2025 TRI-STATE TRUST FORUM



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

MAINE BANKERS ASSOCIATION | NH BANKERS ASSOCIATION | VT BANKERS ASSOCIATION | NH TRUST COUNCIL

2025 TRI-STATE TRUST FORUM

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

AGENDA

WEDNESDAY	**SEPTEMBER 24**
Tee Times TBD	**EARLY ARRIVAL GOLF** Sponsored by Fifth Third, Federated Hermes, 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:** **AssetMark – Thursday Afternoon Break** **Capitol Group – Thursday Afternoon Break** **Cheetah – Reception** **Federated Hermes – Lunch** **Fifth Third – Reception** **Jordan Park Trust Company – Morning Break** **MainStreet Advisors – Morning Break** **New Hampshire Trust Council – Lunch** **Exhibitors:** **AmericanTCS** **Broadridge** **D&C Home Care** **Estateably** **GreenHill Investment Reporting** **Infovisa, Inc.** **NewEdge Capital Group** **ONESOURCE Trust Tax** **Principal Asset Management** **Proxytrust** **Trust Investment Solutions** **TRUSTworthy Consultants**
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.

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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: **Patrick O. Collins**, McLane Middleton Law Firm and Chair, NH Trust Council - *Legislative Committee Chair* **Livia DeMarchis**, *In-House Counsel,* Trust Company of Vermont **T. Griffin Leschefske**, *Partner,* Pierce Atwood LLP **Brendan Mitchell**, Market Street Trust Company and NH Trust Council - *Legislative Committee Member* Moderator: **Heather Perkins Ogmundson,** *VP, Associate Counsel & Chief Compliance Officer*, Jordan Park Trust 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.
12:35 AM – 1:35 PM	**LUNCH** **Sponsored by FEDERATED HERMES and NEW HAMPSHIRE TRUST COUNCIL**
1:00 PM – 1:35 PM	**INTERNATIONAL MARKET OUTLOOK: TIME TO FIND YOUR PASSPORT** **John Sherman,** *Co-head of the Tactical Balanced Strategies Team; Sr. Portfolio Manager & VP* Federated Hermes A dive into the international market outlook discussing both challenges and opportunities.
1:35 PM – 2:35 PM	**LEGISLATIVE AND CASE LAW UPDATE: THE MOST INTERESTING CASES AND LAWS AFFECTING FIDUCIARIES** **Brendan Mitchell,** Market Street Settlement **Brandon Vallie,** McLane Middleton **Patrick O. Collins**, McLane Middleton Law Firm **Ryan Hale**, NH Bankers Association 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.
2:35 PM - 2:45 PM	**AFTERNOON BREAK WITH EXHIBITORS** **Sponsored by AssetMark and Capital Group**

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2:45 PM - 3:30 PM	**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.
3:30 PM - 4:15 PM	**MISSION IMPOSSIBLE? SOLVING THE ESTATE AND INCOME TAX TRADE OFF** **Matthew T. Lee**, *Director, Wealth Strategies* 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.
4:15 PM - 5:30 PM	**EXHIBITOR RECEPTION** **Sponsored by Cheetah and 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** **Sponsors:** **AssetMark – Thursday Afternoon Break** **Capitol Group – Thursday Afternoon Break** **Cheetah – Reception** **Federated Hermes – Lunch** **Fifth Third – Reception** **Jordan Park Trust Company – Morning Break** **MainStreet Advisors – Morning Break** **New Hampshire Trust Council – Lunch**

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9:00 AM – 9:05 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
9:05 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** **Sponsored by Jordan Park Trust Company and MainStreet Advisors**

10:15 AM – 11:15 AM	**THE RISE OF ELDER ABUSE & FRAUD IN WEALTH MANAGEMENT**
	Beth Weismann, *CTFA, CIA, Internal Audit Manager*
	Ada Paddock, *JD, CIA, Internal Audit Manager*
	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.

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11:15 AM – 12:15 PM	**FIDUCIARY COMPLIANCE: BEST PRACTICES AND IMPORTANT COMPLIANCE UPDATES FOR TRUST COMPANIES AND DEPARTMENTS** **Shelley Foster,** CRCM, CCBIA, Senior Manager **Matthew Hovis**, Senior Manager 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.
12:15 PM	**ADJOURNMENT**