



SENTRY MANAGEMENT, INC.

INVESTMENT ADVISERS

MEMO

TO: Financial Bank Clients
FROM: Murphy Davis, Sr.
RE: Virginia Financial Institutions Asset Management Seminar
Thursday, October 12, 2017 - Charlottesville, Virginia
DATE: September 14, 2017

Please find enclosed this year's Agenda for the Virginia Financial Institutions Asset Management Seminar. We will cover the economic cycle's highlights, market impacts (current and expected), interest rate risk developments and applications for banks, and IRR market/regulator stress tests. We will also discuss current market investment options, municipal credit analyses (including regulator prepurchase suggestions) and current investment alternatives for maximizing income on a risk adjusted basis.

The new Current Expected Credit Loss (CECL) standard for ALLL for all banks will be covered. This is a new requirement for recognizing an estimate for losses on all assets, including high quality investments. The new accounting standard requires pre-emptive loan losses and losses on held-to-maturity (HTM) securities. Also the definition of a Public Business Entity is changing (for both C corp and S corp banks). We will prepare definitive supporting literature.

Varying investment programs and projected results will be prepared, including associative risks of each program. Given the uncertainty of projected fiscal programs, all should consider flexible options to prepare for possible changes to the fiscal landscape. A different Administration, new/changing regulations, changing monetary/fiscal policies and new requirements for bank structural and reporting requirements are important and will be discussed.

Seminar registration will begin at 8:00 a.m. The seminar begins at 9:00 a.m. and will conclude no later than 2:30 p.m. sharp to facilitate afternoon travel schedules. Each participant will receive a copy of The Asset/Liability Management Handbook, which contains the program's slides and relative regulatory/accounting support documentation. Lunch and break refreshments are also provided. A fee of \$35 per person will be charged for the seminar to help offset a portion of the out-of-pocket expenses of the meeting. The seminar will again qualify for Continuing Education (CE) credit applicable to the Board of Public Accountancy. Certificates of completion will be available at the Seminar registration desk.

Enclosed is a form to indicate your and/or your associates' interest in attending the seminar. If you have not returned a form indicating your intentions concerning attendance, please take a few moments to fill out the enclosed registration form and fax or mail it to our office so arrangements for seminar books and meals may be made. You will receive an attendance confirmation.

If you will require a room, please contact the Boars Head Inn at 434-972-2250. Please mention you are attending the Sentry Management, Inc. Financial Institutions Asset Management Seminar.

We recognize the considerable time, effort and expense required for you to participate in this year's seminar and pledge to provide timely information, strategies and ideas which will add value to your bank. The coming year will surely continue to be challenging. If possible, we hope to see you at this year's seminar.

Thank you for the opportunity to be of service.

Enclosures
MD/kaw