



“Meeting the Challenge.”

# CBA TODAY

May 15, 2009

Issue 10

A STATEWIDE PUBLICATION FOR MEMBERS OF THE COMMUNITY BANKERS ASSOCIATION OF GEORGIA

## Announcing the Speakers for the 31<sup>st</sup> Annual Leadership Division Convention & Mini-Trade Show

“Meeting the Challenge...Charting the Course”  
The Ritz Carlton, Amelia Island, Florida  
Wednesday-Sunday, June 24-28, 2009

The 31<sup>st</sup> Annual Leadership Division Convention & Mini-Trade Show is fast approaching! The CBA staff has planned a great program that you and your family will not want to miss. Convention highlights include the mini-trade show, business sessions and activities, such as the family-oriented opening reception and dinner, the Julian Hester Memorial Golf Tournament and Tennis Tournament, the Chairman’s Reception and Dinner and the presentation of the Leadership Division of the Year. As you make plans to attend this popular convention, we would like to introduce our convention speakers. We look forward to seeing you at this beautiful coastal island retreat.

### Meet the Speakers

Friday, June 26<sup>th</sup>

#### Dawn Breaker’s Session:

- Legislative Update featuring **Michael White**, Partner, Martin Snow, LLP, Macon

#### Concurrent Sessions:

- “Generating Deposit Growth” featuring **John Waupsh**, CEO, BancVue FIRST ROI, Austin, TX
- “The Administration’s First 100 Days: The Impact on Banker Workplace Rights & Responsibilities” featuring **Ray Stanford**, Attorney, Taylor English Duma, LLP, Atlanta

#### General Session

- Regulatory Panel featuring **Gail Simons-Poole**, Deputy Regional Director, FDIC, Atlanta, and **Jimmy DeVane**, Assistant Deputy Comptroller, OCC, Atlanta
- “The Key to Sustainability in Today’s Turbulent Environment” featuring **Jennifer Burke**, Partner, Crowe Horwath, LLP, Lexington, KY
- “Recharging Your Passion for Community Banking” featuring **Chris DiLorenzo**, President, The James Paul Group, Duluth

Saturday, June 27<sup>th</sup>

#### Concurrent Sessions:

- “A Day in the Life of a Social Engineer Professional-How Easy is It to Get into Your Bank” featuring **Beau Woods**, Security Consultant, SecureWorks, Atlanta
- “Mortgage Real Estate Study” featuring **Steve Palm & John Hunt**, Smart Numbers, Atlanta

#### General Session:

- “Maximizing Your Bank’s Efficiency Through Diversification and Expense Reduction” featuring **Dan Harbison**, President/CEO, Farmers National Bank, Scottsville, KY



## CBA Announces Endorsement of Travelers for D&O/Institutions Bond Program

The CBA Board of Directors is proud to announce the approval of Travelers for their D&O/Institutions Bond / Property & Casualty Program. The CBA Member Services Committee began evaluating CBA’s existing Bond and P&C Program at the beginning of 2008. After careful due diligence and research for over 15 months, CBA terminated the Endorsement of Zurich North America Financial Enterprises and evaluated each company in the industry. After presentations by the final two companies, the Member Services Committee recommended the approval of Travelers to the Board of Directors and the partnership was approved unanimously.

Travelers, formerly known as St. Paul Travelers, has been working with financial institutions since 1890 and have been active with the community bankers in Georgia for over 30 years. Their competitive pricing on rates and superior customer service earned them a national endorsement from the Independent Community Bankers of America as well. Travelers has a customer service team of four individuals dedicated specifically to the Georgia community banking market. For more information on their program, please contact Diana Baker of Travelers at (678) 317-7882, or [dbaker@travelers.com](mailto:dbaker@travelers.com), or contact Jason Pruitt of CBA at (770) 541-4490 or [jason@cbaofga.com](mailto:jason@cbaofga.com).



1900 The Exchange, Suite 600, Atlanta, Georgia 30339-2022  
Phone: (770) 541-4490 or (800) 648-8215 Fax: (770) 541-4496  
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“Meeting the Challenge.”

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# Success Through Knowledge

## Member Mentions

**Kevin Brumbeloe**, President & CEO, **Community Capital Bank, Jonesboro**, regrets having to announce the passing of retired Senator **Terrell A. Starr**, an organizing director of Community Capital Bank, on April 19, 2009.

**Remer Y. Brinson III**, President & CEO, **First Bank of Georgia, Augusta**, announced today the election of **Jean Barney** as Vice President and Business Development Officer, and **Tom Flournoy** as Senior Vice President and Chief Financial Officer.

**SecureWorks, Atlanta**, announced it has been positioned by **Gartner, Inc.** in the Leaders quadrant of the Magic Quadrant for MSSPs, North America.

If you would like to make an announcement in the *CBA Today*, please contact the **CBA Marketing Department**.

## Call Report Preparation-Review & Update Tuesday, June 2, 2009 Atlanta, JHTC @ CBA Headquarters

The FFIEC has planned revisions to many schedules throughout 2009. During this one-day seminar, speakers from the accounting firm of Mauldin & Jenkins will discuss these revisions and answer questions, so individuals responsible for preparing the call report can determine which new items apply to their institution. Items of particular interest, revised for the June 30, 2009 report, include: new memoranda items on RC-C which now require reporting for pledged loans and loans with interest reserves, and revisions related to other real estate owned on schedule RC-M. CPE credits are available to participants. To learn more, and to register online, please visit the CBA website.

## Small Business Lending For Today's Environment Thursday, June 11, 2009 Atlanta, JHTC @ CBA Headquarters

Small business lending relationships can be a significant source of good quality loans and deposits. Even in the current recessionary environment there are significant opportunities to make sound and profitable loans to small businesses. Upon completion of this course, the participant will be able to describe how financing needs arise, how to project working capital, how to integrate business and personal cash flow to determine global cash flow available to service small business debt and how to properly structure a loan to a small business borrower. Register today and come join an industry expert, John Barrickman as he presents this informative seminar. To review the brochure and/or to register online, please visit the CBA website.

## "Pandemic Planning Preparedness Compliance for Your Financial Institution" - Telephone Seminar - AVAILABLE NOW ON CD ROM

The current H1N1 virus (Swine Flu) crisis has made pandemic planning an issue to address immediately. The FFIEC has issued guidance for financial institutions in identifying the continuity planning that should be in place to minimize the potential adverse effects of a pandemic. Solid preparedness begins with a policy. That's where this session starts – the manual is a sample policy. This CD contains the manual in a Word document and also includes an administrative plan, ideas for testing training, and more. Be prepared before the regulators ask for your policy and proof of training. In addition to the CD ROM, you receive a web link for unlimited on-demand viewing. (Link is available until June 30, 2009.) To order this important CD Rom visit the CBA website.

*NOTE: CPE credits are available to all participants of these programs.*

## CBA NEWS

### New CBA Associate Members Approved at the April Board Meeting

BSA Strategies, Inc.	Dominic Suszek	Johns Creek
Banker Exchange, LLC	Matt Linville	Greenville, NC
Banc Financial Group, Inc.	Paul Myles	Atlanta
BravePoint, Inc.	Sean Garguilo	Norcross
Capital Business Funding	Raymie Summey	Spartanburg, SC
Cerebrate Marketing	Peggy J. Wolford	Decatur
Crossroads Credit and Portfolio Management LLC	Richard Burleson	Elkin, NC
CRYPTOCARD	Kevin Quinlan	Ottawa, ON
Epstein, Becker & Green, P.C.	Edward H. Brown	Atlanta
ID Educators, Inc.	Nick Nicholas	Oviedo, FL
Integrated Banking Solutions, LLC	Gene C. Barger, Ph.D.	Atlanta
Integrated Compliance Solutions	John Palmer	Atlanta
Intrasweep, LLC	Tom Bradberry	New York, NY
Lawson & Moseley, LLP	William H. Lawson, Esq.	Atlanta
Network Strategies, Inc.	Scott Brumley	Roswell
Shavlik Technologies, LLC	Robert Russell	Roseville, MN
Strategic Bank Solutions, LLC	Alex Jernigan	Tampa, FL
Stonemont Financial Group	Mark Brown	Atlanta
Triad Financial Services, Inc.	Keith Stayer	Jacksonville, FL
Warren, Averett, Kimbrough & Marino, LLC	Jennifer Antonelli	Birmingham, AL

## Best of Breed vs. Single Source Solution?

Two schools of thought best illustrate the chasm that exists between competing bank-operation philosophies. According to the “Best of Breed” argument, operational components are viewed as entirely separate decision points. Advocates of this philosophy evaluate and select what they deem to be the best core vendor solution and add on the best ancillary vendor solutions (such as Internet Banking, item processing, EFT, document imaging, etc).

The opposing view embraces a Single Source Solution. The efficiencies gained through selecting a single provider for all major operational functions are worth compromises in features and functionality, according to this line of thought. (Single source vendors contend no deficiencies exist.)

What is your management team’s philosophy? How difficult is it to switch and embrace a competing philosophy?

Service agreements with varying renewal dates, and often different vendors, have been mentioned as an obstacle which hinders banks from switching to a single source solution. Besides having to be mindful of expiration dates (and more importantly self-renewal dates), various ending dates make it almost impossible to consolidate vendors because it becomes costly for banks to buy out service agreements. Waiting for service agreements to end and then converting piece-meal can dramatically extend projects.

Another responsibility with multi-vendor operational solutions is vendor management responsibilities. How many of us yearn for additional SAS-70 reports to understand? And it is such a delight to police the receipt of financials and supporting documentation every year!

This additional due diligence obligation and increased project scope may be a small price to pay for enhancements to features and functionality, especially for services your clients have come to expect from your organization.

Single Source vs. Best of Breed – not an easy choice, but one that will have long lasting repercussions on your bank!

*Provided by Cheryl Buntin, Vice President, AaSys Group, CBA Associate Member*

## CBA NEWS

### Senate Drops Cramdown

Following intensive ICBA and community bank outreach, the Senate voted 51-45 against an amendment to key deposit insurance legislation that would allow bankruptcy judges to reduce, or “cram down,” mortgage principal and modify loan terms. ICBA has been in the forefront in opposing the cramdown language and keeping it from bogging down urgent deposit insurance legislation.

Before the Senate took up the legislation, ICBA delivered a letter to Senate leaders urging swift passage of the underlying deposit insurance legislation (S. 896). The bill would increase the FDIC’s borrowing authority with Treasury from \$30 billion to \$100 billion, with emergency funding up to \$500 billion, which the agency said is necessary to reduce its planned 20-basis-point special assessment by as much as half. It also would extend until the end of 2013 the temporary deposit insurance coverage hike to \$250,000.

ICBA and the CBA of Georgia thanks all the community bankers from around the nation who contacted their senators to oppose the cramdown amendment. As expected both Georgia Senators voted against the “cram down “ amendment. We want to thank Senator Isakson and Senator Chambliss for their support.

*ICBA Newswatch Today, May 1, 2009*

### Committee Heeds ICBA Concerns in Mortgage Bill

The House Financial Services Committee passed mortgage-reform legislation that includes amendments addressing ICBA concerns. After receiving a letter from ICBA and hearing testimony from ICBA Chairman Mike Menzies, the Mortgage Reform and Anti-Predatory Lending Act of 2009 (H.R. 1728) includes two amendments offering greater flexibility.

One amendment would extend the bill’s “safe harbor” provisions to mortgage products other than 30-year fixed-rate mortgages, including shorter-term fixed-rate mortgages and adjustable-rate mortgages. The safe harbor would provide creditors a strong defense against action for rescission of a mortgage under the bill. The amendment also would allow regulators to create a safe harbor for FHA, VA and Rural Housing Service loans and mortgages meeting conforming loan requirements for Fannie Mae and Freddie Mac. The loans also would be exempt from the bill’s risk-retention requirements for mortgages sold in the secondary market.

Another amendment would give the banking agencies authority to make exceptions and adjustments to the risk-retention requirements, including adjusting the amount of risk required to be retained by creditors for those loans not exempted under the expanded safe harbor. The panel approved the bill 49-21.

*ICBA Newswatch Today, April 30, 2009*

### OCC Offers Tips on Mortgage Scams

The Office of the Comptroller of the Currency issued a consumer advisory to help homeowners avoid scams that claim to help them save their homes. The agency warned that con artists have tried to take advantage of federal programs to reduce foreclosures by claiming to be affiliated with the government. You may read more about the OCC tips at <http://www.occ.treas.gov/ftp/release/2009-43.htm>.

*ICBA Newswatch Today, April 22, 2009*



### TransFirst, LLC - Merchant Services Program

Headquartered in Dallas, TX, TransFirst is ranked among the top 12 largest processors in the U.S. and is the largest private processor not owned by a bank. With facilities in CO, NE, KS, and NY. TransFirst serves more than 965 community banks, including 155,000 merchant customers, processing \$28 billion in annual volume. Contact Brian Higgins at (770) 605-2279.

## UPCOMING 2009 EDUCATION PROGRAMS

### Telephone/Webcasts

- 5/19 Director Series: Directors & Key Committees (11:00 a.m.-12:30 p.m.)
- 5/21 Compliance Update for the Frontline Staff
- 5/27 Required Compliance for Real Estate Secured Consumer Loans
- 5/28 Paper Checks, Remote Capture, Wires & Electronic Transfers: Who is Liable?
- 6/4 Website Compliance
- 6/5 Appraisal Compliance Update: What You Must Know Now!
- 6/9 Required BSA Officer Reports to the Board
- 6/11 Your Bank's Independent Review Responsibilities
- 6/16 Treasury Check Issues
- 6/18 Mobile Banking 101
- 6/23 Branch Manager Development: Checklist for Coaching Employees
- 6/25 Reporting your Customer's Credit: Metro 2, E-Oscar & FACT Act Compliance
- 6/30 Critical Security Errors and How to Avoid Them!

-CPE credits available to participants-

### Classroom Programs\*

- 5/19 Financial Managers' Forum Dinner Series, Atlanta
- 6/2 Call Report Preparation Review & Update, Atlanta
- 6/11 Small Business Lending for Today's Environment, Atlanta
- 6/25 Auditing in Action Series: Workshop III, Macon

#### Compliance Program Quarter II: RESPA

- |      |          |      |          |
|------|----------|------|----------|
| 6/16 | Tifton   | 6/23 | Norcross |
| 6/17 | Macon I  | 6/24 | Macon II |
| 6/18 | Savannah | 6/25 | Rome     |

*Compliance Program Quarter III:  
Topic: Regulation Z*

*\*Dates/Locations are subject to change.*

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41<sup>st</sup> Annual Convention &  
Trade Show  
September 16-20, 2009  
The Breakers, Palm Beach, FL



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1900 The Exchange, Suite 600  
Atlanta, Georgia 30339-2022  
(770) 541-4490 or  
(800) 648-8215  
Fax: (770) 541-4496

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