

POTENTIAL TOPICS FOR DISCUSSION

Introductions

- How has 2016 started out for you?
- What is your top challenge in 2016? Opportunity?

Interest Rate Risk Management

- What are your expectations for interest rates? Implications for your business?
- What strategies are you using to manage/mitigate interest rate risk?

Balance Sheet Management

- How are you positioning the balance sheet in today's environment – composition and term structure?
- What steps are you taking to manage the balance sheet mix, e.g. concentrations, asset classes?
- What resources have you put towards capital planning and stress testing?

Liquidity Management

- How are you managing loan and deposit growth strategies?
- What external sources of liquidity are you utilizing, e.g. LOCs, FHLB, Corporates?

Enterprise Risk Management

- How are you organizing the risk management process at your credit union?
- What steps are you taking to control fraud?
- Policies and procedures to address concentration risks?

Big Data/Analytics

- What resources are you putting towards data management and analysis? What is the focus?

Revenue Diversification & Efficiencies

- What revenue diversification/new product initiatives are you considering and/or implementing?
- What initiatives are you taking to enhance productivity, manage expenses and/or improve processes?
- Profitability models – what are you using for member-level? Product-level? Branch-level?

Current Expected Credit Loss (CECL)

- How are you preparing? What data are you gathering? What changes need to be made to your processes? Are you working with any vendors?

Talent Management

- What strategies are you using to attract and retain talent?
- Succession planning

12:00 – 1:00 Lunch

Roundtable discussion based on interest – possible topics include:

- Exam experiences and focus
- Investment portfolio management strategies
- Branch strategies and technology