

**OKLAHOMA BANKERS ASSOCIATION**  
**Meeting of the Board of Directors**  
**1 p.m., Wednesday, Jan. 29, 2025**

**AGENDA SUMMARY**

**Agenda** – A tentative agenda for the board meeting on Tuesday is enclosed with this agenda summary for your review.

**ANY ITEMS REQUIRING BOARD ACTION APPEAR IN RED.**

**Consent Agenda — Board minutes** — The minutes from the November board meeting and executive committee meeting are in the board packet as **Exhibit A**.

**Question Presented: Whether to accept and approve the November board minutes as presented.**

**Financials** — Membership invoices for both banks and strategic members were sent November 1 for the 2025 membership year. As of January 15, there were 9 banks that had not yet paid. Additionally, there were 46 strategic members who had not yet paid. Three strategic members chose to drop their membership.

Following is a summarized view of the consolidated and association-only income statements. Included at the end are several graphs demonstrating various trends. The significant spike in total revenue and net income during the 21-22 fiscal year is a result of receiving PPP funds during that fiscal year.

**Consolidated Performance**

	<b>Actual</b>	<b>Plan</b>	<b>Prior Year</b>
Income	\$2,918,405	\$2,788,381	\$2,682,469
Expense	2,341,881	2,574,423	2,241,032
Net Profit (Loss)	\$ 576,524	\$ 213,958	\$ 441,437

The consolidated entities have a Net Income of \$576,524 which is significantly better than Plan (\$362,566/169%) and Prior Year (\$135,087/31%). On a consolidated basis, Actual Income is greater than Plan by \$130,024/5% and Prior Year by \$235,945/9%. Consolidated Expense is less than Plan (\$232,542/9%) and more than Prior Year (\$100,849/5%).

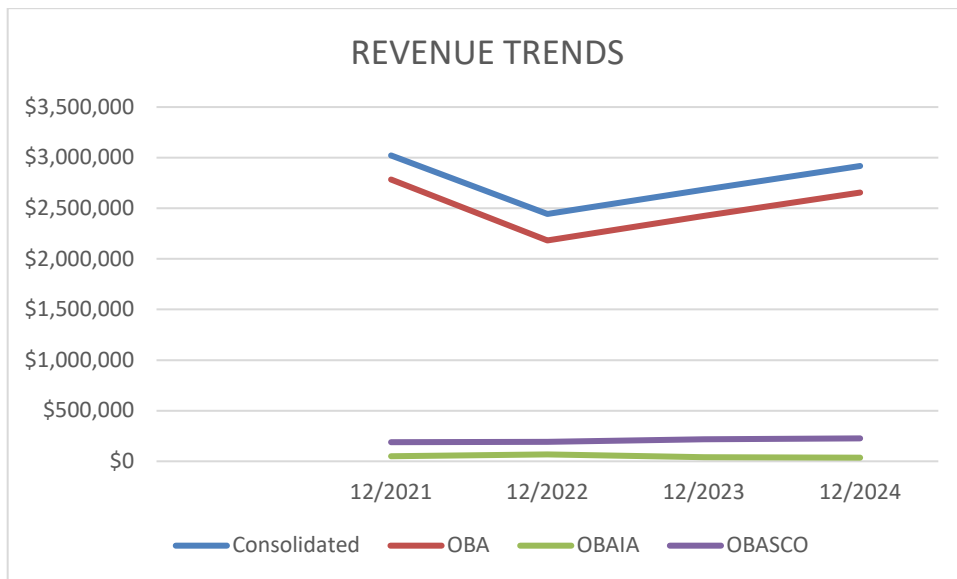
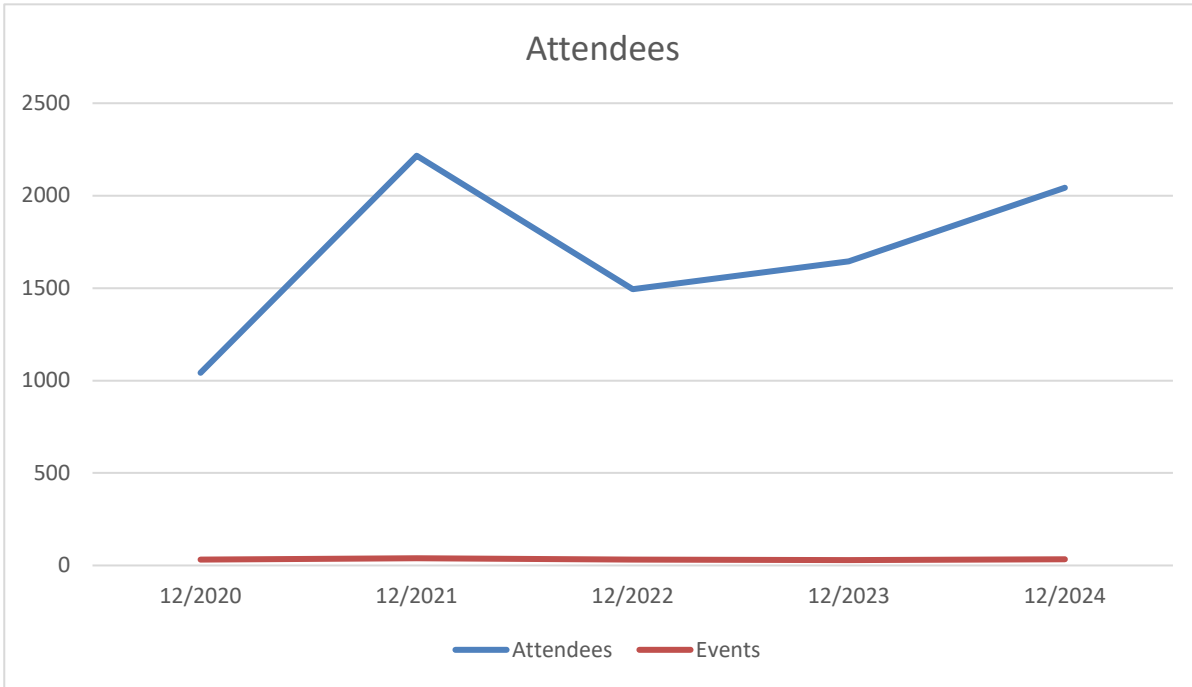
Dues revenues, Convention, Seminars, Schools & Subscriptions revenues, Products and Services revenues and Advertising and Sponsorship revenues are comparable to Plan and more than Prior Year. Insurance revenue continue to trail both Plan and Prior Year.

All expenses, by program, are less or comparable to Plan. This should serve as confirmation variances are based on planned changes. Compared to Prior Year, most program expenses are lower with a few exceptions. Conventions, Seminars & Schools and Endorsements expenses are more than Prior Year but reasonable in comparison to Plan.

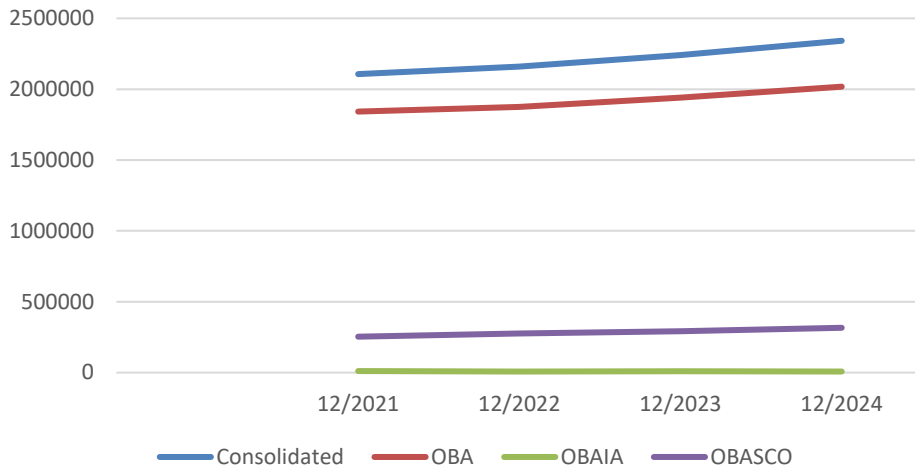
**Association Only**

	<b>Actual</b>	<b>Plan</b>	<b>Prior Year</b>
Income	\$ 2,656,221	\$ 2,500,305	\$ 2,425,531
Expense	2,018,020	2,209,080	1,939,745
Net Income (Loss)	\$ 638,202	\$ 291,225	\$ 485,785

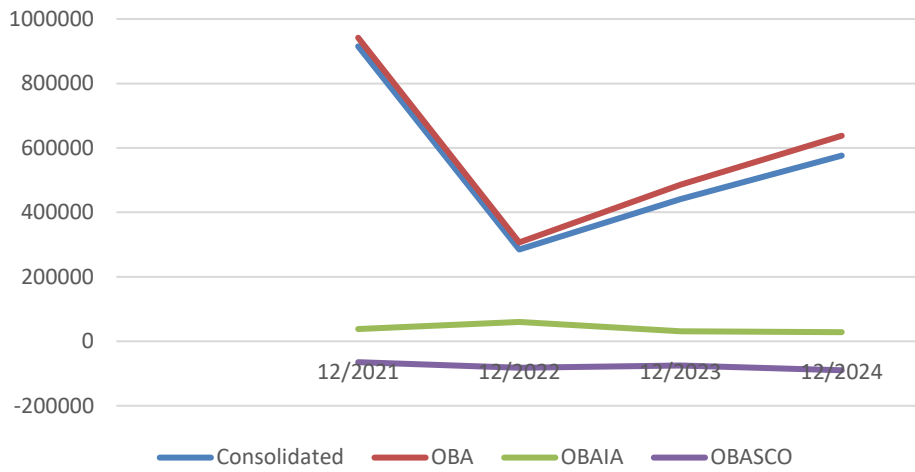
At the Association level, Actual Income exceeds Prior Year and Plan. Association Actual Expense is less than Plan and more than Prior Year. The Association has a Net Income of \$638,202 compared to Plan Net Income of \$291,225 and Prior Year Net Income of \$485,785.

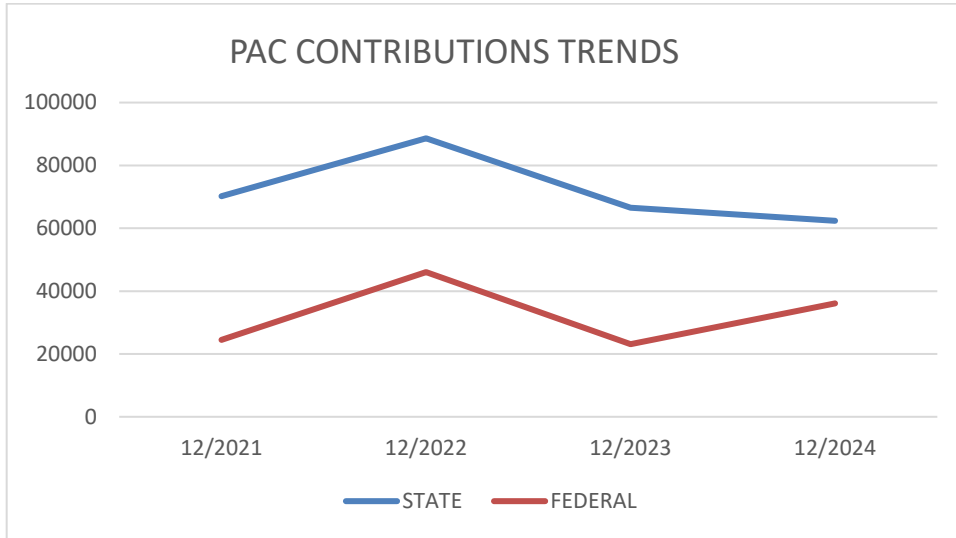


### EXPENSE TRENDS



### NET INCOME TRENDS





The financial statements are included in your board packet as **Exhibit B**.

**Question Presented: Whether to accept and approve the financial statements as presented.**

## Staff reports —

**Education and Training** — Here are the December and January activities:

Dec 4	Performing Commercial Evaluations	OKC	35	Cheryl Bella
Jan 22	Operations Compliance Update	Tulsa	39	Lori Jackson
Jan 22	Lending Compliance Update	Tulsa	42	Lori Jackson
Jan 23	Operations Compliance Update	OKC	90	Lori Jackson
Jan 23	Lending Compliance Update	OKC	89	Lori Jackson
Jan 29	Intro to Financial Statements	Tulsa	14	Ron Rushing
Jan 30	Intro to Financial Statements	OKC	51	Ron Rushing
Jan 31	Basic Tax Return Analysis	OKC	58	David Osburn

### CONSUMER LENDING SCHOOL

Honors Graduates were selected and recognized as follows:

- January 6                      Sirina Glidewell
  - BancFirst, Lawton
- January 7                      Katie Jordan
  - First United Bank, Durant

Janis presented the awards.

### INTERMEDIATE SCHOOL: February 3 - 7

Enrollment has closed for the school. Current enrollment is 46.

### COMMERCIAL LENDING SCHOOL: March 2 - 7

Enrollment continues through February 21. Current enrollment is 31.

## **GSB Scholarships**

The following graduate banking school scholarships are available:

- GSB Madison HR School
- GSB Madison
- SWGSB
- Banking School of the South/LSU
- GSB Colorado (awarded to the bank)

Applications are available on our website. Questions about the scholarships should be directed to Janis.

## **November Webinars**

- 20 webinars purchased; 3 subscription services purchased
- \$8000 royalties

## **Senior Management Forum**

Registration is now open. Brochures will be distributed at the board meeting. All board members are strongly encouraged to attend or have a representative from their bank in attendance. This year's program offers a wide variety of timely topics. Our sponsors have been generous with their support.

## **Intern Program**

We are recruiting banks for the 2025 Summer Intern program. WE NEED BANKS. As of this writing, the following banks plan to participate:

- AVB, Broken Arrow
- Bank of Commerce, Catoosa
- Liberty National Bank, Lawton
- BancFirst, OKC
- First Priority Bank, Tulsa
- Quail Creek Bank, OKC
- First United Bank, location TBD
- Sovereign Bank, OKC/Shawnee

## **GRC Report and PAC report —**

### **Federal Issues**

The new administration isn't wasting anytime with everything from regulatory freezes to confirmations and don't forget about acting directors of regulatory agencies. We'll have an up to the minute update and everything else that you need to know at the GRC meeting.

### **State Issues**

There were over 3,000 bills filed for the upcoming legislative session, Scott and I are pouring through them as we speak. We'll have an up to the minute update at the GRC meeting. We'll also have a full tracking list available for all board members so you can see what we are tracking this session.

### **PAC Report**

Last year was a great year for the PAC, contributions were ahead significantly from the previous year. The combined total of both PACs in 2023 was \$86,943 while in 2024 the combined total was \$100,644. That is an increase of \$13,701. In my opinion, a driving factor in the increase was that 2024 was a big election year. Bankers across Oklahoma realized what was at stake and decided to get involved in the process.

The PAC will continue to work hard in 2025, while it's not an election year we still have a lot of work to do. The 2026 elections will be here before you know it and we have to make sure that our PAC's are at a level that keeps us competitive.

We will be sending out PAC solicitation letters soon to about 1,400 bankers, we will also be reaching out to every banker that doesn't receive a letter with a personal email asking for their support. Hopefully we'll have great success with both the letter and the email that will allow us to build some momentum for the rest of 2025.

We have three options available for bankers to contribute to the PAC. One, you can sign up for a monthly EFT that will be drafted near the first business day of each month. Two, you can make a one-time contribution to the PAC with a personal check. The third and most beneficial way to contribute is with a Special Board Meeting. We will come to your bank and give a presentation to your board members about the PAC and what is happening legislatively at both the state and federal level. The bank usually gives their board members an additional board fee for the Special Board Meeting then the board members have the option to write a personal check to the OBA PAC.

We are looking forward to a great 2025 and we want to thank everyone that supported the PAC's in 2024. Should you ever have any questions regarding the PAC's please don't hesitate to contact us.

## **OBASCO Report —**

- **New Strategic Members:**
  1. SW Graduate School of Banking
  2. Integris
- **Oklahoma Bankers Hall of Fame** – This turned out to be a wonderful event, sponsorships & advertising was at \$48k. This total does not include individual seats or table sales.
- **2025 Holiday Closing Signs** – Now available for purchase in both English Only/Bilingual.
- **2025 Strategic Membership Dues** –138 members, 6 have dropped.
- **2025 OBA Bank Directory** – Preparing to update Strategic Member section based on renewals along with reviewing ad sales. Also working on bank updates with editor. **Bank updates due by Feb. 5, 2025.**
- **OBA/Blanchard 2025 Surveys** – *Director Comp Survey* now open for participation – ends **Feb. 28, 2025.** It will be available this spring. *Salary Survey* will open this summer and be available this fall. Subscription options available.
- **Bankers' Night Out** – Increased sponsorship pricing to adjust for 7 locations this year instead of 5. Announced on 1/22. Sponsorships currently at \$11k.
- **2025 OBA Senior Management Forum Sponsorships** – Working on sponsorship packages with new hotel and golf course directly. Goal is to exceed \$42k last year, currently at \$57k.
- **2025 OBA Annual Convention Sponsorships** – Working on sponsorships with renewals of strategic members & endorsed vendors contract terms. Goal is to exceed \$89k, currently at \$33k.
- **2025 Fall Golf Tournament** – Rescheduled for Mon. Oct. 27, 2025 @ Belmar Golf Club.

- **The Oklahoma Banker newspaper advertising** – Working with current advertisers and new ones on various ads & articles.
- **Endorsements: Working with Lea Ann on these endorsements**
- **Office Depot** – Now called **Office Business Solutions (ODP)** Really need help ramping up this endorsement.
  1. **New Rep: out of Austin, TX. Robert Todd 512.982.9813 | Robert.Todd@odpbusiness.com**
  2. Interior Workspace/Furniture: Cheryl Krawczyk, [Cheryl.Krawczyk@workspaceinteriorsod.com](mailto:Cheryl.Krawczyk@workspaceinteriorsod.com)
  3. NGS/3M – partnership for providing and installing high-quality security film to enhance safety & security of buildings.
- **Bank Performance Report (BPR)** –Quarterly publication electronic and/or printed format for banks to see where they rank based on 8 different performance categories. Q3 2024 reports has 178 Oklahoma banks avail for sale.
- **Profit Resources Inc. (PRI)** – New Core Contract Endorsement – will be traveling with Adrian visiting banks this fall.
  - Contact: Brady Chianciola - [bchianciola@profitresources.com](mailto:bchianciola@profitresources.com) (413) 544-1584 (Cell)
- **Banc Card** – New Merchant Services Endorsement – will be traveling with Adrian visiting banks this fall.
  - Contact: David Miller – [dmiller@bancard.com](mailto:dmiller@bancard.com) (405) 439-0228 (Cell)
    - Cord West (OKC Metro), Chase Trammel (Guthrie, Enid, North Central OK)
    - Brett Appling (Moore, Western Metro), Blaine Richards (Western, OK)
    - Jacob White (Pauls Valley), Matthew Danuser (Eastern, OK), Rick McElhaney (Tulsa)
- **Servis1st** –Card Program Endorsement through the ABA – Karen Grahn [KGrahn@servisfirstbank.com](mailto:KGrahn@servisfirstbank.com). Working on webinar in Feb for OBA Members.
  - **Compliance Alliance** – Reached out to Victoria Stephens, General Counsel to possibly help us write Record Retention Handbooks for our members. Also working with Brandy Garner.
  - **New Endorsement: Check Printing Contract Consultants** – working with select targeted OK Banks to negotiate check printing agreements on behalf of banks with significant savings on their next check printing agreement.
    - Contact: Greg Baitt – [greg.baitt@checkprintingconsulting.org](mailto:greg.baitt@checkprintingconsulting.org) (216) 396-0225
    - Contact: Jim Schartman – [jim.schartman@checkprintingconsulting.org](mailto:jim.schartman@checkprintingconsulting.org) (216) 970-0105

**Legal Report** — OBA staff will have an update on the Legal Department during the board meeting.

## Member relations —

### OBA Emerging Leaders Academy

The 2024-25 OBA Emerging Leaders Academy is currently meeting for its third session on Friday, Jan. 24. This session is a highlight of the Academy, as each banker will give a 6-minute presentation on a topic of choice.

- Session III: Friday, Jan. 24, 2025.
- Session IV: Wednesday, Feb. 26, 2025.
- Session V: Friday, March 28, 2025.
- Session VI: Friday, April 25, 2025.
- Graduation: OBA Convention, May 2025.

## 2025 ABA Washington Summit

The ABA's Washington Summit is scheduled for April 7-9. [Click here](#) for more information. There is no registration fee for this event. There is an all-day Emerging Leaders Forum on Monday, April 7. Hill Visits typically take place on Wednesday, April 9. Details to follow.

We will have two Emerging Leaders bankers using scholarships provided by the ABA for the Summit. Since there is not registration fee, the \$750 will be to offset travel costs.

## 2025 Washington Visit

Please save the date for Sept. 21-23 for the 2025 Washington Visit. More information to follow.

## External/internal communications —

Over the break, Newsweek magazine's "Best Regional Banks and Credit Unions 2025" was released. While the [specific banks listed under the Oklahoma section](#) are not necessarily important, as far as industry PR, the fact that four of the top five listed are ACTUAL banks – not credit unions – was the main takeaway as far as the OBA's communications department was concerned.

A small kerfluffle in the Tulsa area also unfolded in early December when a former BOK banker was [charged by federal prosecutors for embezzlement](#). Luckily, nothing long-term, at least as far as publicity, came from the arrest and news as I've seen little to nothing in the local media about it since.

Besides the day-to-day duties in the department, the planning stages for designs on the Director of Banks cover and the theme/cover design for the May OBA convention are in the works.

Finally, the communications department welcomed a new intern earlier this month. Olivia Hendrix is a sophomore at OU majoring in public relations and hails from Sugar Land, Texas. She should be in the office the day of the board meeting, so we encourage anyone to drop by her desk outside of Jeremy/Megan/Adrian's offices and say "hello!"

## Fraud Department — Current Trends:

- Business Email Compromise (BEC) scams
- Retail POS terminal skimming (main target is EBT cards)
- ATM vandalism followed by service technician robbery

Projects in the works:

- Fraud Loss Action Plan - immediate actions needed to increase recovery options. This document has been produced but not distributed.
- Fraud Prevention Questionnaire and Guidance – documented proof of customer counseling on fraud. Document produced and distributed. <https://www.oba.com/2024/12/16/week-of-dec-16/#anchor02>
- Ongoing work with AARP, Oklahoma Banking Department and others regarding legislative changes to address the volume of cryptocurrency ATMs in the state of Oklahoma.

Weekly Update content – 11/25 OBA hosting Q4 Bank Fraud Investigators Group (BFIG) meeting; 12/16 Customer Large Withdrawal Fraud Questionnaire and Guidance; 12/30 Deepfake technology to impact bank fraud; 1/13 Unauthorized tap-to-pay fraud increasing.



OBA has been designated as a Key Partner of the FBI. The Oklahoma City Division Special Agent in Charge (SAC), Supervisory Special Agent over Complex Financial Crimes, and their Law Enforcement Consultant/Private Sector Coordinator will join us at the February 2025 Board of Directors meeting to meet Board, GRC & Emerging Leaders and talk about what this designation means.

Statewide MAFIA or information sharing group meetings in Oklahoma City, Tulsa, Lawton, Texoma (Durant), and Stillwater. Miami held their first organized meeting Jan 23rd.

Events include:

- 12/6 Bank Fraud Investigators Group (electronic transaction fraud)
- 12/11 OKC MAFIA
- 12/13 IS MAFIA
- 12/18 Tulsa MAFIA
- 1/08 OKC MAFIA
- 1/15 Lawton MAFIA
- 1/22 Vision Bank Prague (Community Education)
- 1/23 Miami MAFIA
- 1/30 Bank7 (Bankers Education)
- 2/4 OBA Intermediate School
- 2/5 Bank7 (Bankers Education)
- 2/6 Bank7 (Bankers Education)
- 2/12 Sovereign Bank (Bankers Education)
- 2/20 Association for Financial Professionals of Central Oklahoma

**Board Calling Reports** — We will discuss the pending board calling initiative.

**Other business** — If there is any other business for the board to discuss, we will bring it up here.