



RETURN SERVICE REQUESTED

# 2010 PACB Education Series: SPECIAL EVENT

*The Pennsylvania Association of Community Bankers and The Bryn Mawr Trust Company  
present the*

## Marcellus Shale Telephone Seminar

September 22, 2010 — 10:00 - 11:30 am

### REGISTRATION FEE

PACB Members: \$99 per hookup

Non-Members: \$199 per hookup

### Business Opportunities for Community Bankers Stemming from the Marcellus Shale

The economic impact is enhanced financial strength, as evidenced by increased household incomes and personal wealth resulting in a demonstrable increase in demand for (1) personal banking depository services, leading to increased deposits; (2) sophisticated trust & estate planning, asset protection, and wealth transfer strategies (e.g. "Sudden Money") (3) Attractive tax preferred jurisdictions (e.g. State of Delaware).

In addition, institutional fee-based transaction services and solutions solicited by: (1) local drillers and operators; (2) local attorneys; (3) landsmen; (4) out-of-state/country companies operating in the region; (5) buyers/sellers (6) Federal, State and local regulatory authorities and government officials.



## ABOUT THE TELEPHONE SEMINAR

Marcellus Shale development will pump \$14.17 billion into the state's economy in 2010 and create more than 98,000 jobs, while generating \$800 million in state and local tax revenues, according to an economic study completed by the Pennsylvania State University for the Marcellus Shale Committee and the Pennsylvania House Natural Gas Caucus. The study notes a consistent increase in annual drilling, and projects a \$25 billion contribution to the 2020 PA economy. The Seminar agenda is:

- I. Background: Marcellus Shale Regional Analysis & Impact on Depository Institutions  
*Mark R. McCollum, Senior Managing Director, Griffin Financial Group*
- Focus of this segment will be on economic impacts and correlating considerations, including but not limited to capital markets needs.

- II. Legal Considerations  
*Susan LeGros, Esq. Stevens & Lee.*

Marcellus Shale development presents multiple legal issues including surface and land use rights, environmental compliance, zoning and local regulations, contracts and service agreements, and energy lending and financing. This overview of legal issues will explain the regulatory context as it effects community banks.

- III. Unique Risk Management Considerations  
*John R. Capasso, CPA, PFS, Captive Planning Associates*

There are unique risks for drillers and operators that are uninsurable or cost prohibitive to insure. This raises the need to explore alternative risk financing strategies. A Captive Insurance Company can be such a vehicle to insure risks including Construction Design and Defect, Anti-Trust, Unfair Competition, Administrative & Judicial Delays (permits), Service Contracts, Environmental Liability, Economic Risks, etc.

- IV. Bank Referral Program  
*Robert W. Eaddy, SVP, The Bryn Mawr Trust Company*

BMTC, a trusted service partner, to support the trust, agency custody, asset management, et. al. needs of in-market community banks and their clients.

- V. Conclusion  
Q&A, Wrap up and Key Take-aways

*This seminar should not be construed as providing specific legal advice.*

## REGISTRATION FORM

### Marcellus Shale Telephone Seminar

Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

### REGISTRATION FEE:

PACB Members — \$99 per hookup

Non-Members — \$199 per hookup

Office: Check # \_\_\_\_\_ Amt: \_\_\_\_\_ Rec'd: \_\_\_\_\_

Credit Card Registration:  VISA  MasterCard

Card Holder: \_\_\_\_\_

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_

Signature: \_\_\_\_\_

Amount Total: \_\_\_\_\_

Please send your registration form and check payable to:

PACB, PO Box 5319, Harrisburg, PA 17110

If paying by credit card, fax this form to PACB at 717.231.7445.

Register online at [www.pacb.org](http://www.pacb.org)!

Once your registration has been received, you will be sent dial in instructions and a handout for the telephone seminar via email. The telephone seminar allows you to have one telephone connection and allows unlimited listeners on your office speaker phone. For more information or for any questions, please contact Sue Murray, Director of Education at 717-231-7447 or [sue@pacb.org](mailto:sue@pacb.org).