



Table Talk

Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor

MAY MEETINGS

MAY 5 MEETING - Discussion Chairman Tom Dobson led the roundtable in a discussion of the opportunities presented in 2009 by the Federal Stimulus Plan which will give Indiana 4.3 billion dollars. Topics discussed covered the subjects of the cost of employee replacement as opposed to termination and suggesting the use of alternate areas of cost savings. Other topics discussed were networking opportunities, and what marketing strategies that are working, and which ones that are not.

MAY 19 MEETING - Don Kyle, Executive Vice President of Mutual Bank spoke to the group on the subject of bank bailouts and the local impact of the worldwide financial/banking crisis. Don has worked for six different local banks in his 30+ year banking career, three by choice, and three by either merger or acquisition. He began by drawing a clear distinction between money center/investment banks and the traditional commercial banks with which most local businesses do their banking. The world banking crisis has devastated the Wall Street investment banks while leaving most community banks relatively untouched. He emphasized that most local banks are loaning money, in fact the outstanding loans at his bank are on target to grow 10% in 2009. He did qualify that statement by outlining the increased scrutiny that all loan underwriting is undergoing right now. He said that all businesses as well as individuals should be prepared to accompany all loan requests with increased documentation and security in this environment of increased losses by banks in all areas of lending.

COMING MEETINGS

JUNE 2 MEETING - Tom Dobson will lead the roundtable in a discussion of the lessons that can be taken from the May program and how consultants can assist our clients in navigating the current banking environment.

JUNE 16 MEETING- State Senator John Broden will speak.

JULY MEETING -Dr. David Hagen of AcrossTech will speak on Alternative Fuels for Peaking Oil.

"The Chinese use two brush strokes to write the word 'crisis'. One stroke stands for danger; the other for opportunity. In a crisis, be aware of the danger-but recognize the opportunity". John F. Kennedy

"Whenever there is a financial crisis, it is always the banks that get hit." Gordon Wu

Jeff Freers Secretary / TABLETALK Editor
CONSULTANTS ROUNDTABLE