



## **A MESSAGE OF IBANYS PRESIDENT & CEO**

As we begin our new fiscal year at IBANYS, I would like to share with you some important updates on the current year, and some plans and previews for the coming year.

- **Our educational programs for 2019 were a success**, as we enjoyed strong attendance, engaging content and positive evaluations. Leading experts in their fields covered a wide array of issues important to New York community banks. We held **various seminars, meetings, conferences** and our annual **convention**, as well as many informative **online webinars**. **Planning for our 2020 educational meetings is well underway, and we will continue to provide timely and informative content.** To preview our 2019 meetings calendar, visit [ibanys.net](http://ibanys.net) and click on the “Meetings & Conferences” tab. To review our online webinar calendar, [ibanys.net](http://ibanys.net) and click on the “Education” tab. We are excited that in 2020, we will a) hold all of our regional programs in Rochester and Poughkeepsie areas, b) will also expand our footprint into the New York City region – and, c) will offer our programs to members of community bank associations in neighboring states.
- **Our government relation efforts this year produced solid results in Albany and Washington – even as we faced a new and more challenging political landscape.** At the state level, **we once again defeated a major push by the credit union industry to gain entry into the public and municipal deposits business.** This included IBANYS testifying at legislative hearings, providing comment letters and memorandums, and developing and circulating major white papers on why the plan would be detrimental to local communities and taxpayers as well as community banks. At the federal level, we met in Washington with members of the New York congressional Delegation on major issues such as regulatory relief, BSA/AML, Safe Harbor for legal cannabis banking, data security, fraud and privacy, housing finance reform and more. IBANYS will continue to represent and protect the interests of New York community banks.
- **IBANYS continues to grow.** Our financial condition is sound and has strengthened significantly over the past few years. We will continue to work hard to add **new member banks, associate members and preferred partners** and remain **committed to building on our strong foundation** as we work together to enhance and promote New York's community banks.
- **Our communications efforts** have been positive through the various channels we use to **position New York's community banking industry, our association and issues.** These channels include the weekly e-newsletter, our magazine *Banking New York*, targeted email blasts, legislative and congressional outreach, IBANYS programming and committees and social media posts. **We will continue to carry these efforts forward in 2020. I encourage you to follow us on all four platforms in order to stay up-to-date with all IBANYS news.**

- **We continue to benefit from the willingness of outstanding industry leaders to step up and share their time and vision as our officers and directors.** These are the people who continue to lead IBANYS forward into an even brighter future. I look forward to working with our officers and Board of Directors – including our new Chairman, Mike Wimer, President & CEO of Cattaraugus County Bank; Vice Chairman Tom Carr, President & CEO of Elmira Savings Bank, and Treasurer, Mario Martinez, Chairman & CEO of Catskill Hudson Bank. **IBANYS' governance is in good hands.**

Many organizations say they are “member driven.” At IBANYS, that’s more than just a slogan. It’s a way of life, as it has been since **we were founded in 1974 for the express purpose of giving local community banks throughout New York their own voice at the table and their own trade association** – one that represents only community banks and their interests.

Without the active participation of our member banks, our accomplishments over the past year would not have been possible. A big thank you to all of our member banks, associate members, preferred partners, speakers and presenters, and the Independent Community Bankers of America (ICBA) for everything you have done in 2019, and all we will do together in the years to come.

Together, we will continue to build on the strong foundation we have built representing and serving the needs of New York’s community banks.

Sincerely,



John J. Witkowski  
President & CEO

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