

2015-2016



Kansas Bankers Association Annual Report

Member driven organization of
banking professionals providing:

Advocacy

Education

Legal Services

Insurance

Products & Services

Mission Statement

To support and assist Kansas banks and
Kansas bankers

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Board of Directors

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Impact Bank, Wellington*

*Jim Hoskins, Chairman-elect
Baxter State Bank, Baxter Springs*

*Ron Johnson, Treasurer
Community National Bank, Seneca*

*Kelly Mason, Past Chairman
First National Bank in Pratt, Pratt*

*Leonard Wolfe, Immediate Past Chairman
United Bank & Trust, Marysville*

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Freedom Bank, Overland Park*

*Kelly Linnens, Regional Representative
Cottonwood Valley Bank, Florence*

*Lynn Mayer, Regional Representative
Citizens State Bank of Marysville, Marysville*

*Eric Kurtz, Regional Representative
Union State Bank, Arkansas City*

*Machelle Connally-Van Trump, Regional
Representative
Citizens State Bank & Trust Co., Ellsworth*

*Mark Schepers, Regional Representative
The Community Bank, Liberal*

*Ron Wentz, Chairman Appointment
Golden Belt Bank FSA, Hays*

*Doug Gaumer, Regional Representative
INTRUST Bank, N.A., Lawrence*

*John Engelbert, Regional Representative
First State Bank, Norton*

*Patrick Harbert, Regional Representative
Equity Bank, Wichita*

*Charles Derby, Regional Representative
First State Bank & Trust, Lawrence*

*Maureen Gustafson, Regional Representative
Millennium Bank, Junction City*

*Mark Keeny, Regional Representative
Citizens Bank of Kansas, Kingman*

*Kyle Campbell, At-Large Representative
Astra Bank, Abilene*

*Keith Hughes, At-Large Representative
First National Bank of Hutchinson, Hutchinson*

*Andrea Scarpelli, At-Large Representative
Simmons First National Bank, Wichita*

*Curtis Overton, KBA Trust Division President
First National Bank of Hutchinson, Hutchinson*

*Doug Ray, KBA Kansas Ag Bankers Division President
Stockton National Bank, Norton*

*Kathy Schwerdtfager, YBOK Division President
Bank of Tescott, Lincoln*

Message from the President

Chuck Stones, President & CEO



The KBA takes its mission statement very seriously. Our mission is to “support and assist Kansas banks and Kansas bankers”. Every new project we start, every seminar we sponsor, every piece of legislation we support or oppose, is measured by that mission statement.

Kansas Bankers Consulting Service just celebrated its 100th client. With compliance for current and potential new laws and regulations currently being very high on bankers’ lists today, KBCS is helping banks contain costs and offering a very high value and quality product.

We are constantly trying to help you do your jobs better and more efficiently. The KBA Education staff, directed by the KBA Education Committee, puts on seminars and conferences that are designed to meet your banks’ current needs. Because the majority of these programs are developed by Kansas bankers and put on directly by the KBA, we can be more creative and customize these programs to the needs of Kansas bankers. We have many products and hold many conferences and seminars designed to help you with the basics of banking that you feel are most important: earnings, asset quality and growth, and how to attract and communicate with the next generation of bank customers.

The insurance products we offer through KBA Insurance are designed to protect your bank and your customers in the event of an unforeseen event that could have catastrophic consequences if not properly insured. KBA has been a stable source of insurance for banks like yours since 1901, with Herb Iams serving Kansas banks for 34 years. KBA Insurance is owned by the Kansas Bankers Association, providing about 40% of the KBA’s operating funds. I urge you to call Herb first for all of your bank insurance needs. And finally, the employee benefits products we offer help you find and retain high quality staff. We are constantly negotiating with these companies to bring you the best products at the best prices from companies that are proven in our market, in good times and bad.

Last, but not least, we continue to work very hard at the federal level on legislation to adjust the most onerous parts of the Dodd-Frank legislation. The year began with optimism with Sen. Shelby introducing comprehensive regulatory relief legislation. But compromise was not to be found with the Democrats on the committee and the bill ultimately failed to pass when it got included in the year end budget process. For the first time in 11 years, the U.S. House Agriculture Committee held a hearing on the Farm Credit System (FCS). Committee members asked very pertinent and important questions of the representatives of FCB. As of this date, the FCB has yet to respond to any of the questions they were asked to answer in the hearing. Kansas is very fortunate to have a very supportive Congressional delegation. The only bad news in this regard is that there are so few of them. It is very frustrating for us to work hard to get the support of our Congress men and woman, only to see so many others follow a different path, a path that has led to very harmful banking legislation. As always, we will continue to advocate for you.

The KBA continues to be banker-led. The KBA would not exist without bankers, especially the bankers who volunteer their time and talent to work on KBA boards and committees. These bankers assist the KBA in many ways, from developing our position on state and federal legislation to administering our employee benefit programs. There are approximately 260 bankers who volunteer their time to the KBA and we estimate 3,000 banker hours are donated to the KBA. We probably don’t say “thank you” enough to everybody that has helped the KBA throughout the year, including all those who attended a KBA event this year. On behalf of the staff and officers of the KBA, a heartfelt “THANK YOU!”

Sincerely,
Chuck



Government Relations Report

Doug Wareham, EVP-Government Relations

Kathy Taylor, SVP- General Counsel

Advocacy at work for you



Kansas legislators' focus remained on two topics again this year: education funding and taxes. With the Kansas Supreme Court's ruling finding that the state legislature's funding of schools was not "equal" and thus did not pass constitutional muster, and with another projected revenue/spending gap in the state budget, there was little appetite for tackling anything else deemed controversial.

With that in mind, your KBA lobbying team focused on helping wrap up the trailer bill to the major recodification of the state banking code which passed last year. While legislative staff worked to make certain all the "i's" were dotted and the "t's" were crossed, we were also successful in inserting language to help Kansas trust companies merge and acquire out-of-state trust companies.

At the request of U.S. Senator Moran and Kansas Senate Majority Leader Terry Bruce, the KBA also supported legislation which would enable banks and credit unions to offer "prize-linked savings accounts" to customers. Senator Moran spearheaded federal legislation that opened the door for states to authorize this unique product designed to attract deposits to institutions as well as encourage savings for customers.

The KBA also worked with other entities to ensure that mortgage holders' rights were protected, to make contaminated property marketable, and to enable the rehabilitation of blighted, abandoned properties.

Nearly as important as what was accomplished, are those things that simply went silently into the night:

- 1) SB 331 – could have placed banks in a precarious position with potential customers from the firearms industry;
- 2) HB 2649 – allowed super priority liens for PACE energy efficiency loans on commercial properties; and
- 3) HB 2721 – could have threatened the autonomy of the Office of the State Bank Commissioner.

These bills never advanced out of their respective committees. With guidance from the KBA State Affairs Committee, the KBA appeared in opposition and/or expressed concerns with regard to all three bills.

Thanks, too, for the wonderful support we receive and the encouragement given as we advocate for the Kansas banking industry.

Educational Resources Report

Becky Tongish, SVP-Educational Resources



Under the guidance of Becky Tongish with support from Becky Milne, Mary Taylor and Nicole Ortiz, KBA-sponsored educational programs provide a comprehensive array of learning opportunities for KBA member institutions. On-site conferences, seminars, workshops, discussion forums, schools and in-bank training programs continue to form the backbone of our educational efforts, supplemented by webinars and online delivery options. KBA committee and staff members work together to ensure that you and your employees have access to relevant, up-to-date information whenever and however you need it. We want to be your education and training resource of choice – the one you call first.

Conferences, Seminars and Workshops are offered throughout the year on a wide range of topics targeting nearly every area of the bank. In 2015, KBA conducted 74 programs held in various locations reaching 5,600+ participants. Live training continues to be an effective way of educating on topics which require detailed comprehensive instruction, thus allowing personal interaction with our presenters and the opportunity for networking with peers.

Discussion Forums continue to be popular events with sessions offered to CFOs and IT professionals. These facilitated discussion forums are a great opportunity to share ideas, challenges and solutions with your peers.

Webinar/Online Training plays an increasingly important role in the education arena. Last year KBA offered 250+ webinars through our Sunflower, GSB-Madison, national webinar network and our newest webinar training partner, Total Training Solutions. Subscription-based and/or self-study online training is available through KBA partnerships with BankersEdge, BVS Training Solutions and ABA Training (formerly AIB).

Live In-bank Training was conducted in coordination with the KBA Legal Department and select outside presenters. These 24 training sessions touched 900+ bankers, covering such topics as IRAs, account documentation, lending fundamentals, Reg Z/RESPA, board training, frontline training and our ever-popular legal updates.

KBA/NBA Schools of Banking ended the 2015 year with 478 attendees from Kansas, Nebraska and several other states. Eleven schools were offered covering general banking, bank compliance, banking fundamentals, lending principles, agricultural lending, commercial lending, and trust.

Graduate Schools of Banking: KBA has had a long-standing partnership with both the Graduate School of Banking at Colorado and the Graduate School of Banking at the University of Wisconsin-Madison and encourage attendance at one of these advanced banking programs.

IT Certification Courses were offered at the KBA office by training partner Secure Banking Solutions. Kansas bankers had the opportunity to earn two certifications: Certified Community Banking Security Professional and Certified Community Banking Technology Professional. In addition to select live coursework, certifications are also offered online.

Survey Publications: The Compensation and Benefits Survey and Comparative Data Report/Service Charge Survey each had participation from more than 50% of our membership. Both reports are published annually in May.



KBA Legal Services Report

Terri Thomas, SVP-Legal Department Director



The KBA Legal Department is an invaluable resource to Kansas banks. To our knowledge, we are the only state bankers association in the country that systemically offers free, in-depth assistance with day-to-day compliance and legal issues to its member banks.

In addition to addressing over 4,000 banker inquiries this past year, the department prepared the 2016 Legal Update book which was distributed to approximately 1,000 attendees at twelve seminars held across the state. Rather than a printed version of the book, attendees received a link to a download, which could be easily shared with other employees at the attendee's bank.

The Legal Department also conducted many in-house legal update and integrated mortgage disclosure seminars for member banks. These banks found in-house training to be a more convenient method of receiving this valuable information.

Over 300 bankers attended the 2015 Lending Fundamentals seminars held in six locations this past fall. Like this year's Legal Update manual, the Lending Fundamentals manual was distributed in electronic form to attendees, so that the information could be easily shared with other bank staff.

The Operations Manual was updated in the summer of 2015, and was distributed to almost 250 bank subscribers via flash drive. The Document Retention manual was updated in January 2016 and distributed to subscribing bankers electronically. E-Alerts were published year round to keep bankers updated on current regulatory and legal issues.

In addition to the state-wide seminars, the department, in association with KBA Educational Resources, provided customized in-house training and multiple Sunflower Series webinars to educate bankers on Kansas-specific banking issues. Educational assistance was also provided to the KBA-NBA Schools of Banking.

By the end of the fiscal year, Kansas Bankers Consulting Services, LLC (KBCS) was able to celebrate 100 banks having joined the program. KBCS provided participating members with compliance and legal assistance designed to go beyond what the legal department has been able to provide to KBA members in the past, such as bank form and policy drafting, advertising review and basic contract preparation. KBCS has also seen a significant increase in the audit services provided to client banks. Several banks also requested additional hourly-based services from KBCS, including loan review and one-on-one BSA training. The 2015-2016 fiscal year saw the gross income for KBCS top \$460,000, coming in over \$130,000 above the budgeted amount.

In 2015, the department added bankruptcy support services for KBA members, with a more advanced level of service for KBCS clients. The KBCS services include assisting banks with the preparation of basic court documents and attending hearings on the behalf of client banks. Several banks also sought the assistance of human resource and information technology consulting services throughout the year, including IT and HR policy reviews.

As always, the KBA Legal Department will continue to be here to answer your legal and compliance questions, and to provide you the resources you need, potentially saving you thousands of dollars in legal fees.

KBA Insurance, Inc. Report

Herb Iams, President of KBA Insurance, Inc.



Bank consolidation continued to take its toll on revenues produced by KBA Insurance, Inc. this past year. Lower pricing on insurance products also caused a drop in commission revenues, although those lower premiums have benefited KBA-member banks.

The KBA self-funded health plan continues to operate smoothly. With a rate increase of less than trends at 2.25 %, the plan is functioning very well. Ed Griffith and Susan Salyer continue to offer excellent service to the participants in the health plan, as well as the group life and disability plans. While credit life sales in banks are slow, we are seeing some increase as consumer lending picks up a bit in some parts of the state. Helping banks with insuring collateral through the Mortgage

Impairment and Errors & Omissions policy, the Lender Placed Hazard insurance program, and the Vendors Single Interest policies continues to be a growth area. Kent Owens and Cari Charter continue to work hard in helping our banks with their collateral protection needs.

Cyber issues, along with embezzlements have continued to be issues on the Bond and Liability side of the bank insurance business. Regulators started asking more questions about banks' insurance coverage for cyber exposures. The insurance industry is responding with a number of products available to assist banks with cyber exposures. We very much appreciate the opportunity to work with Kansas banks in helping with their insurance needs. It is such a pleasure to work with Kansas bankers and we hope you will think of us whenever you have insurance or bonding needs.

BLOK – Building Bank Industry Leaders

The 2015 version of KBA's Bank Leaders of Kansas (BLOK) featured the largest graduating class to date, with nineteen Kansas bankers investing their time and energies to become stronger advocates for the Kansas banking industry. BLOK's four information-packed training sessions, including a trek to our nation's capital, are designed to provide bankers with the information and confidence they need to be influential with their respective members of Congress and the Kansas Legislature. Members of the 2015 BLOK Class were given the opportunity to become directly involved in the federal and state legislative and regulatory processes that impact Kansas banks. They also learned about the many functions and roles of the KBA and how the volunteer involvement and leadership of individual bankers is paramount to the success of the KBA. Congratulations to this exceptional group of bankers that will be looked to for leadership and insight for many years to come.



Pictured in front of the FDIC Headquarters in Washington, DC, is the BLOK Class of 2015. Back row (left to right): Trent Grissom, CalTech, Olathe; Sara Girard, Central National Bank, Topeka; Scott Soderstrom, INTRUST Bank, NA, Wichita; Travis Thompson, Farmers Bank & Trust, Larned; Matt Hoefer, First State Bank & Trust Co. of Larned, Overland Park; Mikel Hadachek, Astra Bank, Belleville; Scott Nelson, Carson Bank, Mulvane; Shan Hanes, First National Bank of Elkhart, Elkhart; Nick Wolfe, United Bank & Trust, Marysville. Front row (left to right): Sam Pepper, Jr., Equity Bank, Wichita; Brice Malloy, Legacy Bank, Wichita; Brad Zimmerman, Bucklin National Bank branch GNB, Bucklin; Kim Hesting, Guaranty State Bank & Trust Co., Beloit; Sheila Lunsford, First National Bank in Pratt, Pratt; Tami Molloy, Verus Bank, Derby; Allison Kernin, Kansas Bankers Association, Topeka; Barbara Christ, Arvest Bank, Overland Park; Elsa Havel, Grant County Bank, Ulysses; and Christy Simonsen, Bankers' Bank of Kansas, Wichita.

Committees & Task Forces

Bank Management Committee—*Chairman Mark Windsor, Exchange National Bank & Trust Co., Atchison*

The Bank Management Committee is responsible for planning the annual CEO & Senior Management Forum/Annual Meeting and the Economic Outlook and Risk Management Conference. This group also provides guidance on the KBA Comparative Data Report/Service Charge Survey. Meets twice yearly.

Education/Human Resources Committee—*Chairman Erik Ganstrom, Community National Bank, Seneca*

The Education/Human Resources Committee is responsible for determining the number and type of educational conferences and seminars which KBA sponsors throughout the year, including on-line/web-based training programs. Also provides input into the annual Compensation and Benefits Survey. Meets two to three times yearly.

Employee Benefits Committee—*Chairman Jack Rowden, Citizens State Bank, Hugoton*

The Employee Benefits Committee is responsible for developing, monitoring, and revising the KBA's numerous statewide benefit plans including the group health and group life programs. Meets at least two times each year.

Federal Affairs Committee—*Chairman Leonard Wolfe, United Bank & Trust, Marysville*

The Federal Affairs Committee develops KBA policy on all federal legislation and regulatory issues. Also plans and participates in the annual Washington, DC visit which includes meetings with regulatory agencies, banker associations, and the Congressional delegation and their staff members. This committee meets at least once yearly plus the Washington trip.

Lending Committee—*Jonathan Holmes, Valley State Bank, Derby*

This committee is responsible for developing the program for the annual KBA Lending Conference, and all committee members are strongly encouraged, whenever possible, to attend the Conference. The Committee meets once yearly in addition to the Conference. On occasion, the Committee makes recommendations on pending legislation that affects lending.

Political Action Committee (BankPAC)—*Chairman Lyndon O. Wells, INTRUST Bank, N.A., Wichita*

BankPAC is the official political action committee of the KBA and is responsible for determining which candidates will receive financial support from the KBA in primary and general elections at both the state and federal levels. The PAC Committee typically meets once in off-election years and twice in election years. In addition to identifying bank-friendly candidates, the PAC Committee also advises and assists KBA staff with the annual PAC fundraising campaign.

Rewards Committee—*Chairman Joe Hoytal, Capital City Bank, Topeka*

Members review applications for rewards that have resulted from information which proved valuable in solving crimes committed against banks or their personnel. Normally, the Committee is composed of bankers from the Topeka area in order to allow for quick assembly. The Committee meets only as necessary.

State Affairs Committee—*Chairman Kurt Knutson, Freedom Bank, Overland Park*

The State Affairs Committee is responsible for developing, monitoring and influencing state legislation and state regulatory policy impacting Kansas banks. This Committee meets two or three times annually and advises KBA staff on planning the annual KBA Public Affairs Conference.

Bank Technology Committee—*Chairwoman Leslie Smith, Farmers State Bank, Holton*

Reviews and makes recommendations on all technology-related issues, including the Bank Technology Survey. This group is also responsible for developing the agenda for the annual Technology Conference and Showcase. This committee meets once yearly, with an occasional conference call.

KBA Division Reports

KBA- Kansas Ag Bankers Division

The two-fold mission of KBA's Kansas Ag Bankers (KAB) Division is to promote the agricultural banking industry in Kansas and to provide agricultural lenders the opportunity to enhance their professional skillset. That mission continued with vigor this past year as the KAB Division provided more than \$20,000 in financial support to pro-agriculture programs and projects. Support for agricultural and youth leadership development programs continues to be a high priority with investments targeted to the Kansas FFA Foundation and the Kansas 4-H Foundation. KAB also once again provided financial resources to the Kansas Ag and Rural Leadership (KARL) program, the Kansas Foundation for Agriculture in the Classroom, and Kansas Pride, Inc.

The annual Kansas Ag Bankers Conference drew a record crowd of 275 agricultural lenders from across the Sunflower State and featured the presentation of the 2016 Pioneer Award to Bruce Frost, American State Bank, Great Bend, Kansas. The Pioneer Award is designed to recognize a premiere agricultural lender in Kansas. The many programs and projects supported by the KAB Division would not be possible without the collective support provided by 130 agricultural banks across the state.



Bob Leftwich (left), Kansas Bankers Association Chairman and Doug Ray (right), President of the Kansas Bankers Association's Kansas Ag Bankers Division present the 2016 Pioneer Award to Bruce Frost (center), American State Bank & Trust Company, Great Bend, during a ceremony on March 9, 2016.

KBA Trust Division

Membership in the KBA Trust Division is holding strong at 48 bank trust departments and stand-alone trust companies. The fall 2015 KBA Trust Conference was held in Manhattan and was well attended, bringing together 72 trust officers and 21 business partners. The 37th annual MOKAN Trust & Financial Services Conference was held in May 2016 in Overland Park, and was our largest conference yet, attracting 261 trust officers and regulators from 11 states, and 89 business partners representing 47 national organizations. MOKAN is one of the premier trust events in the country and would not be possible without the expertise and knowledge shared by the planning committee with representation from the banking associations of Kansas, Missouri, Iowa, Oklahoma, and Nebraska.

KBA Young Bank Officers of Kansas Division

The KBA Young Bank Officers of Kansas (YBOK) Division offers an ideal way for bankers to network with their peers and develop leadership skills. YBOK holds two conferences a year and the fall 2015 conference was held in the new Bluemont Hotel in Manhattan, Kansas. With a scenic view over the intersection of Manhattan Ave. and Bluemont Ave. that extends over the top of Aggieville, the conference atmosphere was fun. Speakers included K-State Athletic Director John Curry, FBI Special Agent Scott Gentine and Special Agent Todd Jourdan, an economist from the Federal Reserve Bank of Kansas City and an uplifting presentation from Ron Freeman. Despite the declining weather conditions, the group still participated in Aggieville Olympics until the power went out. The 2015 Fall YBOK Conference will be remembered as the night the lights went out in Aggieville.

The YBOK conference hit a grand slam in Kansas City on May 2-3, 2016, with a record attendance of 134 bankers followed by an outing to a tailgate at Kauffman Stadium and a Royals game. The speaker line up was led by Esther George, president of the Federal Reserve Bank of Kansas City, followed by Kansas State Representative Scott Schwab. The CEO panel was a big hit with President & CEO of UMB Bank in Kansas City Mike Hagedorn; Chairman, President & CEO of Country Club Bank Paul Thompson and President & CEO of Bank of the Prairie Chris Donnelly. The conference was lifted a notch by the voice of the Kansas City Royals, Rex Hudler.

Financial Report

Period Covered 03/31/2016 - 12 Month	KBA	KBSI	KBAI	Total	Eliminations	Consolidated Total
Assets						
Current assets	\$ 832,389	\$ 390,595	\$ 604,704	\$ 1,827,688	\$ (43,535)	\$ 1,784,153
Investments in subsidiary	3,304,980	1,354,906	-	4,659,886	(4,659,886)	-
Fixed assets	-	1,779,839	32,421	1,812,260	-	1,812,260
Other Assets	625,140	20,054	725,000	1,370,194	-	1,370,194
Total Assets	<u>4,762,509</u>	<u>3,545,394</u>	<u>1,362,125</u>	<u>9,670,028</u>	<u>(4,703,421)</u>	<u>4,966,607</u>
Liabilities						
Current liabilities	1,800,539	150,463	7,218	1,958,220	(43,535)	1,914,685
Long-term liabilities	625,140	89,951	-	715,091	-	715,091
Total Liabilities	<u>2,425,679</u>	<u>240,414</u>	<u>7,218</u>	<u>2,673,311</u>	<u>(43,535)</u>	<u>2,629,776</u>
Net Assets/Stockholders Equity	<u>\$ 2,336,831</u>	<u>\$ 3,304,980</u>	<u>\$ 1,354,906</u>	<u>\$ 6,996,718</u>	<u>\$ (4,659,886)</u>	<u>\$ 2,336,831</u>

Unfunded Liability in frozen defined benefit plan \$ 260,938

Revenues	\$ 2,968,354	\$ 997,581	\$ 1,928,722	\$ 5,894,657	\$ (402,519)	\$ 5,492,138
Expenses						
Personnel	1,770,801	761,023	915,155	3,446,979	-	3,446,979
Administrative	281,415	537,950	213,535	1,032,900	(329,822)	703,078
Auto & Travel	74,670	24,369	59,212	158,251	-	158,251
Committees & Promos	175,544	-	23,159	198,703	-	198,703
Conferences & Seminars	778,324	-	-	778,324	(72,697)	705,627
Building	-	165,505	-	165,505	-	165,505
Total Expenses	<u>3,080,754</u>	<u>1,488,847</u>	<u>1,211,061</u>	<u>5,780,662</u>	<u>(402,519)</u>	<u>5,378,143</u>
Excess of Revenues over Expenses before Dividends and Taxes	<u>(112,400)</u>	<u>(491,266)</u>	<u>717,661</u>	<u>113,995</u>	<u>-</u>	<u>113,995</u>
Inc Taxes Paid	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Revenue over Expenses	<u>(112,400)</u>	<u>(491,266)</u>	<u>717,661</u>	<u>113,995</u>	<u>-</u>	<u>113,995</u>
Equity in Earnings of Subsidiary	<u>228,056</u>	<u>(7,339)</u>	<u>-</u>	<u>220,717</u>	<u>(220,717)</u>	<u>-</u>
Dividends Received (Paid)	<u>2,810</u>	<u>726,661</u>	<u>(725,000)</u>	<u>4,471</u>	<u>-</u>	<u>4,471</u>
Change in Net Assets/Net Income	<u>\$ 118,466</u>	<u>\$ 228,056</u>	<u>\$ (7,339)</u>	<u>\$ 339,183</u>	<u>\$ (220,717)</u>	<u>\$ 118,466</u>
Net Assets, beginning of year	<u>2,218,365</u>	<u>3,076,920</u>	<u>1,362,245</u>	<u>6,657,530</u>	<u>(4,439,165)</u>	<u>2,218,365</u>
Net Assets, end of period	<u>\$ 2,336,831</u>	<u>\$ 3,304,980</u>	<u>\$ 1,354,906</u>	<u>\$ 6,996,718</u>	<u>\$ (4,659,886)</u>	<u>\$ 2,336,831</u>



KBA Endorsed Vendors

KBA Endorsed Vendors and Associate Members are companies that offer products and services to financial institutions. Both membership types have an enhanced ability to network within the Kansas banking industry. They may also attend any KBA seminar, conference, school or webinar at the low member rate and exhibit at the KBA Technology Conference, among other benefits. Endorsed Vendors have negotiated contracts with KBA to bring the best products and services to members.

