

<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.*

SIM SPEAKER

One perk, and perhaps the only one, received by the presidents of the simulated banks during the Bank Management Simulation course at the session is the invitation to attend a luncheon at The Faculty Club on the second Tuesday of the school and enjoy a good meal and a glass of wine and hear a good talk by an invited speaker.

BANK DIRECTORS' GUIDE TO CONTROLLING CREDIT RISK

The Graduate School of Banking at L.S.U. 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.

This year's speaker was John Ducrest, Commissioner of the Office of Financial Institutions in Louisiana and immediate past Chairman of the Conference of State Bank Supervisors. John was appointed in March to serve on the Financial Stability Oversight Council (FSOC) and he gave the simulated presidents an overview of the work of this new and very important organization

The 50-page paperback contains definitions of risk in banking, the elements essential to a sound loan policy, a discussion of the several steps in underwriting a loan, a description of major loan underwriting deficiencies, how to control credit risk at the portfolio level, how to maintain capacity to absorb credit losses, and how directors can monitor credit risk. This comprehensive coverage is explained clearly and concisely in the jam-packed 50 pages. In addition, Dr. Staats has interspersed the publication with real-world situations.

Single copies of the book are available for \$9.95 and the price per copy for seven copies or more sent to one address is only \$6.95

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

FLORIDA	MISSISSIPPI (CON'D)
<ul style="list-style-type: none">Larry W. Hacker ('88) Senior Vice President, First Southern Bank, Boca Raton	<ul style="list-style-type: none">William Donnie Tynes ('91) Senior Vice President and Assistant Controller, Trustmark National Bank, Jackson
LOUISIANA	
<ul style="list-style-type: none">John P. Ducrest ('94) Reappointed Commissioner of the Louisiana Office of Financial Institutions, Baton RougeR. Edwin Haworth ('92) President, Delta Bank, VidaliaTed J. Ledet ('95) Vice President/SBA Lender, Gulf Coast Bank & Trust Company, New OrleansMark S. Marionneaux ('10) Assistant Vice President, Loan Officer, Bank of Zachary, Zachary	<ul style="list-style-type: none">Jerry T. Wilson ('78) Appointed Mississippi Banking Commissioner, Mississippi Department of Banking and Consumer Finance, Jackson
	MISSOURI
	<ul style="list-style-type: none">Andii Kreek Jobe ('13) Assistant Vice President, Operations Officer, Midwest Independent Bank, Jefferson City
	SOUTH CAROLINA
	<ul style="list-style-type: none">Ronald F. Marchant, III ('11) City Executive, NBSC, Anderson
	TENNESSEE
	<ul style="list-style-type: none">Joseph Tracy Temples ('10) Branch Manager-Sewanee, Southern Community Bank, Sewanee
	WEST VIRGINIA
	<ul style="list-style-type: none">Rachel (Mach) Gannon ('05) Chief Financial Officer, Davis Trust Company, ElkinsWilliam A. Loving, Jr. ('81) President and CEO, Pendleton Community Bank, Franklin, has been appointed Chairman-Elect, Independent Community Bankers of America (ICBA)

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.

FROM THE DIRECTOR



In keeping with the increasing importance of digital delivery systems for data and information, the school is moving towards greater use of electronics to communicate with students, faculty, and alumni and to delivering information related to the session. Electronic systems will also be used to an increasing extent to market the school to potential students.

Students presently receive most of their bank study projects from the school's home page which also contains information needed to complete the projects. Next spring new students and second-year students will be able to go to the home page and print out the cases they will study at the session. Cases will not be mailed to students as in the past.

Prior to the session, a substantial volume of material is mailed to new students relating to housing, classes, schedules, etc. This important information is frequently lost, or not read, with the result that the student lacks information regarding many important aspects of the session. For the 2013 Session, this information will be posted on the home page and it may be accessed by students using a special security login.

At the request of numerous students, The Red Stick Times, the school's daily newspaper, will be emailed to students. A limited number of printed copies will be made available in the cafeteria for those students who do not have their cell phones handy.

The school's home page is undergoing a complete restructuring which should be completed this fall. You will be informed when it is ready for your inspection.

Don L. Woodland
Executive Vice President and Director

CLASS OFFICERS

Each class elects its officers on the first Wednesday of the session. The officers meet with the administrative group of the school twice during the session and join the faculty meeting on the first Thursday of the session. The officers provide a valuable link between the students and the administration of the school.

The officers at the 2012 session were:

Class of 2012:

- President—John M. 'Miles' Higgins, PCEO, SimplifyREO, St. Francisville, LA
- Vice President—Alton K. McRee, PCEO, Fidelity Homestead Savings Bank, New Orleans, LA
- Advisory Council—Jeremy M. Jones, VP/Branch Manager, Home Federal Bank, Bossier City, LA; Meredith W. Schmidt, VP, Fifth Third Bank, Jacksonville, FL; and Jorge Torres, Director, Banorte, San Pedro, MX

Class of 2013:

- President—Zachary C. Moore, VP, Farmers Bank and Capital Trust Company, Frankfort, KY
- Vice President—Andii K. Jobe, AVP, Operations Officer, Midwest Independent Bank, Jefferson City, MO
- Advisory Council—Brandon M. Fogle, Senior Lender/Vice President, South Central Bank, Elizabethtown, KY; Lloyd D. 'Don' Gooch, Jr., Community Market President, Arvest Bank, Hot Springs, AR; Susan C. Harman, VP/Manager, Old Point National Bank, Hampton, VA; and Jorge de la Vega, Director, Banorte, Mexico City, MX

Class of 2014:

- President—Faith Black, Vice President, BancorpSouth, Birmingham, AL
- Vice President—Crystal I. Buck, Office Manager, First State Bank of the South, Inc., Northport, AL
- Advisory Council—Ray Comer, AVP, Citizens Bank of Lafayette, Westmoreland, TN; Mike Delloro, Retail Banker, Landmark Bank, Durant OK; Humberto D. Guerra, Regional Cash Manager, Santander, Garza Garcia, MX; and Hector Armendaiz, Subdirector, Banorte, Monterrey, MX



THE 64TH SESSION OF GSBSLU

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 64th session will be held May 26 – June 7, 2013 on the L.S.U. campus, and we are currently accepting applications.

View of LSU Quad



ENROLLMENT AT THE 2012 SESSION

A total of 513 bankers showed up on campus May 20 to attend the 63rd session of the Graduate School of Banking. The largest number, 91 students, came from Louisiana followed closely by Mississippi and Tennessee.

A large contingent of bankers arrived from south of the border. A total of 43 bankers came from Mexico and all but two were officers from Banorte which is a \$50 billion dollar bank headquartered in Monterrey. These bankers make an important contribution to the educational experience of the school.

The following table indicates the home state of attendees at the last session:

2012 Student Body/By Class and Total

State/Country	SR	JR	FR	Total
Alabama	10	9	10	29
Arkansas	10	6	6	22
California	1	0	0	1
Florida	6	15	12	33
Georgia	16	8	16	40
Indiana	1	2	1	4
Kansas	0	0	1	1
Kentucky	7	10	9	26
Louisiana	28	26	37	91
Mexico	11	15	17	43
Mississippi	16	23	24	63
Missouri	2	3	4	9
N. Carolina	9	12	9	30
Oklahoma	0	1	3	4
S. Carolina	9	1	10	20
Tennessee	19	23	15	57
Texas	9	6	6	21
Virginia	4	5	4	13
W. Virginia	2	1	3	6
Total Counts	160	166	187	513

15,000

A milestone was crossed at the 2012 session of the school when the 15,000th graduate crossed the stage and received his diploma from John Womack, president of the school. The recipient was Justin C. Martin, Senior Vice President of the Community Bank in Tupelo, Mississippi. After Justin crossed the stage, seventy-two more bankers were greeted by President Womack and handed their hard-earned diploma.



*15,000th Graduate
Justin C. Martin, Tupelo, MS*

With 2,003 graduates, the state of Louisiana leads in the number of graduates followed closely by Tennessee with 1,601 graduates.

The number of graduates by state is shown below:

Louisiana	2,003	Missouri	312
Tennessee	1,601	Oklahoma	218
Mississippi	1,586	West Virginia	165
Florida	1,578	Other	397
Georgia	1,570		
Alabama	1,397		
South Carolina	851		
Arkansas	810		
Kentucky	796		
North Carolina	726		
Texas	628		
Virginia	434		

NEW STATE ASSOCIATION EXECUTIVES AND TRUSTEES

The School's board of trustees is composed of the chief executive officers of the 15 sponsoring state banker associations and 15 bankers from these states who are graduates. Two sponsoring states—South Carolina and Arkansas—have replaced retiring executives in the past few months. Fred Green is the new association executive from South Carolina and Bill Holmes holds the same position in Arkansas.



*Fred L. Green, III
South Carolina Bankers
Association*

Fred Green has a long and distinguished career in banking in South Carolina and Georgia. He began his career, after graduating from the University of South Carolina, with The C&S National Bank of South Carolina where he worked for twelve years before moving to The National Bank of SC as Chairman, President, and CEO. When that bank was acquired by Synovus, he was appointed Vice Chairman of that bank and later became President and COO, a position held until May 2009.

We welcome Fred to the board and value his insight into the banking industry. He is a 1987 graduate of the school.

Bill Holmes was an officer at the Arkansas Bankers Association for almost ten years before assuming the President and CEO position. He has over 30 years of experience in the commercial banking and investment banking business. As an officer with Metropolitan National Bank and its predecessors, his primary responsibilities were in the Trust and Wealth Management Divisions of the bank.

We welcome Bill to our Board of Trustees.



*William R. "Bill" Holmes
Arkansas Bankers Association*

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.

FRB ATLANTA OUTLOOK CONFERENCE

The school was invited by the supervisory division of the Federal Reserve Bank of Atlanta to co-sponsor its twelfth Annual Banking Outlook Conference which will be held February 28, 2013 at the Fed's office in Atlanta. The school will assist in marketing the conference to bankers in the southeast and will present a panel discussion dealing with an important topic—yet to be determined—affecting the outlook for banks in the region. Be on the lookout for communication concerning this outstanding program. You will want to attend.

OUTSTANDING FACULTY

An outstanding faculty member at the school is one who retains the interest of the student during the class presentation, delivers information that is relevant to the student and his/her bank, and challenges the student to apply the knowledge received when returning home. Dr. Rex Bennett fits this description.



*Dr. Rex Bennett
Hot Springs Village, AR*

We frequently receive calls from students informing us that they have successfully applied information learned in Rex's class to their bank's marketing program. A recent student reported that he entered the marketing class with a less-than-enthusiastic attitude and finished the class ready to assume control of his bank's marketing program. This type of testimony regarding the Strategic Bank Marketing class is not unusual. Each year the class is ranked by the students in the top tier of class offerings.

Dr. Bennett recently retired as a Professor of Marketing at the University of San Francisco and presently resides in Arkansas. He holds his undergraduate degree from the University of Tennessee at Knoxville, and his doctorate from the University of North Carolina, Chapel Hill. Through his consulting firm, he is actively engaged in speaking and consulting with business organizations nationally and internationally.

NEW FACULTY AT THE 2012 SESSION

At the 2012 Session, several new faculty members participated as case leaders, lecturers, and course coordinators.

The new case leaders were:

- Harvey Church, Senior Executive Officer, First Farmers & Merchants, Columbia, TN
- Mark D. Griffiths, Professor of Finance, Miami University, Oxford, Ohio
- Tony L. Reitzel, Senior Vice President, BB&T, Winston-Salem, NC
- William M. Stallings, Senior Vice President, BB&T, Winston-Salem, NC

New course coordinators were:

- John R. Barrickman, President, New Horizons Financial Group, Fernandina, FL
- Darnell R. Canada, Managing Director, Darling Consulting Group, Newburyport, MA
- Kyle Enger, Principal, BBI Financial, LLC, Bellevue, WA
- John Matheny, Director of Sales & Marketing, Abound Resources, Austin, TX
- J. Michael Woody, Consultant, J. Michael Woody, Inc., Destin, FL

New course lecturers were:

- Bob Monroe, President, Stinson Morrison Heckler, LLP, Kansas City, MO
- Theresa J. Schefstad, Consultant, Clearwater, FL
- Michael L. Stevens, Senior Executive Vice President, Conference of State Bank Supervisions, Washington, DC

TOP FACULTY AND COURSES

Students and graduates are well aware of the process used by the school to evaluate its faculty, courses, and other aspects of the program. The numerical ratings are tabulated and the written comments typed and a booklet of about 20 pages is distributed to the Executive Committee of the school to assist in the planning of the next session of the school. The interpretation of the evaluations is very difficult because a faculty member may receive top ratings from some students, and very low ratings from others.

But, for many years, the senior course—Bank Management Simulation—has received the top ranking in the school. The faculty that teaches this course is excellent as is the leader of the course, Dr. Ernie Swift. The success of the course reflects not only the quality of the instruction, but the fact that the students enjoy working in teams, the competitive environment offered by the simulation, and the ability to test decisions that may or may not enhance the profitability of the simulated bank. The school has invested considerable resources in keeping the program current with the banking environment and will continue to do what is necessary to assure the simulation continues in its top ranking in the school.

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.