CALIFORNIA BANKERS ASSOCIATION

California Banker

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Our dedication to representing the interests of California banks has never been more focused.

As we dive into the new year, the California Bankers Association (CBA) has been making strides on several fronts to advocate, educate and connect with the banking industry. Our dedication to representing the interests of California banks has never been more focused.

Advocacy Efforts and Legislative Engagements

The heart of our mission lies in effective advocacy, and the CBA's advocacy team has been busy. Engaging with legislators and various advocacy groups, our team has been at the forefront of discussions on several critical measures that could significantly impact our industry. Highlighting our proactive approach are two measures we've sponsored: AB 2618 (Chen) relating to reciprocal deposits and SB 1127 (Niello) focused on termination of small trusts. These pieces of legislation represent an opportunity to address issues important to bankers. For a deeper dive into these bills and their implications, I recommend reading Jason Lane's article featured in this issue.

Subsequent Increase in Annual Bank Assessments Paused

We are pleased to announce that the California Department of Financial Protection and Innovation will pause any subsequent increase in annual bank assessments pending the completion of an external fee study. After increasing annual bank assessments for 2023-24 by 27 percent, the Department was initially poised to impose a similar increase for 2024-25. CBA expressed concern regarding the proposed increases in annual bank assessments and memorialized our perspective in writing last August. The pausing of any subsequent increase in annual bank assessments pending the external study is an important development.

Engagement and Representation in the Nation's Capital

From March 18-20, we are scheduled to represent our members in Washington, D.C., during our annual visit, coinciding with the ABA's Annual Summit. It will be incredibly gratifying to join CBA members, who embraced the opportunity to engage with legislators, regulators, and industry peers from across the nation. Such interactions are invaluable as we continue to advocate for policies that support the banking community.

Educational Partnerships and Opportunities

Recognizing the importance of continuous learning and professional development, CBA has embarked on an exciting partnership with OnCourse Learning. This collaboration marks a milestone in our efforts to provide bankers access to an unparalleled range of educational resources. With more than 450 live webinars and innovative learning experiences at their fingertips, our members are poised to stay ahead of the curve in an ever-evolving industry.

Upcoming Events

Looking ahead, our Annual Conference & Directors Forum will take place on the Big Island of Hawaii on April 19-22. We are thrilled to announce that Billy Beane*, senior advisor to Oakland Athletics owner John Fisher, will be our keynote speaker. Beane's innovative approach to baseball management and team building offers profound insights applicable beyond the sports arena, into business and leadership. The conference program is packed with distinguished speakers and sessions covering a wide range of topics critical to our industry, including succession planning, mergers and acquisitions, and the regulatory landscape. We hope to see you there.

Additionally, we are pleased to invite you to join us on May 29 for a roundtable discussion hosted by the Department of Financial Protection and Innovation in Sacramento. This event promises engaging dialogue on issues pertinent to our industry. For more information about the roundtable event or to register, please visit our website.

A Note of Gratitude

As we continue to navigate the challenges and opportunities for our industry, we are deeply grateful for the trust and support of our members. The CBA is committed to representing your interests and fostering an environment where California's banks can thrive.

We look forward to seeing you at our upcoming events and continuing to work on your behalf.

Bringing members together. Making our banks better.

Kevin Gould
President & CEO, California Bankers Association

**Arrangements for the appearance of Billy Beane made through UTA Speakers, New York, N.Y.*

A Conversation with Jared Wolff

Q: You've been CEO of Banc of California for only five years, and you have already completed two mergers, including the transformational merger with PacWest Bancorp on Nov. 30, 2023. You completed this deal in record time. How did you achieve this?

The speed of the approval was a tribute to many things, including the quality of the deal, the talent of our respective teams, the regulatory support and the value we are creating for our clients, shareholders, communities and other stakeholders. We set out to create a well-capitalized and highly liquid financial institution, and we did just that. On our January earnings call, I spoke about the heroic efforts and contributions I saw throughout the bank and how grateful I am to lead such a dedicated and talented team.

The financial benefits of the transaction — including the $400 million equity raise — were compelling from the beginning, as was becoming the third-largest bank headquartered in California. The proceeds from the equity raise allowed us to reposition the merged company's balance sheet, which results in higher liquidity, lower wholesale funding and good optionality to navigate any interest rate environment.

On the people side, Banc of California and PacWest were familiar with each other, and the two shared similar business models and goals. I previously served as president and member of the board of directors of PacWest's bank subsidiary, and before that I was executive vice president and general counsel. I oversaw more than 20 acquisitions for PacWest during that time.

We also brought over several PacWest board members to the merged company, and many key leaders from PacWest have joined our senior leadership team. Uniting the leadership and talent from both organizations certainly accelerated the merger's execution and close.

When you announced the merger in July, you said it was a way to "capitalize on the opportunities created for stronger financial institutions in the wake of the recent banking industry turmoil." What are the specific opportunities you're seeing?

California is one of the best banking markets in the country, yet six of the top 15 mid-sized banks have left since 2019. Then the bank clo-

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sures last spring added to the shortage of business banks that could cater to the needs of small- and medium-sized businesses.

With our bigger balance sheet and greater reach, we can support entrepreneurs and businesses in more meaningful ways. Post-merger, we are focused on providing exceptional tailored solutions and relationship banking with industry-leading treasury management, commercial banking and real estate banking solutions. As a result of our merger, our core community bank is complemented by key specialty business lines including Venture Banking, SBA Lending, Homeowners Association Services, Asset Management, Small Business Lending, Warehouse Lending, Equipment Finance, Media & Entertainment and Payment Solutions.

Banc of California is a business bank committed to small and medium-sized businesses, and our home base of Los Angeles is home to more than 460,000 small businesses alone. In fact, 99 percent of Los Angeles's businesses are small businesses. These companies — and the entrepreneurs who create and run them — truly are the backbone of the city's economy.

Most recently, we committed $1 million to Mayor Karen Bass's Contract Financing Assistance Program to help small businesses compete for public-sector contracts.

You like to say "Banking is a team sport" and "Together we win." How do these views impact your support of the communities you serve?

Our bank is now in a position to do even more than before. We can do more for our clients, more for our team members and more for the communities we call home.

We support many service organizations and nonprofits through our BANC Foundation. We donate and lend to them, and our team members volunteer for them, supporting such causes as financial literacy, job training, affordable housing and much more. We expanded that support in October when Banc of California announced a $4.1 billion, three-year community benefits plan that will make a meaningful and positive difference in low-income, under-resourced communities.

You are a former attorney, and you mentioned that you previously worked for PacWest. Tell us a bit more about yourself.

Post-merger, we are focused on providing exceptional tailored solutions and relationship banking with industry-leading treasury management, commercial banking and real estate banking solutions.

I started as an attorney with a global law firm that advises on corporate transactions, restructurings and regulatory matters. That experience led me to join one of my clients, First Community Bancorp, as general counsel. First Community turned into PacWest Bancorp. The bank was doing a lot of acquisitions, and during my tenure, I was part of the team that oversaw more than 20 transactions. My role expanded over many years as I became regional president and then ultimately president of the bank.

After PacWest, I co-led a specialty real estate firm focused on acquiring and developing urban property near transit corridors. I gained new appreciation for how important it is to have a strong relationship with a banking partner who knows your business, and this brought me back around to banking. I joined City National Bank in Los Angeles in 2018 as an executive vice president and general counsel. Then the opportunity to lead Banc of California presented itself, and I knew it was the right fit at the right time.

CBA Sponsors Two Measures This Year

By Jason Lane, Senior Vice President, Director of Government Relations, California Bankers Association

While CBA's government relations team is often advocating in opposition to legislative proposals that are harmful to the industry, we do try to find opportunities to sponsor measures on behalf of our member banks. CBA is pleased to sponsor two state legislative measures this year.

> Depository institutions that use reciprocal deposits as a means to collateralize against local agency deposits are community banks operating within the geographical region of the local agency.

Assembly Bill 2618 (Chen)

Until January 1, 2026, Government Code Section 53601.8 allows, but does not mandate, a local agency to deposit up to 50 percent of their overall surplus funds with a depository institution that uses reciprocal deposits as a means of collateralization.

These local agency funds may be deposited into a certificate of deposit or a demand deposit account. Using reciprocal deposits allows the depository institution to accept a deposit from a local agency exceeding the Federal Deposit Insurance Corporation or National Credit Union Association standard insurance limit of $250,000 (per depositor) while maintaining full insurance coverage over the entirety of the local agency's deposit.

Unless extended, on January 1, 2026, the maximum 50 percent of local agency funds that may be placed using reciprocal deposits will be reduced to 30 percent.

Depository institutions that use reciprocal deposits as a means to collateralize against local agency deposits are community banks operating within the geographical region of the local agency. This measure maintains flexibility for local agencies and banks as they work together in managing local agency funds and in serving their communities.

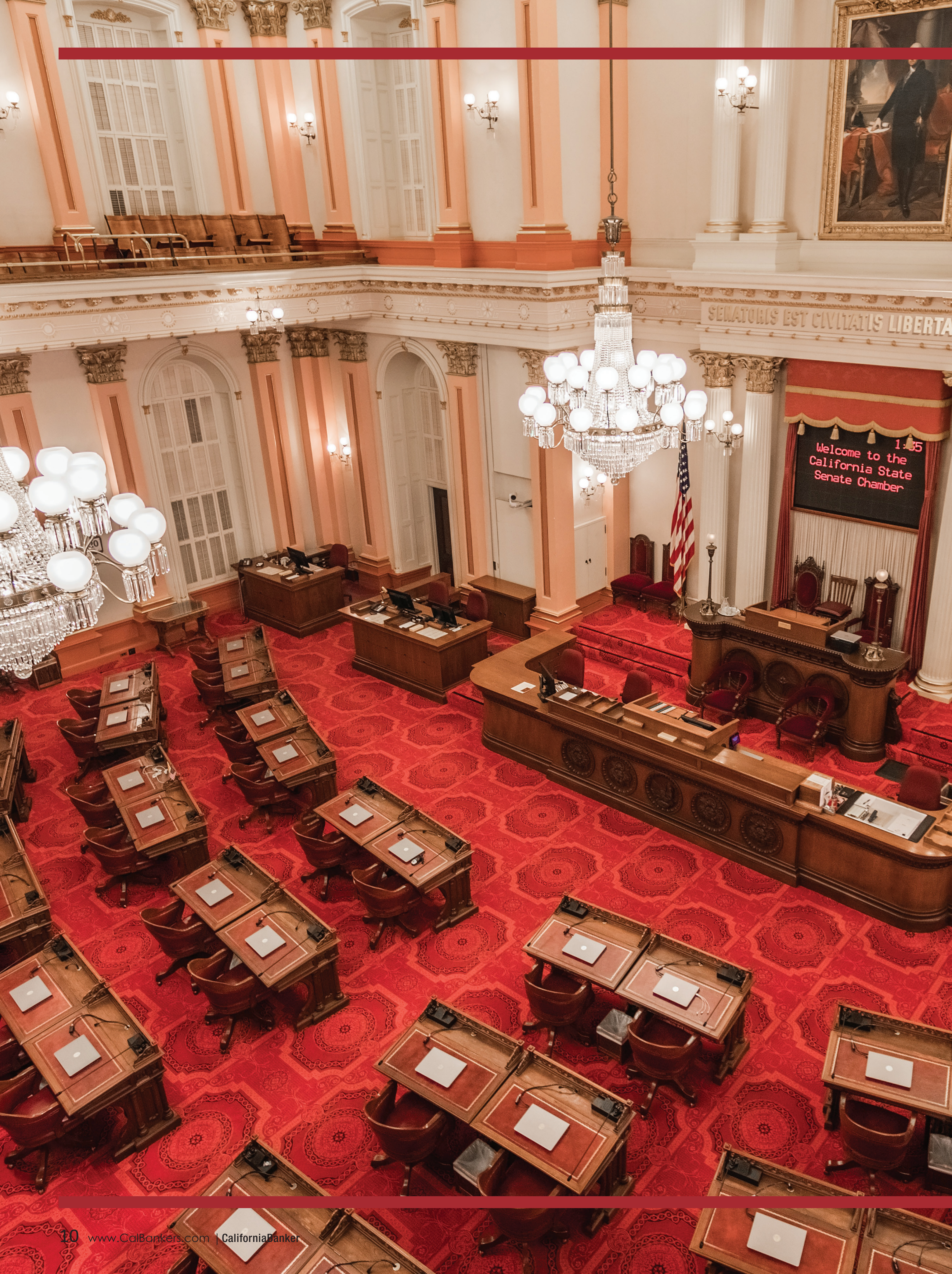
Assembly Bill 2618 (Chen) eliminates the January 1, 2026, sunset date contained in Government Code Section 53601.8 thereby extending an existing permissive authority where local agencies may deposit up to 50 percent of their overall surplus funds with a depository institution that uses reciprocal deposits.

SB 1127 (Niello)

California Probate Code Section 15408 establishes how a trustee or beneficiary may terminate a trust when the fair market value of the principal of the trust is too low in relation to the cost of the trust's administration. Existing Section 15408 authorizes the trustee or beneficiary to petition the court for the termination or modification of the trust, or the appointment of a new trustee. Existing Section 15408 also allows the trustee to terminate the trust without a court order when the principal has a value of $50,000 or less.

This proposal increases the amount where the trustee may terminate a trust without a court order from $50,000 to $100,000 or less and establishes a mechanism where the statutory threshold is adjusted based on the consumer price index every three years. Such an amendment helps preserve the principal balance of the trust, thereby avoiding additional fees and expenses associated with trust administration and costs associated with a court termination. »

Jason Lane is Senior Vice President, Director of Government Relations for the California Bankers Association and manages California state tax policy for the association, which involves analyzing legislation and regulatory activity, and the development of policy positions for the association. Lane is one of three lobbyists at CBA and, in addition to his primary focus on taxation, he also lobbies on behalf of the association on issues related to the state budget, and consumer lending legislation.


SENATORIS EST CIVITATIS LIBERTA
Welcome to the
California State
Senate Chamber

2024 Policy Preview: California Legislature Introduces 2K New Bills

By Melanie Cuevas, Vice President of Government Relations, California Bankers Association

When asked to foreshadow Sacramento lawmakers' priorities and actions in 2024, the California Bankers Associations' advocacy team predicted about 2,250 new measures and anticipated renewed focus in the issue areas of privacy and technology, taxation, housing, and the looming budget crisis and economic downturn. Many times, California is a proactive pioneer of public policy discussions. Other times, California serves as a catalyst for taking action in response to paralysis at the federal level. No matter the motivation, this year is already adding up to be dynamic.

February 16 was the deadline for legislators to submit new bill proposals. The California Legislature hit the ground running, introducing a total of 2,124 new ideas for California laws for consideration in the final year of the 2023-24 Legislative Session. This year's total number includes 1,505 introduced by assembly members and 619 introduced by members of the senate, and is an average amount for the second year (even-numbered year) of a two-year session. As predicted, we're seeing acute focus on artificial intelligence, housing, reparations and funding sources for the budget, among other bill ideas that range from daylight savings time to decriminalizing psychedelic drugs.

Having said that, a significant number of measures are "spot bills," which means that they initially serve as placeholders and therefore fail at the outset to show the author's ultimate intent — the substantive public policy of those placeholder measures will not be revealed until the middle of March. Sometimes "spot bills" are used strategically to delay discussion on a controversial topic, other times they may be used to intentionally create more space for ongoing negotiations and decisions.

Measures will move through the legislature's multi-step vetting process of policy committees, fiscal analysis and votes by the bodies of the Senate and Assembly through August 31, the deadline for the legislature to conclude legislative work and send measures to the governor. The governor will have until September 30 to veto, sign or let pass without signature any measures that reach his desk. Last year, the legislature sent 1,046 measures — out of the nearly 3,000 that were introduced — to the governor, who signed 890 measures into new California law. (He vetoed 156.)

Overlaying the process of lawmaking, members of the California legislature will also grapple with the state's budget shortfall, the actual size of which is up for debate.

Overlaying the process of lawmaking, members of the California legislature will also grapple with the state's budget shortfall, the actual size of which is up for debate. While the governor initially suggested a $38 billion hole, the Legislative Analyst Office, which in January projected a more dire shortfall of nearly $60 billion, increased

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CBA's advocacy team will be hard at work in 2024 to ensure that the interests of our members are well represented in Capitol conversations and to keep our members apprised of the quickly evolving work of the legislature throughout the session.

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the likely shortfall to $73 billion as tax receipts are falling short of earlier estimates. Not only will the legislature need to find new budget solutions — which may include both spending reductions as well as new revenue sources — to ensure that the budget is balanced, the state's complicated fiscal outlook may result in more costly legislative proposals being set aside due to lack of funding.

In fact, Assembly Speaker Robert Rivas recently cast doubt — and perhaps foreshadowed the fate that many measures will face this year — on the latest proposal to create a state-run single-payer healthcare system for Californians, a long-time priority of the Progressive Caucus, at an estimated cost of $314 to $391 billion in state and federal funds, stating: "It's a good idea but it's a tough, tough sell, especially in a budget climate that we are experiencing now."

It is an election year (the presidential election is on November 5), thus assembly members and senators seeking reelection may be motivated to capture legislative wins to report back to their voting base or to work on hot button projects. In addition to federal level seats, this year California voters will elect all of the seats of the California State Assembly, all even-numbered seats of the California State Senate, plus local elected positions (like city council, for example) as well as statewide ballot propositions. Through a combination of termed-out lawmakers and current elected officials seeking higher office, we're likely to see nearly 30 new members to the California State Legislature this election cycle — in a body of 120 lawmakers. That is not an insignificant addition.

CBA's advocacy team will be hard at work in 2024 to ensure that the interests of our members are well represented in Capitol conversations and to keep our members apprised of the quickly evolving work of the legislature throughout the session. Compounding the sheer number of potential new laws and the many ambitious measures already introduced with the state's budget crisis, multiplied by a critical election cycle, you can count on an action-packed 2024 for California policy and politics.

Melanie Cuevas serves as the vice president of government relations for the California Bankers Association, where her advocacy portfolio focuses mainly on issues related to cannabis, debt collection, labor and employment, political reform, privacy, and agricultural, student and military lending.

What are Bankers' Top Priorities for 2024?

By Allison Maddock, Senior Vice President, Chief Product Officer, CSI

To find out how bankers will confront challenges associated with a changing technology landscape, artificial intelligence (AI), cybersecurity, financial crimes and more, CSI surveyed banking executives from across the nation about their strategies and priorities for 2024.

We highlight the results of this survey in an interactive executive report and dive into the challenges and emerging opportunities in our industry. This article explores the issues bankers selected as most likely to affect the industry in 2024, along with top technology trends.

Top Industry Issues for Bankers in 2024

CSI's survey explored the challenges facing bankers, asking respondents to identify which issue will have the greatest influence on the industry in 2024. Here are the issues bankers identified as their top concerns in the coming year:

- **Responding to High Interest Rates:** Bankers indicated that continued high interest rates will affect the industry most, with 35 percent of respondents choosing this issue. To cope with this environment, 50 percent of respondents are offering competitive interest rates on

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> Technology's rapid evolution is reshaping the financial services landscape, introducing new opportunities and prompting banks to reassess their operations.

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deposits, and 46 percent plan to shift their investment strategy. Banks must evaluate the opportunities in their existing market and portfolio to offset decreased interest revenue. To find investments with a higher yield, like loans with variable interest rates, some institutions have also begun seeking new interest income opportunities (48 percent) and diversifying portfolios through resources like lending marketplaces.

- **Fighting Fraud:** Coming in second, fraud was identified by 30 percent of respondents as the most pressing issue. Specifically, over four in 10 banks identified card fraud (45 percent) and wire transfer fraud (42 percent) as the foremost challenges. Fraud remains an ever-present threat, with the Federal Trade Commission estimating $8.8 billion in stolen funds throughout 2022. And the acceleration of AI is only increasing criminals' ability to execute fraud. Keeping up with changing regulations and investing in the right technology is crucial for financial institutions to stay ahead of scammers and win the war on financial crime.

- **Keeping Up with Mergers and Acquisitions:** Ranking third, mergers and acquisitions gained prominence among bankers, with 14 percent of the vote. Since this marks an increase from the 5 percent reported in last year's survey, rising consideration of mergers and acquisitions could signal increased attention to market consolidation and plans for heightened M&A activity, recovering from the 2022 slowdown and headwinds throughout 2023.

- **Recruiting and Retaining Employees:** Only 11 percent of bankers selected talent acquisition and retention, a significant decline from last year's top spot (34 percent). This result could signal that bankers sense a stabilizing job market or potential to streamline operations, a likely factor contributing to overall optimism.

- **Navigating Regulatory Change:** Contrary to the 27 percent reported last year, a mere 8 percent of bankers now view impending regulatory changes as the most pressing issue. However, more than eight in 10 bankers were concerned with all regulatory issues evaluated in the survey, including financial crimes compliance (89 percent), building a financial services ecosystem (88 percent) and cybersecurity compliance (87 percent).

What Technology Trends Did Bankers Identify?

Technology's rapid evolution is reshaping the financial services landscape, introducing new opportunities and prompting banks to reassess their operations. Bankers in our survey generally agreed on the key technology trends driving changes and their potential effects in the coming year.

- **AI and Machine Learning:** With 44 percent of respondents selecting their transformative potential, AI and machine learning emerged as 2024's most impactful technologies. This result follows a year of headlines and stories around AI and machine learning's potential to revolutionize risk management, customer service, fraud detection and personalized financial services. Further, AI and machine learning could potentially support the open banking and BaaS models through methods like API development and help banks better leverage data and automation.

- **Banking as a Service (BaaS):** BaaS emerged as the second most impactful trend, capturing 20 percent of respondents' votes. BaaS uses the foundation of open banking to foster collaborations between financial institutions, fintechs and neobanks. With BaaS, banks can seamlessly introduce new, innovative products and explore new markets. Notably, institutions in the $100 million to $250 million asset range expressed particular interest in BaaS, indicating smaller institutions' growing enthusiasm for leveraging it to enhance operational capabilities and enrich customer offerings.

- **Digital Transformation:** 18 percent of respondents selected digital transformation as the top trend, highlighting the continued industry-wide shift toward digitalization for improved processes and enhanced customer experiences.

- **Instant Payments:** Since the Fed's instant payments network made a splash in 2023, instant payments received only 10 percent of the vote for 2024, a sharp decline from previous years.

- **APIs/Open Banking:** 7 percent of respondents chose APIs and open banking, a sharp decline compared to last year's 17 percent of the vote. However, the lower response does not diminish the critical role of APIs in fostering collaboration in the financial ecosystem. Banks embracing open banking can harness data to streamline processes and continually introduce innovative solutions that can originate outside of their primary technology provider.

Exploring Cybersecurity Concerns

When asked about the single greatest cybersecurity concern facing the industry, 19 percent of respondents selected adapting to changes in the cyber insurance market. This result highlights potential uncertainty in forthcoming developments for cyber insurance, whether regarding increasing prices or coverage exceptions, and emphasizes the importance of better controls to mitigate risks.

18 percent of bankers also expressed concern about being unprepared to respond to a cyberattack, reinforcing the importance of planning responses to cyber incidents. This involves developing and testing robust incident response plans (IRPs) that cover data and system backups, communication plans, business continuity plans and strategies for dealing with attackers. In an era when cyber threats continue to make headlines, it's critical that institutions remain vigilant and adopt comprehensive cybersecurity protections.

Get the Full Results of the 2024 Banking Priorities Survey

Want additional insight into bankers' priorities and challenges? Explore the results of the 2024 Banking Priorities Survey to learn about the latest strategies and trends relating to modern banking, cybersecurity, compliance, financial crimes and more.

Allison Maddock serves as senior vice president and chief product officer, a role in which she leads CSI's product management team to create and deliver solutions aligned with CSI's vision to shape the future of banking. As a member of the executive leadership team, she uses her product management, strategy, operations and technology expertise to advance CSI's products and services.

Q&A

ASK THE COMPLIANCE GURU

Q: Does MLA apply to the purchase of vacant land?

A: Generally, yes, MLA would apply as vacant land loans are not specifically exempt. Note, however, that transactions to finance initial construction of a dwelling that will secure the loan would be exempt as a residential mortgage, so in some cases this exemption may apply:

"…Exceptions. Notwithstanding paragraph (f)(1) of this section, consumer credit does not mean:

A residential mortgage, which is any credit transaction secured by an interest in a dwelling, including a transaction to finance the purchase or initial construction of the dwelling, any refinance transaction, home equity loan or line of credit, or reverse mortgage…"

https://www.ecfr.gov/current/title-32/part-232#p-232.3(f)(2)

Q: Currently we provide the EFT Disclosure to all customers at the time of account opening whether or not they wish to receive a debit card. Are we required in addition to supply the same disclosure when a debit card is sent to the customer?

A: When it comes to the instance where the card is initially being issued, whether or not the bank would need to issue additional disclosures will depend upon the content of each set of the disclosures, namely the "old" and the "new" disclosures. As, under Regulation E, when an access device is issued, if the EFT capabilities differ from those described in the Regulation E disclosures initially issued by the bank, then new disclosures that accompany the access device are required to be issued to the customer, as suggested below:

"(c) Addition of electronic fund transfer services. If an electronic fund transfer service is added to a consumer's account and is subject to terms and conditions different from those described in the initial disclosures, disclosures for the new service are required."

https://www.consumerfinance.gov/rules-policy/regulations/1005/7/#c

Further, the timing requirements provide the following:

"…Disclosures given by a financial institution earlier than the regulation requires (for example, when the consumer opens a checking account) need not be repeated when the consumer later enters into an agreement with a third party to initiate preauthorized transfers to or from the consumer's account, unless the terms and conditions differ from those that the institution previously disclosed. …On the other hand, if an agreement for EFT services to be provided by an account-holding institution is directly between the consumer and the account-holding institution,disclosures must be given in close proximity to the event requiring disclosure, for example, when the consumer contracts for a new service."

https://www.consumerfinance.gov/rules-policy/regulations/1005/interp-7/#7-a-Interp-1

Additionally, even if not required under the Regulation, new disclosures may, nonetheless, be required under the bank's internal policy, the account agreement, or, if it is a branded card, under the bank's agreement with the network. As always, to avoid implicating any UDAAP/UDAP and/or fair banking considerations, the bank will want to ensure that it is treating similarly situated consumers consistently, across the board in determining when new disclosures must be issued.

Q: Regarding escrow shortages, is 12

months the maximum that we can spread a shortage out over?

A: Regulation X states that a shortage may be repaid over a minimum of 12 months, as set out here:

"…If the shortage is less than one month's escrow payment, then the servicer:

- May allow a shortage to exist and do nothing to change it,
- May require the borrower to repay the shortage amount within 30 days, or
- May require the borrower to repay the shortage amount in equal monthly payments over at least a 12-month period.

If the shortage is equal to or more than one month's escrow account payment, then the servicer:

- May allow a shortage to exist and do nothing to change it, or
- May require the borrower to repay the shortage in equal monthly payments over at least a 12-month period.

12 CFR § 1024.17(f)(3).

The specified repayment options in Regulation X are exclusive. Therefore, a servicer cannot include in the annual escrow statement any options for repayment of shortages that are not specified in Regulation X, such as a lump sum payment option for a shortage that is equal to or more than one month's escrow payment. …"

https://www.consumerfinance.gov/compliance/compliance-resources/mortgage-resources/mortserv/mortgage-servicing-faqs/#escrow-accounts-deficiencies-shortages-surpluses

Note that as always, the bank should also consider UDAP/UDAAP and fair lending implications when making these decisions.

Q: Can a lender order an appraisal prior to receiving intent to proceed? Is it a regulatory violation if a lender orders one without having received intent to proceed? When can we first charge for an appraisal?

A: Reg Z does not expressly prohibit the actual ordering of an appraisal prior to receiving intent to proceed. How-

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ever, without intent to proceed, the Bank runs the risk of not being able to charge the customer for it. Reg Z does not permit the Bank to impose any fee in connection with the transaction before the consumer has provided the intent to proceed. Once the bank has received intent to proceed, it may assess the fee. Some banks choose to not order any appraisal prior to receiving intent to proceed because if the intent to proceed is never provided, the Bank cannot charge for it. So, this is not necessarily a regulatory error unless you attempt to charge for it without receiving intent to proceed. »

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MEMBER NEWS

CBA is pleased to highlight the achievements of our dedicated members.

Congratulations!

- **George Leis**, President and COO of Montecito Bank & Trust, was elected as the **Board Chair of the National YMCA of the USA.**
- **James Kim**, President and CEO of Central Valley Community Bank was named *The Business Journal's* inaugural CEO of the Year.
- **Randall Leach**, CEO of **Beneficial State Bank**, was **ranked No. 10 in the 2024 MO 100 Top Impact CEO Ranking,** presented by Big Path Capital.
- **Banc of California, BMO, Citizens Business Bank, and City National Bank** were recognized by Newsweek's Best Places to Work for Women.
- **Santa Cruz County Bank** is celebrating its 20th Anniversary.

Empowering California's Banking Professionals: A New Chapter Begins

February 2024 marked the beginning of an ambitious partnership between the California Bankers Association and OnCourse Learning. This collaboration will redefine the landscape of professional development within the banking industry by providing unparalleled access to innovative educational resources and immersive learning experiences.

About the Partnership

At the heart of this partnership is a shared commitment to transforming learning for banking professionals in California. Together, both organizations have embarked on a shared journey to create a forward-looking educational platform that addresses the evolving demands of today's financial landscape.

What This Means for Banking Professionals in California

Banking professionals across California can now look forward to:

- **Over 450 Live Webinars:** A comprehensive range of webinars covering essential topics from regulatory compliance and risk management to embracing the digital transformation of fintech.

- **Immersive Learning Experiences:** OnCourse Learning brings its expertise in crafting dynamic, engaging educational content designed to facilitate real-world application, ensuring that learners are not only informed but fully equipped to apply their knowledge.

- **Innovation in Banking Education:** This partnership is committed to staying at the forefront of banking education, continuously exploring new ways to innovate and improve how banking professionals learn and grow in their careers.

A Future Built on Knowledge and Innovation

The collaboration between the California Bankers Association and OnCourse Learning marks the beginning of a new chapter in banking education. One that focuses on empowering banking professionals with the skills and knowledge to not only meet the challenges of today but to lead the industry into the future.

For more information about the partnership and how to access the educational resources and participate in the upcoming webinars, please visit our website at https://www.calbankers.com/webinars.

About OnCourse Learning

OnCourse Learning is a leading provider of compliance training professional development in the banking sector. With a strong commitment to education and a focus on enhancing professional skills, OnCourse Learning empowers banking professionals, from the frontline to the board room to achieve their career goals. By offering comprehensive and innovative learning programs, OnCourse Learning has a significant impact on the professional development of individuals across various industries. »

NEW MEMBERS

The California Bankers Association is pleased to welcome our new associate members.

Cornerstone Advisors

"Where Strategy Meets Execution"

Financial institutions are navigating more challenges today than ever before. An institution's ability to identify critical needs and strategic business outcomes is paramount to its sustained success. Cornerstone Advisors works with banks, credit unions, and fintechs to help them pinpoint, address, and strategically align their needs and outcome targets with their organization's vision for near and long-term growth.

Cornerstone helps financial institutions reach the next level of performance through smarter technology decisions, reengineered critical processes, and meaningful business strategies.

Primary Contact: Cate Pitts

Website: https://www.crnrstone.com/

Davis Wright Tremaine LLP

"Purpose drives us."

Davis Wright Tremaine was founded on three guiding principles: ability, integrity and service. Those principles have remained constant even as the firm has grown to more than 600 attorneys in 11 offices coast-to-coast. They shape the ways they engage with and support their clients in an ever-changing legal landscape.

"Committed to your Success."

In a constantly evolving legal and business landscape, they're here to support your growth for years to come as a fully integrated part of your team. They work to meet your budget and provide peace of mind.

Primary Contact: Peter Mucklestone

Website: https://www.dwt.com/

Husch Blackwell LLP

"Ambitious Ideas. Fearless Pursuit."

Husch Blackwell has long nurtured a culture that celebrates creativity. Over time it has become the engine that powers their trailblazing legal leadership and a key reason why their firm is such a fulfilling and inspiring career destination for so many.

They have always aspired to achieve bold ambitions by creating inventive approaches that enable their clients to earn reputations as leaders in their industries.

They take a 360-degree view of every issue, deploying leading insight and technology to form the creative solutions needed with the predictable spend you require.

Their clients come to them for legal advice, but quickly realize they have a team of selfless advocates focused on their success. For them, it's more than business. It's personal.

Primary Contact: Arthur Coren

Website: https://www.huschblackwell.com/

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April 19-22, 2024

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