

April Ulrich joined NBT in 2022 after a long career locally with Key Bank and was promoted to Regional Executive for NBT's newly launched Private Bank in August 2023. April has more than three decades of extensive financial services experience and a broad knowledge of banking, credit, investments, and financial planning. Her previous roles include area retail leader, commercial loan officer, SBA Relationship Manager and Federal bank examiner. April earned a bachelor's degree and an MBA from University at Albany.

April's professional leadership and experience as well as her community leadership has proven to be instrumental in the successful launch of NBT's Private Bank program in the Capital Region. April's ability to cultivate long-term relationships with c-suite executives, business owners and medical professionals has enabled the team to acquire over 135 new client relationships in just two years. April has been able to expand the Private Bank team to 8 team members within the past 12 months and has successfully scaled the expanded wealth initiative across the NBT enterprise. April and her team have created multiple new banking solutions to allow NBT to meet the unique banking and lending needs of high net-worth clients and prospects.

April is a lifelong supporter of the communities that she lives and works in. When April's children were young her network revolved around Boy Scouts, Girl Scouts, and local PTA and Rotary membership. One of her fondest memories of that time was hosting a Rotary exchange student from Japan.

After April's children started college at the University of Albany, she relocated to the Capital District and achieved her own goal of obtaining her MBA in 2011. April transitioned her community service from scouting and PTA to local nonprofits that have benefited from her critical thinking skills and financial acumen. April was awarded the Financial Services Champion award in 2008 from the SBA NY District office and in 2010 April participated in the LLS Women of the Year campaign.

Additionally, April is a Leadership Tech Valley (LTV) Graduate of 2015 and served on the LTV steering committee for three years. She has previously been a board member of the Addictions Care Center of Albany and served as Treasurer while on the Board for The Food Pantries of the Capital Region. April is currently VP of the Board of Directors for Trinity Alliance of the Capital Region and Chair of the Capital Campaign, and a board member of The Palace Theatre.

In addition to family and community service, April is passionate about supporting women owned businesses (WOB). Through her years as a commercial lender April has had the privilege of working with dozens of women owned businesses. April has been a strong and vocal advocate and has supported WOB by providing access to much-needed capital and guidance to launch and/or grow their businesses.

April led the Key4Women affinity group locally for several years and was also actively involved with the Women Presidents' Organization (WPO) while employed at Key Bank. With the support of senior leadership at NBT, April continued her endorsement of the WPO as NBT took over the

WPO sponsorship in January 2024. NBT's support of WPO is not just monetary; April and her team organize multiple educational events to provide current financial and economic information to the four local chapters of WPO.

April and her husband Curt reside in Loudonville where they love to host their 9 grandchildren ranging from 2 to 12 years old!