



# Community Bankers Association

38<sup>th</sup> ANNUAL CONVENTION

July 20-22, 2016

at the Wichita Marriott

CBA

Community Bankers  
Association of Kansas

# COMMUNITY BANKERS ASSOCIATION

Dear Friends,

The Community Bankers Association is celebrating their 38th year at the Annual Convention. This year's convention will be held in Wichita, KS at the Marriott July 20 thru 22.

This year we are working with the theme "Teamwork Makes the Dream Work". Where else do we see great examples of teamwork? Our convention committee has teamed up to bring us a wonderful convention with speakers who will give us new information and insight as well as opportunities to bond with fellow bankers and families.

As community bankers, we are very fortunate to have such a tremendous networking opportunity. There is nothing like getting together with your fellow Kansas bankers in a relaxed and fun atmosphere. With every CBA convention that I have attended, I've always left with ideas and a renewed enthusiasm that can be utilized in my bank and community.

Amy and I are looking forward to seeing you at this year's convention. Thank you for the opportunity to serve as your chairman this past year; it has been an honor to serve.

Sincerely,



Gregory R. Wartman  
Johnson State Bank, Ulysses, KS  
CBA Chairman



# SCHEDULE AT-A-GLANCE

## WEDNESDAY – JULY 20TH

- 8:00 a.m. **Registration and Continental Breakfast** for golf tournament participants at the Crestview Country Club
- 8:30 a.m. **Golf Tournament**  
Shot gun start—Crestview Country Club
- 11:30 a.m. **CBA Registration Desk Open**  
Registered guests may check in at the Marriott starting at 4:00 p.m.
- Afternoon **Chairman's Welcome Reception**  
CBA Chairman's Hospitality Room  
Greg and his wife, Amy, are hosting this friendly informal gathering.  
*Sponsored by First National Bank of Hutchinson*



## THURSDAY – JULY 21ST

- 7:30-8:00 a.m. **Continental Breakfast**—*Co-Sponsored by ICBA Securities & ICBA Bancard/TCM Bank*  
For bankers and spouses.
- 8:00-11:30 a.m. **General Session**  
**EMCEE**  
Mark Mayfield

# SCHEDULE & SPEAKERS



Svetlana

8:20-9:00 a.m.



Mark



Jim

### **Keeping Wealth Local: Partnership with Community Foundations**

Svetlana Hutfles, Kansas Association of Community Foundations

Mark Keeny, Citizens Bank of Kansas, Kingman

Jim Birkbeck, Denison State Bank, Holton

This interactive session will provide community bankers with the necessary background and tools to help keep resources from leaving your community and your community bank. We all want to leave our communities in better shape for the next generation, and this session will give you some real life examples of how to do it now, and in the future for many generations to come.



9:05-9:50 a.m.



### Monetary Policy Implications for Low Inflation and Global Turbulence

Craig Dismuke, Vining Sparks

Already, 2016 has brought high levels of global market turbulence. Despite this, the U.S. economy has continued to churn along at a moderate rate of expansion allowing the Fed to finally end, for now, the era of Zero-Interest-Rate Policy (ZIRP), raising rates for the first time in almost a decade. They did so based on the theory that a lower unemployment rate will inevitably translate into higher wages and inflation. The focus for Fed officials and the markets in 2016 will be inflation, if it will finally gain traction or not. In this presentation; we will 1) highlight the various factors affecting inflation, 2) illustrate why the theory may prove unreliable, and 3) discuss the potential implications for monetary policy and interest rates.

### Mid-Session Break

10:15-10:40 a.m.



### Litigation Reflections: Lessons Arising From 2015 & 2016 Case Decisions

Bruce Woner, Woner Glenn Reeder & Girard, P.A.

Outcomes and decisions from Kansas cases across 2015 & 2016 will be reviewed. The lessons to be taken from these decisions will be uplifted and explained. Other topics of interest to Community Banks will also be addressed.

10:45-11:10 a.m.



### How to Keep and Retain Key Employees

Carl Zeutzius, UNICO Group

Your employees are the framework on which all of your company's success is built, which is why a company with low turnover is far more likely to be successful than one with high turnover. Retaining a positive and motivated staff is vital to an organization's success. High employee turnover increases expenses and also has a negative effect on company morale. This session will focus on ways to keep and retain key employees to help make sure they remain employed while maintaining job performance and productivity.

### Closing Statement

11:10-11:30 a.m.

Mark Mayfield

11:30 a.m. - 5:30 p.m.

### Open Afternoon

5:30-9:30 p.m.

### CBA Annual Trade Show

6:00-8:00 p.m.

Dinner (inside the Exhibit Arena)

## FRIDAY - JULY 22ND

7:30-8:00 a.m.

### Continental Breakfast For bankers and spouses

*Sponsored by Bank Financial Services Group*

8:00 a.m. - 11:30 p.m.

### General Session

#### EMCEE

8:00-8:15 a.m.

Mark Mayfield

### There is no "I" in Team—Unless you're a really bad speller

This is NOT a motivational speech. We won't be joining hands and singing "Kum Ba Ya". Mark will show you how to build stronger relationships by using his offbeat, observational sense of humor. It's practical, yet hilarious, behavior changing modifications that will make your teams stronger despite their generational and personality differences. People don't stop playing because they grow old, they grow old because they stop playing. So get a little younger as Mark teaches you solid principles of partnership and collaboration.



8:25-9:35 a.m.



### **Bank Robbery/Active Shooter Mitigation/Personal Safety for You and Your Family: *What You Need To Know and How to Respond***

Scott Teeselink—*Sponsored by BankOnIT*

With the recent Hesston event and the armed bank robbery in Oklahoma, people have a growing concern about the increase in tragedies. When an active shooter is in your vicinity you must be prepared both mentally and physically to deal with the situation. Scott will share ideas of how to be aware of your environment, basic rules for surviving and simple guidelines to remember: Run/Hide/Fight!

## **Mid-Session Break**

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10:05-10:25 a.m.



### **The State of Banking in Kansas**

Judy Stork, Office of the State Bank Commissioner

Judy will discuss the financial condition of State Banks in Kansas as well as challenges and opportunities facing the banking industry.

10:30-11:00 a.m.



### **ICBA Update**

Tim Zimmerman, ICBA Vice Chairman

Tim Zimmerman is the vice chairman of the independent Community Bankers of America (ICBA) and the president and CEO of Standard Bank in Monroeville, PA. Zimmerman has been a community banker for more than 35 years. Zimmerman has served ICBA and the community banking industry for many years. On the state and local level, Zimmerman has been a member of the Pennsylvania Association of Community Bankers for more than 20 years and currently serves on the board of directors. He is board member and vice president of the Pittsburgh Civic Light Opera, chairman of its Audit and Budget and Finance committees and a member of its Cabaret and the New Works Funding committees. He also serves as his company's coordinator for the Make-A-Wish Foundation annual campaign. Zimmerman holds a Bachelor of Science degree from Indiana University of Pennsylvania and did graduate work at the University of Pittsburgh. He is a Certified Public Accountant in Pennsylvania.

## **Annual Business Meeting**

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Afternoon

### **Free Time**

No scheduled events. Take advantage of the many activities to enjoy in the area.

5:00 p.m.

### **Officers' Photos**

5:15-5:45 p.m.

**Family Photos** (Photographer available from 5:00-6:15 p.m.)

5:15 p.m.

### **Chairman's Reception**

6:00 p.m.

### **Dinner**

*Co-Sponsored by Bankers' Bank of Kansas and Harland Clarke*

7:00 p.m.

### **Live Auction**

Auctioneer: Curt Marshall, Bank of Tescott at Salina

9:00 p.m.

### **Chairman's Farewell Night Cap**

CBA Chairman's Hospitality Room

*Sponsored by UNICO Group*

# RESORT & CONVENTION INFORMATION

## HOTEL RESERVATIONS

Hotel accommodations at the Wichita Marriott are not included in your convention registration and should be made directly with the Hotel. CBA has reserved a block of rooms for Tuesday, Wednesday, Thursday and Friday nights, July 19-22, 2016. This block of rooms consists of hotel guest rooms. The special block price of \$109/night will be held until Tuesday, June 28, 2016. After June 28, neither price nor room availability will be guaranteed, so make your reservations today! Be sure to mention you are with the Community Bankers Association.

Wichita Marriott  
(800) 228-9290

Room Block Price: \$109 (double/single/king)

Check in Time is 4:00 p.m. (price and availability cannot be guaranteed after June 28)

## REGISTER EARLY

**Win a FREE 2 Night Stay and \$50 Toward Dinner for Two!**

Register early and be eligible to win a complimentary two night hotel stay and \$50 towards dinner for two

to be used anytime after the convention! Registrations must be postmarked on or before June 1, 2016, to be eligible for the prize drawing. The hotel accommodation includes one double/king room for two nights. Only bankers with full convention registrations are eligible to win. The drawing will be held at the General Session on Friday morning. You must be present to win.

## WEDNESDAY GOLF TOURNAMENT

The Annual Golf Tournament will be held Wednesday, July 20, at Crestview Country Club. The tournament will mix men and women golfers. The format is a golf scramble, so even if you haven't had much time to golf this year, you can still have fun and a chance to win some great prizes!

A shotgun start will begin the tournament at 8:30 a.m. Golfers should arrive by 8:00 a.m. for team pairings and tournament preparations. All convention attendees are welcome and encouraged to play. Golf is not included with full convention registration. Use the golf sign-up form included with this brochure to register for the tournament.





## **WEDNESDAY NIGHT – CHAIRMAN’S WELCOME RECEPTION**

Join us Wednesday evening in the Chairman’s hospitality room for an informal get together. The whole family is welcome to attend. Light snacks and beverages will be available. Start the convention off right with a casual gathering of old friends and new friends you have yet to meet. Sponsored by First National Bank of Hutchinson.

## **THURSDAY – TRADE SHOW**

Few shows compare with the annual CBA Tradeshow. Here you will find a great variety of products and services with community banks in mind. Whether it is insurance products, computer services, data processing solutions, or community bank service products, you will experience a variety of contacts to help you find the information you seek. Bankers, bring plenty of business cards for use in registering for prizes and sharing industry information at the CBA Tradeshow.

## **FRIDAY NIGHT – CHAIRMAN’S RECEPTION AND DINNER**

Join us as we honor and thank our CBA Chairman Greg Wartman, President of Johnson State Bank, Ulysses for his year of service and leadership. Laughter and congratulations are the themes of this evening. Sponsored by Bankers’ Bank of Kansas and Harland Clarke.

## **LIVE AUCTION**

Action! Unexpected Activity! Laughter! Collectors’ items, trendy treasurers and perhaps a few unusual finds! We’re describing, of course, the annual Live Auction, a favorite of CBA Members. Auctioneer Curt Marshall from the Bank of Tescott, Salina, will be back to bring on the bids and the fun. The Auction will be held following the close of the Chairman’s Dinner on Friday evening. So come sit down and watch the show—a mixture of banter, barter and even a few bargains. You seldom know where the next bid will be coming from in the audience. Come join this fast-paced, down home, entertaining event. Even if you don’t want to bid, you can still enjoy the show.

## **WHAT TO WEAR**

Be comfortable! Dress for most events is casual, including the Tradeshow and General Sessions. Business dress for men and women will be appropriate for the Friday evening Reception and Dinner.

## **FUN FOR THE ENTIRE FAMILY**

There are so many things to do in Wichita: shopping, museums, trolley rides, wonderful restaurants, movies, botanical gardens and the zoo. To find out more information on the city of Wichita and what there is to do, log on to the Wichita Convention and Visitors Bureau website, [www.visitwichita.com](http://www.visitwichita.com).



# THANK YOU

CBA offers special recognition and appreciation to the following companies who have committed to convention sponsorship. If you would like to sponsor a segment of the CBA Convention, please contact Yvonna Hansen in the CBA Office at (785) 271-1404 to inquire about available opportunities. Sponsors are recognized by signage and also publicly acknowledged during their sponsored event. In addition, sponsors receive special mention in the CBA magazine, *In Touch*.



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Community Bankers  
Association of Kansas

5897 SW 29th Street • Topeka, KS 66614  
800-258-4589 • [www.cbak.com](http://www.cbak.com)



## Crestview Country Club

Wichita, Kansas  
Wednesday, July 20<sup>th</sup>, 2016



### *AN ENJOYABLE WAY TO SPEND A DAY!*

This four-person scramble will mix men and women, bankers, company representatives, guests and will be paired according to average score or handicap. You will be notified of your golf pairings the day of the tournament.

Your golf registration includes - continental breakfast, greens fee, cart rental, prizes, and lunch. Golf hole prizes and team prizes will be awarded during the lunch.

**Continental Breakfast at 8:00a.m.**

**Shotgun start at 8:30a.m.**

**CBA Member Fee (including Mulligans) \$135**

**Non-Member Fee (Including Mulligans) \$175**

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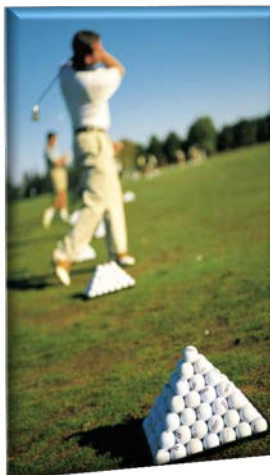
### CBA Convention Golf Registration Form Crestview Country Club, Wichita, Kansas Wednesday, July 20<sup>th</sup>, 2016

Bank: \_\_\_\_\_ Name: \_\_\_\_\_

Address: \_\_\_\_\_ City/State: \_\_\_\_\_ Zip: \_\_\_\_\_

Handicap\*: \_\_\_\_\_ Average Score\*: \_\_\_\_\_

- *If you do not list an average score or handicap, you will be listed as an 'A' player.*



***Photocopy this form for multiple registrations.***

**Registration Deadline: June 14<sup>th</sup>, 2016**

*Please fax/return this registration form to:*  
Community Bankers Association of Kansas  
5897 SW 29<sup>th</sup> Street  
Topeka, KS 66614  
Phone: (785) 271-1404 Fax: (785) 271-1508

# EMPLOYEE SPECIAL

## *TRADE SHOW*



The 38<sup>th</sup> annual Trade Show will take place **Thursday, July 21<sup>st</sup>** from 5:30 p.m. to 9:00 p.m., at the Wichita Marriott in Wichita. CBA extends the opportunity for you, at a discounted rate, to send all of your employees to this educational event. **Don't miss this chance for everyone** in your bank to learn about the latest in banking products and services.

1-4 Employees - \$79 each  
5-9 employees - \$59 each  
10 or more employees - \$49 each

Dinner and refreshments included with registration.

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Bank Name \_\_\_\_\_ City \_\_\_\_\_

Mailing Address \_\_\_\_\_

Telephone \_\_\_\_\_

Please print names as they should appear on name badges:

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

**PLEASE FAX TO THE CBA OFFICE BY JUNE 21<sup>st</sup>**

FAX: (785) 271-1508

If you have any questions about the trade show or convention, please contact Yvonna at the CBA office (800) 258-4589 or by email, [yvonna@cbak.com](mailto:yvonna@cbak.com).



# 2016 CBA Convention Live Auction

Live Auction

Friday, July 22<sup>nd</sup>

Auctioneer, Curt Marshall

Help make this year's Live Auction a memorable one. CBA appreciates your exceptional support. If you intend to donate an item, please fax this registration form back to the CBA office by June 21<sup>st</sup>.

## CBA Live Auction Donation Form

Name of Bank or Individual: \_\_\_\_\_

*(Please state who the donation is from: bank or individual)*

Address: \_\_\_\_\_

*(Address of contributor – Bank or Individual who donated the item)*

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

### Item(s) to be donated

Auction Item: \_\_\_\_\_ Item Value: \_\_\_\_\_

Auction Item: \_\_\_\_\_ Item Value: \_\_\_\_\_

Auction Item: \_\_\_\_\_ Item Value: \_\_\_\_\_

Auction Item: \_\_\_\_\_ Item Value: \_\_\_\_\_

Auction Item: \_\_\_\_\_ Item Value: \_\_\_\_\_

**Please bring your item(s) to the CBA registration desk prior to the Auction on  
Friday, July 22<sup>nd</sup>**



THANK YOU!

Please return this form by fax to the CBA office at (785) 271-1508.  
If you have any questions please call the CBA office at 1-800-258-4589.



# 38<sup>th</sup> Annual CBA Convention BANKER REGISTRATION FORM

Wichita Marriott • Wichita, KS • July 20<sup>th</sup> – 22<sup>nd</sup>, 2016

## REGISTRATION INFORMATION

Bank: \_\_\_\_\_

Address (City/State/Zip): \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**Please print name as it should appear on name badge - indicate after name if registrant is a banker, vendor, spouse, guest or child. Also, please mark the events you plan to attend to help us obtain a more accurate food and beverage count.**

**1<sup>st</sup> Attendee:** \_\_\_\_\_ Banker Spouse Guest Teen Child: age \_\_\_\_\_

Email Address: \_\_\_\_\_

General Session (Thru. AM)    General Session (Fri. AM)    Banquet (Fri. PM)

**2<sup>nd</sup> Attendee:** \_\_\_\_\_ Banker Spouse Guest Teen Child: age \_\_\_\_\_

Email Address: \_\_\_\_\_

General Session (Thru. AM)    General Session (Fri. AM)    Banquet (Fri. PM)

**3<sup>rd</sup> Attendee:** \_\_\_\_\_ Banker Spouse Guest Teen Child: age \_\_\_\_\_

Email Address: \_\_\_\_\_

General Session (Thru. AM)    General Session (Fri. AM)    Banquet (Fri. PM)

**4<sup>th</sup> Attendee:** \_\_\_\_\_ Banker Spouse Guest Teen Child: age \_\_\_\_\_

Email Address: \_\_\_\_\_

General Session (Thru. AM)    General Session (Fri. AM)    Banquet (Fri. PM)

## HOTEL ACCOMMODATIONS

**Room Reservations:** The room block at the Wichita Marriott consists of single/double guest rooms starting at \$109/night. Make your reservations early to ensure availability – rooms are limited! Room block expires **June 28<sup>th</sup>, 2016**. To make reservations call **1-800-228-9290** and let them know you are with the CBA room block. Cancellation Policy: Deposits by individual group members are fully refundable if the room is cancelled 3 days prior to the arrival date.

**Pricing and Payment Information on Reverse Side**



# PRICING AND PAYMENT INFORMATION

## PRICING INFORMATION

	MEMBER Before 6/1/16	MEMBER After 6/1/16	NON-MEMBER Before 6/1/16	NON-MEMBER After 6/1/16	= \$ _____
1 <sup>st</sup> Registrant	\$509	\$624	\$629	\$779	= \$ _____
Additional Registrant	\$469	\$584	\$574	\$719	= \$ _____
Spouse/Guest	\$339	\$454	\$424	\$559	= \$ _____
Teen 13 to 17	\$234	\$252	\$234	\$252	= \$ _____
Children 12 & under	\$ 59	\$ 64	\$ 59	\$ 64	= \$ _____

\*Spouses are welcome to enjoy breakfast and listen to the keynote speaker.

*A 50% Discount is available to one full registrant if your bank has not attended a CBA Convention in the last 5 years.*

## ACTIVITIES

Golf Tournament = \$ \_\_\_\_\_

**Total Cost for Convention** = \$ \_\_\_\_\_

## PAYMENT METHOD

- I have enclosed a check for my registration fees.
- Please email me my invoice and I will pay by credit card online.

**E-mail address:** \_\_\_\_\_

**Special Needs** – Persons with special needs who plan to attend the convention and who may require auxiliary aids or services are required to contact CBA at least 15 days prior to the Convention so appropriate arrangements can be made. Also, please advise us of any special dietary requirements we need to address. CBA 1-800-258-4589.

**Cancellation Policy** – Full refund available through June 1<sup>st</sup>. After June 1<sup>st</sup>, 20% of the fee will be deducted for costs. Cancellations after June 8<sup>th</sup> will not receive a refund. Substitutions accepted at no additional cost.

**Send completed registration form and fees to:**  
 CBA • 5897 SW 29<sup>th</sup> Street • Topeka • KS 66614 • Fax: (785)271-1508  
**Questions?** (800) 258-4589