

# OKLAHOMA BANKERS ASSOCIATION

## Meeting of the Board of Directors

1:30 p.m., Wednesday,

Feb. 26, 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 January board meeting are in the board packet as **Exhibit A**.

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

**Financials** — 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	\$3,325,856	\$3,088,463	\$2,965,775
Expense	<u>2,600,489</u>	<u>2,878,733</u>	<u>2,538,940</u>
Net Profit (Loss)	\$ 725,367	\$ 209,730	\$ 426,835

The consolidated entities have a Net Income of \$725,367 which is significantly better than Plan (\$515,637/246%) and Prior Year (\$298,532/70%). On a consolidated basis, Actual Income is greater than Plan by \$237,393/8% and Prior Year by \$360,081/12%. Consolidated Expense is less than Plan (\$278,244/10%) and more than Prior Year (\$61,549/2%).

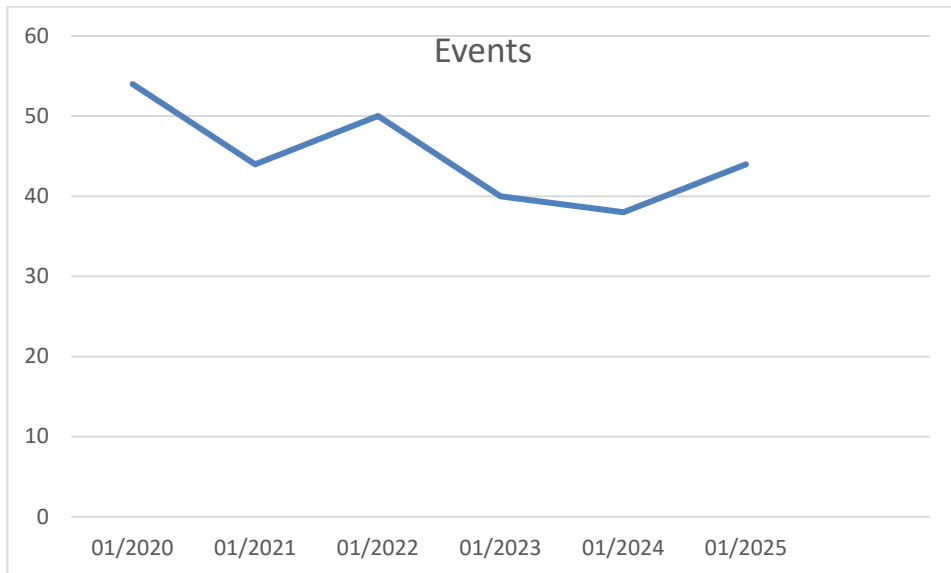
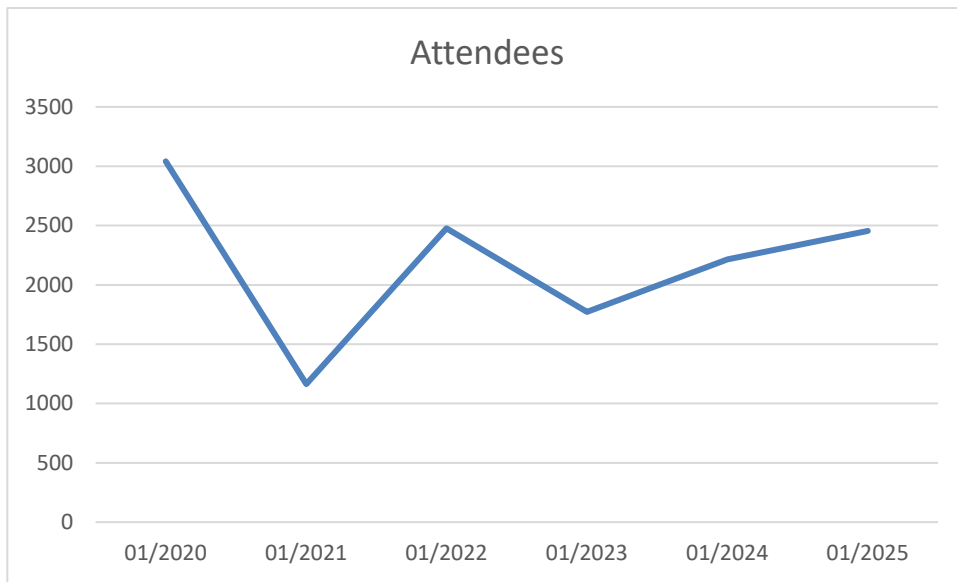
All revenue streams are comparable or better than Plan and Prior Year, with the exception of the insurance-based ones (Bank Insurance, Group Services and Group Health). Insurance revenue continues to trail both Plan and Prior Year.

All expenses, by program, are less or comparable to Plan. This should serve as confirmation that 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.

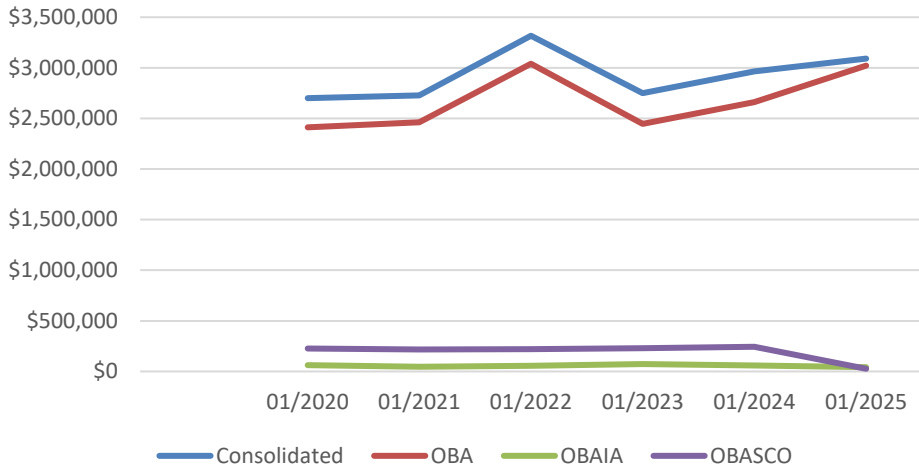
**Association Only**

	<b>Actual</b>	<b>Plan</b>	<b>Prior Year</b>
Income	\$ 3,021,727	\$ 2,765,015	\$ 2,662,303
Expense	<u>2,232,505</u>	<u>2,467,930</u>	<u>2,192,194</u>
Net Income (Loss)	\$ 789,221	\$ 297,085	\$ 470,109

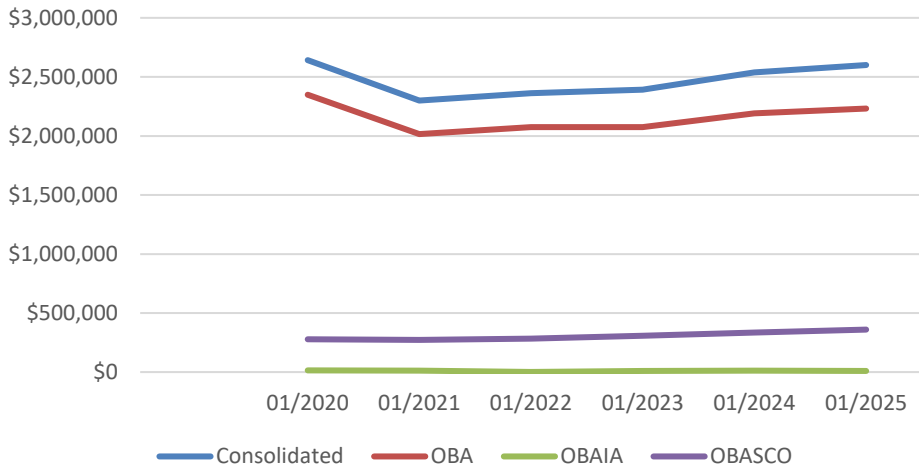
At the Association level, Actual Income exceeds Prior Year and Plan. Association Actual Expense is less than Plan and more than Prior Year. The Association has a Net Income of \$789,221 compared to Plan Net Income of \$297,085 and Prior Year Net Income of \$470,109.



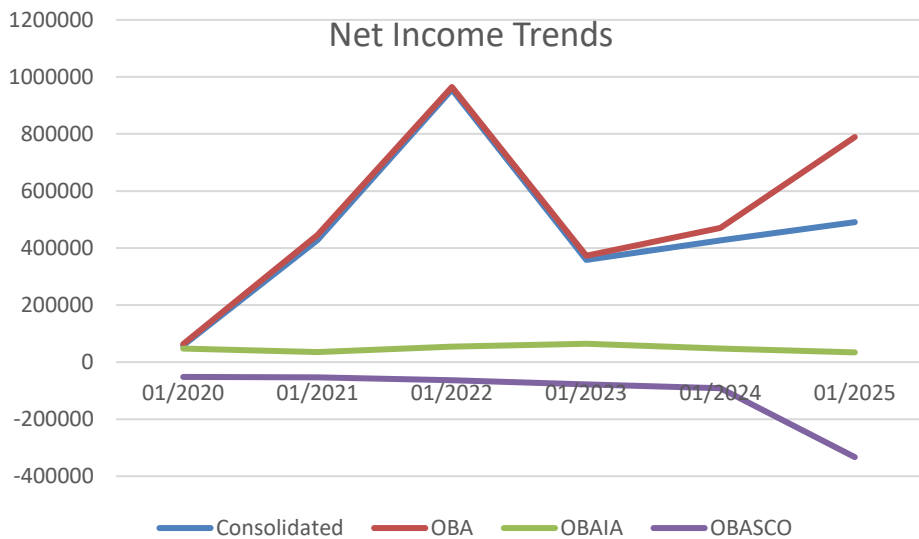
### Revenue Trends

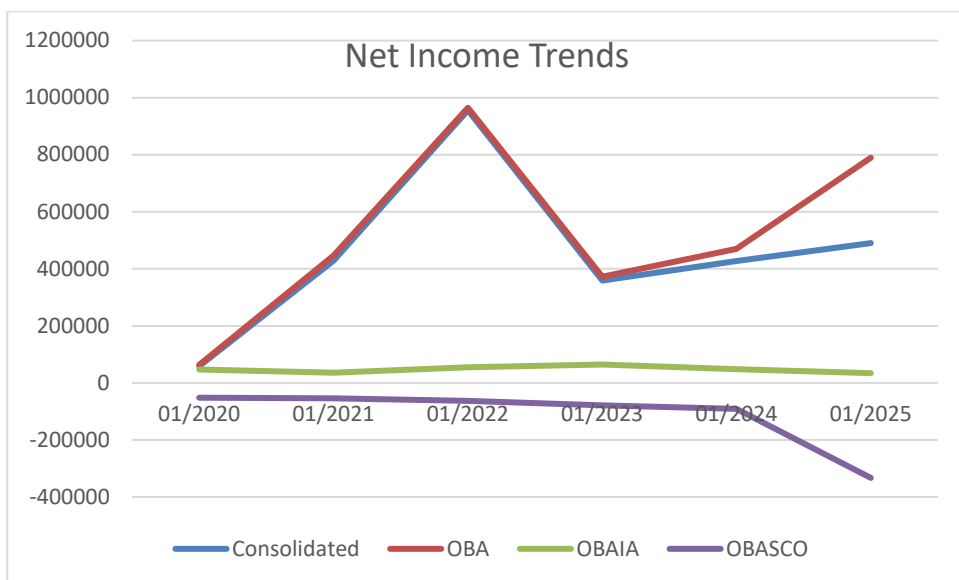


### Expense Trends



### 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’s a summary of the February activities:

Feb 3 – 7	Intermediate School, Session I OKC 42	various instructors
	➤ Lunches sponsored by The Bankers Bank, Elevate Bank, Great Plains Bank	
Feb 19	TRID Seminar postponed to April due to weather	
Feb 20	Flood Seminar postponed to April due to weather	
Feb 21	Women in Banking Lunch OKC 83*	Jessica Rimmer Kaci Skidgel
	➤ Lunch sponsored by The Banker Bank	
Feb 25	Call Report Seminar OKC 49*	Danielle Damon
	➤ Breakfast sponsored by The Bankers Bank	
Feb 28	Women in Banking Lunch Tulsa 44*	Jessica & Kaci
	➤ Lunch sponsored by City National Bank	
	➤ Meeting space provided by SpiritBank	

\*counts as of 2/19

## Operations School

Honors Graduates were selected and recognized on February 11.

- Amber Marquardt F&M Bank OKC
- Rachael Melot Sovereign Bank Shawnee/OKC

Matt Farve, school chairman, and Janis presented these awards.

### **Ag Committee**

The committee has a conference call scheduled for February 25. The annual conference is set April 17 and will feature Dr. David Kohl.

### **Webinars**

- 26 webinars purchased; 1 subscription service purchased
- \$3656 royalties

### **Bankers Night Out**

- March 12      Guymon
- March 25      OKC
- March 27      Ardmore
- April 1        Tulsa
- April 10      Enid
- April 30      Grove (lunch)
- April 30      Krebs

Board members should plan to attend the program in their area.

### **Intern Program**

Interviews are scheduled for February 24 at OSU and February 27 at OU. Those serving on the selection committee:

- Jerika Coffman, Quail Creek Bank, OKC
- Natalie Stephens, Citizens Bank, Edmond
- Alicia Wade, Sovereign Bank, OKC

Participating banks:

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

### **Senior Management Forum**

Registration continues for the Forum. A current roster will be provided at the board meeting. We need bankers to attend!

### **Convention**

Staff is working to finalize convention details. Registration information will be distributed in early March.

## **GRC Report and PAC report —**

### **State Issues**

Bills are moving fast, and we'll have an up to the minute update at GRC. We'll have an up-to-the-minute update and everything else that you need to know at the GRC meeting.

### **Federal Issues**

CFPB Overdraft Rule – Resolutions (S.J. Res 18 & H.J. Res 59) have been introduced in both the House and the Senate to nullify the CFPB's overdraft final rule using the Congressional Review Act. The Final rule declares overdraft services offered by banks and CU's with more than \$10B in assets to be "credit" regulated by the Truth in Lending Act (TILA) and Reg. Z unless the overdraft fee is below a \$5 price cap or below the institutions "breakeven" costs to operate its overdraft protection.

Beneficial Ownership Information (BOI) – A federal court has lifted its nationwide injunction on BOI collection, citing a U.S. Supreme Court ruling in a separate case on the constitutionality of the Corporate Transparency Act. Following the court decision, FINCEN announced that the new reporting deadline for most affected businesses is now March 21. H.R. 736 was recently introduced in the House, this legislation would extend the Corporate Transparency Act's beneficial ownership information reporting deadline by one-year until Jan. 1, 2026. The bill passed the 408-0 on February 10. A similar bill has also been introduced in the Senate.

The Main Street Certainty Act of 2025 (H.R.4721) has been introduced in both the House and the Senate, these bills would make the Section 199A 20% deduction for pass through income permanent. The deduction was enacted in 2017 and will expire at the end of the year without congressional action. This legislation would provide certainty to millions of S-Corps.

Promoting New Bank Formation Act – H.R. 478/S.113 have been introduced in both the House and the Senate. This bill would establish a three-year phase in period for new banks to comply with federal capital standards and make other changes to ease the regulatory hurdles for new institutions.

- During the 3-year period beginning on the date on which the deposit insurance that a rural community bank has obtained from the FDIC becomes effective, the community bank leverage ratio for the rural community bank shall be 8%.
- The appropriate federal banking agency shall issue rules to phase-in the CBLR with respect to the rural community bank by lowering the CBLR percentages during the first 2 years of the 3-year period described earlier.

A federal judge last week ordered the Trump administration to hit pause on staff termination at the CFPB, as well as plans to effectively defund the bureau by transferring its reserves to another part of the government. These actions have been challenged by the National Treasury Employees Union. A U.S. district court judge issues a preliminary injunction against the Trump administration on February 14. The next hearing is set for March 3<sup>rd</sup>.

Last week President Trump signed another EO that is aimed at limiting independent regulatory agency's ability to issue regulations. The administration is relying on the idea of "unitary executive theory", in interpretation of Article II of the constitution under which the president possesses sole authority over the executive branch. The order would require independent regulators to coordinate with the White House on regulatory activity.

President Trump has nominated Jonathan Gould to serve as comptroller of the currency. Gould is currently a financial regulatory attorney in private practice and previously served as senior deputy comptroller and OCC chief counsel from 2018 – 2021.

President Trump also nominated Jonathan McKernan to serve as the head of the CFPN. McKernan was most recently a director on the FDIC board. McKernan will face a confirmation hearing on February 27.

The Trump administration is apparently considering folding the FDIC into the Treasury Department. There is a possibility of having one person oversee both the OCC and the FDIC. The OCC would take over all the FDIC's supervisory efforts, including shutting down failed banks while the FDIC would handle deposit insurance.

### **PAC Report**

Fundraising totals for the year to date are down slightly from the same point last year. At the end of January, the State PAC raised \$1,390 while the FED PAC raised \$364.00 for a total of \$1,754.00. This total is \$52 behind of where we were at this date last year.

We sent out a PAC solicitation letter to over 1,400 Oklahoma bankers in late January. Contributions from that letter have started to trickle in and so far, it looks like a good response. We also sent out about 11,000 to bankers that didn't receive the letter, that has proven to be fruitful as well. We must continue to push the PAC; we want to be able to contribute at a level that is meaningful and allow us to be a player in many campaigns. The cost of running these campaigns has increased significantly over the years. We are going to need support from bankers at all levels to make this happen.

There are several ways that you can contribute the PAC, the easiest and most effective is to host a Special Board Meeting. We will come to your bank and talk with your Board about what is happening in Washington and OKC. You can also contribute with a personal check or sign up for a monthly EFT. Whichever route is easiest for you, we greatly appreciate any support the PAC receives from our members.

### **OBASCO Report —**

- **New Strategic Members:**
  1. Seaworthy Strategy
  2. GoldMark Creative
- **2025 Holiday Closing Signs** – Now available for purchase in both English Only/Bilingual.
- **2025 Strategic Membership Dues** –138 members, 7 have dropped.
- **2025 OBA Bank Directory** – Everything submitted to the publisher to begin putting together. About 25 member banks did not update their information. Strategic Member section updated based on renewal deadline of Feb. 12.
- **OBA/Blanchard 2025 Surveys** – *Director Comp Survey* now open for participation – ends **Feb. 28, 2025**. **We need more participants!** 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 \$23k.

- **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 \$60k.
- **2025 OBA Annual Convention Sponsorships** – Working on sponsorships with renewals of strategic members & endorsed vendors contract terms. Goal is to exceed \$89k, currently at \$38k.
- **2025 Fall Golf Tournament** – Scheduled 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:**
  - **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 available 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 Adrain visiting banks this fall.
    - Contact: David Miller – [dmiller@banccard.com](mailto:dmiller@banccard.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 McElhane (Tulsa)
  - **Servis1st** – Card Program Endorsement through the ABA – Karen Grahn [KGrahn@servisfirstbank.com](mailto:KGrahn@servisfirstbank.com). Hosted webinar for member banks with Alicia.
    - **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

On Feb. 26, the 2024-25 OBA Emerging Leaders Academy will begin the day at the State Capitol before joining us for Government Relations Council and finishing their afternoon with Jeremy Cowen, covering Effective Written Communication. Their March session covers Emotional Intelligence, my personal favorite, and Working Genius.

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

As a reminder, start thinking about who from your bank you would like to have apply for the 2025-26 Academy. Application available by June.

### Contact Banker (Bankers at the Capitol):

Four dates have been set for the 2025 Contact Banker Program: [March 11](#), [March 25](#), [April 15](#) and [April 29](#).

**This program is meant for all employees at the bank. There is no cost to attend other than your time.**

9 a.m. – Briefing at Capitol

Noon – Depart Capitol for lunch

1:30 p.m. – Adjourn

On the date you select, there will be a short briefing before we start walking the halls of the Capitol. We will stay together as a group the entire morning and do our best to have you spend a few minutes with both your state senator and state representative to either start a new relationship or strengthen an existing one. We won't ask you to discuss current legislation. We want you to just chat with your member about issues facing your community. Depending on the date you select, we will either sit in on a committee meeting or in the gallery to watch the action on the floor. Once we have finished at the Capitol, the OBA Government Relations Team will take everyone to lunch to discuss the events of the morning.

[Click here](#) to register and for more information on the program.

### OBA Emerging Leaders book club unveiled

We're excited to launch the OBA Emerging Leaders Book Club, a space for banking professionals to connect, learn and grow through insightful reads!

For our first selection, we'll be diving into *The Breakthrough Code* by Tom McCarthy. This transformative book offers a powerful framework for unlocking your full potential, breaking through barriers and achieving extraordinary results in all areas of life.

OBA Emerging Leaders Council Chair [Amy Biggs](#) will lead the first group discussion on March 11. Whether you've read the book cover to cover, listened to portions on Audible or are just getting started, this brief discussion will provide valuable insights and inspiration. Come ready to share your thoughts!

To get involved, please email [Joan Anderson](#), and she will add you to the Book Club Roster.

- Book: *The Breakthrough Code* by Tom McCarthy
- Date: Tuesday, March 11
- Time: 2 to 2:30 p.m. via Zoom.

### **Emerging Leader socials scheduled for spring**

Join your banking peers for an Emerging Leaders social! There is no registration fee, but please RSVP to let us know you'll be there. Questions? Email [Megan McGuire](mailto:Megan.McGuire@okba.org).

Oklahoma City: [Click here](#) to RSVP.

Date: Tuesday, March 25

Time: 5-5:30 p.m.

Location: Embassy Suites OKC Downtown, 741 N. Phillips Ave., Oklahoma City, OK 73104

Ardmore: [Click here](#) to RSVP.

Date: Thursday, March 27

Time: 4:30-5:30 p.m.

Location: Dornick Hills Country Club, 519 Country Club Rd, Ardmore, OK 73401

Tulsa: [Click here](#) to RSVP.

Date: Tuesday, April 1

Time: 4:30-5:30 p.m.

Location: Hard Rock Hotel, 777 W. Cherokee St., Catoosa, OK 74015

These socials will be held at the Bankers' Night Out locations in Oklahoma City, Ardmore and Tulsa. If you plan to attend the BNO after the social, please [register accordingly](#).

### **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**

The OBA's Annual Washington Visit is Sept. 21 through Sept. 23, and the hotel will be The Mayflower Hotel. [Click here](#) to register online or submit the registration form available in the [brochure](#). If you have any questions, contact [Megan McGuire](mailto:Megan.McGuire@okba.org).

#### **BANKER REGISTRATION FEE:**

\$500

\$300 Emerging Leaders

\*Spouse/Guest registration is complimentary.

#### **REGISTRATION OPTIONS:**

[Click here](#) to register online or submit the registration form available in the [brochure](#).

#### **SCHEDULE:**

Sunday, Sept. 21

- 4:30-6 p.m. — Welcome Reception sponsored by *Oklahoma State Banking Department*

Monday, Sept. 22

- Agency Briefings (detailed schedule to follow)
- Monday evening reception *sponsored by BankOnIT*
- Dinner on Own

Tuesday, Sept. 23

- Agency Briefings (detailed schedule to follow)
- Lunch *sponsored by FHLBank Topeka*
- Meet with Oklahoma Delegation
- Dinner on Own

**HOTEL ACCOMMODATIONS:**

The Mayflower Hotel

1127 Connecticut Ave NW, Washington, D.C. 20036

Group Rate: \$289 per night

**Room reservations must be made through the hotel before Friday, Aug. 29, 2025.**

***Accommodations after this date are on a space-available basis only. Room rates are \$289 per night. To reserve your room, reserve online by clicking this [reservation link](#) or call (877) 212-5752 and reference the “Oklahoma Bankers Association” room block.***

**Save the Dates**

Tuesday, May 6: Emerging Leaders Lunch-and-Learn at the OBA

Monday, May 12: Emerging Leaders reception at [Marlin Bar](#) in Oklahoma City

**External/internal communications —**

The communications department, with the addition of its new intern, focused on the newspaper and social media the past month. The newspaper had a nice feature on a couple of OBA staff members, while social media has been pumped up after a relatively quiet – by design – holiday season in December and January.

The department also assisted in the bank directory project with the design of the front cover.

Additionally, the department’s Jeremy Cowen hosted two sessions at the OBA Intermediate School, one on ethics and the other on social media. Jeremy’s whirlwind speaking tour this month actually continues during today’s board meeting where he might have to excuse himself early to give his talk on written communications to the OBA Emerging Leaders Academy!

**Fraud Department — Current Trends:**

Current Trends:

- Business Email Compromise (BEC) scams
- Retail POS terminal skimming (main target is EBT cards)
- ATM Jackpotting (make sure your ATM hard drives are encrypted!!)

Projects in the works:

- Fraud Loss Action Plan - immediate actions needed to increase recovery options. This document has been produced but not distributed.
- Ongoing work with AARP, Oklahoma Banking Department and others regarding legislative changes to address the volume of cryptocurrency ATMs in the state of Oklahoma.

Statewide MAFIA or information sharing group meetings in Oklahoma City, Tulsa, Lawton, Texoma (Durant), Stillwater, and Miami.

Events include:

1/08	OKC MAFIA
1/15	Lawton MAFIA
1/22	Vision Bank Prague (Community)
1/23	Miami MAFIA
1/30	Bank7 (Bankers)
2/4	OBA Intermediate School (Bankers)
2/5	Bank7 (Bankers)
2/6	Bank7 (Bankers)
2/12	Sovereign Bank (Bankers)
2/17	Citizens Bank of Edmond (Bankers)
2/20	Association for Financial Professionals of Central Oklahoma (Community)
2/21	Vision Bank Davis & Sulphur (Community)
2/26	Stillwater Community Forum on Fraud (Community)
3/11	Epworth Villa (Community)
3/12	OKC MAFIA
3/12	YMCA Norman (Community)
3/13	Bankers Night Out Guymon
3/14	IS MAFIA @ OBA

**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.