

**KANSAS BANKERS ASSOCIATION (KBA) TRUST DIVISION
2024 BOARD RETREAT & CONFERENCE PLANNING MEETING
Fidelity State Bank & Trust, Dodge City, KS
Friday, April 26, 2024**

The KBA Trust Division Board of Directors held its Annual Retreat and Conference Planning Meeting on Friday, April 26, 2024. The meeting was called to order at 9:00 a.m. by Lori Bone, Board President.

KBA Board Members Present: Lori Bone, Mark Kennedy, Chris English, Brian Dutton, Tasha Bucher, Amy Barber, Grant Paitz, Chris Kuckelman, Joe Karnes, and Debbie Newman. KBA staff present: LeAnn Mott and Kelly VanZwoll. Via Zoom, Sherri Gormley.

The meeting minutes were reviewed from April 21, 2023. There were a few mistakes in the meeting minutes and LeAnn will correct and send out revised minutes to the board. The financials dated 3/31/24 and the budget for 2024-2025 were reviewed and approved.

The membership information was reviewed, and Chris Kuckelman will ask for clarity on which trust companies are managed under Midwest and who makes sense to solicit for KBA Associate Membership and therefore the KBA Trust Division Membership.

Kelly provided an overview of legislative updates in the statehouse. Thanks Kelly & Joe for all your hard work!

The Schools of Banking Trust & Financial Services school is no longer being offered. The board reviewed a strategic partnership proposal from Cannon Financial Institute. The board agreed if Cannon could provide entry level trust topics that could be offered and taught locally, this would be helpful. Sending a new trust officer or trainee out of state is not preferred. Also, an entry level offering from the legal, tax and investment side of things. Any offerings geared more towards trust bankers and brokers. Perhaps AML and BSA specific towards the trust industry. The board would like to be signed up to receive Cannon communication/offering emails. LeAnn can inquire about setting up a Zoom meeting with the board and Cannon for an open discussion. The board liked the idea of having a staple Cannon speaker for our trust conferences for the \$5,000 amount.

Speaker ideas and subject topics for the 2024 KBA Trust Conference were discussed.

Economist: Dr. Roger Tutterow, Kennesaw State University

Artificial Intelligence: J.P. Morgan Asset Management

Make Politics Boring Again: Federated Hermes, Linda Duessel

Ethics: Triplett Woolf Garretson, Theron Fry

Investments: First Trust Advisors

Motivational: Leading Life on Life, Neil Stevens and son, Caleb Stevens

Retirement Planning: Larry Divers - Confirmed

SECURE 2.0: Larry Divers – Confirmed

*Back up option, pg. 105 of the packet, Medicare, Abigail Turner (referred by Martha Linsner)

The sub-committees for the conference, finances and bylaws are:

Conference: Chris E., Joe, Lori and Debbie

Finance: Amy, Mark, and Tasha

Bylaws: Brian, Chris K., Grant, and Sherri

The board agreed to proceed with signing the contract with DoubleTree in Lawrence for the 2026 KBA Trust Conference. LeAnn will proceed with this.

Please save the date for our board dinner to be held Tuesday, May 14th Bristol Seafood Grill in Leawood, KS the night before MOKAN kicks off.

The conference apparel for 2024 will be navy and khaki. It was agreed to alternate between this and the black and white apparel, much like the MOKAN planning committee decided.

The meeting adjourned.

Respectfully submitted,
LeAnn Mott, VP, Education & Conferences, Trust Division Coordinator, KBA

March 7, 2025 Zoom Call

Agenda:

- KBA Board Considering Making Independent Trust Companies Bonafide Members
 - o Provides Access to:
 - Serving on the KBA Board
 - KBA Health Plan & Employee Benefits
 - KBA Legal and Compliance Service
- Triggers a change to the KBA Trust Division Bylaws
 - o Consideration post the April 11th KBA Board Meeting
- Triggers the development of a Dues Schedule for Independent Trust Companies
 - o Draft Dues Schedule Reviewed & Approved by the KBA Board
 - o KBA Staff will meet with each of the Independent Trust Company CEOs

Meeting Minutes

KBA Trust Board of Directors on Zoom: Mark Kennedy, Tasha Bucher, Chris Kuckelman, Sherri Gormley, Debbie Newman, Lori Bone, Grant Paitz, Jeff Wacker, Chris English, Joe Karnes

KBA Staff: Doug Wareham, Kathy Taylor, Kelly VanZwoll, LeAnn Mott, Sara Blubaugh

Not present: Amy Barber

KBA staff led the discussion on the agenda above and explained the process that would occur if the KBA Board agreed to allow independent trust companies to become full KBA members. This would trigger a change in Trust Division dues and a draft dues schedule was shared with the board. **It was moved by Joe Karnes and seconded by Tasha Bucher to support KBA allowing independent trust companies in Kansas to become full members of the KBA. Motion carried.**

The KBA Board meets on April 11th to officially discuss making independent trust companies in Kansas full members of the KBA. If approved, the KBA bylaws would be revised and approved in August at the annual meeting in Colorado.

Also, the trust division bylaws would be revised and approved in October at the annual meeting in Manhattan.

KBA Staff will meet with the KBA Trust Division Board on August 13th to give an update on independent trust companies becoming Bonafide KBA members and continue the discussion on the new dues schedule.

The meeting was adjourned.

Respectfully submitted,

LeAnn Mott, VP, Education & Conferences, Trust Division Coordinator, KBA

KBA Trust Division
Balance Sheet
As of March 31, 2025

	<u>Mar 31, 25</u>
<u>ASSETS</u>	
Current Assets	
Checking/Savings	
CoreFirst Bank & Trust	\$ 47,960
Total Checking/Savings	<u>47,960</u>
Other Current Assets	
Certificate of Deposit	80,000
Total Other Current Assets	<u>80,000</u>
Total Current Assets	<u>127,960</u>
<u>TOTAL ASSETS</u>	<u>\$ 127,960</u>
<u>LIABILITIES & EQUITY</u>	
Equity	
Opening Balance Equity	\$ 120,917
Net Income	7,043
Total Equity	<u>127,960</u>
<u>TOTAL LIABILITIES & EQUITY</u>	<u>\$ 127,960</u>

KBA Trust Division
Profit & Loss
April 2024 through March 2025

	<u>Apr '24 - Mar 25</u>
<u>Income</u>	
Fall Conference	
Fall Conference Sponsorships	\$ 22,500
Fall Conference - Other	15,500
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Total Fall Conference	38,000
KBA Trust Division Member Dues	22,225
MOKAN Reciepts	7,229
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<u>Total Income</u>	67,454
<u>Expense</u>	
Fall Conference Expenses	
A/V expenses	4,350
Catering	18,906
Speaker Fees	12,818
Supplies and misc	1,612
Travel expenses	673
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Total Fall Conference Expenses	38,359
KBSI Fee	10,000
President Gifts	123
Presidents DC trip	2,293
Trust Board - Spring Retreat	4,364
Trust Board Expense	5,273
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<u>Total Expense</u>	60,411
<u>Net Income</u>	<u>\$ 7,043</u>

**KBA Trust Division
Income Statement
2021-2025**

	<u>03/31/2025</u>	<u>03/31/2024</u>	<u>03/31/2023</u>	<u>03/31/2022</u>	<u>03/31/2021</u>
<u>Income</u>					
Fall Conference					
Fall Conference Sponsorships	\$ 22,500	\$ 20,000	\$ 26,000	\$ 20,000	\$ 6,000
Fall Conference - Other	15,500	22,500	19,900	15,330	14,930
Total Fall Conference	<u>38,000</u>	<u>42,500</u>	<u>45,900</u>	<u>35,330</u>	<u>20,930</u>
KBA Trust Division Member Dues	22,225	22,975	22,525	24,375	18,975
MOKAN Dividend	<u>7,229</u>	<u>3,673</u>	<u>7,223</u>	<u>-</u>	<u>7,869</u>
Total Income	<u>67,454</u>	<u>69,148</u>	<u>75,648</u>	<u>59,705</u>	<u>47,774</u>
<u>Expense</u>					
Fall Conference Expenses					
A/V expenses	4,350	4,150	3,905	3,330	850
Entertainment	-	-	-	-	-
New Board Member Shirts	-	-	730	569	-
Promotional Items	-	-	863	-	-
Speaker Fees	12,818	1,495	17,617	19,907	2,500
Supplies and misc	1,612	663	1,622	897	25
Travel expenses	673	2,995	1,441	2,416	35
Venue	<u>18,906</u>	<u>13,594</u>	<u>18,525</u>	<u>12,306</u>	<u>-</u>
Total Fall Conference Expenses	<u>38,359</u>	<u>22,897</u>	<u>44,702</u>	<u>39,425</u>	<u>3,410</u>
KBSI Fee	10,000	10,000	10,000	10,000	10,000
Misc Expense	123	387	339	1,401	333
Presidents DC trip	2,293	-	4,699	-	-
Trust Board - Spring Retreat	4,364	1,612	1,692	1,437	-
Trust Board - MOKAN Travel				5,375	
Trust Board Expense	<u>5,273</u>	<u>3,644</u>	<u>1,469</u>	<u>1,228</u>	<u>1,509</u>
Total Expense	<u>60,411</u>	<u>38,540</u>	<u>62,901</u>	<u>58,866</u>	<u>15,252</u>
Net Income	<u><u>\$ 7,043</u></u>	<u><u>\$ 30,608</u></u>	<u><u>\$ 12,748</u></u>	<u><u>\$ 839</u></u>	<u><u>\$ 32,522</u></u>

**Trust Division
Annual Dividend Calculation
2024-2025**

Net Income	3/31/2025	\$	7,043
Less MOKAN Dividend			<u>7,229</u>
Adjusted Net Income			<u>(186)</u>
Dividend to KBA	75%	\$	<u>-</u>

Per agreement a dividend of 75% of net income is to be paid to the Kansas Bankers Association. The distribution from MOKAN is not included in the profit sharing formula. This dividend will be made as long as the Division maintains a cash reserve of \$25,000,

KBA Trust Division 2025-2026 Budget

Income	
Fall Conference	\$ 50,000
Member Dues	23,000
MOKAN Receipts	6,000
Total Income	79,000
Expenses	
Fall Conference	30,000
Misc Expenses	500
Trust Board - Spring Retreat	2,000
Trust Board Exp - Misc.	3,000
KBSI Administrative Fee	10,000
President's Gifts	300
President's Trip	3,500
Total Expenses	49,300
Net Income	29,700
Dividend to KBA	
Net Income	29,700
Less MOKAN Distribution	(6,000)
Adjust Net Income	23,700
Dividend to KBA	17,775
Total Increase in Cash to Trust Div.	<u>\$ 11,925</u>

**MISSION STATEMENT AND BYLAWS
OF THE
KANSAS BANKERS ASSOCIATION
TRUST DIVISION
(Amended 10.20.21)**

MISSION STATEMENT

The mission for the Trust Division of the Kansas Bankers Association is to identify and focus on issues that affect the Trust Division, its Members, and Clients in order to enhance and promote the Trust Industry in Kansas by providing timely information to its members.

BYLAWS

In order to empower the Trust Division to accomplish its Mission, the Members of the Trust Division have adopted, and agree to abide by, the following Bylaws:

Article I – Name

This Division shall be called the Kansas Bankers Association Trust Division.

Article II – Membership

Section 1. Members. A Member of the KBA Trust Division, as used in these Bylaws, shall be defined as an entity that is entitled to vote within the Division. Only employees of Members of the KBA Trust Division shall be entitled to hold elective offices within the Division. Any State or National Bank or Holding Company of any State or National Bank with fiduciary powers doing business in the State of Kansas, which is a member of the KBA, may become a Member of the KBA Trust Division, upon the payment of such dues as prescribed by the KBA Trust Division. Any trust company doing business in the State of Kansas, which is a member or associate member of the KBA, may become a Member of the KBA Trust Division, upon payment of such dues as prescribed by the KBA Trust Division. Any other business which is a member or an associate member of the KBA, upon approval of the Board of Directors, may become as Associate Member of the KBA Trust Division, upon payment of such dues as may be prescribed by the KBA Trust Division. Associate Members shall not have a right to vote or to hold office in the Division.

Section 2. Suspension or Expulsion. Any Member or Associate Member of the KBA Trust Division may be suspended or expelled from membership in the Division by a two-third written vote of the voting delegates present and voting at the annual membership meeting of the Division.

Section 3. Non-payment of Dues. Non-payment of dues by any Member or Associate Member of the KBA Trust Division by October 31 of the year to which the dues apply shall result in forfeiture of membership in the Division.

Article III – Annual Membership Meeting

Section 1. Authority. The supreme authority of the Division is vested in its members.

Section 2. Meetings. The membership of the Division shall convene an annual meeting to be held on property during the KBA Trust Conference. The President may call a special meeting of the membership upon the approval of the Board of Directors. In addition, upon request made to the President in writing by at least one-fifth of the Members of the Division, or by at least two-thirds of the members of the Board of Directors, the President shall call a special meeting of the Membership. The Secretary of the Division, at least ten days prior to any membership meeting, shall give written notice of the time and place thereof to all Members, which for special meetings shall specify the purpose thereof.

Section 3. Elections. The membership, at its annual meeting, shall elect the Officers and Directors, in accordance with Article VI of these Bylaws. Officers and Directors duly elected at the annual meeting of the Trust Division shall be installed and take office as of that date.

Section 4. Procedure. All proceedings of the annual membership meeting shall be governed by Roberts' Rules of Order to the extent consistent with these Bylaws, except as otherwise may be determined by a majority of the voting delegates present and voting.

Section 5. Voting by Delegates of Members. Each Member Entity shall be entitled to one vote at the annual meeting, which shall be cast by its voting delegate. Voting delegates at such meeting shall vote in person and not by proxy. No voting delegate shall vote in more than one capacity nor represent more than one Member. All votes shall be by voice, unless otherwise ordered by a majority vote of the voting delegates present. Any number of voting delegates present and voting at the time and place duly designated for any meeting of the membership, or adjournment thereof, shall constitute a quorum for the transaction of all business.

Article IV – Officers

Section 1. President. The President of the Trust Division shall perform such duties as may be imposed by these Bylaws, by resolution of the membership, and by direction of the Board of Directors. The President shall preside at all annual or special meetings of the membership; shall have the power to create committees and task forces, appoint members thereto and designate chairpersons thereof; and shall present to the membership at its annual meeting such reports summarizing the general condition of the Division as may be required by the Board of Directors. The President will serve as a member of the KBA Board of Directors. He/she shall provide a written report of the Trust

Division's activities in advance of the quarterly meeting of the KBA Board of Directors and personally present the report at the meeting.

Section 2. President-Elect. The President-elect shall assist the President and shall perform such duties as are requested of him or her by the President. The President-elect shall perform the duties of the President during the President's absence and shall succeed the President in office upon termination of the President's term.

Section 3. Vice-President. The Vice-President of the Division shall succeed the President-Elect in office upon the termination of the President-Elect's term. The Vice-President shall render to the Board of Directors and the annual membership meeting such financial reports and data as may be deemed appropriate by the Board of Directors.

Article V – Board of Directors

Section 1. Representation. The Board of Directors shall represent the membership of the Division between meetings of the annual meeting.

Section 2. Membership. The Board of Directors shall be composed of ~~between ten (10) and up to~~ twelve (12) voting members which shall include the following: President, President Elect, Vice-President, Immediate Past President and MOKAN Treasurer, Past President, Legislative Liaison and up to five Term Directors who are elected at the annual membership meeting, as prescribed below.

Section 3. Term Directors. (a) At all times there shall be ~~up to~~ four Term Directors serving on the Board of Directors. Each year one new Term Director will be elected, and the Past President will come off the Board. Additional Term Directors may be elected to fill vacancies at the discretion of the Board of Directors. Once elected, it is anticipated that each Term Director will serve on the Board of Directors for a nine-year term, four years as a Term Director, succeeding to the offices of Vice-President, President-Elect, President, Immediate Past President and MOKAN Treasurer and Past President.

Section 4. Meetings. The Board of Directors shall meet at least semi-annually at a time and place as announced by the President. Special meetings of the Board of Directors shall be held at the call of the President or a majority of the Board of Directors. At least 10 days' notice of the time and place of a special meeting or regular meetings of the Board of Directors shall be given to each member of the Board of Directors by the Vice-President of the Division.

Unless otherwise restricted by law, directors may participate in meetings by means of conference telephone or similar communications equipment whereby all persons participating in the meeting can hear each other, and participation in such manner shall constitute attendance at such meeting. Nothing in these bylaws shall prevent any action required or permitted to be taken at a regular or special meeting of the Board of Directors from being taken without a meeting if all of the directors entitled to vote on the matter consent in writing to the action taken.

Section 5. General Functions. The Board of Directors shall determine Division policy, review and evaluate activities of the Division, administer affairs of the Division, and have full authority to act for the Division. The Board of Directors shall have general supervision over all elements of the Division, whether created under these Bylaws, or by

resolution of the membership. The decision of the Board of Directors on such matters shall be binding unless or until reversed or modified by the membership at its annual meeting. Upon request of the Board of Directors, any entity under its supervision shall report to the Board of Directors as to any of its actions.

Section 6. Committees. The Board of Directors or the President shall have the power to establish committees and task forces of the Division and appoint members thereto.

Section 7. Depository for Division Funds. The Board of Directors shall deposit all funds of the Division with the depository of the KBA. The KBA CFO is authorized to pay any and all bills of the Division.

Article VI – Elections

Section 1. Election of Officers and Directors. Each year the Nominating Committee shall nominate one candidate for election as President-Elect, one candidate for election as Vice-President, and one candidate for Term Director. The Nominating Committee shall obtain the consent of any nominee to his or her name being placed on the ballot. Notice of those persons nominated shall be included in the Notice of Annual Meeting of the membership. Nominations to any office, or position of Term Director, can be made during the annual membership meeting by any delegate of a Member of the Trust Division; providing, however, that any such nomination from the floor must be seconded by one Member of the KBA Trust Division. The candidate receiving the highest number of votes shall be elected to the office for which he or she was nominated.

Section 2. Nominating Committee. The Nominating Committee shall consist of the President, President-Elect, and Immediate Past President of the Trust Division. If any of them is unable to serve, the President shall appoint members to serve on the Nominating Committee. When electing or appointing members of the Board of Directors, the nominating committee shall consider diversity in its makeup of the overall board. Diversity shall take into consideration size of institution and location of communities served.

Article VII – Vacancies

In the event of a vacancy in the office of the President, the President-Elect shall automatically assume the office of President for the remainder of the term. At the expiration of such term, he or she shall continue as President of the Division until the next annual meeting of the membership. In the event of a vacancy in the office of President-Elect or Vice-President, the Board of Directors shall elect one of the Directors to hold such office for the remainder of the term. In the event of a vacancy on the Board of Directors for any reason other than the expiration of term of office, the President shall appoint a member to fill the vacancy within thirty days subject to approval of the Board of Directors at its next meeting. If the President does not fill a vacancy within thirty days, a majority of the Board of Directors shall fill the vacancy at its next meeting.

Article VIII – Committees

Committees will be appointed on an as-needed basis by either the President or the Board of Directors to serve a specific function for a prescribed time. The responsibility of the committee will be provided to the committee by either the President or the Board of Directors.

Article IX – Amendments of Bylaws

Section 1. Adoption of Amendments. These Bylaws may be amended at any annual or special meetings of the membership by a majority vote of the voting delegates present and voting. At least ten days prior to any meeting of the membership, written notice, either by U.S. Postal Service or electronic mail, of any proposed amendment shall be given to all Members. Amendments may be proposed by any Member of the Division to the Board of Directors, and if approved by a majority of the members thereof, shall be submitted to the membership for a vote.

Section 2. Review of Bylaws. The President shall appoint a Committee every year to review these Bylaws, and to recommend improvements thereof.

Article X – Membership Dues

Section 1. Amount of Dues. Annual dues for Members shall be based on total trust assets under administration and as determined by the Board of Directors on an annual basis. Annual dues for Associate members shall be determined by the Board of Directors of the KBA Trust Division.

Section 2. Assessment. Dues will be assessed annually, unless changed by a majority vote of the Board of Directors of the KBA Trust Division.

Article XI – Waiver of Notice

Section 1. Whenever any notice is required to be given under the provisions of these bylaws or of any law, a waiver thereof, if permitted by law, in writing, signed by the person or persons entitled to such notice, whether before or after the time stated therein, shall be deemed the equivalent to giving such notice. Attendance of a person at a meeting shall constitute a waiver of notice of such meeting, except when such attendance is for the purpose of objecting to the transaction of any business because the meeting is not lawfully called or convened.

Article XII – Termination and Dissolution

Upon termination of this Division, all remaining assets, tangible and intangible, will be distributed to the Kansas Bankers Association.

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Section 3. Term Directors. (a) At all times there shall be up to four Term Directors serving on the Board of Directors. Each year one new Term Director will be elected, and the Past President will come off the Board. Additional Term Directors may be elected to fill vacancies at the discretion of the Board of Directors. Once elected, it is anticipated that each Term Director will serve on the Board of Directors for a nine-year term, four years as a Term Director, succeeding to the offices of Vice-President, President-Elect, President, Immediate Past President and MOKAN Treasurer and Past President.

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Section 2. Nominating Committee. The Nominating Committee shall consist of the President, President-Elect, and Immediate Past President of the Trust Division. If any of them is unable to serve, the President shall appoint members to serve on the Nominating Committee. When electing or appointing members of the Board of Directors, the nominating committee shall consider diversity in its makeup of the overall board. Diversity shall take into consideration size of institution and location of communities served.

Article VII – Vacancies

In the event of a vacancy in the office of the President, the President-Elect shall automatically assume the office of President for the remainder of the term. At the expiration of such term, he or she shall continue as President of the Division until the next annual meeting of the membership. In the event of a vacancy in the office of President-Elect or Vice-President, the Board of Directors shall elect one of the Directors to hold such office for the remainder of the term. In the event of a vacancy on the Board of Directors for any reason other than the expiration of term of office, the President shall appoint a member to fill the vacancy within thirty days subject to approval of the Board of Directors at its next meeting. If the President does not fill a vacancy within thirty days, a majority of the Board of Directors shall fill the vacancy at its next meeting.

Article VIII – Committees

Committees will be appointed on an as-needed basis by either the President or the Board of Directors to serve a specific function for a prescribed time. The responsibility of the committee will be provided to the committee by either the President or the Board of Directors.

Article IX – Amendments of Bylaws

Section 1. Adoption of Amendments. These Bylaws may be amended at any annual or special meetings of the membership by a majority vote of the voting delegates present and voting. At least ten days prior to any meeting of the membership, written notice, either by U.S. Postal Service or electronic mail, of any proposed amendment shall be given to all Members. Amendments may be proposed by any Member of the Division to the Board of Directors, and if approved by a majority of the members thereof, shall be submitted to the membership for a vote.

Section 2. Review of Bylaws. The President shall appoint a Committee every year to review these Bylaws, and to recommend improvements thereof.

Article X – Membership Dues

Section 1. Amount of Dues. Annual dues for Members shall be based on total trust assets under administration and as determined by the Board of Directors on an annual basis. ~~Annual dues for Associate members shall be determined by the Board of Directors of the KBA Trust Division.~~

Section 2. Assessment. Dues will be assessed annually, unless changed by a majority vote of the Board of Directors of the KBA Trust Division.

Article XI – Waiver of Notice

Section 1. Whenever any notice is required to be given under the provisions of these bylaws or of any law, a waiver thereof, if permitted by law, in writing, signed by the person or persons entitled to such notice, whether before or after the time stated therein, shall be deemed the equivalent to giving such notice. Attendance of a person at a meeting shall constitute a waiver of notice of such meeting, except when such attendance is for the purpose of objecting to the transaction of any business because the meeting is not lawfully called or convened.

Article XII – Termination and Dissolution

Upon termination of this Division, all remaining assets, tangible and intangible, will be distributed to the Kansas Bankers Association.

Board Position October to October	OCTOBER '21	OCTOBER '22	OCTOBER '23	OCTOBER '24	OCTOBER '25	OCTOBER '26	OCTOBER '27	OCTOBER '28
Past President	Joe Karnes	Susie Roberts	Brian Dutton	Chris English	Lori Bone	Mark Kennedy	Tasha Bucher	Amy Barber
MOKAN Treasurer & Immediate Past President	Susie Roberts	Brian Dutton	Chris English	Lori Bone	Mark Kennedy	Tasha Bucher	Amy Barber	Sherri Gormley
President & MOKAN Co-Chair	Brian Dutton	Chris English	Lori Bone	Mark Kennedy	Tasha Bucher	Amy Barber	Sherri Gormley	
President Elect	Chris English	Lori Bone '18	Mark Kennedy	Tasha Bucher	Amy Barber	Sherri Gormley		
Vice President	Lori Bone '18	Mark Kennedy '19	Tasha Bucher	Amy Barber	Sherri Gormley	Grant Paitz		
Director	Mark Kennedy '19	Sherri Gormley '20	Sherri Gormley '20	Sherri Gormley '20	Grant Paitz '22	Chris Kuckelman		
Director	Lori Kugler '20	Tasha Bucher '21	Amy Barber '22	Grant Paitz '22	Chris Kuckelman '22	Debbie Newman		
Director	Sherri Gormley '20	Amy Barber '22	Grant Paitz '22	Chris Kuckelman '22	Debbie Newman '23	Jeff Wacker '24		
Director	Tasha Bucher '21	Grant Paitz '22	Chris Kuckelman '22	Debbie Newman '23	Jeff Wacker '24	Elected Oct. '25		
Director		Chris Kuckelman '22	Debbie Newman '23	Jeff Wacker '24	Elected Oct. '25	Elected Oct. '26		
Legislative Chair	Joe Karnes	Joe Karnes	Joe Karnes	Joe Karnes	Joe Karnes	Joe Karnes		
Number of Board Members	9	11	11	11				



Trust Division

A DIVISION of KBA

KBA Trust Division Board, October 2024 – October 2025

Mark Kennedy

President

Citizens State Bank & Trust Company
203 N. Douglas
Ellsworth, KS 67439
Ph: 785-472-3141
Cell: 785-766-5346
mkennedy@csbanc.com

Grant Paitz

Director (elected 2022)

INTRUST Bank, N.A.
P.O. Box 1
Wichita, KS 67201
Ph: 316-383-1790
Cell:
Grant.Paitz@intrustwealth.com

Tasha Bucher

President-Elect

The Trust Company of Kansas
112B S Summit St
Arkansas City, KS 67005
Ph: 620-442-5561
Cell:
tbucher@tckansas.com

Chris Kuckelman

Director (elected 2022)

Midwest Trust Company
5901 College Blvd Ste 100
Overland Park, KS 66211
Ph: 913-663-0866
Cell:
chris.kuckelman@midwesttrust.com

Amy Barber

Vice President

Central National Bank
800 SE Quincy St
Topeka, KS 66612
Ph: 785-231-1407
Cell: 785-845-0381
amyb@centralnational.com

Debbie Newman

Director (elected 2023)

Southwest National Bank
400 E Douglas Ave
Wichita, KS 67202
Ph: 316-291-5200
Cell:
debbie.newman@southwestnb.com

Lori Bone

Immediate Past President & MOKAN Treasurer

Fidelity State Bank & Trust Company
510 N Second Ave PO Box 1120
Dodge City, KS 67801-1120
Ph: 620-227-8586
Cell: 620-682-5408
bone@fidelitybankdc.com

Jeff Wacker

Director (elected 2024)

Advantage Trust Company
227 S Santa Fe
PO Box 1337
Salina, KS 67402
Ph: 785-452-3561
Cell:
jwacker@advantagetrustco.com

Chris English

Past President

The Trust Company of Kansas
730 New Hampshire, Suite 205
Lawrence, KS 66044
Ph: 785-749-0904
Cell: 785-766-7793
cenglish@tckansas.com

Joe Karnes

Legislative Rep.

Central National Bank
711 Wakarusa Dr.
Lawrence, KS. 66049
Ph: 785-838-1962
Cell: 785-423-4693
joek@centralnational.com

Sherri Gormley

Director (elected 2020)

First National Bank of Hutchinson
1 North Main
Hutchinson, KS 67504
Ph: 620-200-6086
Cell: 785-342-7063
sherri.gormley@fnbhutch.bank

Brenda L. Unruh

KBA Staff

Kansas Bankers Association

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lmott@ksbankers.com

Kelly VanZwoll

KBA Staff

Kansas Bankers Association

PO Box 4407

Topeka, KS 66604

Ph: 785-232-3444

Cell: 913.314.1812

kvanzwoll@ksbankers.com

Trust Division President serves on:

- Federal Affairs Committee
- Education & Human Resources Committee:

Federal Affairs Committee

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. (42-48 members) (Staff contacts: Doug Wareham & Sara Blubaugh)

Lori Bone 2024 (will attend the Washington D.C. trip in 2024 and attend meetings in 2024) (11/1/23-10/31/24)

Mark Kennedy 2025 (will attend the Washington D.C. Trip in 2025 and attend meetings in 2025) (11/1/24-10/31/25)

Tasha Bucher 2026 (will attend the Washington D.C. Trip in 2026 and attend meetings in 2026) (11/1/25-10/31/25)

Education and Human Resources Committee

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 online/web-based training programs. Also provides input into the annual Compensation and Benefits Survey. Meets one to two times per year. (16-18 members) (Staff contacts: Brenda Unruh, LeAnn Mott and Natalie Wareham)

Lori Bone 2024

Mark Kennedy 2025

Tasha Bucher 2026

State Affairs Committee

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. (25 to 30 members) (Staff contacts: Alex Orel, Kathy Taylor, Kelly VanZwoll, Sara Blubaugh)

Joe Karnes



Trust Division

A DIVISION of KBA

Expense Reimbursement Instructions

Expenses for meetings and conferences are paid according to the following guidelines.

KBA Trust Conference: You are responsible for booking your own hotel room and registering for the KBA Trust Conference. You may request hotel and mileage reimbursement; however, conference registration fees are not covered. Expenses are to be submitted to the KBA Trust Division on the form provided to you by the KBA staff.

Mileage is reimbursed at the federal rate for direct miles traveled from home or office to and from board meetings, the retreat or KBA Trust Conference. Meals will be reimbursed **ONLY** if a meal is not offered as part of the event being held (including committee events). Meals purchased during travel time to or from the event are reimbursable.

MOKAN planning meetings: MOKAN pays all expenses of committee members, including a hotel room if needed for 1 night, travel and meals. KBA Trust Division does not pay any expenses toward MOKAN planning meetings. You are responsible for booking your own hotel room unless the meeting planner advises otherwise. These expenses are submitted to the KBA for MOKAN on the form provided by KBA staff.

At the **MOKAN Trust and Financial Services Conference**, MOKAN pays no expenses. The KBA Trust Division President will be reimbursed for travel expenses by the KBA Trust Division.

KBA staff will book a room for the KBA Trust Division President at both the KBA Trust Conference and MOKAN. All other KBA Trust Division board members are responsible for booking their own hotel room and registering for the MOKAN Trust and Financial Services Conference. Conference registration is the responsibility of the individual or their bank.

DRAFT – TRUST COMPANIES KBA MEMBERSHIP STATUS

Projected to take place 2026

Dues	Asset Level
\$1,500	< \$100 million in assets
\$2,500	\$100 to \$500 million in assets
\$5,000	\$500 million to \$1 billion in assets
\$7,500	\$1 billion to \$9.99 billion in assets
\$10,000	> \$10 billion in assets

DRAFT



Trust Division

A DIVISION of KBA

August 2025

INVOICE

Nov. 1, 2025 - Oct. 31, 2026
Membership

The KBA Trust Division is a division of the Kansas Bankers Association (KBA). To be a member of the Trust Division, an institution/independent trust company must also be a member, associate member, or affiliate member of the KBA. All KBA membership dues must be current to be a member of the KBA Trust Division, and they must have active trust powers.

By establishing a separate division within the KBA for those institutions providing trust services, the KBA has demonstrated the importance and dedication they place on the trust industry in Kansas. The Trust Division operates solely on dues and registration fees paid by those participating in the annual Trust Conference. This conference is an excellent resource that provides current and relevant information to Kansas trust professionals.

Your institution is encouraged to be a fully paid member of the Trust Division, an organization focused on enhancing the quality of services provided to Kansas trust customers by small and large trust institutions throughout the state.

Please calculate your dues based on the chart listed below.
Total Trust Assets include managed assets, agency assets, and custodial assets.
We appreciate your continued support!

<u>Total Trust Assets</u>	<u>Fee</u>
\$ 0 - 50 Million	\$325
\$ 50 - 250 Million	\$425
\$ 250 - 500 Million	\$675
\$ 500 Million > > >	\$925

Total Assets \$ _____

Fee Enclosed \$ _____

Company Name & Trust Department Contact: _____

Email address: _____

Return a copy of this form with your payment by 11/1/2025

Make checks payable to: **KBA Trust Division**
 Mail checks to: Attn: Alana Seelbach
 KBA Trust Division
 PO Box 4407
 Topeka, KS 66604-0407

If you have questions, call, or email Alana at: Ph. 785-232-3444 or Email: aseelbach@ksbankers.com



Trust Division

A DIVISION of KBA



August 2025

Dear Trust Colleague,

As Trust Division President, I am writing to say thank you to all our members and to remind you it is time to update and renew your membership. If you are not a member, I strongly encourage you to join. As a member, you are part of an organization dedicated solely to the Trust profession; one which provides outstanding wealth management education and reaches out to Congress and the State legislature on your behalf.

The KBA Trust Division strives to:

- Keep you informed about current developments in the trust industry, such as changes in legislation, regulations, investment strategy and technology.
- Provide you and your staff with continuing education (CE) credit hours for CFP®, CTFA, CLE and other credentials through learning opportunities at our annual KBA Trust Conference and at the MOKAN Trust & Financial Services Conference; and
- Offer premier conferences for trust professionals to enhance their skills and benefit from face-to-face peer networking opportunities which better prepare them to serve their trust and wealth management clients. Membership also includes access to a network of trust professionals from across the state as fellow members.

Enclosed is a summary showing some of the many benefits available to members. Please take a moment to review these benefits and complete the membership form to either renew or join the KBA Trust Division. Also, the Kansas Bankers Association now has an association app that may be downloaded to your mobile device in which members can access information on education, conferences, advocacy and much more!

The Board is pleased to announce that the KBA Trust Conference will be held on October 23-24th at the Manhattan Hilton Garden Inn. **PLEASE SAVE THE DATES!** Our Board has put together a program we think will be valuable and informative, featuring respected professionals speaking on timely topics and key issues facing the trust industry.

Once again, if you are a current member renewing your membership, thank you for your continued support. And for new members, we welcome you to the division! I consider it a privilege and look forward to working for you, our members, in the upcoming year. Together we can help keep our businesses strong, meet the ever-changing challenges within our profession and provide high quality services to our clients by working together.

Please renew your current membership, or, if you are not a member, join today! Thank you!

Sincerely,

Mark Kennedy, President
KBA Trust Division

Mark Kennedy
Citizens State Bank & Trust Company
203 N Douglas
Ellsworth, KS 67439
785-472-3141
mkennedy@csbanc.com



Trust Division

A DIVISION OF KBA

Membership Benefits

The Trust Division of the Kansas Bankers Association, comprised of your fellow professional colleagues and friends, provides the following benefits to its members:

- Co-hosts the annual MOKAN Trust & Financial Services Conference which is nationally recognized conference assists members in keeping abreast of current legislative, regulatory, and informative issues that affect trust businesses.
- Hosts the KBA Trust Conference each fall solely devoted to Kansas trust institutions. Emphasis is on issues important to management and also includes sessions devoted to operations and other trust areas.
- To keep membership informed and provide insight into proposed regulations and legislation that affects the trust industry.
- Provides a Trust Board contact list through the KBA website and email address: www.ksbankers.com or trust@ksbankers.com for ease in obtaining contacts for answers to trust questions from your peers.
- Offers scholarships to member institutions for their staff to attend the Trust Schools of Banking.
- Scholarships are awarded by lottery of all trust division members paid invoices that attend the Schools of Banking Advanced Trust School or the School of Trust & Financial Services.
- Offers opportunities for networking at various seminars, conventions and meetings. Members are in touch with others in the same and related fields that are able to assist and work with each other.
- Provides opportunities for fulfilling CLE, CFP and CTFA credits, including the ethics requirement. Hours can be accrued by participation in the MOKAN Trust & Financial Services Conference and the KBA Trust Conference.

2025 KBA
 **Trust Division**
A DIVISION OF KBA

CONFERENCE
October 23-24
Manhattan

**KBA Trust Division Membership
11/1/2024 - 10/31/2025**

Company	City	11-1-24 to 10-31-25	11-1-23 to 10-31-24	11-1-22 to 10-31-23	11/1/21-10/31/22	2020 Dues Pd
Advantage Trust Company	Salina	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Assured Trust Company	Overland Park	\$ 425.00	\$ 425.00	\$ 325.00	\$ 325.00	
Bank of Labor	Kansas City	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Central National Bank	Junction City	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Citizens State Bank & Trust Co.	Hiawatha	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Citizens State Bank & Trust Co.	Ellsworth	\$ 675.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Commercial Bank	Parsons	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Community National Bank & Trust	Winfield	\$ 675.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
CoreFirst Bank & Trust	Topeka	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Emprise Bank	Wichita	\$ 675.00	\$ 675.00	\$ 925.00	\$ 925.00	\$ 825.00
Equity Bank	Andover	\$ 675.00	\$ 425.00	\$ 425.00	\$ 675.00	\$ 325.00
Farmers & Drovers Bank	Council Grove	\$ 325.00	\$ 325.00	\$ 325.00	\$ 325.00	\$ 225.00
Farmers Bank & Trust	Atwood	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00	\$ 325.00
First National Bank of Hutchinson	Hutchinson	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
First National Bank & Trust	Phillipsburg	\$ 675.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
First State Bank & Trust	Tonganoxie	\$ 325.00	\$ 325.00	\$ 325.00	\$ 325.00	\$ 225.00
FNB Bank	Goodland	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Grant County Bank	Ulysses	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Great Plains Trust Company	Overland Park	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Guaranty State Bank & Trust Co.	Beloit	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
INTRUST Bank, N.A.	Wichita	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
KCB Bank	Lakin	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Midwest Trust Company	Overland Park	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	
Peoples Bank & Trust Co.	McPherson	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
RCB Bank	Hutchinson	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Security State Bank	Scott City	\$ 325.00	\$ 325.00	\$ 325.00	\$ 325.00	\$ 225.00
Southwest National Bank	Wichita	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
Southwind Bank	Natoma	\$ 325.00	\$ 325.00	\$ 325.00	\$ 325.00	\$ 225.00
The Bennington State Bank	Salina	\$ 925.00	\$ 675.00	\$ 675.00	\$ 675.00	\$ 325.00
The Citizens National Bank	Concordia	\$ 325.00	\$ 325.00	\$ 325.00	\$ 325.00	\$ 225.00
The Fidelity State Bank & Trust	Dodge City	\$ 425.00	\$ 425.00	\$ 425.00	\$ 425.00	\$ 325.00
The Peoples Bank	Pratt	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
The Trust Co of Kansas	Wichita	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
The Trust Company	Manhattan	\$ 925.00	\$ 925.00	\$ 925.00	\$ 925.00	\$ 825.00
Total		\$ 21,700.00	\$ 20,450.00	\$ 20,600.00	\$ 20,750.00	\$ 15,900.00
34 members for '24-'25						
36 members for '23 - '24						
39 members for '22 - '23						
39 members for '21 - '22						
39 members for 2020						

1 - Trust Powers - All Inactive

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Credential Number	Bank Name	City	Begin Date
SB.0017068	Labette Bank	Altamont	2/19/2019
SB.0001869	Union State Bank	Arkansas City	8/5/2002
SB.0015254	The Citizens State Bank and Trust Company	Council Grove	6/29/2011
SB.0004664	Home Bank and Trust Company	Eureka	6/28/1996
SB.0017614	Farmers Bank & Trust	Great Bend	6/27/2013
SB.0004707	Citizens Bank of Kansas	Kingman	10/4/2021
SB.0015899	Fusion Bank	Larned	2/20/2015
SB.0017672	The Citizens State Bank	Moundridge	7/26/2006
SB.0001867	The Farmers State Bank of Oakley	Oakley	8/18/2008
SB.0010505	The Kansas State Bank	Ottawa	8/18/2008
SB.0018431	First Bank Kansas	Salina	8/18/2008
SB.0001150	Fidelity State Bank and Trust Company	Topeka	8/18/2008
SB.0017832	The Kaw Valley State Bank and Trust Company	Wamego	8/18/2008
SB.0004792	FNB Washington	Washington	9/21/2021
SB.0004792	FNB Washington	Washington	9/21/2021
SB.0004796	The Bank of Commerce and Trust Company of Wellingt	Wellington	8/18/2008
SB.0035118	Community Bank of Wichita, Inc.	Wichita	11/16/2004

17 Items Found

1 - Trust Powers - All Active

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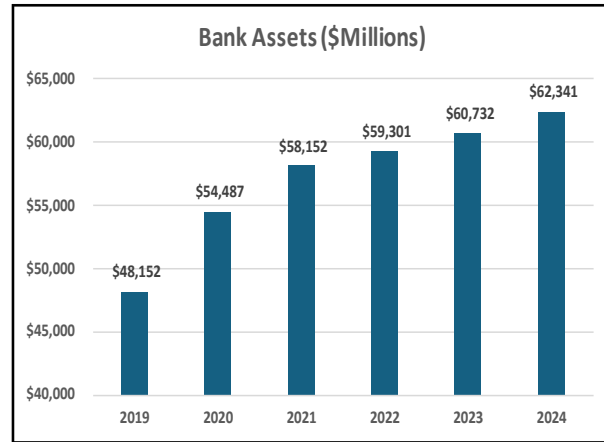
Credential Number	Bank Name	City	Begin Date
SB.0025858	Equity Bank	Andover	8/23/2018
SB.0004619	Exchange Bank & Trust	Atchison	12/30/2016
SB.0004621	Farmers Bank & Trust	Atwood	7/1/1978
SB.0010907	Guaranty State Bank and Trust Company	Beloit	5/18/1966
SB.0026217	Bank of Commerce	Chanute	5/3/1985
SB.0015908	Union State Bank	Clay Center	4/15/1976
SB.0012602	Farmers and Drivers' Bank	Council Grove	2/28/1967
SB.0010920	The Fidelity State Bank and Trust Company, Dodge City	Dodge City	11/15/1952
SB.0011778	Citizens State Bank and Trust Co.	Ellsworth	11/20/1975
SB.0016629	ESB Financial	Emporia	8/3/1966
SB.0014420	FNB Bank	Goodland	12/17/2018
SB.0005830	Citizens State Bank and Trust Company	Hiawatha	6/1/1960
SB.0015261	The Citizens State Bank	Hugoton	9/5/1986
SB.0001874	Bank of Labor	Kansas City	10/8/1931
SB.0004705	Security Bank of Kansas City	Kansas City	6/10/1985
SB.0015194	KCB Bank	Lakin	12/10/1996
SB.0019899	KS StateBank	Manhattan	3/12/2003
SB.0017477	United Bank & Trust	Marysville	2/13/2004
SB.0001365	Peoples Bank and Trust Company	McPherson	7/27/1959
SB.0004735	Southwind Bank	Natoma	12/21/2013
SB.0004746	First Option Bank	Osawatomie	4/8/2009
SB.0001143	Bank of Blue Valley	Overland Park	6/9/1964
SB.0011777	Commercial Bank	Parsons	2/26/1959
SB.0001147	The Peoples Bank	Pratt	12/16/1931
SB.0016402	The Bennington State Bank	Salina	2/19/1969
SB.0018374	Security State Bank	Scott City	3/12/1973
SB.0014974	First State Bank and Trust	Tonganoxie	4/8/1971
SB.0009665	Kaw Valley Bank	Topeka	9/27/1963
SB.0018100	CoreFirst Bank & Trust	Topeka	2/14/1978
SB.0015323	Silver Lake Bank	Topeka	8/23/2006
SB.0010918	Grant County Bank	Ulysses	6/19/1973
SB.0004789	Emprise Bank	Wichita	8/30/1973

32 Items Found

Trust Company	City
The Trust Company	Manhattan
Mainstar Trust	Onaga
Assured Trust Company	Overland Park
Benefit Trust Company	Overland Park
Moneta Trust	Overland Park
New Direction Trust Company	Overland Park
Security Trust and Investments	Overland Park
The Great Plains Trust Company	Overland Park
The Midwest Trust Company	Overland Park
Advantage Trust Company	Salina
The Trust Company of Kansas	Wichita
Midwest Institutional Trust Co.	Overland Park

Banking

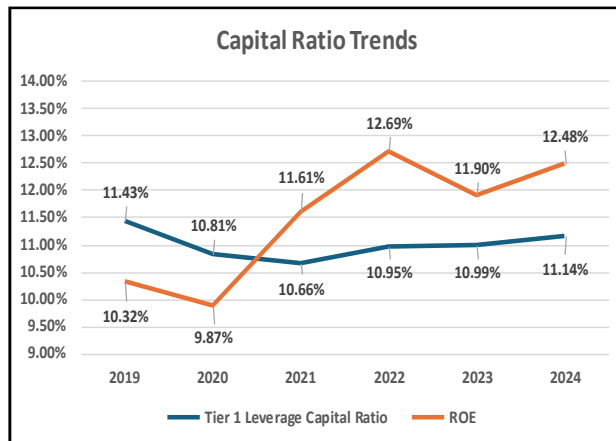
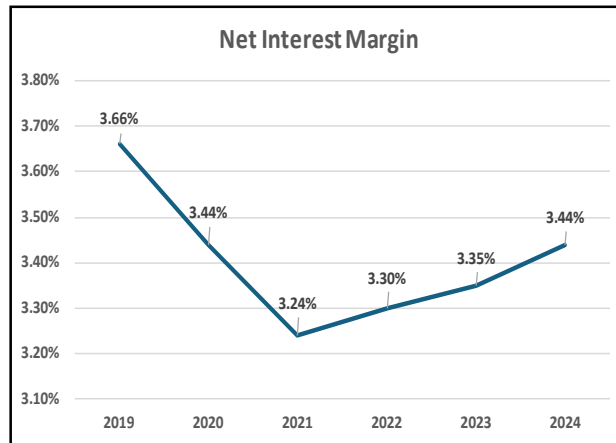
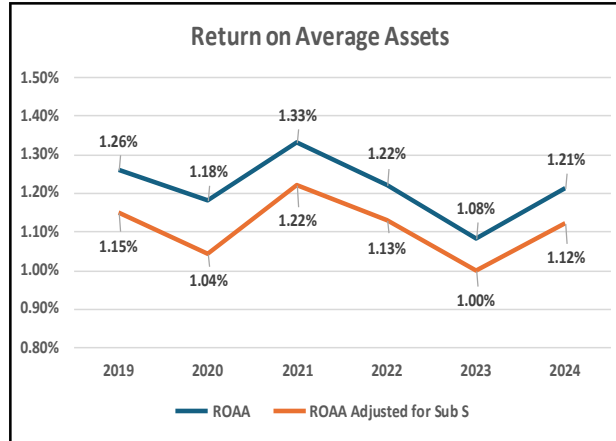
Region	Number of Banks	Total Assets (000's)
East	60	\$29,745,354
Northwest	46	\$13,319,471
South	59	\$19,276,578
Kansas	165	\$62,341,403



Average Bank Size	\$ 377,827,000
Median Bank Size	\$ 169,426,000

Growth Trends (% per year)						
(Millions)	Total Assets	Loans	Securities	Deposits	Total Capital	
2024	\$	62,341	41,139	14,067	52,586	6,928
	%	2.65%	5.17%	-4.25%	3.76%	4.89%
2023	\$	60,732	39,116	14,692	50,682	6,605
	%	2.41%	6.85%	-9.68%	0.16%	2.63%
2022	\$	59,301	36,609	16,266	50,601	6,436
	%	1.98%	11.33%	-1.09%	3.14%	5.61%

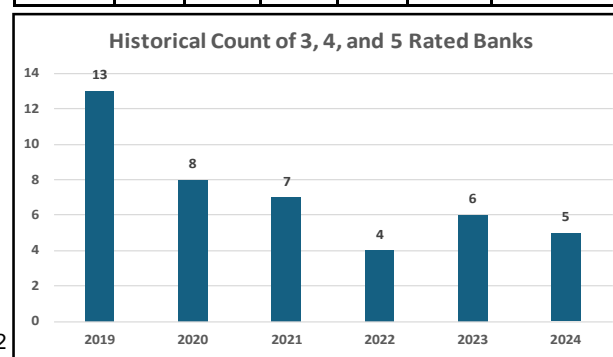
Banking



Banking

Agriculture Concentrations				
	2024	2023	2022	2021
Total Ag Loans % (Farmland + Ag Production)	109.60%	105.46%	101.07%	100.98%
Highest Percentage	505.67%	587.20%	511.49%	432.02%
Ag Production Loans % (of Tier 1 + ACL)	47.27%	44.01%	40.35%	42.69%
# Banks with Ag Production above 100% Tier 1 + ACL	54	51	51	49
Farmland Loans % (of Tier 1 + ACL)	62.33%	61.45%	60.72%	58.29%
# Banks with Farmland Loans above 100% Tier 1 + ACL	63	61	66	60
% of Kansas State Banks considered Agricultural Banks	62.42%	62.94%	60.23%	60.89%

Ratings History						
Year	1	2	3	4	5	Summary
2024	70	90	4	0	1	165 / 5
2023	74	90	4	1	1	170 / 6
2022	83	89	3	1	0	176 / 4
2021	74	98	7	0	0	179 / 7



Banking

10 Largest Banks (000's)		
Bank Name	City	Size
CrossFirst Bank	Leawood	\$7,664,652
Equity Bank	Andover	\$5,319,635
Security Bank of Kansas City	Kansas City	\$3,582,612
Emprise Bank	Wichita	\$2,514,769
KS StateBank	Manhattan	\$2,481,584
Peoples Bank & Trust Co	McPherson	\$1,246,426
Corefirst Bank & Trust	Topeka	\$1,237,982
The Bennington State Bank	Salina	\$1,175,847
NBKC Bank	Leawood	\$1,142,781
Farmers Bank & Trust	Great Bend	\$985,971

Bank Size Breakout				
Size (\$Millions)	E	NW	S	Totals
< 50	7	5	6	18
50 - 100	9	8	15	32
100 - 250	19	13	21	53
250 - 500	15	13	10	38
500 - 1B	5	5	5	15
> 1B	5	2	2	9
Totals	60	46	59	165

10 Smallest Banks (000's)		
Bank Name	City	Size
Marquette Farmers State Bank	Marquette	\$31,342
The Farmers State Bank	Fairview	\$26,626
The Baxter State Bank	Baxter Springs	\$25,152
Bank of Denton	Denton	\$23,011
The Peoples State Bank	Cherryvale	\$20,329
The Dickinson County Bank	Enterprise	\$19,889
The Walton State Bank	Walton	\$16,754
Prescott State Bank	Prescott	\$16,466
The Farmers State Bank	Dwight	\$16,445
State Bank of Burrton	Burrton	\$11,258

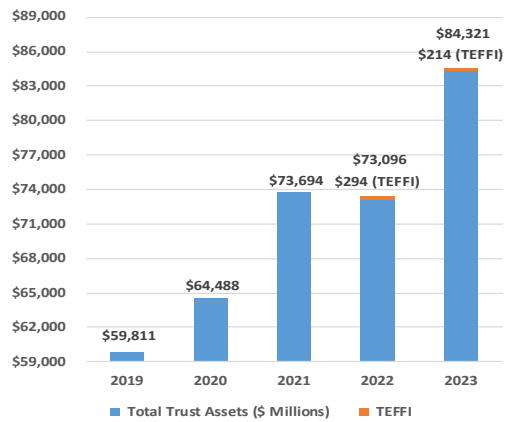
Trust

Trust Companies - 13
Trust Departments - 31
\$84,320,872,000 in Trust Assets
 (as of 12/31/2023)

5 Largest Trust Companies/Departments

Trust Company/Dept	City	Trust Assets (000's)
Benefit Trust Co	OP	\$34,517,279
Midwest Trust Co	OP	\$14,793,241
Mainstar Trust	Onaga	\$10,397,026
Bank of Labor	KC	\$4,710,053
New Direction Trust Company	OP	\$3,980,161

Total Trust/TEFFI Assets (\$ Millions)



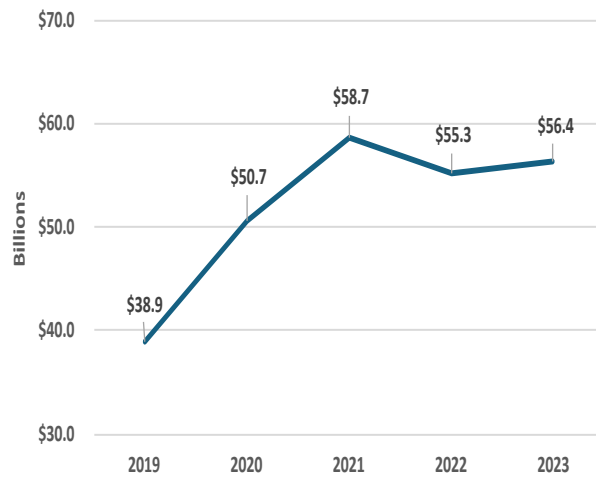
Statewide
Scott Lowry — Trust Manager
 (785) 379-3947

Consumer & Mortgage Lending

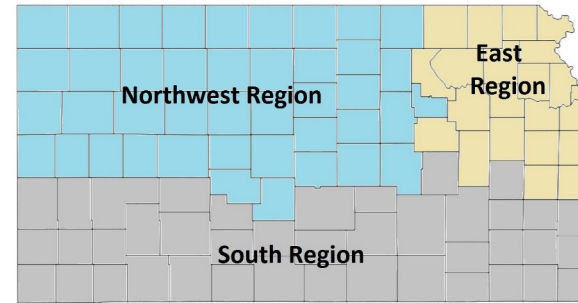
Entity Type	Entities on 3/31/24	Entities on 6/30/24	Entities on 9/30/24	Entities on 12/31/24
Mortgage Companies	612	630	648	640
Mortgage Company Branches	1,174	1,178	1,183	1,187
Supervised Lenders	367	367	363	367
Supervised Lender Branches	297	305	310	310
Mortgage Loan Originators	6,645	7,182	7,794	8,161
Money Transmitters	187	189	193	189
Credit Services Organizations	23	22	22	22
Notification Filers	1,586	1,545	1,578	1,593
Totals:	10,891	11,418	12,091	12,469

¹Loan volume includes: mortgage loan originations, acquisitions, and servicing; consumer loan originations and servicing; credit sales originations and servicing; and debt management plans.

Total Kansas Non-Depository Loan Volume



Bank Regions



Julie Tipton, Director of Examinations
 (785) 380-0178
Pratik Patel, Managing Examiner
 (785) 379-6640

East Region
Scott Hatfield — Regional Manager
 (913) 340-9699
Tyler Banion — Review Examiner
 (785) 380-0092

Topeka and Lenexa
 60 Banks

Northwest Region
James Hass — Regional Manager
 (785) 515-6992
Brian Kitchen — Review Examiner
 (785) 379-3929

Hays and Salina
 46 Banks

South Region
Elizabeth Haase — Regional Manager
 (316) 854-2051
Lexi Thompson — Review Examiner
 (316) 512-2569

Dodge City, Erie, and Wichita
 59 Banks



Office of the State Bank Commissioner

Agency Snapshot

February 2025
 (Financial data as of 12/31/2024)

David L. Herndon
 Bank Commissioner
 (785) 380-2004

Timothy Kemp
 Deputy Bank Commissioner
 (785) 380-3055

Mike Enzbrenner
 Deputy Commissioner
 Consumer & Mortgage Lending
 (785) 379-3761

Brock Roehler
 General Counsel
 (785) 379-3892

KBA TRUST DIVISION MEMBERSHIP MAILING LIST

Bank/Trust Company	Active Trust Powers	First Name	Last Name
Advantage Trust Company	Yes	Brian	Boyer
Assured Trust Company	Yes	Evie	Curtis
Bank of Blue Valley	Yes	Rachel	Sneed
Bank of Commerce	Yes	Sandy	Guinotte
Bank of Labor	Yes	Susie	Roberts
Central National Bank	Yes (nationally chartered)	Cleo	Jones
Citizens State Bank & Trust Co.	Yes	John	Thaemert
Citizens State Bank & Trust Co.	Yes	Erik	Madsen
Commercial Bank	Yes	Toby	Johnston
Community National Bank & Trust	Yes (nationally chartered)	Brian	Dutton
Country Club Trust Company	**They are KBA members through Country Club Bank, so do not pay Associate Membership dues** Nationally chartered	Suzy	Hall
CoreFirst Bank & Trust	Yes	Mark	Burenheide
Emprise Bank	Yes	Stacey	Meier
Equity Bank	Yes	Andrew	Musgraves
ESB Financial	Yes	Steve	Bell
Farmers & Drovers Bank	Yes	Julie	Hower
Farmers Bank & Trust	Yes	Isaac	Marintzer
First National Bank & Trust	Yes (nationally chartered)	John	George
First National Bank of Hutchinson	Yes (nationally chartered)	Julie	Cassavaugh
First State Bank and Trust	Yes	Shawna	Gilmore
FNB Bank	Yes	Debbie	Martin
Grant County Bank	Yes	Michael	Andrusak
Great Plains Trust Company	Yes	Tully	McCoy

KBA TRUST DIVISION MEMBERSHIP MAILING LIST

Guaranty State Bank & Trust Co.	Yes	Janice	Peters
INTRUST Bank, N.A.	Yes (nationally chartered)	Troy	Jordan
KCB Bank	Yes	John; Brick	Jenkinson; Beymer
KS StateBank	Yes	Mike	Daniels
Midwest Trust Company	Yes	Chris	Kuckleman
Peoples Bank & Trust Co.	Yes	Kendra	Oakes
RCB Bank	Yes (nationally chartered)	Travis	Colson
Security Bank of Kansas City	Yes	Tammy	Gardner
Security State Bank	Yes	Shelly	Turner
Silver Lake Bank	Yes	Nicholas	Gideon
Southwest National Bank	Yes (nationally chartered)	Julie	Dalton
Southwind Bank	Yes	Rhonda	Haberer
The Bennington State Bank	Yes	Brandy	Felzien
The Citizens National Bank	Yes (nationally chartered)	Amy	DeGraff
The Fidelity State Bank & Trust Co.	Yes	Lori	Bone
The Peoples Bank	Yes	John	Terrill
The Trust Company	Yes	Mark	Knackendoffel
The Trust Company of Kansas	Yes	Martha	Linsner

2024 ANNUAL REPORT



Trust Division

A DIVISION of KBA

Presented by the 2023-2024

KBA Trust Division Board of Directors

This past year I was blessed with the opportunity to follow in the footsteps of so many talented Trust Professionals by serving as President of the Kansas Bankers Association Trust Division Board. The knowledge and expertise of this group of individuals is invaluable.

2024 was a successful year for the Banking industry in the State Legislature. The Kansas Bankers Association and the Trust Division were involved with the passing of comprehensive UCCC legislation, updated minor bank account legislation and regulatory reform. There is still so much more work to be done on the State and Federal levels, but with the Government Relations Team for Kansas Bankers Association leading the way, we are a very strong united voice.



As in the past, education opportunities through conferences, webinars or workshops are a steadfast foundation for the Kansas Bankers Association. Each May, in coordination with the Missouri Bankers Association, we hold the MOKAN Trust Conference at Sheraton Overland Park Hotel and Convention Center. This past year marked the 45th year for this Conference. This Conference along with the KBA Trust Conference in October are both major events for learning, networking and keeping up on the ever-changing regulatory landscape.

It has been my honor to serve this group as President this past year. I look forward to the exciting year ahead of us in 2025. I know the Trust Division will be in the very capable hands of Mark Kennedy as he takes over this year as President.

Thank you,

Lori Bone
Fidelity State Bank & Trust, Dodge City

2024 MOKAN CONFERENCE RECAP

The 45th MOKAN Trust & Financial Services Conference took place from May 15-17 at the Sheraton Overland Park Hotel & Convention Center, with 240 attendees from 12 states and 36 sponsors.

Sam Donaldson, Professor of Law at Georgia State University, kicked off the conference with sessions on recent federal wealth transfer and income tax developments. Day one breakout sessions included topics like "Unique Assets" by Jeff Keiser, "Keeping Seniors Safe" by Erin Anderson, and "How to Finance Long-Term Care" by Karen Weber.



(L-R) Sam Donaldson & Chris English

Chris Kuehl, Managing Director of Armada Corporate Intelligence, opened day two with an economic update, followed by Jeff Levine of Kitces.com, who presented on trusts as IRA beneficiaries and Social Security integration. Breakout sessions covered "Fiduciaries Gone Wild!" by Terri Thomas, "Paying Caregivers from a Trust" by Joe Sofia, and "Donor Advised Funds" by Ryan Fitzgerald.



(L-R) Chris English, Brian Dutton, Doug Wareham & Joe Karnes

Day three featured Mike Tropeano on artificial intelligence, AJ Babb from Vanguard on portfolio construction trends, and Paul Long's presentation on "The FUNdamentals of Meaningful Leadership."

Thanks to all the speakers and sponsors for making the 2024 MOKAN Conference a success! Mark your calendars for next year: May 14-16, 2025, at the Sheraton Overland Park Hotel & Convention Center. See you there!

2024 LEGISLATIVE UPDATE

During the 2024 Legislative Session, the KBA Trust Division successfully supported legislation introduced by the Office of the State Bank Commissioner that makes it easier for Kansas banks and trust companies to acquire out of state business. HB 2560 included a provision that changed the requirement to allow either the originating or contracting trustee to have its principal place of business in Kansas. This change now allows a bulk transfer procedure of fiduciary accounts making it an easier and faster process for Kansas banks and trust companies to transfer out of state fiduciary accounts to Kansas.



This year the Kansas Judicial Council brought forth a bill to update portions of the probate code. SB 379 increased the time for notice to creditors by publication when a petition for administration or probate of a will is filed from 10 days to 30 days. It also changed the process for transferring personal property with the small estate affidavit to allow the transfer from a "person claiming to be a successor of the decedent, or in a manner as directed by the successor, without having letters of administration or letters of testamentary." Finally, it amended the sale at public auction to clarify that if the sale is being held as an auction that takes place over more than one day, the first day that the auction is open for bidding shall be no earlier than 10 days and no later than 30 days after the date of the last publication notice.

2024 KBA TRUST CONFERENCE

The KBA Trust Division hosted its annual Trust Conference October 24-25 at the Wichita Marriott Hotel. This conference provides attendees with valuable, up-to-date insights on the latest trends and advancements in trust and estate management, equipping them with practical tools and knowledge.

On the Economic, Business, and Political Climate - Dr. Roger Tutterow, Kennesaw State University

In this session, Dr. Roger Tutterow provided a timely overview of activity in the national and regional economies, including a discussion of the role of supply chain disruptions on the construction and retail sectors, the long-term effect of COVID-19 on labor markets and real estate, the connection between fiscal stimulus, monetary policy, and the recent surge in inflation, policy responses by the Federal Reserve, and effects of changes in the competitive landscape on performance in the public and private sectors.

Culture is Key - Jeff Kropschot, Kropschot Consulting Partners LLC

During this session, attendees explored critical elements of a strong compliance culture and the compliance, operational, reputational, and other benefits enjoyed by organizations that maintain a strong compliance culture. Jeff also shared illustrative examples of companies and individuals who have embraced and not embraced these essential principles.

Make Politics Boring Again - Linda Duessel, Federated Hermes

This presentation explored the setup for the presidential election, where opinions about Biden and Harris are set in stone. Independent voters and a handful of swing states will likely determine the outcome. Still, the historical precedent is clear that the chances rest on the state of the economy and voter's pocketbooks. Congressional races are so boring, but most important for the country's future path. Politics may never be boring again.



Dr. Roger Tutterow,
Kennesaw State University

Two years had passed since the Fed's first interest rate hike of this cycle, and roughly eight months had passed since the Fed's last rate hike. While interest rates indeed remained higher for longer, interest rate volatility declined as the Fed shifted from an "increasing rate regime" to a "peak rate regime." Austin sifted through the fixed-income markets, highlighting risks and opportunities at the time.

The Times They Are Changin' - Noah Helm, First Trust Advisors

Growth crushed value and technology outperformed everything. COVID-19 and government intervention had huge implications for markets. The question became: Where would we go from there? Investors who stayed focused on fundamentals minimized risk and avoided emotional decisions. This mattered more than ever. Noah shared First Trust's view on where markets might head next.

Creating Team Engagement and Connection: Transforming Organizational Culture with the L.E.A.D. Operating System - Neil Stevens, Oconee State Bank & Caleb Stevens, SouthState Bank

With employee engagement at critical lows, as highlighted by recent Gallup findings, the need for effective, actionable solutions has never been greater. In this talk, the Stevens duo introduced the L.E.A.D. Operating System which is a groundbreaking approach designed to revolutionize workplace culture. They provided proven strategies to dramatically reduce turnover, increase retention, enhance sales, and boost profitability.

Top Retirement Plan Issues for 2024 for the Baby Boomer Generation and Eight Retirement Distribution Strategies that Will Make Their Money Last - Larry Divers

The presentation addressed specific ways for individuals and households to create a lifetime income stream that neither the individual nor their spouse could outlive. It also covered methods for distributing remaining assets to beneficiaries in the most tax-sensitive manner.

Retirement Update: SECURE 2.0 and Required Minimum Distribution Rates - Larry Divers, Canon Financial

The presentation included a discussion on Individual Retirement Accounts, including Traditional, SEP, and SIMPLE IRAs; 401(k), 403(b), and 457(b) Plans; required minimum distribution aggregation rules for each type of account; and strategies for lowering required minimum distributions. Topics covered included qualified distributions, Roth conversions, qualified charitable distributions, and net unrealized appreciation on company stock.



Bankers attending the Trust Conference at the Wichita Marriott Hotel.

Conflicted - Jeff Kropschot, Kropschot Consulting Partners, LLC

In this session, we explored examples of traditional and emerging conflicts of interest and self-dealing scenarios that arise in delivering fiduciary services. We also discussed the risks and liabilities related to these scenarios and permissive exceptions to the duty of loyalty that may allow a fiduciary to engage in conflict of interest and self-dealing activities legally. Finally, we discussed actual conflicts of interest and examples of self-dealing, as seen through the eyes of a former examiner and chief compliance officer.

Fixed Income for All Landing Scenarios in 2024 - Austin Stockfisch, First Trust Advisors



Neil Stevens, Oconee State Bank and
Caleb Stevens, SouthState Bank

SAVE THE DATES

2025 MOKAN TRUST & FINANCIAL SERVICES CONFERENCE

May 14-16, 2025

Sheraton Overland Park Hotel & Convention Center

Overland Park, KS

2024-2025 KBA Trust Division Board

Mark Kennedy

President
Citizens State Bank & Trust Company

Tasha Bucher

President Elect
The Trust Company of Kansas, Arkansas City

Amy Barber

Vice President
Central National Bank, Topeka

Lori Bone

Immediate Past President & MOKAN Treasurer
Fidelity State Bank & Trust Company, Dodge City

Chris English

Past President
The Trust Company of Kansas, Lawrence

Sherri Gormley

Director (elected 2020)
First National Bank of Hutchinson, Hutchinson

LeAnn Mott

KBA Staff
Kansas Bankers Association, Topeka

Grant Paitz

Director (elected 2022)
INTRUST Bank, N.A., Wichita

Chris Kuckelman

Director (elected 2022)
Midwest Trust Company, Overland Park

Debbie Newman

Director (elected 2023)
Southwest National Bank, Wichita

Jeff Wacker

Director (elected 2024)
Advantage Trust Company, Salina

Joe Karnes

Legislative Representative
Central National Bank, Lawrence

Brenda L. Unruh

KBA Staff
Kansas Bankers Association, Topeka

Kelly VanZwoll, J.D.

KBA Staff
Kansas Bankers Association



Back row is Mark Kennedy, Citizens State Bank & Trust Co., Joe Karnes, Central National Bank, Grant Paitz, INTRUST Bank, N.A., Chris English, The Trust Company of Kansas, Chris Kuckelman, Midwest Trust Co., Brian Dutton, Community National Bank & Trust

Front row is Tasha Bucher, The Trust Company of Kansas, Lori Bone, Fidelity State Bank & Trust Co., Amy Barber, Central National Bank, Debbie Newman, Southwest National Bank

Not pictured is Sherri Gormley, First National Bank of Hutchinson

2025 KBA TRUST CONFERENCE

October 23-24, 2025

Hilton Garden Inn

Manhattan, KS



Trust Division

A DIVISION of KBA

To: Kansas Bankers Association Trust Division Members

August 2025

From: Mark Kennedy, Trust Division President

RE: NOMINATIONS FOR NEW KBA TRUST DIVISION BOARD MEMBER

This is a request for nominations to the 2025-2026 Kansas Bankers Association (KBA) Trust Division Board. Board members take an active role in planning the annual KBA Trust Conference and the MOKAN Trust & Financial Services Conference, formulating policy for the Trust Division, and responding to legislative issues impacting the trust industry. Serving on the Board is an exciting and rewarding experience and a great opportunity to network with other like-minded trust professionals.

Please consider nominating someone who is interested in serving and who you think would be a good addition to our Board. **The deadline to nominate is October 1st, 2025. Please share this information with your trust department personnel.** The Nominating Committee may reach out to the Nominee for the following reasons: 1) Confirm his/her understanding of a board member’s commitment to service, 2) Learn more about his/her history of attendance at both the Fall KBA Trust Conference and/or MOKAN Conference, and 3) Explain the role of a board member and gather his/her thoughts regarding what value they add to the board. Nominations should be submitted using this form and sent via email to Kelly VanZwoll.

The election of the new Board of Director member takes place during the KBA Trust Division’s Annual Meeting. The Annual Meeting is held during the first day of the 2025 KBA Trust Conference, which will be Thursday, October 23rd, 2025, in Manhattan, KS. Please plan to attend the 2025 KBA Trust Division Conference and Annual Meeting.

I would like to nominate the following individual to serve on the KBA Trust Division Board. I have confirmed his/her willingness to serve as a candidate for consideration by the KBA Trust Division Nominating Committee:

Nominee’s Name: _____

Bank / Trust Company: _____

Address: _____

City, State, Zip: _____

Signed By: X _____

Your Bank/Company: _____

Your Contact Phone #: _____

Your Email Address: _____

Please send nominations to: **Kansas Bankers Association**
Attn: Kelly VanZwoll
PO Box 4407
Topeka, KS 66604-0407
Ph: 785-232-3444
Email: kvanzwoll@ksbankers.com

KBA Trust Division Legislative Update April 2025

Bills that Passed

SB 139: By Committee on Financial Institutions and Insurance

This bill updates a variety of provisions within the banking code and other financial statutes.

K.S.A. 9-1114. Board of directors of bank or trust company; rules and requirements.

- OSBC would like an oath from directors to be provided within 15 days of the election.
- In addition, also would like notification of changes to CEO, President, or directors within 5 business days.

K.S.A. 9-1724. Exception for mergers resulting in a national bank.

- Modify subsection (b) to say any state-chartered bank that is absorbed through a merger will have its charter deemed void as of the effective date of the merger.

K.S.A. 9-2011. Unlawfully engaging in the banking or trust company business; penalty.

- Add an exception for federally insured banks with charters from other states or from the federal government. Federally insured language is included to avoid issues with Wyoming SPDIs, Connecticut's non-insured banks, Puerto Rico's IFEs, and Catawba Indian Nation charters.

K.S.A. 9-2101. Issuing certificate of authority as bank to trust company authorized to accept deposits; when.

- Statute was enacted in 1989. It allows any trust company under K.S.A. 17-2025 prior to its repeal to be issued a certificate of authority by the commissioner upon surrendering their charter. It is believed that this statute is no longer relevant.

K.S.A. 9-2111. Prohibiting out-of-state entity to establish or operate trust facility; exceptions.

- Will apply the greater of banking code or what the home state requirements are for a Kansas trust company to do business in the out of state trust company's home state.

Miscellaneous cleanup

- K.S.A. 9-519 and K.S.A. 9-1807 - KAPA hearings. Both statutes are missing the required language “hearing in accordance with the Kansas Administrative Procedure Act” that would allow appointment of an impartial Office of Administrative Hearings hearing officer.
- K.S.A. 9-1111 and K.S.A. 9-2107 – both statutes refer to K.S.A. 9-1602 when it should reference K.S.A. 9-1601.
- Repeals K.S.A. 16-842, which covers the unauthorized use of business credit cards. The statute is in conflict with Regulation Z §1026.12(b)(5) and created a potential liability for Kansas banks.

SCR 1611: By Committee on Federal and State Affairs

Judicial selection. This resolution would propose a constitutional amendment on Kansas supreme court justice selection for Kansas voters to approve or reject in the special election on August 4, 2026. It would provide for the direct election of supreme court justices by the electorate. It would abolish the current supreme court nominating commission. It would permit justices to make contributions to and hold office in a political party or organization and take part in political campaigns.

SB 269: By Committee on Assessment and Taxation

Income, corporate, and privilege tax reduction. This bill would provide that future tax rate decreases would be contingent on exceeding revenue estimates and the balance of the Budget Stabilization Fund starting after August 15, 2025. It would provide that each year after, if the total fiscal year adjusted general revenue fund collections from the preceding fiscal year are in excess of the inflation adjusted base year revenues. If the secretary of revenue confirms there is an excess, then the secretary shall calculate and publish the income tax rate reduction as a result of the excess. Once the lower income tax rate is decreased to 4.5%, there shall be no further reductions to the lower income tax rate, and further reductions shall only be applied to reduce the higher income tax rate in effect. Once the higher income tax rate is decreased to 4.5%, no further reductions shall occur. The secretary shall then begin to apply the same process to the corporate tax rate until the normal and surtax rates are 4.5%. The secretary shall then begin to apply the same process to the privilege tax rate until the normal and surtax rates are 2.6%.

HB 2117: By Committee on Commerce, Labor and Economic Development

Business entity filings. This bill would require a business trust to file a certificate of dissolution or withdrawal with the secretary of state and pay associated fees when surrendering authority to transact business in Kansas. It would require a foreign corporation to use a form prescribed by the secretary of state when filing merger or

consolidation information or amendments to such corporation's articles of incorporation. It would authorize professional corporations or limited liability companies formed or organized to render a professional service to participate in transactions under the business entity transactions act. It would modify filing requirements and associated fees for limited partnerships and foreign limited partnerships to allow for a fee that is established by rules and regulations of the secretary of state, but not exceeding \$150.

HB 2152: By Committee on Financial Institutions and Pensions

Public funds. This bill would make changes to Kansas public funds investment laws:

- It would create a single bank collateral pool required for banks to pledge collateral for public deposits. The pool would be administered by the state treasurer, or the treasurer may contract a third party. It does not change any of the current items a bank may use to collateralize deposits. It would require the funds to be collateralized up to 102%.
- It would clarify that current law allows for banks and government entities to negotiate rates.
- It would require government entities to show proof of compliance with the law, such as bids that were offered, before entering into the Municipal Investment Pool. It would require the state treasurer to create a complaint process for eligible banks and a potential education training and fine for violations by government entities.
- It would clarify that when government entities work with third party investment advisors to assist them with the bidding process, the investment advisor cannot also be a bidder of those funds.
- It would give the Pooled Money Investment Board flexibility when setting the Bank CD Program rate to go “up to 2%” below the market rate.

H Sub for SB 9: By Conference Committee

Foreign land ownership. This bill would enact the Kansas land and military installation protection act. It would prohibit any foreign principals from countries of concern from acquiring any interest in certain real property in the state. Countries of concern are defined as “any foreign adversary, as such term is defined by 15 C.F.R. § 7.4, as in effect on April 1, 2025; and any organization that is designated as a foreign terrorist organization as of July 1, 2025, pursuant to 8 U.S.C. § 1189, as in effect on July 1, 2025, except as otherwise provided by rules and regulations adopted by the fusion center oversight board.”

No foreign principal shall directly or indirectly acquire any interest in any real property located within 100 miles of the boundary of any military installation located in this state or any adjacent state, except a de minimis interest in such real property. Any foreign principal that owns any interest in real property or directly or indirectly acquires any interest in real

property as described in subsection (a) shall file registration of such interest with the attorney general in such form and manner as prescribed by the attorney general not later than 90 days after the effective date of this act or the date such interest is acquired, whichever occurs later. The bill would allow a foreign principal to acquire an interest in real property by devise or bequest, through the enforcement of any security interest or through the collection of a debt. Any such acquisition would require them to file registration of that interest with the attorney general. The attorney general shall investigate any suspected violation of the act. The attorney general may seek a court order directing the defendant to divest their interest in the real property, injunctive relief, civil forfeiture of the interest in the real property, and reasonable attorney fees and court costs. The attorney general shall prepare and submit a report on any identified non-notified transactions to the committee on foreign investment in the United States. No foreign principal shall receive any direct benefit related to any economic development program, regardless of the form of such benefit.

On or before March 1 of each year, Kansas State University shall use available data and resources to prepare and submit a report to the legislature and the attorney general detailing the status and trends of all foreign land holdings of real property within the state of Kansas. The bill would authorize the Fusion Center Oversight Board to adopt rules and regulations to reflect new designations or removals of foreign terrorist organizations on the federal terrorist organization list.

The bill would also prohibit government agencies from purchasing and acquiring drones, or any related services, maintenance agreements, or equipment, whose critical components were produced in a country of concern, or whose critical components were produced or owned by any foreign principal. The prohibition would not apply to any drone, related services, or equipment acquired, or any contract or agreement entered into, prior to July 1, 2025.

HB 2231: By Conference Committee

Single factor apportionment. This bill would provide for the apportionment of business income by the single sales factor. Current law uses a three-factor approach. It would provide for the apportionment of financial institutions' income by the receipts factor. It would establish deductions from income when using the single sales or single receipts factor. It would provide for the decrease in corporate income tax rates. It would determine when sales other than tangible personal property are made in the state. It would exclude sales of a unitary business group of electric and natural gas public utilities. This change would not go into effect until 2027 to give corporate and privilege tax payers time to prepare for the change.

The bill also would adopt, beginning in tax year 2027, market-based sourcing in determining sales within the state for the purposes of apportioning income. The bill would specify market-based sourcing rules for specific situations of sales of services, sales of intangible property, interest from loans, payment of dividends, and sales of communications services

HB 2359: By Committee on Judiciary

Guardianship. This bill would enact the uniform adult guardianship and protective proceedings jurisdiction act. The bill would adopt the UAGPPJA in its uniform version so that Kansas can join the other 46 states that have adopted it. The UAGPPJA deals with jurisdiction, transfer, and enforcement issues relating to adult guardianships and protective proceedings. The act resolves interstate jurisdictional conflicts and facilitates the transfer of guardianships between jurisdictions. It provides for interstate recognition and enforcement of guardianship orders. It would also facilitate communication and cooperation between state courts.

It would enact the uniform guardianship, conservatorship, and other protective arrangements act. The bill would adopt a modified version of the UGCOPAA. Together, these two acts would replace the current Kansas guardianship and conservatorship act found at K.S.A. 59-3051 et seq. The UAGPPJA and the UGCOPAA were designed to work together, and if they are to replace the existing Kansas act, they must be adopted together.

HB 2371: By Committee on Judiciary

LLC and Series LLC. This bill would update the Kansas revised limited liability company act. In addition to certain ministerial clarifications, corrections, and cross reference adjustments found throughout the proposed Amendments, and certain clerical “fixes” made at the request of the Office of the Kansas Secretary of State, the following specific revisions of note were included:

1. New defined terms. (Section 17-7663) Two new defined terms were added to the Act: “Document” means (i) any tangible medium on which information is inscribed and includes handwritten, typed, printed, or similar instruments and copies of such instruments, and (ii) an electronic transmission.

“Electronic transmission” means any form of communication not directly involving the physical transmission of paper, including the use of, or participation in, one or more electronic networks or databases, including one or more distributed electronic networks or databases, which creates a record that may be retained, retrieved and reviewed by a recipient thereof and that may be directly reproduced in paper form by such a recipient through an automated process.

These terms were added to address a holistic approach to electronic records throughout the Act (as opposed to traditional mere “paper” records).

The term “document” has historically been included throughout the Act without an accompanying implicitly “understood” definition. The new definition is not designed to alter that usage of the term in the Act, but instead to make clear that non-paper instruments are to be included within the term “document’s” meaning.

The term “electronic transmission” is an addition to the existing lexicon, and now appears in the new definition of “document” (discussed above), as well as in Sections 17-7679a (Document form, signature and delivery), 17-7687(d) (Classes; voting; meetings of members; amendment of operating agreement), 17-7695(d) (Classes and voting; meetings of managers), 17-76,103a. (Subscription irrevocable), and 17-78-601(a)(7) (Filing requirements; execution). Please note that due to the inclusion of a new definition for the term “electronic transmission” in Section 17-7663, the separate, independent definition of that term in Sections 17-7687(d) and 17-7695(d) were removed.

Further, a new section (Document form, signature and delivery) was newly added to address various electronic transmission and electronic filing scenarios, as well as interface with the Kansas uniform electronic transactions act (at K.S.A 16-601 et seq.) and certain federal electronic signatures laws.

2. Series limited liability companies. Numerous revisions were made in the Act to address certain interpretive aspects of the series limited liability company as contemplated under Delaware law. These include:

Sections 17-7663 (Definitions of “Manager,” “Member,” “Operating Agreement”), 17-76,143(g) (Series limited liability company – pertaining to series dissolutions), 17-76,143a (Merger or consolidation of one or more series), 17-76,146(c) (Reinstatement of canceled or forfeited articles of organization or authority to do business). It bears note that Kansas, at its series limited liability company inception, took a fundamentally different approach to series limited liability companies than did Delaware (at that time). Interestingly, Delaware has since come around to embrace many of the attributes contained in the Kansas series limited liability company model, through Delaware’s creation of a new “registered series” concept (operating in conjunction with its continuing use of its historic “protected series” model). Delaware’s registered series concept closely tracks with Kansas’s unitary notion of a series limited liability company, and, as such, consideration of Delaware’s evolving approach and interpretation of its registered series concept (but not its protected series concept) provided instructive in the Committee’s review and updating to the Act.

It was amended to include language allowing an LLC or any of its series could elect to consolidate its operations as a single taxpayer to the extent required to file consolidated tax returns and elect to be treated as a single business for the purposes of qualification or authorization to do business in Kansas or another state. It also added that if a series wrongfully transfers property to another series or the LLC as a whole with an intent to hinder, delay, or defraud creditors of its just and lawful debts or damages, or to defraud, such transfers would be deemed void pursuant to continuing law.

3. Void or voidable actions may be ratified. Certain void or voidable actions of a limited liability company may be ratified by the members, managers or others whose approval would be required under the operating agreement. (Section 17- 7668(j)).

4. Mandatory indemnification. Several changes are made to the mandatory indemnification provision, Section 17-7670(b). We have made revisions to conform to recent changes made to the mandatory indemnification provision of the Kansas General Corporation Code, namely limiting its application only to members, managers, and officers and not to employees and agents, and defining which officers are entitled to mandatory indemnification. We have removed mandatory indemnification of members as plaintiffs, which was added in 2014 but does not correspond to any mandatory indemnification scheme in Delaware or other Kansas law. Finally, consistent with the principles of freedom of contract upon which the KRLCA is based, we have stated that the operating may modify the mandatory indemnification provisions.

5. No statutory appraisal rights. Section 17-7682 was revised from stating that an operating agreement may provide for contractual appraisal rights, to a statement that no statutory appraisal rights exist unless provided for in an operating agreement or other writing. This revision is notionally associated with the revision to mandatory indemnification discussed above.

6. Merger or consolidation clarification language. Several revisions were made to clarify the ambiguity in the merger and consolidation provisions contained in Section 17-7681.

7. Division of limited liability company. Several ambiguity clarifying and cross reference correction revisions were made to the division provisions contained in Section 17-7685a. Additional clarification as to what may be contained in certificate of division was added in Section 17-7685a(h)(2) through (6). Admission of a member of a division company was also added in Section 17-7686(b)(4).

8. Records access. Clarification of the “information” that may be accessed in a records request was included in Section 17-7690.

9. Delegation of power and conflicts of interest. Elaboration on the scope of delegation of authority as it implicates conflicts of interest was included in Section 17-7698.

10. Irrevocable subscriptions. A new section was added that provides that if a subscription states that it is irrevocable, then it is irrevocable to the extent provided by the terms of the subscription. (Section 17-76,103a).

11. Cap on Secretary of State fees. Section 17-76,136 was revised to provide a \$150 cap on certain fees assessed by the Secretary of State, permitting the Secretary of State to assess lesser fees at its discretion.

12. Statutory Public Benefit Limited Liability Company. Sections 17-76,148 and 17-76,149(a) were revised to provide certain clarifying revisions pertaining to the formation of statutory public benefit LLCs. Section 17-76,150 was deleted.

13. Merger timing and amendment. Sections 17-78-205, 17-78-305, 17-78-405, and 17-78-505 were revised to allow the filing of merger documents with the Secretary of State (with a post-filing effective date) prior to, but contingent upon future approval of the merger by the constituent parties. Sections 17-78-206 and 17-78-306 were revised to expressly state that merger filings may amend and restate the public documents of the constituent parties in their entirety. These revisions were made to address certain practical timing, logistics, and documentation issues faced by parties in effecting mergers.

14. Resident agents. Section 17-7925 was revised to require domestic entities that serve as resident agents to maintain their good standing with Kansas. Section 17-7927 was revised to address the possible conversion or division of an entity that serves as a resident agent.

Bills Still Alive

SB 192: By Senator David Haley

Judicial foreclosure. This bill would amend the judicial foreclosure and order of sale of real estate by a county to require judicial foreclosure public auctions to be conducted in person at a physical location in the county. It still allows bids by online or electronic means of communication, but no auction or bidding shall be exclusively conducted online or by electronic means. It would also amend current law to require that once the sale is confirmed and the deed executed by the county sheriff, the deed must immediately be filed for record in the office of the register of deeds.

HB 2066: By Committee on Federal and State Affairs

Employment of unauthorized aliens. This bill would prohibit the employment of unauthorized aliens by any business entity or public employer in the state of Kansas. The Attorney General shall investigate any complaint and if a business violates this act, they shall receive a court order to terminate employment of the unauthorized alien. If the business does not terminate employment the court shall suspend all business licenses that are held by the business entity until the employee is terminated. After a third violation of this act the court shall permanently suspend all business licenses held by the business.

On and after July 1, 2025, every business entity doing business within this state that employs one or more employees shall register with and utilize E-Verify to verify the employment authorization of all new employees. The business entity shall retain all documentation received in connection with its participation in E-Verify that verifies the employment authorization of any employee verified through E-Verify for at least three years after the end of an employee's employment with such business entity. Upon request by any county or district attorney or the attorney general, the business entity shall provide this documentation to such county or district attorney or the attorney general.

Bills that Died

SB 196: By Committee on Federal and State Affairs

Unauthorized aliens; business mandate. This bill would require all business entities and public employers in Kansas to register and use an E-Verify program. E-Verify is a federal employment authorization program used to compare information from I-9 forms to governmental records to confirm that an employee is authorized to work in the US.

It would prohibit the employment of unauthorized aliens on or after July 1, 2025.

"Unauthorized alien" is defined as an alien who does not have the legal right or authorization under federal law to work in the United States. The business entity shall retain all documentation received in connection with its participation in E-Verify that verifies the employment authorization of any employee verified through E-Verify for at least three years after the end of an employee's employment with such business entity. Upon request by any county or district attorney or the attorney general, the business entity shall provide this documentation to such county or district attorney or the attorney general.

It would also require all business entities to submit an annual signed affidavit to the secretary of revenue that states (1) if the business entity is enrolled in and actively participating in E-Verify; (2) has used E-Verify to confirm the employment authorization of every employee hired on or after July 1, 2025; (3) has confirmed that any independent contractor paid by the business entity is an independent contractor who is registered with and utilizing E-Verify to verify the employment authorization of all new employees; and (4) the business entity's identification number signifying the employer's enrollment in E-Verify.

This act may be enforced in state court by a civil action brought by the district attorney or attorney general. If a business entity violates the provisions of this section, the court shall order the business entity to terminate the employment of all unauthorized aliens and file a signed affidavit with the relevant county or district attorney within three business days. If the business entity fails to file a signed affidavit with the county or district attorney within three business days, the court shall order the suspension of all business licenses that are held by the business entity until the business entity files such signed affidavit with the county or district attorney. For the first violation of this act, the court shall order the suspension of all business licenses issued by the state or any subdivision of the state that are held by the business entity for at least one day but not more than 30 days. For a second violation of this act, the court shall order the suspension of all licenses that are held by the business entity for at least 30 days but not more than one year. For a third violation of this section, the court shall order the permanent suspension of all business licenses that are held by the business entity and the revocation of the business entity's registration as a corporation, limited liability company, or limited partnership in this state, if applicable.

HB 2089: By Committee on Commerce, Labor, and Economic Development

State level interchange fee. This bill would exempt the portion of a credit card transaction constituting a tax or gratuity from the interchange fee charged by the card issuer. An issuer, payment card network, acquirer bank or processor shall not receive or charge a merchant any interchange fee on the tax amount or gratuity amount of an electronic payment transaction if the merchant informs the acquirer bank or its designee of the tax or gratuity amount as part of the authorization or settlement process for the electronic payment transaction. The bill includes an exemption if the merchant provides the relevant data about the tax or gratuity during the authorization or settlement process. If a merchant does not initially provide the necessary tax or gratuity data, they can submit supporting documentation (e.g., invoices, receipts) to claim a refund for the fees charged on those amounts, within 180 days of the transaction. The bill makes it unlawful for any involved parties (card issuers, payment networks, etc.) to intentionally manipulate or increase interchange fees on transactions involving taxes or gratuities. Violators may face civil penalties of up to \$1,000 per transaction and could be required to refund unlawful fees. The attorney general or district attorneys can pursue legal actions on behalf of affected merchants to enforce the provisions of this act, including seeking refunds for unlawfully charged fees.

HB 2090: By Representatives Poskin, Amyx, Featherston, Haskins, Hoyer, Martinez, McDonald, Meyer, Neighbor, Osman, S. Ruiz, Schlingensiepen, Stogsdill, Wikle and Woodard

Kansas employee emergency savings account. This bill would establish the Kansas employee emergency savings account program. It would provide an income and privilege tax credit for certain eligible employer deposits in employee savings accounts established

under the program. It would provide a subtraction modification for certain employees to deposit savings accounts under the program.

The program provides for participating eligible employers to assist with the establishment of optional employee savings accounts that allow automatic deposits by means of payroll deductions from employees' paychecks and additional deposits by the employer. The eligible employer shall make an initial deposit in an amount of at least \$50 on behalf of a participating employee to establish such a savings account. The eligible employer may make additional deposits to employees' savings accounts based on matching funds or other amounts as determined by the employee.

The employee savings accounts shall be federally insured savings accounts established and maintained at a federally insured bank, savings bank, savings and loan association or credit union. The savings accounts shall offer online and mobile banking access. The owner or account holder of such savings account shall be the employee for whom the savings account was established. The eligible employer shall not attempt to restrict the use of any moneys in employees' savings accounts established pursuant to this section. The eligible employer shall offer a mobile application that notifies employees of payroll deposits and provides financial literacy tools and educational materials to learn about saving for emergencies, establishing savings goals and budgeting.

HB 2191: By Committee on Local Government

Legal notice publications. This bill would amend legal publication to state that any law that requires any person or entity to publish a legal notice shall be deemed to be legally satisfied if a person or entity publishes the required legal notice on a website designated as an official legal notice website by a city or county pursuant to K.S.A. 64-10.

This shall not affect or modify any provision of law that requires a person or entity to publish a legal notice in a newspaper and on a website. Publication of any legal notice subject to any such dual publication requirement shall be made in accordance with the applicable provision of law.

HB 2235: By Committee on Financial Institutions and Pensions

TEFFI. This bill would add Technology Enabled Fiduciary Financial Institutions (TEFFI) to the state banking code. It would expand the definition of custody accounts to include digital assets. It would reduce the TEFFI application fee that is paid to the OSBC from \$250,000 to \$25,000. It would change the due date for annual reports to the OSBC to March 1. It would exempt TEFFIs from certain record retention requirements. It would authorize TEFFIs to issue certificates with alternative asset custody accounts or underlying assets. It would allow TEFFIs to issue certificates on behalf of a trust as part of their business. It would change the definition of qualified investment to include infrastructure in economic growth zones. It would allow the commerce department to publish schedules in the Kansas

register for distribution amounts. It would expand the definition of qualified charities to include non-profit corporations, regardless of federal tax treatment.

HB 2281: By Committee on Financial Institutions and Pensions

Linked deposit loans. This bill would abolish the existing linked deposit loan programs and move them into the Kanbucks program. It would authorize the state treasurer to invest in linked deposit loans with eligible financial institutions to provide linked deposit loans to eligible borrowers. It would abolish the existing Kansas agricultural production loan deposit program, the Kansas housing loan deposit program, the extraordinary utility costs loan deposit program, the Kansas economic recovery loan deposit program, and the city utility low-interest loan program (which would now be under the Kanbucks program). It would provide for the continuation of existing linked deposit loans under the old program.

The state treasurer would be authorized to invest in linked deposits; the total amount deposited at any one time shall not exceed 5% of the pooled money investment portfolio. The state treasurer may invest additional amounts in linked deposits beyond the limit established if the state treasurer receives approval from the pooled money investment board for each such additional linked deposit. No single linked deposit loan to an eligible borrower for agricultural production or business purposes shall exceed \$2,500,000. No loan for a house shall be amortized for a period of more than 15 years.

HB 2309: By Committee on Legislative Modernization

Notary and register of deeds. This bill would concern the register of deeds process with respect to real estate documents in an effort to mitigate real estate document-related fraud. It would provide for the development, implementation, and administration of a two-tiered authentication system for notarization of real estate documents. It would require the use of a 3D liveness biometric antifraud system for all notaries by December 31, 2026.

"3D biometric information" means a digital record of an individual's facial features obtained via an internet of things-based camera system utilizing 3D liveness detection and other technologies.

It would require all counties to require use by notaries public of such biometric anti-fraud system as a condition of recording of such real estate documents with the register of deeds on or before such date. It would require banks or other private entities to use the system by notaries public at any time that real estate documents are presented for recording with the register of deeds. It would also allow any register of deeds to delay the recording of real estate documents in the event of suspected fraud to allow an investigation of the validity of the document.

HB 2337: By Committee on Financial Institutions and Pensions

International wire transfer fee. This bill would impose a fee on each international transaction by a money transmitter by wire. For any money transmitter by wire for \$500 or less there shall be a \$7.50 fee for each international transaction. For any money transmitter by wire for over \$500 there shall be a fee for an amount equal to 1.5% of the international transaction. The definition of money transmitter by wire does not include wires performed by a federally insured depository financial institution. Each customer shall receive a receipt for the transaction, and it would establish an income tax credit for fees paid.

Any money transmitter who falls under the act should file monthly reports with the director of taxation and send any fees collected. If the secretary of revenue does not receive the information or fees, it would allow the state bank commissioner to assess penalties for nonpayment of the fees. It would provide for the distribution of the fee and penalty moneys to a criminal litigation fund, wire transfer fee fund, and prosecutor and law enforcement grant fund.

It would create a misdemeanor crime of unlawful transmission of a wire transfer and penalties for that act. An unlawful transmission of a wire is any of the following when done by a person who is not a United States citizen or an alien who is lawfully present in the United States: (1) sending or receiving a wire transfer; (2) depositing money in a financial institution for the purpose of sending a wire transfer; or (3) withdrawing the proceeds of a wire transfer.

KBA Trust Conference Statistics

Year	Trust Member Fee	Trust Officers	Business Partners	Location
2010	\$175	57	12	Wichita
2011	\$175	71	15	Topeka
2012	\$175	69	17	Manhattan
2013	\$185	69	13	Lawrence
2014	\$185	58	14	Wichita
2015	\$185	74	21	Manhattan
2016	\$185	74	24	Topeka
2017	\$190	76	34	Lawrence
2018	\$190	65	32	Salina
2019	\$190	82	24	Manhattan
2020	\$190	71	6	Virtual
2021	\$190	69	13	Lawrence
2022	\$200	81	25	Manhattan
2023	\$200	80	25	Lawrence
2024	\$200	64	19	Wichita

**KBA Trust Conference
October 24-25, 2024
Wichita Marriott
Wichita, KS**

TOTAL ATTENDEES: 83

Bankers/Trust Officers: 64
Sponsor Reps: 19

BUSINESS PARTNERS: 14

KBA, Insurance
Blue Cross Blue Shield of Kansas
First National Bank of Hutchinson
Federated Hermes
First Bankers Bank Securities
J.P. Morgan
Fifth Third Institutional Services
Kropschot Consulting Partners
Goldman Sachs
Infovisa
Proxytrust
Cohen & Steers
First Trust Advisors
Farmers National Company

SPONSORSHIP DOLLARS:

2024 – \$22,500
2023 - \$20,000
2022 - \$31,000
2021 - \$22,000
2020 - \$7,000
2019 - \$27,000
2018 - \$39,000
2017 -\$31,500

REGISTRATION FEES – Early Bird Fees Before 10/18/24	After 10/18/24
KBA Trust Division Members \$200	\$250
KBA Members (non-Trust Div.) \$300	\$350
Non-Members \$600	\$650



Trust Division
A DIVISION of KBA

**2025 KBA Trust Conference
Registration Form**
Hilton Garden Inn, Manhattan, KS
October 23-24, 2025

Registrant Name: _____

Title: _____

Bank or Company: _____

Address: _____ City, ST Zip: _____

Phone: _____ E-mail: _____

Registrant Name: _____

Title: _____

Bank or Company: _____

Address: _____ City, ST Zip: _____

Phone: _____ E-mail: _____

	<u>Early bird registrations postmarked on or before October 16, 2025</u>	<u>Registrations postmarked after October 16, 2025</u>
<input type="checkbox"/> KBA Trust Division Members	\$200 per person	\$250
<input type="checkbox"/> KBA Members (non-Trust Div.)	\$300 per person	\$350
<input type="checkbox"/> Non-Members	\$600 per person	\$650

Fee includes instruction and electronic access to *most materials* after the conference.

There will be a conference link sent out a few days prior to the conference.

We understand that circumstances arise requiring cancellation, if you cancel by 10/16/25, your registration fee will be refunded.

Substitutions are allowed with advance notice.

Ways to register:

1. Complete and mail registration form with payment. **Please use this form as your invoice.**
2. Register online using a credit card at: www.ksbankers.com

*Kansas Bankers Association / ATTN: Alana Seelbach / PO Box 4407, Topeka, KS 66604-0407 /
P: (785) 232-3444 / www.ksbankers.com*

2025 KBA TRUST CONFERENCE
October 23-24, 2025
Hilton Garden Inn, Manhattan, KS

Day 1	Thursday, October 23rd
10:00 – 10:45 am	Registration
10:00 – 3:30 pm	Sponsor Exhibits Open
10:45 - 11:00 am	Welcome and Announcements Mark Kennedy, KBA Trust Division President Julie Hower, Chair of KBA Board
11:00 – Noon	General Session 1. 2. 3.
Noon – 1:00 pm	Lunch
1:00 – 2:00 pm	General Session 1. 2. 3.
2:00 – 2:30 pm	Introduction of Business Partners/Refreshment Break
2:30 – 3:30 pm	General Session 1. 2. 3.
3:30 – 3:45 pm	Refreshment Break
3:45 – 4:45 pm	General Session 1. 2. 3.
4:45 – 5:15 pm	KBA Trust Division Annual Meeting
5:15 – 6:15 pm	Reception

2025 KBA TRUST CONFERENCE
October 23-24, 2025
Hilton Garden Inn, Manhattan, KS

Day 2	Friday, October 24th
7:00 – 7:45 am	Buffet Breakfast/Exhibits Open
7:45 – 8:45 am	General Session 1. 2. 3.
8:45 – 9:45 am	General Session 1. 2. 3.
9:45 – 10:00 am	Refreshment Break
10:00 – 11:00 am	General Session 1. 2. 3.
11:00 – Noon	General Session 1. 2. 3.
Noon	Meeting Adjourned

2024 KBA Trust Conference

	Low			High		
	1	2	3	4	Number	Rating
General Sessions						
<i>Dr. Roger Tutterow- Economic Update</i>						
Overall Impression	0	0	7	16	23	3.70
Comments:	Good opener (3), good information (4), jumped around, little dry, well spoken (3), good knowledge (3).					
<i>Jeff Kropschot-Culture is Key</i>						
Overall Impression	0	2	11	10	23	3.35
Comments:	More culture talk, good ideas, more about compliance (3), not informative, enjoyed topic (2), good speaker (2), good examples (3), excellent.					
<i>Linda Drussel- Make Politics Boring Again</i>						
Overall Impression	0	6	10	7	23	3.04
Comments:	Confusing topic, was not relevant, too politically driven, boring, good insight, interesting opinion (2), liked the statistics (2), good information (2), good speaker.					
<i>Jeff Kropshot- Conflicted</i>						
Overall Impression	0	2	7	13	22	3.50
Comments:	Good information (5), good speaker (7), information was not valuable, explain acronyms.					
<i>Austin Stockfisch & Noah Helm- Fixed Income</i>						
Overall Impression	0	0	6	18	24	3.75
Comments:	Great speakers (10), good information (8), Noah was the favorite (2), always involved, stock talk was interesting, good insight.					
<i>Neil & Caleb Stevens- Team Engagement</i>						
Overall Impression	0	1	8	15	24	3.58
Comments:	Favorite part of conference, good information (9), outstanding (4), good insight on leadership (3), good speakers.					
<i>Larry Divers- Retirement Plan Issues</i>						
Overall Impression	0	1	3	20	24	3.79
Comments:	Interactive speaker (5), wealth of knowledge, great job (2), good information (4), needs more information, information was outdated.					

2024 KBA Trust Conference

Larry Divers- SECURE 2.0 & RMD						
Overall Impression	0	0	3	21	24	3.88
Comments:	Interactive speaker (6), good information (6), "hot" topic, wealth of knowledge, good job, trusted expert (2),					
Topic Suggestions for Future Events:						
Pooled Income Trust, CRT, CUT, IRA, Retirement Issues, Long Term Care Planning.						
Additional Comments:						
Keep politics out						
Thank you for the event						
Food and refreshments were awesome (2)						
Too cold						
Good location						
Great topics (2)						
Great information (2)						
Love the smaller conference size						
Glad to have KBA talk at lunch						

2021 KBA Trust Conference

Day One	Low			High		
	1	2	3	4	Number	Rating
John Tousley						
Delivery	0	0	3	36	39	3.92
Knowledge	0	0	1	37	38	3.97
Overall Impression	0	0	3	35	38	3.92
Comments:						
*Info was easy to follow and understand						
*Very knowledgeable and kept everyone's attention (3)						
*Necessary annually						
*Bring him back! (3)						
*Appreciate him taking questions as he goes along						
*Positive outlook						
Paul Long						
Delivery	0	0	2	37	39	3.95
Knowledge	0	0	5	33	38	3.87
Overall Impression	0	0	3	34	37	3.92
Comments:						
*Great takeaways						
*Great tips for us to incorporate more fun in our lives						
*Had practical advice to use in everyday business						
*Best speaker of the entire conference!						
*Information was relevant to everyone						
*Great way to break up the informational sessions						
*Loved the positive energy and outlook he stressed (5)						
Steve Stasiukonis						
Delivery	0	1	13	24	38	3.61
Knowledge	0	0	3	34	37	3.92
Overall Impression	0	1	10	25	36	3.67
Comments:						
*Informational but overwhelming (2)						
*Great knowledge on this topic						
*Still a complex idea but have a better understanding than before						
*Did his best to explain block chain						
*Fast-paced						
*Not quite what I needed to know						
*Somewhat hard to follow (2)						
*Timely (2)						
*Interesting topic way over my head (2)						
Mary Green						
Delivery	3	12	17	4	36	2.61
Knowledge	1	1	10	23	35	3.57
Overall Impression	2	14	14	5	35	2.63
Comments:						
*Too detailed (2)						

2021 KBA Trust Conference

*Felt like a federated sales pitch (11)						
*Good topic, but the session turned into a commercial						
*Liked that she went over ESGs (2)						
*Dry						
*Not what I expected, hoped to learn ore about how it performs						
*Slow moving						
Day Two	1	2	3	4	Number	Rating
Keith Prather						
Delivery	0	0	5	32	37	3.86
Knowledge	0	0	1	35	36	3.97
Overall Impression	0	0	3	33	36	3.92
Comments:						
*Good information and knowledge (6)						
*Very relevant to current concerns						
*Great to get this kind of perspective from someone local						
*Felt like he had a great handle on where we are at and what to expect						
*Ease of delivery - Forecast for our economy was very interesting to see how the ripple effects are						
*Great speaker (2)						
Stewart Weaver						
Delivery	0	2	14	22	38	3.53
Knowledge	0	1	3	33	37	3.86
Overall Impression	0	1	13	23	37	3.59
Comments:						
*Great presentation on ethics						
*Did well even with difficult subject and ethics (2)						
*Interesting statistics (2)						
*A little slow at times (2)						
*Not high value info, not sure how it applies						
*Presentation could have been more tailored for trust officers, not attorneys (2)						
*This topic needs to be addressed more often						
Larry Divers - "Retirement Planning in 2021"						
Delivery	0	0	3	35	38	3.92
Knowledge	0	0	0	37	37	4
Overall Impression	0	0	1	36	37	3.97
Comments:						
*A lot of info that hasn't made the media and is very timely to our industry (2)						
*Glad he shared possible changes coming						
*Good need to know info and knowledge of materials						
*Does a great job, interesting to listen to (7)						
*Great educator (2)						
*Bring him back!						
Larry Divers - "2021 Washington Update"						
Delivery	0	0	3	35	38	3.92
Knowledge	0	0	0	37	37	4
Overall Impression	0	0	1	36	37	3.97
Comments:						

2021 KBA Trust Conference

*Very informative and timely (4)						
*Given the current legislation and future changes - we need Larry again						
*Good new info and slides on the proposed tax law (3)						
*The best! (4)						
*appreciate the simplification and slides of tax bill						
*Went a little fast, a lot of info in a little time						
*Delivery style was very easy to listen to						
Overall Conference						
Effectiveness	0	0	0	32	32	4
Usefulness	0	0	4	28	32	3.88
Quality of content	0	0	3	29	32	3.91
General Comments:						
*DoubleTree is a perfect location (3)						
*Nice hotel and conference area (10)						
*Liked the setup of the conference						
*Great info, attendees and speakers (3)						
*Service was exceptional						
*Reminder to look at app to be able to view in landscape vs. portrait on devices						
*Would be good to have a 5 minute break between speakers						
*Always a good conference overall						
*Stick to schedule - cue the speakers when they are about to run over						
*Wish there were an evening event or dinner on day 1						
*Best Kansas Trust Conf. lineup						
*Good food (3)						

2022 KBA Trust Conference

	Low 1	2	3	High 4	Number	Rating
General Sessions						
Michael Stillitano - "Investing in the World of Sticky Inflation"						
Delivery	0	1	20	27	48	3.54
Knowledge	0	0	12	36	48	3.75
Overall Impression	0	0	15	33	48	3.69
Comments:						
*Great speaker						
*Very good information and presentation						
*Clear and concise speaker (2)						
Matt Jones - "Banking is a Marathon - How to Stay Motivated"						
Delivery	2	14	14	18	48	3.00
Knowledge	2	8	13	24	47	3.26
Overall Impression	2	13	13	20	48	3.06
Comments:						
*Good presentation						
*I did not find him motivating & mostly cliché						
*Very good						
*I had trouble following his story.						
*Don't think we need motivation in short conference						
*Didn't seem to be an appropriate speaker for this event. Unimpressed						
*Not sure if it was a nervous laugh, but it was distracting						
*has a great story but presentation has a lot of room for improvement.						
*A lot of cliches and sayings like it was Hobby Lobby						
*Laughs too much						
*Great story and inspiration (3)						
*Came across as an unprepared speaker						
*That laugh...						
*Good message but the delivery lacked						
*Excellent speaker - provided many tips for everyday use						
*Nice to have someone local						
Matt Hoy - "Ethics - A Smattering"						
Delivery	1	17	18	11	47	2.83
Knowledge	0	3	11	33	47	3.64
Overall Impression	0	8	22	17	47	3.19
Comments:						
*Very good						
*He seemed to only be worried about ethics for a practicing attorney & egotistical						
*Hard to listen to based on his delivery						
*Bit dragging						
*Content was a little vague						
*Good job on a boring topic						
*Dry in an already dry topic (3)						

2022 KBA Trust Conference

*Tough subject to present (2)							
*Too quiet - couldn't hear							
*A little personality would've been better but good overall							
*Geared toward attorneys & didn't appear to understand a trust officer or fiduciary role (2)							
*Hard to identify the take-away from the stories & presentation							
*Fantastic							
Dr. Roger Tutterow - "Economic Update"							
Delivery	0	0	0	49	49	4	
Knowledge	0	0	1	48	49	3.98	
Overall Impression	0	0	2	47	49	3.96	
Comments:							
*A little repetitive from Michael Stillitano							
*Great! (2)							
*Fantastic! (3)							
*Good explanation of data-intensive material with good use of humor to keep engagement (2)							
*Best presentation of the day! (2)							
*Excellent presentation! Useful information well organized (2)							
*Presented difficult info in an engaging way that held my attention							
*Felt he was able to connect with the audience easily							
*Very engaging! (2)							
*Good insight into the factors that measure inflation							
*Liked this content very much							
*Really enjoyable							
*Very good session & has excellent delivery of economic subject (2)							
*Always an interesting presentation							
*Great speaker and economist							
*This guy ws excellent - bring him back again! (2)							
Bill Ehling - "Economic Assessment and Fixed Income Outlook"							
Delivery	0	4	20	26	50	3.44	
Knowledge	0	0	7	42	49	3.86	
Overall Impression	0	1	17	31	49	3.61	
Comments:							
*First presentation.. Little dull to listen to							
*Dense with info but hard to follow due to fast pace and complex vocabulary							
*Echoed other presenters by providing same info, but gave a slightly different forecast							
*Useful topic, good delivery							
*Great presentation (3)							
*Very good							
*Slide deck data from August- not useful in October							
*Tough subject first thing in the morning (2)							
*Over my head, I'm sure it was great for others							
*Provided a lot of relevant data							
*Maybe choose one economic outlook, not two							

2022 KBA Trust Conference

Linda Duessel - "Cryptocurrencies Demystified"						
Delivery	0	2	18	28	48	3.54
Knowledge	0	1	14	33	48	3.67
Overall Impression	0	2	17	29	48	3.56
Comments:						
*Great information (2)						
*Very helpful						
*Well done to continue with basics						
*Best presentation on cryptocurrency I've seen (2)						
*Relevant and useful information						
*Excellent presentation - very interesting (2)						
*Always good						
*She's fabulous!! Great ability to explain a complicated topic						
*still don't fully understand crypto but getting better						
*Very rushed in the final part of the presentation						
*Great info on Bitcoin!						
*Would have liked to see more about the "disruptive" tech i.e. block chain						
*Interesting						
Larry Divers - "Fiduciary Advice Expanded for Retirement Discussions"						
Delivery	0	2	4	43	49	3.84
Knowledge	0	0	0	49	49	4
Overall Impression	0	1	3	45	49	3.78
Comments:						
*Always good (5)						
*Scary but great						
*Very knowledgeable but too many definitions and form numbers. Need to put into practical use						
*So much compliance work						
*Great info. Boiled it down to understand (2)						
*Great clarification on PTE2020-02						
*Does a wonderful job of presenting a lot of complex info in a way that's understandable						
*Great info - could have been summarized. Most are already complying						
*I have a lot of respect for Larry.						
*Delivers info in a way that is a conversation						
*Larry's why I came!						
*Useful info but needs more time for his presentation						
*Love						
*Appreciate the tips and documentation provided						
*Less compliance and more advisor related discussion on retirement planning						
*Not applicable for all of us						
Larry Divers - "2022 Tax Changes"						
Delivery	0	1	4	41	46	3.87
Knowledge	0	0	2	44	46	3.96
Overall Impression	0	0	3	43	46	3.93
Comments:						

2022 KBA Trust Conference

*too much history - needs to focus on the topic (2)
 *Love
 *Larry is always a great choice for speaker (2)
 *Always very knowledgeable and enjoy his presentation (3)
 *Excellent speaker
 *Need more time for this topic
 *Great
 *Larry's fantastic

Overall Conference							
Effectiveness	0	0	8	34	42	3.81	
Usefulness	0	0	9	33	42	3.79	
Quality of content	0	0	10	32	42	3.76	

General Comments:

*First time attendee - really impressed with speaker quality and value
 *Don't start Day 2 so early (2)
 *Some information was repetitive
 *Two speakers were misses
 *Presentation on best practices trust administration from a corporate fiduciary perspective would be spot on and relevant
 *Great conference (5)
 *Conference a little overweight on economics & investments (2)
 *Enjoyed the sponsor booths
 *CE you can actually use!
 *Too many economists who said the same thing
 *The conference was well put together, enjoyed the variety of snacks, etc.
 *Is one day enough? No trade off of staying another day
 *Thursday social hour would have preferred to start directly after speaker, many left
 *Pick a different hotel - no hot water, noise level, not impressed with hotel food
 *Best venue! Always a good conference
 *Day 2 was full of great info!
 *Facility was very nice and speakers and topics were great. (2)
 *KBA personnel are very friendly and helpful
 *Hotel was accomodating

Topic Suggestions

*Trends in regulation governing banks & Trust Co
 *Legislative update
 *The good & bad - what kansas regulators find in our industry
 *Economic update including KS
 *Bank products and trust services - Conflict?

2023 KBA Trust Conference

	Low 1	2	3	High 4	Number	Rating
General Sessions						
John Tousley - "Economic and Market Outlook"						
Delivery	0	0	3	27	30	3.9
Knowledge	0	0	2	28	30	3.93
Overall Impression	0	0	3	27	30	3.90
Comments:						
*Good presentation (6)						
*Best speaker						
*Very energetic & knowledgeable, made the topic easy to follow						
*My favorite presentation						
*Excellent commentary - easy to follow, very engaging						
*Would love more information on geopolitical issues. Challenges and forecasts						
*Excellent job presenting the market outlook						
Brenda Benning & Mitch Caddell - "Transfer of Wealth & Tax Strategies"						
Delivery	0	6	12	12	30	3.20
Knowledge	0	4	5	21	30	3.57
Overall Impression	0	4	14	12	30	3.27
Comments:						
*Great review of info						
*Great content - loved the inclusion of currently effective & upcoming secure 2.0 changes						
*Very useful info						
*Pretty basic info covered (5)						
*Good review for trust officers						
*Tough topic right after lunch (2)						
*Topic was rushed at the end for time						
*This was more a high level view of key words, would like to see more application						
*Seemed geared to high networth people						
Mike Conrath - "The Guide to Retirement"						
Delivery	0	0	4	25	29	3.86
Knowledge	0	0	5	24	29	3.83
Overall Impression	0	0	5	24	29	3.83
Comments:						
*Very good job (5)						
*Great onfo on Secure Act 2.0						
*Needed more GTR handouts						
*Excellent in presenting						
*Repetitive from first two presentations						
*Useful information						
Carrie Horn - "Retirement Reimagined"						
Delivery	0	2	0	28	30	3.87
Knowledge	0	0	3	27	30	3.9

2023 KBA Trust Conference

Overall Impression	0	1	3	26	30	3.83
Comments:						
*Useful information						
*Great energy						
*Kept what is generally dry material interesting and engaging						
*Very informing						
*Timely information & Carrie does a great job presenting						
*Awesome! So knowledgeable						
*Great job on Secure 2.0 (2)						
*Great presentation (2)						
*Lots of content and handled it well (2)						
Jerry Connor - "Federated Hermes Fixed Income Market Outlook"						
Delivery	0	1	15	14	30	3.43
Knowledge	0	0	5	25	30	3.83
Overall Impression	0	0	16	14	30	3.47
Comments:						
*Great job especially on fixed income						
*Very timely						
* A lot to unpack but very transparent with multiple data points - went a little fast						
*Good presentation						
Stewart Weaver - "Ethical Considerations When Multiple Pros Serve a Mutual Client"						
Delivery	0	7	7	15	29	3.28
Knowledge	0	1	4	24	29	3.79
Overall Impression	0	4	11	14	29	3.34
Comments:						
*Dry						
*Very slow delivery. Difficult to stay focused on what he was talking about						
*Ethics is a hard subject for speaker presentations. He did a good job (2)						
*Knowledgeable but didn't care for the presentation itself						
*Good job, hard topic (2)						
*Enjoyed the humor and information						
Curtis Waltermire - "Human Connection in a Digital World"						
Delivery	0	0	5	23	28	3.82
Knowledge	0	0	6	22	28	3.79
Overall Impression	0	1	4	23	28	3.79
Comments:						
*Don't like idea of mentalist, etc. Mostly faith reasons						
*Enjoyed the underlying message						
*Loud (2)						
*Awesome (2)						
*Great (3)						
*Could have been longer						
*Mind blown						

2023 KBA Trust Conference

*Fantastic, have him back							
*Fun and good reminder to stay present with our clients							
Stephen Mazza - "Ethical Obligations of Tax Practitioners"							
Delivery	0	0	9	18	27	3.67	
Knowledge	0	0	3	24	27	3.89	
Overall Impression	0	0	12	15	27	3.56	
Comments:							
*Good info, seems to be more relevant to tax preparers							
*Good reminders about ethics around tax advice							
*Shouldn't be the end							
*Very informative							
*Did a good job							
Overall Conference							
Effectiveness	0	0	4	22	26	3.85	
Usefulness	0	0	7	19	26	3.73	
Quality of content	0	0	6	20	26	3.77	
General Comments:							
*Missed the bags to put the give aways in from sponsors							
*Printed handouts for the speakers would be great							
*Great conference and worthwhile use of time							
*Curtis's presentation would've been a better closer (2)							
*Nice hotel stay, like the restaurant option for evening meal							
*Excellent conference (2)							
*The sessions were very good. Thank you for coordinating the conference.							
*Have an energetic speaker first thing day 2							
*Why two ethisc sessions?							
Topic Suggestions							
*Special needs trusts, ABLE Accounts, Medicare planning, Great wealth transfer							
*Boomer to millenials transfers							

Thursday, October 17, 2019

9:30 a.m. **Morning Refreshments**
Sponsored by Reich & Tang

10:00 -10:45 a.m. **Registration**

10:00 - 3:30 p.m. **Sponsor Exhibits Open**

10:45 - 11:00 a.m. **Welcome and Introductions**
Joe Karnes, KBA Trust Division President

11:00 - Noon ***Games of (Un) Knowns: Economic and Market Perspective***
John Tousley, Goldman Sachs

Noon - 1:00 p.m. **Lunch and Tradeshow**

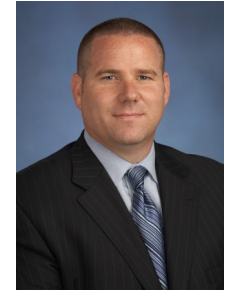
1:00 - 2:00 p.m. **Keynote Speaker**
Miracle on the Hudson
Doreen Welsh, US Airways



If you had only 90 seconds to focus the survival skills of those around you, what would you do? This is the question Doreen asks, it's the question she answers, it's the story she tells—it's the story that has audiences in tears one minute and laughing out loud the next.

2:00 - 2:30 p.m. **Introduction of Business Partners/Break**

2:30 - 3:30 p.m. ***Hoodlums to Hackers: How Criminals Get Our Information and What We Can Do to Stop Them***
Jeff Lanza, The Lanza Group
Sponsored by Schools of Banking



3:30 - 3:45 p.m. **Refreshment Break**
Sponsored by Palmer Square Capital Management

3:45 - 4:45 p.m. **Breakouts**
1. Ethics, Steward Weaver, Foulston Siefkin LLP
2. A Fiduciary Perspective to Managing ILIT and TOLI Risk, George Whitelaw III, The TOLI Center



4:45 p.m. **Adjourn**

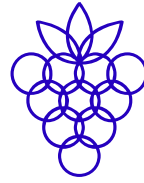


5:00 p.m.

Shuttle leaves from hotel to head to the Liquid Art Winery
Transportation Sponsored by Accutech Systems

5:30 - 8:00 p.m.

Centennial Reception & Dinner Celebration
Liquid Art Winery & Estate, Manhattan, KS
Dinner Sponsored by **Federated®**



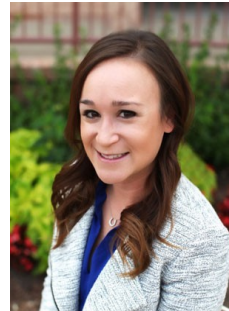
Friday, October 18, 2019

7:00 - 7:45 a.m.

Buffet Breakfast & Refreshments

7:45 - 8:45 a.m.

Elder Law Basics
Maureen Lester, Shepherd Elder Law Group, LLC



8:45 - 9:45 a.m.

Industry Savings Trends
Steve Christenson, Ascensus



9:45 - 10:00 a.m.

Refreshment Break
Sponsored by Ascensus



10:00 - 11:00 a.m.

Economic & Market Update:
It All Depends on Your Time Horizon,
Linda Duessel, Federated

11:00 - Noon

Looking at Trust and the Fiduciary: In and Out of the Weeds,
Michael Daly, Pohl Consulting and Training, Inc.



Noon

Meeting Adjourned

8:45-9:00 a.m. CDT

Welcome & Announcements

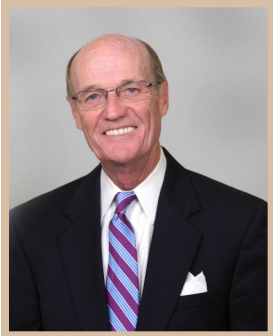
9:00-10:00 a.m. CDT

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

Keynote Speaker

Larry Divers, *Executive Vice President, Subject Matter Expert, Cannon Financial*

Sponsored by Federated Hermes



Cannon Financial Institute's Larry Divers will guide you on how to implement and monitor the provisions of the CARES Act and Secure Act as well as IRS Notice 2020-50 and the new required minimum distribution rules under IRS Notice 2020-51.

Bio: Larry brings a comprehensive knowledge of investments, retirement plans and wealth management into each of his engagements. He consistently provides high-quality training and learning experiences, earning him top marks from his audience's time and again. Larry is a prominent fiduciary consultant, advising and raining across the financial services industry. The end result of his guidance is efficient, strategic and in-depth product, marketing and sales plans. Larry's work was appeared in Trust & Estates Magazine as well as other industry publications. He has industry experience with Citizens Federal Savings and Loan, Wells Fargo and First Interstate.

10:00-11:00 a.m. CDT

Keynote Speaker

Dr. David Kelly, *Chief Global Strategist, J.P. Morgan Asset Management*

Sponsored by J.P. Morgan Asset Management



In this 60-minute session, Dr. David Kelly will shed light on our current investment outlook and opportunities we are seeing across the global markets. David will share J.P. Morgan's perspectives on key topics from the economic growth, employment, COVID-19, consumer confidence, implication of monetary and fiscal stimulus and more.

Bio: Dr. David Kelly is the Chief Global Strategist and Head of the Global Market Insights Strategy Team for J.P. Morgan Funds. With over 20 years of experience, David provides valuable insight and perspective on the economy and markets to thousands of financial advisors and their clients.

11:00-11:10 a.m. CDT

Break

11:10-12:10 p.m. CDT

Ethical Considerations for Trust Officers and Attorneys

Keynote Speaker

Jeff Bottenberg, *Vice President, Trust, BOK Financial*



Mr. Bottenberg's presentation will discuss the statutory ethical duties that trust officers must follow when administering trusts and fiduciary accounts. Mr. Bottenberg will also discuss the Kansas Rules for Professional Conduct that apply to attorneys that serve as fiduciaries.. In both instances, the statutes and Rules will be further explained and clarified by case law.

Bio: Jeff is responsible for managing and building relationships with affluent clients and wealth management professionals. He has trust and estate planning experience, in positions of increasing responsibility since 1999. He also serves as the Legislative Representative, Kansas Bankers Association Trust Division; Member of the MOKAN Trust and Financial Planning Conference; Former Judge Advocate in the Kansas Army National Guard (deployed to Iraq in 2009); Member, Kansas Board of Accountancy; President of the Board of Directors, Adoption and Beyond, Overland Park, KS.

12:10 p.m. CDT

Day One Adjournment



8:55-9:00 a.m. CDT

Welcome & Announcements

9:00-10:00 a.m. CDT

Economic & Market Outlook: It All Depends on Your Time Horizon

Keynote Speaker

Linda Duessel, Senior Equity Strategist, Federated Hermes



Pandemic! Unprecedented global response by fiscal and monetary authorities. The Economy—What to expect for jobs and consumers. The Market—What to expect for investors. Market structure and its effect on trading and stocks. A look at regions and styles of investing. When the Dust Settles—the election, social distancing considerations. The Long Term—good news and bad for the long-term Investor.

Bio: As senior equity strategist, Linda Duessel is part of the team responsible for formulating Federated Hermes' views about various equity market conditions and the firm's positioning strategies. She is also responsible for articulating the strategy, process, positioning and performance of Federated Hermes' equity portfolios. Linda has been a regular contributor to CNBC's "Closing Bell" and other programs. In addition, she has appeared on Fox News "Your World with Neil Cavuto" and Bloomberg Television. Linda has also been extensively quoted by Associated Press, The Wall Street Journal and Barron's and has been featured in the annual roundtables for USA Today and Smart Money Magazine. Linda also discusses personal finance with investor groups across the country on topics of interest ranging from the impact of the alternative minimum tax to investing for retirement. She has more than 35 years of investment experience.

10:00-11:00 a.m. CDT

Selling During A Pandemic

Keynote Speaker

Rocky Miskelly, President of Renasant Wealth Management



More details to come!

Bio: Rocky Miskelly is President of Renasant Wealth Management and is also Senior Trust Officer for Renasant Bank. He serves as the Chairman of the Trust Investment committee as well as the bank's Investment Policy Committee. He is the chief architect of the Renasant Risk Based Investment models. Rocky is a graduate of the Stonier School of Banking at the Wharton School of Business, The University of Pennsylvania. He is a former member of the American Bankers Association Wealth Management and Trust Conference Advisory Board.

11:00-11:10 a.m. CDT

Break

11:10-11:30 a.m. CDT

KBA Trust Division Annual Meeting

Calling all KBA Trust Division Members! Please join in for the Division's Annual Meeting! We normally hold this meeting at the MOKAN Conference, but effective this year, this will now be held at the KBA Trust Conference each fall.

11:30 a.m. CDT

Conference Adjournment

Thank You to our valued sponsors!



AGENDA

2021 KBA TRUST CONFERENCE

DAY ONE - OCTOBER 20, 2021

10:00 a.m. - 10:45 a.m. Registration

10:00 a.m. - 3:30 p.m. Sponsor Exhibits Open

10:45 a.m.- 11:00 a.m. Welcome & Announcements
Susie Roberts, KBA Trust Division President

11:00 a.m. - 12:00 p.m. Market And Economic Perspectives
John Tousley, Goldman Sachs

This 50-minute presentation will address prevailing macroeconomic conditions including global growth, monetary policy, Fed outlook, and geopolitical policy. Following the macro review, the presentation will address the implications for capital markets with a review of equity, rates, credit, FX, and commodities. Risks to these views from Goldman Sachs are then addressed, including political landscape, re-opening of global economies, inflation expectations and Covid.

12:00 p.m. - 1:00 p.m. Lunch & Tradeshow

1:00 p.m. – 2:00 p.m. Keynote Speaker - What's Good?!
Paul Long, FUNDAMISM

What's GOOD?! How do today's best companies accelerate business results? By engaging their employees, celebrating all that's GOOD and creating a culture of experience that empowers their workforce to create joy, FUN and fulfillment.

2:00 p.m. – 2:30 p.m. Introduction Of Business Partners/Refreshment Break

2:30 p.m. – 3:30 p.m. Cryptocurrency And The Blockchain: Digital Dollars Or Counterfeit Currency
Steve Stasiukonis, Secure Network Technologies

It's like money, highly controversial, it's not country-backed, it's pseudo anonymous and becoming popular across the planet. In this session, crypto currency and its management vehicle known as the Blockchain are explained. The session will also explain how cryptocurrency is used for the purchase of anything like cars, homes, drugs and other illegal things. This session is an eye opener for anyone interested in digital currency, the technologies of Blockchain, and what you need to know as a financial person.

3:30 p.m. – 3:45 p.m. Refreshment Break

3:45 p.m. – 4:45 p.m. Responsibility Works: Generating Long-Term Wealth Through Sustainable Investing
Mary Green, Federated Hermes

Institutional and investor interest in ESG investing continues to intensify. Getting to the heart of this emerging investment trend presents an unparalleled opportunity for advisors—especially in light of the impending \$68 trillion wealth transfer to younger generations of Americans. Some clients may want investments that have ESG as a primary objective—expressing values or seeking impact—while others may want strategies that incorporate ESG considerations in order to improve risk-adjusted returns. Cultivate a deeper understanding of ESG investing so that you are well-positioned to align your clients' portfolios with their goals, and ultimately strengthen your client relationships.

4:45 p.m. – 5:15 p.m. KBA Trust Division Annual Meeting

5:15 p.m. – 6:15 p.m. Reception - Sponsored by Federated Hermes



DAY TWO - OCTOBER 21

7:00 a.m. - 7:45 a.m. Buffet Breakfast/Exhibits Open

7:45 a.m. – 8:45 a.m. *What A Ride: Where Are WE At the End of 2021?*

Chris Kuehl, Armada Corporate Intelligence

In the course of just a year we have gone from the depths of a recession to growth we haven't seen in decades. Massive levels of unemployment to labor shortages, depressed pricing to rampant inflation. Consumers saving at a 38% rate to consumers spending on everything. What do we look like now and what does 2022 have in store?

8:45 a.m. – 9:45 a.m. *Ethics and the Impaired Lawyer*

Stewart Weaver, Foulston Siefkin LLP

Every lawyer is susceptible to becoming impaired at some point during their career. Impairments can take many forms and arise in numerous circumstances. Any type of impairment may impact the lawyer's ability to practice the profession. This presentation will examine the ethical considerations of an impairment, both with regard to the attorney suffering the affliction, and with regard to other attorneys with whom the impaired lawyer may practice and or with whom the impaired lawyer may come into contact.

9:45 a.m. – 10:00 a.m. Refreshment Break

10:00 a.m. – 11:00 a.m. *Retirement Planning In 2021*

Larry Divers, Cannon Financial

Cannon Subject Matter Expert, Larry Divers, will focus this session around the Secure Act's effect on Qualified Retirement Plans and IRA Distributions and their impact on estate planning techniques. Additionally, he will discuss how individuals who took hardship withdrawals and loans under the CARES Act may recontribute to IRAs and 401(k)s in the following three years.

11:00 a.m. – 12:00 p.m. *2021 Washinton Update*

Larry Divers, Cannon Financial

This session will be a legislative update focusing on Personal Trust, Investment Management, and Lifetime Income Planning. It will address a wide range of topics including Cyber Security, ESG Investing, and the SECURE Acts 1.0 and 2.0.

12:00 p.m. Meeting Adjourned

Kansas CLE and ABA Professional Certification Credits available.

Suggested Attire

The suggested attire for this year's conference is business casual. Remember, meeting room temperatures and personal comfort zones vary. It is recommended that you bring a sweater or jacket to the sessions. If you should have any questions, please contact LeAnn Mott (lmott@ksbankers.com) at the KBA office, 785-232-3444.

KBA TRUST DIVISION BOARD OF DIRECTORS

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Brian Dutton, President Elect

Community National Bank & Trust, Winfield

Chris English, Vice President

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Brenda L. Unruh, Senior Vice President &

Director of Education & Conferences,
Member Services

LeAnn Mott, Assistant Vice President

Education & Conferences, Division
Coordinator

2022 KBA TRUST CONFERENCE

Thursday, October 20

10:00 - 10:45 a.m.

Registration

10:00 - 3:30 p.m.

Sponsor Exhibits Open

10:45 - 11:00 a.m.

Welcome and Announcements

Brian Dutton, KBA Trust Division President

11:00 - 12:00 p.m.

Investing in the World of Sticky Inflation

Michael Stillitano, JP Morgan

A receding pandemic unleashing powerful pent-up demand and escalating geopolitical tensions in commodity intensive parts of the world are sending prices higher across a variety of sectors. While some of these price pressures may be transitory, others may hang around for some time, namely higher wages, rising inflation expectations and rising home/rent prices, further complicating monetary policy. We'll explore how higher inflation and more hawkish central banks will impact the investment landscape over the medium- to long-term.

12:00 - 1:00 p.m.

Lunch and Tradeshow

1:00 - 2:00 p.m.

Banking is a Marathon - How to Stay Motivated

Motivational & Keynote Speaker Matt Jones

Your attendees will laugh, be motivated, and learn strategies that they can use to attain greater VICTORY. Matt will inspire your attendees to be motivated to cross their Finish Line and achieve greater Victory! This will be accomplished through his against all odds story of conquering cancer three times, surviving a bone marrow transplant, relearning how to walk, and completing marathons around the world.

2:00 - 2:30 p.m.

Introduction of Business Partners/Refreshment Break

2:30 - 3:30 p.m.

Ethics - A Smattering

Matt Hoy, Stevens & Brand

Trust officers are confronted with ethical issues which require attention when administering trusts. Consideration must be given as to whom such duties are owed and what rules are often present for consideration. This session will address applicable attorney ethical obligations and suggested best practices in order to remain in compliance with ethical standards and requirements.

3:30 - 3:45 p.m.

Refreshment Break

3:45 - 4:45 p.m.

Economic Update

Dr. Roger Tutterow, Kennesaw State University

In this session, Dr. Roger Tutterow provides a timely overview of global, national and regional economies including recent developments in the effect of COVID-19 on the retail sector and real estate, the causes and effects of the recent changes in energy prices, the structure and effect of recent fiscal stimulus and the linkages between trade policy and currency valuation.

4:45 - 5:15 p.m.

KBA Trust Division Annual Meeting

5:15 - 6:15 p.m.

Reception - Sponsored by



Friday, October 21

7:00 - 7:45 a.m.

Buffet Breakfast/Exhibits Open

7:45 - 8:45 a.m.

Economic Assessment and Fixed Income Outlook

Bill Ehling, Federated Hermes

Interest rates and the economy are inherently linked in a hand in glove relationship. The program will describe Federated's assessment of the current state of both the U.S. and global economies and the opportunities available in the fixed income markets in light of that assessment.

8:45 - 9:45 a.m.

Cryptocurrencies Demystified

Linda Duessel, Federated Hermes

Bitcoin has been around since 2008, but its price, size in the market, and transaction volume has exploded in just the last few years. Most investors are aware of its existence, but they know very little else. Increasingly, investors and their advisors are asking whether Bitcoin should be held in portfolios. The blockchain has been called one of the most disruptive innovations since the advent of the internet. The presentation explains the concept, and many others that are important to understand, as well as opportunities and risks in cryptocurrencies in general, and Bitcoin in particular.

9:45 - 10:00 a.m.

Refreshment Break

10:00 - 11:00 a.m.

Fiduciary Advice Expanded for Retirement Discussions

Larry Divers, Cannon Financial

The DOL expanded the interpretation of fiduciary advice as described in the preamble to the prohibited transaction exemption (PTE 2020-02). In addition, in the preamble to the PTE, the IRS and the DOL announced an expanded interpretation of fiduciary advice which means more financial institutions are fiduciaries for their recommendations to Retirement Investors, and therefore will need the protection provided by the exemption. This presentation reviews the PTE 2020-02 disclosure requirements and outlines how financial professionals in compliance teams can adequately meet them.

11:00 - 12:00 p.m.

2022 Tax Changes

Larry Divers, Cannon Financial

Several large tax breaks were enacted during the 2021 tax year by the American Rescue Plan, which was signed into law in March 2021; however, most of those tax law changes expired at the end of 2021. As a result, the Child Tax Credit, Child and Dependent Care Credit, Earned Income Credit, and other popular tax breaks are different for the 2022 tax year. Additionally, this presentation will include a summary of the key provisions of the SECURE ACT 2.0 that is highly likely to have been passed by the time of the conference.

12:00 p.m.

Conference Adjourns

CE Details: Kansas CLE and ABA Professional Certification Credits available.

Suggested Attire:

The suggested attire for this year's conference is business casual. Remember, meeting room temperatures and personal comfort zones vary. It is recommended that you bring a sweater or a jacket to the sessions. If you should have any questions, please contact LeAnn Mott (lmott@ksbankers.com) at the KBA office, 785-232-3444.

Hilton Garden Inn, Manhattan, Kansas Room Block Details:

To expedite your reservation – BE SURE TO:

1. Click on the web page address in purple font below to access the Hotel Reservation Link (The link pre-populates your group code)
2. Select the Room Type offered in the Link
3. Make reservations as soon as possible. The special room rate will be available until Friday, Sept 23, 2022, or until room block is sold-out, whichever comes first.

YOUR EVENT LINK: <https://www.hilton.com/en/attend-my-event/mangigi-trust-04b7e890-40d6-4508-a362-ddf-4d2a91906/>

Group Code: TRUST

Check-in: Oct 19,2022

Check-out: Oct 21,2022

Hotel Name: Hilton Garden Inn Manhattan

Hotel Address: 410 South 3rd Street

Manhattan, KS 66502

Hotel Phone Number: 785-532-9116

2023 KBA TRUST CONFERENCE

Thursday, October 19

- 9:30 a.m.** **All Day Refreshments**
Sponsored by: Sunflower Bank
- 10:00 - 10:45 a.m.** **Registration**
- 10:00 - 3:30 p.m.** **Sponsor Exhibits Open**
- 10:45 - 11:00 a.m.** **Welcome and Announcements**
Chris English, KBA Trust Division President; Mark Schifferdecker, KBA Chairman
- 11:00 - 12:00 p.m.** **Economic and Market Outlook**
John Tousley, CFA, Goldman Sachs
Sponsored by: Goldman Sachs
Join John Tousley, Head of Goldman Sachs Asset Management Global Market Strategy Team, for a timely economic and market outlook. John will focus on today's macro and market dynamics that are helping shape investors approach to navigating portfolios.
- 12:00 - 1:00 p.m.** **Lunch and Tradeshow**
Sponsored by: Infovisa
- 1:00 - 2:00 p.m.** **Transfer of Wealth & Tax Strategies**
Brenda Benning, CPA, FORVIS; Mitch Caddell, CPA, FORVIS
The presentation will cover wealth transfer issues between generations as well as tax strategies including charitable contributions strategies, utilization of various trust vehicles and inherited IRAs.
- 2:00 - 2:30 p.m.** **Introduction of Business Partners/Refreshment Break**
- 2:30 - 3:30 p.m.** **The Guide to Retirement**
Sponsored by: J.P. Morgan Asset Management
Mike Conrath, CFP, CPRC, J.P. Morgan Asset Management
As people live longer, market forces change and the retirement landscape shifts, planning for a successful retirement increasingly has become more complex. The role of a financial advisor has never been more important to help their clients navigate these challenges and keep them on a path to achieving their retirement goals. Now in its 11th year of publication, J.P. Morgan's Guide to Retirement has been the go-to resource for financial professionals to help simplify complex topics and retirement-led conversations. Please join Michael Conrath – Chief Retirement Strategist for J.P. Morgan Asset Management – as he provides a timely update using the latest slides from the Guide to Retirement to help simplify current themes impacting investors including: SECURE 2.0, emergency reserves, inflation and tax-advantaged accounts.
- 3:30 - 3:45 p.m.** **Refreshment Break**
Sponsored by: First Bankers' Banc Securities & J.P. Morgan Asset Management
- 3:45 - 4:45 p.m.** **Retirement Reimagined**
Sponsored by: Ascensus
Carrie Horn, QKA, QPA, TGPC, Ascensus
This presentation provides financial professionals with an overview of the SECURE 2.0 Act, found within the \$1.7 trillion Consolidated Appropriations Act of 2023. This is possibly the most comprehensive retirement-related legislation since the Employee Retirement Income Security Act of 1974 was enacted. The 90-plus retirement provisions in this act will likely affect nearly anyone who works—even peripherally—with IRAs, qualified retirement plans, or other health and welfare plans.
- 4:45 - 5:15 p.m.** **KBA Trust Division Annual Meeting**
- 5:15 - 6:15 p.m.** **Reception**
Sponsored by: Federated Hermes

Friday, October 20

7:00 - 7:45 a.m.

Buffet Breakfast/Exhibits Open

Beverages sponsored by: Peoples Company

7:45 - 8:45 a.m.

Federated Hermes Fixed Income Market Outlook

Jerry Conner, CFA, Federated Hermes

In this session, Jerry Conner will provide a general economic and credit market outlook, an update on Fed Policy, and an outlook commentary on the duration and curve of market rates.

8:45 - 9:45 a.m.

Ethical Considerations When Multiple Professionals Serve a Mutual Client

Stewart Weaver, Foulston Siefkin LLP

Stewart will address the ethical considerations when an estate-planning-related discipline requires knowledge and expertise from other disciplines to serve a client properly. Included in his discussion are the legal, accounting, financial, psychological, and sociological disciplines.

9:45 - 10:00 a.m.

Refreshment Break

Sponsored by: Columbia Threadneedle Investments

10:00 - 11:00 a.m.

Human Connection in a Digital World

Curtis Waltermire

Sponsored by: Proxytrust

The most successful businesses find a proper balance of creating and maintaining human connection while at the same time making the most of the digital assets available to them. The digital assets we use help us better serve the needs of our clients but also lead us to become increasingly disconnected with other in genuine ways. In this presentation, Curtis talks about why we easily become disconnected and how we can avoid falling into this trap through connecting with people in fun and creative ways.

11:00 - 12:00 p.m.

Ethical Obligations of Tax Practitioners: Understanding the Rules to Protect Yourself and Your Clients

Stephen Mazza, J.D., LL.M, University of Kansas School of Law

Drawing the line between permissible tax avoidance and impermissible tax evasion is difficult. Practitioners and clients who cross the line may be subject to a wide array of penalties imposed by the Internal Revenue Code, the Treasury Department, and organizations that regulate practitioners' ethical behavior. This presentation will explore the different governing standards that apply at the taxpayer and tax practitioner level and highlight some of the inconsistencies that may create conflicts between advisors and clients.

12:00 p.m.

Conference Adjourns

CONFERENCE INFO

CE Details: Kansas CLE and ABA Professional Certification Credits available.

Suggested Attire: The suggested attire for this year's conference is business casual. Remember, meeting room temperatures and personal comfort zones vary widely. It is recommended that you bring a sweater or jacket to the sessions. If you should have any questions, please contact J.W. Wells via email, jwells@ksbankers.com, or at the KBA office (785)-232-3444. Nametags and lanyards required for all events.

DOUBLETREE BY HILTON, LAWRENCE ROOM BLOCK DETAILS:

Hotel reservations can be made with the DoubleTree by Hilton, Lawrence by calling 785-841-7077 and asking for the KBA Trust Conference group rate. The address is 200 McDonald Dr., Lawrence, KS 66044. The room block expires on 9/20/23. Guests will have until 11:59 p.m. on the 20th to book reservations under the discounted rate. The rate is \$109 without breakfast.

2024 KBA TRUST CONFERENCE

Thursday, October 24

- 10:00 - 10:45 a.m.** **Registration**
- 10:00 - 3:30 p.m.** **Sponsor Tradeshow Open**
- 10:45 - 11:00 a.m.** **Welcome and Announcements**
Lori Bone, KBA Trust Division President
- 11:00 - 12:00 p.m.** **On the Economic, Business and Political Climate**
Dr. Roger Tutterow, Kennesaw State University
In this session, Dr. Roger Tutterow provides a timely overview of activity in the national and regional economies including discussion of the role of supply chain disruptions on the construction and retail sectors, the long-term effect of COVID-19 on labor markets and real estate, the connection between fiscal stimulus, monetary policy and the recent surge in inflation, policy responses by the Federal Reserve and effects of changes in competitive landscape on performance in the public and private sectors.
- 12:00 - 1:00 p.m.** **Lunch and Sponsor Tradeshow**
Sponsored by: Infovisa
- 1:00 - 2:00 p.m.** **Culture is Key**
Jeff Kropschot, Kropschot Consulting Partners, LLC
During this session, we will explore key elements of a strong culture of compliance, as well as the compliance, operational, reputational and other benefits enjoyed by organizations who maintain a strong compliance culture. We will also share illustrative examples of companies and individuals who have embraced and not embraced these essential principles.
- 2:00 - 2:30 p.m.** **Introduction of Business Partners & Break**
Sponsored by: First Bankers' Banc Securities and J.P. Morgan
- 2:30 - 3:30 p.m.** **Make Politics Boring Again**
Linda Duessel, Federated Hermes
This presentation explores the set up to the presidential election, where opinions about Biden and Trump are set in stone. Independent voters and a handful of swing states will likely determine the outcome, but historical precedent is clear that the incumbent's chances rest on the state of the economy and voter's pocketbooks. Congressional races are so boring, but most important for the country's future path. Politics may never be boring again.
- 3:30 - 3:45 p.m.** **Refreshment Break**
Sponsored by: Fifth Third Institutional Services
- 3:45 - 4:45 p.m.** **Conflicted**
Jeff Kropschot, Kropschot Consulting Partners, LLC
In this session, we will explore examples of traditional and emerging conflict of interest and self-dealing scenarios that arise in the delivery of fiduciary services. We will also discuss the risks and liabilities related to these scenarios, as well as permissive exceptions to the duty of loyalty that may allow a fiduciary to legally engage in conflict of interest and self-dealing activities. Finally, we will discuss actual conflict of interest and self-dealing examples, as seen through the eyes of a former examiner and chief compliance officer.
- 4:45 - 5:15 p.m.** **KBA Trust Division Annual Meeting**
- 5:15 - 6:15 p.m.** **Reception**
Sponsored by: Federated Hermes

Friday, October 25

7:00 - 7:45 a.m.

Buffet Breakfast/Sponsor Tradeshow Open

Buffet Breakfast sponsored by: KBA Insurance, Inc.

7:45 - 8:45 a.m.

Fixed Income for All Landing Scenarios in 2024

Austin Stockfisch, First Trust Advisors

Two years have passed since the Fed's first interest rate hike of this cycle, and roughly eight months have passed since the Fed's last rate hike. While interest rates have indeed remained higher for longer, interest rate volatility has declined as the Fed has shifted from an "increasing rate regime" to a "peak rate regime". Austin will sift through the fixed income markets, highlighting current risks and opportunities.

The Times They Are A-Changin'

Noah Helm, First Trust Advisors

Growth crushed value. Technology crushed everything. COVID-19 and government intervention had huge implications for markets. So, where do we go from here? Investors who stay focused on fundamentals can minimize risk and avoid emotional decisions. This matters more than ever. Listen as Noah shares First Trust's view on where markets may be headed from here.

8:45 - 9:45 a.m.

Creating Team Engagement and Connection: Transforming Organizational Culture with the L.E.A.D. Operating System

Neil Stevens, Oconee State Bank & Caleb Stevens, SouthState Bank

With employee engagement at critical lows, as highlighted by recent Gallup findings, the need for effective, actionable solutions has never been greater. In this talk, the Stevens duo will introduce the L.E.A.D. Operating System—a groundbreaking approach designed to revolutionize your workplace culture. They will provide proven strategies to dramatically reduce turnover, increase retention, enhance sales, and boost profitability.

9:45 - 10:00 a.m.

Refreshment Break

10:00 - 11:00 a.m.

Top Retirement Plan Issues for 2024 for the Baby Boomer Generation and Eight Retirement Distribution Strategies that Will Make Their Money Last

Larry Divers, Cannon Financial

This presentation will address specific ways in which individuals and households can create a lifetime income stream that the individual and spouse cannot outlive. It will also cover how to distribute the remaining assets to their beneficiaries in the most tax sensitive manner.

11:00 - 12:00 p.m.

Retirement Update: SECURE 2.0 and Required Minimum Distribution Rates

Larry Divers, Cannon Financial

This presentation will include discussion on: Individual Retirement Accounts, including Traditional, Sep, and SIMPLE, 401K, 403(b), 457(b) Plans, required minimum distribution aggregation rules to each type of account, strategies for lowering required minimum distributions to include, qualified distributions, Roth conversions, qualified charitable distributions, net unrealized appreciation on company stock.

12:00 p.m.

Conference Adjourns

CONFERENCE INFO

CE Details: Kansas CLE and ABA Professional Certification Credits available.

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WICHITA MARRIOTT HOTEL ROOM BLOCK DETAILS:

Hotel reservations can be made by clicking on the link below or by calling the hotel at 316.651.0333. Room block expires on Wednesday, October 2, 2024.

<https://www.marriott.com/event-reservations/reservation-link.mi?id=1718229854413&key=GRP&app=resvlink>

2025 KBA Trust Conference

1. Key Insights on SECURE 2.0 Catch-Up Rules for 2025 and 2026

Description: Join us for an insightful session on the latest updates from the SECURE 2.0 Act and how they impact financial planning for your clients. This talk will delve into the new catch-up contribution provisions, which allow individuals aged 60-63 to make higher contributions to their retirement plans. We'll explore the implications of these changes, including the mandatory Roth catch-up contributions for high-income earners starting in 2026.

Key topics include:

- **Understanding the SECURE 2.0 Act:** A brief overview of the Act and its goals to enhance retirement savings.
- **Catch-Up Contributions:** Detailed analysis of the increased limits and the new Roth requirements for higher-income participants.

2. Maximizing Retirement Savings with SECURE 2.0: Strategic Financial Planning, Tax Implications, and Practical Applications

Description: Join us for an engaging and informative session on how to leverage the SECURE 2.0 Act's catch-up provisions to enhance your clients' retirement savings. This talk will cover three critical areas:

1. **Strategic Financial Planning:** Learn how to integrate the new catch-up contribution limits into your clients' financial plans. We'll discuss strategies to maximize retirement savings for individuals aged 60-63, including the mandatory Roth catch-up contributions for high-income earners starting in 2026.
2. **Tax Implications:** Gain insights into the tax benefits and considerations associated with the new catch-up provisions. Understand how these changes can impact your clients' tax planning and retirement strategies.
3. **Practical Applications:** Explore real-world examples and strategies to help your clients understand the full tax advantages and limitations of how much they will be able to contribute to a plan on a pre-tax basis. We'll provide actionable tips and case studies to illustrate how the SECURE 2.0 Act can be effectively implemented in various financial scenarios.

3. Opening Up Private Markets: A Revolutionary Shift for Asset Managers and Trust Investors

Description: This session will focus on how the democratization of private markets is revolutionizing the investment landscape for trust investors and asset managers. We will explore:

1. **Historical Context:** Understanding the traditional exclusivity of private market products for large institutions and ultra-high-net-worth individuals.
2. **Evolution of the Investor Landscape:** Examining demographic shifts and changing investor preferences driving demand for alternative investments.
3. **Accessibility Enhancements:** Discussing regulatory changes, new product types with greater liquidity, and technological advancements making private markets more accessible.
4. **Impact on Asset and Wealth Managers:** Analyzing how the influx of retail investors into alternative investing is transforming the rules of the game for asset and wealth managers.

From: [Mildfelt, Adam](#)
To: [LeAnn Mott](#)
Subject: RE: 2025 KBA Trust Conference
Date: Thursday, February 6, 2025 1:20:05 PM
Attachments: [image001.png](#)
[image002.jpg](#)

Thank you LeAnn.

I have a save the date for John calendar on Oct 23rd. I believe that is the first day. If so, let's lock him in for then.

I'll share the info you sent with my team and get registered to attend.

Look forward to it!

Adam

From: LeAnn Mott <lmott@ksbankers.com>
Sent: Thursday, February 6, 2025 1:06 PM
To: Mildfelt, Adam [AWM] <Adam.Mildfelt@ny.email.gs.com>
Subject: RE: 2025 KBA Trust Conference

Hi Adam,

It is always good to hear from you.

The sponsorship information for the KBA Trust Conference is on the brochure attached (see page 10). I have also attached the request form.

Yes, I tentatively had John Tousley on our speaker list for 2025! The conference is October 24-25th at the Hilton Garden Inn, Manhattan. Does he have a preference on what day he speaks? We officially start planning the conference when we meet with our board on April 25th, but they would be thrilled to know John is available.

Thank you for touching base, Adam. Let me know what questions you have for me please.

LeAnn

From: Mildfelt, Adam <Adam.Mildfelt@gs.com>
Sent: Thursday, February 6, 2025 9:53 AM
To: LeAnn Mott <lmott@ksbankers.com>
Subject: RE: 2025 KBA Trust Conference

Hi LeAnn -

KPN CONSULTING

2024

JUNE - DECEMBER

**SPEAKER
DIRECTORY**

**THE DEFINITIVE GUIDE TO THE LATEST
BANKING INDUSTRY EXPERTS AND TOPICS**

CONTACT INFORMATION

Eric Nelson | enelson@kpnconsulting.net | (404) 403-8015 | www.kpnconsulting.net

WEALTH MANAGEMENT & TRUST



Creating a Community Financial Oasis

Is there a financial advice desert in your community? Become a Community Financial Oasis as the trusted source for all things money related. This session will illustrate how to become a one-stop-shop by offering accounting, investments, insurance, trust services, estate planning and business succession planning along with your traditional banking services. We will profile a community bank president who did just that and hear about their challenges and successes in building a community financial hub.

Developing a Sales Culture Throughout Your Organization the Right Way

Some financial institutions think simply having an retail wealth management division is enough to “check the box” on their full-service menu. But treating it as a lukewarm side dish is hurting your chances for success. This session gives you the “secret sauce” to fully integrating the investment division into the institution to give customers a five-star experience.



Feeling the Squeeze on Your Fees?

Current and new regulations that have lowered the caps on certain banking fees are making it more difficult for community financial institutions to survive on income they might have relied on in the past. Win the fight against fee compression by exploring other options for increasing your institution’s non-interest income. We will cover various areas of non-interest income, including overdraft fees, interchange fees, wealth management income, and trust services income, and the great impact that tightening government regulations has on them. We also will provide solutions for institutions to increase their fee-based income in ways that are advantageous to customers rather than punitive.

Optimizing Your Retail Investment Program to Reduce Deposit Outflow

As margins continue to tighten and scrutiny over fees builds, your investment services division can make a huge impact on your institution’s bottom line. A well-established program should be a major business driver for your whole institution. To get to this level requires the support and buy-in of your whole institution as well as a few key processes that can help accelerate your growth. This session will highlight 10 Best Practices to Drive Exceptional Performance that successful retail investment programs have been utilizing and how you can put them into action for your investment services division.

Serving Business Clients Through Managing Employer Retirement Plans

Your business clients are important to your profit margin. Every time they interact with an outside service provider, such as an investment professional, there is a risk that their deposits become less sticky. Supporting these clients at a higher level by managing their employer-sponsored retirement plans through your retail investment services division can help them and their employees be more successful and deepen your connection with them. You can also learn how moving your own retirement plan management to your retail investment services division can deepen relationships across divisions in your institution, build relationships and encourage cross-division referrals

CONTACT INFORMATION



Eric Nelson
President, KPN Consulting
E: enelson@kpnconsulting.net
C: (404) 403-8015
W: www.kpnconsulting.net

POHL CONSULTING AND TRAINING INC.
PRESENTATION TOPICS AVAILABLE FOR TRUST or WEALTH
MANAGEMENT CONFERENCES

Each of the following programs have been conducted for trade association conferences or in other similar venues. If the topic is Sales, Relationship Management, Coaching, Profitability, Staff Development, Trust Operations, Risk Management, Trust Compliance or Strategic Planning we have over 25-years of experience in these and related areas. – **JUST ASK!**

COMPLIANCE AND RISK MANAGEMENT TOPICS

Risk Rating

Risk Rating Trust Accounts (constant contact)

It has long been expected by the regulators and your board that you have a system in place to evaluate and manage risk in your Trust department. There are a number of common policies and practices that organizations have established to address this expectation. This includes risk assessments at pre-acceptance and acceptance, account reviews, fiduciary watch lists, etc.

A new expectation from many of your regulators is that you utilize a numerical risk rating system at the account level. In other words, risk rate each account and assign a numerical rating. This has arisen as a "suggestion" or an actual requirement by regulators. This has come up often enough and by enough regulators that it is clearly a trend.

You have a few choices:

Ignore this warning of the new expectation and wait for the regulators to require it of you.

Invent a process / system yourself and wait until the regulators come in to see how they like it.

Implement a system that has already been deemed acceptable by regulators in other Trust departments.

Vendor Management

Vendor management continues to expand as a critical risk management requirement for all trust organizations. Simply adapting the bank's existing vendor management policies and practices may not address the actual risks faced by a trust department. All trust organizations must approach vendor management with a focus on and understanding of the actual risks presented. Regulatory expectations and business constraints require that your approach to vendor management be well thought out, unique to the risks you encounter and consistently applied. A well designed vendor management program supports rather than constrains your decision making.

Join us for input on how to adapt your vendor management practice to the trust industry and, how to control the time and energy that you must spend on this required process.

Take-Aways to Use Immediately:

- Guidance on adapting bank policies and practices to Trust
- Identification of trust specific Vendor Management requirements.

Digital Assets

We live in a digital world today. Something that exists in binary form, and has a right associated with it, could be an asset. Digital assets include are real, have real value and should be considered when determining assets of an estate. Digital assets include digital documents, audible content, photographs and videos, intellectual property, blog sights, even frequent flyer miles. Digital assets can possess both sentimental and monetary value. This webinar explores these assets and explores how to identify and protect them.

Highlights:

- Deciding what happens to files and accounts when the user become incapacitated or dies.
- Should digital assets be deleted, modified, or distributed.
- Establishing legal right of access
- Protecting usernames and passwords

Unique and Hard to Value Assets

Assets are not just marketable securities; some assets are intangible and require care and specialization in administration. This webinar explores, at an introductory level, the world of unique and hard to value assets. It explores industry best practice for the administration of residential and commercial real estate, privately-held businesses, mineral, oil and gas rights, loans and notes, tangible assets and collectibles.

Highlights:

- Rules and regulations
- Principal and income accounting
- Valuation
- Account review and fees

Fiduciary and Suitability

For the consumer, hiring an advisor is confusing. How can you find an advisor you can trust? At the core are two words that sound like they mean the same thing, but in reality have very different definitions. It is essential to understand the difference between advisors held to a fiduciary standard and advisors held to the suitability standard. The webinar defines and explains the definition and meaning, and provides insight in how these concepts can be leveraged to provide market opportunities and enhance the client experience.

Highlights:

- The difference between the fiduciary and suitability standards.
- Disclosure requirements
- Client sophistication
- Duty of care

Directed and Delegated Trusts – The Risks of Confusing the Two!

Directed Trusts are a relatively recent phenomenon and the Delegated Trust model is as old as the UPIA, but are you really prepared to articulate the difference between the two models? Most organizations are being asked to consider one or both of these options by someone in the market or the bank.

What the issues are in considering each model and what your organization can do to manage the associated fiduciary and regulatory risks.

AML/BSA Guidance for Trust Organizations

Trust Organizations, whether a trust department of a bank or a separate trust company, support a variety of unique account and relationship types. The AML / BSA responsibilities for these unique accounts and relationships can be more complex than typically faced by a banks deposit and lending business lines. As a result, a trust organizations business needs and compliance responsibilities require a clear understanding of the applicable AML / BSA requirements.

This webinar will address the foundational AML / BSA requirements. From that foundation the additional AML / BSA complexity presented by unique account and relationship types will be addressed. Finally, guidance will be provided on the structure and management of a Trust

Organizations AML / BSA compliance program. Specific topics addressed in the context of a Trust Organization will include:

- a. Customer Identification Program (CIP)
- b. Customer Due Diligence
- c. Beneficial Ownership Requirements for Legal Entity Customers
- d. Suspicious Activity Reporting (SAR)
- e. Information Sharing (Privacy)
 - a. Third Party Sharing
 - b. Affiliate Sharing
- f. Office or Foreign Asset Control (OFAC)

Developing a compliance management program for a trust organization

A compliance management program is a crucial component of an effective approach to compliance for trust departments and trust companies'. Regulators are increasingly stressing the importance of compliance testing as part of the compliance program for trust organizations. Management is expected to identify, respond to, and remediate compliance violations and deficient practices in a timely manner. However, developing an effective trust compliance program that includes testing is a significant task that requires a balancing of limited resources and an extensive understanding of the many laws, rules and regulations that must be addressed.

This webinar will, focused on trust organizations, discuss:

- Developing a compliance management program, including testing that meets your needs,
- Regulatory expectations for a compliance management program,
- Effective compliance testing,
- Separating the responsibilities of the first line of defense (business) from the second line of defense (compliance); and,
- Duties of the Board of Directors and Management.

Developing Committee Charters – Effective Governance Structure

Join this webinar to explore the structure and proposed responsibilities for the types of committees found, or needed in typical Trust Organizations. The purpose of a committee structure within a Trust Organization is to provide an organized approach to common decisions and an efficient method of completing policy, compliance and risk management work in a coordinated manner while diversifying the management of the Trust Organization.

The benefit of diversification of the management of the Trust Organization beyond the Board of Directors and Senior Management by use of sub-committees such as the Trust Investment Committee and the Trust Administrative Committee allows the Director's Trust Committee and Senior Management to focus on the higher levels of strategic oversight direction. Subcommittee participants comprised of highly competent staff members who work in subject matter areas on a daily basis are included in decision making and business monitoring functions. We outline the regulatory expectations and the realities of the business and provide a process to develop Committee Charters. These charters are primarily required for Board authorized committees but are also extremely useful to define the role of "internal" committees.

- Take-Aways to Use Immediately:
 - Sample Trust committee Charters
 - Methodology to establish your own Charters

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ORGANIZATIONAL DEVELOPMENT TOPICS

TRUST INDUSTRY METRICS: WHAT IS GOOD PERFORMANCE?

What are the important metrics in our industry? What do these metrics tell you? What are the key metrics and comparisons for business and strategic planning? Statistics from our TRUSTCOMPARE®, PRICECOMPARE™ and COMPCOMPARE™ services, which derive data from subscribers across the country, are used as the basis for discussing growth, profitability, productivity, compensation and conversion ratios as benchmarks for comparison to your performance. Take away key metric benchmarks for your business and strategic planning activities.

Audience: Bank Presidents, CFO's and Wealth/Trust Department Leaders

TRUST PRICING: ARE YOU GIVING IT AWAY, MISSING OPPORTUNITIES OR IS YOUR PRICING RIGHT ON?

Are you ignoring pricing opportunities? Have you overlooked key strategic and tactical pricing issues such as tying standards of service to your pricing? What market specific or competitive pricing issues are you currently facing? We'll share data from our PRICECOMPARE™ reports to address these issues. How rigidly should you adhere to your fee schedule? We'll share fee schedule structure and format ideas and many other practical ideas for enhancing your Trust revenue through the development of an appropriate fee routine.

“DEPTH CHARTING – PLANNING AHEAD!”

There has never been a time where having a strong depth chart is more critical. Most organizations have faced unprecedented turnover of staff – whether it be from retirements or defections. While succession planning is a routine process, that often neglects the real issue – how does the organization function if a key person “disappears”? We will discuss:

- Productivity and Employee Metrics
- Depth Charting – How and Why
- Addressing Capability Gaps
- Building your team – Addressing Capacity Gaps

INTEGRATING TRUST AND BROKERAGE—A DREAM OR A NIGHTMARE?

Have you, or are you planning to establish multiple service delivery channels within your organization? It is likely that your goals are to:

- meet a broad range of clients' financial needs;
- increase your fee revenue to replace loss of spread income; and
- maximize profit, return on investment and organization-wide client satisfaction.

How's it working? Are you struggling with or do you foresee conflicts and overlaps between delivery channels that risk your ultimate goals? Working through these challenges can be frustrating and endless. Each phase of integration offers unique opportunities and challenges. We will discuss the challenges and opportunities in each phase. We'll include in the discussion a checklist of issues to be addressed as your organization works through the integration process.

LOCKING THE BACKDOOR! CONTROLLING ATTRITION! POSTPONING THE INEVITABLE!

The key to retention is relationships with your clients—relationships that are driven by the quality service you provide. That sounds simple but there are very deliberate tactics that you and your organization can use to control the inevitable attrition that every Trust department experiences. Think about it: At some point, every single client will stop paying you a fee - it is inevitable!

This presentation is designed to:

- 1) reinforce the need for a strong retention program;
- 2) provide very specific tactics to control attrition, and;
- 3) offer you a tool kit with structured programs for designing a sustainable retention program.

Evaluate the attrition control of our service model and make the changes you need to better position your organization.

MANAGING THE WILL FILE - MAXIMIZING FUTURE FEE BUSINESS

Every Trust organization has a *Will File*. It is typically a file drawer (or several) full of documents with varying degrees of staleness. Every time you hire a new Jr. Trust Officer, you give them the project of cleaning up the *Will File*. He or She usually makes it to the “F”s before abandoning the project for other tasks are deemed more urgent and the job never gets completed. Some years you are named in a trust or estate from a “maturing document” in the *Will File* – but it always seems to be a surprise or by accident – and many times you debate whether to accept the new account.

But wait! The *Will File* is full of potential clients that thought well enough of your organization to name you and had enough wealth to hire an attorney to draft up their documents. Maybe if you managed the *Will File* more effectively it could contribute more to your new business results and avoid embarrassment when you are not sure if you are still named or not!

Join our webinar where we will.....

- ✓ Help you understand the risks of mismanaging the *Will File*
- ✓ Provide you with best practices to organize your database
- ✓ Supply several ideas of how to generate more new business from your *Will File*

ARE YOU PULLING DOWN THE SHADE ON THE WINDOW OF OPPORTUNITY? BUILDING AN INTERNAL REFERRAL NETWORK

Why not capitalize on the relationships others in your organization have with prospective clients by enhancing your internal referral partnerships. Is your reciprocity quotient as high as it could/should be? Do you need to give more to get more? Explore tips for creating and maintaining finely-tuned, internal referral sources within your organization. Identify the three most critical elements of a successful referral program. You will have the tools and resources you need to improve your referral inflow.

MAXIMIZING BUSINESS OPPORTUNITIES WITH YOUR CURRENT CLIENTS

The key to profitability, efficiency and increased growth is effective and efficient client management. How do you ensure that you are nurturing your client relationships appropriately? How well do you understand and address the developing needs of your clients? Do you have a best-practice approach to client management that includes client segmentation, clearly outlined standards of service, and a disciplined approach to retention calling? We'll share the “How’s and Why’s” of these key elements and provide you with a number of tools and ideas you can take back and use immediately!

MANAGING YOUR TEAM'S WORKLOAD BY THE METRICS

Having the right quantity and quality of Trust/Wealth is critical to your Sales, Service, Efficiency and Risk management. Are you right staffed in terms of numbers and structure? Is your workload properly balanced to allow your team to excel at all their objectives? Do you ask yourself questions like:

- Are my officers too busy to cultivate new business?
- When should I add a new officer or support staff member?
- Is my operating profit suffering because I am overstaffed?
- What should I use to measure workload? Assets? Accounts?
- What are workloads for different types of staff?
 - o Personal Trust?
 - o Investments?
 - o Employee Benefits?
 - o Operations?

This webinar will provide you valuable metrics on workload, productivity and structure using data from TrustCompare®. We will explore the different business lines individually but also look at the department as a whole. We will also present ideas on role definition and potential alternative structures for your Wealth Management Department.

PAY FOR PERFORMANCE IN THE WEALTH SPACE. BALANCING MOTIVATION WITH COST

This session covers essentials of planning your total compensation and reward strategy. It's not just incentive comp, it's not just the annual awards banquet, and it's not just pizza parties. But it is all of these things and more. Success stories and "oops, we won't do that again" stories.

Topics include Compensation metrics, Variable Compensation design factors including: The Basics, The Traps and how to avoid them. We will provide optional Plan Design concepts for various roles in your organization.

Join us for this webinar from which you will take away ideas on how to improve an existing compensation plan or if you are just starting on the incentive compensation path, some great plan design concepts and tools!

IDENTIFYING, ATTRACTING AND RETAINING PROFITABLE CLIENTS-- FINDING THEM AND KEEPING THEM

Have you confused prospecting with selling? They are not the same, but they must work hand in hand if you are to develop a robust business. Are you employing the most effective approaches to prospecting? We'll help you identify your best sources of new business and how to go after those sources using a disciplined and systematic approach. We address why follow up is key and best practice methods for follow up in prospecting and client management. We will provide guidelines and ideas on standards of service designed to ensure client satisfaction.

HOW WELL DO YOU KNOW YOUR CLIENTS?

We are not talking about knowing your clients in the compliance sense of the word. We are talking about developing the deep and lasting understanding and knowledge of your clients that provides the foundation for a long-lasting, mutually satisfying relationship. Are you recognizing every interaction with your clients as opportunities to build trust, to learn more about his/her needs and to be the key partner your client needs to help him/her reach their goals? Do you apply a one-size-fits all approach to each relationship or are you in-tune with your clients' personality styles and able to modify your style to better serve them. Does your organization "institutionalize and use what you know about your clients to provide greater and greater levels of service?

DEVELOPING EXTERNAL REFERRAL SOURCES—COULD SOME MINOR CHANGES IN YOUR APPROACH NET FAR BETTER RESULTS?

Good quality relationships with Centers of Influence (COI) are developed over time and with significant and deliberate effort. Do you wish you had better external referral sources? Would your business profit from a more robust referral source? In some markets this source of opportunities is more productive than others but rarely is the potential within this source fully-realized. Explore the process of deliberate development of the external COI; learn specific tactics for developing and maintaining productive external COI's with ideas and tools to help the participants succeed.

COMMUNICATING INVESTMENT PERFORMANCE—A VALUE PROPOSITION

Like it or not, the way in which you handle communicating about investment performance is a critical component of managing and maintaining the relationship. It is easy to provide too much or too little communication. “How do you find what is “just right”?” How do you find the “right approach” for each client---it isn't “one size fits all”. We will share a number of communication tools and discuss how to manage the process most effectively.

IS YOUR TEAM MISSING A GOOD COACH?

There's not a SPORTS team in the world that plays well without an effective coach. We'd also suggest that this is true in financial services. Is effective coaching the missing piece in your team's ability to deliver solid performance? Selling is a skill and skills can be learned and improved. Coaching goes beyond setting goals and evaluating performance—it is the ongoing process of instructing, building confidence, increasing competence that makes all the difference in a team's ability to perform at the highest levels. It is a small investment in time for a significant return in the performance and moral of the team. Learn 5 critical coaching behaviors to help your team to the next level.

GROW YOUR BUSINESS WITH FINANCIAL PLANNING

Financial Planning is more and more often seen as a required step in the sales process. Processes, and platforms for accomplishing this are a challenge in even the best circumstances. How to make this work, so that it generates growth in aum at a profitable price, in terms of time and client service is a trick. What we see less often is the use of Financial Planning in the service of my key clients? This also requires process, and platform, but also a commitment to delivering client experience and executing this service delivery within a budget. Clients, like prospects, are looking for information, but they are also looking for an advisor they can trust. Trust to care for their assets and their loved ones. How can a robust Financial Planning delivery program support these two very different needs?

The key to growth is to offer holistic financial planning – including insurance planning, real estate planning, charitable planning, estate planning, and more – as a service to existing clients. Most wealthy people have multiple financial advisors. When a Wealth Relationship Officer proves that he or she is also a skilled planner, they can strengthen client relationships and consolidate more assets into their business.

Providing financial planning dovetails relatively easily into the existing operations of a trust provider. Offering Financial Planning as a sales tool as well as a service tool can result in big jumps in revenue with minimal increases in workload.

RIGHT STAFFING YOUR TRUST OPERATIONS FUNCTION

Having the right quantity and quality of operations staff is critical to your efficiency, risk management and service capacity. Are you “right staffed” in terms of numbers and structure? Is your Trust Operations staff aligned appropriately to get the results that you are striving to achieve?

This webinar will provide industry metrics on operations workload, productivity and structure using data from TRUSTCOMPARE®. We will present the factors that affect productivity and show you how you can establish benchmarks for future staffing needs.

BANK-OWNED RIAs – A PATHWAY TO GROWTH?

So, you are thinking about Buying or starting an RIA? Why? Is it to supplement your Wealth Management offering? Is it to compliment your Trust department? Is it to create your Wealth Management solution for your clients? Regardless of why, you should be aware of the challenges you might face in such an endeavor.

During this webinar we will address the pro’s and con’s of bank-owned RIAs including addressing what we are calling the Myths of RIA ownership. Financial Institutions are expressing an increasing interest in buying or forming a registered investment advisor (RIA). There are many good reasons why a financial institution may benefit from having an affiliated RIA. However, failure to consider the specific details can result in a myriad of otherwise avoidable problems. This webinar will help you identify and perhaps avoid those problems.

UNLOCKING OPPORTUNITIES: SECURITIES-BASED LENDING AND ITS BENEFITS FOR TRUST DEPARTMENTS AND BANKS

Adaptability and innovation are essential for institutions to remain competitive and provide value to their clients. Securities-based lending (SBL) is a financial tool that has gained prominence in recent years, offering numerous advantages for both trust departments and banks. Securities-based lending is a lending mechanism that allows individuals and organizations to borrow money against the value of their investment portfolio. We will discuss the value of SBL to the clients and the bank in this webinar. Those benefits/values include:

- Attracting High-Net-Worth Clients
- Wealth Preservation
- Additional Revenue Streams
- Client Retention

We will also discuss some of the “hows” necessary to consider in implementing a SBL program. Securities-based lending is a powerful financial tool that can benefit both trust departments and banks. It's a win-win situation for both the institutions and their clients, making securities-based lending an invaluable addition to the modern financial toolkit.

From: sbaeducation@googlegroups.com on behalf of [Miranda Gustafson](#)
To: sbaeducation@googlegroups.com
Subject: [EdDirectors] AI Speaker Recommendation
Date: Friday, June 7, 2024 8:45:36 AM
Attachments: [image001.png](#)

Good Morning!


I just wanted to share a speaker recommendation with you all.

The WBA did a Generative AI webinar earlier this week with one of our very own Wisconsin Bankers and it was a huge success! Ben Udell is the SVP of Digital Innovation at Lake Ridge Bank in Wisconsin. He also spoke at the Financial Brand Forum recently. He mentioned he would be more than willing to work with other states, so I am sharing his contact information below.

Here is his website: <https://robotsarepeople.net/>

Ben Udell
SVP Digital Innovation
Lake Ridge Bank
PHONE: (608) 223-6251
budell@lakeridge.bank
<https://www.linkedin.com/in/benudell/>

Please let me know if you have any questions!

	<p>Miranda Gustafson Manager – Education and Business Development Phone 608.441.1270 Email mgustafson@wisbank.com Web www.wisbank.com Address 4721 South Biltmore Lane, Madison, WI 53718 Support financial literacy by attending the WBF Gala! Tickets for the September 12, 2024, event are available now.</p>
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There are helpful resources and information at the eddirectors.com site. The password for the resource page is SBA.

You received this message because you are subscribed to the Google Groups "SBAEducation" group.

Dr. Emily Lehning Topics

- Generations in the workforce and the factors that have shaped preferences. Groups have requested a more general session or asked to a deeper dive in a particular aspect such as communications or thinking about the supervisor/team member relationship.

Format: Virtual or In-person

Duration: Virtual – 60-90 minutes; In-person – one hour keynote to ½ day interactive workshop

- Employment/workforce trends, thinking about the entire employee experience from interest/attraction through selection, onboarding, development/feedback/retention strategies, off-boarding.

Format: Virtual or In-person

Duration: Virtual – 60-90 minutes with a focus on one aspect of the employee experience – recruitment, retention, engagement/development, onboarding, off-boarding; In-person – one hour keynote to ½ day interactive workshop

- Personality assessments as development tools. I am certified in CliftonStrengths and the Four Tendencies. We have someone on our team who is DiSC certified.

Format: Virtual or In-person

Duration: Virtual – 60-90 minutes focused on the individual's understanding of their assessment results and creating a development plan

In-person – ½ day interactive workshop with a blend of thinking about personal assessment results and the interaction in team environments

- Network and relationship building. The last workshop I did on network building was a fun blend of using LinkedIn as a tool and thinking about in-person strategies. We talked about close and loose ties and how to leverage them in building networks.

Format: Virtual or In-person

Duration: Virtual – 60-90 minutes; In-person – one hour keynote to ½ day interactive workshop

WICHITA ESTATE PLANNING COUNCIL

October 10, 2023

Dinner Meeting

Medicare's Savings Opportunities and Avoiding a Costly Mistake

In this presentation we'll explore Medicare strategies that will provide those involved in the various disciplines of estate planning the tools they need to help their clients successfully navigate the layers of Medicare.

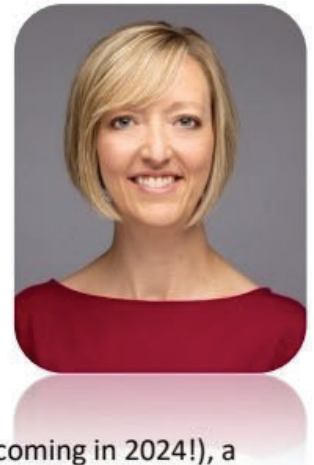
- What is Medicare, anyway?
- Avoiding Penalties (yes, there's more than one!)
- Extra Help/LIS
- Medicare Savings Programs/Medicaid
- Other Rx Assistance Options
- MACRA/Supplement Plans C and F
- IRMAA
- "Give Back" Plans
- Annual Reviews and Why Work with an Agent?
- Most Costly Medicare Mistake



Presenter

Abigail Turner

Abigail Turner started her insurance career working for Mutual of Omaha, with a focus on life and small business insurance. After 18 months of working for Mutual of Omaha, she became an independent agent, able to represent over 100 companies. Her focus shifted in 2018 from primarily life and small business insurance to health, specifically Medicare, and this is where her business really grew. She works with her husband, Jake (no, not from State Farm), who's been in the insurance industry in various roles for nearly 20 years, and together they have built Medicare with Jake/Insured with Jake (spoiler alert – new branding coming in 2024!), a thriving insurance brokerage with 10 agents working with them. They've built their company almost exclusively through community relationships and partnerships and are quick to acknowledge their success has been due to God's favor and opening doors they couldn't have opened themselves.



Abigail's passion is two-fold: to educate her clients and advocate for them. She believes proper education on their options allows clients to make the best decisions they can for themselves and their needs. Clients working with Abigail have access to a full-time customer service specialist as their advocate so billing or claims questions are brought to them and clients aren't calling a 1.800 number for that. Insurance is confusing enough without having to try and "speak the language" so Abigail's team does that for them. Abigail and her husband live in Wichita with their two dogs, an 11 year old beagle named Doris and a nine month old bull terrier named Hank.

From: [Brenda Unruh](#)
To: [LeAnn Mott](#)
Subject: FW: Speaker
Date: Tuesday, April 15, 2025 4:13:06 PM
Attachments: [image002.png](#)

I completely trust Halley's judgement on this one!

From: Halley Lee <hlee@sdba.com>
Sent: Tuesday, April 15, 2025 4:03 PM
To: Brenda Unruh <bunruh@ksbankers.com>
Subject: Speaker

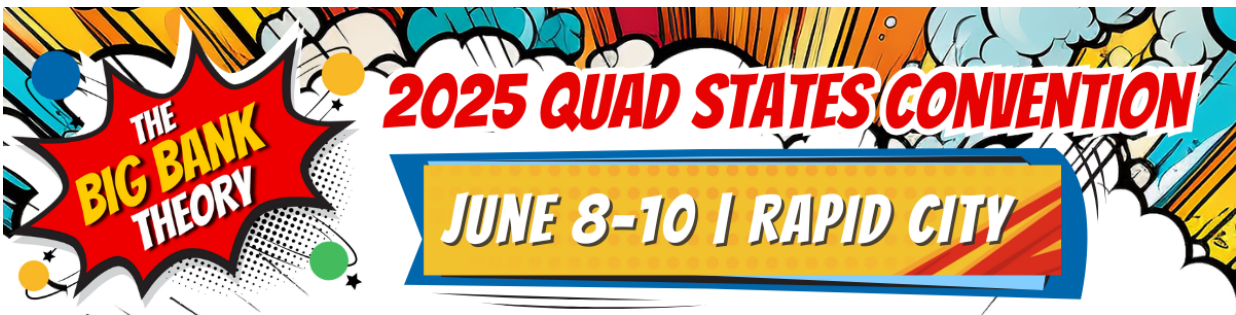
Hi friend! One of my faves is V.J. Smith from Brookings, SD. I adore this man. He's spoken for me several times. <https://www.vj-smith.com/> Happy to share more info if you're interested. I'm guessing around \$3,000.

 **Halley Lee**

Administrative Vice President
South Dakota Bankers Association
Educate. Advocate. Grow.

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MEET V.J.



- Has been a professional speaker for more than twenty years.
- Two-time finalist in Toastmasters International's "World's Championship of Public Speaking"
- Has given more than 2,500 presentations from coast to coast, border to border.
- Named a favorite speaker of meeting planners in America by *Meetings and Conventions Magazine*
- Has traveled more than a million miles and spoken to more than a million people.
- Author of the fabulously successful and bestselling book *The Richest Man Town*.
- He spent twenty-five years of his working life in various management roles at both a Fortune 100 Company and a mid-sized university.

Book V.J. Today!

SPEAKING

V.J. HAS 5 UNIQUE TALKS THAT ARE GUARANTEED TO CAPTIVATE YOUR AUDIENCE AND INSPIRE POSITIVE LIFE CHANGES.

THE RICHEST MAN IN TOWN

This is V.J.'s signature talk and is based on the best-selling book of the same title. Audience members will go on an emotional roller coaster ride as V.J. describes how Marty, an unforgettable cashier at a local big box store, had a profound impact on the people who went through his check-out line. Marty became a legend in an unexpected place because he treated everybody with dignity, kindness and respect. As V.J. says, "Marty was living proof that you don't need money, power or title to make a difference in life. You just need to care."

If you want a presentation that people will talk about and think about for years to come, look no further than V.J.'s "The Richest Man in Town"!

REPLENISHING THE OH-ZONE



Do you want to put new life in customer relations? Or, your personal relationships? Successful people and admired leaders share a common trait - they are great listeners. In this lively and entertaining one-hour talk, V.J. hits a homerun in getting audience members to reflect on their own listening skills and the simple steps to improve. V.J. is a fantastic storyteller and his memorable stories are sure to inspire and motivate about the great difference maker in life - listening.

EXCEPTIONAL IS AS EXCEPTIONAL DOES



Drawing on his twenty-plus years as a manager, which included a stint in a Fortune 100 company, V.J. shares the qualities that separate the exceptional employee from the average employee. This is guaranteed to be a real eye-opener for many members of the audience. Using the categories V.J. illustrates, the listener will make a personal assessment on where they stand on the "Exceptional Scale" and the potential areas of improvement. As is his speaking style, V.J. uses appropriate anecdotes and humorous stories to drive home key points - and to keep the audience entertained.

WHERE IS YOUR THERE?



It can be a life changing experience to write down your goals. The seven "file folders" of your life include: Family; Financial; Career; Educational; Community; Spiritual; and, Self. What do you want to do? What do you want to see? What would make your life complete? Giving deep thought to each of these areas and then writing down goals will provide a road map for a fulfilling life. It's a transformational experience and you are never too old (or young!) to start.

SIMPLE CHOICES, BIG REWARDS



We are judged by the choices we make. In our personal lives and in our business lives, we are faced with simple choices on how we interact with the people around us. In this talk, V.J. focuses on five key situations we face each day. Members of the audience will laugh and reflect on their choices during this one-hour rapid-fire session.

Book V.J. Today!

2025 Tri-State
Trust
CONFERENCE

April 22-24, 2025
In-Person and Virtual Options

Conference Location:
Delta Hotel by Marriott
Fargo, ND

Sponsored by:



NORTH DAKOTA
BANKERS
ASSOCIATION

REGISTRATION OPTIONS:

IN-PERSON OR
VIRTUAL



As of March 25, 2025

American Cancer Society

Broadridge

Cannon Financial Institute

CAPIS

Cheetah, an Accutech Company

EPIC Retirement Plan Services

Farmers National Company

FCI Advisors

Federated Hermes

Fifth Third Bank

Fi-Tek

Franklin Templeton

FusionIQ

Infovisa

Jack Henry

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JP Morgan

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Monroe Capital LLC

National Care Advisors

ND Community Foundation

Northern Trust

Peoples Company

Pifer's Auction & Realty

Proxytrust

Ritchie Bros.

Simplify ETFs

Steffes Group

T. Rowe Price

Trustate Corporation

UMB Bank

Vanguard

Tuesday, April 22

- 4:30 pm Registration
- 5:00 pm Opening Reception in Exhibit Hall
- 6:30 pm Opening Dinner
- 7:00 pm **No Bad Days**
Hunter Pinke, Northwood ND



In the winter of 2019, Hunter Pinke, then a college athlete, suffered a life-changing ski accident, leaving him currently paralyzed from his chest down. He underwent multiple surgeries and spent months in rehabilitation at Craig Hospital in Colorado. Despite the challenges he faced, Hunter never gave up hope and faith. Hunter was told by health professionals that he would have good days and bad days going forward. Hunter told them they were wrong. "I don't have bad days." Through Hunter's powerful presentation, you'll learn how to stack good days upon good days and live a life of gratefulness and joy.

Wednesday, April 23

- 7:45 am Breakfast Buffet in Exhibit Hall
- 8:30 am Welcome and Introductions
- 8:30 am **Economic Outlook**
Lauren Henderson, Stifel Financial, Chicago IL
- This session will look at the current state of the economy and what it means going forward for overall growth, interest rates and monetary policy. It will cover macro-economic trends in consumer spending and investment, in addition to new monetary and fiscal policy initiatives and the potential economic effects of these changes. It also will examine the changing global and political environment, and how they will affect the economy. Participants will leave this session able to advise management teams on the possible effect of economic issues.
- 9:30 am **Using J.P. Morgan's Guide to Retirement to Help Clients Retire with Confidence**
Sharon Carson, JP Morgan Chase, New York NY
- This presentation will cover timely retirement planning topics including implications of how spending changes by age given inflation of different goods and services, what clients may want to consider because of new retirement legislation, and common Social Security claiming questions and answers.
- 10:30 am Morning Break in Exhibit Hall
- 11:05 am **Hot Fiduciary Compliance Topics for Trustees**
Patrick Alyward, TrustWorthy Consultants, Atlanta GA
- Navigating the fiduciary compliance landscape and meeting regulatory requirements is challenging. This session will review some pertinent compliance topics that corporate trustees often deal with. Specific compliance risks and requirements will be discussed and industry best practices will be shared to help organizations avoid compliance potholes.
- 12:00 pm Luncheon in Exhibit Hall
- 1:05 pm **Scouting Report on Recent Tax-Related Estate Planning Developments**
Steve Murphy, McGuireWoods LLP, Richmond VA
- Murphy will provide an update on legislative and regulatory developments, rulings and cases in estate planning and gifts, generation-skipping transfers and fiduciary income tax. He'll also discuss how the changes can affect clients and customers. Additional topics will include gifts, valuation, estate inclusion, marital and charitable deductions, GST issues, and fiduciary income tax.



Delta Hotel by Marriott
1635 42nd St SW
Fargo ND

- Deadline March 22
- Room Rate \$149
- Ask for Tri-State Trust

Call to reserve a room:
701.277.9000
or visit:
<http://bit.ly/4kw1Ar5>

The 2025 Trust Conference content has been submitted for continuing education credit with the following organizations:

- Certified Financial Planner Board of Standards
- Institute of Certified Bankers: CTFA and CRSP
- Minnesota State Board of Continuing Legal Education
- North Dakota Commission for Continuing Legal Education
- North Dakota Insurance Department
- South Dakota Division of Insurance

To Register:

Return enclosed form with payment:

NDBA
Attn: Registration
PO Box 1438
Bismarck ND 58502

Questions?

Call NDBA's Dorothy Lick at 701.223.5303 Ext. 7

2:30 pm Dessert and Final Break with Exhibitors | Door Prize Drawings

3:10 pm **A.I. in Wealth Trust: Developing the Use Cases and Trust Needed to be Successful**
Mike Tropeano, Fi-Tek, Boston MA

AI is evolving beyond the hype and starting to impact the workplace. Organizations must develop strategies to leverage AI for better client experiences and scalability. This session will cover AI's current state, practical applications, and steps to prepare for its adoption.

4:15 pm **Rapid-Fire Roundtables**

This fast-paced session will give you a chance to discuss current issues and trends with colleagues.

5:00 pm Networking Reception followed by Dinner on Your Own

Thursday, April 24

7:45 am Continental Breakfast

8:15 am **Thriving in Chaos: Addressing 7 Challenges Impacting Wealth Management**
Phil Buchanan, Cannon Financial Institute, Athens GA

Client expectations of their advisors and advisory firms have never been higher. Driving these elevated expectations are diverse generations of wealth, each with their own perspectives and demands. Adding to the chaos are emerging technological tools, digital assets and artificial intelligence – and all are of interest to end user clients. This talk focuses on three specific strategies that advisors and advisory firms must employ to remain relevant in the eyes of existing clients and future prospects.

9:30 am **BSA/AML/OFAC Compliance Essentials for Fiduciaries**
Jeff Kropschot, Kropschot Consulting Partners, Springville UT

Join us for a dynamic session that dives into the fundamentals of anti-money laundering (AML) compliance. While we'll touch on key regulatory requirements, the primary focus will be on you – the client-facing personnel on the front lines. We'll explore how to spot red flags, identify suspicious activity, and take proactive steps to escalate potential threats. With real-world scenarios and actionable tips, you'll walk away equipped to protect your organization and clients, while navigating the complexities of AML compliance with confidence. Don't miss this chance to empower yourself in the fight against financial crime!

10:30 am **Global Market Outlook**
Chris Dillon, T. Rowe Price

The T. Rowe Price multi-asset group is responsible for managing \$450B in T. Rowe assets and is responsible for asset allocation globally. Chris Dillon will discuss T. Rowe Multi-Asset's current decisions and forward-looking views on global markets.

11:30 am Closing and Adjourn

**Hot Fiduciary Compliance Topics for Trustees**

Patrick Alyward
TrustWorthy Consultants

**Compliance Essentials for Fiduciaries**

Jeff Kropschot
Kropschot Consulting Partners

**Thriving in Chaos: Addressing 7 Challenges Impacting Wealth Management**

Phil Buchanan
Cannon Financial Institute

**Scouting Report on Recent Tax-Related Estate Planning Developments**

Steve Murphy
McGuireWoods LLP

**Using J.P. Morgan's Guide to Retirement to Help Clients Retire with Confidence**

Sharon Carson
JP Morgan Chase

**No Bad Days**

Hunter Pinke
Northwood ND

**Global Market Outlook**


Chris Dillon
T. Rowe Price

**A.I. in Wealth Trust: Developing the Use Cases and Trust Needed to be Successful**

Mike Tropeano
Fi-Tek

**Economic Outlook**

Lauren Henderson
Stifel Financial

 **Questions? Contact NDBA SVP of Education Dorothy Lick at 701.223.5303 Ext. 7.**



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