

# Independent Banker

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What's it like banking cannabis today?

We hear from the community banks on the vanguard



**CHANGE MANAGEMENT MADE EASIER**  
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## TOP LENDERS 2024

This year's honorees, including Spring Bank, tell us what it takes to be a winning loan producer in today's environment

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► Spring Bank in New York City is one of our top commercial loan producers. From left: Brooklyn branch manager ReyJane Gaudin, president and CLO Akbar Rizvi, and Bronx branch manager Josefa Ruiz



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## Turning Your Loan Data Into Insights

by David Littleton, Director, Data Analytics and Product Management, IntelliCredit



**N**ow's a good time to remember that "headlines don't tell the whole story."

To truly understand YOUR credit story, you must dig deeper into your loan data to understand the "why" and proactively uncover potential weaknesses in your portfolio. Early detection means fewer losses.

### Your loan portfolio data is your DNA. Here's why you need to use it.

#### Always know where you are with your portfolio and monitor trends.

Having a clear understanding of your bank's portfolio is absolutely critical to building strategy. This includes knowing where you've been and where you're headed, monitoring trends, and comparing your bank to the rest of the industry. Gaining better access, analysis and management of your loan-level data is key to peeling back the layers and transitioning from the "what" to the "why." Mastery of your portfolio monitoring will instill confidence in regulators.

#### Turn raw loan portfolio data into actionable information.

Never lose sight of writing your own credit story for regulators. By consistently analyzing your loan data, you can anticipate questions from regulators and confidently answer with real, actionable insights. Easy loan-level analysis will keep you ahead of stress markers, provide a view of risk migrations between periods, let you see the distribution of risk by concentration, help you track upcoming maturities, and so on. This is how to shift from reactive to proactive and write your own credit narrative.



#### Gain insights into portfolio segments/niches and concentrations.

You must also monitor trends within niches or concentrations unique to your institution or emerging in the industry or region. Detailed analysis of your loan data provides the ability to view your portfolio from a 30,000-foot level, drill down to analyze by subsegments, and go all the way to the loan level. The insights you gain will help you identify and act on weaknesses, mitigating risk at the earliest opportunity.



#### Easily report to the board and management.

Knowing the data and your story is one thing, but conveying the information concisely and routinely to your board and executive team is another. And as your credit script evolves, so too must your reporting. Banks that rely on inflexible core system reports or inefficient manual spreadsheets will struggle here. It's important to have tools that simplify both data analysis and reporting.

### In summary...

Know your portfolio's DNA before regulators arrive. Under increasing regulatory scrutiny, banks must be proactive in monitoring weakening trends and emerging hotspots, particularly within lending concentrations. Your loan data can be a powerful tool that drives better insights, processes and decisions. Put it to work for your bank!

*David Littleton is director of data analytics and product management at IntelliCredit™, a division of QwickRate®, and a key contributor to client success and product onboarding.*

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