



## 2010 Financial Seminar September 26-27, 2010 Treadway Inn, Owego, NY

### PRESENTATIONS

#### Investment Fundamentals

*Christopher VanHart - Thrivent Financial*

Sunday, September 26<sup>th</sup>, 8:30am-9:15am, Monday, September 27<sup>th</sup>, 8:30am-9:15am

This educational workshop covers the basics of investing, including steps to help:

- Grow money with tax-deferred investments.
- Steer clear of common investment mistakes.
- Take advantage of professionally managed investments.

Especially beneficial for individuals who are new to investing.

#### What you need to know about financial advisors. The controversial truth.

*Travis Maus - S.E.E.D. Financial Strategies, Co-Branded with AXA Advisors, LLC*

Sunday, September 26<sup>th</sup>, 8:30am-9:15am, Monday, September 27<sup>th</sup>, 8:30am-9:15am

What is the role of the Financial Advisor?

- 1) The true difference between sales people and financial planners.
- 2) The difference between fees and commissions. How advisors get paid.
- 3) How to understand an investment policy/plan. Understanding Risk and Return.
- 4) What questions you should ask your financial professional. (before you hire them).
- 5) How do you know if your advisor is doing a good job? What should you be comparing your portfolio to?
- 6) What happens to most investors after they buy a financial product and how to avoid that situation.
- 7) Understanding diversification and asset allocation.
- 8) Getting caught up in the media battle between different types of financial products.
- 9) Understanding or not understanding guarantees-their benefits and their drawbacks.

This is why you need to seek a Financial Advisor.

## **Providing the Keys to Financial Security**

*Kyle Herrington - H&H Associates*

Sunday, September 26<sup>th</sup>, 9:15am – 10:00am, Monday, September 27<sup>th</sup>, 9:15am – 10:00am

Today, people are more concerned about their financial future than ever before. Yet many of them are unaware of the options that can help them reach their financial goals. This presentation will help in the following ways:

1. People will obtain the financial skills they need to take control of their financial future.
2. This will address real life financial concerns.
3. Provide useful timely information that can increase their personal financial knowledge and help make sound decisions.
4. It will provide effective strategies and advice, not sales pitches.
5. The topics that will be covered:
  - A. Your Financial Future
  - B. Cash Management
  - C. Risk Management
  - D. Investment Planning
  - E. Tax Planning
  - F. Retirement Planning
  - G. Estate Planning

## **Wealth Management In A Changing Environment**

Sunday, September 26<sup>th</sup>, 9:15am – 10:00am

As the Natural Gas Industry continues to expand into our area, the impact on our personal net worth promises to be substantial. The financial challenges you face will become increasingly complex. Capitalizing on opportunities to preserve, grow, and transfer your wealth requires sophisticated guidance to navigate the complex financial planning issues that many of us will face.

## **Marcellus Shale Comprehensive Overview**

*Larry Alderson - Citizens & Northern Bank*

Monday, September 27<sup>th</sup>, 9:15am – 10:00am

Marcellus Shale planning requires a planning team that is well-versed and experienced with legal, tax, investment and insurance issues. While many planners are focusing on one aspect of the phenomenon, the best planning will incorporate a deep understanding of issues including, but not limited to: liability protection, decision making, estate planning (particularly with illiquid assets), income tax planning (especially passive income in various forms), investments (and the tax ramifications thereof to the current and future owners), insurance (especially the long-term tax ramifications) and trusts of all descriptions.

Participants of this session will be exposed to an overview of these issues and should come away with an understanding of the most relevant and impactful issues relating to mineral rights owners. Further, they will have some action items to position themselves and their families to best navigate this expected windfall of both asset values and cash flow.

### **Planning For Prosperity**

*Heather Cornell, Albert Kukul - Levene Gouldin & Thompson, LLP*

Sunday, September 26<sup>th</sup>, 10:30am – 11:15am, Monday, September 27<sup>th</sup>, 10:30am – 11:15am

Attendees will learn the benefits of planning to ward off three major threats to oil and gas prosperity: liability, estate taxes and succession/management issues. Included will be strategies to retain family wealth through limited liability companies, family limited partnerships, trusts and properly drafted Wills.

### **Sudden Wealth**

*Ed Skibicki - Merrill Lynch*

Sunday, September 26<sup>th</sup>, 10:30am – 11:15am, Monday, September 27<sup>th</sup>, 10:30am – 11:15am

Sudden wealth offers many obvious and exciting benefits, but can create complex questions and unexpected challenges. This presentation provides an understanding of some of the issues involved with managing significant assets and provide insights into strategies that can help make them last for the benefit of you and your family. Topics of discussion include:

1. Getting the support you need
2. Assessing your new situation
3. Understanding tax obligations
4. Managing inflation risk
5. Protecting your most valuable asset: your family
6. Looking ahead to future generations
7. Setting priorities
8. Developing a sound investment strategy
9. Review of fundamental investment concepts
10. Wealth management options
11. Potential new opportunities such as career changes, sending children to college, securing a more comfortable and/or earlier retirement, increase in lifestyle, legacy establishment.

This presentation is geared as an “entry-level” course done in easy to understand language, with a “big-picture” perspective. It is designed to get the attendee thinking constructively about the new responsibilities of managing sudden windfalls of assets.

### **How Much Money Can I Expect? And When?**

*James Leonard, CPA, PLLC*

Sunday, September 26<sup>th</sup>, 11:15am – noon, Monday, September 27<sup>th</sup>, 11:15am – noon

Many mineral rights owners are expecting to become wealthy the moment New York State lifts the so-called “moratorium”. There are many other powerful factors at work which may impact both the amount and the timing of any payments. This seminar will provide you with more insight into the economics of natural gas development and help to ensure that your expectations are realistic.

### **Planning for a gas lease in New York State: A Legal Perspective**

*Jon Sarra, Wilbur Dahlgren, Ryan Mead - Hinman, Howard, & Kattell, LLP*

Sunday, September 26<sup>th</sup>, 11:15am – noon, Monday, September 27<sup>th</sup>, 11:15am – noon

Many individual property owners will enter into a gas lease in the next few years. Few are prepared for the liabilities, responsibilities and ramifications related to signing a gas lease. Our presentation will cover what individuals can do to prepare for the following before they enter into a gas lease:

- Protecting real and personal property from liability.
- Selling/transferring all or part of the gas rights or gas lease income.
- Estate and succession planning associated with owning a gas lease .
- Income tax, gift tax, and estate taxes connected to gas lease income.

### **Estate Planning and the Use of Investments and Life Insurance**

*Anne Catalano, Ralph Kelsey, Sharon Yaple, George Bowen - Tioga State Bank*

Sunday, September 26<sup>th</sup>, 1:15pm – 2:00pm, Monday, September 27<sup>th</sup>, 1:15pm – 2:00pm

PART 1:

Presenter: Anne Catalano, CFP®, GEPC®. Tioga State Investment Services Manager

- Explanation to audience of estate planning.
- Tax benefits of estate planning (reducing tax liability).
- Using Investments in addition to bank products.
- Generating long term growth through tax deferred and tax free investments.
- Life insurance as a tool to create liquidity for beneficiaries and pay tax/debt obligations of your estate.
- Preserving and protecting assets for the care of beneficiaries.
  - a. Controlling the payout of assets to beneficiaries
- Question and Answer period.

PART 2:

Presenters: Ralph Kelsey, Senior Vice President of Credit Services; Sharon Yaple, Senior Vice President Retail Banking; George Bowen, Vice President & Commercial Services Officer

- Impact of Leasing on Land Values.
- Impact of Leasing on Collateral Values.
- Lending Opportunities.
- Miscellaneous Banking Related Topics.
- Question and Answer period.

## **Planning for a Financial Windfall**

*Brad Eaton - Chemung Canal Trust Company*

Sunday, September 26<sup>th</sup>, 1:15pm – 2:00pm, Monday, September 27<sup>th</sup>, 1:15pm – 2:00pm

New found wealth – a dream for many, could be on the horizon for families across New York State's Southern Tier, including right here in Tioga County, where large parcels of land may be tapped for natural gas. Along with these financial fortunes, you'll also have some pressing issues to deal with. You'll need to evaluate your new financial position, and consider how your sudden wealth will affect your financial goals.

### Evaluate Your New Financial Position – Take Your Time!

- Old Adage – People spend more time planning their vacation than they do planning their financial future.
- Be careful of distant relatives, friends and others who will come out of the woodwork.
- Don't let your emotions overshadow your common sense.
- Don't create or adopt a lifestyle you cannot sustain.

### Take Stock of Where You Are

- Inventory assets (property, investment accounts, retirement accounts)
- Inventory debt and its terms (interest rate, fixed or adjustable, tax deductible, years to maturity, etc.).
- Check your credit score.
- Review your insurance coverage, and other legal documents.

### Look to the Future

- Short term goals ( < 3 years )
- Intermediate term goals ( 3 - 6 years )
- Long term goals ( 6+ years )
- Think Outside the Box!

### Consider Help From an Independent Advisor

- Look for objective, high quality advice
- Interview potential providers, and ask about:
  - Experience
  - Services
  - Cost
  - Approach
  - Qualifications
  - Regulatory Oversight
  - Disciplinary History
  - Referrals

## **Preserving Wealth - Reducing Taxes**

*John Cuomo - JP Cuomo & Company*

Sunday, September 26<sup>th</sup>, 2:00pm – 2:45pm, Monday, September 27<sup>th</sup>, 2:00pm – 2:45pm

Most landowners have never dealt with such complex issues that they must face regarding the Marcellus Shale ownership. My presentation deals with the realities of taxation, investing, multi-generational issues and the consequences of inadequate planning. It is not simply a matter of how to invest one's money but proper overall planning that must be done. I point out where to begin and how to connect with other professionals such as Attorneys, Accountants, Appraisers, and whoever else may be necessary to make a right team for the client. Its not a "do it yourself" process and I will show graphically how the blessings of the Marcellus Shale today could be lost for future generations.

### **Long Term Care –Does it apply to you?**

*Tim Lounsbury - Allstate Financial*

Sunday, September 26<sup>th</sup>, 2:00pm – 2:45pm, Monday, September 27<sup>th</sup>, 2:00pm – 2:45pm

The topic of long term care is a subject that few truly understand. The importance of it in financial planning is imperative. Most do not realize what custodial care is and the fact that assistance with activities of daily living is not provided by an individual health policy or Medicare. Medicaid will provide benefits but one must "qualify financially" and in most cases would require a "spend down" of savings before consideration. Many do not realize savings is almost any kind of money including retirement accounts. If your income or resources are limited you may qualify for Medicaid but if you have assets one must choose:

- A.) Self Insure- Assume Risk Yourself
- B.) Transfer Assets- ( 5 year lookback window)
- C.) Purchase long term care

The Federal and State government understand the importance and expense of Long Term Care. New York currently offers a 20% tax credit on the Long Term Care Premium. Most think it is only a deduction.

New York has a partnership plan that allows an individual to keep their assets and still qualify for Medicaid benefits when a New York Partnership Long Term Care policy is purchased. This is very important in preserving an estate regardless of size.

Key long term care questions:

- A. What is long term care?
- B. When might it be needed?
- C. Where are long term care services provided?
- D. What affect could long term care have on your family and retirement planning?
- E. What could it cost?
- F. Is long term care insurance right for you?
- G. What is your strategy?

## **Marcellus Shale Development – Economics of the Resource**

*Tom Murphy - Chris Denton – Co-Director – Penn State Marcellus Center For Outreach and Research*

Sunday, September 26<sup>th</sup>, 3:150pm – 4:00pm

The This presentation will explore the impacts that Marcellus development is having in PA as well as in surrounding states in the Appalachian basin. Why here and why now are key in this discussion. Topics covered will include the scope of the play and the economics that are driving it, both regionally and globally. What companies are involved, what workforce implications are likely to occur, and how will it impact on a personal and community level. Also included will be facts on the duration of the resource play and what other opportunities are coming out of this development from a business development standpoint.

## **Real Property Issues**

*Chris Denton – Attorney At Law*

Monday, September 27<sup>th</sup>, 3:15pm – 4:00pm

The oil and gas law revolves around real property law. Oil and gas constitute a portion of landowner's mineral rights. When separated by a deed (severance) mineral rights and surface rights constitute two separate and distinct sets of rights and privileges. The mineral estate always takes precedence in New York State unless the deed which divides the surface from the minerals expressly states otherwise. The mineral estate is therefore called the dominant estate and the surface area called the servient estate. The seminar will discuss this more fully.

Leasing of oil and gas rights is a transfer of the right of possession of oil and gas underground and the right to extract them. Will we discuss this more fully at the seminar.

Mortgage effects on leasing, conveyance of mineral rights, surface rights, and water issues will be touched on in the seminar.

Pipeline and other easements, their economic value, their impact on mortgaging and sale of the property will be discussed