



# BORROWED TIMES

## Letter from our Chapter President

By Steve Schoenecker

This September marks the start of my fourth year on the board of the Kansas Chapter of the RMA, a year in which I find myself in a very different place than I was in when I first joined the RMA board in 2012. My career as a Credit professional has progressed through several stages; much of my advancement I attribute to knowledge gained through RMA.

In December of 2014 I made the decision to study and sit for the RMA's Credit Risk Certification (or "CRC") exam. Suffice it to say, the CRC designation is touted by RMA as being to a Credit Analyst what the CPA designation is to an Accountant – certification and proof of your hard work, countless hours of study, dedication to your career field, **and, most importantly, dedication to sound and accurate principals of credit analysis and timely/accurate underwriting of any and all types of commercial loans.**

I passed the CRC exam in April of 2015 and was thus able to add this designation to my professional credentials. My experience of preparing for and passing the CRC exam was both exhausting and exhilarating. I am very proud, excited, and thankful to be transitioning into this next phase of my professional banking career.

As I reflect on the changes in my own career, I can honestly



Eric Walter, Evan Funk, Jamie Jones (RMA Regional Mgr), Blake Yakel, Barbara Mize, Steve Schoenecker, Jeff Rich, Ian Worrell, -front- Mollie Smith, Elena Leth-Nissen, Cheri Koke, Alison Dowell. (not pictured: Andy Watkins)

say that one of the primary factors behind these changes has been my participation in RMA. Being actively involved in RMA means interacting with professional banking contemporaries on a regular and ongoing basis. RMA specializes in the continuing education of credit professionals in the areas of Credit Risk, Enterprise Risk, Operational Risk, Market Risk, Regulatory Compliance, and Securities Lending.

I am honored to serve as the RMA Kansas Chapter President during the 2015-2016 RMA year. We are very excited about all of our upcoming events, including the half-day class on Accountant prepared Financial Statements and Tax Returns that Trina Swart Harmon, CPA will be teaching on November 12<sup>th</sup>. Our IT Roundtable will occur in December of 2015, followed by

our Credit Department Managers Roundtable in January of 2016.

Whether you have been in banking for less than 5 years, or are a seasoned banking professional with more than 20 years invested in the industry – I challenge you to ask yourself "Are **my** credit analysis skills, lending skills, operational skills, regulatory compliance knowledge, etc. up to par? How can I best hone **my** personal skill set in order to compete and excel in the complex world which is modern banking?"

Make it a point to join us over the next 12 months to attend as many of our events as possible. If you do so, you will learn what a vital role the RMA can play in **your** professional career training, development, and opportunities for advancement.

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### Special points of interest:

- Kansas Chapter earned Platinum
- Scholarship Program
- Fiscal Year runs from Sept 1—Aug 31
- RMA Forum Xchange for Answers

Editor:  
 Barbara Mize, Fidelity Bank



- **HVCRE**
- **ALLL**
- **Stress Testing**
- **ACH Reviews**

## Accounting & Regulatory Update on Sept 15 drew 50 area Bankers

By Steve Schoenecker

On September 15<sup>th</sup> we held our first official event for our 2015-2016 RMA year with a luncheon event at the Petroleum Club in downtown Wichita. Our featured speaker was Mark Schmelzle of Allen, Gibbs, and Houlik, LLC (AGH). Mark updated the group about a wide range of current "hot topics" important to all commercial bankers, including High Volatility Commercial Real Estate (HVCRE), Allowance for Loan Loss Reserves (ALLL), Stress Testing, and annually required ACH Reviews of Exposure Limits.

If you were unable to attend this particular event, you may contact Steve Schoenecker ([Steven.Schoenecker@BankSNB.com](mailto:Steven.Schoenecker@BankSNB.com)) or Mark Schmelzle directly at AGH. Mark has over 20 years of experience in dealing with these topics, as well as a myriad of other accounting, tax, and regulatory issues which commercial bankers deal with on a daily basis.

Allan, Gibbs & Houlik CPAs & Advisors has been serving closely-held and privately owned entrepreneurial firms and public sector organizations for more than 75 years. AGH has grown to become one of the largest independent CPA and

advisory firms in the Central U.S., providing their clients with a broad portfolio of services to help them build and preserve wealth, while also serving as a trusted advisor.

The Kansas Chapter would like to thank AGH for not only Mark's presentation on September 15<sup>th</sup>, but also Elena-Leth Nissen's active participation on our board of directors. Elena is also very involved in working with the local banking community in a variety of roles in conjunction with her CPA career at AGH, which makes her a vital professional member of our strong and active Kansas Chapter board.

## Upcoming Events

- Nov 12: **Understanding Accountant Prepared Financials.** Instructor: Trina Swart-Harmon, CPA. Location, Epic Center. Register at [rma.kansas@yahoo.com](mailto:rma.kansas@yahoo.com)
- Dec TBD: **IT Roundtable.** Moderator: TBD Location TBD.
- Jan TBD: **Credit Department Managers Roundtable.** Moderator: Karen Teschner Location: Bank SNB, 8415 E. 21st St. No.
- Feb 18: **Construction Loan Management.** All day class thru RMA National. Location, Intrust Bank. Register at [www.rmahq.org](http://www.rmahq.org)
- April 21: **Regulatory Panel on Oil & Gas.** Speakers from OCC, FDIC, & Fed Reserve. Annual election of Kansas Chapter officers. Location: TBD
- More events are in the planning stage.

## RMA Credit Risk Certification

**Validate your skills with the only recognized professional designation for credit and lending professionals .**

**Why RMA-CRC?** In today's rapidly changing financial services industry, you need practical, day-to-day knowledge that will help you excel in your profession. You need the latest skills—

skills that are current and complete. And you need the demonstrated ability to serve a diverse base of clients. Plus, you need all of your knowledge, skills, and abilities to be validated by a respected organization like RMA.

<http://www.rmahq.org/tools-publications/rma-university/credit-risk-certification>

### CRC Exam Dates

- Upcoming Exam Dates
- March 7-April 16, 2016
  - Oct 10-Nov 12, 2016

### Applications Accepted

- Deadline for Spring 2016, Jan 31, 2016
- Deadline for Fall 2016, August 31, 2016



## RMA Scholarship and Academic Program

By Frank Devlin for the November 2015 *RMA Journal*

**This fall marks** a milestone for The Risk Management Association Foundation and the start of the RMA Academic Program—important steps in RMA’s continuing advancement of sound risk management principles for the benefit of its members and the industry as a whole.

Momentum for the RMA Foundation and Academic Program grew out of the Association’s centennial celebration in 2013. Looking back on 100 years of advancing sound risk management principles, RMA leaders sought ways to continue the industry’s leadership over the next century.

One way will be through developing talent to help guide banking through a changing and challenging landscape. An influx of qualified financial professionals is needed in the near and long terms as the industry copes with a steady flow of baby-boomer retirements. The RMA Foundation Scholarship Program is just one tool RMA is using to encourage students to pursue a career in the banking industry.

Launched last year with a \$5 million commitment to help usher the best and brightest into financial services careers, the foundation—for the first time—is now accept-

ing applications for college scholarships. Students majoring in accounting, business, finance, economics, banking, or a similar field are eligible for awards of \$2,000 to \$5,000. Up to \$200,000 a year will be awarded.

For this initial round of awards, The Risk Management Association Scholarship Foundation began accepting applications October 1 and will continue to do so through November 17.

RMA’s Academic Program is a multipronged effort, with emphasis on raising student awareness of industry opportunities. College students are encouraged to join RMA as student members to take advantage of resources designed to help position them as strong candidates to potential employers. Resources include:

- Mentoring opportunities.
- Invitations to attend RMA chapter meetings and workshops.
- An online subscription to *The RMA Journal*.
- Access to eMentor and other components of RMA University Online.
- Access to the RMA Xchange online member community and its informative Member Forum.

RMA is also developing a Credit Essentials Certificate that students

can earn to further enhance their resume and help banks attract stronger talent.

Available in 2016, the certificate will demonstrate proficiency in business and financial knowledge. Free online courses from RMA will be available to help students review and prepare.

Taking advantage of all RMA has to offer—from publications and courses, to relationships with established professionals that could lead to recommendation letters and mentoring—will give students a step up in the job market. Like all RMA members, students will know the advantages of living the Association’s

“*Join.Engage.Lead.*” tagline.

RMA is spreading the word about the scholarship and student membership through chapters and its existing relationships with institutions of higher learning. One promotional piece targeted to students makes a compelling case for pursuing a banking career. It notes the diverse paths a professional can take within banking, as well as the satisfaction and pride that come from helping businesses and communities thrive. The timing of RMA’s Academic Program is advantageous in that colleges and universities are looking at ways to

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better prepare students for the workforce, and RMA’s Academic Program provides students with these resources.

“We are focused on attracting talent to the industry,” said Heidi Turley, RMA’s CFO, who is leading the RMA Foundation’s efforts. RMA’s investment, she said, is “part of our commitment to help our members advance and succeed.”

For more information or to apply for a scholarship, please visit <http://www.rmahq.org/scholarship>.

## Blake Yakel honored—Chapter Earned Platinum Award

By Ian Worrell

Blake Yakel was honored at the RMA Kansas Board meeting on September 8, 2015, which was held at INTRUST Bank. The presentation was made by Steve Schoenecker, the incoming RMA Kansas President. Other members of the Kansas Chapter Board and several of Blake’s coworkers were in attendance.

Blake has been active in the RMA Kansas Chapter since 2008, starting out as a member of the RMA Young Professionals Committee and later moving on to the Chapter Board. The time, dedication, and effort Blake has so willingly given has greatly benefitted the Chapter throughout

those years. The banking community in Wichita has also benefitted from the positive impact of RMA.

During Blake’s year as President, he helped guide the Chapter to another RMA Platinum Award, which is only earned by those chapters with the highest level of member engagement and quality programming. In November, Blake will attend RMA’s Annual conference in Boston, MA to officially accept the Platinum Award for the Kansas Chapter.

Congratulations Blake! And thank you for all that you do for RMA!



## Accounting & Tax Half-Day Class, November 12th



McFarren, Magnifico & Harmon CPAs, PA

By Steve Schoenecker

McFarren, Magnifico & Harmon CPAs, PA, located in Wichita, Kansas has been providing clients with professional accounting services and expertise since the early eighties. They provide income tax compliance and consultation for individuals, partnerships, and corporations. They also offer estate and retirement planning. Their accounting services include financial compilation and review, bookkeeping, payroll preparation, and fixed asset management.

We are very excited to have Trina Swart Harmon, CPA teaching an intensive half-day training course on behalf of the Kansas RMA Chapter, which will be from 1 to 4:45pm on Thursday, November 12<sup>th</sup>. Many of you will remember Trina's K-1 Class that was held November 2012, which was one of our Chapter's most heavily attended courses that year.

Some of the topics which will be included at Trina's course this

November are:

--Accountant prepared Compilations, Reviews, and Audits.

--The vital "Notes to Financial Statements" included with the above Accountant prepared report.

--Percentage of Completion Financial Statements.

--K-1 Schedules – for both Partnerships and LLCs

--Capital Gains & Losses, including a full discussion of Basis (what it is, how to calculate it, how to interpret it)

--Section 179 Depreciation Expense. Why it means more than you think, and why every analyst and lender needs to understand exactly how it works and how it should sometimes be factored into how you structure the loan.

--Various other Financial Statement and Tax Return related topics which will benefit every commercial credit analyst, commercial lender, and their respective support staffs.

Every member of your staff who is asked to "read and interpret the financials" for your bank needs

to attend this class. Trina's class is especially beneficial for bankers / financial professions who have less than 10 years of experience in their respective fields of credit analysis or commercial banking. However, even more seasoned bankers will benefit from a review of all of these topics and what changes have occurred in the past several years in terms of new tax & accounting standards.

This class will be held on the 22<sup>nd</sup> floor of the Epic Center in downtown Wichita. This could be your last opportunity to view downtown Wichita from this spectacular vantage point in a classroom setting. (The room is filled with large windows). This is the Hinkle Law Mingle room; and the law firm will be moving out of the Epic Center in the summer of 2016. This special events space has limited seating capacity, and we fully expect for Trina's class to reach maximum room occupancy. Register for this event today and remit payment to Barbara Mize at Fidelity Bank (\$75 for RMA Members, \$90 for Non-RMA Members). [rma.kansas@yahoo.com](mailto:rma.kansas@yahoo.com)

- November 12
- 1:00—4:45
- Epic Center, 22nd floor  
301 N. Main, Wichita
- \$75 members
- \$90 nonmembers

### Thank you to our Sponsor for November 2015!



PayNet is an internet-based platform that enables subscribers worldwide to access and analyze comparative data, reports, and tools from Hay Group Reward Information Systems. Paynet contains data covering 5 million individual records from over 12,000 of the world's leading organizations around the world.

PayNet has been generous enough to underwrite the costs involved in our November 12<sup>th</sup> half-day training class specifically designed for credit analysts,

commercial lenders, and the staff which supports both of these areas of banking. Their sponsorship of this event allowed the Kansas Chapter of RMA to bring you this valuable class at a significant discount of what is typically charged for a class of this length and complexity.

If your bank, firm, or organization would like to learn more details about how they may assist in underwriting the cost of one of our upcoming events, please contact our current Chapter Pres-

ident, Steve Schoenecker, at 316-315-1626 or [StevenSchoenecker@BankSNB.com](mailto:StevenSchoenecker@BankSNB.com).

He will discuss with you what tiers of sponsorship are available, which upcoming events we are currently seeking sponsors for, and what your company will receive in return for your sponsorship in terms of recognition. It's a win-win for the sponsor, for the Kansas Chapter of RMA, and for RMA members.

## RMA Member Forum Xchange for Answers

The RMA Journal, September 2015

Have you ever needed to know the particulars of lending to a certain industry, or on making sure you have the latest information on complying with a regulation?

Wouldn't it be nice to throw the question to a group of helpful, knowledgeable professionals who want to help?

With the Member Forum on the RMA Xchange, that's exactly what you can do.

When an RMA member recently asked for information on lending to the solar energy industry, it didn't take long for fellow lenders—from all over the U.S.—to share their experiences. The responses were remarkable for both the level of detail provided and the spirit of collegiality at their core. Perhaps even more remarkable was that it was just a typical day on the RMA Member Forum.

Launched in February 2014 for RMA's Associate and Professional Members, the Xchange is an exclusive online community where RMA members can engage in real-time discussions and share information with their peers.

The Xchange is made up of many different communities. Each RMA chapter has its own group, and there are a variety of special interest groups—including one for CRC holders, another for Wharton graduates, and a community for RMA's Young Professionals.

The main hub of activity is the RMA Member Forum, which is available to all RMA members. It's here you'll find robust discussions on a variety of different risk disciplines—credit, operational, market, and beyond.

Common topics include regula-

tory issues, ALLL, and internal reviews. But specific problems are raised—and worked through—all the time. The top search terms in 2015 have been covenants, foreclosure wait period, Credit Quest, ability to repay, and HVCRE.

Each community also comes with a library where members can share documents. Some recent additions to the Member Forum library include examples of appraisal policies and procedures and borrowing base certificates. You'll also find informative RMA White Papers and *RMA Journal* articles to download.

A recent addition is regular live chats with authors of *RMA Journal* articles. In April, Dima Neil Berdiev answered questions about his April 2015 piece, "A New Generation of Bankers: Turning a Talent Crisis into a Success Story." The article, and the online discussion that followed, touched on the generational turnover and conflict the industry is experiencing and on how organizations can better appeal to young people.

"RMA's Xchange and Member Forum give us the chance to ask questions, exchange views, and offer observations," said *RMA Journal* and Member Forum contributor Dev Strischek. "After all, RMA is an association whose members help one another and in the process make the finance industry better.

"There are no dumb questions, just deaf and dumb listeners," added Strischek, senior vice president and senior credit policy officer, Corporate Risk Management, Sun-Trust Bank. "In the spirit of 'One good deed deserves another' and 'Pay it

forward,' each of us who participates in RMA's online social networks derives the personal satisfaction of an altruistic act and collectively improves and expands banking knowledge. Like Will Rogers said, 'It's not what we don't know that hurts; it's what we know that ain't so.'"

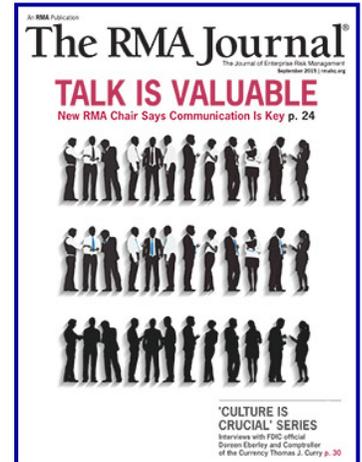
David Marks said he is active on the Members Forum because, "while banking is a very competitive industry, I've never lost sight of where I started and the experiences that strengthened me to be successful today.

"I'm very appreciative to the people who shared their knowledge with me and I enjoy sharing my knowledge with others," continued Marks, commercial loan officer and assistant vice president, Business Banking Department, at Arvest Bank. "If only I knew then what I know now' is not just wishful thinking anymore. Using the RMA Member Forum, I have access to a cornucopia of other professionals with the knowledge and answers I need."

To view the Xchange, click on the link at the top of the RMA homepage, or visit <http://community.rmahq.org/> home. A list of—and links to—current discussions can also be delivered daily to your inbox if you wish. Your username and password information is the same information you use to enter RMA's main site.

If you have any questions or would like to learn more about RMA Xchange, please contact Katie Williams at [kwilliams@rmahq.org](mailto:kwilliams@rmahq.org).

**JOIN. ENGAGE. LEAD.**



**...the Xchange is an exclusive online community where RMA members can engage in real-time discussions and share information with their peers.**

KANSAS CHAPTER  
 EMAIL:  
 RMA.KANSAS@YAHOO.COM

## Kansas Chapter Board Members—Directory

<p><b>Kansas RMA President:</b>                  Steve Schoenecker                  Bank SNB, 8415 E 21st                  Wichita, KS 67206                  (316) 315-1626</p> <p><b>Kansas RMA 1st Vice President:</b>                  Ian Worrell, Intrust Bank                  105 N. Main St., POB 1                  Wichita, KS 67201                  (316) 383-1447</p> <p><b>Kansas RMA 2nd VP-Secretary:</b>                  Andy Watkins, Intrust Bank                  105 N. Main St., POB 1                  Wichita, KS 67201                  (316) 383-1414</p> <p><b>Kansas RMA Treasurer:</b>                  Barbara Mize, Fidelity Bank                  100 E. English, POB 1007                  Wichita, KS 67201</p>	<p><b>Kansas RMA YP President:</b>                  Mollie Smith, Intrust Bank                  105 N. Main St., POB 1                  Wichita, KS 67201</p> <p><b>Kansas RMA Past Presidents:</b></p> <ul style="list-style-type: none"> <li>- Blake Yakel, Intrust Bank                      105 N. Main St., POB 1                      Wichita, KS 67201                      (316) 383-1031</li> <li>- Evan Funk, Fidelity Bank                      100 E. English, POB 1007                      Wichita, KS 67201                      (316) 268-7249</li> <li>- Cheri Koke, CrossFirst Bank                      9451 E. 13th St. North                      Wichita, KS 67206                      (316) 925-4817</li> </ul>	<p><b>Other Board Members</b></p> <p>Eric Walter, Emprise Bank                  257 N. Broadway                  Wichita, KS 67202                  (316) 383-8558</p> <p>Elena Leth-Nissen, AGH                  301 N. Main, Suite 1700                  Wichita, KS 67202                  (316) 267-7231</p> <p>Alison Dowell, RoseHill Bk                  107 N. Rose Hill Rd.                  Rose Hill, KS 67133                  (316) 776-2131 x2110</p> <p>Jeff Rich, CornerBank                  10501 E. Berkeley Sq Pkwy                  Wichita, KS 67206                  (316) 265-2437</p>
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Our chapter presents opportunities for individuals to get involved. Chapters rely on the talents of volunteers to stage many of their programs, conduct membership development efforts, and promote the ideals of the Association. To find out more about how you can get involved in our chapter, contact any of the Board members.

### What is the Young Professionals Group of RMA?

The RMA YP group provides a forum for education, networking and career development for up and coming financial and credit professionals.

## RMA Young Professionals

**YP Chair:**  
 Mollie Smith, Intrust Bank

**YP Secretary:**  
 Maizie Mobley, Intrust Bank

**Committee Members:**  
 Jimmy Black, Equity Bank  
 Tyra Blew, Biggs & Paul, LC  
 Brandon Patry, Bank of Whitewater  
 Steven Suellentrop, Legacy Bank  
 Tyler Walden, AGH  
 Trina Swart Harmon,  
 McFarren, Magnifico, & Harmon CPAs

The kick-off event for this year was *Lending Horror Stories*, held October 29th at the Museum of World Treasurers, with a social following at the River City Brewery. 39 people attended this informative event.

The speakers were TJ Barlow, Intrust Bank; Brad Yaeger, Legacy Bank; and Patrick Walden, Garden Plain State Bank. Yaeger emphasized the C's of credit. Walden shared stories of misrepresented facts that distorted the truth about collateral and created *spooky* assumptions. Barlow's stories were about borrowers and bankers who stepped way out from their box of knowledge and skills, resulting in troubled loans.

