

Joe Karnes – President, Central National Bank, Lawrence

Susie Roberts – President Elect, Bank of Labor, Kansas City

Tyler Peachey – Secretary/Treasurer, Peoples Bank & Trust Company, McPherson

Janice Peters – Immediate Past President & MOKAN Treasurer,

Guaranty State Bank & Trust, Beloit

Martha Linsner – Past President, The Trust Company of Kansas, Wichita



Trust Division

A DIVISION of KBA

2020 KBA Trust Division Annual Report

Presented by the 2019-2020 KBA Trust Division Board of Directors

Brian Dutton – Director, Community National Bank & Trust, Winfield

Chris English – Director, The Trust Company of Kansas, Lawrence

Lori Bone – Director, Fidelity State Bank & Trust Company, Dodge City

Mark Kennedy – Director, Citizens State Bank & Trust Company, Ellsworth

Jeff Bottenberg – Legislative Representative, BOK Financial, Topeka

Brenda L. Unruh – SVP - Education & Conferences, Member Services,
Kansas Bankers Association, Topeka

LeAnn M. Mott – AVP - Education & Conferences, Division Coordinator,
Kansas Bankers Association, Topeka



What a year it has been for me to serve as President of the KBA Trust Division. As a Trust Division Board we planned and participated in the 2019 MOKAN Trust and Financial Services Conference in Kansas City. We also celebrated the 100th anniversary of the Trust Division with one of the most well attended KBA Fall Trust Conferences held at the Hilton Garden Inn in Manhattan, followed by a reception and dinner at the Liquid Art Winery. Then much as our predecessors did in 1919 we had to deal with a worldwide pandemic: COVID-19. We learned about social distancing, contact tracing and mask wearing. We made more phone calls and held Zoom meetings rather than meeting face to face.

Despite these challenges both the 2020 MOKAN and the KBA Fall Trust Conference are being held virtually with the same list of outstanding speakers and CE opportunities. This would not have been possible without the extraordinary work of Brenda Unruh and LeAnn Mott. Along with the full support of KBA leadership they scrambled to make it possible for these two highly respected conferences to take place on line rather than having to

cancel as so many other educational programs have in 2020.

As President, I was given the opportunity to serve on the KBA Board of Directors and several KBA committees, including Federal Affairs. It was a privilege to spend time with and get to know the many outstanding bank CEOs on the board and to see how dedicated they are to our industry. I also want to say a big thanks to Doug, Alex, Kathy and the rest of the KBA staff. We are fortunate to have such a strong team leading our association. They are the best.

Your incoming President, Susie Roberts, will do a great job for the Trust Division this next year. I look forward to her leadership in the year ahead. Thanks to all who support the Trust Division through their time and membership. If there is anything the Trust Division Board can do to enhance your success please reach out to us.

Joe Karnes, CTFA

Immediate Past President of the KBA Trust Division Board & MOKAN Treasurer



Congratulations to Joe Karnes for his leadership of the Kansas Bankers Association Trust Division during our 100th year celebration. I appreciate all of Joe's dedication and service to the board over the last several years. During the last year, we have endured an unprecedented year and continue to strive through unforeseen circumstances in the Trust Division. I am looking forward to the opportunity of being President of the KBA Trust Division during 2020-2021.

KBA Trust Division Board Members attended a retreat in June with a focus of planning a virtual Fall Conference to be held October 21-23. We are intuitive to the many changes due to the crisis of the virus and the many challenges. The conference speakers are Larry Divers, Cannon Financial with the latest information regarding Secure Act/CARES Act/Legislative updates; Dr. David Kelly, JP Morgan Economist; Linda Duessel, Federated on Investments; Rocky Miskelly, Renasant on Prospecting/ Business Development and Jeff

Bottnenberg, BOK Financial on ethics. We have also recently launched an email address for Trust information and questions to funnel through to the KBA Trust Division members via trust@ksbankers.com.

The Trust Division of the KBA is in place to educate, support and promote the trust profession. The Trust Division arena is unique, challenging, and a rewarding profession and we are here to help navigate us through the daily challenges of being in the Trust Division. Please let me know if there is anything the Trust Division Board can do to enhance your efforts over the next year.

Thank you to all the KBA Staff for enhancing our efforts and making our duties easy to navigate, especially LeAnn and Brenda.

Susie Roberts

President of the KBA Trust Division Board

2019 KBA Trust Conference

Trust Division Celebrates 100 Years!

The 2019 Trust Conference was held at the Manhattan Hilton Garden Inn. This year's program once again hosted an interactive trade show with 19 vendor booths and a phenomenal speaker line-up. Attendees were welcomed by Trust Division President Joe Karnes. The conference opened with John Tousley of Goldman Sachs where he shared his thoughts and analysis on the economy and capital markets. This high-level session shed light on the strength of the economies in the U.S. and overseas, the trade war with China, potential for geo-political distractions and 2019 positive earnings growth globally.

Doreen Welsh, US Airways flight attendant took participants on the emotional journey of that fateful day which became known as The Miracle on the Hudson. Doreen likes to say that had one person perished during that crash it would have been known as the US Airways Flight 1549 crash. Because of the heroic deeds of five crewmembers - who had never met until that day - it was a miracle!

The next session "Hoodlums to Hackers: How Criminals Get Your Information and What You Can Do to Stop Them", presented by Jeff Lanza, retired Special Agent of the FBI, provided non-technical ways to prevent the most recent threats involving identity theft, cyber fraud, social networking scams, tax refund fraud and payment fraud. The group was given takeaways on what we can do to mitigate and prevent today's hoodlums and hackers from victimizing us on a personal and financial institution level.

There were two breakout sessions for attendees to choose from. "Ethical Considerations When Multiple Professionals Serve A Mutual Client" – Stewart Weaver, Foulston Siefkin LLP and "A Fiduciary Perspective to Managing ILIT and TOLI Risk" – George Whitelaw III, The TOLI Center.

The KBA Trust Division celebrated their 100th Anniversary on Thursday, October 18th with a dinner event at the Liquid Art Winery in Manhattan, KS, following the first day of the conference. In attendance at the evening event was Lieutenant Governor Lynn Rogers who presented KBA Trust Division President Joe Karnes with a Proclamation signed by Governor Laura Kelly. The proclamation honors the centennial anniversary and recognizes the positive impact of trust banking in our state. In the spirit of the evening, Mr. Karnes dressed up as a Trust Officer from 1919, and shared many facts with the crowd about our state and nation during this historic time period. Joe is Vice President and Trust Officer for Central National Bank in Lawrence, KS.

After the breakfast buffet Friday morning, Maureen Lester with Shepherd Elder Law Group, LLC did an outstanding job at providing clear and easy to understand information about a complicated topic – Elder Law. She shared some great information on asset protection, durable powers of attorney for both healthcare and finances, as well as wills and trusts.

Our population is faced with many competing financial priorities and must consider the ramifications of living longer, escalating healthcare costs and the costs of higher education. Steve Christenson of Ascensus shed light on how we prioritize and in general what are most people saving for. The good news – more Americans are saving for retirement than ever before!

Senior Equity Strategist Linda Duessel with Federated offered insight on what is likely to move the equity market in the months ahead, trade war worry, voter concerns and the disconnect between presidential approval and consumer sentiment. She left the group with this thought: *Inflation will Again be a Problem...Someday.*

The conference wrapped up with Michael Day with Pohl Consulting and Training, Inc., providing his enlightening session, "Looking at Trust and the Fiduciary: In and Out of the Weeds." He discussed the conflict between state and federal law related to cannabis and the uncertainty regarding how federal criminal and Bank Secrecy Act (BSA) law will, or will not, be enforced against financial institutions providing banking services to marijuana-related businesses (MRBs). Because of this continuing uncertainty, many MRBs must operate on a cash-only basis. This creates significant safety and security concerns for both the MRBs and the communities in which they operate, causes regulatory and tax compliance challenges, and handicaps business growth.

The conference adjourned.



Save the Dates

2020 Virtual KBA Trust Conference

October 22-23, 2020

FEATURED SPEAKERS



Jeff Bottenberg

Vice President, Trust,
BOK Financial

*Ethical
Considerations for
Trust Officers and
Attorneys*



Rocky Miskelly

President of
Renasant Wealth
Management

*Selling During A
Pandemic*



Linda Duessel

Senior Equity
Strategist,
Federated Hermes

*A Guide to the
Markets*



Larry Divers

EVP - Subject Matter
Expert, Cannon
Financial

*Believe It or Not! The
CARES Act and Secure Act
Allow More
People to be Eligible to
Access their Retirement
Accounts Prior to Normal
Retirement Age*



Dr. David Kelly

Chief Global Strategist, J.P.
Morgan Asset Management

A Guide to the Markets

2021 MOKAN Trust & Financial Services Conference

May 12-14, 2021
Sheraton Kansas City Hotel
at Crown Center
Kansas City, MO

KBA Trust Division Annual Meeting

October 23, 2020
11:10 - 11:30 a.m. CDT