

# VIRGINIA BANKERS ASSOCIATION

VBA COMMITTEES

## Agenda

VBA Government Relations Committee  
Thursday June 15, 2023 10:30am  
Via Zoom

### Mission Statement:

*To protect and defend the interests of Virginia's banking industry through active support of the VBA's political and legislative efforts.*

- I. Welcome
- II. March Minutes
- III. Federal Legislative Update
- IV. State Legislative & Advocacy Update
  - Primary Election Preview
  - Fall State Legislative Meetings
- V. BankPAC
  - Current Financials
  - 2023 BankPAC Campaign
    - [Resource Portal](#) Reminder
    - Current Status
  - Administration Funding Request
- VI. Open Forum
- VII. Adjourn

### Zoom Information:

<https://us02web.zoom.us/j/88922606847?pwd=Ty9PRHkxV3EzZSt1K>

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Meeting ID: 889 2260 6847

Passcode: 513603

**Minutes of the  
Virginia Bankers Association  
Government Relations Committee  
Friday March 31, 2023 at 10:30 a.m.  
VBA Office**

**Committee Participants:**

Robert Wood, Jimmy Burke, Will Clements, Blake Edwards, Patricia Gallagher, Leton Harding, Laurie Hart, Goly Hervey, Mark Reed, Todd Rowley, Dave Richardson, Rob Shuford, Matthew Steilberg, Darren Tully, and Melvin Watkins.

**VBA Staff:**

Matt Bruning, Heather Derflinger, DeMarion Johnston, and Bruce Whitehurst.

**Welcome & Minutes**

Chairman Wood called the meeting to order and welcomed everyone attending in person or via Zoom. On the motion of Ms. Gallagher, seconded by Mr. Clements, the minutes from the January meeting were approved as presented.

**Federal & State Legislative Update**

Chairman Wood thanked those who attended the recent Washington Summit and noted the timeliness of the legislative meetings after the recent bank failures. He noted the message delivered on the banking system being sound, the failures isolated, the industry united and patience needed before contemplating congressional action. Mr. Bruning provided a recap of the visits with Senators Warner and Kaine and staff for members of the House. He thanked FHLB-Atlanta for sponsoring the reception Tuesday evening. He noted Bruce had been quoted in recent media stories and the VBA had developed a resource page in response to recent events.

Mr. Bruning provided an overview of the 2023 Virginia General Assembly session, covering the outcomes on legislation related to the bank franchise tax, permissible investments, the garnishment process and CDFI support. He noted that the session adjourned without completion of amendments to the budget and the timeline for the legislature to potentially return remains unknown. He also noted the legislature failed to fill the two vacancies on the State Corporation Commission which oversees the Bureau of Financial Institutions.

**Banker Day**

Chairman Wood thanked those who attended Banker Day in January, remarking that it was good to hold the event in person. He noted banker turnout was strong and the meetings, especially with newer members, were important even without a significant legislative ask. Secretary of Finance Stephen Cummings was the keynote morning speaker, and that connection has proved helpful in conversations with his office and VBA after the recent failures. Finally, he noted that Banker Day will be held next year on January 11<sup>th</sup>, 2024 and encouraged everyone to attend.

**Election Preview**

Mr. Bruning provided a preview of the primary and general state legislative elections occurring this summer and fall. He noted that many incumbent legislators were paired into the same districts after the redistricting process last year, but many had been resolved through retirements and moves. The number of primaries to incumbent members was overviewed, highlighting the known and unknown changes coming to the composition of the General Assembly in 2024.

### **BankPAC**

The financials as of February 28, 2023 were presented. Chairman Wood noted it was earlier in the year without significant inflow or outflow. On the motion of Mr. Edwards, seconded by Mr. Watkins, the financials were accepted as presented.

Chairman Wood thanked the VBA Board and staff for pledging to raise over \$160,000 towards the 2023 BankPAC campaign goal of \$425,000. He noted the BankPAC resource portal containing the information and material for the campaign has been updated and is linked in the Committee's agenda. He mentioned that Ms. Derflinger had already conducted a call with grassroots coordinators before the launch and she walked through the material on the resource portal. He recommended that the Committee proactively identify other banks to reach out to and encourage participation in this year's campaign in coordination with staff.

Mr. Bruning outlined the request for the Committee to contribute \$110,000 to ABA BankPAC in support of their contribution efforts at the federal level and \$10,000 to the Voter Education program at the ABA in support of their efforts. On the motion of Mr. Rowley, seconded by Mr. Edwards, the Committee endorsed those expenditures. Mr. Bruning noted those contributions are typically disbursed in the summer in conjunction with an ABA meeting.

Chairman Wood noted that this state legislative election cycle is more dynamic than typical years with the significant number of retirements and close partisan control in each chamber. He reminded the Committee about their approval of the guidelines for contributions to candidates that was adopted in January. Mr. Bruning noted the different factors heading into this election season, with several departures of senior legislative leadership and committee members who normally are slated to receive larger contributions under the approved guidelines, greater number of primaries to incumbents, and several open seats that are heavily partisan ensuring the nominee of a certain party will be elected. Because of those dynamics, Mr. Bruning requested greater flexibility to move beyond the guidelines in support of incumbent legislators as well as in contributions to open seat races, especially in consultation with local bankers. The Committee granted that request without objection.

### **Grassroots Advocacy**

Chairman Wood noted staff had already identified several dates in September and October for the fall state legislative meetings. Mr. Bruning noted the dates and location tentatively scheduled for five regional meetings.

### **Other Business**

Chairman Wood reminded the Committee to sign and return their conflicts of interest forms to VBA staff. There being no other business, the Committee adjourned.

Minutes prepared by:  
Matt Bruning

**Virginia BankPAC**  
**For the Period Ending May 31, 2023**

	Federal Election Fund	5/31/2023 State Election Fund	Total	Federal Election Fund	12/31/2022 State Election Fund	Total
<b>Receipts</b>						
Contributions from participants	\$ 117,888	\$ 125,271	\$ 243,159	\$ 200,875	\$ 253,293	\$ 454,168
Interest income	740	1	741	348	2	350
<b>Total Receipts</b>	<b>118,628</b>	<b>125,272</b>	<b>243,900</b>	<b>201,223</b>	<b>253,295</b>	<b>454,518</b>
<b>Disbursements</b>						
Contributions to Candidates	-	106,000	106,000	-	271,000	271,000
Contributions to PACs	-	-	-	110,000	-	110,000
Contributions - Other	-	-	-	12,500	-	12,500
Promotional items/in-kind contributions	-	617	617	-	6,068	6,068
Travel, entertainment & meeting expenses	-	3,949	3,949	30	5,299	5,329
Industry Sponsorships	-	2,500	2,500	-	5,500	5,500
Office supplies & printing	-	43	43	-	7,863	7,863
Audit & tax fees	-	9,342	9,342	-	9,900	9,900
Miscellaneous expenses	752	-	752	1,565	666	2,231
Tax Expense	-	-	-	-	49	49
<b>Total Disbursements</b>	<b>752</b>	<b>122,451</b>	<b>123,203</b>	<b>124,095</b>	<b>306,345</b>	<b>430,440</b>
<b>Excess (deficiency) of receipts over disbursements</b>	<b>117,876</b>	<b>2,821</b>	<b>120,697</b>	<b>77,128</b>	<b>(53,050)</b>	<b>24,078</b>
Transfers between State and Federal	(60,000)	60,000	-	(35,000)	35,000	-
<b>Cash and cash equivalents Beginning of year</b>	<b>401,874</b>	<b>39,381</b>	<b>441,255</b>	<b>359,746</b>	<b>57,431</b>	<b>417,177</b>
<b>Cash and cash equivalents-end of period</b>	<b>\$ 459,750</b>	<b>\$ 102,202</b>	<b>\$ 561,952</b>	<b>\$ 401,874</b>	<b>\$ 39,381</b>	<b>\$ 441,255</b>

**2020 BankPAC Campaign**

Bank	2023 Campaign				Total
	Individual	Director	Corporate	PAC 2 PAC	
American Nat'l Bank & Trust Co.	9,425		7,500		16,925
Atlantic Union Bank & Trust	30,000		30,000		60,000
Bank of America, NA				3,000	3,000
Bank of Botetourt	2,605		2,800		5,405
Bank of Charles Town					-
Bank of Clarke County	3,670				3,670
Bank of the James					-
Benchmark Community Bank			5,000		5,000
Blue Ridge Bank					-
Burke & Herbert Bank	500				500
C&F Bank	6,491		10,000		16,491
Calvin B. Taylor Bank					-
Capital Bank (MD)					-
Capon Valley Bank					-
Capital One				2,500	2,500
Carter Bank & Trust	1,775		10,000		11,775
Chain Bridge Bank	750				750
Chesapeake Bank	11,471		5,000		16,471
Citizens Bank & Trust Co.			3,000		3,000
City National Bank	505				505
Community Bank of the Chesapeake					-
Community Bankers' Bank	1,650		500		2,150
Forbright Bank					-
CornerStone Bank NA					-
Dollar Bank					-
EagleBank					-
Farmers & Merchants Bank			5,000		5,000
Farmers & Merchants Bank of Craig Co.					-
Farmers & Miners Bank					-
F.N.B Corporation					-
First Bank & Trust Company	3,800		4,000		7,800
First Bank, Virginia	8,430		4,000		12,430
First Carolina Bank					-
First Community Bank NA			7,500		7,500
First National Bank	11,056				11,056
First Sentinel Bank					-
First US Bank					-
Freedom Bank of Virginia	4,900		5,000		9,900
Frontier Community Bank					-
Fulton Bank					-
FVCbank					-
Highlands Community Bank	25				25
HomeTrust Bank					-
Integrity Bank for Business					-
John Marshall Bank	12,135				12,135
JPMorgan Chase Bank					-
Lee Bank & Trust Company					-
Legacy Bank					-
M & T Bank					-
MainStreet Bank	4,170				4,170
Martinsville First Savings Bank					-
Miners Exchange Bank					-
Movement Bank					-
National Bank	8,325		3,000		11,325
National Capital Bank of Washington	350				350
New Horizon Bank					-
New Peoples Bankshares, Inc			1,000		1,000
Oak View National Bank					-
Old Dominion National Bank					-
Old Point National Bank	19,805				19,805
Pendleton Community Bank					-
Peoples Bank					-
Pinnacle Bank					-
Pioneer Bank	500		5,000		5,500
PNC Bank					-
Powell Valley National Bank			2,425		2,425
Presidential Bank					-
Primis Bank			3,000		3,000
Ridge View Bank, a Div of CNB Bank					-
Sandy Spring Bank					-
Select Bank					-
Shore United Bank					-
Skyline National Bank					-
South State Bank	900				900
Southern Bank & Trust	700				700
Summit Community Bank					-
Surrey Bank & Trust Company					-
TD Bank, NA					-
The Bank of Charlotte County			500		500
The Bank of Marion	825		5,000		5,825
The Bank of Southside Virginia	22,275		7,000		29,275
The Blue Grass Valley Bank					-
The Farmers Bank of Appomattox	200		1,000		1,200
Touchstone Bank	1,450		2,500		3,950
TowneBank	500		30,000		30,500
Truist Bank					-
TruPoint Bank	980		3,000		3,980
United Bank	38,319				38,319
VBA	8,078			-	8,078
VCC Bank					-
Village Bank	450		100		550
Virginia National Bank			10,000		10,000
Virginia Partners Bank					-
Wells Fargo					-
Woodforest National Bank					-
	217,015	-	172,825	5,500	395,340

# PAC Outsourcing: Compliance Services

Aristotle Compliance Services is led by David M. Mason, former Commissioner and Chairman (2002 and 2008) of the Federal Election Commission from 1998 until 2008, a presidentially appointed, Senate-confirmed position.

**With Aristotle, you'll receive everything you're getting from your current vendor plus:**

- ✓ **PAC Filings:** Aristotle will file all necessary FEC filings, state reporting, & corporate contributions
- ✓ **Bank Reconciliation Management:** Aristotle will include monthly bank reconciliations
- ✓ **Comprehensive Receipt Management:** contribution management process provides the necessary components to effectively coordinate contributions received by payroll deduction, check, or credit card, as well as track status. Aristotle will continuously monitor all guidelines and contribution limits.
- ✓ **Compliance Support**  
We provide our clients with 24/7 compliance support. Our team of experts is available for any range of compliance questions, large or small.
- ✓ **Disbursement Management**  
We can accommodate all check-cutting requests (typically in 48 hours) and, in instances when it is required, 24 hour turn times.