


<i>Bank Directors’ Guide to Controlling Credit Risk</i> by Dr. William F. Staats	\$9.95
<i>Key Concepts of Financial Management for Bankers (second edition)</i> by Dr. William F. Staats	\$28.50
<i>The Basics of Bank Investments (third edition)</i> by Dr. Paul D. Cretien	\$15.95

*These books may be ordered online through our home page, www.gsblsu.org. Just click on **Books** and complete and submit the order form. You may also contact the GSB office (1-888-278-0025) for additional information on these publications.*

BANK DIRECTORS’ GUIDE TO CONTROLLING CREDIT RISK

The Graduate School of Banking at LSU has published a book entitled Bank Directors' Guide to Controlling Credit Risk. The author, Dr. William F. Staats, for thirty years was the Hermann Moyse, Jr., Distinguished Professor of Finance and Louisiana Bankers Association Chair of Banking at Louisiana State University. Dr. Staats was a founding director of a community bank and was appointed by the Federal Deposit Insurance Corporation as a founding director of the nation's first bridge bank. In addition, he has served as an expert witness in more than 25 legal cases involving the duties of bank directors and officers. Each of those cases involved a failed institution. Staats has examined the files related to several hundred loans at failed banks and savings and loan associations.

 Find us on Facebook The school has a page on Facebook which you will want to check from time to time. Announcements will be posted there regarding new faculty, new trustees, recruitment activities, and other school developments of interest to students and graduates. Please send us any of your professional activities that you wish your fellow bankers to know about and we will post them on our wall. Information about access to Facebook may be found on our website at the bottom of our home page.

MOVING UP Updates on Graduate School of Banking at LSU Students and Graduates

ALABAMA	LOUISIANA (CON'D)
<ul style="list-style-type: none">Lincoln L. “Lee” Hammons (’03) Market President, Coastal Bank and Trust, Mobile	<ul style="list-style-type: none">Drake D. Mills (’93) President/CEO, Community Trust Bank, Ruston, has been appointed to the Federal Reserve Bank of Dallas’ new Community Depository Institutions Advisory Council
ARKANSAS	<ul style="list-style-type: none">Robert M. “Bob” Smith (’88) President/CEO, Iberville Bank, Plaquemine
<ul style="list-style-type: none">Charles H. “Charlie” Blanchard (’78) Chairman/CEO, First State Bank, Russellville, installed as the 2011-2012 Chairman of the Arkansas Bankers AssociationAdam C. Starks (’10) Executive Vice President/Market President, First State Bank, LonokeSean H. Williams (’01) President and Chief Executive Officer, The First National Bank of Wynne, Wynne	MISSISSIPPI
<ul style="list-style-type: none">Michael W. Willard (’10) Community Bank President, Arvest Bank, Mountain Home	<ul style="list-style-type: none">Chris W. Ryals (’12) Executive Vice President and Chief Operations Officer, The First, A National Banking Association, HattiesburgPhilip C. “Phil” Williams (’98) Chairman of the Board, Bank of Yazoo, Yazoo City
FLORIDA	TENNESSEE
<ul style="list-style-type: none">William P. “Porter” Smith (’10) Vice President—Commercial Lender, Anderen Bank, Palm Harbor	<ul style="list-style-type: none">William T. “Tom” Clifford (’05) President, First Community Bank of Bedford County, ShelbyvilleJames S. England (’08) President, Decatur County Bank, DecaturvilleJared A. Hall (’04) Vice President, Credit Process Manager, Regions Bank, KnoxvilleBruce Plummer (’78) Vice President of Development, Family Staffing Solutions, Murfreesboro
LOUISIANA	TEXAS
<ul style="list-style-type: none">John P. Ducrest (’94) Commissioner, Office of Financial Institutions, Baton Rouge, became Chairman of the Conference of State Bank Supervisors (CSBS) effective January 2011Joseph S. Exnicios (’88) President, Whitney Bank, New OrleansAlton K. McRee (’12) President and Chief Executive Officer, Fidelity Homestead Savings Bank, New Orleans	<ul style="list-style-type: none">Ricardo Ramirez (’09) President and Member of the Board, International Bank of Commerce (IBC Bank), Zapata
	VIRGINIA
	<ul style="list-style-type: none">Henry A. Logue (’84) President and CEO, Bank of Floyd, Floyd

In order to stay up-to-date with you and the news, we need your help. Please notify the school office of your promotions, moves, and any other information you think the other graduates would like to know. We would also appreciate notification of any changes in your mailing or e-mail addresses. You may send these updates directly to donw@gsblsu.org.



BancGrad Update

from the *Campus of Louisiana State University*

FROM THE DIRECTOR



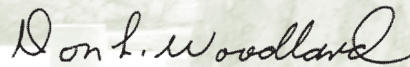
The commitment made by bankers to attend the three sessions of the banking school is significant. Time away from the bank and family is costly and the expense of attending, while very reasonable, is not insignificant. So, the question must be asked, “Are the benefits gained from attending worth the costs?”

Graduates may list a long array of professional gains they received from attending the school. I know of one bank that welcomes each of its graduates home—and they have many—with a monetary bonus and job promotion. Benefits of this nature are certainly measurable.

Graduates report that they have been promoted to positions they could not have fulfilled without the knowledge gained at the school. Others say that they frequently refer to their school notebooks to answer questions that arise in the day-to-day operations of the bank. These benefits come directly from the school’s excellent faculty members who work hard to keep their material on the cutting edge of industry knowledge.

Although intangible and difficult to measure, perhaps the greatest benefit gained during the three-year course of study is the personal relationships developed among the bankers. A 20-year graduate recently reported that he developed life-long friendships with six fellow students from different states and that he consults with them frequently on banking problems and opportunities, and several members of the group vacation together annually with their families. It is impossible to put a monetary value on relationships of this nature, but it is certain that the value assigned far exceeds the cost of the school.

As a graduate of the school, you can fully appreciate its value to your professional career and to your bank. Ask your friends and associates to consider taking charge of their careers by attending the Graduate School of Banking at L.S.U.


Don L. Woodland
Executive Vice President and Director

CLASS OFFICERS

A near-record number of freshmen threw their hats into the ring to run for president of their class. Fifteen budding politicians ran for office and the close vote threw the election into a run-off.

In a close vote, Zachary Moore of Farmers Bank and Capital Trust Company in Frankfort, KY, was elected president. The number two vote-getter and Vice President is Andii Jobe from Midwest Independent Bank, Jefferson City, MO. Serving on the Student Advisory Council are: Brandon Fogle, South Central Bank, Elizabethtown, KY; Don Gooch, Arvest Bank, Hot Springs, AR; Susan Harman, Old Point National Bank, Hampton, VA; and Jorge de la Vega from Banorte in Mexico City, MX.

These officers, along with officers from the other classes, meet twice during the session with the administration to discuss the progress of the session and any issues that might have surfaced.

STUDENT RECOGNITION

In the long history of the school, only 100 students have received perfect grades on all of their bank study projects. At the graduation on June 3, three seniors were recognized for attaining this lofty goal. They are:

- Aubrey H. Hall, Executive Vice President, First National Bank, Altavista, VA
- Becky L. Lee, Assistant Vice President, First National Bank of Tennessee, Cookeville, TN
- Lance D. Nobles, Vice President, Wachovia Bank, Herndon, VA

Coming ever so close to making the list was Guy B. Hall, IV, Commercial Banker/Assistant Vice President, Red River Bank, Shreveport, LA, who received only one “B.”



THE 63RD SESSION OF GSBSLU

View of LSU Quad



As a graduate of the School, you are in a unique position to recommend the program to your associates and others. Just call the school’s office (1.888.278.0025) and we will contact the prospective students and send appropriate materials. Applicants may also apply on-line by clicking on **Application**.

The 63rd session will be held May 20 – June 1, 2012 on the L.S.U. campus, and we are currently accepting applications.

62ND SESSION

The 62nd Session of the Graduate School of Banking was held May 22-June 3 with 493 bankers from 18 states and Mexico in attendance. Graduation was held on June 3rd and 157 happy bankers walked across the stage of the L.S.U. Union Ballroom to receive their diplomas and shake hands with President John Womack. This brings to 14,912 the number of total graduates.

With 86 bankers in attendance, Louisiana led all states in the number of attendees, followed closely by Tennessee with 64, and Mississippi with 57 bankers attending. Total school enrollment was about 3% lower than in 2010 due to the fact that a relatively large class graduated that year. Freshman enrollment was up 6% from the 2010 level.

STUDENT COUNT BY STATE
2011 Session

STATE	SR	JR	FR	TOTAL
Alabama	08	10	09	27
Arkansas	02	10	06	18
Florida	07	07	15	29
Georgia	19	16	09	44
Illinois	01	0	0	01
Indiana	0	01	02	03
Kentucky	10	06	10	26
Louisiana	28	29	29	86
Mexico	16	12	16	44
Minnesota	0	01	0	01
Mississippi	16	17	24	57
Missouri	01	02	03	06
North Carolina	09	09	12	30
Oklahoma	02	0	01	03
South Carolina	05	09	01	15
Tennessee	19	18	27	64
Texas	06	08	06	20
Virginia	04	04	03	11
West Virginia	04	02	02	08
TOTAL	157	161	175	493

WEBINARS This fall the school will offer, in cooperation with MZ Bierly Consulting, a series of three webinars dealing with retail bank management. The first seminar, “Is Adding Value Just About Cutting Price?” will be presented by Buck Bierly on September 19 at 10:00AM Central Time. The target participants in the program are bank management, commercial lenders, small business bankers, branch managers calling on small businesses, cash management specialists, business development officers and their sales managers.

The second webinar, “Building an Effective Referral Network,” will be offered October 17 and the final program in the series, “Strategies for Sales Leaders on Coaching Commercial Relationship Managers in Challenging Times,” will be presented November 21.

Registration per line is a modest \$225 and multiple participants may use the same line. Check your e-mail in the next several months for more information on these valuable educational webinars.

Check It Out

Email addresses for students and graduates are listed on our website, but only if requested. If you would like to have your email address shown in the directory, please send your address to donw@gsblsu.org and request that it be listed on our home page.

Attention Alumni

A new page has been added to the school’s website. The page is intended to make it easier for you, our alumni, to refer potential students to the school.

Go to our home page and click on **Students** at the top of the page, then on **Attention Alumni** on the left side of the page. A form will appear which permits the sending of a recommendation. Alumni who send recommendations will receive a nice gift from the school. We look forward to receiving your suggestions of candidates.

STUDENT PROFILES

Who should attend the school? The office receives telephone calls from potential students asking if they are too old or too young, or if their experience qualifies them to get maximum benefit from the school. These questions may be best answered by reviewing the following statistical profiles of bankers attending the 2011 Session.



To qualify for admission, a banker must have at least three years’ experience as an officer and academic credit for basic accounting, basic economics, or money and banking. The vast majority of students exceed these qualifications. The desire to improve one’s knowledge of the business of commercial banking is a fundamental pre-requisite for enrollment. Not all courses are equally interesting to students, but all courses are important to understanding the business of banking.

2011 STUDENT PROFILES

CATEGORY	NUMBER	PERCENT	CATEGORY	NUMBER	PERCENT	CATEGORY	NUMBER	PERCENT
ASSETS:			AGE GROUP:			EDUCATION:		
Under \$100 Million	34	06.95%	Under 24 years	02	00.41%	High School	04	00.82%
\$100-\$500 Million	196	40.08%	25 – 29 years	54	11.04%	Some College	37	07.57%
\$500 Mill-\$1 Bill	77	15.75%	30 – 34 years	152	31.08%	Associate	05	01.02%
\$1-\$5 Billion	52	10.63%	35 – 39 years	109	22.29%	Bachelors	327	66.87%
\$5-\$10 Billion	27	05.52%	40 – 44 years	87	17.79%	Masters	100	20.45%
Over \$10 Billion	66	13.50%	Over 44 years	76	15.54%	Law	01	00.02%
(Not a Bank)	37	07.57%	None Indicated	09	01.84%	Other	03	00.61%
MANAGEMENT LEVEL:			EXPERIENCE:			None Indicated	12	02.45%
Senior Management	112	22.90%	Under 5 years	146	29.86%			
Middle Management	179	36.61%	6 – 10 years	171	34.97%			
Junior Management	183	37.42%	11 – 15 years	80	16.36%			
Other	15	03.07%	Over 15 years	92	18.81%			

GRADUATE ACADEMIC CREDIT

The list of universities granting academic credit to our graduates continues to grow. For several years the University of South Carolina at Columbia has offered our graduates six hours of credit towards their M.B.A. program. Remaining hours required to obtain the degree may be obtained by completing courses taken over the Internet.

Using the South Carolina model, several universities in the region are offering academic credit to GSBSLU graduates, and others are giving consideration to similar proposals.

In addition to the University of South Carolina, the following universities and colleges are granting credits:

- The University of Mississippi
- The University of Tennessee at Martin
- Mississippi State University
- The University of West Georgia
- Mississippi College

To learn more about these arrangements with the school, refer to our home page at www.gsblsu.org and click on **Academics**.



MEXICAN BANKERS

For over a decade, the school has welcomed bankers from Mexico into the program and these students have made a great contribution to the culture of the school and to the learning experience of all attending. Over 100 bankers from Mexico, principally officers from Banorte in Monterrey, have completed the school and moved to higher positions in the bank. At the 2011 Session, 44 bankers from Mexico were enrolled and participated fully in the School’s annual Friday evening seafood party.

SOUTHERN CONNECTIONS

The reputation of the school for delivering quality professional banking education has spread to the southern hemisphere. Through the Bankers Association in Panamá, the school has offered in Panamá an intensive banking leadership program this year which will be followed by a similar course in February 2012. Also, discussions are underway with a commercial bank in Venezuela to offer a special course for its senior officers. All of these courses are taught by banking school faculty.