**Attendees:**

David, Chris, Tom, Nate, Adam, Dana, Mike M., Lloyd, Tricia

| **No.** | **Open Date** | **Assignee** | Description | **Date Completed** |
| --- | --- | --- | --- | --- |
| 1 | 4/1/2014 | Chris | Set up time to meet with Adam and Tom around Silicon Valley, Umpqua, and One West LinkedIn Contacts |  |
| 2 | 4/1/2014 | Alayne | Set up time to meet with Tom, Chris, David to discuss SFDC sales navigator |  |
| 3 | 4/1/2014 | Mike R | Set up time with Tom to meet and discuss banks |  |
| 4 | 4/1/2014 | Lloyd | Follow up with Cindy at Investors Bank |  |
| 5 | 4/1/2014 | Lloyd | Keep dialogue open with Scottrade |  |
| 6 | 4/1/2014 | Lloyd | Try to find new avenues of entry to Fulton and Pea Pack Gladstone |  |
| 7 | 4/1/2014 | David and Lloyd | Write proposal for Flushing |  |
| 8 | 4/1/2014 | Tom | Add meetings to SFDC/report for Thursday retreat |  |
| 9 | 4/1/2014 | Mike M | Send deck for SFE and Commercial Credit to Chris and Tom for review |  |
| 10 | 4/1/2014 | Mike M | Reach out to TM contact at Commerce |  |
| 11 | 4/1/2014 | Mike M | Reach out to board member contact at Central Bancompany |  |
| 12 | 4/1/2014 | Mike M | Try to find new contact at National Bank Holdings Corporation |  |
| 13 | 4/1/2014 | Mike M | Reach out to David Anderson at Huntington |  |
| 14 | 4/1/2014 | Nate | Reach out to Nitin Mhatre(EVP Consumer Lending) at Webster Bank |  |
| 15 | 4/1/2014 | Nate | Make progress with contacts at MB Financial |  |
| 16 | 4/1/2014 | Mike M | Ask Dan Leonard about entry with Washington Federal |  |
| 17 | 4/1/2014 | Adam | Follow-up with Cindy Decreigh |  |
| 18 | 4/1/2014 | Tom | Email Apple Bank for Savings for update |  |
| 19 | 4/1/2014 | Tom | Email Columbia State Bank for update |  |
| 20 | 4/1/2014 | Chris | Review Jan Kloyd’s LinkedIn connections at First Interstate and Home Savings |  |
| 21 | 4/1/2014 | Mike M | Reach out to Paul Ganger at Bremer Bank |  |
| 22 | 4/1/2014 | Chris | Reach out to Deborah Hansen at Bremer Bank |  |

**Notes:**

* Sterling to merge with Umpqua
* TPC, CC, AJK to set up time to go through Silicon Valley Bank, Umpqua, and One West LinkedIn
* Sales navigator would help do team connections for the firm
  + Pulls out 1st, 2nd, 3rd degree CAST connections
  + Need to decide if we’ll purchase the license
  + Set up time for CC, TPC, AAY, DA to discuss SFDC sales navigator
* TPC and MR to find time to meet

**Banks by person:**

Lloyd:

* Investors Bank
  + LV to follow up with Cindy (Investors Bank) to get into the door to Sales division
* Scottrade
  + LV contact at Scottrade asking for information on sweeps bank, LV is keeping dialogue open
* Fulton
  + LV to try contacts and new avenues of entry
* Pea Pack Gladstone
  + LV to try contacts and new avenues of entry
* Flushing Bank
  + Succession planning, CEO, ActivityTrak demo to CEO COS, John Stewart
  + DA and LV meeting today 4/1
  + Next step: 2 proposals, potentially packaged into 1. Skill assessment and ActivityTrak
  + TC to add meetings into SFDC/report for Thursday retreat

Mike M:

* UMB
  + MMF put together deck for SFE and Commercial Credit, will send to Chris and Tom for review
* Commerce Bank
  + LV in contact with Trenton, very responsive, Trenton is doing vendor comparison right now, LV feels good about feedback and contacts
  + MMF’s primary contact has left company but MMF has other contact in TM
* Central Bancompany
  + MMF to reach out to contact on the board
* National Bank Holdings Corporation
  + MMF trying to find a contact to reach out to
* Huntington Bank
  + MMF to reach out to controller
* Washington Trust – likely remove from list

Nate

* Webster Bank
  + TPC emailed contact Nitin Mhatre(EVP Consumer Lending) and will reach out again
* MB Financial
  + Heard back from Chris Kirk, now working for Rob at MB, expecting to make progress with contacts there
* Washington Federal
  + Can MMF ask Dan Leonard about entry with Washington Federal
* New York Private Bank

Adam

* One West
  + AJK emailed Cindy Decreigh (former UB), to follow-up again
  + May try to get into Grant Ahern through wife Lynn Sullivan
    - Do we need to wait until Citi gets started
  + TPC knows Laura Carlson and can reach out if Cindy doesn’t respond
  + GGB has Joe Otting connection, not the best option
  + Greta connected to treasurer
  + TPC connected to EVP commercial operations Peter
  + Jim Geraldan, COO also a connection
* Rabobank
  + Potentially go through Lynn as she was there for a bit
* West America
  + Still exploring
* Silicon Valley (with CC)

Dana

* Umpqua Bank (with AJK)
  + Buying Sterling
  + Has distant contact, might be a longshot
  + They do have a digital strategy
    - TPC 2nd connection to VP Sr. Product Manager, Digital Channels
    - “Behind the time in online and mobile”
  + They announced merger a while ago, finalized 1-2 months ago, merger expected to complete 4/18/14
  + There could also be an integration opportunity there
  + Kyle Barnett is connected to head of commercial banking (CC, LV, TPC contact)
  + We know head of Private Banking
* Apple Bank for Savings
  + TC to email and ask for update
* Columbia State Bank
  + TC to email and ask for update

Chris

* Citizen’s Business Bank
* Silicon Valley Bank (with AJK, MR, DT)
  + CC met with Jan Kloyd, ex-City Nat
  + CC to go through Jan’s old companies (First Interstate and Home Savings) LinkedIn to find potential contacts
  + TPC knows David McHenry in Global TM, used to be at M&I and BMO
  + Head of Global CC and Merch. Services Ops. Knows lots of UB Compliance people
  + Peter Connors connected to CAO
  + Lynn Sullivan connected to CRO
* Bremer Bank
  + TPC and CC met with Chief Credit Officer and did workshop, then met with CEO and CFO
  + They’re going to start a Credit Delivery project next year, should start planning soon
  + MMF to contact Paul Ganger as potential reference to CCO
  + CC to reach out to Deborah Hansen and let her know next time CAST is in town
  + Scope out engagement at meeting in early May
* Central Pacific Bank
* First Hawaiian
* ASB
  + TPC emailing, but they’re interested in IT and email security
* Bank of Hawaii

David

* Flushing Bank (with LV)