



NCBA Affiliate Directory

504 Capital Corporation

Financial Services & Products

Brent Swanson, *President*

(757) 623-2691 | brent@504capital.com

504 Capital Corporation is a nonprofit Certified Development Company that is authorized as an SBA 504 lender. In North Carolina, Virginia, Maryland, and D.C., 504 Capital partners with lending institutions in offering small businesses financing for the purchase, renovation, construction, and/or refinance of owner occupied commercial real estate and long-term equipment at favorable interest rates and terms with a minimum down payment.

Siron

Security (Physical and Cyber)

Jason Bradley, *Executive Vice President*

(615) 567-8722 | jbradley@Siron.com

Siron is an advanced managed security service provider focused on serving financial institutions. Based in Nashville, Tennessee, the company serves banks throughout the United States with a variety of services, including secure e-mail protection, intrusion detection (IDS), security information and event management (SIEM), firewall, as well as advanced endpoint, all managed around the clock from the Siron security operations center (SOC).

Abrigo

Compliance & Risk Consultants

Libby Sharman, *VP Marketing*

866.603.7027 x 2691 | libby.sharman@abrigo.com

Abrigo is a technology and services provider for community banks, helping institutions grow the loan portfolio while mitigating risk. Community bank leaders rely on Abrigo for CECL compliance, PPP automation, end to end origination, and risk management.

Ally Financial, Inc.

Financial Services & Products

Kevin Finnerty, *Director, State Government Relations*

(202) 688-6634 | kevin.finnerty@ally.com

Arnold & Porter

Attorneys

Kevin Toomey, *Partner*

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The Arnold & Porter Financial Services practice group of more than 70 lawyers provides financial institution clients with comprehensive regulatory, litigation, legislative, and transactional services. The practice group handles complex regulatory and transactional issues, represents clients in legislative matters (including Congressional hearings and investigations), and litigates cases involving the financial services industry at the administrative level and in the state and federal courts, including the US Supreme Court.

Ascensus

Consulting, Financial Services & Products, Pension/Retirement, Training

Joe Doolittle, *Relationship Manager*

(218) 825-5885 | joseph.doolittle@ascensus.com

Ascensus is the largest independent recordkeeping services provider, third-party administrator, and government savings facilitator in the United States. The firm helps people save for what matters—retirement, education, and healthcare. For more information about Ascensus, visit ascensus.com.

Atlantic Merchant Services

Merchant Services & Card Providers

Jerry Savage, *President*

(866) 445-2375 | jerry.savage@atlanticmerchant.com

Atlantic Merchant Services is the trusted merchant services partner of more North Carolina banks than any other company. We have a local sales and service staff that meets, face-to-face, with every customer we do business with, providing unmatched personal service. Let us show you how our program can assist your bank in growing deposits and increasing fee income.

BankMarketingCenter.com

Marketing & Advertising Services

Keith Pagel, *Senior Sales Associate*

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BankMarketingCenter.com (BMC) is a web-based marketing portal that empowers banks to produce professionally designed, bank-branded marketing materials in a matter of seconds. BMC puts you in complete control of the ad production process for your bank, saving valuable time and money. NCBA members receive a 20% discount on BMC's already low-cost monthly fees. BMC has thousands of successful marketing materials including ads, direct mail, statement stuffers, flyers, posters, digital signage and more. The process is easy. On the site, you can select a marketing piece and customize it within seconds. Your bank's logo and contact info will be automatically inserted into the ad. You can edit the copy, colors, fonts, and select from over nine million stock photos from Getty Images. Finished materials are then sent automatically to your compliance department for approval and then to your publication or printer.

Bell, Davis & Pitt, P.A.

Attorneys

Steve Poe, *Director*

(336) 714-4107 | spoe@belldavispitt.com

Bell, Davis & Pitt, P.A. is a full-service law firm with deep experience in the banking and financial services industry. We are available to assist in all aspects of commercial and consumer banking, including regulatory compliance, transactional documentation, special asset resolution, litigation and bankruptcy.

Blue Cross and Blue Shield of North Carolina

Human Resources, Insurance

Alta Rawson, *Strategic Client Consultant*

(984) 212-7114 | alta.rawson@bcbsnc.com

Blue Cross Blue Shield of North Carolina is the provider network and serves as the third party administrator for the NCBA Health Benefit Trust.

Businessolver

Human Resources, Insurance

Mike Meyerring, *Sales Executive, Trust & Association Market*

(515) 273-1472 | mmeyerring@businessolver.com

Businesssolver provides the online enrollment, eligibility, billing and COBRA administration for all of the NCBA Health Benefit Trust employee benefit offerings.

CAHEC

Financial Services & Products

Dana Boole, *President & CEO*

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CAHEC was established in 1992 to assist in financing the development of affordable rental housing in North Carolina. Our core business has expanded to include the provision of equity and debt capital to a variety of low income housing, preservation, energy, and revitalization efforts. Additionally, our charitable giving (through CAHEC and CAHEC Foundation) provides capital through a series of community investments that empowers residents, promotes the development of affordable rental and ownership housing, and fosters sustainability within the communities we serve.

Capco

Compliance & Risk Consultants

Alice Judd, *Managing Principal-Mid-Atlantic*
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Capco is a global management consultancy with a focus in financial services. Capco RISC provides industry leading risk, information security and compliance consulting and managed services tailored specifically to an institution's size and needs. These solutions are delivered by subject-matter experts – former regulators, attorneys, and risk and compliance officers. Capco covers all aspects of risk, including risk assessments, compliance program development and optimization, mortgage QC, BSA/AML/OFAC and financial crime management, fair lending, cybersecurity, vendor management, exam preparedness, model validation and enterprise risk management.

Cape Fear Farm Credit

Agricultural Lending

Courtney Stewart, *Director of Risk Management*
(910) 323-9188 | cstewart@capefearfarmcredit.com

We service the credit needs of part and full-time farmers, as well as the mortgage credit needs of rural homeowners. Cape Fear Farm Credit is part of the national Farm Credit System, we are locally owned by our customer-owners. As we work together, we help our members achieve their goals and dreams, while strengthening our communities.

Capital Investment Companies

Investment Brokers & Dealers

Richard Bryant, *President*
(919) 831-2370 | rkbryant@capital-invest.com

For over three decades, Capital Investment Companies has grown to be one of the largest independent financial services and brokerage firms in the Southeast. We maintain only the highest degree of service, support, and courtesy to our customers and remain committed to our corporate goal – to not be the biggest, just the best.

Capitala Group

Asset Management

Steve Arnall, *President & COO*
704-376-5502 x30 | sarnall@capitalagroup.com

Capitala Group is a leading asset management firm that has been providing individually tailored, private credit and private equity capital to lower-and middle-market businesses throughout North America for over twenty years. Since our inception in 1998, Capitala has invested over \$2.1 billion into small businesses and strives to make an impact through responsible investing and a unified mission to support ESG initiatives. We seek to partner with strong management teams to create value and support growth through strategic partnerships, operational expertise, and a shared vision for success.

Carolina Farm Credit

Agricultural Lending

Vance Dalton, *President & Chief Executive Officer*
(704) 873-0276 | vance.dalton@carolinafarmcredit.com

Carolina Farm Credit is an agricultural lending cooperative based in Statesville, NC. It has 30 branch offices that support the farmers and rural communities in the western 54 counties of North Carolina.

Carr Riggs & Ingram, LLC

Accounting

Doug Mims, *Partner*
(770) 255-6043 | dmims@cricpa.com

Carr, Riggs & Ingram (CRI) is a top 25 accounting firm nationally and specializes in core industries including financial institutions, construction, manufacturing and distribution, healthcare, not-for-profit, governments, real estate, and insurance. The firm also offers specialized services including business consulting, forensic accounting, IT audit and assurance, SEC compliance, system and organization control (SOC) reports, tax, investment banking services, and wealth management.

CBIZ Human Capital Management

Human Resources, Payroll/Plan Administration

Sherry Burick, *Sales Director*
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CBIZ's platform consists of a full-suite Human Capital Management (HCM) cloud solution delivering end-to-end employee lifecycle management for the entire workforce. Its comprehensive toolset integrates HR, time and attendance, payroll, scheduling, and more for managing and nurturing an organization's most valuable asset from pre-hire to retire — giving managers single-source access to real-time employee data for driving productivity, increasing employee engagement, and making more informed business decisions.

CBSI

Equipment & Supplies, Security (Physical and Cyber)

George Dawson, *Director of Sales*
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CBSI provides security/banking equipment to the financial industry in NC, SC and Georgia; plus we offer on-site service to all manufacturers equipment. We are an NCR Partner Gold Solution Provider; while offering Cima TCRs. Our FI product line is the most comprehensive in the industry with service to match; allowing us to be a problem solver, not an order taker.

CEIS Review, Inc.

Accounting, Compliance & Risk Consultants, Consulting

Susan Lima, *Director of Office & Administration*
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The CEIS Review mission is to be the preeminent provider of independent outsourced loan review, loan portfolio stress testing, ALLL methodology validation or refinement, as well as being a provider of related commercial credit management techniques to financial institutions worldwide. Our commitment is to commercial banks, savings banks, credit unions, foreign branches and agencies, multinational organizations and other firms requiring a third party assessment of loan portfolio quality and process. Our commitment to excellence includes delivering clear & concise reporting, utilizing cutting edge credit and portfolio management techniques, maintaining an objective viewpoint, providing adequate flexibility to clients needs and consistently staying ahead of emerging industry and regulatory matters.

Chatham Financial

Compliance & Risk Consultants, Consulting

Bob Newman, *Managing Director*
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Provide interest rate hedging solutions as well as in-house hedge accounting and regulatory compliance advisory to more than 200 community and regional financial institutions.

Citigroup

Financial Services & Products

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College Foundation

Financial Services & Products

Wendy McAlister, *President and CEO*
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CFNC is a proud affiliate member of the NC Bankers Association, and is dedicated to helping North Carolinians plan, apply, and pay for college. Through CFNC.org, students and families can submit high school transcripts, apply to colleges, search for scholarships, file Residency Determination, find help completing the FAFSA, and much more. With regional representatives located across the state, CFNC personally works with communities from the beaches to the mountains. CFNC has helped North Carolina families make the dream of higher education a reality for more than 20 years.

Community Bank Real Estate Solutions

Real Estate Services

David Reitzel, *President*

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CBRES is a Federally Regulated Appraisal Management Company headquartered in Hickory, North Carolina and provides appraisal management services to community banks in 22 states focusing on the Southeastern United States. Our company is managed by experienced appraisers and as a wholly owned subsidiary of a financial institution we understand the necessity for absolute state of the art compliance within our highly regulated industry.

Community Bankers Bank

Correspondent Banking

Gary Shook, *President & CEO*

(804) 256-0530 | gshook@cbbonline.com

Community Bankers' Bank (CBB) is the only organization devoted solely to the success of community banks in the Fifth Federal Reserve District. We stand as a true, noncompetitive partner that banks invest in and also trust for expert correspondent banking, loan participations and investment and consulting services. Our goal is to lift the performance of community banks by delivering reliable banking products and solutions, thoughtful guidance and responsive service. Since 1987, we have served and advocated for independent community banks, delivering value to our owners and clients through economies of scale, technology and the dedication and quality of our people.

CoNetrix

Consulting, Information Technology Services, Security (Physical and Cyber)

Kellie Hill, *Account Manager*

(806) 687-8600 | khill@conetrix.com

CoNetrix provides full service IT Networking, Security, and Compliance Services to Community Banks. Offerings include: IT/GLBA Audits, Penetration Testing, Boost Consulting, Network Threat Protection, Managed Network Services, Aspire Cloud Hosting, and Tandem software used by 1400+ Banks for Vendor Management, BCP, Cybersecurity, and more!

CRA Partners

Compliance & Risk Consultants

David Lenoir, *President & CEO*

(901) 529-4786 | david.lenoir@shcpfoundation.org

CRA Partners is a compliance solution you can feel good about. Since our inception in 2000, we have helped banks earn meaningful CRA credit for ensuring safe senior living environments through our turnkey crime prevention program, Senior Crimestoppers. Funded exclusively by the banking industry and endorsed by the ICBA and over 30 state bankers' associations, Senior Crimestoppers protects low- to moderate-income seniors living in senior housing facilities, HUD communities and state veterans homes from theft, abuse and neglect.

Crowe LLP

Accounting, Compliance & Risk Consultants

Eve Rogers, *Certified Public Accountant Senior Audit Manager*
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Crowe LLP is a public accounting, consulting, and technology firm with offices around the world. Crowe uses its deep industry expertise to provide audit services to public and private entities. The firm and its subsidiaries also help clients make smart decisions that lead to lasting value with its tax, advisory, and consulting services, helping businesses uncover hidden opportunities in the market – no matter what challenges the markets present. Crowe is recognized by many organizations as one of the best places to work in the U.S. As an independent member of Crowe Global, one of the largest global accounting networks in the world, Crowe serves clients worldwide. The network consists of more than 200 independent accounting and advisory services firms in more than 130 countries around the world.

CRS Data

Information Technology Services, Marketing & Advertising Services, Real Estate Services

Alwyn Staley, *Partner*
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CRS Data has worked for more than 20 years to provide its customers with powerful and accurate data, backed by unbeatable customer support. The company's robust data, reliable technology and outstanding customer service are the reasons so many banks across the nation turn to CRS Data for their property intelligence. The CRS Data Banker Suite can help any bank stay fully compliant with all eight points of the Interagency Guidance, enabling banks to bring evaluations in house, in lieu of appraisals. The prospecting piece of the program was specially designed to help banks identify valuable loan opportunities. From more cost-effective loan origination to quicker turn-around time and fewer costly appraisals, CRS Data was founded on the principle that reliable data is the key to creating solutions. For more information on CRS Data's Banker Suite, visit <http://www.crsdata.com/financial-government/banker-suite/>.

D. A. Davidson & Co.

Consulting, Investment Banking

Chuck Stubbs, *Managing Director*
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At D.A. Davidson Companies, we identify and evaluate market trends, investment ideas and business opportunities, and turn them into actionable insights and strategies. Founded in 1935 as a small brokerage firm, D.A. Davidson has grown into a diversified financial services company comprised of seven distinct business units across the U.S. Through the years, our most important service has remained consistent: a personalized approach that reflects the individuality of each of our clients. We believe in doing what is right for our clients and are empowered to deliver high-impact solutions. We are with our clients every step of the way—leveraging our nationally-recognized research, capital markets and investment banking expertise, and a robust network of financial advisors. Clients not only benefit from our expansive platform of solutions and services, but also from strong values rooted in tradition and a deep sense of responsibility to our communities.

DataVerify Flood Services

Compliance & Risk Consultants, Real Estate Services

Teri Sizemore, *National Sales Executive*
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FZDS provides speedy and accurate Flood Zone Determinations with Life-of-Loan tracking to help bankers with National Flood Insurance Program (NFIP) compliance requirements. Due to the passage of the Homeowner Flood Insurance Affordability Act 2014 (HFIAA), lenders have an increased awareness and focus on the need to be in compliance with Flood Act regulations. Now more than ever it's important for lenders to have a Flood Zone Determination provider that can partner with them as a compliance expert. Combining superior service and over half a century of expertise and certified by the National Flood Determination Association, FZDS is dedicated to providing the most comprehensive flood compliance options available.

DDI Technology

Financial Services & Products, Information Technology Services

Todd Phillips, *Director of Sales*
(803) 808-4937 | todd.phillips@dditechnology.com

DDI Technology is an industry leading developer of a complete titling suite for financial institutions nationwide. Our Premier Title Solution enables your Loan Operations team to streamline processes, improve reporting and manage exceptions within a simple, user-friendly application. Additional system features include tracking and auditing reports, total-loss payoff tool, extensive workflow and communication channels, user level customization and loan platform integration. DDI Technology can assist your institution in all 50 states from title application to lien release while providing exceptional customer service.

Delta Dental

Insurance, Wellness

Jennifer Harris, *Client Manager*
(919) 424-1036 |

Delta Dental of North Carolina is the oral health provider for the North Carolina Bankers Association. If employees have questions, they should contact Delta Dental's customer service at 800-662-8856. They can find participating providers as well as review benefits and claims on Delta Dental's website at www.deltadentalnc.com or via the Delta Dental mobile app.

Econ-O-Check

Financial Services & Products

Jim Bloom, *Regional Sales Manager*
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Econocheck can help your bank generate more account holder friendly revenue with our white-label mobile app experience delivering financial wellness tools like credit report, score, monitoring & score simulation. Want to kick it up a notch- add Cell Phone Insurance, Mobile Couponing, Roadside Assistance and other Insurance products for a well-rounded package checking product.

Electronic Merchant Systems

Merchant Services & Card Providers

Jenn Heideloff, *Director of Business Development*
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Our mission is to be the industry leader in merchant services by providing an innovative suite of business solutions, a high level of quality service, and having professional, dedicated employees that increase the financial well-being of our clients. Our employees and clients receive the same concern, respect and caring attitude. Since 1988, EMS has grown to become a leading provider of payment processing services and electronic transactions. The company operates in over 100 U.S. cities with the corporate headquarters located in Cleveland, Ohio.

Elliott Davis

Accounting, Compliance & Risk Consultants, Consulting, Information Technology Services

Josh White, *Shareholder*

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Elliott Davis is a business solutions firm providing services to over 200 regional and community banks across the United States. Their team of more than 90 professionals dedicated to the banking industry serves both public and private banks with audit, tax, advisory, and consulting services. Those consulting and advisory services, including internal audit, compliance reviews, BSA/AML, information technology/cyber security, SOX/FDICIA assistance, loan reviews and credit services, model validations, due diligence, process improvement assessments and plans, organizational consulting, compensation plan consulting and SOC reporting, among others. For more information, visit their website at www.elliottdavis.com.

EngageFi

Consulting

Jake Fowler, *Director of Business Development*

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evolv

Merchant Services & Card Providers

Joy West, *Senior Director of Strategic Partnerships*

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Evolv, Inc DBA Approval Payment Solutions (APS) provides effective Merchant Services and Digital Presence programs to Banks and their customers. We are a full-service provider, offering an all-inclusive solution for the payment processing needs of any business. APS enables merchants to accept credit and debit cards, gift cards, and checks safely and efficiently. We also offer a full digital marketing suite of products that drive sales into any merchant type and truly helps them flourish in their industry.

Express Scripts

Insurance, Wellness

Jerod Adams, *Senior Account Executive*

(214) 629-1871 | jerod_adams@express-scripts.com

Express Scripts Member Services Helpdesk 800-319-7750 - Member Services can assist Patients with questions ranging from drug price quotes, benefit questions, how to begin mail order to requesting a new ID Card, and much more. Client Service Center 866-852-6095 - The Client Service Center is geared toward supporting Employers (not members) with member specific research, overrides, etc.

Federal Home Loan Bank of Atlanta

Financial Services & Products

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FHLBank Atlanta is a cooperative bank that offers competitively priced financing, community development grants, and other banking services to help member financial institutions make affordable home mortgages and provide economic development credit to neighborhoods and communities.

FHN Financial (SUB OF FIRST HORIZON BANK)

Financial Services & Products

Trae Winston, *Administration*
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FHN Financial is an industry leader in fixed income sales, trading, and strategies for institutional customers in the US and abroad. We also provide investment services and balance sheet management solutions. With an average daily trading volume of \$5+ billion, FHN Financial transacts business with approximately 50% of all US banks with portfolios over \$100 million.

FICO

Financial Services & Products

Joanne Gaskin, *Vice President Scores and Analytics*
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FICO powers decisions that help people and businesses around the world prosper. Founded in 1956 and based in Silicon Valley, the company is a pioneer in the use of predictive analytics and data science to improve operational decisions. Using FICO solutions, businesses in more than 100 countries do everything from protecting 2.6 billion payment cards from fraud, and helping people get credit. The FICO® Score is used in over 90% of all consumer lending decisions.

Financial Products and Services Inc.

Insurance

Brian Mobley, *President*
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Financial Products and Services, Inc. (Financial PSI), is the endorsed provider for insurance and financial products tailored especially for banks. Financial PSI, a wholly-owned subsidiary of the Tennessee Bankers Association (TBA), offers a wide variety of products and services in North Carolina and beyond. FPSI will bring a unique set of services and offerings that will be immeasurably beneficial to our North Carolina banks and affiliate members. Lines offered include: bond, D&O, cyber, property and casualty, auto, workers comp and many more.

Financial Solutions

Compliance & Risk Consultants, Training

Patti Joyner, *President*

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Whether you are looking to enhance existing in-house compliance policies and procedures, compliance and operational capabilities, or regulatory compliance and risk management training for your staff and board of directors, let Financial Solutions be your “resource bank” for providing highly effective solutions. Patti Joyner and her team provides the answers, just what you need, when you need it! You can go back to focusing on your business and taking care of customers.

Fintel Connect

Marketing & Advertising Services

Julia Wild, *Director of Marketing and Development*

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Fintel Connect is a performance marketing company that helps banks and fintechs acquire net new customers in a results-based way. This means not paying for impressions or clicks with no guarantee of return. Instead, with performance marketing you only pay once the customer becomes a customer. We help financial institutions do this through our network of financially-focused digital outlets (websites, blogs) and influencers, which promote the financial institutions’ products and services. Our technology gives banks and fintechs the tools to track and measure these real customers sign-ups and understand where your marketing budget is really working for you.

First Bankers’ Banc Securities, Inc.

Investment Banking, Investment Brokers & Dealers

Crosby Taylor, *Managing Director*

(804) 410-6147 | ctaylor@fbbsinc.com

For over 30 years, First Bankers’ Banc Securities, Inc. (FBBS) has worked with over 1,000 clients in more than 25 states. Initially founded with the purpose to service community bank investment needs, the scope of our client coverage has evolved over time. Today, we service investment needs for not only community banks but also trust companies, investment advisors, wealth managers, municipalities, corporations, and individuals. No matter the type of client, we are committed to upholding our philosophy of exceptional service through individualized attention. Our experienced traders and sales representatives are dedicated- to providing the appropriate products, services, and trade execution tailored to our clients’ needs. The FBBS team believes the success of our clientele is the future of our firm; we invite you to test our commitment.

First National Bankers Association

Correspondent Banking

Cheryl Kennedy, *SVP, Chief Marketing Officer*

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FNBB is a community bank owned correspondent bank dedicated to serving the needs of community financial institutions across the Southeast. Products include director and officer loans, loan participations, clearing, file processing, purchase and sale of federal funds, loan review, BSA audits and training, and internal audit and compliance services. FNBB Capital Markets Inc. is a full service correspondent investment services department, servicing the investment and asset/liability needs of financial institutions.

Fiserv

Core Processors

Matt Shugart, *Sales Executive*

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Fiserv is the leading global provider of information management and electronic commerce systems for the financial services industry. Fiserv provides integrated technology and services that create value for our clients. Ranked No. 1 on the FinTech 100 international listing of top technology providers to the financial services industry for 6 of the last 7 years, Fiserv drives innovation that transforms experiences for more than 16,000 clients worldwide including banks, credit unions and thrifts, billers, mortgage lenders and leasing companies, brokerage and investment firms and other business clients.

Forvis

Accounting, Compliance & Risk Consultants

Jenny Cavnar, *Senior Manager, Marketing*

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FORVIS, LLP, a professional services firm focused on forward vision created by the planned merger of BKD and DHG effective June 1, 2022. The name FORVIS—a combination of the words FORward and VISion—reflects our unique focus on what is next. Our combined vision will build on Baird, Kurtz & Dobson's and Dixon Hughes Goodman's strong foundations and legacies. With more than 5,400 dedicated professionals who serve clients in all 50 states, as well as across the globe, FORVIS will offer comprehensive assurance, tax, advisory, and wealth management services. FORVIS, LLP ranks among the nation's top 10 professional services firms.

Glia

Information Technology Services

Heather Nguyen, *Director, Field Marketing*

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Glia enables companies to deliver an in-person customer experience online. With a single line of code, companies can identify and engage their highest-value web visitors through video, voice, chat, and CoBrowsing to increase online conversions and improve customer support.

Goldhaber Policy Services LLC

Consulting

Mark Goldhaber, *Principal*

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Goldhaber Policy Services, LLC blends an understanding of advocacy, coalition building, and message management with almost a quarter-century working with some of the nation's best corporations. The firm appreciates the client's need for measurable results that drive growth. It's not about "another good Washington meeting"; it's about comprehensive government relations and issues management that helps contribute to clients' sustainable growth.

Granite Telecommunications

Telecommunications

Lauren Grenier, *Marketing Director*
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Granite is one of the premier telecommunications solutions providers for businesses across the country. With unparalleled North American coverage, Granite is the leading corporate phone service provider to multi-location companies through our scalable solutions, customized to manage all your local, regional and national locations. Through long-term commercial wholesale contracts, Granite offers dial-tone, infrastructure solutions, advanced data services, broadband, and security services to our customers at significant savings. Enjoy on-line location pre-qualification, order entry, order tracking and revenue reporting along with premier account managers.

Harland Clarke (vericast)

Check Printing/Imaging, Marketing & Advertising Services

Christine Ahlgren, *Director, Strategic Alliances*
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Harland Clarke is a leading provider of customer engagement solutions that help connect businesses and people how, when, and where it matters. The company offers payment tools such as checks and cards; and marketing services such as deposit and loan acquisition programs, digital marketing, performance analytics and promotional products for businesses. It deploys these customer engagement solutions holistically, across print, phone, and digital channels, ensuring that the customers of its world-class client base enjoy a consistently superior experience. Harland Clarke serves more than 43 million consumers and 6 million small and medium sized businesses per year through its relationships with more than 6,240 of the nation's leading financial institutions, large retailers, affiliate marketing companies and accounting software providers.

HC3

Marketing & Advertising Services

Jeffrey Reeves, *Senior Business Development Manager*
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By managing complex data generated from multiple client systems, HC3 helps financial companies with their customers. HC3 offers solutions for document redesign, intelligent marketing campaigns, and seamless delivery printed and digital communications. Through these customer-driven solutions, HC3 empowers financial institutions to give their customers a multi-channel document experience.

HCMS Group LLC (paid by UPMC)

Human Resources, Insurance

Shawn Petrini, *Partner & CCO*
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HCMS Group delivers population and individual health management solutions for self-insured employers and health organizations. We provide the health information essential for better decision-making. HCMS Group has joined Workpartners.

Heron Martech, Inc.

Marketing & Advertising Services

Reid Overcash, CEO

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Heron Martech, Inc. provides personalized marketing communications technology.

HUB International, Inc.

Insurance

Mac Humphries, Insurance Advisor

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HUB International, Inc. is a leading global insurance brokerage headquartered in Chicago, IL. Listed as the 5th largest insurance brokerage in the world, HUB offers a broad array of property and casualty, employee benefits, personal lines, investment and risk management products and services, HUB also brings unmatched global capabilities to clients contemplating business across the globe or who are already doing business outside the U.S. Our teams work in partnership with clients to leverage our firm's expertise and resources.

Hunt Financial Group

BOLI Administration, Human Resources

Tim Hunt, Partner

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Hunt Financial Group's mission is to provide our clients with a sound financial strategy to attract, retain, and acknowledge the individuals that are key to the bank's success. We want to help you develop, implement, and monitor a strategy that's designed to address your individual situation.

ICBA Securities

Investment Brokers & Dealers

Jim Reber, President & Chief Executive Officer

(901) 762-5880 | jreber@icbasecurities.com

ICBA Securities provides a full suite of investment products and services for community banks through its exclusively endorsed broker, Vining Sparks. Included are traditional debt securities, interest rate products, whole loans, and M&A and bank valuation services. Vining Sparks also has state-of-the-art asset/liability and bond accounting products. ICBA Securities, a wholly-owned subsidiary of the ICBA, provides a full calendar of educational events for community bankers and investment professionals. ICBA Securities is the only broker/dealer owned by the community banking industry.

Independent Community Bankers of America

Trade Association

Joe Schneider, *Senior Vice President, State Relations*
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The Independent Community Bankers of America® creates and promotes an environment where community banks flourish. With more than 50,000 locations nationwide, community banks constitute 99 percent of all banks, employ nearly 750,000 Americans and are the only physical banking presence in one in three U.S. counties. Holding more than \$5 trillion in assets, more than \$4 trillion in deposits, and more than \$3.4 trillion in loans to consumers, small businesses and the agricultural community, community banks channel local deposits into the Main Streets and neighborhoods they serve, spurring job creation, fostering innovation and fueling their customers' dreams in communities throughout America. ICBA is dedicated exclusively to representing the interests of the community banking industry and its membership through effective advocacy, best-in-class education, and high-quality products and services.

IntelliCredit, a Division of QwickRate

Compliance & Risk Consultants

David Ruffin, *Principal*
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IntelliCredit™ provides a Smart Loan Review™ Service that uniquely combines deep credit expertise and an online, real-time portal — so all participants can immediately see progress and results as they happen. Internal loan review teams can use our cloud-based Smart Loan Review Solution to automate and expedite the reviews they perform. Big benefits are delivered with IntelliCredit's smarter approach to loan reviews including: huge time savings; total process transparency; and fewer meetings and intrusions. IntelliCredit also offers Due Diligence and other Credit Consulting services, as well as a Portfolio Analyzer solution that helps institutions quickly identify emerging hotspots and portfolio trends to detect credit risk earlier.

IntraFi Network

Financial Services & Products

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Promontory Interfinancial Network is now IntraFi NetworkSM. Having built the largest bank network of its kind, we're a trusted ally to community banks that never competes with banks for their customers and that helps them to attract and maintain valuable customer relationships, grow reciprocal deposits, manage liquidity and generate fee income, diversify funding, and reduce collateralization. Work with the market leader to grow profitability and increase franchise value. IntraFi Network's innovative balance-sheet management solution — known as IntraFiSM Network DepositsSM (formerly CDARS®, ICS®, and IND® deposit solutions) — empowers institutions to increase profitability, grow franchise value, manage liquidity more easily, and serve customers better. To learn more, visit IntraFi.com.

Investors Title Insurance Co.

Title Insurance

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Based in Chapel Hill, Investors Title writes residential and commercial title insurance through a network of branch and agency offices throughout North Carolina and 22 additional states including the District of Columbia. We have built a team of caring, capable and committed professionals who deliver informed and accurate underwriting, efficient transaction execution, and exceptionally responsive claims administration. The Company provides a range of related services to our industry partners through its sister companies, including: 1031 like-kind exchanges; the underwriting, escrow, and management of complex commercial transactions; title agency management and consulting; and trust and wealth management.

Jack Henry & Associates

Financial Services & Products

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Jack Henry (NASDAQ: JKH) is a leading provider of technology solutions primarily for the financial services industry. We are an S&P 500 company that serves more than approximately 9,000 clients nationwide through three divisions: Jack Henry Banking® supports banks ranging from community banks to multi-billion-dollar institutions; Symitar® provides industry-leading solutions to credit unions of all sizes; and ProfitStars® offers highly specialized solutions to financial institutions of every asset size, as well as diverse corporate entities outside of the financial services industry. With a heritage that has been dedicated to openness, partnership, and user centricity for more than 40 years, we are well-positioned as a driving market force in future-ready digital solutions and payment processing services. We empower our clients and consumers with the human-centered, tech-forward, and insights-driven solutions that will get them where they want to go. Are you future ready? Additional information is available at www.jackhenry.com

Janney Montgomery Scott LLC

Investment Banking

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Janney Montgomery Scott LLC, founded in 1832, is an investment bank, securities broker and asset management company based in Philadelphia with 100 east coast offices, including McLean and Richmond, VA. Investment banking services are focused on four industry specialties, including regional and community banks. A team of specialists in financial institutions serves the banking industry with corporate finance and strategic advisory transactions.

Kaplan Partners

Executive Placement & Search Firms

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Kaplan Partners is a 28-year-old retained executive search and board advisory firm and a nationally recognized human capital leader in the banking industry. Kaplan Partners advises CEOs, investors and Boards of financial institutions on the identification, assessment and selection of new CEOs, senior operating executives and Directors. The firm's Board Advisory Services focus on Director Succession, Performance, Diversity and Recruitment. Kaplan Partners also conducts Executive Assessments of leadership teams to enhance succession planning and professional development efforts. Kaplan Partners is the only retained executive search and board advisory firm that is a member of both the ABA and ICBA, and a partner with Bank Director and NACD. Kaplan Partners is also an accredited member of the Association of Executive Search and Leadership Consultants (AESC).

Kaufman & Canoles, P.C.

Attorneys

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Virginia-based Kaufman & Canoles recently opened an office in Raleigh, its first in North Carolina. The Raleigh office is being directed by Frank Hirsch, former general counsel at Centura Bank. Frank, a longstanding board member of the UNC Law School Institute of Banking, specializes in financial services litigation, enforcement acts and examinations.

Keefe, Bruyette & Woods

Investment Banking

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Keefe, Bruyette & Woods (KBW) is a full-service investment bank and broker-dealer specializing in the financial services sector. We operate in North America and Europe, providing institutional investors and financial services companies with research, equity sales and trading, capital raising, and strategic advisory services. We have built a reputation of excellence thanks to our track record of innovation, unparalleled execution capabilities, first-in-class research division, and talented team of industry-leading experts.

Ken Smith Inc.

Equipment & Supplies, Security (Physical and Cyber)

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At Ken Smith Inc., we have been supplying security solutions to financial institutions across the southeast since 1969. No bank is just like any other, and our solutions are customized to suit your particular needs. We offer the complete package — everything from interactive teller machines to vaults and currency counters — a turnkey operation to eliminate the stress and worry of expansion or providing your customers with the services they need.

KeyState Captive Management LLC

Accounting, Insurance

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KeyState Captive Management (KeyState) is the country's largest provider of captive management and investment portfolio services to community banks. KeyState offers banks with over \$800 million in assets the opportunity to form a wholly-owned captive insurance company through its Bank Captive Program. A captive insurance company, or a legally licensed limited purpose property and casualty insurance company, can augment a bank's commercial policies by covering the existing commercial deductible layers, increasing coverage levels on existing policies (excess layers), and identifying other currently unfunded risks to insure where commercial insurance is not available to the bank. Through a captive, banks can: Improve their enterprise risk management; better manage unfunded risks; formalize a self-insurance program; realize efficiencies and savings related to insurance expenses and loss mitigation; and take advantage of a small business incentive available under a section of the Tax Code.

KlariVis

Data Analytics/Management/Processing

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Company description: KlariVis is a unique and proprietary software platform that compiles and aggregates high-value, actionable data across the organization in an automated fashion, allowing your organization to “free up the gray space” for strategic decision making, rather than report creation. The KlariVis data analytics solution provides your organization with improved and timely insight into the factors that drive loan, deposit and revenue growth; better transparency into the results of your sales and marketing efforts; and increases your ability to effectively cross-sell the most profitable products. Contact us today to learn how to Start Loving Your Data!

KSB Consulting, Ltd.

Executive Placement & Search Firms, Human Resources

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KSB Consulting is a North Carolina based search firm specializing in Executive and Senior-Level search services with an emphasis on financial services. We serve clients ranging from start-up to Fortune 500 in the Mid-Atlantic and the Southeast. It is our belief that finding the right people for our clients requires specific knowledge of not only the job profile, but also a company's industry, business model, culture, challenges and values. We have the knowledge and experience to understand your business needs and deliver quality results. Each client engagement is carefully planned using our network and resources to search locally, regionally, or nationally, depending on the scope of the search.

LaBella Associates, DPC

Design/Build Consulting, Real Estate Services

Corey Knuckles, *Regional Environmental Manager*

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At LaBella Associates, our job is to create – structures, plans, ideas, results. But here's what really drives us: creating partnership between our team and our clients. So much so that we become one team, unified in the unrelenting pursuit of exceptional performance on each and every project. Reliability. Accountability. Collaboration. Respect. Not skills we went to school for, but innate in LaBella team members. The pursuit of partnership is embedded in our culture—has been since our inception in 1978. And it affects client outcomes in profound ways. It means we're built to expertly execute projects from start to finish. That we have the talent and resources to take on any challenge. That projects are completed on time, on budget, and beyond expectations. And that we win awards – not just for our talent, but also for our ethics, employee culture, and growth. Today, our wheelhouse is broad, with four key service offerings: Buildings, Energy, Infrastructure, and Environmental. Our staff of over 700 team members is spread across more than 20 office locations. We're headquartered in Rochester, NY—but our impact is seen, felt, and experienced around the world.

Luse Gorman, PC

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Luse Gorman, PC is a law firm located in Washington, DC that represents community banks across the nation, including in North Carolina. Our practice includes representing clients on corporate and securities, compensation and benefits, and regulatory matters.

Marsh & McLennan Agency

Insurance

Russell James, *Consultant, Business Insurance*

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March & McLennan Agency (MMA) serves the risk prevention and insurance needs of middle market companies. Mid-size companies need a partner they can trust and that can provide additional tools for opportunity and growth. We strive every day to service those needs. We successfully bridge the gap between what the "big firms" offer and the advice, solutions, and programs that smaller businesses require. Through the strength of our management team, our geographic presence and our world class services, MMA provides public and private companies with risk management and employee benefit support that helps them flourish. We are proud to provide our clients with best-in-class services that meet their growing needs.

Mauldin & Jenkins, LLC

Accounting, Consulting, Information Technology Services

Kris Trainor, *Partner*

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We have proudly served the banking industry in the Southeast for over 100 years. Mauldin & Jenkins provides traditional audit, internal audit, loan review, tax, compliance, information technology and various other consulting services to approximately 175 financial institutions.

Moore & Van Allen, PLLC

Attorneys

Mark Adcock, *Member*

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Moore & Van Allen's Financial Services group provides leading national lenders and investors sophisticated, market-savvy counsel coupled with attentive, personal service at highly competitive rates. Our team of over 80 attorneys represents lenders of all types in financings for a broad range of transaction structures including syndicated lending, mezzanine finance, real-estate lending, project and equipment finance, subscription finance, asset-based lending and structured finance. Our attorneys create value for our clients through market knowledge, carefully nuanced counsel and a strong work ethic.

Nelson Mullins Riley Scarborough, LLC

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Nelson Mullins has built a true multi-state, multi-disciplinary practice group focused on business-oriented solutions for banks and other financial services clients. Whether you are seeking to make an acquisition, go public or private, raise capital, address enforcement, licensing, operational, or other regulatory issues, develop new products or business strategies, adopt or update corporate governance policies or procedures, manage conflicts of interest, related party transactions, executive compensation matters, shareholder issues, or internal investigations, our team can guide you step-by-step in North Carolina and other states.

Newcleus, LLC

BOLI Administration, Financial Services & Products, Insurance

Sarah Grutka, *Manager, Marketing Operations, Events & Hospitality*

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Newcleus is a leader in financial advisory services, providing executive deferred compensation for institutions nationwide. Our uniquely dedicated divisions specialize in Compensation, Banks and Credit Unions, and consist of advisors who demonstrate extensive knowledge of their respective markets. Our online client portal, proprietary strategy options and succession plans ensure empower you unlike any other firm, streamlining plan executions and ongoing management. We add income to your bottom line, allowing you to fund programs that secure the talent essential to your organization's success.

North Carolina Housing Finance Agency

Housing Finance Agencies

Scott Farmer, *Executive Director*
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The North Carolina Housing Finance Agency is a self-supporting public agency that finances affordable housing opportunities for North Carolinians whose needs are not met by the market. The Agency provides financing through the sale of tax-exempt bonds and management of federal tax credit programs, the federal HOME Program, the state Housing Trust Fund and other programs. Since its creation in 1973 by the General Assembly, the Agency has financed more than 293,000 affordable homes and apartments, totaling \$25 billion.

Parker Poe Adams & Bernstein LLP

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Parker Poe provides value to financial institutions with effective, efficient legal counsel for structuring, negotiating, and closing of a wide range of loans and other financial transactions as well as representing financial institutions in bankruptcy and other enforcement proceedings. By working with international, national, and regional financial institutions on a wide range of transactional, enforcement, tax, and litigation matters, Parker Poe attorneys bring a deep understanding of the financial services industry and a problem-solving approach to meeting our clients' needs. For more, visit ParkerPoe.com/industries/financial-services.

PCBB

Correspondent Banking

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Founded by community bankers in 1997, PCBB was created with the sole purpose of helping community based financial institutions become stronger. Our goal was to create an organization that could provide fellow bankers with high-quality, competitively-priced correspondent banking solutions and personalized service. We provide a comprehensive set of products and services covering multiple areas important to community banks, including: correspondent and commercial banking, hedging, international, performance, regulatory and risk management and a variety of consulting services.

Pearl Meyer & Partners, LLC

Human Resources, Management Consulting

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Matthews, Young – Management Consulting is now the Raleigh office of Pearl Meyer, the #1 advisor of owners, boards, board committees and management regarding matters of compensation and everything related. Our N.C. staff has been advising community banks in the southeast and beyond for more than 35 years.

Piper Sandler & Co.

Investment Banking

Scott Clark, *Managing Director*
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Piper Sandler is a leading investment bank and institutional securities firm driven to help clients Realize the Power of Partnership®. Through a distinct combination of candid counsel, focused expertise and empowered employees, we deliver insight and impact to each and every relationship. Our proven advisory teams combine deep product and sector expertise with ready access to global capital.

Profit Resources, Inc.

Consulting

Brady Chianciola, *Consultant*
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Public Trust Advisors, LLC

Financial Services & Products, Investment Brokers & Dealers

KC Scavone, *Chief Marketing Officer*
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Public Trust Advisors, LLC is an investment advisory firm based in Denver, Colorado that provides investment management and advisory services for the public sector including the management of local government investment pools and separately managed accounts. Public Trust offers public-sector clients high quality, cost-efficient investment management services that rely on market experience and proven processes. With coverage spanning the nation, Public Trust works closely with thousands of local governments to help develop and implement comprehensive and highly communicative investment strategies that best meet our clients' needs.

QTS, Inc.

Equipment & Supplies, Security (Physical and Cyber)

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QTS is a designer and manufacturer of pneumatic tube delivery systems. Most commonly used in drive-thru applications, QTS's customizable systems are utilized as point-to-point delivery systems for multiple industries. The QTS brand is favored in the industry due to our Flex Series design. We also offer a full line of security solutions such as video surveillance, alarm panels, alarm monitoring, safes, vaults, electronic locks with audit trails, smartsafes, cash recyclers, coin recyclers, drive-thru windows, and deal drawers. With an average of 20 years of physical and electronic security experience, we can proudly say that our service technicians are well versed in "customer first" practices. We work closely with all our customers to identify their needs, provide solutions that make sense for them operationally and financially and allows the customer to make the best decisions for their business on a long-term basis.

Raymond James

Investment Banking

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From creative business solutions to analysis of the latest market trends, the Financial Services Investment Banking group at Raymond James wields considerable expertise for its financial services industry clients and has been involved in more than 400 completed transactions since 2011. Our disciplined senior bankers stay immersed in transactions and average more than 16 years of experience across all sectors of the financial services industry. A personalized, client-centric approach to a full array of business services remains a hallmark of our group and of Raymond James.

Reference Point

Consulting

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Reference Point provides end-to-end strategy, management, and technology consulting tailored for the specialized needs of the global banking and financial services industry. We help clients achieve their goals by pairing renowned former C-suite executives with top-tier consultants to deliver independent thinking combined with the right balance of strategy and execution. Our established track record demonstrates an unmatched ability to provide strategic assessments of both challenges and opportunities that result in practical strategies, innovative solutions, and the measurable results.

Reich & Tang

Financial Services & Products

Ward Rice, *Managing Director, Banking & Trust Services*

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Reich & Tang provides flexible balance sheet management and funding solutions to banks, and enables trust managers to offer multi-million dollar FDIC insured cash programs as smart alternatives to money funds.

Rhonemus Group

Executive Placement & Search Firms, Human Resources

Brian Rhonemus, *CEO*

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Our passion is to make you better in every aspect of talent management from social media to succession. We offer human resources, compensation planning, and executive search services to only community and regional banks.

Rivel, Inc.

Data Analytics/Management/Processing

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Rivel CXLign Banking is the largest banking survey in the country which utilizes hundreds of thousands of interviews annually, in 26 states, providing banks insight into their local reputation, performance, and opportunity.

RSM US LLP

Consulting

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RSM's purpose is to deliver the power of being understood to our clients, colleagues and communities through world-class audit, tax and consulting services focused on middle market businesses. The clients we serve are the engine of global commerce and economic growth, and we are focused on developing leading professionals and services to meet their evolving needs in today's ever-changing business environment.

S&P Global Market Intelligence

Data Analytics/Management/Processing

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The challenges of today's banking industry require faster, smarter decisions. S&P Global are always thinking of ways to keep you informed and how to develop tools to save you time-so you can better invest in the growth of your bank.

SAS Institute, Inc.

Data Analytics/Management/Processing

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SAS provides solutions to ensure your bank's success in an evolving digital world. Banks can leverage SAS analytics and AI to manage increasing regulatory demands, stop fraud in its tracks, maximize return on capital, achieve operational excellence and create personalized customer experiences that increase engagement.

SBS CyberSecurity, LLC

Security (Physical and Cyber), Training

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SBS CyberSecurity (SBS) is a premier cybersecurity consulting and audit firm. Since 2004, SBS has been dedicated to assisting organizations with the implementation of valuable risk management programs and to mitigating cybersecurity risks. The company has provided cybersecurity solutions to over 1,300 organizations across the United States and abroad, including financial institutions ranging in asset size from \$12 million to over \$20 billion. SBS delivers unique, turnkey solutions tailored to each client's needs, including cybersecurity risk management software, consulting services, network security, IT audit, and education. SBS CyberSecurity empowers customers to make more informed security decisions and trust the safety of their data.

Scott Benefit Services

Insurance

Diana Mason, *Vice President*

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Scott is a full service insurance brokerage and risk management firm that was established over 150 years ago. Our divisions include Employee Benefits, Workers Compensation and P&C. Scott is an Employee-Owned organization with 9 offices in 4 states and has been recognized nationally as an industry leader. For the employee benefits division, Scott employs a team-based model to provide depth of expertise and consistent, responsive services. For each client, a seasoned consultant leads a team of industry experts in health risk management, marketing, underwriting, and human resources. Scott specializes in medical plan self-funded programs. Scott also has a variety of employee communication tools to effectively communicate the complexity of benefit programs.

Sentinel Risk Advisors

Insurance

Mike Carlton, *Regional Managing Director/Partner*

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Sentinel Risk Advisors is a commercial insurance risk management firm that specializes in the placement of all lines of property and casualty coverage to include professional liability and cyber coverage for financial institutions in the Carolinas. Led by a group of former bank executives and industry experts, Sentinel's financial services practice protects assets and preserves wealth for banking institutions through a high-value carrier placement strategy and deployment of best practices designed to navigate regulatory changes and limit public scrutiny.

Shred-It (Stericycle, Inc.)

Document Shredding

Andy Allu, *National Account Manager*

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Shred-it specializes in providing a tailored document and media destruction service that allows businesses to comply with legislation and ensure that the client, employee and confidential business information is kept secure at all times. Through their strict chain-of-custody processes, reliable on-time service and a global network of local service centers, Shred-it provides the most secure and efficient confidential information destruction service in the industry.

Silver, Freedman, Taff & Tiernan LLP

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Silver, Freedman, Taff & Tiernan LLP, is a preeminent legal services provider based in Washington, DC. We act as special counsel to private and public companies nationwide, with a special focus on the financial services sector, including commercial banks, savings institutions, trust companies, credit unions and private equity firms, in connection with a full spectrum of regulatory and corporate matters. We are the leading advisor to credit unions on charter choice alternatives.

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Smith Debnam is a mid-size law firm with offices in Raleigh, NC and Charleston, SC. A full service law firm, Smith Debnam has robust banking, business and consumer finance practices which routinely provide the banking industry with both transaction and litigation services. Our specific areas of practice include: commercial real estate, tax, commercial and residential foreclosure, and consumer finance compliance and litigation.

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Smith Debnam is a mid-size law firm with offices in Raleigh, NC and Charleston, SC. A full service law firm, Smith Debnam has robust banking, business and consumer finance practices which routinely provide the banking industry with both transaction and litigation services. Our specific areas of practice include: commercial real estate, tax, commercial and residential foreclosure, and consumer finance compliance and litigation.

Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, L.L.P.

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Founded in 1912, Smith Anderson has grown to become the largest business and litigation law firm headquartered in the world-renowned Research Triangle region and one of the largest in North Carolina. We provide a full range of legal services to a diverse and dynamic group of regional, national and international companies. Over time, our core principles have remained unchanged. We remain personally dedicated to the success, prosperity and betterment of our clients and the communities we serve.

Spinnaker Consulting Group LLC

Consulting

Robb Smyth, *Head of Business Development*
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At Spinnaker Consulting Group, we're analysts, strategists, and corporate executives with first-hand knowledge of the banking industry and its inner workings. Through our expertise in business analytics, risk management and regulatory compliance, and customer channels and operations management, we help banking leaders get to the root of the issue at hand and develop dynamic and pragmatic solutions for your biggest challenges. We've been in your shoes, which is why our team approaches results with concrete deliverables that move your business forward. Oftentimes, that means going beyond the traditional management consulting model, becoming embedded within client organizations as both architect and execution specialists. We roll up our sleeves with the intent to exceed customer, shareholder, and regulatory expectations.

Strategic Resource Management

Consulting, Contract Negotiation

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SRM (Strategic Resource Management) has helped more than 1,050 financial institutions to gain \$3.6 billion in critical areas such as payments strategy, digital transformation, and operational efficiency. Our decades of experience have lowered costs, enhanced revenues, increased productivity, expanded customer satisfaction and provided a competitive edge for clients in an environment of constant and accelerating change.

StrategyCorps

Consulting, Information Technology Services

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StrategyCorps provides retail checking solutions to hundreds of banks across North Carolina and the U.S. Through the development of proprietary, industry-leading research, StrategyCorps has gained invaluable insight into what consumers desire in checking products and how to create modern solutions that allow financial institutions to increase customer engagement and satisfaction and boost their bottom line. Each bank receives a customized, prescriptive, actionable analysis of what's working and not working financially in their current checking portfolio, as well as what's missing from their existing products to better engage, acquire and retain customers.

TCA Compliance, Inc.

Compliance

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TCA Compliance is a full-service company that provides A better way to manage your compliance obligations. For 30 years, we've forged solid, long-term relationships with clients across the United States that have looked to TCA as a partner. They rely on us for practical, tailored solutions. Our consultants, all former bankers themselves, understand compliance from your point of view and can support you in addressing the real-world challenges that you face every day. They stay abreast of the minute changes in the regulatory landscape and help clients respond appropriately with subtle, precise adjustments to their compliance strategy. In a high-stakes regulatory environment, you deserve a skilled compliance partner who shapes an approach uniquely suited to your bank's needs.

The Baker Group LP

Consulting

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The Baker Group is one of the nation's largest independently owned securities firms specializing in investment portfolio and interest rate risk management for community financial institutions nationwide. After decades of industry service, The Baker Group continues to grow and adapt in order to better serve their financial partners.

The Standard

Insurance

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Standard Insurance Company offers comprehensive group insurance coverage to employers with two or more eligible employees. Standard also provides retirement plans and individual insurance products. Founded in 1906, the company has earned a solid reputation for its quality products, expert resources, superior services, steady growth and strong financial performance.

TIB - The Independent Bankersbank, N.A.

Correspondent Banking

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TIB is the nation's largest and most trusted bankers' bank, serving as the correspondent banking partner to roughly one-third of America's community banks, from coast-to-coast. With more than 30 products and services, from traditional correspondent lending to the latest innovations in payment processing and operational services, TIB serves as a community bank's one-stop shop for industry-leading solutions and expertise. TIB helps community banks build and maintain a competitive edge, while delivering world class service. TIB can be found online at www.TIB.bank.

Travelers

Insurance

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Travelers has provided effective insurance solutions for more than 160 years and offers a range of insurance protection for banks including, D&O, cyber, bankers professional liability, financial institution bonds, ID fraud expense reimbursement and property/casualty coverages.

United Bankers' Bank

Correspondent Banking

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United Bankers' Bank (UBB), the Nation's First Bankers' Bank is a trusted correspondent partner to more than 1,000 community banks. An industry leading source for innovative products, services and technologies, UBB strives to help community banks serve the evolving needs of their customers. Our full-service approach establishes UBB as the solution for all of your correspondent banking needs including operations, lending, investments, insurance, payments, bank cards, consulting and much more. With First for Your Success as our guiding principal, UBB is dedicated to your success. We place our customers as our number one priority and never compete against them.

Upgrade, Inc.

Financial Services & Products, Information Technology Services, Non-Bank Lenders

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Upgrade partners with community banks to give them access to prime consumer assets for income goals, customer base growth as well as co-branded digital solutions. Upgrade can offer community banks digital unsecured consumer loans, secured consumer loans, cards, auto loans as well as HELOCs. We can provide community banks a digital channel to access customers in their communities with a flawless user experience.

VerticalIQ

Consulting, Data Analytics/Management/Processing, Information Technology Services

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Headquartered in Raleigh, N.C., Vertical IQ is a nationally recognized leader in Industry Intelligence. Whether they're pitching a local brewery or a national biotech company, successful sales, marketing, and customer success teams use Vertical IQ to better understand a prospect's or client's business challenges before, during, and after meetings. Covering more than 550 distinct industries, 3,400 local economies, and more than 97 percent of the U.S. economy and Canada, Vertical IQ equips users with the confidence and credibility to make memorable first impressions and sustain enduring relationships.

Vigeo Alliance, LLC

Consulting, Human Resources, Training

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Vigeo Alliance, LLC partners with businesses to grow emerging leaders, retain diverse talent, and build a culture of leadership in an inclusive organization that thrives. Through in-depth assessments, action plans, and ongoing coaching programs, we ensure leaders and teams continue to flourish and thrive.

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Ward and Smith, P.A. is a full-service law firm with more than 90 attorneys working as a team from five offices, from the coast to the mountains of North Carolina. We currently represent a number of community banks and bank holding companies, as well as larger regional multistate banks and holding companies. We represent our clients before state and federal banking and securities regulatory agencies and assist with matters such as the formation, regulation, and operation of banks and bank holding companies; securities offerings and reporting; mergers and acquisitions; and corporate governance matters pertaining to publicly-held companies.

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William Mullen's Banking and Financial Services Industry Service Group represents the complete spectrum of financial institutions — from international and national financial organizations to non-regulated lenders to community banks. From our start over 100 years ago to today, we have represented the banking industry and proudly still do so today. We understand this industry's unique and complex needs and relationships.

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Wyrick Robbins is a full service law firm, based in Raleigh, with a dedicated Banking & Financial Institutions practice. The firm has extensive experience with bank regulatory matters and applications, M&A, capital transactions, executive compensation and regulatory enforcement actions. Complimentary practice areas include commercial real estate, employment law, data privacy & information security, litigation, fintech, trademarks and tax.

Gulf Coast Bank and Trust Company

Business Banking

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