



As we begin our year, we are excited about our strategic initiatives for building value for **all** IBANYS members: our member banks, preferred partners, associate members--and, for the association itself. Our focus will be to provide effective advocacy for New York's community banks and quality educational programs for Directors, bank executives and their teams who manage risk, compliance, security and cybersecurity. Among other things, IBANYS plans to develop new forums for member bank CEO's, CFO's and Board Members, and to expand our meetings by introducing them to the Long Island/New York City region.

#### **Projects planned 2017-18.**

- Renaming our CFO/Senior Management meeting as our "Bank Executive Symposium"
- Re-tooling our Government Relations & CFO Committees to ensure we are covering relevant and timely topics
- Creating a new "HR and Operations Committee" to help ensure we offer important topics during our meetings
- Developing proactive legislation to establish community bank service organizations
- Defending community banks against legislation and regulations that could hinder community banks progress, or give unfair advantages to our competition
- Introducing fintech companies to create awareness of the future of banking
- Develop regional CEO Forums
- Partner with ICBA on important initiatives that impact community banks nationally
- Strengthen existing partnerships, and build new relationships with preferred partners and associate members
- Provide premier speakers for all of IBANYS events

Along with creating a number of new programs and initiatives, we launched our new IBANYS website ([www.ibanys.net](http://www.ibanys.net)) in September -- and, will build a CRM for efficient record keeping.

I also want to emphasize the importance of our relationship with our IBANYS preferred partners (Wolf and Co., Pentegra Retirement Services, Travelers Insurance, T. Gschwender and Associates and Promontory Interfinancial) and with our associate members. These firms not only provide exceptional products and services to our member banks, but we also have revenue sharing agreements in place that benefit IBANYS for the business our member banks do with them. That's a real "win-win" situation.

Lastly, I would like to highlight a few programs that will be beneficial to our member banks, their employees and their clients:

- NYBDC 's Excelsior Growth Program (Free Webinar on November 7
- Wellness Resource Program - an additional healthcare benefit to provide for employees and clients. (Teledoc is key service)
- Cure The Blue Research - A charitable foundation for prostate cancer research founded by Buffalo Bills great Booker Edgeron

We hope that our members -- and all those who support the association -- enjoy the rest of 2017, and we look forward to having you with us in 2018!!