

The MBA Associate Member Program



Dear Prospective Associate Member,

Thank you for your interest in the associate membership program of the Minnesota Bankers Association (MBA). The MBA has a strong presence in the Minnesota banking community with nearly 95% of the banks in Minnesota as members.

The associate membership program is an excellent opportunity for businesses that work with financial institutions to further develop meaningful relationships, in addition to taking advantage of the following benefits:

- Enhanced “networking opportunities”
- Direct referral to banks seeking a particular product or service
- Your company’s name and product or service is featured in the Annual MBA Bank Directory which is circulated to financial institutions and their executives
- A free subscription to the association’s magazine, *MBA News*, and member rates on ads in this magazine
- Free listing and link on our Web site
- Opportunity to sponsor events at the Annual Meeting, District Meetings and selected education programs which reach over 6,000 bankers a year
- Access to the “Members Only” section of the MBA Web site
- Complimentary subscription to email newsletters
- You are invited to attend the annual power-packed Washington, D.C. Trip
- You are invited to join bankers during the popular “Bank Day at the Capitol”
- You can enroll in any education program at the low member rate
- Twice a year you may include a promotional insert about your company, or a product or service, in the *MBA News* mailing packet
- Two educational articles per year for publication in *MBA News*
- Use of the Associate Member Logo

Associate membership is subject to approval by the MBA Board of Directors. The board will review your application at their next meeting following receipt of the completed application and reference checks (meetings are scheduled for August 4, 2010; October 7, 2010; December 2, 2010; February 2, 2011; April/May, 2011 TBD; and June 15, 2011).

Annual membership dues are currently \$1000 per year based on a July 1–June 30 fiscal year. **Payment of dues via your credit card or check must accompany your application (however credit cards will not be processed until your application is approved).** Applications submitted after the beginning of the fiscal year are subject to a pro-rated rate (\$83.33 per month).

Thank you for your interest in our associate member program and we look forward to hearing from you. If you have any questions, please do not hesitate to contact me.

Thank you,

Anne Huntley, Education and Associate Member Coordinator
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About the MBA



The Minnesota Bankers Association (MBA) is the state's largest trade association devoted exclusively to the representation of commercial banks. The MBA was founded in 1889, and nearly all of the approximately 500 banks in Minnesota are members. In addition, MBA has nearly 125 associate members that cover over 60 different product and service categories.

The MBA is devoted to ensuring that its members will survive and prosper, and has developed programs, products and services to assist members in dealing with the ever-changing financial industry.

Education Offerings

MBA's Education Department offers classes, seminars, schools and conferences to help bankers develop their professional and technical skills. The association strives to enhance the educational offerings to its members each year. Technology has opened new avenues of alternative delivery methods. Over 6,000 bankers each year attend MBA and AIB education programs. Training ranges from teller training to management and leadership skills.

Legal Department

The MBA Legal Department works closely with the committees to develop products and services to assist banks in the legal, legislative, compliance and regulatory areas.

Resources (reference manuals and publications) that are available to MBA members include:

- General banking law and regulatory information to members, which is intended to assist bankers, not replace bank counsel
- Monthly Legal Compliance Bulletins
- Quarterly updates for the Lending Procedures & Forms Manuals and Deposit Accounts Procedures Manual
- Manuals in a computer format with key word search; and
- Safe Deposit Operations Manual
- Records Retention Manual
- Checking Account Procedures Manual

Government Relations

The Government Relations Department strategy is to increase member effectiveness in the political process.

The MBA Government Relations Department works to:

- Lobby for the industry at the State Capitol
- Provide informational material to elected officials on the industry's key issues
- Keep members up to date with information on state and federal issues via the eNewsletter, *Political Insight*
- Track bills on pertinent legislation



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Annual Activities



The Annual Meeting (June 13-14, 2011 • Minnetonka)

The MBA's Annual meeting, which is held every June, provides members with informative sessions on key banker topics, an update on the MBA, various social activities, and an opportunity for networking and associate member sponsorships. The Annual Meeting takes place at a different location every year in Minnesota.

District Meetings

September: 8 • Grand Rapids; 9 • Bemidji; 10 • Brainerd; 14 • Byron; 15 • Morton; 16 • New Ulm

Each fall a series of District Meetings are held in seven locations throughout the state to discuss issues relevant to each district and provide an informational session on key issues confronting banking in Minnesota.

Bank Night Out

September: 23 • Rochester; 27 • Bemidji; 28 • Detroit Lakes

October: 7 • Marshall; 18 • Alexandria; 19 • St. Cloud; 28 • Mankato

Every fall the MBA holds the Bank Night Out event which takes place in the districts around the state. This program is meant as a fun night out for bank staff and a chance for Presidents/CEOs to reward their staff and recognize the great work that they do. Every year a speaker (motivational or comedic) is hired as the evening's entertainment.

Agricultural Conference (October 14-15, 2010 • Morton)

The MBA Ag Conference takes place every October and has become the premier education event for anyone who is interested in agriculture and ag lending. The success of this event stems from the quality speakers, timely topics and ag specific training. With 100-150 bankers attending this conference, it has also become a great networking opportunity.

Bank Day at the Capitol (February/March, 2011 TBD • St. Paul)

Bank Day takes place in February or March every year and is one of the MBA's most well attended events. Both House and Senate leadership come together during the morning session to discuss legislative issues that may impact banking in the coming year. The afternoon is left open to provide an opportunity for bankers to meet individually with their local representatives at the capitol and state office buildings.

Meeting Today's Challenges: A Conference for Women in Banking and Finance (May 12, 2011 • Eden Prairie)

This day and a half conference takes place in May and offers attendees networking and leadership development opportunities. Along with speakers, the conference often includes small group workshops and a panel of industry experts.

The Operations/Technology Conference (Mid-April, 2011 TBD • Alexandria)

This conference takes place every April in Alexandria and is developed by members of the MBA Operations/Technology Committee to bring together the "HOT" topics of interest to bankers responsible for operations, information security, business continuity planning, and bank technology.

The Annual Washington, D.C. Trip (May 4-6, 2011 • Washington, D.C.)

Our annual Washington, D.C. Trip is a three day trip that takes place in the spring. This event gives our member bankers the opportunity to address key issues affecting the banking industry by meeting with elected officials and bank regulators. The schedule also includes possible meetings with the American Bankers Association, the FDIC, the Federal Reserve, Minnesota's Congressional Delegation and the OCC.



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Application Form



Please provide the following information to apply as an Associate Member to the MBA. This application will be reviewed by the MBA Board of Directors at the next scheduled Board meeting for approval. Applicants will be notified of the Board decision in writing following the meeting. (Board Meeting Schedule: 8/4/10; 10/7/10; 12/2/10; 2/2/11; April/May, 2011 TBD; 6/15/11).

NOTE: Approval of Associate Membership does not imply endorsement of your product and/or services by the MBA. Please print or type the following information.

Organization:	
Mailing Address:	
City/State/Zip:	
Telephone:	Fax:
Principal Contact/Title:	
Email Address:	
Website:	
Please list three Minnesota Bank References:	
1) Bank:	Contact:
Address:	Telephone:
2) Bank:	Contact:
Address:	Telephone:
3) Bank:	Contact:
Address:	Telephone:
<i>Please provide a detailed but brief company description including products and/or service(s). This will be printed in the MBA Directory and also posted on the MBA Web site:</i>	
Number of Minnesota bank clients:	Tax ID number:
Signature/Title	Date
Visa/MC #	Exp. Date
Name on Card	
Authorized Signature	

Please return form with your membership dues to Anne Huntley: anneh@minnbankers.com