# Introducing Aery Group



- A separate group of US Eagle
- New Mexico's first and only credit union providing compliant banking services for CRBs
- Recognized by NM AG as first FI in country to achieve certification for cannabis banking protocols and practices
- Staffed by Financial and Compliance experts with 95+ years of combined experience





## **What Aery Provides**

- Aery works to create a place for CRBs to:
  - Receive Compliant Banking services
  - Safely deposit and account for cash
  - Utilize business checking accounts and debit cards to increase safety
  - Use Online and Mobile banking
  - Make ACH payments and deposits
  - Increase the personal safety of their customers and their employees



### **How Aery Operates**

- Introductions with potential member to ascertain needs
- Application and Onboarding process
  - Nearly all conducted remotely
  - Secure Drop Box for doc exchange
- Separate Compliance Review before Account opening
- Continuous Monitoring of Account Transactions
- Monthly Review by BSA Officer





## **Application/Onboarding Process is Stringent**

- Significant amount of background, financial records, and history of all partners, managers, and anyone else involved with running the company.
- Most applicants are not used to that kind of scrutiny, but education on compliance and risk "usually" overcomes the resistance.
- Aery operations are based on proven methods.





## **Ongoing Monitoring Keeps Both Parties Safe**

- Through ongoing monitoring, members are protected from fraud and provided with a sound financial audit trail.
- Monitor publicly-available sources for adverse information about the CRB and related parties.
- Monitor for suspicious activity including, but not limited to, red flags described in FinCEN guidance.





## What Aery does for CRBs

- Maintain compliant banking transactions
  - Business checking accounts
  - Savings accounts
  - Debit cards
  - Online and mobile banking
  - Online Bill Pay
  - ACH (electronic transfers)
  - Domestic wires
  - Cash handling services

- Secure physical cash
- Gain access to normal payment channels via debit purchases
- Maintain a compliant and safe operating environment
- Meet state reporting requirements
- Focus on business, NOT banking issues





### Aery Group Website www.useagle.org/cannabis-banking

- Home An overview of Aery
- <u>Services</u> Banking services we provide
- <u>Resources</u> Links to state and fed regulations, guidance, related orgs
- **<u>Contact</u>** Prospective Member Information Form
- **Blog** Timely and relevant conversations





### Why Compliant Banking is Important to the Cannabis Industry and to New Mexico

#### **Protect CRBs**

- Provides compliant bank records for audits and tax purposes, satisfying NM rules for financial record keeping
- Validates cash sales income
- Insures deposits (up to \$250K)

#### **Protect the Industry**

- Ensures all principal owners, operators, and employees are vetted
- Ensures all transactions are validated

#### **Protect New Mexicans**

- Ensures cash is handled securely
- Incentivizes legal business operations
- Tracked, verified sources of cash/sales can be taxed and enter the general economy with confidence





## **Compliance Certification**



US Eagle earned a certification in safe banking protocols that establishes high levels of compliance standards and risk mitigating strategies for banking cannabis and hemp businesses.

Issued by the Policy Center for Public Health & Safety and presented by NM Attorney General Hector Balderas

First financial institution in the country to receive this certification.





## **Contact Information**

### **Aery Group**

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www.useagle.org/cannabis-banking



