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# the **POWER**

*of community banking*

 **Independent  
BANKERS ASSOCIATION<sup>SM</sup>**  
of New York State, Inc.

Community Bankers. Serving the Community. *Serving You!*

**2017  
ANNUAL  
convention  
SEPT. 25-27, 2017  
Niagara Falls, New York**

**INFORMATION AND REGISTRATION**

**THE CONFERENCE  
& EVENT CENTER  
NIAGARA FALLS**

## Niagara Falls USA... Up close and powerful

Here are just a few activities IBANYS attendees can enjoy in September 2017:



- ▶ **NIAGARA FALLS**
- ▶ Explore an interactive tour of the **NIAGARA POWER VISTA'S** new exhibit
- ▶ **OLD FORT NIAGARA**
- ▶ **FASHION OUTLET MALL**
- ▶ **HARD ROCK CAFÉ**
- ▶ **NIAGARA JET ADVENTURES**
- ▶ **NIAGARA WINE TRAIL**
- ▶ **NIAGARA FALLS CULINARY INSTITUTE**
- ▶ **SENECA NIAGARA CASINO**

## Important Information When making your plans



**A PASSPORT** or an **ENHANCED DRIVER'S LICENSE** is **REQUIRED** to enter Canada.



**DRESS ATTIRE:** Business Casual



**EXTEND YOUR TRIP!** Extended room discount rate of \$119 available, see page 7 for details.

## New Programs Added

**EMERGING LEADERS:** Each bank attending the convention has an opportunity to invite up to two additional EL's for a reduced rate. EL's are new attendees to the convention and are selected by the President/CEO of the bank.

- 1 EL attending – \$750
- 2 EL attending – Two for one: \$1035 (same price as one full registration). See page 8 to register.

**INNOVATION SHOWCASE:** On Monday, September 25, IBANYS is sponsoring its initial Innovation Showcase from 3:30 to 5:30. This program will include 3–4 companies labeled "disruptors" and/or "difference makers" in the community bank segment. This is a great opportunity to hear about the changes and future of community banking as it is told by new and innovative companies.



## 6 minute drill returns!

For our **2017 Annual Convention**, IBANYS is continuing with a favorite — the **6 MINUTE DRILL**.

This successful segment offers our preferred providers the opportunity — from the podium — to take a brisk six minutes and showcase their firms, products and services — in short, to explain what they can do to help New York community banks.

Our **6 Minute Drills** will result in a win — for our member banks, our preferred providers and select associate members.

### Here's the playbook:

**TUESDAY:** We will hear from our preferred providers after each session throughout Tuesday morning.

**WEDNESDAY:** We will schedule two more drills — these will feature two of our associate members (see *Sponsorship Form* on page 9 for more information).

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## Monday, September 25, 2017

<b>7:30 a.m. – 1:00 p.m.</b>	Decorator set-up
<b>8:00 a.m.</b>	Golf registration/tee times start at 8:30 a.m.
<b>11:00 a.m.</b>	Exclusive Cooking Class including mimosa and truffles at the Niagara Falls Culinary Institute <i>Sponsored by The Bonadio Group (limited space – ladies only – registration required)</i>
<b>1:00 – 5:00 p.m.</b>	Registration opens; vendor booth set-up
<b>3:30 – 5:30 p.m.</b>	<b>INNOVATION SHOWCASE</b> This is a great opportunity to hear invited Fintech companies “pitch” their products and services that will best serve community banks. This open forum provides for interactive discussion for both the bankers and Fintech companies. Everyone is encouraged to attend as we will be covering topics such as Data Aggregation, Data Analytics, Artificial Intelligence, the Future of Payments for community banks, and more.
<b>5:45 – 7:15 p.m.</b>	<b>TRADESHOW OPENS</b> – Welcome Vendors/Cocktail Reception
<b>7:15 – 8:15 p.m.</b>	<b>DINNER/NETWORKING OPPORTUNITY</b>
<b>8:15 – 8:30 p.m.</b>	Welcome and opening remarks – <i>Doug Manditch, Chairman &amp; CEO Empire National Bank, IBANYS Chair</i>
<b>8:30 – 9:30 p.m.</b>	<b>KEYNOTE DINNER SPEAKER</b> <i>Joel Dombrowski</i> Joel Dombrowski is a former TV journalist and stand-up comic who now tells the story of Niagara to visitors and locals. He authored the #1 selling <i>Niagara Falls Tour Guide</i> book on Amazon. His presentation is an engaging and humorous overview of the hidden stories of Niagara Falls with an emphasis on natural history as well as the interesting people who have come to Niagara to challenge the power of the Falls.

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.....

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Calling all ladies! Join us for an exclusive cooking class including mimosas and truffles at the Niagara Falls Culinary Institute during the IBANYS Annual Convention this fall. Space is limited.

# Schedule of events

**2017**  
**ANNUAL**  
**Convention**  
**SEPT. 25-27, 2017**  
Niagara Falls, New York



## Tuesday, September 26, 2017

<b>7:15 – 7:45 a.m.</b>	<b>NETWORKING BREAKFAST</b>
<b>7:45 – 8:00 a.m.</b>	<b>Opening remarks</b> <i>John Witkowski, President &amp; CEO – IBANYS</i>
<b>8:00 – 8:50 a.m.</b>	<b>Economic Overview</b> <i>Gary Keith, Senior Vice President – Regional Economist, M&amp;T Bank</i>
<b>8:50 – 9:40 a.m.</b>	<b>Risk of Deposit Flight in a Rising Rate Environment</b> <i>José González, President &amp; CEO, Federal Home Loan Bank of New York</i> Here's an overview of the environment in which the FHLBNY's members operate, discuss challenges and opportunities that exist for local lenders, and highlight the tools the FHLBNY employs to support its members' growth.
<b>9:40 – 9:46 a.m.</b>	<b>6-MINUTE DRILL</b> – <i>Wolf &amp; Company</i>
<b>9:46 – 10:00 a.m.</b>	<b>REFRESHMENT/NETWORKING BREAK</b>
<b>10:00 – 10:50 a.m.</b>	<b>Peer Analysis: How Does Your Bank Stack Up?</b> <i>Shawn O'Brien, President, QwickRate</i> High performing bank boards know the strengths and weaknesses of their own bank and of their competitors'. In today's market of lower interest rates and slower growth, it is increasingly difficult for a bank to earn an acceptable return on equity. That is why it is critical that management and directors measure progress toward their goals by actively tracking the absolute and relative performance of their bank and their peers, both near term and long term. This session will cover the data that should be regularly analyzed by the board including how to construct a meaningful peer group and the different methods that should be used to compare your bank against your peers.
<b>10:50 – 10:56 a.m.</b>	<b>6-MINUTE DRILL</b> – <i>Pentegra Retirement Services</i>
<b>11:00 – 11:50 a.m.</b>	<b>Regaining Customer Intimacy: Apply Proven Customer Experience Management Practices to Build Rock-Solid Relationships with Your Highest-Priority Customers.</b> <i>Chuck Bruney, Founder &amp; CEO, Align fsc</i> Consumers and businesses are no longer steadfastly loyal to their banks. Instead, they're shopping for value and transferring larger portions of their business from one provider to another with little concern for fidelity. And, why not? They have a wider array of choices than ever before from an expanding and diverse pool of capable providers who are transforming themselves into convenient, lifestyle-oriented partners. The good news is that straightforward Customer Experience Management practices are now readily accessible to manage your customer interactions, build rock-solid relationships with your highest priority customer segments, and accelerate your banks growth and profitability. This interactive intersession will provide you with a practical approach for how you can begin designing and reacting to your customer interactions to meet or exceed their expectations and increase satisfaction, loyalty and advocacy.
<b>12:00 – 1:00 p.m.</b>	<b>LUNCH/NETWORKING BREAK</b>
<b>1:00 – 1:06 p.m.</b>	<b>6-MINUTE DRILL</b> – <i>T. Gschwender &amp; Associates</i>
<b>1:10 – 1:50 p.m.</b>	<b>The New Administration and Your Balance Sheet.</b> <i>Jim Reber, President &amp; CEO, ICBA Securities</i> In the month following the general election, interest rates spiked further than any 30-day period in seven years. Community banks' portfolios are now under water, and investment managers are looking for answers. We will analyze the market reaction to the post-election data, and will examine the damage to a typical securities portfolio. We'll also highlight securities that performed well during the sell-off, and make recommendations about those that appear to be built for a rising rate environment.
<b>1:50 – 1:56 p.m.</b>	<b>6-MINUTE DRILL</b> – <i>Travelers Insurance</i>
<b>1:56 – 2:10 p.m.</b>	<b>REFRESHMENT/NETWORKING BREAK</b>
<b>2:10 – 3:25 p.m.</b>	<b>Cybersecurity – Are You Ready to Face the Number One Threat to Mankind?</b> <i>Gerald Gagne, Member of the Firm, Wolf &amp; Company, P.C. (Moderator). Panelists: Michelle McLoughlin, Solvay Bank; Tim Miller, Community Bank, N.A. (additional panelist TBA)</i> Investor Warren Buffet stated cyber as the number one threat against mankind. These are heavy words but who has a better record of seeing the future than the Oracle of Omaha. In the 60's, the threat was more observable and we prepared by building shelters (how many remember "Duck and Cover"). How are you preparing for the threats of today? Do you know where your vulnerabilities are and how best to mitigate them? Come hear this panel discussion on the latest threat intelligence and what you should be doing to prepare your organization against the number one threat against mankind.
<b>3:25 – 3:31 p.m.</b>	<b>6-MINUTE DRILL</b> – <i>Promontory Interfinancial Network</i>
<b>3:31 – 5:30 p.m.</b>	<b>MAID OF THE MIST OR CAVE OF THE WINDS TOURS/FREE TIME</b>
<b>5:30 – 7:30 p.m.</b>	<b>TRADESHOW FLOOR OPENS</b> – Cocktail reception, PAC silent auction (bidding ends at 7:15 p.m.)
<b>7:45 – 9:00 p.m.</b>	<b>DINNER</b> – <i>Timothy Zimmerman, President &amp; CEO Standard Bank, Monroeville, PA – Chairman-Elect, Independent Community Bankers of America (ICBA)</i>



## Wednesday, September 27, 2017

7:15 – 7:45 a.m.	<b>BREAKFAST</b>
7:15 – 11:00 a.m.	<b>Vendor Breakdown</b> All booths must be removed from the tradeshow floor by 11:00 a.m.
7:45 – 8:15 a.m.	<b>Passing of the Gavel</b> <i>Douglas Manditch, Chairman &amp; CEO, Empire National Bank – Outgoing Chair, closing comments (15 min.) R. Michael Briggs, President &amp; CEO, USNY Bank – Incoming Chair, comments (15 min.)</i>
8:15 – 9:05 a.m.	<b>Embracing the Millennial Revolution: How to Attract and Retain Millennials as Bank Customers and Employees.</b> <i>Chris Soule, ncino</i>  There is a cosmic demographic shift happening in the U.S., driving change across industries large and small. The baby boomers are retiring, and the so-called millennials are replacing them with increasing economic and cultural muscle. This change is forcing banks to re-think outdated strategies, adjust past tactics and adapt to the reality of millennials both as customers and employees. This session will put the significance of this generational shift into concrete terms and discuss why the challenge of adapting to millennials has thus far been difficult for banks. We will then describe the most important strategic priorities for banks to begin the process for developing their own next-generation corporate cultures and digital engagement experience for the millennial customer and employee.
9:05 – 9:55 a.m.	<b>The Value of Competition in Payments.</b> <i>Tom Miller, SVP, SHAZAM</i> When did Community Banks lose choice and flexibility in their payments programs? During this session you'll hear how the expenses associated with your debit program may be eroding your profits and where our industry is heading if no one speaks up. We'll shed new light on several strategies that allow community banks to regain control of the payments system, stop rising expenses and increase interchange revenue
9:55 – 10:10 a.m.	<b>REFRESHMENT/NETWORKING BREAK</b>
	<b>CONCURRENT SESSIONS</b>
10:10 – 11:00 a.m.	<b>Roundtable Discussions for the C-Suite Banker</b> <i>Moderator: Michael Jamesson, Principal, Jamesson Associates</i> This session will host round table discussions for the C-suite banker lead by Michael Jamesson on issues community banks are facing in today's every changing environment.
10:10 – 11:00 a.m.	<b>Emerging Leaders</b> <i>Moderator: John J. Witkowski, President &amp; CEO, IBANYS</i> This session will focus on what the emerging leaders are seeing as issues and opportunities within their bank, within community banking segment and discuss how the association can provide value to these leaders of the future.
11:00 – 12:00 p.m.	<b>LUNCH</b> – Closing remarks, <i>John Witkowski, President &amp; CEO</i>

Our 100 years means that wherever you are going, we can guide you there.



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**WOLF**  
& COMPANY, P.C.

**Schedule of events**

**2017  
ANNUAL  
Convention  
SEPT. 25-27, 2017**  
Niagara Falls, New York



## Full Registration Fees

*Fees include access to all events, course materials and meals for the entire event.*

Member Banker/Associate .....	\$1,035
Spouse/Guest .....	\$750
Non-Member Banker/Associate.....	\$1,250
Emerging Leaders.....	\$750 (1), \$1,035 (2)



## Exhibitor Fees

Single Booth Member.....	\$1,350
Non-Member Exhibitor.....	\$1,850
Additional Exhibitor in Booth .....	\$750



## Activity Fees

Golf .....	\$150 each
Maid of the Mist.....	.\$18 each
Cave of the Winds Tour .....	.\$18 each
Exclusive Cooking Class .....	FREE (space is limited)



## Day Guest Packages/Fees

*For those who only want to attend specific days, this includes access to all events for day registered, course materials, and meals.*

Monday Evening.....	\$425	Reception/Dinner/Historian Guest Speaker/Trade Show
Tuesday All-Access Pass.....	\$725	Meetings/Breaks/Breakfast/Lunch/Reception/Dinner
Wednesday Half-Day Pass .....	\$325	Meetings/Break/Lunch



## Refund Policy

- Full refund less \$75 on or before 8/8/17.
- Full refund less \$150 on or before 9/1/17.
- **No refunds will be given after 9/15/17.**



## Sponsors *to date*



SANDLER  
O'NEILL +  
PARTNERS



## Registration Form

To register for the Conference, please use the **form on page 8. The form is designed to register one person and spouse or guest. Please duplicate the form when registering others from your organization. A confirmation letter will be mailed to you.**

## Accommodations

Each attendee must make their own reservations by calling the hotel directly at **1-866-961-3780**. To ensure receiving the group rate, please specify that you are with the Independent Bankers Association of NYS.

## Room Rates

### Sheraton At The Falls

300 Third St., Niagara Falls, NY 14303

All individual reservations will require a one night's room deposit (including applicable taxes and surcharges) or a valid credit card to guarantee the reservation.

**Single/double occupancy \$119.00, plus applicable taxes and surcharges.**

**Check in 3 p.m., check out 12 p.m.**

**Hotel will extend the group rate two (2) days prior to major check in and two (2) days following major check out based on space and availability.**

## Deposit/Payment Information

Only credit cards are accepted for deposits.

## Cut-Off Date

### September 1, 2017

Reservations received after this date accepted on a space and rate availability basis and cannot be guaranteed at the conference rate.

## Cancellation Policy

Individual room reservations may be cancelled 48 hours prior to arrival with no cancellation penalty. Cancellations within the 48 hours period will cause forfeiture of the deposit.

## Recreational Activities

**Additional fees and reservation required.**

### Monday, Sept. 25, 2017

- Seneca Hickory Stick Golf Course  
Tee times 8:30 a.m. Lunch will be available.  
Format: four man scramble, best ball.
- Ladies only event: Exclusive cooking class including mimosa and truffles at the Niagara Falls Culinary Institute  
*Sponsored by The Bonadio Group (limited space - registration required)*

### Tuesday, Sept. 26, 2017

- Maid of the Mist
- Cave of the Winds Tours

## To Exhibit

Please complete the exhibitor registration form on page 10 and return to IBANYS.

## To Sponsor an Event

Please complete the sponsorship form on page 9 and return to IBANYS.

## Silent Auction

If you would like to send a Silent Auction item to IBANYS, it **must be received** no later than **September 15, 2017**.

## Refund Policy

- Full refund less \$75 on or before 8/18/17.
- Full refund less \$150 on or before 9/1/17.
- **No refunds will be given after 9/15/17.**

## Dress Attire

Business casual.

## Contact Information

Linda Gregware,  
Director of Administration & Membership Services

**Phone** (518) 436-4646

**Fax** (518) 436-4648

**Mail** IBANYS

19 Dove St., Suite 101, Albany, NY 12210

**Email** lindag@ibanys.net

## Ways to Register

**FAX** (518) 436-4648

**EMAIL** lindag@ibanys.net

**MAIL** IBANYS, 19 Dove St., Suite 101, Albany, NY 12210

*A confirmation will be sent to you. This form is designed to register one person and a spouse/guest. Please duplicate this form when registering others from your organization.*

## Registration

Print Name

Name for Badge

Spouse  Guest  Emerging Leader

Name for Badge

Bank/Organization

Address

Contact Email

Contact Phone Number

## Participation Fees

### FULL REGISTRANTS

Member Banker/Associate	<input type="checkbox"/> \$1,035	Emerging Leader (1)	<input type="checkbox"/> \$750
Spouse/Guest	<input type="checkbox"/> \$750	Emerging Leader (2)	<input type="checkbox"/> \$1,035
Non-Member Banker/Associate	<input type="checkbox"/> \$1,250		

### DAY GUEST PACKAGES

Monday Evening	<input type="checkbox"/> \$375
Tuesday All-Access Pass	<input type="checkbox"/> \$675
Wednesday Half-Day Pass	<input type="checkbox"/> \$325

## Activities

### Monday, September 25

**Golf** \$150 per person. If you are interested in the golf outing, please list each participant and handicaps (8:30 am shotgun start):

Name

Handicap

Name

Handicap

Name

Handicap

Name

Handicap

**Exclusive Cooking Class** – Includes mimosa and truffles. Sponsored by The Bonadio Group (limited space – ladies only – **registration required**)

### Tuesday, September 26

**Maid of the Mist** \$18 per person

**Cave of the Winds Tours** \$18 per person

## Calculate Total Participation AND Activity Fees

### Full Registrants

Member Banker/Assoc.	x	\$1,035 each	=	\$
Spouse/Guest	x	\$750 each	=	\$
Non-Member Banker/Assoc.	x	\$1,250 each	=	\$
Emerging Leader (1)	x	\$750 each	=	\$
Emerging Leader (2)	x	\$1,035 each	=	\$

### Day Guest Packages

Monday Evening	x	\$375 each	=	\$
Tuesday All-Access Pass	x	\$675 each	=	\$
Wednesday Half-Day Pass	x	\$325 each	=	\$

### Golf

Golfers	x	\$150 each	=	\$
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### Maid of the Mist

Attendees	x	\$18 each	=	\$
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### Cave of the Winds Tours

Attendees	x	\$18 each	=	\$
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### Exclusive Cooking Class

Attendees (Ladies only)		FREE		
First come, first serve			<b>Grand Total</b>	\$

Full refund less \$75 on or before 8/8/17.  
Full refund less \$150 on or before 9/1/17.  
No refunds will be given after 9/15/17.

## Total Payment: \$

(fill in **Grand Total** amount from above)

My check is enclosed \$ \_\_\_\_\_ Make checks payable to IBANYS

Charge \$ \_\_\_\_\_ to  MasterCard  Visa  Amex

Credit card #

Exp. date

CVV# (Amex on front of card)

Print card name

Credit card address (if different than above)

Signature

TO GUARANTEE SIGNAGE AND INFORMATION PLACED IN PRINTED MATERIALS, ALL SPONSORSHIPS AND PAYMENT MUST BE RECEIVED BY:

DEADLINE  
SEPT. 8,  
2017

Print Name

Company

Address of Credit Card

City/State/Zip

Phone

Fax

Email

## Payment

My check is enclosed \$ \_\_\_\_\_ Make checks payable to IBANYS

Charge \$ \_\_\_\_\_ to  MasterCard  Visa  Amex

Credit card #

Exp. date

CVV# (Amex on front of card)

Print card name

Signature

## Sponsorships *Limited sponsorships available – call now to reserve yours!*

This conference combines a balance of casual networking time and educational programming. Sponsorships are great platforms to position your company; as a sponsor you associate your company with one of our events and you are able to connect with your target audience, expose your brand, and leverage your advertising dollars in a cost effective manner.

### All sponsorships include:

- Advanced member registration list
- Interaction with target market
- Recognition on the convention page of IBANYS website
- Sponsor ID ribbon with badge
- Signage with company name and logo at sponsored event, or on sponsored product where applicable
- Verbal acknowledgement at event where appropriate
- Signage listing of all convention sponsors (by level)
- Opportunity to provide promotional items for attendees
- Recognition in the Sept./Oct. editions of the Inside IBANYS e-newsletter
- Opportunity to bring raffle items for daily giveaways
- Sponsorship listing in convention show book
- Recognition in 4th quarter issue of Banking NY – includes company logo, contact info and website URL

### PLATINUM Sponsorship

In addition to regular sponsor benefits sponsor receives:

- Opportunity to briefly speak at the event sponsored where applicable
- (1) complimentary booth w/first choice of location
- (1) complimentary additional registration
- 24 x 36 sponsor sign
- Full page ad in convention show book
- Recognition in 4th quarter issue of Banking NY – includes company logo, contact info and website URL

### GOLD Sponsorship

In addition to regular sponsor benefits, sponsor receives:

- (1) complimentary additional registration w/booth purchase
- 18 x 24 sponsor sign
- Half-page ad in convention show book
- Recognition in 4th quarter issue of Banking NY – includes company logo, contact info and website URL

**Sponsorships are available on a first-come, first-serve basis. Check choice of sponsorship:**

### PLATINUM

- Vendor Reception – Monday (\$5,000)
- Welcome Dinner – Monday (\$6,500)
- Silent Auction Reception – Tuesday (\$8,500)
- Dinner – Tuesday (\$7,000)
- Keynote Speaker Niagara Falls Historian – Monday (\$4,000)

### GOLD

- Luncheon – Tuesday (\$3,500)
- Luncheon – Wednesday (\$3,500)
- Exhibit Space – (\$3,000)
- Dinner Wine – Monday Evening (\$2,500)
- Dinner Wine – Tuesday Evening (\$2,500)

### SILVER

- Breakfast – Tuesday (\$2,000)
- Breakfast – Wednesday (\$2,000)
- Program Book – (\$2,000)
- Refreshment Breaks (both days) – (\$1,750)
- Fleece Roll-up Blanket With Your Company Logo (\$1,850)

### BRONZE

- Golf Balls – Monday (\$1,000)
- Closest-to-the-Pin Prizes – Monday (\$1,000)
- Longest Drive – Monday (\$1,000)
- Lowest Team Score – Monday (\$1,000)

### CONVENTION GENERAL SPONSOR

- Golf Hole Sponsorship – (\$100)
- General Sponsorship – Amount \$ \_\_\_\_\_

### 6 MINUTE DRILL

- First (\$1,000)
- Second (\$1,000)

2017  
ANNUAL  
Convention  
SEPT. 25-27, 2017  
Niagara Falls, New York

## Ways to Register

**FAX** (518) 436-4648

**EMAIL** lindag@ibanys.net

**MAIL** IBANYS, 19 Dove St., Suite 101, Albany, NY 12210

*An email will be sent confirming the booth number*

Full refund less \$75  
on or before 8/8/17.  
Full refund less \$150  
on or before 9/1/17.  
No refunds will be given  
after 9/15/17.

## Booth Registration

Company Name

Company Street Address

City

State

Zip

Booth Exhibitor (1)

Additional Booth Exhibitor (2) Add'l fees see below

Contact Email(s)

Contact Phone Number

Booth Selection Preference

1.

2.

3.

## Booths

- Please make your booth selection preference above.
- Include payment with the reservation form below.
- 10' x 10' booth includes sign, 6' table, two chairs and waste can.
- Booth fees include registration for (1) ONE PERSON ONLY. **Only one additional vendor in booth at reduced rate of \$750. Additional registrant must complete registration form and pay full registration rate.**

**AGREEMENT.** By completing and signing this form, I am agreeing that I understand that IBANYS assigns booth space on a first-come, first-served basis, and that my booth placement may be changed within reason. I understand that my booth space will not be assigned until IBANYS receives my full payment, and that my company will not be listed on any correspondence until said payment is received. I further understand that all booth personnel must also be registered as convention attendees, and must pay admission accordingly. I agree that IBANYS will retain my payment in the event that my booth representatives are unable to attend, and that IBANYS is not responsible for any loss of money or property from booth abandonment, theft, accident, injury, or any other causes. I have read and am aware that this provision is an express condition of this registration agreement, and that all agreements herein shall be construed in accordance with the laws of the State of New York.

Signature

Date

<b>ENTRANCE</b>	403	405	407	305	307	309	302	203	201	206	204	202	200	103	101	106	104	102	100
	403	405	407	305	307	309	302	203	201	206	204	202	200	103	101	106	104	102	100

## Activities

### Monday, September 25

**Golf** \$150 per person. If you are interested in the golf outing, please list each participant and handicaps (8:30 am shotgun start):

Name \_\_\_\_\_

Handicap \_\_\_\_\_

Name \_\_\_\_\_

Handicap \_\_\_\_\_

### Tuesday, September 26

**Maid of the Mist** \$18 per person     **Cave of the Winds Tours** \$18 per person

## Calculate Booth AND Activity Fees

**Single Booth Member**

x \$1,350 each = \$ \_\_\_\_\_

**Non-Member Exhibitor**

x \$1,850 each = \$ \_\_\_\_\_

**Additional Exhibitor in Booth**

x \$750 each = \$ \_\_\_\_\_

**Golf**

Golfers x \$150 each = \$ \_\_\_\_\_

**Maid of the Mist**

Attendees x \$18 each = \$ \_\_\_\_\_

**Cave of the Winds Tours**

Attendees x \$18 each = \$ \_\_\_\_\_

**Grand Total**

\$ \_\_\_\_\_

**Total Payment: \$**

(fill in **Grand Total** amount from above)

My check is enclosed \$ \_\_\_\_\_ Make checks payable to IBANYS

Charge \$ \_\_\_\_\_ to  MasterCard  Visa  Amex

Credit card # \_\_\_\_\_

Exp. date \_\_\_\_\_

CVV# (Amex on front of card) \_\_\_\_\_

Print card name \_\_\_\_\_

Credit card address (if different than above) \_\_\_\_\_

Signature \_\_\_\_\_

# Support your industry's political action efforts!

Tuesday, September 26, 2017

This is a wonderful opportunity to help our industry stay competitive in the political process in Albany by supporting IBANYS' state political action committee. NYSIBPAC contributes to New York State candidates and officials who understand and support the vital role we play in our local and state economies, and the very fabric of New York's communities.

**DONATE A GIFT.** This is a perfect opportunity for you to showcase items from your region or unique items that others will enjoy. The gift donation is not tax deductible. Nationally-chartered banks must donate through a holding company, an individual officer, or a director. State-chartered banks may donate directly or through the holding company.

**SUGGESTIONS.** Avoid gift certificates for specific values. Participants tend to bid lower than the value stated on the certificates. Instead, consider donating a gift certificate for a specific item (i.e. case of wine or specialty product).

Donating any oversized, perishable or fragile items? Instead of shipping the items to the Convention, consider providing photos and/or marketing materials to advertise your item during the Auction. You can offer to ship items to the winning bidder once the Convention is over.

**SHIPPING DEADLINE.** All items shipped to IBANYS must arrive **no later than Friday, September 15, 2017.**

**GIFT IDEAS.** We recommend a minimum value of \$100 for each donation.



## KIDS

- Specialty toys
- Educational games
- Classic book collections
- Children's jewelry
- Handmade clothing
- Baby blanket
- Children's furniture
- Concert tickets



## FINE CUISINE

- Donate a local specialty
- Case of regional wine
- Fresh seafood
- Lobster bake
- Omaha steaks
- BBQ
- Fruit of the Month Club



## STYLE & CHARM

- Handmade or designed jewelry
- Fur/leather/suede coats or jackets
- Cufflinks
- Antique brooches
- Silk scarves
- Designer sunglasses
- Handbags



## SPORTS & LEISURE

- Airline miles
- Cruises
- Hunting/fishing trip
- Autographed memorabilia
- Sporting event tickets
- Fishing rod
- Hunting equipment
- Fish finder
- Golf equipment



## GEMS & TALENT

- Paintings
- Collages
- Pottery
- Fiestaware
- Military memorabilia
- Trading cards
- Native American artifacts
- Hummel figurines
- Political memorabilia
- Handcrafted quilts
- Hand knit sweaters



## HOUSEWARES/ELECTRONICS

- Waterford or Tiffany vases, bowls, etc.
- Swarovski crystal
- Hand painted or customized barware
- Video game systems
- Holiday ornaments
- iPod or iPad
- Digital camera
- Kindle/Nook

## Auction Donor Information

Please list your name and company as you would like them to appear in the program and signage.

Donor	Company Name		
Contact name listed in program booklet			
Address			
City	State	Zip	
Phone	Fax	Email	

## We will participate in the following ways:

I will **donate an item** to the Silent Auction. Value of gift/price paid \$ \_\_\_\_\_

Description of Gift

I would like to **donate to PAC**. Payment information:

My check is enclosed \$ \_\_\_\_\_ Make checks payable to *NYSIBPAC*

Charge \$ \_\_\_\_\_ to  MasterCard  Visa  Amex

Credit card #

Exp. date

CVV# (Amex on front of card)

Print card name

Credit card address

Signature

**2017**  
**ANNUAL**  
**Convention**  
**SEPT. 25-27, 2017**  
Niagara Falls, New York



## Upcoming Meetings

**OCTOBER 24, 2017**

**Security Conference**

Marriott Rochester Airport  
1890 W. Ridge Road  
Rochester, NY

**OCTOBER 25, 2017**

**Security Conference**

Albany Marriott  
189 Wolf Road  
Albany, NY



## Web Site

**WWW.IBANYS.NET**

Visit our web site for more information about  
the Independent Bankers Association.

**Our Difference:** Insights from a bank retirement plan specialist.

**Your Advantage:** A competitive edge and improved bottom line.

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