

OKLAHOMA BANKERS ASSOCIATION
Meeting of the Board of Directors
10 a.m., Monday,
May 12, 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 March board meeting are in the board packet as **Exhibit A**.

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

Financials — Following is a summarized view of the consolidated and association-only income statements.

Consolidated Performance

	Actual	Plan	Prior Year
Income	\$4,019,817	\$3,719,427	\$3,859,206
Expense	3,223,871	3,514,871	3,084,438
Net Profit (Loss)	\$ 795,946	\$ 204,603	\$ 774,768

The consolidated entities have a Net Income of \$795,946 which is better than Plan (\$591,343/289%) and Prior Year (\$21,178/3%). On a consolidated basis, Actual Income is greater than Plan by \$300,390/8% and Prior Year by \$160,611/4%. Consolidated Expense is less than Plan (\$291,000/8%) and more than Prior Year (\$139,433/5%).

All revenue streams are comparable or better than Plan and Prior Year, with the exception of the insurance-based ones (Bank Insurance and Group Services). Bank Insurance (property, D&O, etc.) is less than Plan and comparable to Prior Year. Group Services (NFP, Key State, etc.) trails both Plan and Prior Year. Group Health is comparable to both Plan and Prior Year. Investment income is more than Plan but less than the Prior Year.

Most expenses, by program, are less or comparable to Plan. Endorsements and Administrative expense are more than Plan. Compared to Prior Year, most program expenses are lower with a few exceptions. Conventions, Seminars & Schools, Endorsements, Strategic Member and Administrative expenses are more than Prior Year but reasonable in comparison to Plan.

Association Only

	Actual	Plan	Prior Year
Income	\$ 3,633,775	\$ 3,324,235	\$ 3,477,220
Expense	<u>2,759,310</u>	<u>3,015,628</u>	<u>2,655,323</u>
Net Income (Loss)	\$ 874,465	\$ 308,607	\$ 821,897

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 \$874,465 compared to Plan Net Income of \$308,607 and Prior Year Net Income of \$821,897.

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

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

Also included in your board packet as **Exhibit C** (*Excel file*) is the budget for the 2025-26 fiscal year. We are happy to take questions or thoughts at the board meeting on it.

Question Presented: Whether to accept and approve the 2025-26 OBA budget as presented.

Staff reports —

Education and Training — Here's a summary of the March activities:

April 6 – 8	Senior Mgmt Forum, Palm Springs	45 golfers	various speakers
		82 registrants	
		31 guests	
April 10	Bankers Night Out, Enid	96	
April 15 & 16	BSA Fundamentals, OKC	69	Kristin Harville
April 17	Ag Conference, OKC	55	various speakers
April 22	TRID Fundamentals, OKC	61	Kimberly Boatwright
April 22	Frontline Excellence, OKC	51	Kristi Krayneski
April 23	Flood Essentials, OKC	27	Kimberly Boatwright
April 23	Frontline Excellence, Krebs	37	Kristi Krayneski
April 24	Frontline Excellence, Tulsa	40	Kristi Krayneski
April 30	Bankers Lunch, Grove	57	
April 30	Bankers Night Out, Krebs	136	
May 1	Advanced Cash Flow, OKC	30	David Osburn
May 2	Advanced Tax Returns, OKC	29	David Osburn

Webinars

March webinar sales/revenue

- 32 purchased
- \$4,330 royalties

GSB Madison HR Scholarship

- April 11 Lorie Hulsey, First Oklahoma Bank, Jenks Adrian and Janis presented

INTERN PROGRAM

The Intern Orientation will be held May 19. Sharon, Jeremy, and Adrian will speak to the group. Most students will start their internship a few days after the orientation.

CONVENTION*

Here are details about convention

- Over 240 planning to attend some or all of convention.
- 80 registered for golf
- 42 exhibit booths (sold out by end of March)
- Leadership Academy Graduation
- Generous sponsorships secured by Thi Pham
- 6 inductees to 50-year club

*Counts as of 5/4. A final roster and counts will be provided at the board meeting.

GRC Report and PAC report —

State issues

We'll have an up-to-the-minute update and everything else that you need to know at the board meeting.

Federal Issues

Things are starting to move in Washington, we are seeing more legislation introduced as well as some movement regarding nominations to our primary regulators.

Homebuyer Privacy Protection Act (S.1467/H.R.2808)

These bills are commonly referred to as "Trigger Leads" legislation. Trigger leads occur when a customer does business with your bank and immediately starts to receive calls from third-party vendors offering them a myriad of services. This legislation would amend the Fair Credit Reporting Act to eliminate these abusive practices. I would limit prescreened credit offers to consumers who consent or have a preexisting relationship with a financial institution.

The Financial Integrity and Regulation Management Act (S.875)

This legislation would prevent federal banking regulators from using reputational risk as a component in supervision. "Banks should have the freedom to make their own decisions about who they can and can't bank. This bill will limit regulator's ability to use subjective concerns about reputational risk to pressure banks not to bank certain customer."

Access to Credit for our Rural Economy (ACRE) (S.838/H.R.1822)

This legislation is a bipartisan approach to help lower interest rates for rural borrowers. ACRE excludes from gross income the interest received by a qualified lender on newly originated loans secured by farm real estate, forestry, fisheries, and aquaculture facilities. Additionally, ACRE would exclude from gross income the interest received by a qualified lender on home mortgage loans that do not exceed \$750,000 in rural communities of no more than 2,500 people.

On May 6th, the Senate Banking Committee held a hearing regarding the nomination of Miki Bowman for the position of Vice Chair of Supervision at the Federal Reserve. Her nomination was advance by a vote of 13-11, her nomination will now go before the full Senate for approval.

The main thing that is happening in Washington right now is reconciliation. It will be all that you will hear about for the next couple of weeks/months and I wanted to make sure you know all you can about the process and how it may impact our industry. On February 21, 2025 the Senate approved its initial budget resolution by a vote of 52-48. On February 25, 2025 the House passed its version by a vote of 217-215. On April 5, 2025, the Senate passed the amended resolution with a 51-48 vote, incorporating \$4B in spending cuts and a \$5T increase to the debt ceiling. The House approved their final version on April 10, 2025, by a vote of 216-214. The House version has commitments for at least \$1.5T in spending cuts, this had to be done to appease the fiscal conservatives. These actions enabled Republicans to utilize the reconciliation process, allowing them to advance significant tax and spending legislation with a simple majority in the Senate, bypassing the filibuster.

There are six major areas of the reconciliation bill, this bill is vital to President Trump and his agenda. Below are snapshots of what the key areas are and what the Republicans are trying to achieve.

Tax Policy: The bill proposes extending the 2017 tax cuts, eliminating taxes on tips, overtime and social security benefits. These measures are projected to increase the federal deficit by about \$4.5B over the next decade.

Spending Cuts: To offset the tax reductions, the bill includes large cuts to social programs, \$880B from Medicaid and \$220B from the Supplemental Nutrition Assistance Program (SNAP). One of the cuts that's being considered is a 70% cut to the CFPB

Immigration Enforcement: The legislation allocates \$69B for border security, including funding for 20,000 new immigration officers and the construction of a 700-mile border wall. Additionally, it proposes \$110B for stricter immigration measures.

Defense Spending: An additional \$150B is designated for the Pentagon, with \$25B earmarked for the development of the "Golden Dome" missile defense system.

Energy and Public Lands: The bill seeks to expand oil, gas and coal extraction on federal lands. Including mandates for lease sales in the Gulf of Mexico and Alaska. It also proposes reduced royalty rates for drillers and allows public land sales in Utah and Nevada.

Regulatory Reforms: Inclusion of the REINS Act would require congressional approval for major federal regulations, aiming to increase legislative oversight and potentially reduce regulatory burdens.

Speaker Mike Johnson is hoping to have the House version passed by Memorial Day with the goal of having final passage in the Senate by July 4th.

PAC report

PAC Contribution totals for the year are slightly higher than the same point last year. At the end of April, the State PAC raised \$17,815 while the FED PAC raised \$2,842 for a total of \$20,657. This total is \$154.00 ahead of where we were at this date last year. So far, this has been a good year for the PAC. We are seeing some momentum as we get into full election mode.

We still have a lot of work to do the rest of this calendar year. With the state legislature getting ready to adjourn in a couple of weeks they will all be gearing up and it won't be long before we get a bunch of fundraiser requests. The legislature will spend a lot of the interim filling their war chests and preparing for the 2026 elections.

We will be reaching out to all the Pres/CEO's that haven't contributed to the PAC in the next couple of weeks to ask for your help. If you are considering hosting a special board meeting please contact me so that we can get it on the calendar.

I'm available to come and speak with your staff about the importance of getting involved politically.

If you haven't contributed to the PAC we would strongly encourage you to consider making a contribution. It's a powerful tool when we send out a solicitation that 100% of the OBA Board contributes to the PAC.

To those Board Members that are rolling off at this year's convention, thank-you for all the support you've given to the PAC and thank-you for serving on the board and helping to make the banking industry in Oklahoma ever stronger.

OBASCO Report —

- **New Strategic Members:**
 1. Old Hat Creative
 2. FIS Global
 3. Whitley Penn
 4. Standley Systems
- **2025 OBA Bank Directories** – Delivered to banks on April 24, 2025, available for sale \$40/ea
- **2025 OBA Directory Advertising** – \$18k advertising,
- **OBA/Blanchard 2025 Surveys**
 1. Director Compensation Survey results available next week
 2. Salary & Cash Comp Survey – Participation open May 13th
- **Bankers' Night Out** – Increased sponsorship pricing to adjust for 7 locations this year instead of 5. Announced on 1/22. Sponsorships at \$28k.
- **2025 OBA Senior Management Forum Sponsorships** – Great turnout with bankers & sponsors. Hotel & golf course great to work with. Goal is to exceed \$42k last year, closed at \$60k.
- **2025 OBA Annual Convention Sponsorships** – Sponsorships currently at \$98k, goal exceeded from \$89k. All 40 booths sold in 3 weeks at \$43k. Ordered laptop bags, sponsored keycards, folders, DJ, photobooth, wifi. Coordinating with hotel & golf course.
- **2026 Photo Calendar Contest** – We had 18 banks that participated with over 160 photo submissions for 2025. Starting 2026 contest now and deadline extended to first week of June for photo submissions. Voting date during Intermediate School 2.
- **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)**
 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
 3. Darrin Quillen from Oregon Bankers came to SMF to help promote the ODP program with OBA.
- **Bank Performance Report (BPR)** – Quarterly publication electronic and/or printed format for banks to see where they rank based on 8 different performance categories. Q4 2024 reports has 178 Oklahoma banks avail for sale.
- **Profit Resources Inc. (PRI)** – Several banks starting to sign up for debit/credit & core contracts.
 - Contact: Brady Chianciola - bchianciola@profitresources.com (413) 544-1584 (Cell)
 - Convention Silver sponsor, golf hole sponsor & Booth #33
- **Banc Card** – Merchant Services Endorsement
 - Contact: David Miller – 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)
- Hole in One golf sponsor, Booth #34
- **Servis1st** –Card Program Endorsement through the ABA
 - Karen Grahn KGrahn@servisfirstbank.com.
 - Golf Hole Sponsor & General Conference Sponsor – Booth #20 – Craig Driver from ABA will be joining her.
- **Compliance Alliance** – Contract executed for Record Retention sales. Waiting to receive copy so we can add Oklahoma info to it. Tommy Calvillo Booth #24
- **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 (216) 396-0225
 - Golf Lunch Sponsor
- **Bankers Insurance Agency** – Judy Hanna – Golf Hole Sponsor - Booth #35
- **IntraFi** – Chuck McBrayer – Booth #00 out in hallway
- **NFP** – Trey Deupree - Hotel Keycard Sponsor – Booth #6
- **Purple Wave** – Jeremy Reid & Chris Wolfe - Golf Hole Sponsor – Booth #5
- **Transfund** – Luke Shoemaker – GOLD & Bar sponsor – Closest to the Pin Golf Sponsor - #31
- **Works24** – Rick Jones – Golf Longest Drive Sponsor – Booth #29

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

Member relations —

May 12: Emerging Leaders Reception at Convention

As in previous years, there will be a reception hosted by the Emerging Leaders held in conjunction with the OBA Annual Convention. This come-and-go reception will take place from 4:30-6 p.m. on Monday, May 12 at [Twin Hills Golf & Country Club](#). All bankers welcome.

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](#).

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)
- Lunch sponsored by FHLBank Topeka
- Monday evening reception *sponsored by BankOnIT*

- Dinner on Own

Tuesday, Sept. 23

- Bus departs The Mayflower Hotel (transportation sponsored by NFP)
- Agency Briefings (detailed schedule to follow)
- Lunch sponsored by CSBS
- Meet with Oklahoma Delegation
- Bus departs Capitol Hill Club (transportation sponsored by NFP)
- Dinner on Own

Thank you for your participation!

Thank you to everyone who took the time and effort to attend Contact Banker at the Capitol.

[Click here](#) to view photos from the 2025 Contact Banker program.

OBA Book Club announces next selection

The OBA Book Club's next selection is [Unreasonable Hospitality](#) by Will Guidara.

Book description:

Today, every business can choose to be in the hospitality industry — and you don't have to be a luxury business to do it. This book of lessons about both service and leadership learned over a career in hospitality celebrates the one principle that will never go out of season: the human desire to be taken care of. In this behind-the-scenes peek at the world of fine dining, Guidara shows us how to find the magic in what we do — for ourselves, the people we work with, and the people we serve.

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

The next discussion will take place in-person this summer.

2025-26 OBA Emerging Leaders Academy

We are currently finalizing the dates and curriculum for the 2025-26 Academy. The application should be available by early June; application deadline mid-September. The first class will be in November.

2025 ABA Annual Convention

The ABA opened early bird registration for their Annual Convention scheduled for Oct. 19-21, 2025, in Charlotte, NC. [Click here](#) for more information.

ABA Emerging Leader Awards

The ABA has opened up nominations for its Emerging Leader Awards to be awarded at the 2025 ABA Convention. If your bank has a candidate, please review the information below and [click here](#) for additional details and the nomination form.

The ABA Emerging Leader Awards identify and recognize the next generation of bank leaders who are committed to the highest standards of achievement and service to the industry and their communities. Developing and guiding future leaders is critical to our industry's success, as today's emerging leaders are tomorrow's decision-makers.

The ABA Emerging Leader Awards recognize forward-thinking, adaptable and innovative bankers who inspire and influence others toward achieving a common goal.

By our definition, emerging leaders have the desire, capacity and initiative to make significant contributions toward the success of their bank. They are driven to grow as leaders and develop new skills to strengthen both the banking industry and their community.

If this sounds like you, we encourage you to apply! Don't miss this opportunity to showcase your leadership journey and receive industry recognition.

Application portal will close June 20, 2025.

External/internal communications —

Things have been hectic in the communications department the past month, as they have for all the OBA. Convention has been on the forefront of the department's mind, with a trip to Ada to interview incoming chair Steve Bagwell, and a much quicker trip across town to interview outgoing chair Alicia Wade. Both stories stemming from the interviews were featured in the May edition of the Oklahoma Banker newspaper, with an excellent job done by intern Olivia Hendrix.

Other convention-related activities included collecting and editing bios and photos for all our board members, as well as for the 50-year club. Besides going in the newspaper, much of this is included in the scripts for convention, which are also produced by the communications department.

We can discuss more, if necessary, at the board meeting, but the main gist is the communications staff – and the ENTIRE OBA staff, as a whole – has been working tireless preparing for what we hope is a great convention for all our bankers!

Fraud Department — Current Trends:

- Customers withdrawing large sums of cash to deposit into cryptocurrency ATMs
- ATM Jackpotting
- Business Email Compromise scams targeting banks and bank customers

Projects in the works:

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

Education Events:

April	May
4/1 Security Bank Tulsa Lunch & Learn (Community)	5/2 Exchange Bank Perry (Bankers)
4/1 Bankers Night Out Tulsa	5/12-14 OBA Convention
4/3 Bank of Beaver (Bankers and Community)	5/19 OBA Interns
4/4 Informed Senior Seminar OKC (Community)	5/22 American Exchange Bank Henryetta (Community)
4/8 BancFirst Harrah (Community)	5/23 First United Bank, Ada (Community)
4/9 OKC MAFIA	
4/10 Vision Bank Meeker (Community)	
4/10 OKC TRIAD North (Community)	
4/10 Bankers Night Out Enid	
4/16 Tulsa MAFIA	
4/17 OKC TRIAD South (Community)	

4/17 OBA Rural Banker/Ag Conference
4/18 Pauls Valley National Bank (Bankers)
4/21 Sovereign Bank Advisory Board Mangum
and Lawton
4/22 Woodward Lions Club (Community)
4/23 The Grove Shawnee (Community)
4/24 Stillwater MAFIA
4/24 Sovereign Bank Advisory Board
Holdenville
4/29 BancFirst Muskogee (Community)
4/30 Bankers Night Out Krebs

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.