



2019 FALL ECON SUMMIT

October 10 & 11, 2019

Marriott Eagle Crest, Ypsilanti Michigan

October 10th, 2019

1:00 PM - 4:30 PM Product & Industry Workshops

6:00 PM Networking Reception -

Sponsored by Alloya

October 11th, 2019

8:00 AM - 3:30 PM 2019 Fall Economic Summit

WHO SHOULD ATTEND?

CEO'S, CLO'S, CFO'S, INVESTMENT MANAGERS, EXECUTIVES, & CREDIT UNION LEADERS

CONFERENCE SCHEDULE

THURSDAY - OCTOBER 10

1:00 - 2:00 PM **Change for Profitability in Changing Interest Rates**

Charley McQueen, President of McQueen Financial Advisors

Join Charley as he will highlight reasons to change. The change will be based on profitability for your Credit Union and your members. We will discuss achieving win win actions for you and your membership.

Sponsored by McQueen Financial Advisors

2:00 - 3:00 PM **Credit Union ALCO Essentials**

Steve Doan, VP of Member Research & Strategies Director, Federal Home Loan Bank of Indianapolis

Over the past decade, the role of ALCO at many financial institutions has changed. With record low rates for extended periods of time, core deposits were growing, and many more organizations began outsourcing asset/liability management reporting. Rising interest rates and strong economic growth have created more balance sheet funding challenges for credit unions with the competition for core deposits heating up. In this session, we will discuss: Key topics that credit union ALCOs should be discussing with themselves related to balance sheet funding, interest rate risk, and generally why it is important to have ALCO engagement.

Sponsored by Michigan Business Connection

3:00 - 3:15 PM **Break:** *Sponsored by Doeren Mayhew*

3:15 - 4:15 PM **Holding Your Network Accountable**

Zach Hill, Chief Technology Officer, Think|Stack

The backbone to your technology, the strength and safety of your network is vital to the credit union's stability and success. Zach will provide senior managers with the insight needed to ask the right questions to ensure your organization is safe and stable in the current environment.

Sponsored by Think|Stack

6:00 PM **Networking Reception:** *Sponsored by Alloya*

FRIDAY - OCTOBER 11

7:45 - 8:45 AM **Registration & Breakfast:** *Sponsored by Member First Mortgage*

9:00 - 10:15 AM **Prosperity Ahead or Not?**

Todd Buchholz, Economic & Political Advisor

Todd will connect the dots between Wall Street, Main Street and the financial capitals throughout the world. Todd will explain the current economies of negative interest rates throughout many countries in the world and the implications this has on the US. An internationally known consultant and winner of Harvard's annual teaching prize, Buchholz will light up this economic discussion with a wickedly sparkling wit, kicking off this year's conference.

Sponsored by Leduc Frank

10:15 - 11:30 AM **Aftermath : Seven Secrets of Wealth Preservation In The Coming Chaos**

James Rickards - Author, Counselor & Investment Advisor

Jim will give an exhilarating discussion on economic policy, markets, Capitol Hill discussions and the near-term future of the US markets. Jim will discuss the possibilities of a recession, the absolute necessity for the Fed to continue to cut short term interest rates and what to expect over the next three years.

Sponsored by MBC

11:30 - 1:00 PM **Lunch**
Sponsored by Mortgage Center

1:00 - 2:15 PM **Credit Union Financial Performance In This Rising Interest Rate Environment**

Samira Salem, - Sr. Policy Analyst, CUNA

A can't miss for credit union's preparing their budgets, Samira will provide insight into the current US economic condition, discussing the inverted yield curve and CUNA's economic and interest rate forecast for 2020. Samira will also provide benchmarking information for credit union performance both nationally and in the State of Michigan.

Sponsored by CUNA Mutual

2:15 - 2:30 PM **Break:** *Sponsored by Doeren Mayhew*

2:30 - 3:30 PM **Loan Participations, Enhancing Liquidity and Diversifying Risk**

David Visinsky, Senior Vice President, Vining Sparks & Bill Beardsley, President & CEO, Michigan Business Connection

David and Bill will discuss current participation strategies that keep credit union lending in the current environment, while the need for deposit growth is a struggle for many.

Sponsored by Vining Sparks

REGISTER TODAY: <https://www.cues.org/connect/councils/event/2019-michigan-economic-summit>

OUR SPEAKERS

Selected for their insights in the current economic environment and the effects on the credit union industry, our line-up of presenters is unmatched in any conference of it's type.

WORKSHOP SPEAKERS:



CHARLEY MCQUEEN - *President, McQueen Financial Advisors*

Charley McQueen is the President of McQueen Financial Advisors, which he founded in 1999. McQueen Financial focuses on providing financial institutions with specialized investment and consulting services for long-term success. He oversees McQueen Financial Advisors core services of Investment Portfolio Management, Asset/Liability Management, Mortgage Servicing Rights Valuations, Merger Valuations, and tactical consultation. Charley regularly presents on topics such as Profitability, Liquidity Planning, Investment Management, Asset Liability Management, and CECL. He also provides clients with strategic consulting services, which include Board of Directors education, management team challenges, and long-term financial success.



STEVE DOAN - *VP of Member Research & Strategies Director, Federal Home Loan Bank of Indianapolis*

Steve Doan is the Member Research and Strategies Director at FHLBank Indianapolis, where his team conducts research and develops strategies and tools to help members better utilize FHLBank products to manage their funding and balance sheet management challenges. He has been with FHLBank Indianapolis for 4 years. Prior to working at FHLBank Indianapolis, Doan was the treasurer of a large community bank for over 20 years and also served as a senior investment officer in wealth management. Steve holds a BS in Finance and an MBA from Ball State University as well as Chartered Financial Analyst (CFA) and Certified Financial Planner (CFP®) designations.



ZACH HILL - *Chief Technology Officer, Think|Stack*

You'll often hear Zach saying, 'no technology for technology's sake' or 'if it isn't automated it isn't true.' Zach firmly believes that technology should make life easier, not harder. A key component to that concept is Zach's mission to eliminate as much technical debt as possible with strong human centric design and planning processes. Zach began his career early in life with an internship as a helpdesk technician at a recycling company out of Chicago and has worked his way through the IT ranks from System Administrator to his current role as Chief Technology Officer at Think|Stack. Zach's vision and drive to be at the bleeding-edge fuels Think|Stack's growth and provides clients with an innovative, constantly evolving technology strategy.

CONFERENCE SPEAKERS:



TODD BUCHHOLZ - *Economic & Political Advisor*

A former director of economic policy at the White House, a managing director of the \$15 billion Tiger hedge fund and an award-winning economics teacher at Harvard, Todd Buchholz targets his entertaining remarks to the cutting edge of economics, finance and business strategy. He has advised President Bush, and is a frequent commentator on ABC News, PBS and CBS, and recently hosted his own special on CNBC.



JAMES RICKARDS - *Author, Counselor & Investment Advisor*

James Rickards is the *New York Times* bestselling author of *Currency Wars*, *The Death of Money*, *The Road to Ruin* and National Best Seller *The New Case for Gold*. He is the editor of the newsletter Strategic Intelligence and his most recent book *Aftermath: Seven Secrets of Wealth Preservation in the Coming Chaos* was published on July 22, 2019. He is an advisor on international economics and financial threats to the Department of Defense and the U.S. intelligence community. He served as a facilitator of the first-ever financial war games conducted by the Pentagon. He lives in New Hampshire. For more information, visit www.jamesrickardsproject.com and follow @JamesGRickards.



SAMIRA SALEM, PH.D. - *Sr. Policy Analyst CUNA, CUNA*

Samira has nearly 20 years of experience in international economic development, community development, policy research, and social finance. She joined the Credit Union National Association (CUNA) in 2018 as a Senior Policy Analyst in the Research and Policy Analysis division. Prior to joining CUNA, she worked for Forward Community Investments (FCI), a Madison-based community development financial institution (CDFI) that serves communities throughout Wisconsin. Earlier, Samira worked at the U.S. International Trade Commission in Washington D.C. where she was a Senior Trade Analyst for Labor and studied the impact of globalization on U.S. labor market outcomes. Prior to that, she had an eight-year tenure at Washington-based DAI where she was an international economic development specialist. Samira earned her Ph.D. in Political Economy and Public Policy and her M.A. in Economics from the University of Southern California.



DAVID VISINSKY - *Senior Vice President, Vining Sparks*

David joined the Loan Trading Group of Vining Sparks in November 2008. Since arriving, the Group has been very active working with Credit Unions from across the country. In the last three years the Group has traded over \$1 billion in loan participations across various asset classes – vehicles, residential, MBLs and other niche products. Prior to joining Vining Sparks, he spent five years in investment banking for financial institutions where he advised on over \$200 million in M&A transactions and raised over \$1 billion in capital. Prior to that, he was in the Treasury Department for a \$35 billion regional bank doing treasury and asset/liability management. David received his MBA with concentration in Finance and Operations from Vanderbilt University and a BBA in Finance from Southern Methodist University.



BILL BEARDSLEY - *President & CEO, Michigan Business Connection*

After nearly a 20 year commercial banking career in Michigan, Bill led the launch of Michigan Business Connection, LC in March 2004 and serves as its president and CEO. Bill has been in commercial banking since 1985, with previous leadership positions at community, regional and national banks. Bill is a frequent industry event speaker and presenter, an active member of the National Association of CUSOs and founding member of the Regional CUSO Alliance, a collaborative network of regional commercial lending CUSOs dedicated to promoting safety and soundness in credit union business lending.

OUR SPONSORS



REGISTRATION INFORMATION

2019 Fall Economic Summit
October 10 & 11, 2019
Marriott Eagle Crest, Ypsilanti Michigan

REGISTER ONLINE AT: <https://www.cues.org/connect/councils/event/2019-michigan-economic-summit>

REGISTRATION INCLUDES:

Attendance at the Thursday workshop sessions and evening reception. Full day of premier conference speakers on Friday including group breakfast and lunch ideal for networking with peers.

EARLY REGISTRATION -

\$209.00 for CUES Members, \$249.00 for Non CUES Members
(Before September 28, 2019)

REGULAR REGISTRATION -

\$259.00 For CUES Members, \$289.00 for Non CUES Members
(After September 28, 2019)

VENUE INFORMATION:

Marriott Eagle Crest
1275 S. Huron Street,
Ypsilanti, MI 48197
(734) 487.2000

SPECIAL CONFERENCE ROOM RATE: \$157.00 per night + tax
[Click here to reserve a room](#)

RATE GOOD UNTIL: September 20th, 2019

QUESTIONS: Contact Patty Campbell at 586.498.1584 or pcampbell@cfcumail.org