



MBA'S 126TH ANNUAL CONVENTION

THE GREENBRIER | WHITE SULPHUR SPRINGS, WV

— **JUNE 5-8, 2022** —



**Embrace
the Now**

MBA's 126th Annual Convention
The Greenbrier | White Sulphur Springs, WV

June 5-8, 2022

Schedule of Events

Sunday, June 5, 2022

2:00 - 6:00 pm

Convention Registration

2:30 - 4:30 pm

MBA Board of Directors Meeting

5:30 - 7:00 pm

Welcoming Reception

Dinner on Your Own

Monday, June 6, 2022

7:00 – 7:45 am

Knowledge Session with Breakfast

7:45 – 8:00 am

Coffee/Visit with Sponsors/Networking

8:00 – 8:45 am

Second Two Knowledge Sessions with Breakfast

9:00 – 11:45 a.m.

General Business Session

12:45 p.m.

MBA Golf Tournament

Afternoon Optional Networking Activities

Dinner on Your Own

Tuesday, June 7, 2022

7:00 – 7:45 am

Knowledge Session with Breakfast

7:45 – 8:00 am

Coffee/Visit with Sponsors/Networking

8:00 – 8:45 am

Second Two Knowledge Sessions with Breakfast

9:00 a.m. - 12:05 p.m.

General Business Session

Afternoon Optional Networking Activities

6:30 - 9:30 pm

Chairman's Night of Celebration

Wednesday, June 8, 2022

Travel Day



Dear Maryland Banker:

Please join us as we celebrate the 126th Maryland Bankers Association Annual Convention from June 5-8, 2022, at The Greenbrier in White Sulphur Springs, West Virginia. This is a wonderful destination for us - one you don't want to miss. Here's why:

- Expanded program on need-to-know topics, which includes six Knowledge Sessions
- Drivable location
- Policy updates with volunteer leaders from both ICBA and ABA plus MBA's Ramon Looby
- A thought-provoking kick-off session on the War for Talent presented by Alan Kaplan, President & CEO of Kaplan Partners
- A candid conversation on race and the importance of diversity, equity, and inclusion, conducted by Dr. David Anderson, of Gracism Global;
- Closing speaker, Todd Buterbaugh, with insights on managing the current reality, embracing change, and moving toward the future

We have plenty of optional networking opportunities available, including the Welcome Reception on Sunday evening and Tuesday evening with our Night of Celebration.

Remember - Registration is discounted if you register early (before May 1st)!

If you have any questions after reviewing the enclosed materials, please contact MBA's Ann DeVilbiss at 443-837-1606 | adevilbiss@mdbankers.com. We look forward to seeing you there!

William J. Pasenelli
Vice Chairman & CEO
Community Bank of the Chesapeake
and 2021-2022 MBA Chairman

Joseph L. Clarke
EVP, Chief Operating Officer
EagleBank
and Chairman, 2022 MBA
Convention Planning Committee

Thought Provoking Convention Speakers

The War for Talent in Banking: Pandemic Edition

Alan Kaplan
Kaplan Partners



Talent continues to be the essential ingredient for banks, and next to capital, perhaps the most vital. Bank leaders know that top talent has many options, and it is critical for all banks to attract experienced bankers, bank leaders and highly skilled directors to help navigate the future. Community banks

often struggle with the dynamics of Board, CEO and senior executive succession, and these challenges will remain among the most important considerations for institutions that desire to remain independent.

In addition, on top of the already challenging industry talent climate, the pandemic has created an environment where candidates are thoroughly in control and the demand for bank leaders is extremely competitive. The “new normal” of banking will shine an even brighter light on CEOs, Boards of Directors, and leadership teams, and not since the Great Recession have talent and great governance been more central to survival.

This session will offer best practices for Board, CEO, and Executive Succession, highlighting key talent strategies in this “new normal” for long term success, including:

- Why Talent & Succession Matter Now More Than Ever
- The Challenge & Opportunity of CEO Succession
- New Realities of the War for Talent
- How Assessment Tools Can Enhance the Hiring Process
- Post-Pandemic Best Practices in Recruitment and Talent Management

Now more than ever, community banks will need strong executive talent, savvy board leadership, and great succession management to survive and thrive over the long run.

Why Diversity? Dr. David Anderson Gracism Global



In a candid and interactive conversation about race and the importance of diversity, equity, and inclusion, award winning author, Dr. David Anderson will discuss the three levels of diversity, the four ways to get there, and how we can all engage

in meaningful conversations about inclusion.

Dr. David Anderson, founder and President of Gracism Global (formerly the BridgeLeader Network), is one of the world’s leading authorities on building bridges across the deep divides of race, faith, culture, and wealth. His global work has brought hope and healing to communities, families and people in Africa, Asia, Europe, the Middle East, and North America, including work in Ferguson, Missouri, and Baltimore, Maryland, during recent civil unrest around issues of race and police brutality. Wherever there is a divide, Dr. Anderson seeks to build a bridge through relevant and intelligent conversation.

Known as the bridge-building voice in the Nation’s Capital, Dr. Anderson hosts the daily radio talk show “Real Talk with Dr. David Anderson” on WAVA (105.1 FM). As the founder and senior pastor of Bridgeway Community Church, Dr. Anderson reaches a dynamic, multicultural congregation of over 10,000 weekly attendees, viewed in over 100 countries, with two locations, from more than 52 different nations, located in Columbia, Maryland, and Owings Mills, Maryland.

Embrace the Now!

The Business of Banking: Do the Right Thing, Add Value to Your Community, and Build Your Future

Todd Buterbaugh
Personal Coach and Trusted Advisor



Every banker has three great opportunities:

1. To humanize banking
2. Build high value relationships
3. Invest today to create the future of their choice

Each of these opportunities are within our control and involves the people inside and outside of our organizations who help us drive business. All three demand utilizing our “investable assets” to leverage to the highest probability of an outsized return.

This session is for those of you who recognize that the success of your organization is personal, unique, and definable. You carry the responsibility to deliver value, expertise, and differentiation in the communities you serve. You are a leader committed to bringing your best every day and cultivating excellence throughout your team.

Todd has a long history working in finance, serving and partnering with community banks and one of the largest multinational institutions in the country. He is known in the industry for redefining success, delivering extraordinary results, and for his unique ability to translate personal experience to empower others to transcend the day-to-day business of banking by creating a greater vision of what is possible.

In addition to banking, Todd has spent a significant portion of his career working in the technology and financial technology arenas. While an executive at a community bank, Todd’s visionary leadership is credited with pioneering a fintech arm and a capital division that both banked and invested in fintechs. Both of these divisions have proven to be highly profitable to the bank he partnered with.

Plus!

Policy updates with leaders from both ICBA and ABA.



Rob Nichols
President and CEO
American Bankers Association



Tim R. Aiken
ICBA Secretary
President & CEO, Union Bank Inc.

Optional Networking Activities

Complimentary Events

MBA Welcoming Reception

Sunday, June 5 - 5:30 pm – 7:00 pm

Price: Complimentary for attendees and registered spouses/guests

The historic Cameo Ballroom, which has hosted presidents, royalty, and celebrities, is the backdrop for our opening event. Cocktail attire.



Spouse and Guest Meet and Greet

Monday, June 6 - 9:00 – 11:00 am

(Open to registered spouses and guests only)

Price: Complimentary for registered spouses/guests

Join other MBA Convention guests for a meet and greet. An artist will host a workshop where attendees can paint their own Greenbrier-themed painting. Resort casual attire.

Chairman's Night of Celebration

Tuesday, June 7 - 6:30 pm – 9:30 pm

Price: Complimentary for attendees and registered spouses/guests

We'll close out the Maryland Bankers Convention with our traditional Chairman's Night of Celebration. An elegant evening picnic (as only the Greenbrier can do) is in store for us as we celebrate under the stars at Founder's Park. Business or resort casual dress is perfect for this and don't worry, you'll still have time to hit the casino after this closing event.

Greenbrier Activities

MBA Private Bunker Tours

Sunday, June 5 - 2:00 – 3:30 pm or

Monday, June 6 - 1:00 – 2:30 pm

Price: \$48 per person

If you've been to The Greenbrier and not taken this tour, you've really missed an incredible experience and glimpse into history. The Bunker (code name: Greek Island) is a former Government Relocation Facility designed during the Cold War to accommodate Congress in the event of nuclear war. This formerly top-secret facility is on hotel property and has been available for tours since it was made public in 1995. No cameras are permitted on this 90-minute tour and the minimum age is 10 years old.

Falconry

Monday, June 6 - 2:00 – 3:30pm

Price: \$195 per person



Falconry, the art of tracking game using trained birds of prey, has been performed for more than 4,000 years. Today, The Greenbrier brings this ancient practice to its guests through lessons taught by

trained professionals. Registration includes a beginner lesson in Falconry.

Glass Fusing Experience

Tuesday, June 7 - 2:00 - 4:00 pm

Price: \$59 per person



Experience the art of glass fusing at the new Virtu "Made by You" Studio located at The Greenbrier Art Colony Shops. You will learn how to cut and layer small pieces of flat sheet glass, thin stringers,

and crushed glass chips to create a personal suncatcher, dish, or windchime design. The art glass pieces are then secured to a flat square piece of glass using non-toxic glue. The glass is heated in a kiln overnight to create a permanent bond between the various glass elements.

Sporting Challenges

MBA Convention Golf Tournament

Monday, June 6 - 1:00 pm – Shotgun Start

Price: \$365 per person

An MBA tradition, this year's tournament is on The Meadows. Originally designed by Alexander H. Findlay, The Meadows was upgraded in 2017. This new and exciting routing features dynamic green complexes, breathtaking mountain vistas and signature stacked sod bunkers throughout the course. Many regional and state championships are contested on it annually. Price includes greens fees, cart, gratuities, box lunch, refreshments and, of course, tournament prizes!



Sporting Clays Tournament

Tuesday, June 7 - 12:30 – 2:30 pm

Price: \$135 per person

Join fellow bankers at Kate's Mountain Gun Club for an afternoon of sporting clays amidst the picturesque Allegheny Mountains. The Greenbrier's 10-station course was designed by Justin Jones and John Higgins of the British School of Shooting and challenges shooters of all skill levels. (Minimum age 16 with parental consent). Price includes a round of 25, lunch, shotgun, shells, hearing protection, safety glasses, shooting vest, and of course, tournament prizes!



Bowling – Private MBA Event

Monday, June 6 - 8:00 – 10:00 pm

Price: \$65 per person and includes music, MC, shoe rental, light refreshments and fun prizes.

Did you know bowling dates back to times of early Egypt and is one of the world's most participatory sports? Join us for some old-fashioned fun in The Greenbrier's own seven-lane bowling alley. This event is guaranteed to generate some laughs and includes billiards, ping-pong and a video arcade. Casual attire.



Cornhole Tournament

Tuesday, June 7 - 2:00 – 4:00 pm

Price: \$49 per person

Team up for an exciting round of Cornhole on the beautiful grounds at The Greenbrier. Compete with fellow bankers to win this friendly tournament or use this event as practice for Bankers Challenge this fall. Price includes all player fees and tournament prizes!

Dining, Activities, Golf and Spa

You are encouraged to book any dining arrangement (especially larger parties), golf tee times, spa reservations, etc., prior to arrival. Please call 855-453-4858 in advance.



125th Annual Convention

June 5-8, 2022

The Greenbrier | White Sulphur Springs, WV

Registration Form

Name: _____ Nickname: _____

Spouse/Guest: _____ Nickname: _____

Title/Institution: _____

Address: _____

City: _____ State: _____ Zip: _____

Email: _____ Phone: _____

Emergency Contact: _____ Phone: _____

This form must be completed for each person attending the convention.

- For Directors, please use the best address for you to receive all MBA information.
- For room reservations, please contact the hotel directly.

General Registration Fees include admission to all Association-sponsored sessions, Welcoming reception on Sunday and Tuesday's Night of Celebration. All optional activities and sessions are additional, unless otherwise noted. The MBA Annual Convention is open to members only.

	<u>Before May 1</u>	<u>After May 1</u>
MBA Members	\$ 959/person	\$ 1,059/person
Spouses/Guests	\$ 409/person	\$ 459/person
Non-Sponsoring MBA Associate/Associate Financial Member	\$ 1,259/person	\$ 1,359/person

RSVP for the Special Events

MBA's Welcoming Reception

Sunday, June 5, 6:00 - 7:30 p.m.

No. attending ____ (Complimentary with paid registration)

Chairman's Night of Celebration

Tuesday, June 7, 6:30 - 9:30 p.m.

No. attending ____ (Complimentary with paid registration)

MBA Convention Golf Tournament - June 6, 2022

1:00 p.m. - Shotgun Start | \$485 per person

A MBA tradition, this year's tournament is on The Meadows. Originally designed by Alexander H. Findlay, The Meadows was upgraded in 2017. This new and exciting routing features dynamic green complexes, breathtaking mountain vistas and our signature stacked sod bunkers throughout the course. Many regional and state championships are contested on it annually. Price includes greens fees, cart, gratuities, box lunch, refreshments and, of course, tournament prizes!

No. attending ____ @ \$365 = _____

Pairings: 2) _____

3) _____

(A fourth participant will be assigned. A foursome will be assigned if no preferences are indicated.)

Club Rental:

____ Right ____ Left ____ Male @ \$90 person = \$ _____

____ Right ____ Left ____ Female @ \$90 person = \$ _____

Optional Networking Activities

Sunday, June 5, 2022

- Private Bunker Tour
2:00 - 3:30 p.m.
No. attending _____ \$48 per person

Monday, June 6, 2022

- Spouse/Guest Meet & Greet
9:00 - 11:00 a.m. *Complimentary for registered spouses and guests only.*
No. attending _____
- Private Bunker Tour
1:00 - 2:30 p.m.
No. attending _____ \$48 per person
- Falconry
2:00 - 3:30 p.m.
No. attending _____ \$195 per person
- Bowling
8:00 - 10:00 p.m.
No. attending _____ \$65 per person

Tuesday, June 7, 2022

- Sporting Clays Tournament
12:30 - 2:30 p.m.
No. attending _____ \$135 per person
- Cornhole Tournament
2:00 - 4:00 p.m.
No. attending _____ \$49 per person
- Glass Fusing Experience
2:00 - 3:00 p.m.
No. attending _____ \$59 per person
- 3:00 - 4:00 p.m.
No. attending _____ \$59 per person

MBA Optional Networking Activities have been arranged for the convenience of our attendees and spouses/guests. Fees for MBA Optional Networking Activities must be paid to MBA in advance and are non-refundable. Substitutions are permitted. Minimums and maximums may apply.

Hotel Reservations

The Greenbrier | 101 W. Main Street, White Sulphur Springs, WV 24986

MBA Convention Group Rate: A Special room rate of \$282/night (plus applicable taxes, fees, and assessments) has been arranged for our group. Important to Note: Reservation deadline is May 2, 2022

Telephone Reservations: 844-890-7640

(Mention Maryland Bankers Association Annual Convention for special rate.)

Online Reservations: <https://res.windsurfercrs.com/ibe/details.aspx?propertyid=16583&nights=1&checkin=6/5/2022&group=220603MDBA&langID=1>

Payment Options

Total: \$ _____

- Check Enclosed Charge my (circle) Visa MasterCard Amex Discover
- Name on Card _____ Card Number _____
- Exp. _____ CVV: _____ Signature: _____

Cancellation Policy

Due to necessary commitments, no refunds will be issued. Fees for optional activities must be paid in advance and are non-refundable (substitutions welcome).

Please return this form with payment to:
Maryland Bankers Association
186 Duke of Gloucester Street
Annapolis, MD 21401
Or fax to 410-269-1874