



BancGrad Update

from the *Campus of Louisiana State University*



FROM THE DIRECTOR

An important measure of success of a professional educational program is the amount of “take home” value the participants receive. Do the students leave the campus with ideas, tools, and new relationships that will bring value to their institutions in both short term and into the future? The Graduate School of Banking scores very high in all these areas.

Over the three-session period, bankers study twenty five courses and work through fourteen cases which deal with major topics essential to the successful operation of a commercial bank. The “practical” approach used by the faculty assures that the students leave the campus with the knowledge and tools necessary to enhance their bank’s bottom line.

During a visit with any school graduate, the topic of relationships developed during the three sessions is sure to be discussed. An important educational and personal take-home benefit is obtained through school attendance by the close professional relationships developed between classmates. These friendships often last a lifetime and involve frequent phone conversations relating to the business of banking viewed from different perspective and from varied experiences. Thus, upon graduation from the school bankers return to their institutions with new knowledge gained from class, case work, and personal relationships that may be drawn on for years to come to solve problems and develop new business opportunities.

Don L. Woodland

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Executive VP and Director

OUTSTANDING FACULTY

The Graduate School of Banking features an excellent curricula which is delivered to the students by: about fifty faculty members, academicians, bankers, consultants, and others such as attorneys and regulators. The most important key to the learning environment at the school is the faculty. It is widely recognized that teaching adults in a professional learning environment is significantly different and more challenging than lecturing in a university classroom.

The school is very fortunate to have on the faculty many excellent teachers who are highly regarded by the students. Dr. Ken B. Cyree has taught several years the first year course in Intermediate Credit Analysis which is required for all first year students who have lending experience. Each year, Dr. Cyree receives very high evaluations from his students.

Dr. Cyree is Dean of the School of Business Administration, Frank R. Day/Mississippi Bankers Association Chair of Banking,

and Professor of Finance. He received his doctorate and MBA from the University of Tennessee and is the Director of the Mississippi School of Banking. Dr. Cyree’s research interests are in banking, financial markets, interest rates, and regulation. He has papers published in the Journal of Business, Financial Management and other major professional publications. Dr. Cyree has also received several teaching awards from the University.



The school is very fortunate to have someone with Dr. Cyree’s academic and professional qualifications on its faculty and his dedication to the school and to his banker students is greatly appreciated.

STATE BANKER RECEPTIONS

After class on the first Wednesday of the session, sponsoring state banker associations host a reception for bankers from their respective states attending the school. This is one of the very few times during the session where bankers from the same state can meet and greet. At the last session, ten of the fifteen sponsoring states hosted their banker/students. The representative hosts were:

- Alabama: Scott Latham
- Florida: Peter Brokaw

- Georgia: Joe Brannen, Kathy Friestad, and Brad Barber
- Louisiana: Bob Taylor and Ginger Laurent
- Mississippi: Mac Deaver, Frank Sibley, and Jerry Host
- Missouri: Shane Cowger
- North Carolina: Peter Gwaltney
- South Carolina: Jimmy Clarkson
- Tennessee: Colin Barrett, Stacy Langford, David Verble, and Bobby Moore
- Virginia: Matt Bruning
- West Virginia: Watts Steger

SESSION REPORT

The 2016 session of the school was completed June 3 with 205 bankers receiving their diplomas from President Watts Steger. The graduation of this class brought to 15,777 the total number of graduates since the first class crossed the stage in 1952. The top states in terms of graduates are Louisiana (2,127), Tennessee (1,689), and Mississippi (1,680). As the adjacent table illustrates the 2017 graduating class will be much smaller. ►

SCHOOL POLITICIANS

Each session an election is held on the first Wednesday to select class officers who will represent the class for the three sessions. Students elected to represent the class of 2018 are as follows:

- President—Donald Hillbish, C & F Bank, Quinton, VA
- Vice President—Lauren Burns, United Mississippi Bank, Natchez, MS
- Advisory Council Members—Chad Grimes, Citizens Bank of Lafayette, Tullahoma, TN; Douglas Haehl, Citizens Bank of Lafayette, Lafayette, TN; Terry Lockhart, RCB Bank, Broken Arrow, OK; and Nadim Dergal, Banorte, Guadalajara, MX

NEW SCHOOL

The school has partnered with the Graduate School of Banking at the University of Wisconsin to offer a one-week school designed especially for information security professionals. The school is led by nationally recognized experts and features a rigorous curriculum which covers the latest in IT security and the business of banking. Among the topics addressed are:

- Information Security and Law
- Virtualization
- Future of Deploying Hardware in the IT Environment
- Network Penetration and Testing

The school is offered on the Madison Campus of the Wisconsin School on October 23-28. For more information contact the schools office at www.gsbisu.org. The registration cost which includes room and meals is \$2,999.

ACADEMIC UPDATE

Each summer following the annual session, the Executive Committee of the school which has six members, meets for a two-day period to review student evaluations of the session and consider any changes that need to be made in the program for the next year. At the 2016 summer meeting several changes were decided upon.

For two sessions the junior course, “Managing Bank Performance”, was taught by faculty members who also taught in the senior Bank Simulation course. The subject matter of the course is intended to prepare bankers in the junior class for the decision-making required in the senior simulation.

The simulation faculty requested to be relieved of the responsibility of teaching this course and their wishes will be honored. The course at the 2017 session will be taught by Paul Allen, CPA and shareholder of the firm Saltmarsh, Cleveland, and Gund in Tampa, Florida. Paul is an experienced banking educator and will do an outstanding job teaching this important course.

A new course addressing the topic of leadership will be offered in the second week of the school by Dr. Richard White, Dean of the College of Business Administration of L.S.U. Dean White also serves on the School’s Board of Trustees. Dean White brings to the classroom not only academic experience but leadership

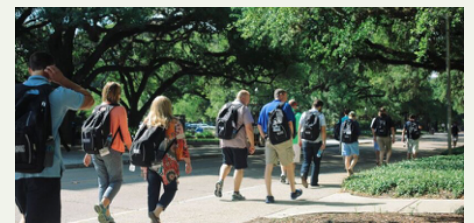
skills obtained as a captain in the U.S. Coast Guard.

The very important subject of technology management will be addressed in a new course taught by Dr. Kevin Streff who is on the faculty of South Dakota State University and manages a consulting firm that works with commercial banks. The course will focus on managerial skills needed to supervise effectively the rapidly changing environment of banking technology.

The junior/senior elective course in Real Estate Financing will be led by Calvin Evans, Marketing Intelligence, Director, Commercial Real Estate, Synovus Financial Corporation, Columbus, Georgia. Cal brings to the school several years of real estate market analysis and risk management experience in the area. He is well qualified to teach young bankers the complicated business of real estate financing.

Several other changes in course offerings and cases work are under consideration and will be finalized soon.

| STATE | SR '16 | JR '17 | FR '18 | TOTAL |
|----------------|------------|------------|------------|------------|
| Alabama | 14 | 9 | 9 | 32 |
| Arkansas | 6 | 7 | 6 | 19 |
| Florida | 22 | 6 | 9 | 37 |
| Georgia | 15 | 17 | 16 | 48 |
| Kansas | 1 | 0 | 3 | 4 |
| Kentucky | 11 | 7 | 13 | 31 |
| Louisiana | 35 | 30 | 34 | 99 |
| Maryland | 1 | 2 | 1 | 4 |
| Mexico | 15 | 16 | 16 | 47 |
| Mississippi | 26 | 31 | 22 | 79 |
| Missouri | 2 | 3 | 5 | 10 |
| Nebraska | 1 | 0 | 1 | 2 |
| New Mexico | 0 | 1 | 0 | 1 |
| North Carolina | 9 | 6 | 3 | 18 |
| Ohio | 0 | 1 | 0 | 1 |
| Oklahoma | 2 | 1 | 4 | 7 |
| South Carolina | 12 | 3 | 7 | 22 |
| Tennessee | 25 | 17 | 32 | 74 |
| Texas | 3 | 3 | 3 | 9 |
| Virginia | 5 | 4 | 8 | 17 |
| West Virginia | 0 | 2 | 0 | 2 |
| TOTAL | 205 | 166 | 192 | 563 |



FRB OUTLOOK CONFERENCE

The school will again join with the Federal Reserve Bank of Atlanta in offering the Annual Economic Outlook Conference. The Conference will be held at the Fed's downtown office in Atlanta February 23, 2017. The school's presentation will address the regional economic outlook and will be led by long-time

faculty member Dr. David Kohl from Virginia Tech and Dr. Thomas Payne from Tennessee Tech University.

This conference is always very well attended, so put the date on your new 2017 Calendar.

RETIRING TRUSTEES

Each of the sponsoring fifteen state banker associations are represented on the Board of Trustees by a graduate who serves a two year term and may be reappointed for an additional two year term. The terms of three members of the board expire in September 2016 and since they have served two terms they are not eligible to be reappointed.

Will Buyck, Jr. Chief Executive Officer of the Bank of Clarendon in Manning, South Carolina has done an excellent job in representing the Palmetto state on the board for four years. Will is a 2009 graduate of the school.

Our trustee representing the state of Texas, Terry Whitley has completed his four-year term on the board. A 2008 graduate of the school, Terry is President and CEO of Security Bank in Crawford, Texas and was a very effective trustee representing banks in his state.

Greg Caudill, a 1988 graduate of the school, has fulfilled his four year term on the Board and has represented well his state of Kentucky. Greg is President and CEO of Farmers National Bank, Danville. We greatly appreciate the service Greg and the other retiring trustees provided the school through their service on the Board of Trustees.

2019 CLASS

As a graduate of the school, you are in a unique position to market the program to your fellow bankers. Questions which you will likely be asked include the following:

- What did you learn?
- What has the school meant to your career?
- Does one have to be a lender or credit officer to attend?
- Would you recommend that I attend?
- How are the living accommodations?

You are well qualified to address these and other questions potential students may pose. Your help in making the 2017 session a successful one is greatly appreciated.



MEXICAN BANKERS

For ten years the school has had enrolled officers from commercial banks in Mexico. Most of these bankers are officers employed in Banorte which is the largest independent bank headquartered in Monterrey. Three years ago the Banorte bankers were joined by bankers from Banjio which is located in Leon and has branches nationwide. At the 2016 session 47 bankers from Mexico were in

attendance. The Mexican bankers are enrolled in the school's traditional curriculum with one exception – they do not take the course in Bank Regulatory Law for obvious reasons. At the 2016 session, a new course taught in Spanish by a prominent Monterrey banker was taught addressing Trends in Banking in Mexico. The course received very high ratings by the students.

BLOGS

The school has partnered with a local firm to analyze and manage our website www.gsblsu.org. To improve the value of the page to readers, we added periodic blogs relating to current developments in the industry, as well as new activities involving the school. Topics addressed by the blogs include:

- GSBSU 2016 Class Overview: Bank Regulatory Law
- GSBSU 2016 Class Overview: Banking Small Business
- Managing Bank Performance
- Treasury Management: Is Technology Changing Your Business?
- 2016 Winners: GSBSU Bank Management Simulation
- Profile of a Leader
- 2016 Banking Outlook Conference
- New GSBSU Course for 2016 Session
- Enhancing the Learning Experience at GSB

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.

THE 68TH SESSION OF GSBSU

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 online by clicking on **Application**.



The 68th session will be held May 21-June 2, 2017 on the LSU campus, and we are currently accepting applications.