

“An investment in knowledge always pays the best interest.”
- Benjamin Franklin

A Message from the President



Dear Long Island Chapter Members,

It was so great to see everyone at our February 7th Economic Outlook event with HSBC’s Jose Rasco. Thank you for coming out in great number in continued support of our Chapter. I’d love your feedback on this event as well as ideas for additional events in the future.

We are looking to go “back to back” with record turnouts. Our April 11th Panel Discussion is taking shape and registration details will be circulating shortly. Please keep an eye out. Thanks in advance to our panelists for their participation.

I have a favor to ask. If your respective organization doesn’t have representation within our Emerging Leaders group, please nominate someone to get involved. There is no meaningful financial commitment or obligation. The obligation is to be involved in planning events and making them a success. The rising stars in your organizations will benefit with a broader and more connected network. Our Emerging Leaders group is actively involved in giving back to the local communities while preparing for future roles on the RMA Board. This is an excellent opportunity for someone in your organization to differentiate themselves as they advance in their young careers. Please consider.

Lastly, I want to highlight a wonderful local not for profit – Long Island Against Domestic Violence. The LI Chapter wanted to recognize the 2024 efforts of two Board members, Jeanette Hug and Toni Badolato. Jeanette and Toni chose Long Island Against Domestic Violence to receive a donation in their honor. Because of your support and the support of our Sponsors, we are able to fulfill our mission of giving back to the Long Island community.

Please send your feedback and suggestions to rmalongisland@gmail.com. Thank you.

Sincerely,
Michael Heller

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Save the Date

Annual Credit Roundtable, moderated by Rick Romano

Featuring:

Donna Cleary, Head of Middle Market, Metro NY, TD Bank
Christopher J. Hilton, Senior EVP, Chief Lending Officer, First National Bank of Long Island
Tamra Postiglione, Market Executive, Managing Director, Flagstar Bank
Meaghan Zanfardino, Senior Vice President, Senior Credit Officer, M&T Bank

Friday, April 11th, 8am – 10am

Venue: The Heritage Club at Bethpage State Park

Register: [Annual Credit Roundtable | Auction Frogs](#)

Annual Sponsorships Available

For information regarding Sponsorship please contact:

Neil Seiden at neil.seiden@assetenhancement.com or 516-767-0100

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Website: <https://community.rmahq.org/longisland/home>

RMA Scholarships

James T. McCarthy Scholarship - \$2,500

Dr. Pearl Kamer Scholarship - \$2,500

Patrick M. Demery Bankers' Lifetime Achievement Award - \$1,500

Application deadline: May 1, 2025

Eligibility:

Bankers and students interested in pursuing their education and career in the area of banking, commercial lending or credit risk management. You must be enrolled at an accredited college, pursuing a pertinent degree program.

Application package must include the following:

- College transcript (or schedule for incoming freshman) and evidence of current enrollment at an accredited college
- Essay from applicant stating:
 - Why you have chosen or are interested in a career in banking
 - Your career goals and how this scholarship will help you meet your goals
- Employment history and current job description, if applicable
- Extracurricular activities, community service
- List of leadership positions, honors and awards
- ONE Letter of recommendation from your current employer or professor

Note: Incomplete application packages will be disqualified.

Applications will be reviewed by the
Scholarship Committee of the
Long Island Chapter of Risk Management Association.

Forward questions or your completed application package to:

Bonnie Dougherty, Senior Vice President

Valley National Bank

BDougherty@valley.com

Five Strategies for Loan Review in Current Credit Market



Giulio Camerini, Principal, Consulting, Crowe LLP

With economic and interest rate shifts, institutions face new credit complexities. Our specialist covers five strategies for effective credit risk management.

The lending environment is undergoing a seismic shift, with interest rate fluctuations and pockets of softening in economic conditions reshaping the landscape. As loans originated between 2017 and 2022 come up for renewal, financial institutions are grappling with the implications of higher interest rates on these transactions. During our recent “Financial Services Audit Committee Overview” webinar, we covered the current credit market as well as five strategies for effective credit risk management in the face of continued turbulence.

Be proactive and diligent in monitoring the loan portfolio.

Borrowers’ ability to meet their obligations might be affected by the current credit and economic landscape, as it’s marked by rising interest rates, inflationary pressures, and shifting economic dynamics. To succeed in this turbulent environment, institutions must adopt a comprehensive approach that emphasizes frequent borrower information gathering, timely annual reviews, monitoring of leading risk indicators, and an independent loan review program that is both effective and dynamic. Risk rating activity is evolving in these times, so being proactive on each of these pieces will help institutions keep risk ratings more up to date and timely.

Keep borrower information up to date.

Institutions can no longer rely on basic financial statements or outdated data. In today’s fast-paced market, having access to the freshest information is vital for institutions to accurately assess credit risk. Institutions should prioritize collecting current financial statements, rent rolls, and other relevant data from borrowers on a regular basis. This information enables early detection of potential issues and allows institutions to make informed decisions about risk ratings and loan renewals.

Engage in timely annual loan reviews and borrower inspections.

Institutions should conduct loan reviews at least annually, but ideally on a more frequent basis for loans of a meaningful size or risk profile, to help identify opportunities for risk mitigation. These reviews should incorporate both historical performance data and forward-looking projections to get a complete picture of the loan and its effect on the institution. By thoroughly analyzing cash flows, implied cap rates, and other key metrics, institutions can better understand the potential risks and opportunities associated with each loan. It also is important to regularly have site visits to the client and collateral properties with documentation of findings from these visits on file.

[Continued...](#)

Monitor leading risk indicators.

Tracking trends in areas such as consumer debt levels, personal savings rates, and sector-specific performance can help institutions stay on top of leading risk indicators. By identifying potential risks before they fully materialize, institutions can proactively manage their loan portfolios and help mitigate potential losses.



These strategies can help financial institutions navigate the turbulent credit markets with confidence. By effectively identifying and managing risks, institutions can help position themselves for long-term success in an ever-changing lending environment.

Continually evaluate and challenge independent loan review programs.

Especially with constant shifts in the market, institutions need to continually evaluate and challenge their loan review programs. This looks different for every institution but might involve increasing coverage in high-risk areas, conducting deeper dives into specific products or portfolios, or exploring new technologies and visualization tools to enhance risk monitoring capabilities. Regular training on risk rating methodologies and best practices also should be a priority, as these help equip loan review teams with the latest knowledge and skills.

RMA Long Island Chapter General Membership Breakfast Event: 2025 Outlook on Economies and Markets

Held on February 7, 2025 at Heritage Club at Bethpage

The program was well-attended with over 120 industry professionals in the room, to hear economic insight from Speaker: Jose Rasco, Chief Investment Officer for HSBC.



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