



VERMONT BANKERS ASSOCIATION, INC.



The Vermont RMA Chapter in cooperation with the Vermont Bankers Association, Inc. presents their popular Commercial Lending School:

“Small Business Financial Statement and Cash Flow Analysis”
Comprehensive Basic Credit Training Using an Income Tax Return Focus

Vermont: April 17 & 18, May 15 & 16, and June 12 & 13, 2024
8:30am to 4:00pm each day (includes a one-hour lunch break)

WHERE:

M&T Bank, 77 Pine Street, Burlington, Vermont.

DESCRIPTION OF TRAINING

This comprehensive lending school has been designed to serve community bankers' fundamental commercial credit analysis training needs. The course reviews basic financial accounting concepts and presents *basic* financial statement credit analysis theory rooted in industry-adopted “best practices”. Using specifically designed case studies enables course participants to take a “hands-on” approach when applying the analytical concepts discussed. The case studies have been specifically designed to allow participants to work within an information framework that is strikingly like that experienced in the field.

The course begins with the needed background in financial accounting for those individuals who have had no previous financial accounting classroom training or as a refresher for those who have had previous financial accounting training. That is followed by a curriculum that focuses on interpreting information typically contained in accountant-prepared financial statements, personal financial statements, and, more particularly, U.S. federal income tax returns.

WHO SHOULD ATTEND?

- Junior Commercial Credit Analysts
- Junior Commercial Lenders
- Small Business Development Officers
- Loan Review Staff
- Commercial Loan Administrative Assistants
- Branch Managers
- Mortgage Lenders
- Consumer Lenders
- Other credit staff who face the underwriting challenges associated with self-employed individuals and closely held companies

INSTRUCTORS:

Philip Hatch - President – Commercial Credit Training Services, Saco, ME:

Phil has over 40 years of banking experience, with approximately 15 of those years managing commercial lending relationships. He also has over 25 years of bank training and post-secondary education teaching experience. He is a self-employed contract training consultant providing services to individual financial institutions. Additionally, he is a member of RMA’s national instructor pool, delivering RMA HQ-sponsored training courses around the country covering various financial statement and cash flow analysis topics. He graduated from the University of Southern Maine, earning a bachelor’s degree in accounting and a master’s degree in business administration. He also holds the RMA professional designation of “Credit Risk Certified (CRC).”

OUTLINE OF TRAINING TOPICS

Financial Accounting Review

- Economic Decision Making
- Financial Statement Quality
- Introduction to Accounting Information
- Fundamental Accounting Equation
- Accrual Basis versus Cash Basis Accounting
- Accounts Receivable and Bad Debts
- Depreciation, Amortization, and Depletion
- Inventory Valuation
- Classified Income Statement
- Statement of Owner's Equity
- Classified Balance Sheet
- Statement of Cash Flows (Indirect Method)

Financial Statement and Cash Flow Analysis

- Setting The Stage for Credit Analysis
 - ✓ Common Business Activities and Related Lending Opportunities
 - ✓ The Life Cycle of a Business
 - ✓ Business Conditions - Industry
 - ✓ Business Conditions – Strategy
 - ✓ Business Conditions - Management
- Financial Statement Trend Analysis
- Financial Statement Ratio Analysis
- Overview – Methods of Cash Flow Analysis
 - ✓ Indirect (ASC 230)
 - ✓ Direct (ASC 230)
 - ✓ Uniform Credit Analysis (UCA)
 - ✓ Traditional
 - ✓ EBITDA
 - ✓ Pro-forma
- Collateral Analysis
- Analyzing Personal Financial Statements
 - ✓ Individual Guarantors and Net Worth Adjustments
- Analyzing Cash Flows Using
 - ✓ U.S Individual Income Tax Returns (Form 1040)
 - ✓ U.S. Partnership Income Tax Returns (Form 1065)
 - ✓ U.S Corporation Income Tax Returns (Form 1120 / 1120S)

PROGRAM FEES

- **Small Business Financial Statement and Cash Flow Analysis (6 days)**
 - **\$2,250.00** for participants from VBA or RMA "Institutional" members.
 - **\$2,450.00** for participants from non-VBA or RMA "Institutional" members.

The registration deadline is **April 5, 2024**.

The fee includes professional quality instruction, all instructional materials, morning coffee, juice, and pastries, and afternoon snacks and beverages. Lunch will not be provided. A one-hour break will be allowed each day for participants to go off-site for lunch at their own expense.

If you have questions, please contact Phil Hatch at (207) 229-0376 or phatchii@maine.rr.com. Additional program details, including directions to the classroom site, will be emailed to you in a registration confirmation approximately one week before the first class date.



VERMONT BANKERS ASSOCIATION, INC.



“Small Business Financial Statement and Cash Flow Analysis” 2024 Registration Form

To register just complete this form and return it along with your payment to the address below.

Full Name _____

Abbreviated First Name (for in-class tent card) _____ Title _____

Bank Name _____

Address _____

Telephone _____ Fax _____

Email (for registration confirmation) _____

RMA Member Institution? ___ Yes ___ No

_____ \$2,250.00 for participants from VBA or RMA “Institutional” members.

_____ \$2,450.00 for participants from non-VBA or RMA “Institutional” members.

Registration deadline: April 5, 2024

Register early. Due to classroom size constraints, seating will be limited. Registrations will be accepted on a “first-come, first-served” basis. Paid registration fees are fully refundable up to the registration deadline dates indicated above.

Cancellation Policy: A full refund will be made for any cancellation received prior to April 5, 2024. After that time, there will be no refunds. However, substitutions may be made. If a registrant needs to drop out of the school after it has begun, a pro-rated credit will be given towards the cost of a future lending school being taught by Phil Hatch which must be used within a one-year time frame.

Please make check payable to *Vermont RMA Chapter, Inc.* and mail it along with your completed registration form to:

Vermont RMA Chapter, Inc.
c/o Vermont Bankers Association, Inc., (June Hibbs)
P.O. Box 587, Montpelier VT 05601-0587
EMAIL: vtbanker@sover.net