

# MBA Bulletin

## Michigan Bankers Association

507 S. Grand Ave. • Lansing, MI 48933 • 517-485-3600

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### Group Meeting Schedule

Several of the groups have made location and date changes, so please carefully review the schedule.

#### Group 1 — June 8

Sault St. Marie County Club

#### Group 2 — June 7

Crystal Mountain Resort, Thompsonville  
(Lunch meeting followed by 1 p.m. golf/shooting)

#### Group 4 — May 14

Spring Lake County Club, Spring Lake  
(11:00 a.m. shotgun start followed by 6:30 p.m. dinner meeting)

#### Group 5 — May 24

PohlCat Golf Course, Mt. Pleasant

#### Group 6 — May 23

Verona Hills, Bad Axe  
(Noon shotgun start followed by 6:30 dinner)

#### Group 7 — June 4

Hawk Hollow, Bath  
(9:00 a.m. shotgun start followed by 4:00 p.m. dinner meeting)

#### Group 8 — May 21

Battle Creek Country Club, Battle Creek  
(10:00 lunch meeting followed by 1 p.m. shotgun start)

#### Group 9 — May 7

Lenawee Country Club, Adrian

#### Group 10 — May 16

### MBA Group Meetings

Group meetings bring bankers located in the same region together to recap and discuss issues pertinent to banking in Michigan such as taxes and new legislation.

Each group will host a variety of events including breakfast, lunch and dinner meetings. All groups will have a chance to meet with legislators and groups 1,2,6,8, 9 and 10 have invited a guest speaker.

The MBA Service Corporation is sponsoring and managing golf outings, prizes and hole-in-one giveaways for groups 1,2,5,7 and 9. Golf will also be available at groups 4,6 and 8 meetings. In addition, group 2 is hosting a shooting event sponsored by MBASC.



Make sure these dates are reserved on your calendar and watch for your invitation in the mail. Don't miss out on the latest legislative and industry information.

### Save the Date — Annual Convention June 19-22



Join Michigan's top bankers at the Michigan Bankers Association's Annual Convention June 19-22 at the historic Grand

Hotel on Mackinac Island. Bridge to the Future: Reflections and Challenges is this year's theme. Find the latest convention information on our Web site [here](#).

## Understanding the Bank Director's Role Seminar is May 3

Consisting of lecture, case studies and industry updates, this seminar outlines the role of the bank director. Regulators are increasingly holding directors responsible for the "safety and soundness" and performance of the bank. This seminar will cover the many requirements that directors face on a day-to-day basis.

Click [here](#) for brochure and application form. Contact Chris Smith with questions at 517-342-9052 or [csmith@mibankers.com](mailto:csmith@mibankers.com).

## MBA Bank Leadership Institute Accepting Applications

The 2007-08 class of the MBA Bank Leadership Institute is open for enrollment. This practical, hard-hitting and quality-driven program for highly motivated upper-level bankers is an opportunity to develop a network of future bank leaders and help enhance leadership, organizational and performance skills.

Selected bankers will take part in six sessions on leadership, communication, technology, political awareness, networking and personal and professional development, as well as attend the MBA Washington, D.C. visit and several MBA-selected functions.

Applications are due May 1, 2007, and must be accompanied by a letter of recommendation from a member of the bank's senior management team. Applicant selection will be made by the MBA Bank Management Committee in May. Click [here](#) for brochure and application form. Contact Tammy Guastella with questions at 517-342-9053 or [tguastella@mibankers.com](mailto:tguastella@mibankers.com).



## Bank Compliance Institute May 16-18

Don't be overwhelmed by regulations. Attend the MBA's Bank Compliance Institute, May 16-18, 2007, at the Ashman Court Hotel and Conference Center in Midland.

The Bank Compliance Institute focuses on regulatory compliance, providing up-to-date information on compliance issues and developments as well as proven techniques for maintaining bank's compliance programs. A majority of attendees return to the institute year after year to stay on top of the changing regulations and exchange ideas and discuss prominent issues with peers.

Registrations are now being accepted. For further information, download the brochure [here](#). Contact Tammy Guastella with questions at 517-342-9053 or [tguastella@mibankers.com](mailto:tguastella@mibankers.com)

## Wanted: New MBA Committee Members

The MBA is looking for new MBA standing committee members. If you are interested in joining a committee or have someone in mind to serve on a committee, fill out the committee volunteer forms and send them to the MBA. You can learn more about our standing committees and download the Committee Volunteer Form by clicking [here](#).

## Taxpayers Confused on Filing Deadline



Seventy-eight percent of taxpayers don't know April 17 is the deadline for submitting tax returns this year, according to a survey by H&R Block, Inc.

The survey discovered only 22 percent of consumers were aware that April 15 falls on a Sunday and April 16 is a legal holiday — Emancipation Day — in Washington, D.C., giving taxpayers until April 17 to file their returns. The survey also found that 38 percent of people are unfamiliar with the long-distance telephone excise tax refund, which is worth \$30 to \$60. [Read more.](#)

## FDIC Ombudsmen Listen to Regulatory Concerns

The FDIC's Office of the Ombudsman was created by Congress in 1994 to serve as a confidential, neutral and independent resource for individuals who have a question, concern or complaint about the FDIC regulatory process. FDIC Ombudsman Cottrell Webster and his staff are advocates for fair treatment and are available to help resolve banking issues in an informal, discreet manner.

The FDIC is committed to being responsive to its primary stakeholders – insured depositors and the bankers who serve them – and encourages anyone with an unresolved banking issue to contact the Office of the Ombudsman, a group that performs independent, neutral and confidential reviews.

FDIC Ombudsman staff in Washington, D.C. may be reached at 703-562-6049, or toll free at 1-877-ASK-FDIC. Regional Ombudsman Richard Schmalzer may be reached at 415-808-8114.

## Michigan Debit/Credit Card Fraud Coalition Update

In response to complaints by a number of banks with excessive credit/debit card losses and fraud concerns related to an apparent data compromise at convenience store chains in western Michigan, the MBA created the MI Debit/Credit Card Fraud Coalition.

The Coalition consists of representatives from the U.S. Secret Service, U.S. Attorney General - Western Michigan, VISA, MasterCard and 15 holding companies and community banks. These organizations meet to exchange information regarding credit/debit card crimes and attempt to determine what can be done to reduce the incidents of these occurrences.

The Coalition met March 5, 2007, and recommended the MBA join the New England Debit Card Fraud Coalition, keep the Michigan Coalition updated with status of activity and information and meet again in June for further discussion.

In addition, MBA President and CEO Dennis Koons, met with Sen. Debbie Stabenow recently to discuss legislative changes to reduce data compromises. A meeting was also held with the Michigan Retailers Association requesting their cooperation in this matter.



## County National Bank Participates in Get Smart About Credit Program

Philip E. Bacalia, commercial loan officer, and Michelle R. Graber, compliance officer, of County National Bank presented portions of the Get Smart About Credit program to high school juniors and seniors at Hillsdale High School as part of the Get Smart About Credit program.



Philip E. Bacalia of County National Bank taught a class on credit to Hillsdale High School students.

“This is the second year we’ve participated in the Get Smart About Credit program,” said Graber. “We’re pleased with the reception and encouraged that we are reaching an even larger audience than last year.”

Presentations included avoiding identity theft, making yourself creditworthy, the credit report, the four C’s of credit and the responsibility of credit. The goal was to raise awareness about responsible use of credit and to show young adults how they can use credit wisely, right from the start.

Eleven representatives from County National Bank will present eight additional programs to other area high schools throughout the community and reach nearly 300 students.

“Our communities have unique demographics and financial resources,” Graber said, “and providing a financial education program can help us reverse the trend of financial illiteracy.”

## Teach Children to Save Day April 24 Resource Kits Available

Nearly 3,000 bankers have signed up through the American Bankers Association to participate in Teach Children to Save Day, April 24. Over 100,000 students are expected to benefit from lessons and presentations from bankers on this day.

Bankers interested in free resources can visit the [ABA Web site](#) to sign up to gain access to exclusive downloadable material, including posters, a certificate of participation and a money-saving coupon.

## MSHDA Helps Colleges Grads Find Homes

The Michigan State Housing Development Authority’s (MSHDA) Graduate Purchase Assistance (GPA) program is helping new college graduates purchase their first home. This program is designed to encourage young people to live in eight of Michigan’s largest urban cities.

The GPA program, which is run through MSHDA’s Homeownership Division, offers a reduced- and fixed-rate conventional loan to college graduates from an accredited institution, who meet MSHDA’s sales price and income limit eligibility guidelines. Borrowers in the program must have received an associate’s, bachelor’s, master’s or doctoral degree three years prior to the date of the loan application to qualify. Those who qualify are eligible to receive a loan at approximately two percent below the market rate.

MSHDA Executive Director Michael DeVos said the program is tied to another initiative, which is part of a larger urban agenda designed to help reduce urban poverty and redevelop and revitalize Michigan’s cities. Cities of Promise, an interagency initiative, was created to focus funding and resources in eight Michigan cities. These eight cities are Detroit, Muskegon Heights, Hamtramck, Saginaw, Pontiac, Benton Harbor, Flint and Highland Park. To qualify for a loan the house must be located in one of these eight cities.

# Service Corporation

## MBA Service Corporation HR Hotline Introduced to Bankers



MBA Service Corporation's HR (human resource) hotline provides banks with reliable, practical advice from legal experts while reducing legal consultation fees.

The MBA HR hotline allows banks to confirm they are in compliance with employment and employee benefit laws. Bankers can also get answers to any employee-related questions.

MBA's general counsel, Warner Norcross & Judd, has specialists with experience in counseling on employment-related legal issues including: overtime pay, exemption requirements, child labor, wage-payment requirements, personnel record requirement and privacy issues, discrimination and harassment issues, Family and Medical Leave Act, Americans With Disabilities Act, workers compensation, employment policy consultation, maintaining union free operations, veterans rights, immigration law, affirmative action requirements, MIO-

SHA health and safety requirements and I-9 requirements.

Warner Norcross & Judd also specialize in employee benefit laws including: ERICA and IRC qualified retirement plans, ERISA and state law welfare plans, cafeteria plans, health savings accounts, health reimbursement accounts, HIPPA, COBRA, equity-based compensation and 409A deferred compensation rules.

Contact Kathy Richardson at 517-342-9061 or Joellen Wright at 517-342-9064 for more information.

## MBA Service Corporation Endorses Clark Consulting for BOLI

In today's complex regulatory environment, banks need the assurance that their bank-owned life insurance (BOLI) provider will be their partner for the long term. For the past 25 years, Clark Consulting has been specializing in the design, implementation, and administration of BOLI programs for more than 2,100 banks. Here are just a few of the reasons why the Michigan Bankers Association through its Service Corporation has endorsed Clark Consulting for more than 10 years.

- **Experience.** Clark Consulting wrote the first BOLI policy in 1982. As the largest provider, they manage over \$40 billion of BOLI assets, more than \$700 million in Michigan alone. In 2006, they placed \$2.3 billion in BOLI in 407 banks.
- **Product Focus.** Clark Consulting offers a comprehensive array of BOLI products to meet the investment objectives of clients. Products include general and separate account, hybrid separate account, and proprietary products from over 20 highly rated insurance carriers.
- **Service Commitment.** Clark Consulting has more than 100 employees focused on client services. Each bank is assigned a service team which gives the banker a specific "go-to" person at all times.
- **Comprehensive Reporting and Documentation.** Compliance is at the forefront of everything Clark Consulting does. They provide compliance reference guides; consolidated BOLI reporting; draft agreements, minutes and resolutions; agency reporting and disclosure; and inforce policy changes.
- **Client Communication and Education.** As the industry's thought leader, Clark Consulting delivers timely communication of legislative, accounting, tax and regulatory changes. Their client bulletins, newsletters, web-cast, and exclusive "Clients Only" Web site are second-to-none.

In addition, Clark Consulting can offer executive compensation and benefit programs uniquely suited to your bank's high-performance strategies.