



MEMORANDUM

TO: Community Banker
FROM: Bankers' Bank Investment Department
DATE: July 20, 2021
RE: Regulatory Packet

Federal financial institution regulators require that certain information be maintained with regards to security dealers that with whom a financial institution may transact investment business with. This packet includes the necessary information for your bank to transact investment business with Bankers' Bank. Included are resumes for each authorized individual on the sales/trading desk, a regulatory letter indicating no complaints, and information on where to find our most recent call report.

Bankers' Bank is audited internally, and externally by both State and Federal Examiners. In addition, we receive a SOC 1, Type 2 report issued by Grant Thornton LLP on FIS InTrader, our software vendor for the trading, safekeeping, and portfolio accounting areas.

Bankers' Bank Investment Department is registered with the U.S. Securities and Exchange Commission and the Municipal Securities Rulemaking Board. Customers can go online at www.msrb.org to review a current investor brochure describing investor protection rules and regulations and how file a complaint with an appropriate regulatory authority.

If you have any questions regarding this packet, please call Sam Devine at (800) 365-5539.

July 20, 2021

Statement of Regulatory Status

There have been no regulatory actions taken against Bankers' Bank Investment Department in the past year.


There have been no regulatory actions taken against Samuel G. Devine, Garrett G. Marr, Casey J. Poole, Steve P. Schnering, Brett A. Staalnd or Elliot A. Klim.

Sincerely,



Samuel G. Devine
Senior Vice President

Sincerely,



Garrett G. Marr
First Vice President

Sincerely,



Casey J. Poole
Vice President

Sincerely,



Steven P. Schnering
Assistant Vice President

Sincerely,



Brett A. Staalnd
Investment Officer

Sincerely,



Elliot A. Klim
Investment Representative



July 20, 2021

Dear Community Banker:

The most recent quarterly Bankers' Bank Call Report is now available on our website. The website address is as follows:

www.bankersbank.com

Once on the website:

1. Login
2. Click on the **Resources** tab
3. Scroll down the page and click on **Due Diligence Packet**

If you need assistance, please call your Investment Officer at (800) 955-4468.
Thank you



SAMUEL G. DEVINE, CFA

PROFESSIONAL EXPERIENCE

February 2015 to Present

Senior Vice President-Investments, Bankers' Bank, Madison, WI

FUNCTIONS: Investment Department Manager, Responsible for Investment Sales and Trading, Municipal Underwriting and Compliance, Serve on Senior Management Committee, ALCO, Investment Committee, and Enterprise Risk Management.

May 1994 to February 2015

Bankers' Bank, Madison, WI

December 2006	First Vice President
December 2001	Vice President
December 1999	Assistant Vice President
December 1997	Investment Officer
May 1994	Investment Representative

Fall 1993

Internship, Firststar Bank, Eau Claire, WI

FUNCTIONS: Examined the internal functions of all banking departments. Prepared a written report and an oral presentation to bank management

EDUCATION

1993 Bachelor of Business Administration, Degrees in Finance and Economics
University of Wisconsin-Eau Claire

PROFESSIONAL DEVELOPMENT

2021 Speaker – WBA - Risks and Opportunities for Community Bank Investment Portfolios, Madison, WI

2021 FINRA Continuing Education Program, Madison, WI

2019 Speaker – Bankers' Bank Investment Workshops, Madison/Des Moines/Springfield

2018 FINRA Continuing Education Program, Madison, WI

2018 Speaker – Ehlers Seminar, Tax Law Changes on Municipal Bonds, Wisconsin Dells, WI

2016 Strategic Issues for Community Banks, Madison, WI

2015 Municipal Bonds – Opportunities and Challenges, Madison, WI

2014 FINRA Continuing Education Program, Madison, WI

2013 Member of CBW Leadership Council Task Force, Madison, WI

- 2012** Completed Graduate School of Banking, Madison, WI
- 2012** Speaker – Bankers' Bank Investment Workshops, Madison, WI and Des Moines, IA
- 2011** NASD Continuing Education Program, Madison, WI
- 2010** BlackRock Global Fixed Income Overview, Madison, WI
- 2008** NASD Continuing Education Program, Madison, WI
- 2008** Speaker – Wisconsin Department of Financial Institutions Examiners Seminar, Madison, WI
- 2007** Speaker – Wisconsin Department of Financial Institutions Examiners Seminar, Madison, WI
- 2007** Speaker – Bankers' Bank Trust Preferred Seminar, Des Moines, IA
- 2006** Completed WBA Leadership Program, Madison, WI
- 2006** Speaker – Wisconsin Department of Financial Institutions Examiners Seminar, Madison, WI
- 2006** Speaker – Bank Examiners Workshop, Federal Reserve Bank of Chicago, Chicago, IL
- 2005** NASD Continuing Education Program, Madison, WI
- 2005** Speaker – Bankers' Bank Trust Preferred Securities Seminar, Madison, WI
- 2004** Speaker – Wisconsin Department of Financial Institutions Examiners Seminar, Madison, WI
- 2003** Speaker – Bankers' Bank Investment Forum, Madison, WI
- 2002** NASD Continuing Education Program, Madison, WI
- 2001** ABA Graduate School of Bank Investments and Financial Management Program II
University of South Carolina, Columbia, SC
- 2000** NASD Continuing Education Program, Milwaukee, WI
- 1999** Speaker - WBA Financial Management Conference, Madison, WI
- 1999** CBAI Seminar for De Novo Banks, Chicago, IL
- 1997** NASD Fixed Income Continuing Education Program, Milwaukee, WI
- 1996** ABA Graduate School of Bank Investments and Financial Management Program I
California State Polytechnic University, Pomona, CA

SAMUEL G. DEVINE

Page 3

1994 Bloomberg Taxable Fixed Income Seminar, Milwaukee, WI

1994 Smith Barney-Global Market Analysis, Milwaukee, WI

PROFESSIONAL CERTIFICATES

2001 Chartered Financial Analyst (CFA)

1994 Municipal Securities Principal License

1994 Municipal Securities Representative License

PROFESSIONAL AFFILIATIONS

Chartered Financial Analyst (CFA) Institute

CFA Society of Madison

GARRETT G. MARR

PROFESSIONAL EXPERIENCE

April 2019 to Present	First Vice President - Bankers' Bank, Madison, WI
Functions:	Fixed Income Sales and Trading; Relationship Development - Client Visits and Departmental Presentations; Assist with Internal Reporting, Bank Funding Programs, Municipal Deposit Programs, Cash Sweep Program, Electronic Communications
January 2011 to March 2019	Vice President - Bankers' Bank, Madison, WI
December 2008 to December 2010	Assistant Vice President - Bankers' Bank, Madison, WI
December 2005 to November 2008	Investment Officer - Bankers' Bank, Madison, WI
February 2004 to November 2005	Investment Representative - Bankers' Bank, Madison, WI
April 2003 to January 2004	Investment Representative/Certificate of Deposit Coordinator Bankers' Bank, Madison, WI
December 2000 to March 2003	Federal Funds Trader/Certificate of Deposit Coordinator Bankers' Bank, Madison, WI
September 1998 to November 2000	Safekeeping Representative-Deutsche Bank/ Underwriting Coordinator - Bankers' Bank, Madison, WI
January 1998 to August 1998	Safekeeping Representative-Federal Reserve Bank Bankers' Bank, Madison, WI

EDUCATION

2018	Graduate School of Banking, University of Wisconsin-Madison
2018	Executive Leadership Program, University of Wisconsin-Madison
1997	Bachelor of Business Administration, Degrees in Finance & Economics University of Wisconsin-Platteville

PROFESSIONAL CERTIFICATES

2004	Municipal Securities Principal License
2001	Municipal Securities Representative License

PROFESSIONAL DEVELOPMENT

2021	NASD Continuing Education Program
2019	Presenter – WI, IA & IL Bankers' Bank Investment Workshops
2018	NASD Continuing Education Program
2017	Presenter – WI, IA & IL Bankers' Bank Investment Workshops
2015	NASD Continuing Education Program
2013	Speaker – IN & IL Bankers' Bank Correspondent Days "Investment Update"
2012	Presenter – WI & IA Bankers' Bank Investment Workshops
2012	NASD Continuing Education Program
2011	Speaker – IN Bankers' Bank Correspondent Day "Current Market Opportunities"
2010	Medallion Guarantor Certification
2010	Speaker – Bankers' Bank Investment Department Webinar
2010	Speaker – IN Bankers' Bank Correspondent Day "Current Economic Environment"
2009	NASD Continuing Education Program
2007	Candidate for Level I of the Chartered Financial Analyst (CFA) Program
2006	NASD Continuing Education Program
2005	Graduate School of Bank Investments and Financial Management Level II, University of South Carolina-Columbia, SC
2003	Graduate School of Bank Investments and Financial Management Level I, University of South Carolina-Columbia, SC



CASEY J. POOLE, MBA

PROFESSIONAL EXPERIENCE

January 2012 to Present

Vice President
Bankers' Bank, Madison, WI

FUNCTIONS:

Fixed income Investment Trading; Securities Analysis, Bank Portfolio Management.

2010 to 2011

Assistant Vice President

2009 to 2010

Money Desk Officer

2006 to 2008

Investment Representative

2003 to 2005

Federal Funds Trader/CD Coordinator

2000 to 2002

Safekeeping Services Rep/Underwriting Coordinator

EDUCATION

2004

Masters of Business Administration
Edgewood College – Madison, WI

2000

Bachelor of Business Administration, Degree in Finance
Edgewood College – Madison, WI

PROFESSIONAL CERTIFICATIONS

2014

Series 53 - Municipal Securities Principal License

2004

Series 52 - Municipal Securities Representative License

RECENT PROFESSIONAL DEVELOPMENT

2019

Speaker – Investment Workshop
Champaign, Des Moines, Madison

2017

Speaker – Investment Workshop
Champaign, Des Moines, Madison

2015

NASD Continuing Education Program

2014

Speaker – Investment Tools
Lake Geneva, WI

2014

Graduate School of Bank Investment and Financial Management
University of South Carolina, Columbia, SC



STEVEN P. SCHNERING

PROFESSIONAL EXPERIENCE

August 2019 to Present	Assistant Vice President Bankers' Bank, Madison, WI
FUNCTIONS:	Investment Sales and Trading, Fixed Income Securities Analysis, Bank Portfolio Management, CD Funding.
April 2017 to August 2019	Investment Officer Bankers' Bank, Madison, WI
January 2015 to April 2017	Investment Representative Bankers Bank, Madison, WI
April 2011 to January 2015	Safekeep Services Representative/Underwriting Coordinator Bankers Bank, Madison, WI
May 2008 to April 2011	Safekeep Services Representative Bankers Bank, Madison, WI

EDUCATION

2015	Bachelor of Business Administration, Degree in Finance University of Wisconsin – Platteville
2008	Associate of Business Administration, Degree in Finance Southwest Technical College - Fennimore

PROFESSIONAL DEVELOPMENT

2018	FINRA Continuing Education
2017	Funds Management Conference, Denver, CO
2016	Funds Management Conference, San Antonio, TX
2015	Funds Management Conference, Princeton, NJ
2014	Funds Management Conference, Lexington, KY

STEVEN SCHNERING

PAGE 2

2012 SIFMA Regional Fixed Income Roundtable, Chicago, IL
2010 American Institute of Banking, Principals of Banking
2009 CUSIP Global Services, Chicago, IL

PROFESSIONAL CERTIFICATIONS

2018 Series 53 - Municipal Securities Principal License
2015 Series 52 - Municipal Securities Representative License



BRETT A. STAALAND

PROFESSIONAL EXPERIENCE

February 2019 to Present

Investment Officer
Bankers' Bank, Madison, WI

FUNCTIONS:

Investment Sales and Trading, Fixed Income Securities Analysis, Bank Portfolio Management, Agent Federal Funds Program, CD Funding.

January 2017 to February 2019

Financial Consultant
TheBANK of Edwardsville, Edwardsville, IL

October 2008 to December 2016

Institutional Fixed Income Specialist
Wunderlich Securities, St. Louis, MO

April 2001 to August 2008

Taxable Fixed Income Trader
Stifel, St. Louis, MO

EDUCATION

2001

Bachelor of Science - Business Administration, Degree in Finance
Southern Illinois University at Edwardsville

PROFESSIONAL DEVELOPMENT

2015

Canon Financial Institute Trust Schools I, II & III

2014

Canon Financial Institute Fiduciary Investment Management I & II

2004-2008

Speaker, Stifel Blueprint Annual Meeting – Fixed Income Fundamentals

PROFESSIONAL CERTIFICATIONS

2018

SIE – Securities Industry Essentials Exam

2012

Series 65 – Uniform Investment Advisor Exam

2003

Series 63 – Uniform Securities Agent State Exam

2003

Series 7 – General Securities Representative Exam



Elliot A. Klim

PROFESSIONAL EXPERIENCE

Feb 2020 to Present

**Investment Representative
Bankers' Bank, Madison, WI**

FUNCTIONS:

Investment Sales and Trading, Fixed Income Securities Analysis, Bank Portfolio Management, CD Funding.

EDUCATION

2019

Bachelor of Business Administration, Degree in Finance
University of Wisconsin – Whitewater

PROFESSIONAL CERTIFICATIONS

2020

Series 52 - Municipal Securities Representative License