

Local Product Council Meeting

Capital Markets Council

Thursday, March 31, 2022 | Federal Reserve of Richmond, Charlotte Branch

Parking and Access Instructions: Located at 530 E. Trade St. The bank is bordered by Trade, Fourth, Davidson, and Caldwell. There are plenty of surface lots near the building (a resource may be <http://www.bestparking.com/charlotte-parking/>). Entrance to the bank is on Trade Street, and by the front door, there is a speaker on the wall. Please announce yourself using the speaker and the security officer will open the door for you. Please have a picture ID with you. Upon entering the building, you will be asked to place all handheld items on a conveyor to be x-rayed and to walk through a metal detector. Security will notify a staff person to take you to the meeting room.

These procedures are routine for all visitors and usually take about 5 - 7 minutes, so you may want to arrive a few minutes early. NOTE: The Bank's current safety protocols require that all guests and visitors to be fully vaccinated and reserves the right to require proof of vaccination prior to entry.

AGENDA

7:30am: **Continental Breakfast / Networking** (*it's been a while since we have been together*)

8:15am: **Welcome, Opening Comments and New Member Introductions**

Council Co-Chairs Stuart Proffitt, Proffitt Dixon, Brian Richards, Beacon Partners and Hunter Miller, Wells Fargo

8:20am: **Economic Update**

Matt Martin, Federal Reserve of Richmond, Charlotte Branch

8:40am: **Round Table Group Discussion** Hot Topics in Capital Markets Today

Fixed vs. Floating Considerations | Hybrid approaches to fully fixed or floating? (caps, no cost collars) | How much "interest rate insurance" should one buy based on the forward curve of their expected hold duration? | SOFR moves

Facilitated by JP Conklin, Pensford

How are you forecasting your volume this year and next? | How are you forecasting construction cost escalation? | Do you think the supply chain will get worse? | How are you looking at the impacts of war? | Are there lasting impacts of the sanctions imposed on Russia that may exacerbate supply chain and inflation issues (i.e. significant additional food inflation due to largest food fertilizer in the world being taken offline)? | What happens if we see higher than targeted inflation for an extended time? | What other items are you tracking that may be disruptive over the next 6-12 months?

Facilitated by Matt Martin, Federal Reserve of Richmond, Charlotte Branch

Other topics of interest – what else is on your mind?

10:00am: **Adjourn**