

Update

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Young Talent + Internships = Qualified Ag Lenders

Is your financial institution having a difficult time hiring qualified ag lenders? The NBA may be able to help. In 2005, the NBA partnered with the University of Nebraska-Lincoln's Department of Agricultural Economics to develop an agricultural internship program. Graduates of this program are interested in ag banking and have the necessary academic training and work experience for a successful ag banking career.

UNL's Agribusiness Finance and Banking Option requires an ag financial management internship experience. Prior to the internship, UNL ag banking students will have successfully completed courses in accounting, economics, and ag financial management. The course work includes instruction on financial statement analysis, accounting principles, ag finance (including capital budgeting, capital structure, and leverage), and Excel spreadsheet analysis. Students eligible for internships will be either juniors or seniors.

To date, 22 ag banking majors have graduated from UNL. Of these, 13 graduates (59 percent) are presently employed in ag lending by Nebraska banks in a rural community. There are currently 45 students in this program, with 15 eligible intern candidates for the summer of 2012. **The NBA is now searching for banks that are interested in hosting these 15 summer interns.** The requested placement locations for these interns cover the entire state of Nebraska.

Think your budget would not accommodate an internship? We may have a solution! The Nebraska Department of Economic Development is offering financial assistance for internships through the Intern Nebraska (InternNE) program.



■ **Qualified Ag Lenders** – continued on page 3

News Briefs From Washington

Debit Card Fees Due to Government Price-Fixing, Obama Expresses Distaste for Bank Profits

Government intervention has fundamentally altered the economics of offering debit cards to consumers and forced some banks to increase fees for the service, ABA said in a memo to all House and Senate members. The memo stated that while the Durbin amendment, which capped debit card fees below industry costs, was enacted with little debate and no hearings, subsequent congressional hearings demonstrated that price controls would bring higher prices with no corresponding consumer benefit. ABA cited the Durbin amendment as a prime example of what happens when a deluge of new government regulations and federal limits on revenue are coupled with a struggling economy. Read more at www.aba.com/aba/documents/winnews/DebitFees_ABAMemo_100411.pdf.

In related news, President Obama criticized Bank of America's new \$5 monthly debit-card usage fee during a Monday ABC News interview. Obama told ABC News' George Stephanopoulos that banks "don't have some inherent right just to . . . get a certain amount of profit" and that the fee was "exactly why we need this Consumer Finance Protection Bureau." Following President Obama's criticism of the banking industry's response to the Durbin Amendment, Treasury Secretary Geithner added, "We are going to push back [against banks] harder . . . and in the end, we are going to prevail."

Rep. Frank to Revise Fed Reform Bill

House Financial Services Committee ranking member Barney Frank (D-MA) plans to introduce a bill to amend legislation (H.R. 1512) that would remove the five regional Federal Reserve Bank presidents as voting members of the policy-making Federal Open Market Committee (FOMC). This issue is particularly important because of the powerful role being played by the FOMC during the current period of considerable economic distress. The revised bill would replace the five regional Fed presidents with four Senate-confirmed representatives from outside of Washington, D.C., who are not Fed system employees. Read more at <http://democrats.financialservices.house.gov/press/PRArticle.aspx?NewsID=1434>.

New Low in Americans' Approval of Congress

Congressional popularity is at an all-time low of 14 percent, according to a new Washington Post-ABC News poll. The poll also shows that 61 percent of Americans disapprove of the way President Obama is handling the economy. Read more about the poll at www.washingtonpost.com.

QRM Proposal Unfair to Creditworthy Borrowers

In a recent op-ed, the ABA explained why federal regulators' proposed risk-retention rule, and its definition of a "qualified residential mortgage," or QRM, unfairly harms creditworthy borrowers and should be reworked. "By only exempting mortgages that come with a 20 percent down payment, the rule puts homeownership out of reach for many, particularly creditworthy lower-income and minority families," the op-ed stated.



Under the QRM rule, a family with the national median income of \$54,474 would have to save for 16 years to come up with the required down payment and closing costs to purchase the median-price home of \$172,900.

Consensus to change the QRM rule exists among a wide range of interest groups and in Congress. Read more at www.aba.com/aba/documents/news/DallasMorningNews100411.pdf.

News Source: American Bankers Association

NBA Welcomes Larson to Board

Kevin Larson, CharterWest National Bank in West Point, has been appointed to the NBA Board of Directors as the result of a recent vacancy. The NBA congratulates Larson, who will complete the term of the vacancy through April 2013. View the full NBA Board listing at www.nebankers.org/members/msections/idsection/volunteers.html.

■ Qualified Ag Lenders – continued from page 1

The program provides a 40 percent match, up to \$3,500 per internship, for eligible businesses (banks included) hiring eligible student interns. Businesses in distressed areas may receive a 60 percent match up to \$5,000. A business may apply for funding for up to 10 interns per year, with a maximum of five interns per location per year. Up to \$1.5 million will be available each fiscal year for the next two years. For further information about the InternNE program, contact Allison Hatch at the Department of Economic Development at 402-471-3368 or allison.hatch@nebraska.gov. To apply for funding,

visit <http://neded.org/business/talent-a-innovation-initiative/internne>.

By participating in the internship program, Nebraska financial institutions will gain access to a pool of college graduates with the necessary training and work experience for a successful career in ag banking and finance. If you are interested in hosting a UNL ag banking intern, or have additional questions about the ag lending internship program, contact Jeanette Sapp at the NBA at 402-474-1555 or jeanette.sapp@nebankers.org.

Upcoming Opportunities to Promote Financial Literacy

Looking for an opportunity to get involved in your community and promote financial literacy? Get your bank involved in one or more of the following events.

- **Money Smart Nebraska** is Nov. 7-13. For details or to add your event to the Money Smart calendar, visit www.moneysmartnebraska.org.
- **Get Smart About Credit Day** is Oct. 20. Register with the American Bankers Association Education Foundation at www.abaef.com and receive access to exclusive online bonus material. You also may order an ABA resource kit and other items through the NBA. Contact Angela Nelson at angela.nelson@nebankers.org.
- **Protect Your Identity Week** is Oct. 16-22. Sponsored by the National Foundation for Credit Counseling, participating banks can partner with local credit counselors to give joint lessons, host a community shredding event, or direct consumers to the Protect Your Identity Week website at www.protectyouridnow.org.



KBA/NBA Schools of Banking Announces 2012 Banking Schools

For more than 46 consecutive years, the KBA/NBA Schools of Banking has continued to provide quality, cost-effective education for Midwest bankers. The organization is pleased to be able to keep its registration fees at the same level for the past three years. With 99.6 percent of students indicating they would recommend the Schools, we are proud of the Schools' history of banker-driven education and want the opportunity to serve you and your financial institution's educational needs in 2012. Review the 2012 Schools of Banking schedule online at www.nebankers.org/pdf/Education/Schools%20of%20Banking/2012-sob-schedule.pdf or visit the Schools' website at www.schoolsofbanking.com.

Omaha's WebEquity Solutions Reaches 700-Customer Milestone

More than 100 Nebraska banks use firm's lending software for credit analysis and stress testing

Driven by regulatory and competitive pressures, the nation's financial institutions have accelerated their search for solutions to help improve lending practices. Those same market forces have led banks in 43 states to beat a path to the door of Omaha-based WebEquity Solutions, a NBISCO-endorsed company.

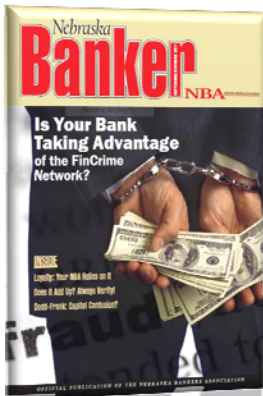
WebEquity has a rich history of serving more than 100 Nebraska banks, including ACCESSbank in Omaha, Cornhusker Bank in Lincoln, F&M Bank in West Point, and Security National Bank in Laurel. The firm provides a cloud-computing platform to help banks automate the lending process, make more profitable credit decisions, and stress test and manage their commercial loan portfolios, including commercial real estate, commercial and industrial, agricultural, and small business.

Recently, Omaha-based WebEquity announced it now has 700 clients, more than double the number of three years ago. [Read the WebEquity press release at www.webequitysolutions.com/news-resources/press-releases/700-cust-milestone-080111.pdf.] On the heels of that news, WebEquity added seven new customers in September, received coverage in *American Banker* [read more at <http://bit.ly/qjgpsy>], and hosted a lending technology conference in Omaha. "We are honored to provide game-changing technology to help institutions establish uniform lending practices, drive greater efficiencies, and meet market and regulatory demands," said Doug McGregor, CEO of WebEquity.



Doug McGregor
CEO, WebEquity

For more information about WebEquity, visit www.webequitysolutions.com. For a complete list of NBISCO-endorsed vendors, go to www.nebankers.org/members/msections/pssection/nbisco/endorsed.html.



New Issue of Nebraska Banker Online

The September/October edition of Nebraska Banker magazine is now available online at www.mediacommunicationsinc.com/nba.

You'll find a review of Dodd-Frank's key final rules, proposed rules, and proposed guidance on capital requirements. You also will learn about Alice Dittman's newly implemented micro-lending program, how to prevent internal fraud at your financial institution, and how the Farm Credit System's tie to the federal government works to the competitive disadvantage of banks and other tax-paying competitors.

Federal Reserve Bank of Kansas City Board Nominations Open

Nominations for the Federal Reserve Bank of Kansas City's Board of Directors are being accepted from Sept. 26 through Oct. 24. This year, member banks in Federal Reserve Groups 1 and 2 are eligible to submit nominations and vote. Voting will take place from Oct. 28 to Nov. 18. Fed Group 1 banks, which are those with combined capital and surplus of \$22 million and greater, will nominate and elect a Class A director who is a banker. Group 2 banks, which are those with combined capital and surplus of \$4.7 million and greater, but less than \$22 million, will nominate a Class B director, who represents the public and may not be an officer, director, or employee of a bank or a bank holding company. Banks with questions about the nomination process may contact James Johnson at the Federal Reserve at 816-881-2811 or james.johnson@kc.frb.org.