

2025 TRI-STATE TRUST FORUM

SEPTEMBER 25 & 26, 2025
Venue at Portwalk Place
Portsmouth, NH

The New Hampshire Bankers Association, in cooperation with the Maine Bankers Association, Vermont Bankers Association, Inc. Trust Committees, and the NH Trust Council, invites you to attend this year's Tri-State Trust Forum.

MAINE
BANKERS
Association

NH Bankers
ASSOCIATION

VBA
Vermont Bankers Association, Inc.



NEW HAMPSHIRE
TRUST COUNCIL

2025 TRI-STATE TRUST FORUM

SEPTEMBER 25 & 26, 2025 | VENUE AT PORTWALK PLACE, PORTSMOUTH, NH

PRELIMINARY AGENDA

WEDNESDAY

SEPTEMBER 24

Tee Times TBD

EARLY ARRIVAL GOLF

Sponsored by Fifth Third, Proxytrust, Cheetah and Asset Mark, come enjoy a day of golf at a local course. It's all for fun! Pre-registration required and further details will be provided as we get closer.

THURSDAY

SEPTEMBER 25

8:00 AM – 9:00 AM

EXHIBITOR & SPONSOR SET UP

9:00 AM – 9:30 AM

REGISTRATION & COFFEE WITH EXHIBITORS AND SPONSORS

Sponsors:

Cheetah – Reception

Federated Hermes – Lunch

Fifth Third – Reception

New Hampshire Trust Council – Lunch

Exhibitors:

9:30 AM – 9:35 AM

WELCOME

Susan Martore-Baker, *President*, Cambridge Trust Company of NH
Chair, NH Bankers Association Trust Committee

Jeff Nowell, *SVP of Client Relationship Management*, Mascoma Wealth Management
Chair, Vermont Bankers Association Trust Committee

9:35 AM – 10:35 AM

UNSTOPPABLE MOTIVATION

Dr. Earl Suttle, *Founder and Chair*- Leadership Success International, LLC

Dr. Earl specializes in working with businesses and organizations to increase their profits and productivity through developing their people.

10:35 AM – 11:35 PM

FIXED INCOME MARKET OUTLOOK

Karen Manna, *Investment Director, Portfolio Management*
Federated Hermes

As client portfolio manager, Karen Manna is responsible for interactions with clients and consultants regarding Federated Hermes' fixed income funds. She is also responsible for portfolio management and research in the fixed income area. Karen has more than 20 years of investment experience.

11:35 AM – 12:35 PM

TRUST MODERNIZATION – OPPORTUNITIES FOR GROWTH

Panelists:

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	<p>Patrick O. Collins, McLane Middleton Law Firm and Chair, NH Trust Council - Legislative Committee Chair</p> <p>Brendan Mitchell, Market Street Trust Company and NH Trust Council - Legislative Committee Member</p> <p><u>Moderator:</u> Heather Perkins Ogmundson, VP, Associate Counsel & Chief Compliance Officer, Jordan Park Trust</p> <p>Representatives from each state discuss the unique qualities of trust business in their states and their states' evolution in the trust/estate realm. What are the challenges those trust companies are facing and how do they meet their clients needs.</p>
12:35 AM – 1:35 PM	<p>LUNCH Sponsored by FEDERATED HERMES and NEW HAMPSHIRE TRUST COUNCIL</p>
1:00 PM – 1:35 PM	<p>INTERNATIONAL MARKET OUTLOOK Peter Smith <i>International Equity Strategist, Investment Director, Senior Vice President</i> Federated Hermes</p> <p>As a client portfolio manager for Federated Hermes International Equity Strategies, Peter Smith is responsible for interaction with clients and consultants with regard to international equity products, articulating the strategy, process, positioning and performance of both developed and emerging markets. He is co-chair of the Federated Hermes International Outlook Committee, which provides the international investment teams with a view of the economies and the equity markets in the regions that they invest. Additionally, Peter is part of the PRISM® Asset Allocation Committee, which sets firm-wide views on the economy, financial markets and investment positioning. He has more than 35 years of investment experience.</p>
1:35 PM – 2:35 PM	<p>LEGISLATIVE AND CASE LAW UPDATE: THE MOST INTERESTING CASES AND LAWS AFFECTING FIDUCIARIES Brendan Mitchell, Market Street Settlement Brandon Vallie, McLane Middleton Ryan Hale, NH Bankers Association</p> <p>This presentation will provide high points related to substantive law (legislative updates and case law) related to trust and estates. This will focus on matters in the tri-state area and northern New England, including Massachusetts, but will also draw attention to any cases that may be useful knowledge for practitioners.</p>
2:35 PM - 2:45 PM	<p>AFTERNOON BREAK WITH EXHIBITORS</p>
2:45 PM - 3:45 PM	<p>THE RISE OF ELDER ABUSE & FRAUD IN WEALTH MANAGEMENT Beth Weismann, CTFA, CIA, Internal Audit Manager Ada Paddock, JD, CIA, Internal Audit Manager</p>

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Wolf & Company, PC

The country is aging. The number of people over the age of 60 is expected to double by 2050. Estate planning, wealth transfer and trust administration are just some of the critical areas financial advisors need to consider as they walk the fine line between respecting a client's autonomy while also protecting them from potential abuse. During this session, we will discuss the state of an aging nation faced with the increase in artificial intelligence, romance scams, investment fraud, and identity theft. Through review of current statistics from federal agencies and real-life case studies, we will highlight the challenges the wealth management industry faces and discuss best practices, leveraging various innovative approaches and strategies to play a significant role in reducing elder abuse and fraud.

- After attending this session, the participant will understand:
 - Identify common warning signs of elder abuse
 - Understand the importance of proactively updating estate plans
 - Recognize how emerging technologies such as AI, fraud detection and identity verification can protect your client.
 - Learn best practices when it comes to advising and educating clients.

3:45 PM - 4:30 PM

MISSION IMPOSSIBLE? SOLVING THE ESTATE AND INCOME TAX TRADE OFF

Alvina H. Lo, *Chief Wealth Strategist, EVP*
Wilmington Trust

This session will analyze the potential benefits and drawbacks of every wealth transfer strategy. One of the common trade-off's is saving the estate tax and having to give up the step-up in basis at death. It may, however, be possible with the co-called "Step-Up in Basis Trust", or "1014 Trust" (named after Section 1014 of the Internal Revenue Code) to have the best of both worlds. Explore how to use your client's lifetime gift exemption and get a step-up in income tax basis and learn about the pitfalls to avoid.

4:30 PM - 5:30 PM

EXHIBITOR RECEPTION

Sponsored by FIFTH THIRD

Join us for a reception and peer discussions. Also take a little time to thank our sponsors/exhibitors for their support of our event.

FRIDAY

SEPTEMBER 26

8:15 AM - 9:00 AM

FULL BREAKFAST WITH EXHIBITORS AND SPONSORS

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Chair, NH Bankers Association Trust Committee

Jeff Nowell, *SVP of Client Relationship Management*, Mascoma Wealth Management
Chair, Vermont Bankers Association Trust Committee

9:05 AM – 10:00 AM

TRI-STATE ECONOMIC UPDATE

Brian Gottlob, *Director*, Economic and Labor Market Information Bureau
NH Department of Employment Security

A view of the local tri-state economy.

10:00 AM – 10:15 AM

MORNING BEVERAGE BREAK WITH THE EXHIBITORS

10:15 AM – 11:00 AM

WHEN TRUSTS FAIL - THE FIDUCIARY CONSEQUENCES OF MISHANDLING REAL ESTATE

Patrick Alyward, *CEO*
TRUSTworthy Consultants, LLC

Managing real estate is a challenge many Trustees face, yet most high net worth clients own it! This session will review the regulatory requirements and risks when managing this asset class (in fiduciary accounts) followed by an overview of the consequences if mishandled. Some industry best practices and tips will be shared so your organization can avoid the pitfalls that keep trust professionals up at night.

11:00 AM – 12:00 PM

FIDUCIARY COMPLIANCE: BEST PRACTICES AND IMPORTANT COMPLIANCE UPDATES FOR TRUST COMPANIES AND DEPARTMENTS

Shelley Foster
Wipfli

Trust-related activities expose financial institutions to many of the same risks encountered in traditional banking activities. For example, operating (transaction), strategic, legal, compliance, credit, settlement, market, liquidity and reputational risks may be present both for trust departments and financial institution operations. Some risks may result directly from trust department or financial institution processes, while other risks may be inherent in the products and services offered at the financial institution. This session will help you understand your responsibilities.

12:00 PM

ADJOURNMENT