



*"Community Banking: A Passion for People"*

# CBA TODAY

February 12, 2010

Issue 03

A STATEWIDE PUBLICATION FOR MEMBERS OF THE COMMUNITY BANKERS ASSOCIATION OF GEORGIA

## Day at the Capitol A Success



**Rob Braswell,**  
*Commissioner,*  
*Georgia Department*  
*of Banking & Finance*

On Wednesday, January 27, 2010, community bankers from around the state gathered at the State Capitol to meet with state legislators on key banking issues affecting the Georgia economy. CBA Chairman Derek Williams, President & CEO, First Peoples Bank, Pine Mountain, welcomed the bankers at the State Capitol where they personally invited their legislators to join them for lunch at the historic Georgia Railroad Depot. During the meeting at the Depot, bankers heard from Rob Braswell, Commissioner, Georgia Department of Banking & Finance, Chairman Bill Hamrick, Senate Banking & Financial Institutions Committee, and Chairman James Mills, House Banks & Banking Committee. After the meeting, bankers welcomed all the legislators, including Secretary of State Brian Kemp, Commissioner of the Georgia Department of Agriculture Tommy Irvin, and Clerk of the House Robbie Rivers.



*Chairman Mills*



*Bankers having lunch with their legislators*



*Bankers meeting Secretary of State, Brian Kemp*



*CBA Chairman Derek Williams & Representative Randy Nix*



*Chairman Hamrick*

## Julian & Jan Hester Scholarship Application

The Julian & Jan Hester Memorial Scholarship Application was emailed to all bank CEOs and Marketers on February 1, 2010. CBA is proud to present applications for the Julian & Jan Hester Memorial Scholarship Fund for 2010. These scholarships are open to Georgia high school seniors who will be entering a Georgia college, university or trade school (two year program or more) in the fall semester of 2010. These students can be members of your community or your institution. As in years past, CBA will award four \$1,000 scholarships to this year's candidates of the Julian & Jan Hester Memorial Scholarship. Additionally, CBA sent scholarship packets to Georgia university, college, and trade school financial aid offices, as well as high school guidance counselors. Interested students should contact CBA to obtain a listing of member community banks in their area, and then the student contacts a bank to request sponsorship. Participating banks should receive applications from the students no later than April 2, 2010. Once you have received all of the applications, select the one candidate who is best qualified for your bank to sponsor. The completed applications should be received at the CBA office by April 16, 2010. If you have not received the scholarship packet, you may download a copy at [www.cbaofga.com](http://www.cbaofga.com) and look under the marketing section or call CBA for more information.

## Spring Regional Luncheon Meetings

CBA is currently accepting registrations for the Spring Regional Luncheon Meetings, which were formerly called the Fall Group Meetings. This new meeting format will provide you with more timely information on current regulatory issues, financial reform and the economy. These sessions have been designed around a working lunch to make the most efficient use of your time. Meetings will be held: Tuesday, April 13, Georgia Mountains Center, Gainesville; Thursday, April 15, The Club at River Forest, Forsyth; Tuesday, April 20, The Windsor Hotel, Americus; and Thursday, April 22, Forest Heights Country Club, Statesboro. The schedule for these meetings will be 11:45 a.m. - 2:00 p.m. For more information and to register, please visit [www.cbaofga.com](http://www.cbaofga.com).



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PLEASE ROUTE TO:

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## Success Through Knowledge

### Member Mentions

**Henry Pope, Jr.**, President & CEO, **Exchange Bank, Milledgeville**, is pleased to announce that **Robert W. "Bill" McLeroy** has joined the bank as a Loan Compliance Officer.

**Dennis Burnette**, President & CEO, **Cherokee Bank, Canton**, is pleased to announce the promotions of **June Payne** to Group Vice President and **Cindy Poole** to First Vice President.

**Alan Childs**, President & CEO, **State Bank & Trust Company, Macon**, has appointed **Archie Bransford, Bransford & Associates**, as a Director and **Peter Walczuk** as President of the North Metro Region.

Congratulations to **David Coxon** who is the new President & CEO of **State Bank of Georgia, Fayetteville**.

**Bank of Dade, Trenton**, has reported counterfeit checks in circulation containing the bank's name. If you have any information, contact **Shannon Henry**, Assistant Vice President, at (706) 657-6842 ext 239.

If you would like to make an announcement in the *CBA Today*, contact Ally Heeley at [ally@cbaofga.com](mailto:ally@cbaofga.com).

## *Attention Auditors & Compliance Officers* **Register Today for These Compliance Programs!**

### **Reviewing Lending Regulations**

**Wednesday, February 17, 2010 - Idle Hour Country Club, Macon**

Before an effective lending function can commence, bankers must have a firm understanding of laws and regulations that govern the lending process. As you are aware, we operate in a regulated industry where laws were enacted to protect the borrower, particularly the consumer borrower. Regulatory requirements indicate what types of records must be obtained and maintained for each loan. During a safety and soundness examination, it will be determined if lending practices, procedures and documentation follow the requirements of the lending regulations. Proper documentation is essential for the bank to protect its investment and ensure that customers fully understand the loan product they have selected. Failure to properly document loans can leave banks exposed to litigation, losses and costly compliance violation penalties. This course is designed to provide the participant with an overall understanding of the federal lending laws and regulations to insure loans are in compliance with the law. Register today and come join an industry expert as he provides important information that will help you minimize your compliance risk as well as help you maintain a quality loan file. Certified Community Lender credits available to participants. For more information or to register online, please visit [www.cbaofga.com](http://www.cbaofga.com).

### **REG CC, REG DD, REG E, REG GG, REG P, BSA & MORE!**

**Tuesday, February 23, 2010 - Idle Hour Country Club, Macon**

**Are you prepared for the February 26th deadline whereby the Federal Reserve will eliminate the use of the non-local check timeframes and holds as defined under Regulation CC?** Is your bank still experiencing losses due to check fraud? Does your frontline need a refocus and update on the key regulatory requirements? Is your frontline staff prepared for the upcoming changes to Regulation CC, DD, Regulation E, and Regulation GG? If you answered NO to any of these questions, then this seminar is for you.

This **NEW** interactive workshop is designed specifically for community bank frontline staff! Register today and come gain current information, tools, and training that will help your frontline staff minimize your compliance and operating loss risk relative to these important regulations. To learn more about this program and/or to register online, please visit [www.cbaofga.com](http://www.cbaofga.com) or contact the CBA Education Department at [education@cbaofga.com](mailto:education@cbaofga.com).

### **RESPA Update**

**Thursday, February 25 2010 - The Macon Centreplex / Edgar H. Wilson Convention Center, Macon**

**Effective January 1, 2010**, significant changes were made to the GFE disclosure and HUD 1/1A Settlement Statement forms, as well as the rules that must be followed to be in compliance. The new requirements are very complex and many subsequent clarifications have been made by HUD in the form of updated FAQs since the final rules were finalized. Much is at stake in complying with these rules and errors may prove to be very costly in the form of reimbursable violations.

In addition, **effective April 1, 2010**, banks that originate Higher Price Mortgage Loans under Regulation Z, Truth in Lending will be required to maintain escrow accounts at consummation for property taxes and hazard insurance. As most community banks specialize in Balloon Mortgages and historically have not required escrow accounts, these changes will greatly impact lending operations as well as customer service.

This **NEW** seminar, designed specifically for community bankers, will provide a detailed overview of the new GFE and settlement statement requirements and include line-by-line instructions for completing these mandated forms referencing the most recent guidance issued by HUD. In addition, a general overview of the RESPA disclosure and rules for maintaining escrow accounts will be provided. This seminar will also provide an excellent opportunity for attendee questions and discussions about real world experience and likely scenarios. Register today and come learn from an industry expert Harriett P. Price, Financial Institution Specialist and Manager of the Compliance Division for Steve H. Powell and Company, Statesboro, Georgia!

#### **Highlights**

- An overview of the new GFE requirements, including limits on charging upfront fees, changed circumstances, mandated tolerances, and cure provisions;
- A detailed explanation of the changes relative to the disclosure of origination charges including the rules for adjusted origination charges for mortgage brokers;
- A detailed explanation of the changes relative to the disclosure of title services and lender's title insurance related fees;
- A detailed explanation of the changes relative to required providers and new rules for providing a separate list of qualified providers with the GFE;
- An overview of the new HUD 1/1A requirements, including comparability to the GFE, new requirements for seller paid fee disclosures, and cure provisions;
- A guided tour through the technical completion of the new GFE and HUD 1/1A Forms;
- An overview of the RESPA disclosure and technical rules for escrow accounts;
- Insight from the most recent HUD released FAQs and guidance;
- And much more!

## CBA NEWS

### Management and Staff Changes at the Georgia DBF

The Georgia Department of Banking & Finance (DBF) announced Friday, February 5, 2010, that Senior Deputy Commissioner, George Reynolds, will be retiring after a long and distinguished career with the Department. In preparation for this change, management has evaluated the Department's structure looking for ways to improve efficiencies and make the best use of their resources. The first change will be the consolidation of District 8 (the Large Institutions District) with District 3 (the Central District). The staff duties will remain the same for the most part; however, when available, District 8 will augment the staffing of District 3 community bank examinations. District 3 will also be used to augment the staff of the larger institution / continuous examination program, when necessary, and will gain valuable exposure to the larger institutions.

The second change will be for Director of District 8, Steve Pleger, to become the Senior Deputy Commissioner upon George's retirement. Steve began his career with the Department in 1993. In 1996, he worked in financial institutions in Athens and Social Circle. Several years later, he returned to the Department in April 2000 as a Credit Specialist in the Large Institution Supervision District. In July 2002, Steve was promoted to the Supervisory Examiner position for the District and in September 2003, he was promoted to the District Director. Steve is a graduate of the University of Georgia (BBA degree) and he holds a Master of Science in Finance degree from Georgia State University. He served in Operation Desert Storm as part of the U.S. Marine Corps.

*CBA appreciates the support George has provided to our programs over the many years. We congratulate his hard-earned retirement and wish the best of luck to him in the future. We also congratulate Steve Pleger for his new role at the Department.*

### Big Bucks Bonanza Tickets - \$5,000 Raffle

**Do you know of somebody who wants to win \$5,000? Do you want to win \$5,000? Now is your chance, so don't wait any longer!** The Big Bucks Bonanza tickets were issued in December to all CBA Leadership Division Board members. The drawing for the Big Bucks Bonanza will be held at the 32<sup>nd</sup> Annual Leadership Division Convention & Mini-Trade Show to be held June 24-27, 2010. We invite everybody to participate in this program and sell as many tickets as possible. *All proceeds benefit Children's Healthcare of Atlanta.* If you are interested in purchasing a ticket, please contact your local Leadership Division Representative or email [jason@cbaofga.com](mailto:jason@cbaofga.com). If your bank does not have a Leadership Division Representative, please contact Jason to learn how to designate a member.

### 1<sup>st</sup> Quarter Compliance Program: Georgia Deposit Documentation

#### 5 Convenient Locations:

**3/9 Brunswick, 3/10 Albany, 3/11 Macon, 3/16 Rome and 3/17 Duluth**

What is the difference between "joint with rights of survivorship" and "tenants in common?" What is a revocable living trust and how do we document it? Do we really need a corporate resolution? How do we open accounts for minors? Have you or someone at your institution asked these questions and others like them? If so, don't miss attending this workshop to be held in five convenient locations.

The focus of the workshop deals with the day the account is opened. The speaker will provide "hard to get" Georgia law requirements for ownership and documentation as well as reviewing other new account rules, laws and regulations. Participants will learn the "why" behind standard operating procedures as well as CIP procedures and IRS Reporting compliance issues. The speaker discusses this important subject in "plain language" and "real-world" examples. Attendee participation is encouraged throughout the program.

***Are you a CBA COMPLIANCE MEMBER BANK? If not, become a member prior to the March program and SAVE \$425 for one person to attend one of the March locations! For additional details about this valuable program, please contact the CBA Education Department at [education@cbaofga.com](mailto:education@cbaofga.com).***

To learn more about the March Compliance Program and/or to register online, please visit the CBA website or contact the CBA Education Department at [education@cbaofga.com](mailto:education@cbaofga.com). Continuing Professional Education are available to participants.

### Don't Forget...Guest Articles Now Being Accepted

Reserve your spot for a guest column in the *CBA Today!* This is a **FREE** opportunity for **Bankers and Associate Members to share information with each other.** Contact Ally Heeley today at [ally@cbaofga.com](mailto:ally@cbaofga.com).

### CBA Endorsed Member Company Service Corporation Feature

#### TransFirst Merchant Services Processing



**TRANSFIRST**

Headquartered in Dallas, TX, TransFirst is ranked among the top 12 largest processors in the U.S. and is the largest private processor not owned by a bank. With facilities in CO, NE, KS, CA, and WI, TransFirst serves more than 965 community banks, including 155,000 merchant customers, processing \$21.5 billion in annual volume. Contact Donna Burns at (731) 772-1425.

Place Your  
Ad Here

Contact Ally Heeley at  
ally@cbaofga.com

**32<sup>nd</sup> Annual Leadership  
Division Convention &  
Mini-Trade Show**  
The Ritz-Carlton  
Amelia Island, Florida  
June 24-27, 2010

**42<sup>nd</sup> Annual Convention &  
Trade Show**  
The Westin Savannah Harbor  
Golf Resort & Spa, Georgia  
September 15-19, 2010

**Spring Regional Luncheon  
Meetings**  
April 13 - Gainesville  
April 15 - Forsyth  
April 20 - Americus  
April 22 - Statesboro

## UPCOMING 2010 EDUCATION PROGRAMS

### Classroom Programs\*

- 2/16 Financial Managers' Forum Dinner Series, Atlanta
- 2/17 Reviewing Lending Regulations, Macon
- 2/18 Auditing in Action - Workshop II, Macon
- 2/18 Writing an Effective Credit Memorandum, Macon
- 2/18-19 5<sup>th</sup> Annual Internet Security (IT) Conference, Atlanta
- 2/23 Reg CC, Reg DD, Reg E, Reg GG, Reg P, BSA & More, Macon
- 2/23 Surviving 2010: Liquidity, Capital and Loan Workouts, Atlanta
- 2/24 IRAs: Beyond the Basics, Macon
- 2/24 2010 Leading the Teller Team Series - Workshop I, Macon
- 2/25 IRAs: Beyond the Basics, Atlanta
- 2/25 RESPA Update, Macon

*\*Dates/Locations are subject to change.*

### Telephone/Webcasts

- 2/17 Conducting In-House Appraisal Reviews that Meet Examiner Scrutiny
- 2/18 Acquiring, Holding & Disposing of Other Real Estate
- 2/23 Marketing Webinar Series Q1: Digital Marketing and the Transformation of Banking
- 2/23 Certificates of Deposit: Compliance, Signature Cards, Disclosures
- 2/24 Top 10 Topics Covered at Recent Safety & Soundness Exams
- 2/25 Implementing FACT Act Accuracy & Integrity Rules: Deadline July 1, 2010
- 3/2 Social Media for Bankers

*To learn more about these programs, please visit  
[www.cbaofga.com](http://www.cbaofga.com).*

**5<sup>th</sup> Annual IT Conference**  
February 18-19, 2010, Atlanta

Register online at  
[www.cbaofga.com](http://www.cbaofga.com).  
Seating is limited!

**"Strategies for a New Decade"**  
Bank Directors & Executive  
Management Summit  
Thursday, March 25, 2010, Atlanta



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