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# 2022 Strategic Partner Directory



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Over 120 KBA Strategic Partners offer everything from accounting, correspondent banking, consulting, investment, legal, technology and any number of other bank related products and services. Many of these companies have been associate members for over 25 years and have supported the KBA, our member banks and Kansas banking in general through the good times and the bad. Considering the current state of our industry, we are seeing numerous new companies wanting to get involved with the KBA and bring their specialized areas of expertise to our Kansas banks. In turn, those that have been with us for a long time are continually changing and keeping up with the times, whether it's updating current products and services or adding new lines of business.

Not only do our Partners bring us top-of-the-line products and services, but they also help by sponsoring KBA conferences, seminars and other events. Without those sponsorship dollars we would be limited in the scope of what we could bring to you — our member banks. It is a combination of those sponsorships and your attendance that allow us to continue

to bring you the very best and most up-to-date educational opportunities.

This special annual directory is published each spring with our March/April issue of The Kansas Banker. Please take time to look through this guide and when you are looking for bank solutions, please reference this directory to find an impressive array of companies that truly care about banking in Kansas and are proud to be Strategic Partners and Endorsed Vendors of the Kansas Bankers Association.

Sincerely,

Doug Wareham, President and CEO  
Kansas Bankers Association





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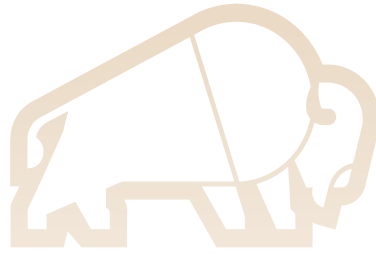
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## BankTalentHQ

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## CalTech

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## Check Printing Contract Consulting

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jim.schartman@checkprintingconsulting.org

Check printing profit margins remain incredibly high — and a skilled contract negotiator can often discover savings of \$500,000 for banks with over 30,000 checking accounts and \$1,000,000 or more for banks with 60,000 checking accounts. Jim Schartman, Executive Vice President of Check Printing Contract Consulting, is a leading independent authority on check printing contracts with 37 years of experience. Jim has worked for leading check printing companies in the country and learned where banks can shave margins and find significant savings. As a KBA Endorsed Vendor, CPCC works on behalf of community banks and their check printing vendors to negotiate agreements that build profitable check programs, reduce costs and optimize fee income. CPCC is only paid a percentage of savings — so if they don't save you money, they don't get paid.





## Cornerstone Advisors, Inc.

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crnrstone.com  
jwagner@crnrstone.com

Cornerstone Advisors' multidisciplinary team brings deep industry insight that comes from having worked alongside banks for nearly two decades. Our unique, client-focused Knowledge Vaults house the extensive data we use for contract and vendor intelligence, performance metrics, and industry insights and analysis. Cornerstone is a consulting firm that helps banks reduce expenses and improve efficiency. KBA's endorsement includes contract negotiation services to deliver reduced expenses, market-priced contracts and improved contract terms. With Cornerstone as your partner, you'll get an entirely objective assessment of your vendor contracts and the most competitive pricing and terms available in the market — all delivered by the most qualified team of negotiators. Working with Cornerstone Advisors, you'll gain the best pricing, service levels and terms on your vendor contracts — plus more time to focus on future performance and growth. Contract negotiation services provided by Cornerstone include core systems, ancillary technology (such as ATM/ITM, bill pay, digital, item processing, loan deposit operations, trust and wealth management and telecom), mergers and debit and credit processing.



## CRA Partners

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shcpfoundation.org  
david.lenoir@shcpfoundation.org

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## IntraFi Network

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Promontory Interfinancial Network is now IntraFi Network. Having built the largest bank network of its kind, we're a trusted ally to community banks that never competes with banks for their customers and that helps them to attract and maintain valuable customer relationships, grow reciprocal

deposits, manage liquidity and generate fee income, diversify funding, and reduce collateralization. Work with the market leader to grow profitability and increase franchise value. IntraFi Network's innovative balance sheet management solution — known as IntraFi Network Deposits (formerly CDARS®, ICS®, and IND® deposit solutions) — empowers institutions to increase profitability, grow franchise value, manage liquidity more easily, and serve customers better. To learn more, visit [IntraFi.com](http://IntraFi.com).



## Juniper Payments

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Juniper Payments delivers payment solutions through correspondent and direct relationships with banks. Our modular solutions are utilized by more than 3,500 financial institutions daily to drive payments from origination to delivery, both foreign and domestic. From ACH, wires and international solutions to full reporting needs and complex security, Juniper takes care of the technology so that you can focus on your customer's needs.



## KeyState Captive Management

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KeyState Captive Management (KeyState) is the country's largest provider of captive management and investment portfolio services to community banks. KeyState offers banks with over \$1 billion in assets the opportunity to form a wholly-owned captive insurance company through its Bank Captive Program. A captive insurance company, or a legally licensed limited purpose property and casualty insurance company, can augment a bank's commercial policies by covering the existing commercial deductible layers, increasing coverage levels on existing policies (excess layers), and identifying other currently unfunded risks to insure where commercial insurance is not available to the bank.

Through a captive, banks can:

- Improve their enterprise risk management;
- Better manage unfunded risks;
- Formalize a self-insurance program;
- Realize efficiencies and savings related to insurance expenses and loss mitigation; and
- Take advantage of a small business incentive available under a section of the Tax Code.

What makes KeyState's Bank Captive Program different from its competitors? The primary differentiator is KeyState's in-depth knowledge and specific expertise working with banks and their regulators in evaluating structures and responding to regulator inquiries. KeyState's team offers a turn-key product and assists the bank every step along the way.

Visit us at <https://key-state.com/> or contact us at [contact@key-state.com](mailto:contact@key-state.com) or 702.598.3738 for more information.



## Office Depot

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Office Depot, founded in 1986, is the world's leading seller of office supplies and an industry leader in every distribution channel — from retail stores and contract delivery to catalogs and e-commerce.



## OnCourse Learning

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Total Training Solutions (TTS), a leading provider of bank and credit union regulatory compliance webinars, was acquired by OnCourse Learning in May of 2018. OnCourse Learning is a member of Adtalem Global Education (NYSE: ATGE), a global education provider headquartered in the United States. It empowers financial institutions to prepare their frontlines, compliance teams, executive leadership and board of directors with comprehensive enterprise compliance, risk management and professional development education that is effective and engaging. Over 10,000 clients and partners have adopted OnCourse Learning solutions to efficiently manage complexity, change and growth. Plus, over the course of our 40+ year history we have trained over 190,000 individuals with our NMLS-approved licensure and continuing education courses.

Learn more about OnCourse Learning's history at [oncourselearning.com/business/financial-services/bank/](http://oncourselearning.com/business/financial-services/bank/)



## Purple Wave, Inc.

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Purple Wave Auction operates as a full-service seller agent to remarket agricultural, construction and transportation assets. We provide a personalized, turn-key solution for right-sizing operational assets for borrowers and bank-owned equipment sales. Also, Purple Wave is an endorsed vendor of the Kansas, Missouri and Oklahoma Bankers Associations.



Market Intelligence

## S&P Global Market Intelligence

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S&P Global Market Intelligence is committed to the success of community banks. We integrate financial and industry data, research and news into tools that help track performance, identify investment ideas, understand competitive and industry dynamics, perform valuation and assess credit risk. Community banks can gain the intelligence essential to making business and financial decisions with conviction. Visit us at [marketintelligence.spglobal.com/client-solutions/users/community-banking](http://marketintelligence.spglobal.com/client-solutions/users/community-banking) or contact us at (877) 863-1306. S&P Global Market Intelligence is an Endorsed Vendor of the KBA.



## Shred-it

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Lenexa, KS 66219  
shredit.com

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## StrategyCorps

StrategyCorps  
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compliance  
profitability  
growth

## Strunk, LLC

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Strunk has been providing fee income strategies to community banks since 1993. Our Overdraft Privilege program is being used by over 1,800 banks across the country including over 120 banks in Kansas. Strunk's Value Checking has become a very popular strategy to increase fee income by giving consumers valuable services for a small fee. Strunk's Risk Management Solution substantially reduces the time to do risk assessments. It is an affordable comprehensive risk management tool that exceeds regulatory requirements. Strunk's new Quilo program provides an all digital (smartphone) lending solution to community banks. Your bank can make consumer loans profitably with the Quilo tool. Check our website at strunklp.com or give us a call at 816-225-8793.



## Works24

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Pictured left to right: Dave Mace, Mike Pritchett, Rod Jones, Shane McCall, Clint Shapland, Kevin Mitchell



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BKD, a national CPA firm with local offices in Kansas City and Wichita.

### Brungardt Hower Ward Elliott and Pfeifer, LC

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A CPA firm with offices in Hays and Garden City providing professional services to financial institutions in the areas of tax preparation and planning, audits, directors' examinations and regulatory compliance.

### BKD CPAs & Advisors KC

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Contact: Sandy Sporleder  
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Central States Capital Markets is an investment management and consulting firm consisting of individuals with an average level of experience of over 30 years. The investment group offers portfolio analysis and consulting, corporate cash management, in-house fixed-income trading and a wide array of fixed-income and equity products. As one of the largest municipal underwriters of Kansas debt in the region, CSCM also offers primary municipal issuances and financial advisory services to local communities.



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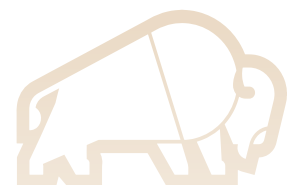
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101 Convention Center Dr., Ste. 850  
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Contact: Josh Miller  
Tel: (702) 598-3738  
[key-state.com](http://key-state.com)  
[jmiller@key-state.com](mailto:jmiller@key-state.com)

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[leeandmason.com](http://leeandmason.com)  
[llester@leeandmason.com](mailto:llester@leeandmason.com)

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Jack Henry & Associates' original business line was founded in 1976 to provide banks with off-the-shelf banking software. More than three decades later, Jack Henry Banking is a leading provider of the integrated technology platforms banks need to process financial transactions, automate business processes, and manage mission-critical customer and business information. We now serve as the primary technology partner for more than 1,300 banks ranging from community banks to multibillion dollar midtier banks and multibank holding companies, including approximately 20% of midtier banks with assets ranging from \$1 billion to \$30 billion. Our broad product and service offering enables banks to execute their business strategies with technology platforms tailored to support unique growth, service, operational and

performance goals. Our banking solutions encompass three functionally distinct core systems, more than 140 complementary solutions, in-house and outsourced delivery alternatives, contemporary technology, and the infrastructure necessary to support today's complex banking platforms as a single point of contact, ongoing service and accountability.



**Endorsed Vendor**

## Juniper Payments

9440 E. Boston St., Ste. 150  
Wichita, KS 67207  
Contact: Tracy Hearson  
Tel: (316) 239-3405  
juniperpayments.com  
thearson@juniperpayments.com

Juniper Payments delivers payment solutions through correspondent and direct relationships with banks. Our modular solutions are utilized by more than 3,500 financial institutions daily to drive payments from origination to delivery, both foreign and domestic. From ACH, wires and international solutions to full reporting needs and complex security, Juniper takes care of the technology so that you can focus on your customer's needs.

## Kansas Bankers Technologies, LLC

2035 E. Iron Ave., Ste. 220  
Salina, KS 67401  
Contact: Dahx Marrs  
Tel: (785) 783-6007  
ksbanktech.com  
dmarrs@ksbanktech.com

Kansas Bankers Technologies, LLC provides information technology consulting, engineering and management services to community banks. We assist our clients with strategic and operational challenges to generate better results. Our consultants' knowledge and experience of evolving IT regulations within the financial industry will provide value to your institution. Kansas Bankers Technologies can help in the selection, assessment, implementation, and support of business applications and technology solutions. The Kansas Bankers Technology team will help manage

and align your technology to comply with pertinent law and policies.

## Kansas Fiber Network, LLC

10875 Benson Dr., Ste. 250  
Overland Park, KS 66210  
Contact: Edward Mitchell  
Tel: (913) 245-1047  
ksfiber.net  
emitchell@ksfiber.net

Financial institutions continually process large amounts of data and handle sensitive records that require immediate access. We know you need a network infrastructure that can take care of your business while offering the peace of mind that your most vital information is safe and readily available. Kansas Fiber Network provides fast, reliable and secure fiber-optic networks throughout the region to service financial institutions of all types and sizes. We have significant experience servicing banks and other financial service providers and we have the fiber connections available to give you branch-to-branch interconnectivity, even in rural areas.

## LightEdge Solutions

909 Locust St., Ste. 301  
Des Moines, IA 50309  
Contact: Shawn Rielly  
Tel: (515) 471-1259  
lightedge.com  
srielly@lightedge.com

LightEdge Solutions is an experienced and proven leader in, data center, Enterprise IT cloud solutions, and network integration, providing businesses with reliable access to Fortune 100-level infrastructure that quickly adapts and scales to meet changing business requirements. LightEdge, which is owned by The Anschutz Corporation, was founded in 1996 and is headquartered in Des Moines, Iowa. LightEdge serves both Midwestern and national companies from its five regional office locations with scalable and customized IT solutions that leverage a fully redundant network backbone connecting all carrier neutral data centers, as well as an experienced team of engineers.

## Networks Plus

1251 SW Arrowhead Rd., Ste. 110  
Topeka, KS 66604  
Contact: Adam Boyle  
Tel: (785) 267-6800  
networksplus.com  
aboyle@networksplus.com

Networks Plus provides proactive IT solutions, disaster recovery, elite backup solutions and various managed services for our customers.

## Nusource Financial

9749 Hamilton Rd.  
Eden Prairie, MN 55344  
Contact: Debbie Korte  
Tel: (785) 766-2212  
nusourcefinancial.com  
debbiek@nusourcefinancial.com

Nusource pairs cutting edge technology with world-class service for financial institutions across the United States. We strategize and implement branch transformation, security and service solutions. Through partnerships with companies such as highly regarded Nyosung, Nusource is committed to tailoring strategies to the particular needs of financial institutions.

## Oxen Technology

8406 W. Maple St.  
Wichita, KS 67209  
Contact: Kelle White  
Tel: (316) 328-6266  
oxen.tech  
kwhite@oxen.tech

Oxen Technology is a managed security service IT provider.

## Premier One

1130 SW Winding Rd.  
Topeka, KS 66615  
Contact: Travis Cole  
Tel: (785) 354-8233  
premier-one.com  
travisc@premier-one.com

Premier One is an outsourced IT services partner providing supplemental IT helpdesk services,

systems security services, server and network infrastructure, Microsoft 365 and Azure management, and IT consulting.

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## Scantron Technology Solutions

2020 S. 156th Cir.  
Omaha, NE 68130  
Contact: Michelle Travis  
Tel: (800) 228-3628  
scantron.com  
michelle.travis@scantron.com

Scantron Technology Solutions, a single-source technology provider under Scantron Corporation, assists financial institutions and other commercial industries with managed IT, print, hardware and professional services. Scantron Technology Solutions offices in Omaha, Nebraska. Scantron Corporation is headquartered in the Twin Cities of Minnesota, with other locations in the Research Triangle of North Carolina and Columbia, Pennsylvania.

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## Verge Network Solutions, Inc.

12308 Hidden Forest Blvd.  
Oklahoma City, OK 73142  
Contact: Glen Patterson  
Tel: (405) 782-8400  
VergeNetwork.com  
Glen.Patterson@VergeNetwork.com

Verge Network Solutions specializes in serving the telecommunication needs of community banks, focusing on the design, implementations and support of voice communications over the bank's network. We become a single point-of-contact to assist the bank in reducing recurring communications expenses while deploying advanced technology to help the bank better serve its customers.

## Trust, Wealth Management & Executive Compensation

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### Advantage Trust Company

P.O. Box 1337  
Salina, KS 67402  
Contact: Brian Boyer  
Tel: (785) 452-3561  
advantagetrustco.com  
boyer@advantagetrustco.com

Advantage Trust Company is a Kansas-chartered trust company.

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### Assured Trust Company

8717 W. 110th St., Ste. 420  
Overland Park, KS 66210  
Contact: Evie Curtis  
Tel: (913) 521-9200  
assuredtrustcompany.com  
e.curtis@assuredtrustcompany.com

Headquartered in Kansas, Assured Trust Company focuses on assisting persons with disabilities and those experiencing the transitions of aging.

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### Banc Consulting Partners

4100 SW Stone Ave.  
Topeka, KS 66610  
Contact: Mike Norris  
Tel: (785) 224-7388  
bancconsultingpartners.com  
mike.norris@boli-advisors.com

Banc Consulting Partners, LLC, is an industry leader in the design, implementation and administration of Bank-Owned Life Insurance (BOLI) and Nonqualified Deferred Compensation programs. Led by a team of seasoned consultants with extensive experience in the BOLI, benefits and banking arena, Banc Consulting Partners is uniquely positioned and steadfastly committed to providing comprehensive consultation and service to the community bank marketplace. Banc Consulting Partner's diagnostic

approach, client-centric philosophy, and an underlying focus on aligning institutional objectives in a manner that fosters trusted and meaningful relationships have helped hundreds of institutions across the country attract and retain quality leadership while optimizing earnings to offset the ever-increasing cost of employee benefit obligations.

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### Bank Compensation Consulting

1004 Big Goose Rd.  
Sheridan, WY 82801  
Contact: Richard Bratten  
Phone: (303) 482-1844  
bcc-usa.com  
rich.bratten@bcc-usa.com

Bank Compensation Consulting (BCC) specializes in assisting financial institutions with the evaluation of their compensation programs nationwide to help community banks attract, retain, and incentivize key personnel. With BCC's help, banks identify opportunities to create customized plans that align the interests of shareholders, directors, and officers while ensuring that all regulatory, tax and accounting issues are properly evaluated and addressed. BCC also helps identify ways to offset the cost of plans with Bank-Owned Life Insurance (BOLI), representing all of the major BOLI providers in the market. BCC has helped more than 600 banks in 40 states with an expert team that includes CPAs, CFP®s, attorneys, MBAs, and current/former bank directors. Regional Managing Director Richard Bratten, a Fellow of the Society of Actuaries (FSA) and Chartered Financial Analyst (CFA), has worked in this market for over two decades, bringing unparalleled expertise and proactive, high touch service to community bankers. BCC is committed to providing best in class service to their clients with their in-house team of professionals and proprietary service platform, backed by their SAS70/SSAE16/SOC certification.

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### Beneficient Fiduciary Financial, LLC

105 N. Main St.  
Hesston, KS 67062  
Contact: Alan Deines  
Tel: (785) 820-7590  
beneficient.com  
alan.deines@beneficient.com

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### CNB Custody

225 Main St.  
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Contact: Michelle Thomas  
cnbcustody.com  
mthomas@communitynationalbank.net

CNB Custody specializes in holding alternative assets in IRAs including real estate, precious metals, cryptocurrency, bank stock, and other non-traded investments. When your investors want to purchase bank stock with IRA funds or customers ask about real estate, crypto or other investments in IRAs, we are the experts to help make this happen. We are not financial advisors and will not ask them to invest more than they wish so they can keep the remaining funds with your bank. With more than 35 years of IRA experience, CNB Custody has built a reputation for providing exceptional service, record-keeping accuracy and competitive fees. CNB is an award-winning custodian with over \$3.5 billion in assets under custody. A member of the Retirement Industry Trust Association, CNB can assist with Roth, Traditional, and SEP IRAs.

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### Country Club Trust Company

P.O. Box 413038  
Kansas City, MO 64141  
Contact: Suzie Hall  
Tel: (816) 360-8624  
shall@countryclubtrust.com

Country Club Trust Company, a wholly-owned subsidiary of Country Club Bank, is the Kansas City region's only nationally chartered bank dedicated to providing investment management and trust services,



maintaining offices in Kansas City, Missouri; Prairie Village, Kansas; and Leavenworth, Kansas. In today's ever-changing banking environment, Country Club Trust Company stands out as a team of experienced professionals committed to delivering quality service and personal attention. With over 35 full-time professionals, the company provides clients with an objective, noncommission-based approach to investment management. Our goal is to become the "Trust Company of Choice" in the Kansas City region.

## Executive Benefits Network

4601 W. 6th St., Ste. A  
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Contact: Joe Jones  
Tel: (785) 640-7172  
ebn-design.com  
jjones@ebn-design.com

EBN specializes in the design, administration and informal financing of executive compensation and benefit plans, as well as the procurement of bank-owned life insurance programs.

## Great Plains Trust Company

7700 Shawnee Mission Pkwy., #101  
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Contact: Tully McCoy  
Tel: (913) 831-7999  
greatplainstrust.com  
tully@greatplainstrust.com

We are an independent trust company.

## Korol Financial Group, LLC

10333 E. 21st St. N, Ste. 203  
Wichita KS 67206  
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Tel: (316) 789-0321  
korolfinancial.com  
craig.korol@korolfinancial.com

We provide 401(k) services, including plan and participant education, as well as executive compensation strategies, BOLI options and personal financial planning.

## Mainstar Trust

214 W. 9th  
Onaga KS 66521  
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Mainstar Trust provides custody services for self-directed IRAs, HSAs, small business retirement plans and nonqualified accounts.

## Midwest Trust Company

5901 College Blvd., Ste. 100  
Leawood, KS 66211  
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## Pentegra Retirement Services

701 Westchester Ave., Ste. 320E  
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pentegra.com  
ken.jackson@pentegra.com

Pentegra Retirement Services is a leading provider of retirement plans, fiduciary outsourcing and benefits financing solutions to community banks nationwide. Founded by the Federal Home Loan Bank System in 1943, today Pentegra manages over 4,000 retirement plans and more than \$10 billion in assets. Our value-added qualified and nonqualified solutions are designed to drive retirement plan effectiveness, attract and retain quality employees and help banks build a competitive advantage.

## Security Trust & Investments

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Overland Park, KS 66211  
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Tel: (913) 319-0350  
securitytrustkc.com  
josullivan@midwesttrust.com

We are a full-service trust, fiduciary investment management firm.

## TCK — The Trust Company of Kansas


P.O. Box 3699  
Wichita KS 67201  
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tckansas.com  
cenglish@tckansas.com

Our people at TCK — The Trust Company of Kansas offer many advantages to our clients. You work with decision-makers when you work with our experienced trust administrators. Planning solutions is our specialty. Our knowledgeable people will help clients plan for retirement as well as complete their estate planning. Investment planning is something we do every day. At TCK, we are always your advocate, never an adversary.

## The Trust Company

P.O. Box 1806  
Manhattan, KS 66505  
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thetrustco.com  
donnar@thetrustco.com

The Trust Company was founded on Oct. 1, 1992. A small group of local investors formed The Trust Company as an independent, state-chartered trust company in response to the local demand for professional capital management and fiduciary services. The company opened its doors with \$25 million in assets under management. Its staff of 31 employees now provides professional investment management; estate, retirement and financial planning; employee benefit plan administration and trust and fiduciary services for individuals, families, businesses and charitable organizations. The professional staff includes licensed attorneys, certified financial planners, certified trust and financial advisers, a certified public accountant and a member of the CFA Institute.



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- MY BANK WANTS MORE FLEXIBILITY IN DETERMINING MORTGAGE PRICING AND FEE INCOME EARNED ☐ TRUE ☐ FALSE
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