

**2018 ANNUAL
convention**
Albany, NY - Sept. 25-27, 2018

Community Banks
**THE
CAPITAL
ADVANTAGE**

**EARN UP
TO 12.5 CPE
CREDITS.**

IBANYS has been authorized
by the NYS Department
of Education to award
continuing professional
education (CPE) credits.



INFORMATION & REGISTRATION

DETAILS

2018 ANNUAL
CONVENTION
Albany, NY • Sept. 25-27, 2018

Important information when making your plans



DRESS ATTIRE: Business Casual



6 minute drill returns!

For our **2018 ANNUAL CONVENTION**, IBANYS is continuing with a favorite — the **6 MINUTE DRILL**.

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

Here's the playbook:

WEDNESDAY: We will hear from our preferred providers after each session throughout Wednesday morning.

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

Our **6 MINUTE DRILLS** always result in a win — for our member banks, our preferred partners and select associate members.

Don't forget...



YOUR DINNER CHOICE: See page 8 (*Exhibitors, see page 10*) to make your selection for Wednesday evening's dinner.

Contents

Schedule of Events	3
Participation Fees	6
More Details.....	7
Participant Registration	8
Sponsorship Form.....	9
Exhibitor Registration.....	10
Silent Auction	11



SCHEDULE *of events*

**2018 ANNUAL
CONVENTION**
Albany, NY - Sept. 25-27, 2018

Tuesday September 25, 2018

7:30 a.m.–1:00 p.m.	Decorator set-up
10:30 a.m.–4:00 p.m.	Golf registration/shotgun start at 11:00 a.m.
1:00–5:00 p.m.	Registration opens; vendor booth set-up
5:30–7:00 p.m.	TRADE SHOW OPENS – Welcome vendors/cocktail reception
7:00–8:15 p.m.	DINNER/NETWORKING OPPORTUNITY
8:15–8:30 p.m.	Welcome and opening remarks – <i>R. Michael Briggs, President & CEO, USNY Bank, IBANYS Chair</i>
8:30–9:15 p.m.	KEYNOTE DINNER SPEAKER <i>Maeve McEneny-Johnson – Albany Historian</i>

Wednesday September 26, 2018

7:15–8:00 a.m.	NETWORKING BREAKFAST
8:00–8:10 a.m.	Opening remarks <i>John Witkowski, President & CEO – IBANYS</i>
8:10–9:00 a.m.	A Pragmatic Approach to Strategic Planning <i>Susan Powell Byrd, Chief Executive, Westover Strategy, Inc.</i> In today's fast-paced world, financial services companies are facing ongoing disruption from a wide range of sources – new competitors, evolving customer and employee expectations, technological innovation, and more. In this environment, it is more critical than ever to anticipate and respond to emerging threats and opportunities, despite the relentless demands on your time. Thriving independent banks share two important characteristics: an agile strategy and a board that is a strategic asset. In this session, we will discuss a pragmatic way to develop a targeted strategy and to make sure your board is a strategic asset. This streamlined approach to strategy is designed to produce positive, measurable results for your customers, employees, shareholders, and community.
9:00–9:06 a.m.	6-MINUTE DRILL – <i>Wolf & Company</i>
9:06–9:56 a.m.	Banking Blockchain <i>Josh Garcia, Principal, Ketsal Consulting</i> Blockchain technology is becoming ubiquitous. Learn more about the technology and what to look for when considering whether to bank a client involved in the blockchain space. This presentation will outline archetypes of clients (exchanges, funds, developers) as well as the myriad regulatory regimes that govern how those clients operate.
9:56–10:02 a.m.	6-MINUTE DRILL – <i>Luse Gorman</i>
10:02–10:10 a.m.	REFRESHMENT/NETWORKING BREAK
10:10–11:00 a.m.	Threats and Opportunities: Navigating the FinTech Evolution <i>Brent Biernat, Sr. Vice President & Chief Marketing Officer & Kyle Charette, Asst. Vice President, Business Development, COCC</i> An update of key trends in FinTech with a focus on how community banks can benefit from valuable innovation while adapting to threats from emerging competition.
11:00–11:06 a.m.	6-MINUTE DRILL – <i>Pentegra Retirement Services</i>
11:06 a.m.–12:00 p.m.	Balance Sheet Management and Your Loan Portfolio <i>Greg Roll, Senior Vice President, Loan Trading Department, ICBA Securities</i> Whether your challenge is increasing earnings, improving capital levels, reducing concentrations, improving your a/L position, or some combination thereof, the solution may be hidden in your loan portfolio. There is an active/liquid market for whole loans, and loan production has picked up in several different asset classes. It is important to understand and consider every alternative for actively managing the largest asset class on your balance sheet, and positioning your institution for success.



SCHEDULE *of events*

**2018 ANNUAL
CONVENTION**
Albany, NY - Sept. 25-27, 2018

Wednesday September 26, 2018

12:00–12:45 p.m.	LUNCH/NETWORKING BREAK
12:45–1:30 p.m.	KEYNOTE SPEAKER – <i>Honorable Maria Vullo, NYS Department of Financial Services</i>
1:30–1:36 p.m.	6-MINUTE DRILL – <i>Promontory Interfinancial Network</i>
1:36–2:21 p.m.	Opportunities to Access New Capital – The Case For And Against <i>Chet Fenimore, Managing Partner, Fenimore, Kay, Harrison & Ford, LLP</i> Raising capital in the public and private markets is a complicated and expensive process, and there are pros and cons to both. This discussion group explores the various alternatives to raising debt and equity capital privately or in a public offering. Topics for discussion include IPOs, private placements, private equity and other creative solutions for raising capital in today's environment.
2:21 –2:27 p.m.	6-MINUTE DRILL – <i>Homestead Funding</i>
2:27–2:40 p.m.	REFRESHMENT/NETWORKING BREAK
2:40–3:30 p.m.	If You Don't Have a Digital Payments Strategy – Here is Why You Should <i>Tina Giorgio, ICBA</i> If you don't have a digital payments strategy, you're not alone. In fact, 87% of banks don't have a strategy. In high performing banks, half of the non-interest income comes from payments. But where do you begin? Tina provides an overview of why digital payments are important, emerging trends, and where to start.
3:30–3:36 p.m.	6-MINUTE DRILL – <i>T.Gschwender & Associates, Inc.</i>
3:36–4:25 p.m.	Exploring Changes in the Risk Universe <i>Michael Cohn, CPA, CISA, CEIT, Director of WolfPAC Solutions Group, Wolf & Company, P.C.</i> The risk universe that we knew earlier in our careers is being overtaken by emerging threats at the fastest pace we have ever witnessed, and we are responding with new tools and business practices just as quickly. Can we be sure, though, that we are moving fast enough and in the right direction? Yesterday's progressive risk management concepts and practices are becoming table stakes, and the ability to measure buffer capital available for new products and services requires a new level of precision. Get a glimpse into the ways the financial industry's risk management mechanisms are changing and what we can expect in the years leading up to 2020 and beyond.
4:25–4:31 p.m.	6-MINUTE DRILL – <i>Travelers</i>
4:31–5:20 p.m.	How to Identify and Assess Commercial Lending Risk Using Analytics <i>Dan Gerena, MBA, CSSBB, Senior Manager, Business Intelligence, Freed Maxick CPAs, P.C.</i> All banks have a methodology to determine whether or not to underwrite a loan to a prospective borrower. What often gets overlooked, once the ink dries, is the continuous evaluation of the risk associated with default as those lending relationships mature, and are subject to exposure to shifts in demographics, the loss of large employers in a region, dynamic impacts on industry's health due to technology changes and competitive pressures, or even an understanding of the cumulative and aggregate risks related to "single name exposure" as portfolios grow. We will discuss how Freed Maxick helped a local community bank approach the challenge above, and move from a spreadsheet-driven, static approach to a visual and dynamic approach that makes it intuitive to run scenarios and identify opportunities to mitigate risk, using business intelligence and analytics.
5:30–7:30 p.m.	TRADESHOW FLOOR OPENS – <i>Cocktail Reception, PAC Silent Auction (silent auction ends at 7:15)</i>
7:30–10:00 p.m.	DINNER – Keynote Speaker – <i>Rebeca Romero Rainey, ICBA President & CEO</i>



SCHEDULE *of events*

**2018 ANNUAL
CONVENTION**
Albany, NY - Sept. 25-27, 2018

Thursday September 27, 2018

7:15–7:45 a.m.	BREAKFAST
7:45–8:15 a.m.	PASSING OF THE GAVEL Remarks from <i>R. Michael Briggs, President & CEO, USNY Bank, IBANYS Chair</i> and <i>Thomas Amell, President & CEO, Pioneer Bank, IBANYS Incoming Chair</i> / member vote for new board members
8:15–9:05 a.m.	Mindset Matters: Improving Profitability By Changing Mindset <i>Chris Scaffidi, Director of Market Development, The Pacific Institute</i> Mindset is an attitude or a way of thinking that has a significant impact on our beliefs and performance, and how we live our lives. Mindset in the workplace has a profound impact not just on the individuals involved but also on the profitability of the organization. This session will help attendees understand how the mindset of the bank's customers plays a factor in the mindset of the bank's employees and address specific profitability measures that are impacted by a shift in mindset.
9:05–9:11 a.m.	6-MINUTE DRILL – Sponsorship opportunity
9:11–10:00 a.m.	Providing a Frictionless Banking Experience: What Banks Can Learn from Apple <i>Joe Salesky, CEO, CRMNEXT, Inc.</i> As the pace of change in the financial services industry continues to escalate, banks are faced with the dilemma of staying relevant while continuing to grow profitability in an increasingly competitive marketplace. We know customers' profitability and loyalty are closely correlated with the engagement they have with individual brands, and for today's consumer, a frictionless yet collaborative experience is key. This session will help you answer the question "Is it easy for my customers to do business with my bank?" and provide ideas on how you can make it easier for your customers to work with you so the experience feels frictionless.
10:00–10:10 a.m.	REFRESHMENT/NETWORKING BREAK
10:10–10:16 a.m.	6-MINUTE DRILL – Sponsorship opportunity
10:16–11:05 a.m.	Branch of the Future <i>Speaker to be announced</i>
11:05–12:25 p.m.	Investigating and Preventing Employee Misconduct: Cybersecurity to Fraud <i>Panel Discussion</i> <i>Moderator: Charles S. Amodio, CPA Partner, Ferraro, Amodio & Zarecki, CPAs</i> <i>Panelists: Tom Fallati, Partner, Tabner, Ryan & Keniry – John Flory, Partner/VP, TAG Solutions; Teresa Goodwin, Manager of Background Investigation, Alliance Worldwide Investigative Group; Paul Zarecki, Forensic Accountant, Ferraro, Amodio & Zarescki CPAs</i> We will focus on the legal implications of employee misconduct as well as examining misconduct through the eyes of a cyber expert, investigator and a forensic accountant. The panel will discuss real life experiences of employee misconduct and the effect on an organization. In addition, the panel will discuss methods to prevent employee misconduct and ways to manage a situation once a misconduct occurs.
12:25–1:00 p.m.	LUNCH – CLOSING REMARKS – <i>John Witkowski, President & CEO, IBANYS</i>

PARTICIPATION fees

2018 ANNUAL
CONVENTION
Albany, NY - Sept. 25-27, 2018

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

Exhibitor Fees

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

Activity Fees

Golf	\$150 each
Wolferts Roost Country Club, 120 Van Rensselaer Blvd., Albany, NY 12204	

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.

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

Refund Policy

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

Sponsors to date



THE BONADIO GROUP
CPAs, Consultants & More



CEIS REVIEW INC.



Federal Home Loan Bank
NEW YORK



PENTEGRA
RETIREMENT SERVICES



SANDLER
O'NEILL +
PARTNERS

WOLF
& COMPANY, P.C.



MORE DETAILS

**2018 ANNUAL
Convention**
Albany, NY - Sept. 25-27, 2018

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 **1-866-691-1183**. To ensure receiving the group rate, use group code 1IBANYS.

Room Rates

Hilton Albany 40 Lodge St., Albany, NY 12207

All individual reservations will require one night's room deposit (including applicable taxes and surcharges) or a valid credit card to guarantee the reservation. **Single/double occupancy \$134.00, plus applicable taxes and surcharges. Check in 4 p.m., check out 11 a.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 7, 2018 – 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 72 hours prior to arrival with no cancellation penalty. Cancellations within the 72 hours period will cause forfeiture of the deposit.

Recreational Activities

Additional fees and reservation required.

Tuesday, Sept. 25, 2018 – Shotgun start 11:00 am

Wolferts Roost Country Club, 120 Van Rensselaer Blvd., Albany, NY 12204

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, 2018**. See page 11 for details.

Refund Policy

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

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



PARTICIPANT *registration*

**2018 ANNUAL
convention**
Albany, NY - Sept. 25-27, 2018

Ways to Register

FAX (518) 436-4648

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

EMAIL lindag@ibanys.net

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

Name for Badge

Bank/Organization

Address

Contact Email

Contact Phone Number

Participation Fees

FULL REGISTRANTS

Member Banker/Associate \$1,035
Spouse/Guest \$750
Non-Member Banker/Associate \$1,250

DAY GUEST PACKAGES

Tuesday Evening \$425
Wednesday All-Access Pass \$725
Thursday Half-Day Pass \$325

Activities

Tuesday, September 25

Golf \$150 per person. If you are interested in the golf outing, please list each participant and handicaps (11:00 a.m. shotgun start):

Name	Handicap

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	=	\$_____
Day Guest Packages	_____	Tuesday Evening	x	\$425 each	=	\$_____
	_____	Wednesday All-Access Pass	x	\$725 each	=	\$_____
	_____	Thursday Half-Day Pass	x	\$325 each	=	\$_____
Golf (Wolferts Roost)	_____	Golfers	x	\$150 each	=	\$_____
				Grand Total		\$_____

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

Wednesday Dinner

Choose One

Seared Chicken Piccata Herb Crusted Salmon
 Grilled NY Strip Loin Lasagna (Vegetarian Entree)

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

SPONSORSHIP *form*

2018 ANNUAL
convention
Albany, NY - Sept. 25-27, 2018

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

Print Name		
Company		
Address of Credit Card		
City/State/Zip		
Phone	Fax	Email

DEADLINE
SEPT. 8,
2018

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
- Recognition on the convention page of IBANYS website
- Sponsor ID ribbon with badge
- Signage with company name and logo at sponsored event
- 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 IBANYS e-newsletter
- Sponsorship listing in convention show book

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
- Recognition in 4th quarter issue of *Banking NY* – includes company logo, contact info and website URL
- 24 x 36 sponsor sign
- Full page ad in convention show book
- Company logo posted to IBANYS social media
- Spotlight in IBANYS e-newsletter

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
- Company logo posted to IBANYS social media
- Spotlight in IBANYS e-newsletter

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

PLATINUM

- Vendor Reception – Tuesday (\$5,000)
- Welcome Dinner – Tuesday (\$6,500)
- Silent Auction Reception – Wednesday (\$8,500)
- Dinner – Wednesday (\$7,000)
- Albany Historian – Tuesday (\$4,000)

GOLD

- Luncheon (includes Keynote Speaker) – Wednesday (\$3,500)
- Luncheon – Thursday (\$3,000)
- Exhibit Space – (\$3,000)
- Dinner Wine – Tuesday Evening (\$2,500)
- Dinner Wine – Wednesday Evening (\$2,500)

SILVER

- Breakfast – Wednesday (\$2,000)
- Breakfast – Thursday (\$2,000)
- Program Book – (\$2,000)
- Refreshment Breaks (both days) – (\$1,750)
- Convention Gifts

BRONZE

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

CONVENTION GENERAL SPONSOR

- Golf Hole Sponsorship – (\$250)
- General Sponsorship – Amount \$ _____

6 MINUTE DRILL

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



EXHIBITOR *registration*

2018 ANNUAL
convention
Albany, NY • Sept. 25-27, 2018

Ways to Register

FAX (518) 436-4648 MAIL IBANYS, 19 Dove St., Suite 101, Albany, NY 12210

EMAIL lindag@ibanys.net An email will be sent confirming the booth number

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

Booth Selection Preference

1.

2.

3.

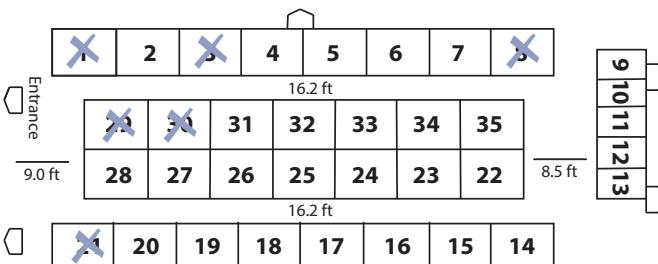
Booths

- Please make your booth selection preference above AND include payment with the reservation form below.
- 8' x 8' 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



Exhibitor Times

Tuesday, Sept. 25	1:00–5:00 pm	Vendor Booth Set-up
	5:30–7:00 pm	Tradeshow Opens/Welcome Vendors/Cocktail Reception
Wednesday, Sept. 26	5:30–7:30 pm	Tradeshow Floor Opens/Cocktail Reception/Silent Auction
Thursday, Sept. 27	7:15–11:00 am	Breakdown of Booths by 11:00 am

Calculate Booth & Activity Fees

Single Booth Member x \$1,350 each = \$ _____

Non-Member Exhibitor x \$1,850 each = \$ _____

Additional Exhibitor in Booth x \$750 each = \$ _____

Golf (Wolferts Roost) _____ Golfers x \$150 each = \$ _____

Name _____ Handicap _____

Name _____ Handicap _____

Grand Total \$ _____

Wednesday Dinner (choose one) Seared Chicken Piccata Grilled NY Strip Loin Herb Crusted Salmon Lasagna (Vegetarian Entree)

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

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

10

SILENT AUCTION

2018 ANNUAL
convention
Albany, NY - Sept. 25-27, 2018

Support your industry's political action efforts!

Wednesday, September 26, 2018

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 14, 2018.**

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



WWW.IBANYS.NET

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

THANK YOU

The staff of IBANYS thanks you for your support:

JOHN J. WITKOWSKI

President & CEO

johnw@ibanys.net

STEPHEN RICE

Director of Government Affairs & Communications

stever@ibanys.net

LINDA GREGWARE

Director of Administration & Membership Services

lindag@ibanys.net

WILLIAM CROWELL, III, ESQ.

Legislative Counsel, Cozen O'Conor Public Strategies, LLC

wcrowell@cozen.com

NATALIE ROWAN

Marketing & Social Media Assistant

natalier@ibanys.net

STAY CONNECTED



 **Independent**
BANKERS ASSOCIATIONSM
of New York State, Inc.
*Community Bankers. Serving the Community. **Serving You!***

2018 ANNUAL
convention
Albany, NY - Sept. 25-27, 2018