

## RMA Wisconsin Chapter Newsletter

### New EMAIL Address and Website

The RMA Wisconsin Chapter is transitioning into a new email address and website by the end of 2016.

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Starting immediately you may use the following email address to contact the RMA Wisconsin Chapter:

[rmawisconsinchapter@gmail.com](mailto:rmawisconsinchapter@gmail.com)

The previous email address of [sandy@rmawi.org](mailto:sandy@rmawi.org) will continue to be available through the end of the year but will be transitioned out.

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In addition, the RMA Wisconsin Chapter is transitioning to a new website. Starting immediately you may visit:

<http://community.rmahq.org/Wisconsin>

This site will give you information on current events, educational courses, current Wisconsin Chapter Board Members and other information on the Chapter.

### Board Member Spotlight

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*Each newsletter, we will highlight a member of the Wisconsin Chapter Board to give our members a chance to get to know who is serving you. Feel free to contact any of our board members with any questions or suggestions you have about RMA and the local Wisconsin chapter.*

This month we will highlight Sandy Gruber. Sandy joined the board in 1997 taking on the administrator role. Sandy has seen many changes with the chapter

### OCC Bulletin: REAL ESTATE LENDING: Interagency Advisory on the Use of Evaluations in Real Estate-Related Financial Transactions

OCC Public Affairs <[occpublicaffairs@occ.treas.gov](mailto:occpublicaffairs@occ.treas.gov)>

Date: March 4, 2016

#### Summary

The Office of the Comptroller of the Currency (OCC), the Board of Governors of the Federal Reserve System, and the Federal Deposit Insurance Corporation (the agencies) today issued an "Interagency Advisory on Use of Evaluations in Real Estate-Related Financial Transactions." This advisory describes existing supervisory expectations, guidance, and industry practice for using evaluations instead of appraisals when estimating the market value of real property securing real estate-related financial transactions. During outreach meetings with representatives from the financial industry conducted pursuant to the requirement of the Economic Growth and Regulatory Paperwork Reduction Act (EGRPRA),<sup>1</sup> meeting participants raised questions about the use of evaluations. The questions focused on when evaluations could be used for real estate-related financial transactions and how to support a market value conclusion when there have been few or no recent comparable sales.

#### Note for Community Banks

This guidance applies to all national banks and federal savings associations engaged in real estate lending.

#### Highlights

The "Interagency Appraisal and Evaluation Guidelines" provide guidance on the development and use of evaluations. Transactions that permit use of evaluations include the following:

- Transactions in which the "transaction value"<sup>3</sup> (generally the loan amount) is \$250,000 or less.
- Certain renewals, refinances, or other transactions involving existing extensions of credit.
- Real estate-secured business loans in which the transaction value is \$1,000,000 or less and the sale of, or rental income derived from,

throughout the years and is happy to report the Chapter is as strong as it has ever been.

Sandy also worked for Community Bankers of Wisconsin (CBW) until their merger with Wisconsin Bankers Association (WBA) last year. In her free time, she loves spending time with her husband at their cabin, located next to the Wisconsin River.

## Please Welcome Our Newest Member

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Security Financial Bank,  
Eau Claire

## Get Involved!

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The RMA Wisconsin 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 Sandy Gruber at [rmawisconsinchapter@gmail.com](mailto:rmawisconsinchapter@gmail.com) or any of our chapter board members. Our current Chapter Board Members include:

Melissa Torres, President  
State Bank of Cross Plains

Pete Brethouwer, Treasurer  
Independent Consultant

Derek Moehring, Secretary  
Capitol Bank

Joe Pieper, Immediate Past President  
Westbury Bank

Mark Kochanski  
BMO Harris Bank

real estate is not the primary source of repayment for the loan.

### Further Information

Please contact Robert L. Parson, Appraisal Policy Specialist, Credit Risk, at (202) 649-6670.

Jennifer C. Kelly  
Senior Deputy Comptroller and Chief National Bank Examiner

### Related Link

- [Interagency Advisory on Use of Evaluations in Real Estate-Related Financial Transactions \(PDF\)](#)

## Thank You's

The 2015-2016 Educational Calendar Year for the Wisconsin Chapter is coming to a close. The RMA Wisconsin Chapter would like to thank the following individuals and their businesses for acting as guest speakers at recent RMA Wisconsin Chapter events:

- Peter Cherpak with Ardmore Advisors - conducted webinar for the Chapter on CECL
- Dan Marcotte, Chicago Region FDIC Ombudsman - spoke at two lunch-n-learn events in Waukesha and Madison
- Amy Richardson, Supervisory Examiner, Compliance - FDIC and Doreen Robertson, Compliance Examiner - FDIC - spoke at the Senior Credit Officers Roundtable in Madison
- Wisconsin Lenders Conference Speakers
  - Wayne Krause, Supervisory Examiner - FDIC
  - Mike Schlough, Division of Banking, Wisconsin DFI
  - Brian James, Assistant Deputy Controller, OCC
  - Richard Mattoon, Senior Economist and Economic Advisor, Federal Reserve Bank of Chicago
  - William Phelan, President of PayNet, Inc.
  - Bob Heinrich and Emily Clubb, Attorneys with Reinhart Boerner Van Deuren S.

## Lenders Conference Raffle Winner

The Lender's Conference was held in Wisconsin Dells last week. The RMA Wisconsin Chapter is a proud sponsor of this event.

We held a Business Card Raffle with a \$100 prize. We would like to congratulate the winner:

**Erin Jensen**  
**First National Bank - Fox Valley**

Thank you Erin for participating in our raffle and attending the

Gary Maples  
River Edge Consulting

Kevin Graff  
Enlighten Financial

Peter Warmenhoven  
Nicolet National Bank

Jeff Justin  
The Equitable Bank

Harlan McLain  
State Financial Bank

Robert Brothers  
Associated Bank

David Wilbik  
Johnson Bank

Cyrene Wilke  
Investors Community Bank

## Stay Connected with Us

**LinkedIn** - Join the RMA Wisconsin Chapter LinkedIn Group to stay informed about our upcoming events.

Join Our Mailing List - Contact  
[rmawisconsinchapter@gmail.com](mailto:rmawisconsinchapter@gmail.com)

The RMA Wisconsin Chapter Website -  
<http://community.rmahq.org/wisconsin>

Contact Us -  
[rmawisconsinchapter@gmail.com](mailto:rmawisconsinchapter@gmail.com)

conference!

## RMA Member Benefits

Are you a member of RMA? If YES - thank you very much for supporting the organization and local chapter! If you are not, please consider joining RMA as an Institution, Associate, or Professional member. RMA also offers membership opportunities for Academics and Students who are focusing in majors surrounding risk management and banking. Benefits of membership can include -

- Access to RMA Xchange
- Subscription to *The RMA Journal*
- Exclusive regulatory updates
- Free downloads of Industry Study Packs
- Access to local events including chapter hosted roundtables, panelist discussions, networking opportunities, and more!

For more information on membership, please visit:

[Member Benefits | Risk Management Association](#)

[www.rmahq.org](http://www.rmahq.org)

## Upcoming Events

Following are some of the upcoming events being held near our region and throughout RMA:

- June 16-17, 2016 - Loan Review Department Managers Forum, Chicago, IL
- September 26-29, 2016 - RMA's Executive Leadership and Risk Management Program, Chicago, IL
- October 10-13, 2016 - 33rd Annual Conference on Securities Lending, Boca Raton, FL
- October 25, 2016 - Senior Credit Officers Roundtable, Madison, WI
- November 13-15, 2016 - RMA Annual Risk Management Conference, Dallas, TX

The RMA Wisconsin Chapter has a full line-up of classes scheduled for the Fall/Winter/Spring 2017 calendar. As soon as we have all of our dates and locations confirmed they will be listed on our website: <http://community.rmahq.org/wisconsin>. Please visit our website regularly for our 2016 / 2017 educational line-up and local programming events including roundtables, lunch-n-learns and other networking events. If there are any events you would especially like to see, please notify Sandy at:

[rmawisconsinchapter@gmail.com](mailto:rmawisconsinchapter@gmail.com)

Please note, we are offering our Credit Analyst Series of Classes and the

Advanced Credit Analyst Series again this year. Both of these series will be listed on our website as soon as dates have been confirmed.

## Banking 101 Recorded Seminars

RMA has released a grouping of new recorded seminars for members that develop basic knowledge on traditional banking topics. Seminars available include:

- The History of Banking
- Understanding Bank Products and Services
- Payments, Processing and Bank Accounting
- Understanding Bank Financial Reports
- Banking Regulation, Supervision and Examination
- Organization of a Commercial Bank

Please visit <http://www.rmahq.org/banking-101/> for more information and to listen to the seminars.

## RMA Credit Risk Certification - 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. For more information, visit <http://www.rmahq.org/crc> .