39th Annual Graduate School of Bank Investments and Financial Management
America's Premier Financial Program for Community Bankers
May 16-20, 2015
Preparation for a rising interest rate environment

For detailed info and registration: learnmoore.com
The program’s mission is to provide a hands-on educational experience and to deliver product knowledge, quantitative skills and market experience in the dynamic fields of investment portfolio, asset/liability and financial management.

**ATTENDEES WILL GAIN PRACTICAL INSIGHT AND EXAMPLES FROM LEADING FINANCIAL PROFESSIONALS:**

- Understanding of investment instruments and strategies in the current environment
- Realistic assessment of securities pricing
- Evaluation of portfolio and pricing strategies in anticipation of rising interest rates
- Effective implementation of ERM and Strategic Planning
- Appreciation of the uses and abuses of Bloomberg information
- Effective corporate governance practices in risk management
- Regulatory update on IRR liquidity risk
- Comprehensive assessment of interest rate risk

Attendees are primarily community bankers who are new to the finance function, as well as experienced financial specialists. Approximately 70% of 2014 attendees were from banks with less than $500 million in assets; the remainder came from larger institutions or regulatory agencies.

Participants qualify for approximately 40 hours of Continuing Professional Education (CPE) credits.
SPECIAL FEATURES

Participants will analyze specific investment products, interest rate risk models, liquidity management, capital strategies and the search for earning assets. An introductory session addresses how brokers use and abuse Bloomberg in their communications with investors. Other sessions emphasize practical applications and case studies including the interpretation of information and application to investment and portfolio decisions. The emphasis is on using information to make strategic decisions.

Participants can choose between two levels of Investment Analytics:
1. Introduction to Investment Instruments and Strategies
2. Advanced Investments Analytics

OBJECTIVES

Classes start with the fundamentals of valuation and securities pricing. Classes then develop specific investment portfolio management expertise, comprehensive investment product knowledge and an overview of asset and liability management. Other classes address balance sheet and financial management issues faced by community banks, including funding alternatives, pricing deposits, strategic planning and performance measurement.

Core classes emphasize comprehensive asset/liability and general risk management techniques. Students will operate a bank as part of a team in a competitive simulation (BANKdynamics™) that emphasizes ALM. Participants should gain a clear understanding of mortgage-backed securities, callable agencies, municipal bonds, the optionality in investments and funding and interest rate risk analytics. Topics include liquidity management, capital management strategies, option valuation and OAS analysis, on- and off-balance sheet strategies, as well as timely insight into investment portfolio opportunities. Other classes will analyze strategies to find earning assets and generate fee income and the effective use of derivatives at community banks.
HIGH PERFORMANCE COMMUNITY BANKS
• Financial performance
• Organizational structure
• Business strategy

INVESTMENT INSTRUMENTS*
(Basic/Advanced Sections)
• Introduction & Advanced Analysis
• Money market products
• Treasury securities
• Basic mortgage securities and adjustable rate MBSs
• Collateralized mortgage obligations
• Agency securities: callable vs. non-callable
• Municipal bonds and notes
• Exercises: Understanding the risk/return features of different securities

CASE STUDIES
• Constructing an investment portfolio
• Funding the bank and contingency funding plans
• Deposit strategies
• Fee income alternatives

PORTFOLIO ANALYSIS*
• Regulatory issues
• Using yield curve and duration analysis
• Performance measurement: yield vs. total return
• Sector analysis
• Mix and maturity of the portfolio
• How forward rates influence portfolio decisions
• Bond swaps
• Dealer relationships
• Stress testing the portfolio

EFFECTIVE PORTFOLIO MANAGEMENT
• Performance measurement
• Stress test methodology
• Scenario analysis
• Holding period analysis
• Portfolio strategies
• Current tax and accounting issues

ASSET AND LIABILITY MANAGEMENT*
• Strategies to maximize earnings
• Identifying and managing risks
• GAP and earnings sensitivity analysis
• Duration and the sensitivity of economic value of equity
• Role of investments in managing profitability vs. risk
• Impact of regulations
• Critique of different ALM models
• Board reporting

LIQUIDITY ANALYSIS
• Brokered CDs and rate boards
• Use of Federal Home Loan Bank advances
• Estimating the bank’s cost of funds
• Pricing core deposits
• CDARs and IDC deposits
• Identifying liquidity needs and sources
• What is a core deposit?
• Pricing, elasticity and the cost of deposits
• Wholesale funding
• Leverage strategies
• Contingency funding plans

REGULATORY UPDATE
• Interest rate risk guidelines
• Liquidity risk
• Basel III - Dodd-Frank Act implications for community banks

BLOOMBERG ANALYSIS*
• Role of portfolio management in policy and regulatory issues
• Advanced investment vehicles:
  ◦ Collateralized loan obligations
  ◦ Whole loan mortgages
  ◦ Securitized assets (MBSs, CMOs, ABSs)
  ◦ Major agency ARM programs
• Effective discount margins with floating rate instruments
• Total return management, strengths and weaknesses
• Why price off LIBOR?
• Review of participants’ investment portfolios

INTEREST RATE SWAPS, CAPS AND FLOORS
• Fundamentals of basic off-balance sheet products
• Interest rate scenario evaluation
• Counter party risk
• Regulatory and capital considerations
• Applications: hedging and synthetic balance sheet positions

BANK DYNAMICS: A SIMULATION

STRATEGIC PLANNING AND STRESS TESTING
• Integrating planning with budgeting and enterprise risk management
• Strategies for improved performance

*Core courses. These courses have sessions that build from the basics of more complex topics.
Conference and Registration Information

NEW LOCATION!
Darla Moore School of Business, University of South Carolina
Daniel-Mickel Center for Executive Education
1014 Greene Street
Columbia, South Carolina 29208

PROGRAM FEE
REGISTER NOW AT LEARNMOORE.COM AND SAVE WITH EARLYBIRD PRICING!
$2,795  Early Bird Registration Fee (if registered prior to March 2, 2015)
$2,995  Regular Registration Fee
$2,795  Multiple Attendee Fee (organizations sending two or more people; fee is per person)

Please note, the full fee is payable in advance; or, in lieu of advance payment, a purchase order or similar authorization may be submitted at the time of registration.

The program fee includes a comprehensive package of materials, continental breakfast (Sun-Tue), full breakfast (Wed), refreshments daily, lunch (Sun-Tue) and a reception/dinner (Sat).

ACCOMMODATIONS
Hotel reservations, fees and transportation are the responsibility of each participant.

Room blocks have been secured at the following hotels, all of which are in close proximity to the Darla Moore School of Business. Please ask for the “Graduate Banking School” rate.

**Inn at USC**
1619 Pendleton St | Columbia, SC 29201 | 803.779.7779
www.innatusc.com
$112/night – The discounted rate is valid until May 4, 2015.

**Courtyard by Marriott Downtown at USC**
630 Assembly St | Columbia, SC 29201 | 803.799.7800
www.marriott.com/caecd
$139/night – The discounted rate is valid until April 16, 2015.

**Hilton Columbia Center**
924 Senate St | Columbia, SC 29201 | 803.744.7800
www.hiltoncolumbia.com
$134/night – The discounted rate is valid until April 15, 2015.

CANCELLATIONS
All notification of withdrawals and substitutions must be confirmed in writing. Substitutions may be made at any time. Written notification of withdrawal or transfer must be received prior to March 2, 2015. All withdrawals made after this date are subject to the loss of one-half the program fee. If a registered participant does not attend the program, and has not withdrawn or made a submission, the full program fee will be assessed.

Mail cancellations and substitutions to:
Darla Moore School of Business
Daniel-Mickel Center for Executive Education
1014 Greene Street
Columbia, South Carolina 29208

CURRICULUM DETAILS
For additional information regarding curriculum details, please contact:
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