housekeeping twice daily. For additional options on room views, contact Travel & Transport.)

- Advance deposit amount to be charged to credit card (VISA, MasterCard, Discover, American Express)
- Credit Card # _____ Expiration Date _____
- Card Holder Name _____

(Check-in time is 4:00 p.m./Check-out time is 12:00 p.m.)

Email this hotel registration form and the two-night deposit to:
Travel & Transport
Attn: Peg Gullikson / pgullikson@tandt.com
Phone: (402) 489-2277, ext. 6

Rooms will be on a space-available basis only after January 20, 2019.



NBA Nebraska Bankers Association

**Pueblo Bonito Rosé
Golf & Spa Resort**
February 20 – 24, 2019 • Cabo

2019 Bank Executive Conference

REGISTRATION FORM

Institution: _____ Address: _____

City/State: _____ Zip: _____ Phone#: (____) _____

Name _____ Last 4 of SSN _____

SPECIAL DISCOUNTED FEE \$545/Banker \$445/Banker \$395/Spouse \$295/Spouse	Please (X) here if spouse/guest and plan to attend the Spouse/ Guest Brunch	THURSDAY Bankers/Spouse Golf Shamble (optional) \$275/person	FRIDAY Outback Camel Safari (optional) \$139/person	FRIDAY Snorkel Tour On Luxury Sailing Boat (optional) \$139/person	SATURDAY Outdoor Zipline Adventure (optional) \$155/person	OPTIONAL GOLF FRI, FEB 22 (optional) \$245/person

The special discounted fee of \$100 per person is due to the Pueblo Bonito Rosé being an all-inclusive property!

Name _____ Last 4 of SSN _____

SPECIAL DISCOUNTED FEE \$545/Banker \$445/Banker \$395/Spouse \$295/Spouse	Please (X) here if spouse/guest and plan to attend the Spouse/ Guest Brunch	THURSDAY Bankers/Spouse Golf Shamble (optional) \$275/person	FRIDAY Outback Camel Safari (optional) \$139/person	FRIDAY Snorkel Tour On Luxury Sailing Boat (optional) \$139/person	SATURDAY Outdoor Zipline Adventure (optional) \$155/person	OPTIONAL GOLF FRI, FEB 22 (optional) \$245/person

Airport to Hotel Transportation

Please include your airline itinerary information for the conference. We will not be making your airline reservations; however, we need your travel plans so that we can arrange for ground transportation to and from the airport.

Ground transportation is being provided as part of your conference registration fee.

	Date	Airline	Flight #	City	Time
ARRIVING IN CABO				Depart:	
				Arrive:	
DEPARTING FROM CABO				Depart:	
				Arrive:	

3 Ways to Register



By Fax – Complete and fax this Registration Form to (402) 474-2148.



By Mail – Mail your check to include registration fees payable to the Nebraska Bankers Association and registration form to:

NBA Education Center
P.O. Box 80008 / Lincoln, NE 68501-0008



By Phone – You can register by calling the NBA Education Center at (402) 474-1555.

Method of Payment

Total Due: _____

Payment Choice (check one):

MasterCard VISA

Card Holder Name: _____

Card Number: _____

CVV: _____ Exp. Date: _____

Signature: _____

Cabo San Lucas

"One of the World's 100 Great Golf Courses in the World"

GOLF DIGEST

GOLF INFORMATION/REGISTRATION

Golf Shamble

Quivira Los Cabos

Thursday, February 21

11:30 a.m. - Tee times for 18 holes of Golf

Name: _____ 18-hole handicap _____ Clubs Needed R_____ L_____

\$275.00 per person and includes everything listed below. Please include payment for Golf Shamble on the front side of this form. Club rentals are available and will be charged at the course. *(please indicate above)*

Once registered, a 72-hour advance notice of cancellation must be given.

Rate includes:

- Green fee, practice balls, and towels
- Food and drinks:
 - Driving Range: Sodas, juice, coffee, bottled water, fruit, granola bar, sweet bread, Beer, Snacks and tequila.
 - Cliffs Comfort Station: (between hole 4 and 5): Sodas, juice, coffee, bottled water, fruit, granola bars Beer, mini tacos or sandwich and Tequila- Sparkling wine – Rum- Gin
 - Oasis Comfort Station: (Between 8 and 9 hole) – Grill (Quesadillas – mini burgers) - International Open Bar - Beer, soda, flavored water, bottled water
 - Tee Comfort Station: (16th tee boxes) - Sodas, juice, bottled water, beer, mini pretzels (salty), peanuts, granola bar.

Optional Tee Times

REGISTRATION FORM

If you are interested in reserving additional tee times on Friday, **please indicate so below and include in the total amount due on the front.**

Friday, February 22

CABO REAL GOLF CLUB

\$245.00 (includes tax)

Foursomes beginning at 11:30 am

Name: _____

2): _____

3): _____

4): _____

Bankers in the News

Rob Trebilcock, Bank of the West (Alliance), has been elected president of the Nebraska Sports Council Board of Directors.

Banks in the News

Adams Bank & Trust, First National Bank North Platte, Great Western Bank, NebraskaLand National Bank, and Wells Fargo Bank, N.A. (all of North Platte) were corporate sponsors for the Generating Resources for Education Excellence Now (G.R.E.E.N.) event. The fundraiser brought in nearly \$130,000 for the North Platte Catholic Schools Endowment.

Cedar Security Bank (Fordyce, Wynot, and Hartington) collected items for the food pantry throughout the month of October.

First Bank & Trust of Fullerton (Fullerton) celebrated their 20th year delivering lunch to local farmers this fall.

First National Bank North Platte (North Platte) donated \$23,000 to Deborah's Legacy, an organization dedicated to providing rent free housing, support, and educational opportunities for women faced with homelessness.



First National Bank North Platte employees and Deborah's Legacy Representatives

Heartland Bank (Aurora) has announced plans to build a new facility on Highway 34 in Aurora. Construction is expected to begin in the spring of 2019.

Midwest Bank (Lincoln) and S-M-I-L-E, which stands for "seeking more independent life experiences," gave away three specially modified vehicles that help with the mobility for children with special needs.

Banks & Bankers

(October 31 - November 6)

Sandhills State Bank (based in Bassett) has agreed to acquire the Western States Bank branches in Grant, Ogallala, and Wauneta. The acquisition is expected to be finalized early next year.

U.S. Bank, N.A. (North Platte) will close after the new year. The decision comes after the bank's leadership reviewed the demand for services at the location.

Promotions & Appointments

WAHOO: Jordon Kavan, agricultural loan officer, Union Bank & Trust Co.

Recent NBA Events

The NBA held its annual Bank Investment, Funding & Economic Outlook Conference last week (Nov. 1-2) in Lincoln at the Cornhusker Marriott. More than 100 Nebraska bankers were in attendance.



Dr. Ernie Goss,
*Economist & Professor of Economics,
Creighton University*



Bryan Adler,
*Co-Founder & CEO,
Vetter*



Ed Krei,
First Bankers' Banc Securities



Greyson Tuck,
Gerrish Smith Tuck, PC



Don Musso & Tim Koch,
FinPro & GSB Colorado



Dr. Edmond Seifried,
Co-Chairman, Seifried & Brew

Banks & Bankers



(October 31 - November 6)

Share your news with the Nebraska Bankers Association!

Whenever your financial institution has a newsworthy event, we want to hear from you. Email your news, press releases, newspaper clippings and or photos to news@nebankers.org to be published in an upcoming Banks & Bankers and/or featured on social media.

Facebook: [@NebraskaBankersAssociation](https://www.facebook.com/NebraskaBankersAssociation) // Twitter: [@nebankers](https://twitter.com/nebankers)