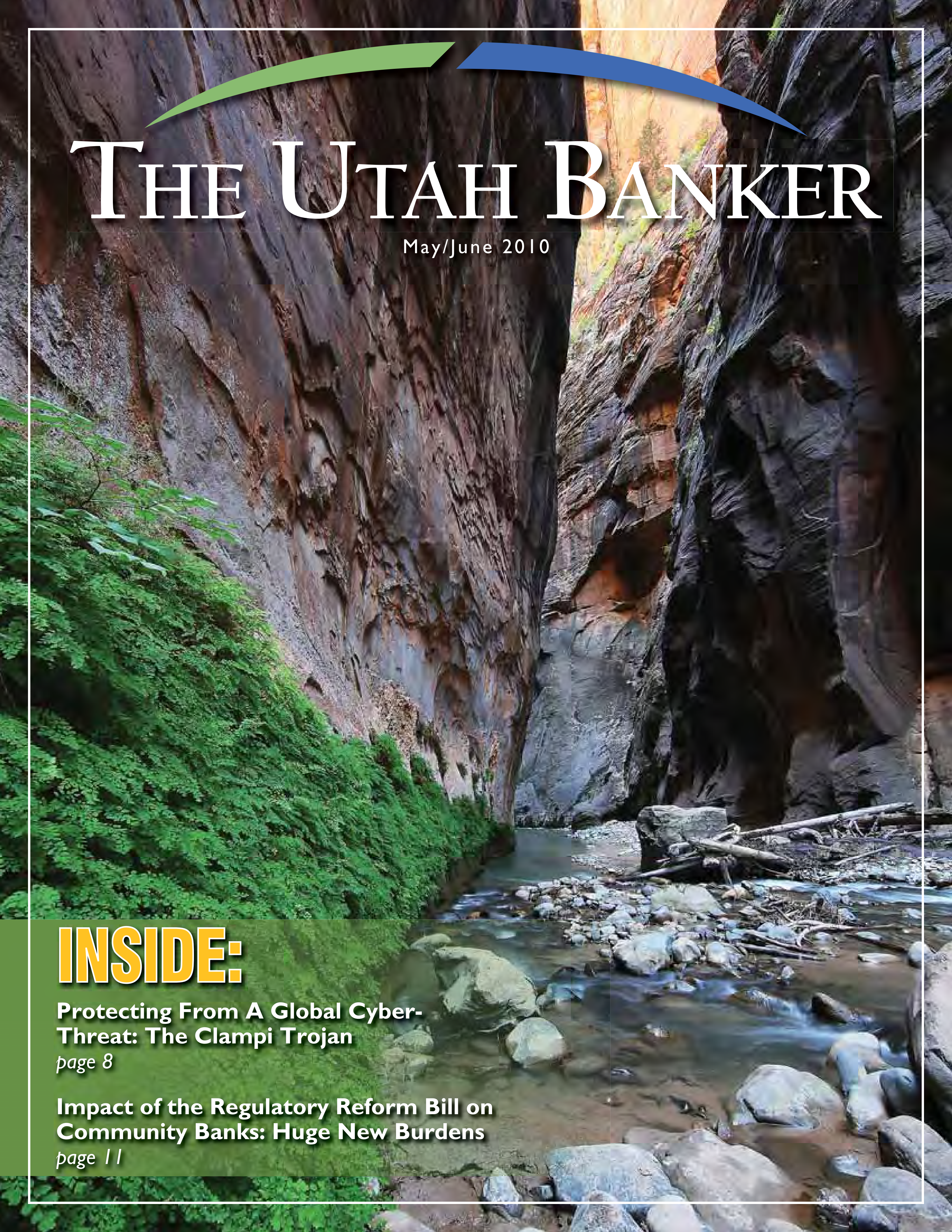
The Utah Banker

May/June 2010



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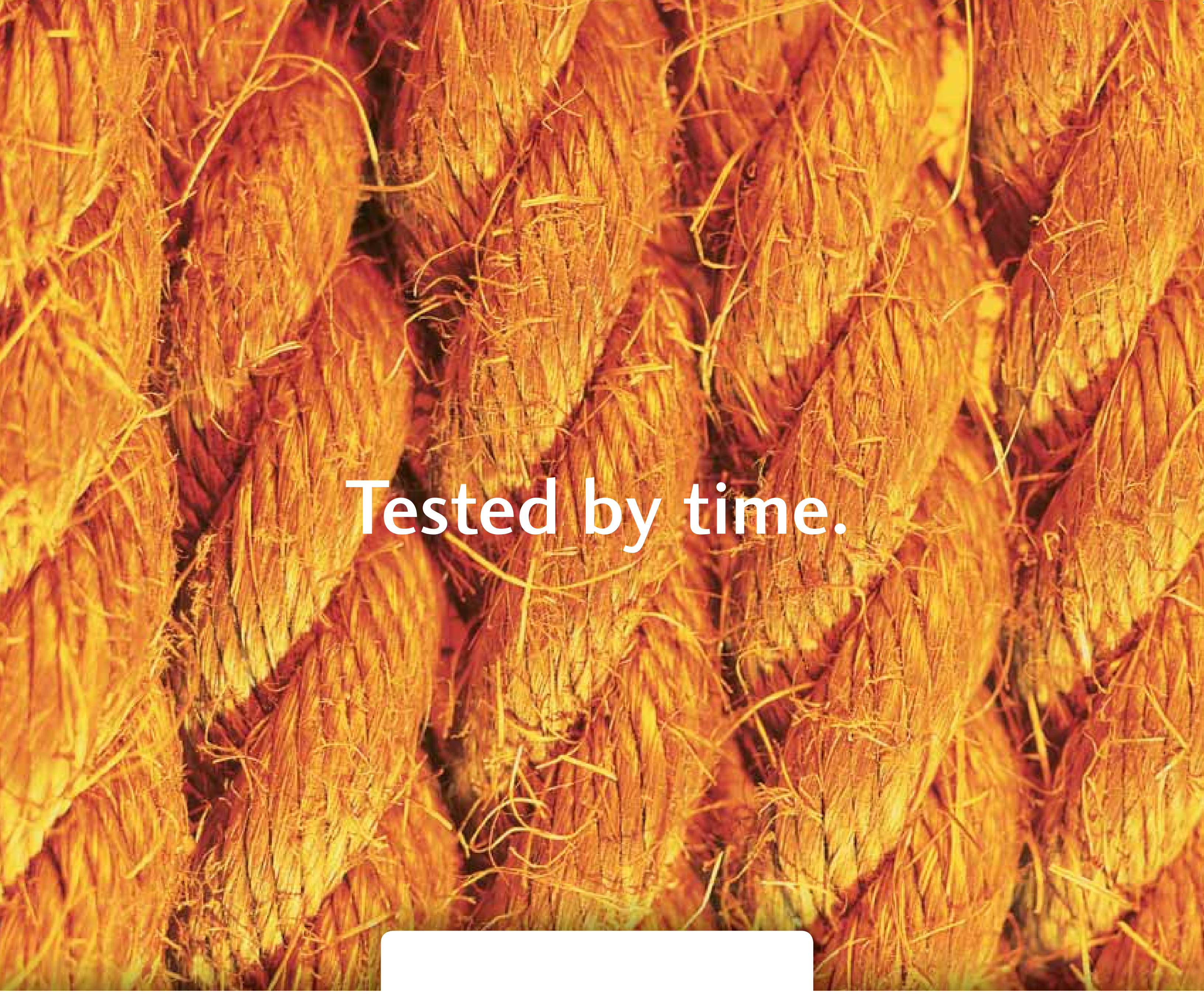
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UTAH BANKERS ASSOCIATION

A Century Of Service

The Official Publication of the Utah Bankers Association

Contents

It's Time to Point the Finger
Where It Belongs

Has anyone ever actually seen a wolf in sheep's clothing? We have all read about the famed "Trojan Horse." But even now people fall victim to these deceptions. More than we know. Maybe even us. By the time you realize you're a victim, it is too late.

THE BOTTOM LINE

By **HOWARD HEADLEE,**
UB**A PRESIDENT**

Our Bottom Line is You

Fingers have been pointing for months about the financial crisis that led to this economic recession. But now, as the smoke is clearing, perhaps we begin to see the modern day Trojan Horse that carried the toxic threat to the heart of our economy.

For years we celebrated the Horse. After all, it was gift that gave wealth to all. Given to us by our own Government in the late 1990's; an initiative that would help every American realize the American Dream: owning a home. It was a magical horse. People who normally couldn't qualify for a home mortgage, magically qualified. Don't ask how, it's way too complicated to explain. But the primary credit goes to the U.S. Government for creating demand for loans that normally would never have been made.

Your local banker wouldn't make them, and was roundly criticized for being too conservative. But other players willingly stepped up, made the loans and pocketed the fees. The financial markets figured out a way to spread the risk by slicing them into pieces, pooling them into securities, insuring them, and securing fictional AAA ratings for these complex securities. It was so grand and the benefits were so compelling that everyone looked past the fact that none of it made any sense.

Homeownership grew. The housing market exploded. Everyone's house became an ATM thanks to home equity lines of credit. Even the least sophisticated builder/developers made enormous amounts of money. Next door neighbors became real estate investors on the side. New developments were oversubscribed by speculators. It was impossible to lose; the Horse was so impressive we placed it in the center of our economy, and the center of lives.

Well we all know how Virgil's tale ends, but who is to blame? The people who worshipped the Horse? The people who accommodated it and moved it to the center of their city? Or the people who gave it to them? There is blame to go around, but let's not be fools! The enemy was Greece (or in our case the

The Bottom Line - continued on page 6

An Excellent Opportunity
for Bankers

CHAIRMAN'S MESSAGE

By SHELDON WOODS, UBA CHAIRMAN

We are excited, once again to have the opportunity to join with banking colleagues and peers for the Idaho and Utah Bankers Association's 2010 Annual Convention in beautiful Sun Valley, Idaho, June 27-30.

Benjamin Franklin once observed: "The only thing more expensive than education is ignorance." In our first joint effort, the Utah and Idaho Bankers Associations have worked together to assemble an agenda of timely topics and selected subject-matter experts to arm bankers with the knowledge necessary to survive the current economic cycle and position our banks to thrive as we exit it. I invite you to attend this summer's convention and encourage you to invite strategic members of your management team, including promising up-and-comers to join us in Sun Valley. You will benefit from a wide range of topics by expert presenters ranging from an analysis of our current and future economic prospects, to a view of the structural implications of this economic cycle on banks and banking strategy. You will also learn how social networks can protect and promote your brand.

As evidenced by recent election activity in Utah, we are at something of a legislative crossroads as well. Pending legislation will have a material impact on how we do business in the future. The convention will feature well-placed banking industry figures, who will update you on current legislative trends and how they may impact your institution.

We look forward to the return of our loyal vendors and sponsors and invite others interested in catching the eyes and ears of banking executives to join us, as well. As the economy heals, we can renew and deepen strategic partnerships and investments to position ourselves to grow with the recovering economy. Besides the tremendous financial support provided by our business partners, this is an excellent opportunity for bankers to have a chance to see new products and services.

Finally, Sun Valley offers a wonderful opportunity to clear the mind and refresh and renew ourselves. Freed from the daily grind and armed with the information that will be presented, you may well find that you engage in much more creative and strategic thinking.

As Albert Einstein once said: "The significant problems we face cannot be solved at the same level of thinking we were at when we created them." I invite you to get to a different altitude (literally) and join industry peers, expert presenters and sponsors and use your time in Sun Valley to potentially reposition yourself, your team and your institution to grow and thrive as we enter the next phase of our banking careers.

The Bottom Line - continued from page 4

misguided policies of our federal government!)

When asked in a recent survey "What do you think is a greater potential threat to the country's future – Big Government or Big Business?" Big Government won by a 2 to 1 margin. Americans get it. But the politicians in Washington D.C. will blame everybody else and push reforms on every sector of the economy before they will even admit that maybe, just maybe, they had a role in this most recent disaster.

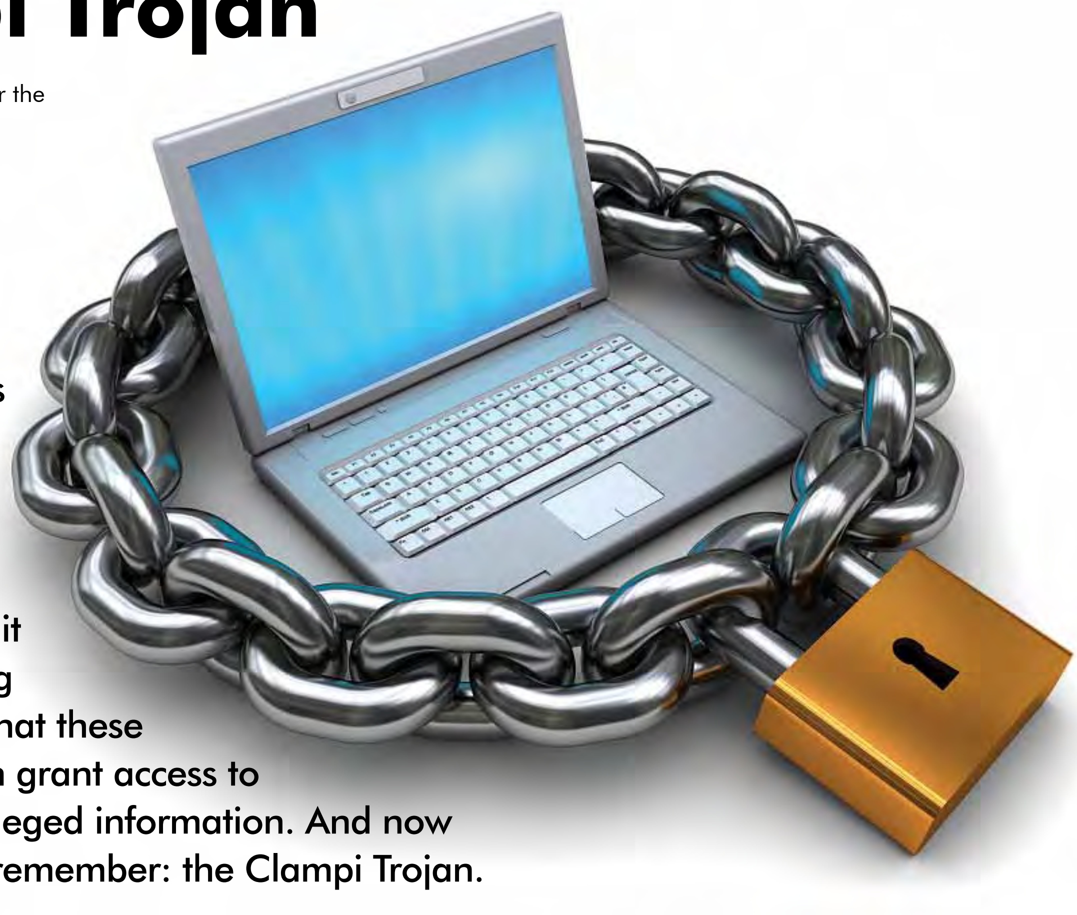
If politicians can get us fighting one another, then the real enemy (big government) goes unnoticed and unaddressed. This is tragically happening right before our eyes. Senator Dodd and Congressman Frank have used the crisis to stoke a war between big banks and little banks, Wall Street and Main Street. And some in the banking industry have bought in. They have embraced the idea of becoming partners with Big Government to support the creation of vast new bureaucracies that will supposedly protect them from their perceived enemies.

In reality, the resulting increase in regulation will drive further consolidation in the banking industry; fewer banks, bigger banks. This is not driven by the market. The market rewards high performers, big and small. Advances in technology and general interconnectedness allow small banks to look and perform like larger banks. The fact is, the major driver of consolidation and the decline of the small, community bank is an ever more burdensome regulatory environment.

It's time to point the finger where it belongs – directly at Washington D.C. Ignore the politicians' attempts to distract attention away from their owned failed policies. Don't do anything to promote their strategy. As soon as Congress admits its role in this crisis, perhaps then we can start to develop policies that will prevent another such lapse in common sense and judgment.

Protecting From A Global Cyber-Threat:
The Clampi Trojan

By **JOE STEWART,** Security Researcher for the SecureWorks' Counter Threat Unit



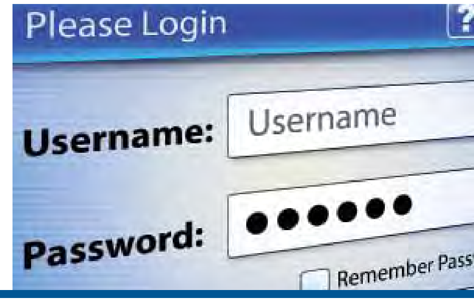
Most financial services specialists probably never thought they'd have to learn the terms Botnet or Trojan. But, the prevalence of cyber-attacks has made it a requirement that banking professionals understand that these are sinister threats that can grant access to their customer's most privileged information. And now they have a new name to remember: the Clampi Trojan.

Clampi, which targets financial data, is a particularly menacing threat and has been linked to numerous high-dollar thefts from banking clients. For instance, Clampi was responsible for stealing online banking credentials assigned to the Sands Spring Oklahoma School District, which resulted in $150,000 in bogus payroll payments. It was also to blame for $75,000 in losses by Slack Auto Parts in Georgia, after its controller's computer was infected with the Trojan that then collected the information needed to access the business' bank accounts.

One can't ask who is at risk for Clampi. It's better to ask who's not at risk. It's estimated that Clampi has infected hundreds of thousands of personal and business computers. SecureWorks investigated the Trojan in 2007 and put defenses in place for its clients, but the Trojan stayed well under the radar of security researchers until 2009 when SecureWorks discovered that the Trojan was spreading across Microsoft networks in a worm-like fashion by using administrator credentials. It would either steal these credentials after an administrator performed a standard task such as updating software or directly, by chance, if the infected machine belonged to a domain administrator. The Trojan uses these domain credentials to run the PsExec tool, essentially allowing the Trojan to copy itself onto all the other computers on that corporate domain.

It was also discovered that the hackers behind Clampi are targeting account data from more than 4600 websites (banks of all sizes, credit card companies, credit unions, stock brokerages, insurance companies, retail organizations, utilities, wire transfer companies, etc.) in 70 different countries.

Banks can recommend to customers that have already been impacted by Clampi that they should immediately change all their account numbers and passwords for any financial account they have accessed from the computer or computer network.



What is Clampi?

Cyber-security veterans have pegged the Clampi Trojan as being responsible for one of the largest and most professional thieving operations on the Internet. The Trojan is being operated by a serious and sophisticated Eastern European organized crime group.

Clampi initially finds its way onto computers when users visit a website that has the malicious code hosted on it. Antivirus will often not alert users that these sites are malicious, so it can be difficult to tell which sites are subject to the Clampi threat. Additionally, as noted before, Clampi is interested in domain administrator rights, making it effective at quickly infecting other machines on the same network.

Once on a computer, Clampi silently searches for and steals data such as passwords and account information, especially those for commercial and private bank accounts with high balances. Most major anti-virus engines should be able to detect Clampi variants; however, there is always a delay between a new Trojan release and when an anti-virus program can detect it. Because of this, many traditional virus protection systems cannot update fast enough to keep their customers protected from Clampi.

How to Protect Against Clampi

Banks can recommend to customers that have already been impacted by Clampi that they should immediately change all their account numbers and passwords for any financial account they have accessed from the computer or computer network, as well any other passwords used on that system, especially for online bill pay sites. Clients should also consider changing their email username and password, especially if they used email as a way to communicate with their financial and bill pay institutions. Additionally, customers should refrain from doing any transactions on that computer until they have consulted a computer professional to re-image the machine.

Banks can be proactive with customers, too, by recommending some simple yet effective measures to protect them from Clampi. For instance, banks can suggest to clients that they use an isolated, dedicated workstation for accessing financial accounts which is separated from the rest of the computing network and the Internet (except for those specific financial sites required for that machine). You can also suggest that clients harden their systems against auto run-type threats since Trojans can also be spread by using removable drives (such as flash drives). Businesses may even consider using an alternate operating system for workstations that access sensitive or financial data.

And, because individual clients are just as apt to stumble across Clampi as their business counterparts, some simple, common-sense suggestions can make all the difference:

- If you do online banking or bill paying, use a computer that is dedicated solely to this purpose (no web surfing or email);
- Think twice before visiting small, hosted websites that feature community forums – they are not always as diligent as they should be about security;
- Be wary of websites that don't look professional. Also, avoid sites that have has a "browse at your own risk" disclaimer, or one that makes the site authors not liable for content you might see on the site;
- Don't count on "trial versions" of anti-virus products. These products do not receive updates, leaving you subject to any new threat that is introduced after the version was released;
- Actively install the recommended updates on your computer as they become available;
- Make sure your anti-virus provider is reputable and legitimate, look at their response times and coverage, and confirm that they have signatures for detecting the latest Trojans;
- Be cautious about free software such as download accelerators or spyware removal tools or pop-up offers, which can be embedded with malicious software.

Small Effort, Big Payoff

Clampi is real, hard to find and aggressive. By employing some of the simple, yet effective measures outlined above, your clients can start to shift the balance of power in their own favor. These quick suggestions have a big payoff in terms of protecting both business and personal accounts, and should be employed to protect from all threats, not just Clampi.

Joe Stewart, GCIH, is the Director of Malware Research at SecureWorks. He researches unusual Internet activity to discover emerging threats, new attack techniques and the latest malicious code. Prior to this role, Joe was an intrusion analyst where he handled millions of security events for SecureWorks' clients while monitoring their corporate networks from the Secure Operations Center . He is a SANS Global Information Assurance Certified Incident Handler (GCIH) and has been in the information security field for four years. Additionally, Joe has published numerous security research papers on Sobig, Migmaf, Sinit, Phatbot and other cyber-threats and attack techniques.

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Impact of the Regulatory Reform Bill on Community Banks:
Huge New Burdens

By **AMERICAN BANKERS ASSOCIATION,** April 2010

The pending financial reform legislation does contain important reforms that community banks support, such as the creation of a systemic risk oversight body and provisions designed to restrict too-big-to-fail.

However, the bill would also impose considerable new burdens on community banks, notwithstanding the widespread recognition that these banks did not cause the financial crisis and notwithstanding the fact that community banks already carry a daunting regulatory burden—for example, some 1,700 pages of consumer regulations and guidelines—over 50 pages for each of the 34 people employed by the median-sized community bank. Some of the new burdens proposed by the bill are outlined below. Most significantly, the legislation passed by the Senate Banking Committee would make it much harder for community banks, already struggling with the weak economy and heavy regulatory burdens, to do what is so badly needed to get their local economies on the right track.

Consumer Financial Protection Bureau (CFPB)

- ***Broad New Consumer Rules.*** *All banks*, regardless of size, would be subject to the new rules of the CFPB. These rules would apply broad new and untested standards, such as "abusive" or "unreasonable advantage," to retail bank products. The standards will give the CFPB wide latitude to influence what products are offered, on what terms, and under what circumstances. While the CFPB would not have explicit authority to mandate the offering of "plain vanilla" products, the regulator could make alternatives to CFPB-favored versions so disadvantaged that community banks may well conclude that CFPB-favored versions of checking accounts, savings programs, home equity loans, etc., are the only versions of the products that are safe or cost-effective to offer from a regulatory point of view.
- ***Examination and Enforcement by CFPB.*** The CFPB would have the authority to send examiners (in addition to the banks' regular examiners) into any community bank on a "sampling basis" at the CFPB's discretion. There are no limits placed on this discretion, no definition of "sampling," and no criteria to be met for the CFPB to exercise this discretion. CFPB may also take enforcement actions against any bank, regardless of size, to obtain whatever information it deems relevant.
- ***State Attorney General Actions.*** State attorneys general would be given authority for the first time to bring civil actions in state or federal court for any violation of the bill or its regulations against any bank.
- ***Deposit Reporting Requirements.*** All banks would be required to set up an expensive mechanism to gather and report data on the total number and dollar amounts of deposits at all branches, ATMs, and other deposit-taking facilities, geocode the data, and segregate it based on whether the depositor is a residential or commercial customer.
- ***Small Business Loan Reporting.*** All banks would have to set up an expensive mechanism to gather extensive additional data on all small business loan applicants, including whether the applicant is a woman- or minority-owned business.

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- ***Added Consumer Account Information.*** All banks would be required, potentially at significant cost, to provide consumers with expanded access to account, transaction, fee, and other information.
- ***Reports on Other Subjects.*** The CFPB may require other reports or information from any bank or banks at any time in any detail on any subject related to consumer products and services, and it has significant latitude to disclose the information as it deems to be in the "public interest."
- ***Uneven Enforcement on Non-Banks.*** New consumer rules will also apply to non-banks, but those rules are certain to be enforced strongly on banks (unlike the case with non-banks), because banks already have in place long-established mechanisms for examination and enforcement that do not apply to non-bank competitors. Enforcement on non-banks will be weak to nonexistent in many cases. Some competitors, such as the Farm Credit System, are explicitly exempt.
- ***In sum***, the typical community bank will see increased costs relating to additional regulations that have nothing to do with the financial crisis. These banks will be put at an even further disadvantage to non-banks.

Rules on Securitization

- ***Restricting Credit.*** Provisions in the bill designed to address problems in the securitization process are overly broad and will greatly undermine the ability of community banks to move loans off their books to participations or securitizations, although there is no record of there being a problem in this area with community banks. The result will be less profitable and, in fact, more risky community banks; more importantly, less credit will be available.

Preemption

- ***New Barriers to Preemption.*** The pending bill would weaken preemption standards by creating potential procedural barriers to obtaining preemption decisions, imposing new substantive requirements, and eliminating the ability of operating subsidiaries of national banks to benefit from preemption determinations. Many community banks have national charters and could suddenly be subject to potentially hundreds of state and local laws as their customers traveled or moved. Banks near state lines would be particularly affected.

Regulatory Dislocation

- ***Strangling the Thrift Charter.*** Thrifts would be regulated by either the OCC or FDIC, and federal thrift charters would gradually diminish in number and relevance going forward given that no new federal thrift charters could be granted.

- ***Disrupting Existing Regulatory Jurisdictions.*** Many community banks, now regulated by the Federal Reserve, would be forced to have a new federal regulator, creating expensive disruptions and uncertainty for the sake of theoretical regulatory efficiency.
- ***Making the Federal Reserve Focus Only on Big Banks.*** Giving the Fed responsibility for only bank holding companies with total assets exceeding $50 billion will skew the Fed's insights into the banking industry and focus the Fed on the largest firms. For both monetary policy and economic regulation purposes, the Fed will develop a skewed vision of the economy, focused on the largest institutions and money centers to the detriment of community banks and the communities they serve.

New Prudential Standards – More Costly Requirements for Community Banks

- ***New Affiliate Transaction Rules.*** All banks would have to comply with more onerous affiliate transaction and insider lending restrictions, including new limits on the purchases of assets subject to repurchase agreements and securities lending transactions. Covered transactions would have to meet collateral requirements at all times (instead of just at the time a transaction is entered into).
- ***New Loan-to-One-Borrower Limits.*** National bank loan-to-one-borrower limits would be applied to all banks, thereby lowering the limits for state banks in states that are more flexible.
- ***New Non-Credit Transaction Rules.*** New restrictions on non-credit transactions with insiders would apply.
- ***New BHC Capital Requirements.*** Holding companies would be subject to new rules imposing minimum capital requirements and duties to serve as a source of strength to a subsidiary bank.
- ***New Risk Committees.*** The Fed could require all publicly traded BHCs to create a new risk committee responsible for enterprise-wide risk management.

Executive Compensation and Corporate Governance – More Rules for Community Banks

- ***Say on Pay.*** All public companies, including many community banks, would have to comply with new "Say on Pay" rules that give shareholders a non-binding vote on executive compensation.
- ***Independent Compensation Committee.*** All companies listed on an exchange would be required to have a compensation committee composed solely of independent directors.
- ***Employee Compensation Reporting.*** Public companies would be required to disclose, through narrative and graphics, the relationship between executive compensation and company performance and whether company employees are permitted to hedge their equity holdings in the company.

In sum, the legislation – supposedly directed at addressing the issues that caused the financial crisis and preventing future crises – in fact imposes huge, expensive new burdens on innocent community banks. Community banks, already struggling, will be put at an even further disadvantage to non-bank competitors and will find it increasingly difficult to compete and to serve the credit and other financial needs of their communities. Members of Congress, including its leaders, have recently stated clearly that community banks did not cause this crisis and should not be harmed by the legislation. Yet provision after provision of the legislation will harm community banks and undermine their future.

Chapman and Cutler LLP

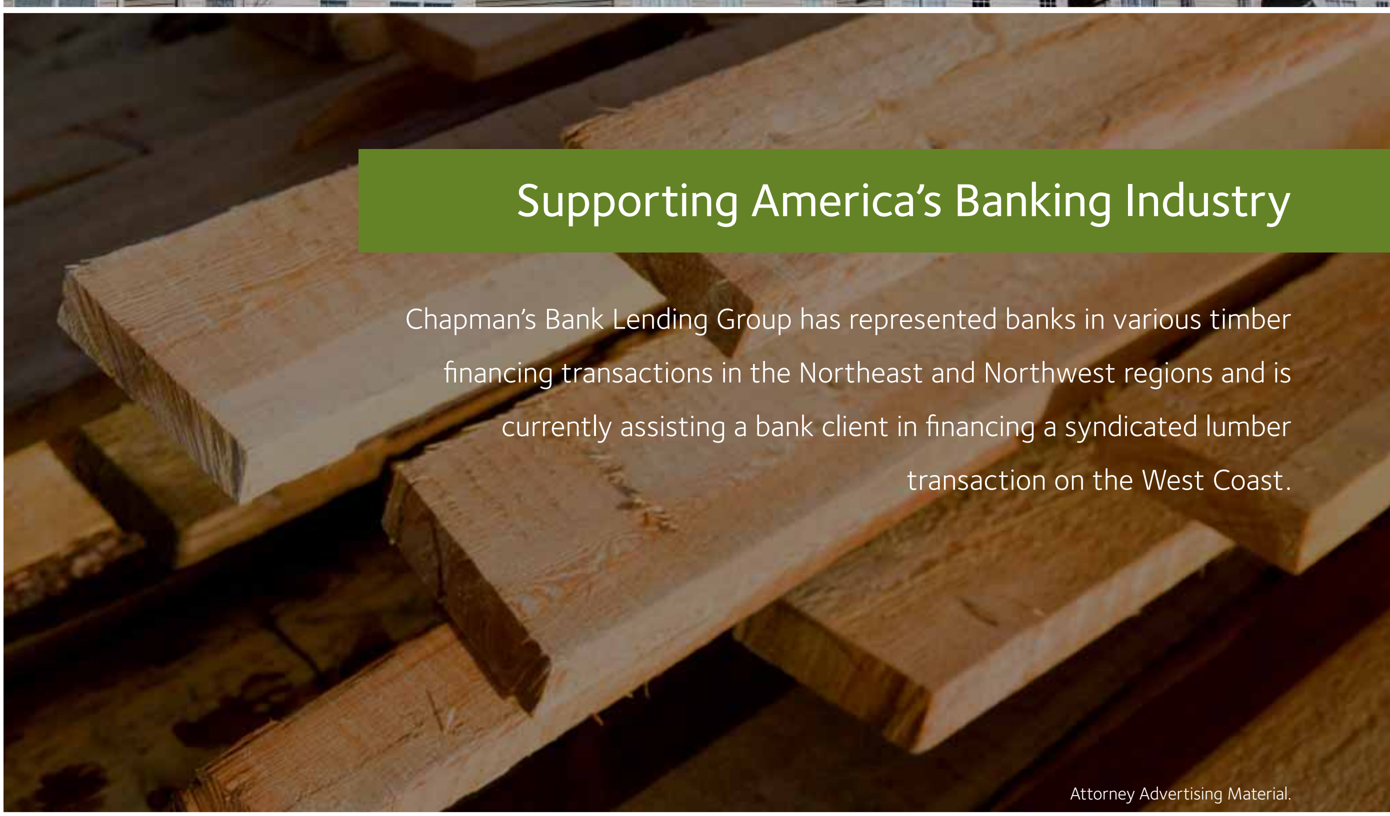
MAKING THINGS HAPPEN

Supporting Utah's Banking Industry

Chapman's Salt Lake City attorneys are representing the agent bank in the restructuring of a loan made by multiple national bank participants with respect to a large foreclosed real estate development. The restructuring involves transferring the foreclosed property to a newly created limited liability company owned by affiliates of the banks.

Supporting America's Banking Industry

Chapman's Bank Lending Group has represented banks in various timber financing transactions in the Northeast and Northwest regions and is currently assisting a bank client in financing a syndicated lumber transaction on the West Coast.



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Bank Kudos

Bank of American Fork Donates Emergency Backpacks

On April 27 the Bank of American Fork donated 60 backpacks to Greenwood Elementary School. Each classroom will now be equipped with a backpack, which will contain emergency preparedness items donated from local businesses, including water, pry bars, hard hats, radios, masks, blankets and medical supplies.

Bank of Utah Donates $1,571 to Habitat for Humanity through USU Hoops for Homes

Utah State University students and fans weren't the only ones cheering each time the Aggies made a basket during home games this past season. The local Habitat for Humanity had a reason to celebrate as well — Bank of Utah donated $1 to the charity for every Aggie point made. It was all part of the locally-owned bank's "Hoops for Homes", which "netted" $1,571 during the 20 games of the 2009/2010 season. Bank of Utah presented a check on-court to Habitat for Humanity during the last men's basketball home game.

Bank of Utah Volunteers at Cottages of Hope Provide Free Income Tax Assistance - Netting Local Families $920,000 in Tax Refunds

Nicole Morris, Bank of Utah, with Louis and Erika Diaz

Nothing bites more for cash-strapped families than having to come up with additional money for income taxes. That's why Bank of Utah volunteers have been providing free income tax preparation and advice for low-income families through Ogden's Cottages of Hope. The locally-owned bank reported completing nearly 455 tax returns and generating $920,000 in total tax refunds, thus far this season.

"We have a great team of 26 people from our bank staff, including everyone from mortgage loan specialists to trust officers, who regularly volunteer at Cottages of Hope," said Scott Parkinson, Bank of Utah's senior vice president of retail banking. "Together they have put in nearly 651 hours screening individuals and preparing taxes. We hope our services are providing a lift for community members who may be struggling financially." Bank of Utah and Cottages of Hope estimate that they have saved their patrons nearly $80,000 total or an average of $180 per tax return.

Wells Fargo's Sam Sleiman, Darin Dewsnup Named Among America's Best Financial Advisors by Barrons

Sam Sleiman

Darin Dewsnup

Sam Sleiman and Darin Dewsnup have earned ranking among Barron's annual Top 1,000 Financial Advisors, announced in the weekly magazine's Feb. 22 issue. Sleiman and Dewsnup account for two of only five advisors in Utah who made the magazine's 2010 list.

Winner's Circle, a research organization that Barron's recently acquired, produced the rankings, which consider advisors' assets under management, revenue generated for their firms, quality of service and regulatory records. The Top 1,000 is an expansion of Barron's traditional annual list of 100.

"Our outstanding reputation is earned through the consistent efforts and professional actions of team members like Sam and Darin," said Gary Carlson, senior vice president and regional brokerage manager for Wells Fargo Investments. "They epitomize what Wells Fargo is all about. We are committed to providing the very best service and helping our customers succeed financially.

Banks Reach Out to the Community to

Teach Children To Save

The Teach Children to Save program is a national campaign that raises awareness about the role that banks and bankers play in helping young people develop lifelong savings habits.

Since 1997, the campaign has reached 3.4 million young people with the help of some 80,000 banker volunteers, an annual awareness day—Teach Children to Save Day—and the Teach Children to Save Web site: www.teachchildrentosave.com.

"Too many young people know more about text and instant messages than they do about budgeting and balancing a checkbook, which is scary in today's economy," explained Laura Fisher, director of the ABA Education Foundation. That's why the ABA Education Foundation applauds Utah Banks for their continued support and participation in the Teach Children to Save program.

1. Michelle Beal and Jessie Palmieri from Central Bank, present at Forbes Elementary School in American Fork, Utah. Central Bank Employees volunteered at several different schools throughout Utah County in April and taught over 700 students.
2. A third-grader gives Crystal Humphreys, Zions Bank, a hug after Humphreys shared money-saving tips with her class on National Teach Children to Save Day.
3. Kathy Davis from Bank of Utah, teaches students from an Ogden charter school in the bank's training room.
4. Judy Fisher (left) and DeAnn Betenson (right), branch managers from the Village Bank in St. George, teaching students at Washington Elementary School.
5. Bette Taylor, U.S. Bank teaches students at Nibley Park Elementary School in Salt Lake.

The following banks reported participating in Utah, reaching over 15,000 students:

Bank of American Fork
Bank of Utah
Central Bank
Far West Bank
First National Bank of Layton
Heber Valley Bank
State Bank of Southern Utah
The Village Bank
U.S. Bank
Wells Fargo
Zions First National Bank

BANKERS ON THE MOVE

Claire Buck, U.S. Bank, has been named as manager of the Foothill Branch.

Robert W. Bunce, a 32-year Utah Valley Resident, as Senior Vice President and Area Manager for the Bank of Utah's Orem and Sandy Branches

Ralph E. Carlson II, U.S. Bank has been named a commercial portfolio manager for Utah.

Amy Dunkley, Bank of American Fork, has been hired as the mortgage production manager in the mortgage department.

Kay Furniss, Zions Bank, Provo retired after 19 years of service.

Stephanie Harpst, Community Relations senior manager for Wells Fargo, Utah, has announced she will retire May 5 – after more than 17 years of service.

Rob Isakson, manager of the Zions Bank Roy Office will retire after 16 years of service to the bank.

Dane Jensen, JPMorgan Chase, has been promoted to Business Banker at the East Murray branch.

Denise Jessen, JPMorgan Chase, has been promoted to Loan Officer at the Riverton branch.

Zane Hanzon, JPMorgan Chase, has been promoted to Financial Advisor at the Highland Drive branch.

Jake Lloyd, JPMorgan Chase, has been promoted to Vice President and Commercial Card Product Mgr.

Mason Nowels, JPMorgan Chase, has been promoted to Loan Officer at the Foothill branch.

Julie Patten, Central Bank has been promoted to Mortgage Loan officer at the American Fork Office.

Jordan Smith, JPMorgan Chase, has been hired as a Business Banking Relationship Manager I.

Gregg Taylor, Bank of American Fork, has been hired as a Business Development Representative in the Sandy Branch.

Rex Wilkerson, Branch Manager at the Zions Bank Payson Office will retire after 24 years of service with the bank.

Brad Willden, JPMorgan Chase, has been hired as a Business Banking Relationship Manager I.

Brandon Woodward, JPMorgan Chase, has been promoted to Business Banker at the University Ave. Provo branch.

Jennifer Smith, Zions Bank, Honored on 'Forty Under 40' List

Jennifer Smith, flanked by her colleagues, is honored at a luncheon celebrating Utah Business magazine's "Forty Under 40" list.

Jennifer Smith, senior vice president and director of Internal Audit, was recently honored on Utah Business magazine's "Forty Under 40" list in its February issue. On Feb. 25, Smith was recognized at a luncheon, which celebrated Utah's youngest business leaders, who are "entrepreneurial experts, finance gurus and corporate executives," according to the magazine.

Smith told the magazine she believes vision, credibility and compassion are the ingredients needed to be a good leader. "An effective leader realizes his or her success is tied up in others. A genuine concern for other's well being is essential," she said.

Mike Anderson, Zions Bank, Receives NAIOP Award

Mike Anderson received the "Member of the Year" award from the Utah chapter of NAIOP.

Mike Anderson, director of the 1031 Exchange Services department, received the "Member of the Year" award from the Utah chapter of NAIOP, the Commercial Real Estate Development Association. Anderson has served on the board of the Utah chapter of NAIOP for several years and recently ended a term as president. He was honored Feb. 9 at the Utah Commercial Real Estate Symposium.

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Bank of Utah to Transition Leadership in January 2011

Executive VP and CFO Douglas L. DeFries Will Step in as President upon Retirement of James C. Anderson

James C. Anderson

Douglas L. DeFries

Bank of Utah's Chairman of the Board, Frank W. Browning, announced that long-time bank president, James C. Anderson, will retire in December 2010, and current executive vice president and chief financial officer, Douglas L. DeFries will be his successor.

"We're thankful to Jim for his thoughtful leadership and dedication to Bank of Utah and the community at large," said Browning. "We will miss working with him and wish him a carefree and well-deserved retirement. Over the next several months Bank of Utah will be taking steps to transition the responsibilities of his position to Doug's capable hands, so when the time comes, we will have a seamless changeover."

Anderson was appointed as Bank of Utah's president in October, 1998. During his tenure he and his team saw Bank of Utah's assets grow over eight percent per year from $306 million to the present $740 million. This growth has been accompanied by measured and steady capital growth. In the present environment where many banks are over-leveraged, Bank of Utah reported that its 2009 Tier 1 Capital of 9.35 percent and Total Capital of 13.72 percent exceeded 2008 year-end figures and were higher than its peer group of similar-sized community banks across the country. Total 2009 capital was an all-time high of $75.6 million at year end. At a time when many banks are experiencing negative returns, Bank of Utah reported earnings of $9.3 million in 2009.

Anderson has a long, distinguished career in the banking industry, including 22 years as executive vice president and president of the Ogden-based Bank of Utah. He also worked in key positions at Zions First National Bank, Commercial Security Bank, Citizens National Bank and Wells Fargo Bank. Anderson has served in the community as chair of the Utah Bankers Association; president of Downtown Ogden, Inc.; as board member of the Ogden Weber Chamber of Commerce; board member of Pacific Coast Banking School; board member, of the Utah Department of Financial Institutions; director of the Salt Lake Chapter of Robert Morris Associates; past director of the Murray Rotary Club; and past president of the Magna Chamber of Commerce. In addition, Anderson has been an educator, teaching banking classes through the Risk Management Association. He is a graduate of Brigham Young University in banking and finance and also graduated from Pacific Coast Banking School, the American Institute of Banking and the National Commercial Lending School.

In 2011, DeFries will step into the role as president of Bank of Utah, one of the most profitable community banks in the state. He has successfully directed multiple lines of business and treasury functions for Bank of Utah during challenging economic times. DeFries is well prepared for this new assignment, having graduated from Utah State University with a BA in accounting and an MBA. After a becoming a manager for Peat Marwick, Mitchell and Co. (now KPMG), DeFries began his banking career at American Savings and Loan. In 1986, he accepted a position at Bank of Utah, later becoming CFO in 1992 and treasurer of BOU Bancorp, Inc. in 2000. DeFries was voted to Bank of Utah's board of directors in 2005. Known for his involvement in the community, DeFries has served as chairman for the Ogden Weber Chamber of Commerce, chairman of the United Way of Northern Utah and chairman of The Utah Chapter of the American Institute of Banking. He presently serves as vice chair of the Utah Housing Corporation, and has served on the Institutional Review Board of IHC Urban North since 1998.

"I am very pleased and humbled to be given the opportunity to carry the Browning legacy into the future," added DeFries. "Jim will be leaving us in an enviable position in Utah's financial community, and I am committed to continuing to build Bank of Utah by helping local business owners navigate their way through complex financial choices for their long-term success. The business community's success is our success."

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Education Corner

Summer Webinars

A webinar is an online seminar featuring live audio and PowerPoint slides. Everything is delivered through your PC. No special hardware is needed; however, speakers or headphones are required. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides 1 connection to the live webinar, written materials and access to the On-Demand Webinar for 30 days following the broadcast. You may have unlimited listeners on your connection by PC. You will receive written materials and instructions prior to the seminar. UBA offers webinars through two providers: Bankers Ed and Total Training Solutions. A complete list and full descriptions are available on our website at www.uba.org/education.

Bankers Ed Webinars

Wednesday, June 2 – 12:30 p.m.
Safe Deposit Webinar Series, Part 1 – Policies and Procedures

Monday, June 7 – 12:30 p.m.
The New Mortgage Business – Part 1

Wednesday, June 9 – 12:30 p.m.
Safe Deposit Webinar Series, Part 2 - Legal Documents & Issues

Friday, June 11 – 12:30 p.m.
FACT ACT – New Accuracy and Integrity Rules

Monday, June 14 – 12:30 p.m.
The New Mortgage Business – Part 2

Thursday, June 17 – 12:30 p.m.
Mobile Banking Webinar Series: Part 1 – Opportunities and Risks

Monday, June 21 – 12:30 p.m.
Dynamite Training Secrets for Everyone

Tuesday, June 22 – 12:30 p.m.
Embezzlement for Investors

Thursday, June 24 – 12:30 p.m.
ACH Risk Assessment

Monday, June 28 – 12:30 p.m.
Mobile Banking Webinar Series, Part 2 – Regulatory and Security Issues

Thursday, July 1 – 12:30 p.m.
How to Comply with Regulation Z's Rescission Rules

Total Training Solutions Webinars

Tuesday, June 1 – 9:00 a.m.
Implementing FACT Act Accuracy & Integrity Rules: Section 312

Wednesday, June 2 – 9:00 a.m.
Underwriting Tax Returns for Residential Loans

Wednesday, June 2 – 12:30 p.m.
Officer Calling: Prospecting, Preparing & Presentation

Thursday, June 3 – 9:00 a.m.
Energizing Employees

Tuesday, June 8 – 9:00 a.m.
A Few Months Into the New RESPA – Lessons Learned So Far and a Checkup

Tuesday, June 8 – 12:30 p.m.
FDIC Insurance: What Your Customers Want to Know

Wednesday, June 9 – 12:30 p.m.
Dealing with Work Appearance, Hygiene and Workforce Styles

Thursday, June 10 – 9:00 a.m.
Paper Checks, Remote Deposit Capture, ACH & Electronic Transfers: What Law Applies & Who is Liable?

Thursday, June 17 – 9:00 a.m.
Safe Deposit Security & Liability & Self Service Boxes (2010 Update)

Tuesday, June 22 – 9:00 a.m.
A Look at Compliance From the Loan Officer's Perspective – The Transaction From Start to Finish

Tuesday, June 22 – noon
Compliance Perspectives: A Monthly Update (one hour)

Wednesday, July 7 – 9:00 a.m.
Meetings of the Mind

Thursday, July 8 – 9:00 a.m.
The ALCO Process – Time for a Tune-up

CLASSIC BASEBALL FAMILY FUN

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2010 SALT LAKE BEES™ Schedule

Come Enjoy a Night at the Ballpark!

May

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						POR 1 6:35
POR 2 2:05	3	4	5	6	7	8
9	10	ROU 11 6:35	ROU 12 6:35	ROU 13 6:35	ROU 14 6:35	ABQ 15 6:35
ABQ 16 2:05	ABQ 17 6:35	ABQ 18 10:35A	19	20	21	22
23 / 5 30 FRN 2:05	24 / 31 FRN 7:05	25	26	27	FRN 28 7:05	FRN 29 7:05

June

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	CSP 5 7:05
CSP 6 2:05	CSP 7 7:05	CSP 8 7:05	9	10	11	12
13	LVG 14 7:05	LVG 15 7:05	LVG 16 7:05	LVG 17 7:05	18	19
20	21	22	23	24	25	REN 26 7:05
REN 27 2:05	REN 28 7:05	REN 29 7:05	30			

July

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3 / 5 HIGH SCHOOL ALL STARS
TAC 4 7:05	TAC 5 7:05	TAC 6 7:05	TAC 7 7:05	8	9	10
11 ALL STAR BREAK	12	13	14	SAC 15 7:05	SAC 16 7:05	SAC 17 7:05
SAC 18 2:05	19	20	21	22	CSP 23 7:05	CSP 24 7:05
CSP 25 2:05	CSP 26 7:05	POR 27 7:05	POR 28 7:05	POR 29 7:05	POR 30 7:05	

FIREWORKS NIGHTS

August/September

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	OKL 4 7:05	OKL 5 7:05	OKL 6 7:05	OKL 7 7:05
NO 8 4:05	NO 9 7:05	NO 10 7:05	NO 11 7:05	12	13	14
15	16	17	18	19	20	SAC 21 7:05
SAC 22 2:05	SAC 23 7:05	SAC 24 7:05	25	26	27	28
29	FRN 30 7:05	FRN 31 7:05	FRN 1 7:05	FRN 2 7:05	REN 3 7:05	REN 4 7:05
REN 5 2:05	REN 6 2:05	7	Home	All games are MT. Subject to change		

Season Long Event Schedule

Mon:	Harmons Family Night $3 per person, stop by any Harmons to pick up your coupon. *One coupon per family (excludes July 5.)*
Tues:	Kid's Eat Free – Kids 12 and under eat free, *excludes 5/18/10.* KRAFT Singles Tuesday Night Tickets: Visit www.kraftsingles.com for more info!
Wed:	Wienerschnitzel $1 Hot Dogs
Thurs:	Visit VLCM at www.slcval.com to get your 2 for 1 coupon. Thirsty Thursday and 2 for 1 College Night *(with College ID.)*
Fri & Sat:	Zero Fatalities Post-Game Kids Run *Kids 12 & under*
Sun:	Good Neighbor Pharmacy Super Sunday 2 for 1 Tickets. Stop by any Good Neighbor Pharmacy to get your coupon *(excludes July 4.)*

SINGLE GAME TICKETS: CALL 801-355-SEAT(7328), SLBEES.COM, SMITH'S TIX LOCATIONS OR THE SPRING MOBILE BALLPARK BOX OFFICE

GROUP TICKETS

Discounted ticket pricing available for groups of 20 or more. Add on meals and beverages from $6.50 per person. The Birthday Package even includes scoreboard and P.A. recognition!

10-GAME WEEKEND PLANS

Discounted ticket packages to Friday and Saturday night games.

TICKET VOUCHERS

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This magazine is designed and published by Media Communications Group | 1.888.745.4003