

# CaliforniaBanker

ISSUE 5 2025

A PUBLICATION OF CALIFORNIA BANKERS ASSOCIATION



## WHAT'S INSIDE:

6

A Conversation with  
Peter Brightbill

12

California Legislature's  
self-inflicted wound makes  
it harder to get a loan

14

State Treasurer race on  
the 2026 California ballot



**SWGSB**  
at **SMU Cox**

# *Exceptional Executive Education*

The SW Graduate School of Banking at SMU Cox strengthens careers, organizations, and communities. *We are a nationally recognized leader* in banking and commercial lending education, bank management training, and bank director training programs.

## **UPCOMING PROGRAMS** *for* **CALIFORNIA BANKERS ASSOCIATION MEMBERS**



**JANUARY 29—FEBRUARY 1, 2026**

**Assembly for Bank Directors  
Oahu, Hawaii**



**APRIL 26—MAY 1, 2026**

**Commercial Lending School  
at SMU Cox**



**MAY 26—JUNE 5, 2026**

**SW Graduate School of Banking  
at SMU Cox**

**Learn more and register now at [swgsb.org](https://www.swgsb.org)**



SW Graduate School of Banking (SWGSB) is registered with the National Association of State Boards of Accountancy (NASBA) as a continuing professional education (CPE) sponsor on the National Registry of CPE Sponsors. Each in-person session qualifies for the following maximum CPE credit hours: Assemblies for Bank Directors (15), Commercial Lending School (44), and SW Graduate School of Banking (55). Learn more at [swgsb.org/programs](https://www.swgsb.org/programs). State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors at [NASBARegistry.org](https://www.nasbaregistry.org). SMU/SWGSB do not discriminate based on race, color, national or ethnic origin, sex, sexual orientation, age, or disability. For information on policies, complaints, and refunds, call 214-768-2991.



## FEATURES

- 6** A Conversation with Peter Brightbill
- 10** California and Washington Split on the Future of AI
- 12** California Legislature's self-inflicted wound makes it harder to get a loan
- 14** State Treasurer race on the 2026 California ballot
- 16** 2025 CBA Compensation & Benefits Benchmark Survey Now Available
- 18** California Bankers Earn Prestigious Graduate School of Banking Diplomas
- 19** CBA Honors Recipients of the 2025 Bank Counsel Seminar Distinguished Awards
- 20** 2025 Lenders & Chief Credit Officers Conference Photo Gallery

## DEPARTMENTS

- 4** Association Update
- 23** Advertising Index



View this issue and past issues of CaliforniaBanker online any time at [www.CalBankers.com](http://www.CalBankers.com)

**CaliforniaBanker is the official publication of California Bankers Association.**

California Bankers Association, 1303 J Street, Suite 600, Sacramento, CA 95814, P: 916-438-4400/F: 916-441-5756, Email online at [www.CalBankers.com](http://www.CalBankers.com).

©2025 California Bankers Association | NFR Communications, Inc.. All rights reserved. CaliforniaBanker is published four times each year by NFR Communications, Inc. for California Bankers Association and is the official publication for this association. The information contained in this publication is intended to provide general information for review, consideration and member education. The contents do not constitute legal advice and should not be relied on as such. If you need legal advice or assistance, it is strongly recommended that you contact an attorney as to your circumstances. The statements and opinions expressed in this publication are those of the individual authors and do not necessarily represent the views of California Bankers Association, its board of directors, or the publisher. Likewise, the appearance of advertisements within this publication does not constitute an endorsement or recommendation of any product or service advertised. CaliforniaBanker is a collective work, and as such, some articles are submitted by authors who are independent of California Bankers Association. While California Bankers Association encourages a first-print policy, in cases where this is not possible, every effort has been made to comply with any known reprint guidelines or restrictions. Content may not be reproduced or reprinted without prior written permission. For further information, please contact the publisher at 952.835.2275.

## Association Update



» Our advocacy efforts on behalf of our members are as important as ever and underscore the vital role CBA plays in shaping public policy outcomes that affect banks and the communities they serve. »

## Fiercely Advocating for Banks

**A**t the core of CBA's mission is our powerful and unparalleled advocacy program — representing the collective voice of California's banking industry.

Our team has been deeply engaged throughout the year, working tirelessly to ensure your interests are represented and protected.

Stateside, we engaged on, and influenced, numerous measures impacting our industry, including legislation focused on elder financial abuse, interchange fees, a state-level Community Reinvestment Act, artificial intelligence, and mortgage and foreclosure reform. We were highly successful at defeating, neutralizing or mitigating the impact of harmful bills despite incredible headwinds and being caught between a political food fight between the Trump and Newsom administrations.

At the federal level, we traveled to Washington, D.C., four times during the year meeting with our California Congressional delegation and federal banking regulators.

During these important visits, we advocated on a range of issues, including credit card interest rate caps and interchange fees, deposit insurance reform, digital financial assets, small business lending data reporting and regulatory and supervisory reform.

The contrast in posture between the federal and state government could not be more stark. Federally, actions are being taken to improve the operating environment for banks, unleashing our power to move communities and the economy forward while the state approach remains restrictive and skeptical.

Our advocacy efforts on behalf of our members are as important as ever and underscore the vital role CBA plays in shaping public policy outcomes that affect banks and the communities they serve. Like this year, we anticipate continued conflict next year. Rest assured, the team is tested and battle ready. Many of the fights from this year will resurface. Add to that new legislative proposals that





are yet unknown. Thank you for empowering us to tell your story and trusting us to represent you.

### **Storytelling**

We promised in our strategic plan that we would amplify our storytelling by more assertively sharing our perspective on impactful issues and underscoring the important ways the industry helps their customers achieve financial success. We've successfully placed several opinion editorials articulating our viewpoint and launched a public affairs campaign highlighting how local banks support their communities. We are working harder to punch through with our narrative. We are in production on impact videos featuring specific examples of how banks are making a difference in their communities. We can't wait to share these with you.

### **Forums and Gatherings**

This fall, CBA proudly hosted two major industry events, the Lenders and Chief Credit Officers Conference and the Risk and Compliance Conference. Both gatherings featured expert-led sessions and thought-provoking discussions centered on the most pressing issues shaping the financial landscape. From evolving credit risk management to navigating regulatory change, the programs offered valuable insight and practical takeaways. CBA extends its sincere appreciation to our speakers, sponsors, and attendees for making these events a success and for contributing to the collective strength of our industry.

Looking ahead, we are excited to share a new member benefit debuting in 2026. All member banks will re-

ceive one complimentary registration to each of our five in-person conferences — the Bank Presidents Seminar, Annual Conference & Directors Forum, Women in Banking Forum, Chief Credit Officers & Lenders Forum, and the Risk and Compliance Conference. These premier gatherings serve as vital opportunities for bankers to connect with peers, exchange ideas, and explore solutions to shared challenges.

We will start the new year with our Bank Presidents Seminar, scheduled for January 7-9 at the Montage Laguna Beach. We are assembling a strong agenda featuring industry leaders, banking regulators, influential elected officials, and content sharply focused on tackling emerging issues. And don't forget the opportunity to network with your peers!

### **Thank You**

As we approach year end and look ahead to next year, we sincerely thank you for your support and all that you do to lift up your customers and communities. California's economy and its place as the fourth largest in the world doesn't happen without you. We are proud of you and it's an honor and privilege to serve. Please never hesitate to let us know what more we can do to support you and your team. »

**Bringing members together. Making our banks better.**

Kevin Gould  
President & CEO, California Bankers Association



# A Conversation with Peter Brightbill

**Q:** You've had a fascinating career path, from serving on the White House staff of two U.S. Presidents to holding leadership positions in California state government, and now more than two decades at Wells Fargo. Looking back, what first sparked your interest in public policy and government relations?

Throughout my career, I have worked with many industry leaders, and each experience, both positive and negative, has contributed to my foundation and shaped my leadership style.

A high school civics class laid the groundwork for my interest in government and politics. We closely followed a tight election of local Congressional seat and I was hooked. Like many others in this field, I was also driven by the opportunity to make a difference.

**What lessons from your time in government have stuck with you and influenced how you approach your work in the private sector?**

It's ultimately people who make a difference, not programs or the structure of government.

**You've been with Wells Fargo since 1998. What has kept you inspired and motivated?**

This industry is fascinating and ever evolving. The issues we deal with are often complex, so the learning really never stops. It's also the people at the company who have made my time here rewarding. Like any organization, Wells Fargo has gone through periods of leadership challenges, but on the whole, I've been exposed to many and

I've found that our leaders are committed to doing the right thing and steering the company in the right direction.

**As Senior Director of Government Relations, you're right at the intersection of policy, politics and business. What does a typical day look like for you — or is there such a thing?**

There really isn't a typical day. That's what makes the job so engaging. A big part of my work is staying on top of fast-moving issues and understanding the implications of policy decisions, which can shift quickly once they gain momentum. My days usually involve a constant flow of communication, whether with internal partners, public policy organizations, trade organizations like CBA, or policymakers. And of course, there's always the never-ending stream of emails.

**How do you see Wells Fargo's role in shaping policy conversations at the state level, particularly in California?**

We have a tremendous amount of internal expertise on a wide array of banking and business issues. I truly believe and strive for this organization to be a credible resource regarding the impact on proposed legislation resulting from our long-standing role banking individuals and businesses in the state. While we're big, and have such a history in the Golden State, I'm constantly reminded about how local we are in just about every community in California. That means a lot to me.

CONTINUED ON PAGE 8



CONTINUED FROM PAGE 7

**When you're advising senior leadership on public policy and legislative issues, what kinds of perspectives do you try to bring to the table?**

My goal is to provide legislative leaders with relevant data related to an issue and share how it will impact local communities. Also, to provide the political winds that might be driving a particular policy.

**The relationship between banks and policymakers is often complex. How do you think that relationship has evolved since you first started in government relations?**

I'm of the belief that the relationship has evolved in a positive way over time. Bankers have historically been quite reserved and lacked interest in getting involved in the public policy space; however, over the years they have come to understand the value of having a seat at the table with elected officials in their communities so they can find ways to solve local issues together. We, as an industry, are risk assessors and politics and public policy provide an incredible amount of risk so we're getting better at it. I think policymakers appreciate knowing whom to call when an issue arises and have some level of trust that has already been established to determine next steps.

**California often sets the tone for national policy trends. What issues do you think will be most important for banks to engage within the next few years?**

I believe that AI will be at the top of that list. It's moving at lightening speed and it will require substantial resources and thought leadership to assess its impact. Privacy and fraud will continue to be focus areas.

**You've been involved in organizations ranging from the UC Alumni Association to the John Muir Hospital Foundation Board. Why is civic and community engagement important to you?**

I had a particularly engaging Political Science class professor at Cal, Sandy Muir, who emphasized the importance of being active in government and giving back to one's community. He inspired me to follow his lead and I've been active locally throughout my career and have found my nonprofit roles to be particularly rewarding.

**For students and young professionals who might want to follow a path like yours, blending government service with private sector leadership, what advice would you give?**

We're living in some unprecedented times. Despite the challenges of government today, I still believe in it lies an opportunity to make a difference.

The work provides a rare experience to see issues from a variety of vantage points and to work with people collaboratively even when you have divergent perspectives. I also would recommend that folks get associated with good people who reflect their values. In my case, that happens to be Wells Fargo's lobbyist, Mike Knudsen, who is one of the best lobbyists in the business.

**When you think about your career as a whole, what accomplishments or experiences are you most proud of?**

Politics is a relationship business. I'm especially proud of the many relationships I have developed over time as well as my ability to connect people with different perspectives and guide them toward a solution that benefits all involved. It's also meaningful to me to be recognized as someone others can count on for accurate information and honest insight. The term "credible resource" is extremely important to me and my personal reputation.

**And finally, if you weren't working in government relations, what do you think you'd be doing instead?**

I may have gone into education at the high school or college level following in the footsteps of my political science professor. In addition to teaching, I would have loved to coach tennis and/or basketball in high school. Or, alternatively, I think I'm a very good judge of people so I might have been head of HR or what some folks call today, Chief of Talent or Chief People Officer. >>

**MEET PETER BRIGHTBILL**

Peter Brightbill, a Senior Vice President for Government Relations, started working at Wells Fargo in 1998; he is based in San Francisco. In this role, he is responsible for managing the organization's state and local legislative, political, and public affairs agendas in California and Hawaii. His additional responsibilities include providing counsel to the company's senior executive management in public policy, legislative, community and political activities.

Prior to joining Wells Fargo, Brightbill served in various management and policy positions in the California state government. He also served on the White House staff of two U.S. Presidents. Peter received his degree in political science from the University of California at Berkeley. He is a member of the University of California Intergovernmental Studies Board, the California Chamber Public Affairs Council, and a member of the Walnut Creek Chamber and Dean Lesher Center for the Arts Board of Directors.



# LET RAISIN DO THE WORK

Access a turnkey digital solution that delivers stable **retail deposits** with the efficiency of **wholesale funding**.



➤ No minimums

➤ No set up cost

➤ No IT integration



Raise insured retail deposits from US consumers nationwide - all on one platform.

Book a demo at [raisin.com/partnerships](https://raisin.com/partnerships)





# California and Washington Split on the Future of AI

By Jason Lane, SVP, Director of Government Relations, California Bankers Association

In 2025, the Trump Administration and the California Legislature have moved in sharply different directions on artificial intelligence (AI) and automated decision systems (ADS). At the national level, the administration has chosen a fast-moving, deregulated path built around competitiveness and technological leadership. California, by contrast, has embraced a model rooted in oversight, transparency, and public accountability. The divergence reflects two fundamentally different views of how California should manage a technology that is transforming nearly every sector of the economy.

At the federal level, the Trump Administration has made clear that it sees regulation as an impediment to innovation. Executive actions this year have rolled back earlier directives that emphasized ethical review, risk mitigation, and bias testing.

Agencies have been ordered to identify and remove rules that slow AI development, and procurement policies now prioritize speed and efficiency over compliance with prior safety frameworks. The White House message is that American dominance in AI depends on reducing government interference and trusting market competition to reward safe and effective systems.

This market-first strategy aims to expand domestic data-center capacity, accelerate infrastructure permitting, and promote partnerships between private developers and the defense, health, and transportation sectors. Supporters of this approach argue that rigid guardrails would hand the advantage to global competitors who face fewer constraints.

California lawmakers take a different view. They argue that without oversight, AI development invites

systemic risks ranging from biased decision-making and misinformation to privacy breaches and the erosion of human accountability. The state's strategy emphasizes building durable, and in some cases overlapping, governance frameworks before the technology becomes too deeply embedded to control. Rather than restricting innovation, California aims to ensure that technological progress advances transparently and with robust public safeguards.

The centerpiece of that effort is the Transparency in Frontier Artificial Intelligence Act, signed into law this fall. It requires developers of large-scale AI models to publish safety plans, report significant incidents, and describe how their systems mitigate risks. The law also protects employees who expose unsafe practices and establishes a state-supported computing resource to help researchers study AI safety.

Although the statute does not impose direct liability for harm, it creates a public record of accountability that few states have attempted.

Alongside this measure, California has finalized rules governing automated decision systems used in employment and consumer services. Employers that rely on algorithms for hiring, promotion, or termination must provide notice, allow human review, and document testing for bias. Additional proposals (AB 1018) under discussion would extend similar protections to credit, housing, and education decisions, giving individuals a way to understand and challenge automated outcomes.

The Legislature has also turned its attention to the role of AI in online platforms. A newly enacted social-media age-verification law requires platforms to implement robust methods to confirm a user's age and to restrict certain algorithmic recommendation systems for minors. Lawmakers described the measure as a safeguard against manipulative or addictive content driven by automated engagement algorithms.

Together these initiatives mark a deliberate shift toward embedding human oversight and ethical review in the design and deployment of AI and algorithmic systems.

Legislators argue that trust in technology will collapse if people believe machines make consequential choices without accountability. The state's goal is not to slow innovation but to channel it through transparent, auditable processes that prevent abuse and discrimination.

The contrast between California and Washington, D.C.'s philosophi-

cal approach to AI establishes the prospect of a conflicting and confusing regulatory approach. The Trump Administration is betting that minimal regulation and maximum freedom will keep the United States ahead of its rivals. California is betting that long-term success depends on public confidence and responsible governance. One prioritizes speed and self-regulation; the other prioritizes fairness and stability. Each claims to advance leadership, but they measure progress differently — one by sustaining Silicon Valley's edge in innovation, the other by projecting America's strength on a national scale.

This divergence sets up an inevitable conflict over jurisdiction. If federal policy seeks to preempt state rules in the name of uniformity, California is likely to defend its authority to protect residents and set higher standards. The resulting tension echoes

earlier fights over environmental policy and data privacy, where California's stricter framework often became the national template. >>



Jason Lane is senior vice president, director of government relations for the California Bankers Association and leads the advocacy efforts for CBA, which involves analyzing legislation

and regulatory activity, and the development of policy positions. Lane is one of four lobbyists at CBA, and he also lobbies on behalf of the association on issues related to the state budget, privacy, bank operations and consumer lending legislation.

Before joining CBA in May 2006, Jason Lane served as director of government affairs for Provident Financial and managed the bank's financial privacy compliance program, as well as tracked and analyzed the impact of federal legislation and rulemaking for the company.







# California Legislature's self-inflicted wound makes it harder to get a loan

By Kevin Gould, President & CEO, California Bankers Association

**A** new law embedded in a budget trailer bill makes it harder to get a second or subordinate mortgage in California. While the measure aims to address so-called "zombie" subordinate mortgages, where borrowers believe their debt has been forgiven only to face renewed collection efforts, it was poorly written and has created broad, unintended consequences.

In summary, the new law insensibly makes legal and lawful actions by lenders unlawful and places impediments on collateral recovery when borrowers stop mak-

ing payments. Why is that a big deal? Because lenders will be disincentivized to make new loans because of increased risk and will hamstring efforts to help distressed borrowers avoid foreclosure.

Let's set aside how the new law passed by the Legislature violates state and federal constitutionally protected rights of lenders and focus instead on how legislators' actions have hurt the constituents they represent.

Consider the many ways in which subordinate mortgages matter.



Achieving the American Dream is increasingly challenging given the high cost of housing in California. Many families can't afford a 20 percent down payment and look to a subordinate mortgage to make homeownership possible.

For families that own homes, subordinate mortgages are an important financing tool that unlocks equity to pay for home improvements, college tuition, and medical expenses. Lawmakers have made the construction of accessory dwelling units (ADUs) part of the affordable housing solution, believing that such units can partially solve the lack of inventory in the state. Using home equity has been a common financing mechanism for the construction of ADUs. Borrowers impacted by the devastating Los Angeles wildfires in January may find themselves under-insured creating a gap between their insurance proceeds and the cost of reconstruction.

The harm caused by the Legislature doesn't stop with consumer financing, it also extends to small business lending. Many small businesses rely on loans guaranteed by the federal Small Business Administration (SBA). For

the SBA to guarantee a loan, lenders may be required to take collateral through a security interest in the residential real property of the borrower. Unfortunately, the new law applies to any "security instrument in residential real property" implicating small business loans.

The Legislature inflicted this wound and, consequently, has increased credit and compliance risk and heightened exposure to legal liability for otherwise lawful activity, all things that discourage lending.

And if the damage to new loan originations wasn't enough, the law impacts existing mortgages and makes it challenging for mortgage servicers trying to help borrowers avoid foreclosure. During the Great Recession, mortgage servicers helped borrowers avoid foreclosure by forgiving principal to achieve a more sustainable monthly mortgage payment. When doing so, the mortgage servicer must issue an IRS form documenting the forgiven principal.

Under the newly enacted provisions, if a borrower subsequently defaults after a good faith attempt to help them avoid foreclosure, the subsequent pursuit of a foreclosure sale after the issuance of the IRS form is considered an unlawful act. We fear mortgage servicers will be discouraged from working with borrowers by reducing principal going forward.

The significant unintended consequences resulting from the Legislature's actions were avoidable. The California Bankers Association and others involved in mortgage finance advocated for a sensible compromise that would provide meaningful consumer protections and address the identified concern, but our solution was set aside. And, instead of surgically addressing the issue of "zombie" subordinate mortgages, the Legislature has driven a stake into the heart of a vital financing tool.

When the Legislature returns from its interim recess in January, it should advance urgency legislation to correct its mistake, not because it benefits lenders, but because their constituents deserve better. If the Legislature cares about affordable housing and the important role that small businesses play in supporting our economy, they'll make it right. We are ready to help them fix it. >>

Kevin Gould is President & CEO of the California Bankers Association. This article was previously published in the *Capitol Weekly*.





**Learn more about the candidates  
for State Treasurer at:**

**Anna Caballero**  
[www.annaforcalifornia.com](http://www.annaforcalifornia.com)

**Eleni Kounalakis**  
[www.eleniforca.com](http://www.eleniforca.com)

**Yvonne You**  
[www.yvonneyiu.com](http://www.yvonneyiu.com)

**Tony Vasquez**  
[www.vazquez4treasurer.com](http://www.vazquez4treasurer.com)



# State Treasurer race on the 2026 California ballot

By Chris Shultz, Vice President, Government Relations

While the 2026 race for California governor will dominate the headlines, the office of state treasurer is also up for election in 2026. Current State Treasurer Fiona Ma is termed out of the office and is running for Lt. Governor.

## Key responsibilities of the state treasurer

California's state treasurer serves as the state's asset manager, banker and financier. The Treasurer's Office manages the State's Pooled Money Investment Account, which invests monies on behalf of state government and local jurisdictions. The Treasurer's Office sells bonds for public works, including schools and higher education facilities, transportation projects, affordable housing, parks, and environmental projects.

The treasurer serves on the board of the Public Employees' Retirement System (CalPERS) and State Teachers' Retirement System (CalSTRS). Both are significant institutional investors in the American and global economies.

The Treasurer chairs authorities that finance significant projects, including pollution clean-up, small businesses and health care facilities. The Treasurer chairs the commission that awards low-cost, tax-exempt financing for various purposes such as housing, economic development, and student loans. The Treasurer plays a key role in statewide affordable housing finance as chair of the committee that awards hundreds of millions of dollars in LIHTC tax credits for affordable housing.

The Treasurer oversees the ScholarShare Investment Board, which administers the State's 529 college savings plan, and the CalSavers retirement plan for Californians who do not have access to an employer-sponsored retirement plan.

## Kounalakis, Caballero lead the field in fundraising

The leading candidates for state treasurer include current Lt. Governor Eleni Kounalakis (D) and State Senator Anna Caballero (D). Kounalakis reported more than \$9 million cash on hand across various fundraising committees at the June reporting deadline and could self-fund if necessary. She switched recently from the governor's race to the treasurer's race. Caballero, a former cabinet secretary in the administration of Gov. Jerry Brown, had more than \$1 million cash on hand at the June deadline.

Other candidates include Tony Vasquez (D), former mayor of Santa Monica and current member of the State Board of Equalization, perennial candidate and former broker-dealer Yvonne Yiu (D), and Roger Jones (R) who has not submitted any campaign or fundraising filings. Other big names including former Assembly Speaker Anthony Rendon, Controller Malia Cohen, and former Oakland Mayor Libby Schaff considered the race but ultimately passed on a run.

California's top-two primary means it is likely two Democrats will advance out of the June 2026 primary and face off again in the November 2026 general election. California Republicans are unlikely to win any statewide office in 2026; movie star Arnold Schwarzenegger was the last Republican to hold statewide office in 2011. »»

Chris Shultz is Vice President, Government Relations for the California Bankers Association. He formerly served as chief deputy commissioner at the California Department of Financial Protection and Innovation.

# 2025 CBA Compensation & Benefits Benchmark Survey Now Available

**A**s compensation practices in the banking industry continue to evolve, access to reliable, up-to-date data has never been more essential. To help financial institutions navigate these changes, the California Bankers Association (CBA), in partnership with Pearl Meyer (PM), is pleased to announce the release of the 2025 Compensation & Benefits Benchmark Survey.

This annual survey is a trusted resource for bank leaders responsible for managing compensation and human resources — areas that play a critical role in an institution's overall success. Because compensation represents the single largest non-interest operating expense for most banks, informed and strategic decision-making in this area can have a profound impact on both financial performance and employee engagement.

The 2025 survey provides a comprehensive analysis of current industry practices, including:

- Base salary, incentive, and commission compensation data
- Directors' compensation information
- Human resources practices
- Comparative healthcare cost information
- Employee benefits summary statistics

By offering this depth of detail, the survey empowers decision makers to evaluate their own compensation and benefits programs against peer institutions, ensuring their organizations remain competitive in attracting and retaining top talent. >>

For more information or questions about the survey, please contact Janae Kimpel at [jkimpel@calbankers.com](mailto:jkimpel@calbankers.com)



## Commercial Loan Portfolio Consulting

CEIS Review assesses commercial loan portfolios to help senior management and the board objectively evaluate their credit risk quality and administration.

**Commercial Loan Review**

- Domestic and International
- General or Complex Loan Review



**CEIS REVIEW INC.**  
*Commercial Portfolio Advisors EST 1989*

Learn about what CEIS Review can do for you.  
**[www.ceisreview.com](http://www.ceisreview.com) or 888-967-7380**



# APPLY NOW FOR SCHOLARSHIPS!

## Scholarship Initiative

To better educate and assist California bankers in their professional development goals, the California Bankers Association (CBA) is pleased to offer scholarship opportunities to any full-time employee of a CBA-member bank employed in California.

**CBA scholarships will be awarded, upon successful application to, and selection by CBA to pay for:**

- **100 percent of tuition costs for the entire school term** for the Pacific Coast Banking School at the University of Washington, the Stonier Graduate School of Banking at the University of Pennsylvania, the Graduate School of Banking at the University of Wisconsin, or the Graduate School of Banking at Colorado.
- **Fees for professional certificate programs and related prep courses and study materials** for Certified Regulatory Compliance Manager (CRCM), Certified Anti-Money Laundering Specialist (CAMS), Certified Financial and Trust Advisor (CFTA), and Certified Enterprise Risk Profession (CERP), among other designations.
- **Tuition to attend a one-week specialty school** at the Graduate School of Banking at the University of Wisconsin.
- **Tuition up to \$2,000 for courses taken for credit related to banking** from an accredited educational institution such as a four-year college or university, or community college.
- **Registration fees up to \$1,000 for SBA training courses / programs** offered by the National Association of Government Guaranteed Lenders (NAGGL).

"I am grateful to the California Bankers Association for awarding me scholarships to pursue the CAMS and CGSS certifications, pivotal steps in my career! The CAMS certification was a cornerstone in my transition into the AML and BSA sectors, significantly contributing to my success in these new roles. The process for obtaining the CGSS scholarship was swift and seamless, allowing me to start my course promptly. The efficiency and helpfulness of the admissions team made the application process a breeze. These scholarships, directly paid to the educational institutions, are not only generous but also transformative in advancing professional skills and opportunities."

— *Valeria Melincu, AML/Fraud Investigator Bank of Marin*



# California Bankers Earn Prestigious Graduate School of Banking Diplomas

**T**he Graduate School of Banking at the University of Wisconsin–Madison (GSB) recently honored two California banking professionals for completing its distinguished 25-month advanced management and leadership program.

Congratulations to Marc Wolfe of Bank of the Sierra, Porterville, and Mahj Tindyala of California Bank of Commerce, San Diego, who earned both a Graduate School of Banking diploma and a Certificate of Executive Leadership from the Wisconsin School of Business Center for Professional and Executive Development.

Founded in 1945, GSB is nationally recognized for developing leaders who not only excel in banking but also make lasting impacts in their communities. The program combines rigorous coursework in banking, economics, and leadership with FiSim, GSB's immersive bank management simulation, which challenges students to apply their knowledge to real-world scenarios.

This year's commencement celebrated GSB's 80th anniversary and recognized 138 graduates from across the country. They join a network of more than 23,000 alumni who have gone on to shape the financial industry and public policy at the highest levels. >>

## CONGRATULATIONS GRADUATES FROM CALIFORNIA!



**Marc Wolfe**  
Bank of the Sierra  
Porterville



**Mahj Tindyala**  
California Bank  
of Commerce  
San Diego

Educating Professionals, **Creating Leaders**

# 2025



**Graduate School of Banking**  
at the University of Wisconsin – Madison

Sponsored by:



**GSB.ORG**

# CBA Honors Recipients of the 2025 Bank Counsel Seminar Distinguished Awards

The California Bankers Association (CBA) recently announced the presentation of this year's Bank Counsel Seminar Distinguished Awards, recognizing exceptional legal professionals who have demonstrated exemplary service and commitment to the California banking industry.

Michael N. Delune, Managing Director and General Counsel at SMBC MANUBANK, was honored with the Almon McCallum Award for his distinguished and meritorious legal service to the banking community. His leadership and counsel have contributed significantly to advancing sound legal and regulatory practices across the industry.

Robert S. McWhorter, Shareholder at Buchalter, received the Robert Frandzel Award in recognition of his superior and noteworthy legal assistance as outside counsel to the California banking industry. McWhorter's deep expertise and dedication have earned him respect among peers and clients alike.

CBA extends its sincere congratulations to both honorees for their outstanding achievements and lasting contributions to the strength and integrity of California's banking industry. >>



# 2025 LENDERS & CHIEF CREDIT OFFICERS CONFERENCE

OCT. 7-8, GARDEN GROVE, CALIF.











# 2026



## A FREE REGISTRATION. EVERY MEMBER BANK. EVERY IN-PERSON CONFERENCE.

We're giving back to our bank members in a big way!

In 2026, every CBA member bank will receive one **FREE** registration to each of our in-person conferences.

Join us for a year of networking, learning, and innovation — all included with your membership.

**View the Event Lineup!**



To claim your **FREE** registration or for questions, please contact [registrations@calbankers.com](mailto:registrations@calbankers.com)

Just email us your attendee name and conference selection. We'll handle the rest!

**It's that easy.**



**Scan Here**  
To learn about CBA Events!

## 2025 CBA Advertiser Index

### Deposit Funding/Investments

PMA Financial ..... Page 24  
Raisin ..... Page 9

### Education

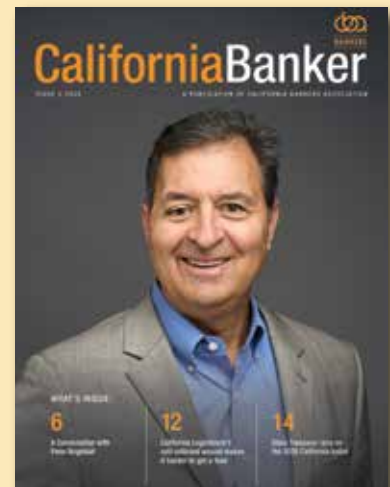
SW GSB ..... Page 2  
GSB Wisconsin — Madison.. Page 18

### Financial Services

CEIS Review, Inc. .... Page 16

### Tax and Flood Service

Nationwide Real Estate ..... Page 11



[www.CalBankers.com](http://www.CalBankers.com)



For advertising  
<https://bankbeat.biz/advertise/>





**PMA**<sup>®</sup>  
FUNDING

# Funding Solutions *That Meet Changing Times*

**PMA Funding** (PMA) is a leader in providing stable deposit and cost-effective funding solutions.

**One call gains access to:**

- Our experienced funding team
- Our vast network of political subdivision depositors, representing over 11,000 public entities totaling over \$145B in assets\*
- Flexible Solutions: From small (<\$250K) deposits, we provide FDIC-insured or collateralized options and can implement specific or ladder approaches

**The result:** Financial institutions have been able to diversify and manage their liquidity needs with greater flexibility by utilizing tailored funding solutions.

**PMA is more than just a depositor;**  
*we are your partner.*

**Relax.** *We do the work.*

**Contact us today!**

**800.783.4273 | PMAFUNDING.COM**

\*Asset figure as of September 30, 2024.

PMA Funding is a service of PMA Financial Network, LLC and PMA Securities, LLC (member FINRA, SIPC) (collectively "PMA"). PMA Securities, LLC is a broker-dealer and municipal advisor registered with the SEC and MSRB. ©2025 PMA Financial Network, LLC. All rights reserved.