

National Marine Bankers Association 33rd Annual Marine Lending Industry Conference



September 9-11, 2012:
Newport Marriott Hotel,
Newport, Rhode Island



Sa turday September 8th

6:00pm—7:00pm NMBA SPONSOR RECEPTION for Platinum, Gold and Silver Sponsors :
Naragansett Room

Su nday September 9th

8:00am—12 noon NMBA Board of Directors Meeting:

3:00pm—5:00pm Exhibitor Set-Up: *Salon III and IV*

5:00pm—8:00pm Registration: *Foyer: Salon IV*

6:30pm—9:00pm **OPENING WELCOME RECEPTION** : *Salon III and IV*



Mo nday September 10th

7:0am—7:45am **BREAKFAST** : *Stars and Stripes (Fathoms Restaurant)*

7:45am—8:00am **NMBA President's Report: State of the Marine Finance Industry**
Karen Trostle, NMBA President

8:00am—9:00am **Boats-to-Market: Today's Changing Trends** : *The routes consumers can take to go boating or buy new or pre-owned product continue evolving with builders becoming direct selling outlets, clubs gaining acceptance and middlemen arranging connections and deals. This panel explores what the lending community should know to stay on top of emerging marine distribution and inventory trends and find ways to involve itself in the new transactions while maintaining relationships with the traditional selling community. **Matt Gruhn, MRAA President, Bentley Collins, Marketing Manager, Sabre Yachts and John Burnham, Editorial Director, Yacht-World.Com***

9:00am—10:00am **Future Direction of the NMBA:** *An interactive discussion with attendees on what direction the association will take in order to increase its membership base and provide better value to and for its members.*

10:00am—10:30am **You Make The Call:** *Interactive discussion on situations that are in the forefront of the marine industry. Attendees will be given the opportunity to*

10:30am—10:45am **COFFEE BREAK WITH THE EXHIBITORS: Salon III and IV**

10:45am—11:30 am **Collateral Values:** *Banks have differing views and guidelines on what types, sizes, and age of boats they are willing to finance. This discussion will address collateral restrictions, how advances are established on both new and pre-owned boats, and how lenders prioritize valuation resources. Don Parkhurst, SunTrust Bank, Jim Simpson, MD of Aviation & Marine Finance, First Republic Bank, Scott Anderson, VP/Marketing Manager, Merrick Bank and Brent Huffman, Correspondent Lending Credit Manager, US*

11:30am—12 noon **Growing the Recreational Boating Industry:** *Highlights of where we've been and where we are going. A presentation on what the industry is doing to grow participation in the recreational boating industry and state of the industry highlights: Carl Blackwell, NMMA CMO & VP Marketing & Communications*

12:00 noon —1:00pm **LUNCH**

1:00pm—2:00pm **Update from the Capitol** *with Michael Benoit, Partner, Hudson Cook LLP, and Don Parkhurst, NMBA Legislative Chair: An in-depth discussion on the Dodd/Frank Act, updates on the latest intentions of the Consumer Financial Protection Bureau and the Amicus Brief filing, and highlights from the Capitol that affect the marine finance industry.*

2:00pm—2:15pm **COFFEE BREAK WITH THE EXHIBITORS: Salon III and IV**


2:15m—3:00pm **Prime and Non-Prime Pricing:** *A generic look at the factors that determine pricing for these very different segments: James Barron, Essex Credit and John Haymond, Medallion Bank.*

3:00pm—3:30pm **Rapid Fire Update:** *A panel discussion offering fast and speedy responses on topics germane to the marine lending industry.*

3:30pm—4:30pm **Cocktail Hour**  **Free Evening to explore Newport**

Tu esday September 11th

7:00am—7:45am **BREAKFAST WITH THE EXHIBITORS: Salon III and IV**

7:45am—7:50am **Remembering 9/11** 

7:50am—8:10am **NMBA Board Candidate Election Platforms and Introductions**

8:10am—9:45am **Economic Review and Analysis:**
Gina Martin Adams, Wells Fargo Securities

10:30am

DEPART FOR GOLF TOURNAMENT (Newport National Golf Club)
Golf Prizes will be awarded immediately following the tournament at the Golf Awards Reception at the Golf Club House.



11:30am

Non-Golf Activity: Depart for Newport Mansion Tour



6:30pm—8:00pm

GOLF PUTTING COMPETITION AND COCKTAIL RECEPTION:
Salon III and IV

8:00pm

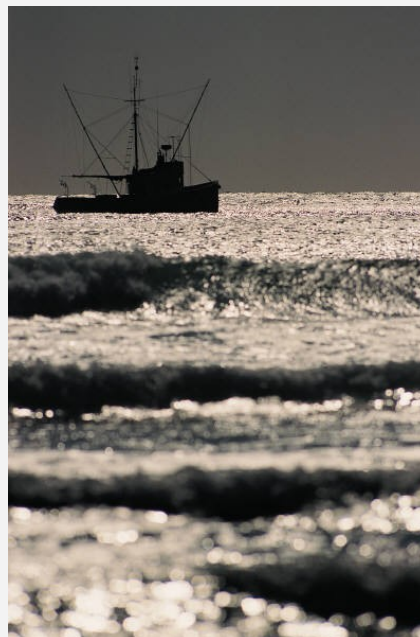
CLOSING DINNER *featuring Ted LeClair:*

A Winning Formula: How One Man's Greatest Failure Turned Into A

Formula for Success: *This is a story of failure from Navy SEAL training that turned into a lifetime of learning that taught Ted some incredible lessons. In the end this failure transcended into great gifts! These lessons can help sales and business professionals as they work to transcend the challenges of the last several years in this tough economic environment, and help to see opportunity going forward. Three questions are asked and answered during this talk: Who is your Nightingale? What is your Mission? and Are you a Lincoln? In this presentation Kolbe, mentoring, framing life goals, goal setting and finally the will to execute and achieve the most important things to us will be covered.*

THANK YOU for attending NMBA 2012

THANKS to our 2012 Sponsors and Supporters



SEE YOU NEXT YEAR