



P E N N S Y L V A N I A
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BANKERS ASSOCIATION
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2011 PBA LENDING CONFERENCE - DAY I

November 17, 2011

The Hotel Hershey

Meeting Binders Sponsored By: T. Gschwender & Associates, Inc.

Conference Credits:

9 CPE

CLBB credits through ICB

7:30 a.m. Registration / Continental Breakfast – Garden Terrace East
Sponsored by – CEIS Review Inc.

8:20 a.m. OPENING GENERAL SESSION – Garden Terrace East
Welcome/Opening Remarks
2011 Lending Conference Chairman

8:30 a.m. – 9:45 a.m. GENERAL SESSION – Garden Terrace East
Lending Compliance
Jack Holzknacht(**confirmed**)
Principal
Pegasus Educational Services
Louisville, KY

9:45 a.m. – 10:10 a.m. **REFRESHMENT BREAK**
Co-Sponsored by – Investors Title Insurance Company, Bankers Settlement Services, Capital Region & Bankers Settlement Services of Southwest PA

10:15 a.m. – 11:15 a.m. GENERAL SESSION – Garden Terrace East
Economic Update
Robert B. Albertson (**confirmed**)
Principal & Chief Strategist
Sandler O'Neill & Partners, L.P.
New York, NY

11:20 a.m. – 12:20 p.m.

CONCURRENT SESSIONS

- 1) The proposed “qualified mortgage” and “qualified residential mortgage” provisions – Garden Terrace East

Paul Schieber, Esquire(**confirmed**)
Shareholder
Stevens & Lee
Reading, PA

- 2) Credit Scoring – Garden Terrace East

David Kemp(**confirmed**)
President
Bankers Management, Inc.
College Park, GA

12:20 p.m.

LUNCHEON – Starlight Terrace
Sponsored by : United One Resources

Speaker: Thomas M. Petro
PBA Chairman
President & Chief Executive Officer
Fox Chase Bank
Hatboro, PA

1:30 p.m. – 2:30 p.m.

CONCURRENT SESSIONS

- 1) Commercial Real Estate Workouts – Garden Terrace East

David Kemp(**confirmed**)
President
Bankers Management, Inc.
College Park, GA

- 2) Best Practices in Online Lending - Garden Terrace West

Mercedes Kelley Tunstall (**confirmed**)
Of Counsel
Ballard Spahr LLP
Washington, D.C.

Mark J. Furletti, Esquire (**confirmed**)
Ballard Spahr LLP
Philadelphia, PA

2:30 p.m. – 2:50 p.m.

REFRESHMENT BREAK - Garden Terrace East Lounge
Sponsored by – Commercial Acceptance Company

2:55 p.m. – 3:20 p.m.

GENERAL SESSION– Garden Terrace East
PA Department of Banking Update
Honorable Glenn Moyer (**confirmed**)
Secretary of Banking
Pennsylvania Department of Banking
Harrisburg, PA

3:30 p.m. – 4: 30 p.m.

GENERAL SESSION– Garden Terrace East

The Consumer Financial Protection Bureau: How it will Impact You
Mark F. Oesterle, Esquire (**confirmed**)
Reed Smith LLP
Washington, D.C.

4:45 p.m. – 5:45 p.m.

Adjourn/Reception – Starlight Ballroom

Co -Sponsored by – Investors Title Insurance Company, Bankers Settlement Services, Capital Region & Bankers Settlement Services of Southwest PA & Pennsylvania Bankers Association Services Corporation (PBASC)

2011 PBA LENDING CONFERENCE - DAY II
November 18, 2011
The Hotel Hershey

7:30 a.m.

Registration/Buffer Breakfast - Garden Terrace East
Sponsored by – Tiger Abstract

8:00 a.m.

Welcome/Opening Remarks – Garden Terrace East
2011 Lending Conference Chairman

8:15 a.m. – 9:10 a.m.

GENERAL SESSION – Garden Terrace East
Loan Portfolio Management
David Kemp (**confirmed**)
President
Bankers Management, Inc.
College Park, GA

9:15 a.m. – 10:15 a.m.

GENERAL SESSION– Garden Terrace East

Lending Law Update

Dean Dusingberre, Esquire (**confirmed**)

Partner

Rhoads & Sinon, LLP

Harrisburg, PA

10:15 a.m. - 10:40 a.m.

REFRESHMENT BREAK

Sponsored by – WebEquity Solutions

10:45 a.m. – 11:45 a.m.

GENERAL SESSION– Garden Terrace East

ALLL Methodology and Documentation: Meeting Regulatory Expectation

Amit Govil, CPA, CRISC (**confirmed**)

Partner

P&G Associates

East Brunswick, NJ

11:55 a.m. - 12:55 p.m.

GENERAL SESSION – Garden Terrace East

Stress Testing & Cash Flow

David Kemp (**confirmed**)

President

Bankers Management, Inc.

College Park, GA

1:00 p.m.

Closing Remarks/Adjourn

Take-Away Boxed Lunch Co-Sponsored by – The Quandel Group, Inc. & Pennsylvania Housing Finance Agency

Chocolate Give Away Sponsored by – MeridianLink

Badge Lanyards Sponsored by: Hartman Underhill & Brubaker LLP

Conference Sponsor– Stevens & Lee & Griffin Financial