



Marquette Banker

“A new generation of bankers”

College of Business Administration
Commercial Banking Program

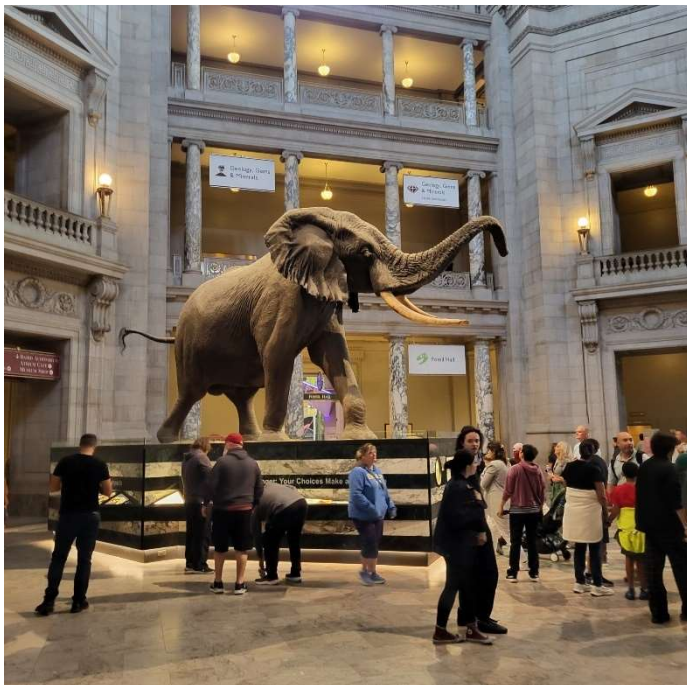
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What an exhilarating time to be in banking! The fall semester, being an election year, was a most exciting time to visit Washington DC, to experience the Fed rate reductions, the abatement of inflation, and much optimism for the future. Even a “night at the museum” (left), with all its history and preservation of the past, does not deter us from the optimistic future ahead. More on Washington later.

On a sad note, Marquette University lost a good friend, and a great president this past summer, with the passing of Dr. Michael Lovell. Dr. Lovell was a great supporter of this program, and I would be remiss in not acknowledging the impact he has had and the legacy he leaves behind. He will most definitely be missed. We wish our new president, Dr. Kimo Ah Yun, all the support, encouragement, and best wishes for much success in continuing our great traditions here at Marquette.

Another notable change that has taken effect over the summer as well was the retirement of our interim Dean, Mr. Timothy Hanley. Tim produced many significant accomplishments for the college, and the university as well, during his tenure, for which we are eternally grateful. Among his many successes, he leaves an incredible array

including our new building, O'Brien Hall, enrollment increases, and a significant amount of funding to support our many programs. Most of all, Tim has always been a major advocate of the Commercial Banking Program, and I appreciate all the support he has provided over the years. Although these are big shoes to fill, Tim has been replaced by an equally qualified and energetic leader, Mr. Andrew DeGuire, Keyes Dean of the College of Business Administration. Andrew has already hit the ground running continuing upon Tim's legacy and developing many initiatives in the few months he has been on board. Andrew brings an extensive network of business professionals and experience, most recently from Northwestern Mutual, from which we all continue to benefit from. We wish him much encouragement and support for continued success in the years to come in his new role.

I am most optimistic for the forthcoming years for this program, many exciting initiatives planned, and outstanding support from our many, many partners in the industry.

Program Enrollment and Results

As I said, our overall enrollment has grown significantly in the College of Business Administration. Although I suspect the recent success of our basketball team has raised interest in our university, I believe that our records of success in job placement, innovation, and applied education in the programs we offer has created considerable interest in Marquette. This has translated into much greater interest in the Commercial Banking Program and careers in commercial banking. In the 2023-2024 academic year we have added twenty-two students to the program, the most in our history. Thus far, we continue to have a 100 percent job placement

result for all students who have entered and completed the program. During the 2024-2025 academic year we have added five students and are evaluating another four students. I anticipate more interest in the spring semester and hope to equal and exceed what we did in the 2023-2024 academic year.

Our students are well-versed in banking education when they leave this program, with significant depth in terms of understanding the banking environment, structure, regulatory world, management of a bank, risk management, loan underwriting, and considerable financial knowledge. As you know, our program is selective, meaning our students must be interviewed, held to a higher GPA requirement, and required minimum grades in all core courses. This has resulted in an average GPA for our program students of 3.31 on a 4.00-point scale. My goal continues to be to provide excellent careers for students and outstanding financial talent for the industry. With your support, I continue to focus on this as my mission.

Advisory Board/Founders

Our Founders Circle continues to grow with fourteen founders. The support and partnership provided by these organizations is immensely appreciated and will be forever associated with this program as we continue to grow in size and influence in the industry. Many of these founders have come from our excellent advisory board and executive-in-residence committee participants. Not only are these individuals influential in their organizations and the industry, but they also provide me with much input and support for the requirements of this program, particularly maintaining the quality and content of the curriculum, activities we provide, internships, and jobs, most of all. I continue to seek additional members and well as additions to our Founder's Circle. Please reach out to me should you be interested.

Activities and Plans

One of the major aspects of this program, and, a differentiator, is the myriads of activities we engage in. I am a firm believer that students benefit significantly from exposure to the banking environment physically, as well as to the agencies that affect banking and the derivation of regulations and policies that drive our industry. This semester continued with this focus.

Chicago Field Trip

This semester we visited the financial district in Chicago in September. With a group of twenty-one students we visited the Federal Reserve Bank and, for the first time, Northern Trust on LaSalle St. (pictured right). During this visit we met with Mark Taylor, Chief Banking Officer, as well as with Marquette Alum, Megan McCarthy and Catie McWeeney.

Banker Panel Discussions

During the semester the Commercial Banking Club, under the leadership of Jimmy Helm, President, conducted several banker panel discussions for club members, program members, and interested students. Panel discussions were conducted with Ixonia Bank, PNC Bank, and a panel of bank CEOs including Greg Larson, CEO of Ixonia Bank and Heather Nelson, CEO of Spring Bank. These panel discussions allow students the opportunity to gain experience and ask questions of seasoned bankers, to stimulate their interest in a banking career, and understand the opportunities afforded them from membership in the Commercial Banking Program.





Washington DC Field Trip

This semester we conducted our second annual Washington DC trip. A total of ten students joined us for the trip. During our travels we visited the US Treasury's Bureau of Printing and Engraving which is part of our curriculum on the origin of US currency, and the Office of the Comptroller of the Currency (OCC). While at the OCC, we met with acting director Michael Hsu (pictured left), who provided an in-depth presentation on the origins, careers, and importance of the OCC. We were most thankful for the time afforded us by him and the agency.

In addition, and at the last minute, many thanks to Janis Pappalardo, Deputy Associated Director for Research, Monitoring, and Regulations, who carved out time late in the day to spend some time with her and her team at the Consumer Financial Protection Bureau (CFPB). Given our focus on meeting with critical agencies involved with the banking industry, this was a most informative session.

After a fantastic dinner at Old Ebbitt's Tavern, we continued our visit the following day with a meeting with the American Bankers Association at their headquarters. Organized by advisory board member Jamie Beaulieu, SVP of executive education at the ABA, she scheduled congressional lobbyists Frank Pigulski and Chris Fisher, and their director of human resources, Loren Wray and associate Arlette Philogene-McGhie who provided outstanding and very timely information and advice for our students, including critical interviewing skills and internship opportunities at the ABA. Next, we met with Garrett Reilly, staff to Senator Ron Johnson in the Hart Office Senate building, after which we were afforded a personal tour of the Capitol (from alum Render Symanski) as well as the House and Senate chambers, accessed via the underground shuttle senators use to quickly get to the chambers. Our final visit was to Marquette's Les Aspen Center. Paul Nolette, director of the center provided an overview of Les Aspen, its purpose and opportunities, and a look toward the future for expanding the center's benefits to other disciplines, including commercial banking. This is always a most fruitful trip and expands the opportunities for internships and careers for students interested in government agencies, financial services in Congress, and the American Bankers Association.



ABA National Convention New York

This year, I attended the ABA's national convention in New York again. I am a member and participate in the ABA's Academic Partners committee symposium, conducted by Jamie Beaulieu. In addition, the keynote speaker at the convention was Jamie Dimon of JP Morgan Chase. This was an informative discussion and provided much insight, and anticipations, for the future of regulation. The address occurred prior to the election, thus the comments that were made were without knowledge of the results.

Career Night

Once again, an all-freshmen career night for College of Business Administration first-year students was held in November. This year we moderated the finance panel discussions, as in previous years, which provided a terrific opportunity to emphasize the many benefits of a career in commercial banking and the opportunities afforded from membership in the Commercial Banking program. Although I normally moderate this event, I unfortunately lost my voice that night and club president, Jimmy Helm, masterfully stepped in. Among the panelists were alum Andrew Oates of BMO, John Lyons (retired OCC National Bank Examiner), Chris Farrell (FBI Special Agent), and Charles Koretke of the SEC. This is a well-attended event and supports our recruiting efforts very effectively.

Commercial Banking Program Open House

As we do each year for recruiting efforts, an open house was conducted in October. The open house was well attended with over thirty students attending to learn about the program and the industry. From this session a number of students applied for the program, which is the goal.

Recruitment for Zurich Switzerland Trip

Although our Zurich Switzerland study abroad trip occurs in March, marketing and recruiting begins in September to meet a deadline of mid-November for students to apply and to determine if there is enough interest to conduct the trip. This year, I am happy to say, we had a record twenty-five committed applicants. This is a sizeable group, and we are quite pleased with the turnout. Last year we had nineteen students participate, which is a sign of its growing popularity. This is a finance/commercial banking trip with visits to UBS, the Swiss National Bank (equivalent to our Fed) and a local community bank in Switzerland. The trip is designed in conjunction with ZHAW University in Winterthur Switzerland to educate students on the Swiss economy, the banking environment in Switzerland and the major financial hub of Zurich Switzerland. In addition, we will have company visits to the Lindt Chocolate factory and Victorinox, as well as tours of the old town of Winterthur, and Zurich, and a trip up Mt. Rigi for a panoramic view of the Alps. This will be our fourth trip.

Next Semester Plans

During the spring term we are planning the following activities and events:

- **Chicago Field Trip:** In April we will visit the Chicago Federal Reserve, Bank of America, and hopefully Capital One.
- **Banker Panels:** Panels are being developed for sessions with club members and exposure to jobs. We plan to partner with the FMA Finance Club for joint events. I am the advisor of both clubs.
- **Annual Conference:** We will host an annual industry conference again. Hold the date of April 17th for this event. The topic is to be determined, although it will be timely to the banking industry.
- **Networking Event:** In April we will conduct a networking event for first-year students and sophomores in O'Brien Hall. Invitations will be extended to our banking partners to participate in this event, which is planned for April 23rd. Please record this date and let me know your interest in participating.

Innovation and Curriculum

This semester we have made some significant strides related to the content of the program and initiatives for the industry.

Curriculum

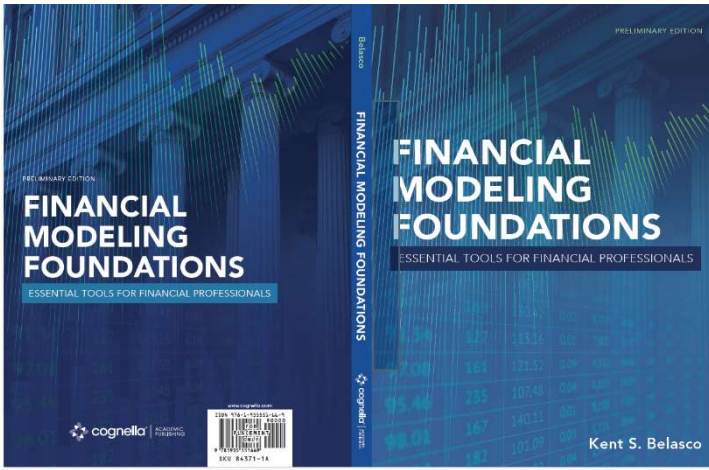
This semester in conjunction with Dr. Joe Wall, we agreed to permit students to double major in Commercial Banking and Applied Investment Management (AIM). This expands the knowledge of students in the finance discipline for careers in both areas and makes them more marketable and knowledgeable of the economy, banking, finance, and investments. This prepares students for potential careers in wealth management, credit management, and risk management, the three major areas of concentration in commercial banking. This past semester we had two students who are double majors in Commercial Banking and AIM participate.

Certification Program for Commercial Bankers

Progress continues on the development of the Certified Professional Banker designation. At this juncture, we are in the process of developing a front-end website and eCommerce sites for candidates to visit, register, and make payments for the course modules and examinations required. We continue our relationship with SS&C, Inc. to provide the library of courses and the structure for the certification program. Course development and modification is currently in process, and I anticipate a pilot program in 2025, with preliminary marketing beginning within that time as well. I have taken the opportunity, while in Washington DC to expose some of the agencies we visited to obtain their support for this program.

Loan underwriting education.

One of the major jobs focused on our curriculum is loan underwriting education. As you know, we have partnered with Community Development Financial Institutions with WWBIC and MEDC in Milwaukee to provide our students with actual loan prospects to analyze and present to a professional bank credit committee. This experiential learning is critical to our education and prepares students well for this discipline. This year we are planning to utilize our revolving loan portfolio provided by Town Bank (Wintrust Bank) and to expand on this to permit lending to the international small businesses we work with in Honduras and Panama as part of the Global Brigades/Eskala organization. This will allow our students to consult, analyze, talk directly to, and lend money to small businesses, and to track their progress, which enhances the education we provide in this area.



Financial Modeling Textbook I recently finished my second textbook, “Financial Modeling Foundations: Essential tools for financial professionals,” which has been released as a preliminary edition for class use in January. This is published through Cognella Academic Publishers of San Diego, California. This publication focuses on key financial models that financial professionals and students would use, using Excel, and are important to know. The text provides detailed steps to build the model and will have templates available from a website. The text will be released nationally in late 2025 for adoption by other universities and organizations. Please let me know if you would like more information regarding this text.

Les Aspin Partnership

Given our recent trip to Washington DC, Paul Nolette (right), director of Les Aspin, is planning to expand Les Aspin to other disciplines so as not just political science, which are at its roots. Les Aspin allows students to live in Washington DC and engage in internships in the summer and during the year in Congress and other areas related to their education in political science. This has created an opportunity for commercial banking, since all the regulatory agencies are in DC, as well as financial services committees in Congress, associations such as the ABA and Independent Bankers Association, and the FBI. These organizations can provide internships and experiences to students interested in government work but also related to the financial world of commercial banking as well. Paul and I have discussed establishing mini courses that would be taught at Les Aspin around the internships. These courses could focus on specific items such as monetary policy, anti-money laundering, financial crime, fiscal policy, issues in banking, specific regulations, and more. These would be taught by professionals in these organizations or other professors. As a result, Les Aspin is included in my program as an internship opportunity as well as another avenue for career aspirations related to these organizations such as the regulatory world.



Executive Education and Collaboration

Given the many courses that have been developed in the program, and the tools used such as a bank simulation, an opportunity exists to assist banks where specific training is no longer provided or has been reduced over the years. We can provide specific workshops, team building exercises, and development efforts in the areas of financial modeling and other areas of research where the bank has limited time or resources available. If there is interest in any of the following areas, please do not hesitate to reach out to me and we can arrange an exploratory meeting. Areas of consideration include:

- Bank simulation team building (managing a bank)
- Loan underwriting skills.
- Financial model development
- Research in areas such as risk management, and others

In addition, we are happy to host meetings, or other events that you might be planning at our O’Brien Hall. We have available rooms that can be used for various events should you be looking for a convenient place for conducting these. Again, feel free to reach out to me and/or to my assistant Sue Daye (susan.daye@marquette.edu) if you are interested.

Exposure

Marketing and awareness of this program are of utmost importance. We continue to make strides to create awareness of our existence and what we do. This is accomplished through TV, radio, LinkedIn, internet, newspaper, and business publications which

I participate in. We greatly appreciate any effort you can make to pass this newsletter on to contacts you have, alumni, and anyone that would benefit from what we can offer.

This fall I was invited to address the state of Wisconsin Department of Financial Institutions examiners at their annual conference, to discuss current issues in banking. I am more than happy to speak to groups like this or in your organizations, or boards, where this may be of benefit to you. Please feel free to reach out to me.

Support

I am most thankful to all of you for your continued support of this important program. As a self-funded program your contributions make this program possible and allow me to develop exceptional materials, and experiences for our students, and exceptional talent to the industry. Please feel free to circulate this newsletter to others that you feel would be interested. As always, please use the following link to provide support to the program.

[Commercial Banking Program Support](#)

I appreciate you forwarding this newsletter to other interested parties and to those colleagues and potential students who can benefit from this program.

Please don't hesitate to reach out to me directly or visit our website at <https://www.marquette.edu/business/banking/>

Happy New Year and thank you for your continued support! I look forward to hearing from you soon.

FOUNDERS



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