

2020 South Dakota Bankers Association

# **Associate Member Directory**



# Connecting

Businesses in the Banking Industry



Educate. Advocate. Grow.

## Connecting Businesses in the Banking Industry

# **2020 SDBA Associate Member Directory**

#### A Great Resource—SDBA Associate Members

The South Dakota Bankers Association is pleased to provide our member banks with this directory of 2020 associate members. SDBA associate members are an invaluable resource for the SDBA and its member banks.

Associate members are board-approved companies that provide significant and ongoing services to the South Dakota banking industry. These companies are at the leading edge of their business, whether it is technology, service or product-based. Through their annual membership, these companies are able to build strong relationships with banks and stay informed of changes and trends of the financial services industry in South Dakota.

The SDBA appreciates the assistance and support it receives from its associate members. Not only do these companies bring top-of-the-line products and services to South Dakota's financial industry, but they also take part in the Association by sponsoring and attending the SDBA's convention, conferences and other events.

Please take the time to look through this guide and take note of the wide array of products and services that these companies provide. When you are looking for bank solutions, please reference this guide and those members that truly care about banking in South Dakota and are proud to be associate members of the South Dakota Bankers Association.

Sincerely,

Curt Everson, President

South Dakota Bankers Association

ule A. Eren



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PO Box 1081 | Pierre, SD 57501 605.224.1653 | 800.726.7322

www.sdba.com

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Dougherty & Company LLC		Small Business Administration
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Epicosity		Sycorr
Equity Trust Company		Tuscan Club Consulting
EverFi		UMACHA
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Federal Reserve Bank of Minneapolis.		USDA/Rural Development
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## **★2020 SDBA Endorsed Vendors**

The companies highlighted in blue are endorsed by the SDBA. The SDBA endorses and promotes products and services that have been thoroughly reviewed and were selected based on their ability to meet the SDBA's highest expectations for quality and service. The SDBA provides its members access to quality products and services that will improve their competitive standing and/or increase their profitability, while providing a source of non-dues income to the SDBA and enhancing the value of SDBA membership.

## ■ Accounting & Auditing

#### **BKD CPAs & Advisors**

Chris Van Long, CPA-Partner 1120 South 101st Street, Suite 410 Omaha, NE 68124 ☎ 402-392-1040

cvanlong@bkd.com www.bkd.com

More than 1,500 financial institutions across the country depend on BKD for a variety of consulting and compliance services, including audit, tax, regulatory compliance, loan review, risk management and more.

#### Cain Ellsworth & Company, LLP

Shane Jager, CPA/Partner 5130 E 57th St

Sioux Falls, SD 57108

**2** 605-610-4611

sjager@cainellsworth.com www.cainellsworth.com

At Cain Ellsworth, we know that local banks lead strong communities. That's why for more than 50 years, we have partnered with community banks to provide expert business accounting, consulting, assurance, regulatory, and income tax planning and preparation services to community banks across the Midwest. Our goal is to help our clients achieve their fullest potential. More than accountants, we provide smart business advice, proactive planning and unsurpassed personal attention. We invite you to experience the Cain Ellsworth difference and service that goes "Beyond the Numbers."

#### CliftonLarsonAllen, LLP

Neil Falken, CPA, Principal 220 S 6th St, Suite 300 Minneapolis, MN 55402-1418 612-376-4532

neil.falken@CLAconnect.com www.CLAconnect.com

CliftonLarsonAllen's Financial Institutions Group is a leader in providing audit, tax, consulting and outsourcing capabilities to banks. Our experience is unparalleled in the financial institutions industry. We will help you meet the challenges of a changing environment.

#### **Custom Consulting**

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**2** 605-941-4012

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**888-777-2015** 

tfogarty@eidebailly.com www.eidebailly.com/fi

As CPAs and business advisors, Eide Bailly serves banks by providing tax and assurance services, internal audits, compliance consulting and loan review services, data analytics, technology examination services, strategic planning, bank stock valuations and bank merger & acquisition analysis and assistance and fraud investigation. Eide Bailly is ranked as one of the 25 largest CPA firms in the nation. The regional CPA and business advisory firm offers a team of professionals who work specifically with clients in the financial institutions industry. What inspires you, inspires us. ~ www.eidebailly.com/fi ~

#### **RSM US LLP**

Corey Fishel, Partner 110 S Phillips Ave, Suite 300 Sioux Falls, SD 57104-6721

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corey.fishel@rsmus.com www.rsmus.com

RSM, through our local banking team and national consulting resources, is committed to providing high quality services to banks. In addition to our 90-year history of providing tax, audit and accounting services, we provide a wide variety of consulting services, including risk management services, information security, network support, regulatory compliance and reporting, strategic planning, business valuation services, and merger and acquisition assistance. Call us to experience the power of being understood.

# Bank Equipment& Systems

#### **Convergint Technologies**

Bob Peplinski, Regional VP 2201 E 54th Street N Sioux Falls, SD 57104-5543

**2** 605-271-7000

bob.peplinski@convergint.com www.convergint.com

Convergint Technologies designs, services and installs integrated systems including electronic security, communications, vaults, vault doors, safes, drive-up alarms, video, IP video and lockers.

#### **Data Business Equipment**

Lauren Miller, Sales & Marketing Coordinator 10513 Buena Vista Ct Des Moines, IA 50322

曾 800-373-3000 ext 120 Imiller@databusinessequipment.com www.databusinessequipment.com

Data Business Equipment has been helping integrate technology into financial institutions throughout the Midwest since 1968. By helping them control costs, accelerate processing and increase customer service, we have become an essential part of their profitability and success. Part of our strength is the long-term relationships we've built and maintain with the top manufacturers of banking technology, enabling us to provide practical solutions for any sized bank, credit union or other financial institution.

#### Money Handling Machines, Inc.

Louis Ferrin, EVP Sales & Marketing 8727 Irvington Road Omaha, NE 68122-2406 8 402-571-5577

louisf@mhm.inc www.mhm.inc

State-wide sales and service on: Glory coin and currency counters, Glory cash dispensers and recyclers, Nautilus/Hyosung ATMs, Maverick encoders and Martin Yale folders and shredders.

#### **NuSource Financial LLC**

Carl Anderson, Senior Account Executive 9749 Hamilton Road Eden Prairie, MN 55344

**2** 605-377-8427

CarlA@nusourcefinancial.com www.nusourcefinancial.com

NuSource Financial is one of the fastest growing bank technology companies in the United States supplying innovative ATM solutions, branch transformation offerings and traditional banking security equipment. Impactful strategies that enhance the customer experience, while lowering costs, has fueled our growth into 20 states with more than 800 financial institutions. Through a combination of quality products, outstanding customer service and a commitment to excellence is why more than 99 percent of NuSource Financial's clients renew their business each year. For more information visit www.nusourcefinancial.com.

#### Works24

#### **★Endorsed Vendor**

Brian Robinson, VP Sales/Marketing 3508 French Park Drive,

Suite 1

Edmond, OK 73034-7263

800-460-4653 ext 105
brobinson@Works24.com
www.works24.com



Works24 takes your customers attention and focuses it on all the other ways you can help them with your products and services through: on-hold marketing/messages, digital lobby video, digital rate boards and overhead music. PREMIER Bankcard says, "From start-up to implementation through everyday

use, one couldn't find an easier and more effective marketing and informational tool to reach your captive on-hold or in-queue audience. The professionalism of the Works24 team, recording quality, ease of use and the customer service are unbeatable!" Although no one intends for their customers to be placed on hold--it happens. In fact, many banks that originally did not think their short telephone hold times could possibly justify the use of the service found it to be one of the best marketing tools they use. Go to www.Works24. com or call 800-460-4653 x105.

#### Benefits & Retirement

#### Fringe Benefits Design

Kevin Miller, President 7760 France Ave S, Suite 950 Bloomington, MN 55435 **2** 800-880-7626 kevin.miller@fbdmn.com

Fringe Benefits Design provides full service employee benefits including: recordkeeping. investment and compliance services for qualified and non-qualified retirement plans, group insurance; other financial planning services

#### **NFP Executive Benefits**

#### **★Endorsed Vendor**

www.fbdmn.com

David Hagen, VP Business Development 696 Hahn Drive Shakopee, MN 55379

**2** 952-403-9827 dhagen@nfp.com www.nfp.com



NFP Executive Benefits (NFPEB), a whollyowned subsidiary of National Financial Partners (NFP), is a full-service provider of executive benefit and bank-owned life insurance (BOLI) programs. We bring community bankers a package of integrated advisory services that were developed out of the recognition that bankers deserve more than retail products and mass marketing. We believe that our clients are best served by a team of qualified advisors bringing education, not by individual brokers representing products. Our collective experience as one of the leading BOLI providers throughout the early decades of BOLI qualifies us to recognize the needs of today's mature marketplace. Our objective is simple but sincere, to provide the long-term commitment necessary to properly service each of our client's BOLI programs. At NFPEB, we provide a new approach to benefit plan and BOLI management, emphasizing not just advisory services but also dedicated administration. Our proprietary online administration system offers banks an unmatched technological platform for delivery of timely and accurate plan information. Our clients enjoy 24/7 access and automated report generation for their asset accounting, benefit reporting, compliance updates, carrier information, and vendor due diligence. We encourage you to contact us to request your own personalized demonstration.

#### ■ Consultants

#### Complete Compliance, Inc.

Sarah Smith, CRCM President 5901 S 58th St. Suite A Lincoln, NE 68516

**402-483-0134** 

inquiries@completecompli.com www.completecompli.com

Complete Compliance, Inc. (CCI) is a consulting firm offering internal and external compliance services to financial institutions. CCI's experts assist clients with their immediate needs to resolve issues while our long-term focus is to help our clients build sustainable compliance programs. Our team devotes their time to assess our client's compliance management systems, review disclosures for timing and accuracy, review or write compliance policies and procedures, and assist with various regulatory enforcement matters. Customizable services include: internal audits, external audits, policy development and review, vendor management, liquidity and contingency funding plans, review of past regulatory exams, customizable training, phone/email consulting (questions answered on demand), risk management and board of director training.

#### Haberfeld

Brett Walburn, Vice President 206 S 13th St, Suite 1500 Lincoln, NE 68508

**402-323-3612** 

bwalburn@haberfeld.com www.haberfeld.com

Haberfeld is a 35-year-old company based in Lincoln, Neb., that delivers outstanding growth and profitability results for banks in South Dakota and nationwide. They work with banks to increase customer acquisition, growth, and overall profitability through a complete system of activities that encompasses: consulting (products, policies, sales process and procedures), training (onsite and online, plus mystery shopping), targeted marketing (direct, digital and in-branch), and a referral strategy (online and in-branch). As a result of the significant customer growth, Haberfeld clients average 29 percent more ROA when compared to peer banks, and they dramatically increase core deposits, loan opportunities and non-interest/fee income.

#### **HTG Architects**

Jeff Pflipsen, Partner & President 9300 Hennepin Town Rd Minneapolis, MN 55347 **2** 952-204-3233

jpflipsen@htg-architects.com www.htg-architects.com

Founded in 1959 by Gene Hickey, HTG Architects began as an architecture firm specializing in more than 2,500 financial institution projects. Now, we're known throughout the industry for recreational projects, retail projects, commercial projects, office buildings and industrial buildings. But there are two types of projects that have become our primary niche: financial institutions (banks and credit unions) and recreational buildings (especially ice arenas). We're very

confident in our ability to meld each client's vision with our expertise to design and create a facility that works best for them. It is precisely because of our people that HTG Architects has become the company it is today. From our partners and project architects to our interior designers, every member of the HTG team does their part to uphold our core values and execute on behalf of our clients. We are More Than Architects. We Provide Solutions That Make a Difference.

#### Kirk Gross Company

Chuck Yagla, Director of Marketing & Public Relations PO Box 2097 Waterloo, IA 50704-2097

**319-234-6641** 

chuckyagla@kirkgross.com www.kirkgross.com

Kirk Gross Company is a one-source, designbuild organization specializing in the designing, building, remodeling, furnishing and providing signage for financial institutions throughout the Midwest

#### **Kontrole LLC**

Deborah Griese, Principal 4800 S Louise Ave, #160 Sioux Falls, SD 57106 **605-824-6800** debgriese@kontrole.us www.kontrole.us

Kontrole LLC is a consultancy entity. Our mission is to support clients by providing experienced resources for your specific needs as they arise. We specialize in internal audit, independent loan file reviews, risk assessment, audit plan and cycle, vendor management and more. This alternative resourcing option provides your firm with the benefit of experienced resources for peak activities, specific needs or interim periods instead of committing to permanent staff expenditures. As CPAs, we maintain our certifications, professional memberships and have more than 40 years of combined experience in internal/external audit, internal control design, card programs, loan administration and review, compliance and accounting in banks of all sizes. We're prepared to help your organization limit risks and meet deadlines on time. Our experiences in public auditor, controller, internal auditor and credit risk officer roles provide us with the unique ability to "view the situation from varying perspectives" delivering recommendations that are effective and efficient.

#### SBS CyberSecurity **★Endorsed Vendor**

Reece Simpson, Account Executive 700 S Washington Ave, Suite 200 Madison, SD 57042

2 605-923-8722, ext. 402 reece.simpson@sbscyber.com www.sbscyber.com

SBS CyberSecurity (SBS) is a premier cybersecurity consulting and audit firm. Since 2004, SBS has been dedicated to assisting organizations with the implementation of valuable risk management programs and to mitigating cybersecurity risks. The company has provided cybersecurity solutions to more than 1,300 organizations across the United States and abroad, including financial institutions ranging in asset size from \$12 million to more than \$20 billion. SBS delivers unique, turnkey solutions tailored to each client's needs, including cybersecurity risk management software, consulting services, network security, IT audit and education. SBS CyberSecurity empowers customers to make more informed security decisions and trust the safety of their data.

#### Strategic Resource Management

Patti Wubbels, SVP Business Development 5100 Poplar Ave. Suite 2500 Memphis, TN 38137

**2** 901-681-0204 pwubbels@srmcorp.com www.srmcorp.com

SRM (Strategic Resource Management) has been selected by more than 700 financial institutions to advise in areas such as payments, digital banking, core processing and operational efficiencies. The company has unlocked billions of dollars in value and improved the competitive advantage of its clients with a reputation for industry-leading subject matter expertise, a proprietary benchmark database and proven negotiating skills. Visit srmcorp.com for more information and follow the company @SRMCORP.

#### **Tuscan Club Consulting**

Tory Haggerty, President PO Box 91815 Sioux Falls, SD 57109 **2** 605-651-3877 tory@tcconsulting.us www.tcconsulting.us

Tuscan Club Consulting provides high quality compliance services to community banks at an affordable price. Tory Haggerty is a former FDIC compliance examiner, compliance officer and internal auditor. His services include regulatory compliance reviews, training, regulatory assistance and much more. Please check out TCC's website at www.tcconsulting. us to learn more about what Tuscan Club Consulting can do to strengthen your Compliance Management System.

#### **Vantage Point Solutions**

Natalie Reed, Banking Division Manager 2211 N Minnesota St Mitchell. SD 57301-5521 **2** 605-359-2374

Natalie.Reed@vantagepnt.com www.vantagepnt.com

Vantage Point Solutions is a leading cybersecurity, regulatory compliance, audit and consulting company with more than 400 clients across the U.S. and in eight foreign countries. Customer-focused and risk-based services for financial institutions and data centers include: IT audits, penetration testing and vulnerability assessments, policy writing and reviews, social engineering testing and training, independent credit review, risk management, BSA, ACH, loan and deposit compliance.

#### wild | crg

Andrew Koedam, Vice President 500 2nd Ave N, Suite 514 Fargo, ND 58102-4850

**2** 701-293-8106 akoedam@wildcrg.com www.wildcrg.com

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## ■ Correspondent **Banking**

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**2** 800-873-4722

landerbery@bbwest.com www.bbwest.com

Founded in 1980 by community bankers, Bankers' Bank of the West provides community financial institutions with superior customer service, advanced technology, and first-rate products at competitive prices. Our services include loan participations (including ag loans) and municipal leasing, bank card programs including merchant processing, debit and ATM processing, and credit cards; image cash letter processing; agent fed funds and fed funds lines; wire transfers; international services; safekeeping and bond accounting; and certificates of deposit for banks. Member FDIC.

#### **Bell Bank**

Todd Holzwarth, SVP/Correspondent Banking **Business Development Officer** 507 Mulligan Drive Parker, SD 57053

**2** 605-321-9197

tholzwarth@bellbanks.com www.bellbanks.com

Bell Bank with \$6 billion in assets is the largest independently-owned community bank in South Dakota, North Dakota and Minnesota, which is a direct result of our commitment to fast professional service. Our dedicated correspondent banking and credit teams

provide flexible underwriting, terms and pricing on participation loans, bank stock loans to banks and bank officers. We purchase and sell commercial and agribusiness loans, making credit transactions for the purpose of resolving issues with liquidity, legal limits and concentration risks. Bell Bank's correspondent department has more than \$800 million in loan assets and would appreciate your business.

#### **United Bankers' Bank**

J Arlt, VP, Correspondent Banking Officer PO Box 822

Aberdeen, SD 57402 **2** 605-228-0581

J.Arlt@ubb.com

www.ubb.com

First for Your Success. Community bankers just like you created UBB--the nation's first bankers' bank--to protect their best interests. That tradition of putting you first is still at the center of everything we do. Times may change, but you can always count on UBB to be a trusted partner for all your correspondent banking needs. Call us...First!

## Education

#### **Bank Holding Company Association**

Kelly Bauer, Associate Director 945 Winnetka Ave N, Suite 145 Minneapolis, MN 55427 **2** 800-813-4754 kelly@theBHCA.org www.thebhca.org

Founded in 1981, the Bank Holding Company Association exists to provide education and business connections critical to the vitality of bank holding companies.

#### **CRA Partners ★Endorsed Vendor**

Ron Brooks, Jr., Relationship Officer 5100 Poplar Ave, Suite 711 Memphis, TN 38137



**877-232-0859** 

Ron.Brooks@shcpfoundation.org www.SHCPFoundation.org

CRA Partners is a compliance solution you can feel good about. Banks earn meaningful CRA credit for ensuring safe, secure senior living environments through our turnkey crime prevention program, Senior Crimestoppers. Funded exclusively by the banking industry and endorsed by more than 30 state bankers associations, including the South Dakota Bankers Association, and the ICBA, Senior Crimestoppers protects low- to moderateincome senior citizens living in senior housing facilities, HUD communities and state veterans homes from theft, abuse and neglect. CRAqualified loan, investment or service test credit. 100 percent turnkey solution, no administrative burden. Flexible, low-risk funding options. Detailed LMI documentation for CRA exam.

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**301-525-1392** www.everfi.com



EVERFI is the leading education technology company that provides real-world education to learners of all ages through innovative and scalable digital learning. Founded in 2008 around the idea of providing financial wellness to every family regardless of their zip code. EVERFI is fueled by its software-as-a-service (SaaS) subscription model, empowering learners through innovative and scalable digital education. On behalf of more than 3,000 financial institutions and companies, EVERFI is focused on delivering real impact. We track and measure not only knowledge gain through formative assessment, but take impact measurement a step further. We care and measure how our education impacts both attitudes and behavior to provide a rich view of true effectiveness and impact.

#### **Lake Area Technical Institute**

Kerry Stager PO Box 730

Watertown, SD 57201-2959

**2** 605-882-5284

Kerry.Stager@lakeareatech.edu www.lakeareatech.edu

The Banking/Finance program at Lake Area Tech trains students for the banking industry. The students graduate with an associate degree in ag banking, consumer banking or accounting.

#### **Northern State University**

Dr. Doug Ohmer, Interim Dean 1200 S Jay St Aberdeen, SD 57401-7155 **2** 605-626-2981

doug.ohmer@northern.edu www.northern.edu

Northern State University is a public university under the control of the South Dakota Board of Regents, which offers a bachelor of science degree in Banking and Financial Services and a master of science degree in Banking and Financial Services. Northern State University is one of two accredited universities in the United States that offer the Banking and Financial Services degree programs.

#### OnCourse Learning

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Brookfield, WI 53045

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OnCourse Learning is a member of Adtalem Global Education, 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. More than 10,000 financial institutions and partners have adopted OnCourse Learning solutions to efficiently manage complexity, change and growth. Plus, more than 190,000 mortgage professionals have begun and advanced their careers with NLMS approved licensure and continuing education courses from OnCourse Learning. For more information, please visit www.bankwebinars.com/sdba.

#### **UMACHA**

Rhonda Whittaker, Marketing Manager 7100 Northland Circle, Suite 407 Brooklyn Park, MN 55428

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UMACHA is the regional payments association (RPA) covering primarily the 9th Federal Reserve District. We are here to support our members and other stakeholders in electronic payment system participation through education and training, operational and compliance support, information dissemination and personalized consultation.

### ■ Insurance Products

#### **AmTrust North America**

Robert Pizarro, VP Commercial Specialty 800 Superior Ave Cleveland, OH 44114

**216-901-8458** 

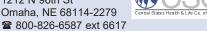
Robert.Pizarro@amtrustgroup.com www.amtrustgroup.com

AmTrust North America, an AmTrust Financial Services company, is rated "A-" (Excellent) FSC IX by A.M. Best. The company provides a broad suite of financial institution products including financial institution bond, management liability, professional liability, cyber liability, property and casualty and excess deposit bond. For more information. visit www.amtrustgroup.com or call 866-327-6904.

## **Central States Health & Life Company of Omaha**

**★Endorsed Vendor** 

Tyge Rowen, Regional VP 1212 N 96th St Omaha, NE 68114-2279



trowen@cso.com www.cso.com

Central States Health & Life Company of Omaha (CSO) is a mutually-owned insurance company with more than 85 years of experience with product and service offerings in the debt protection market. Our debt protection product portfolio consists of traditional credit life and credit disability insurance, and servicing debt cancellation programs.

#### **Dakota Homestead Title Insurance** Company

Janel Van Ruler, President 315 S Phillips Ave Sioux Falls, SD 57104-6318 **2** 800-425-0388 jlvanruler@dakotahomestead.com

www.dakotahomestead.com

Dakota Homestead Title Insurance Company is your SD domiciled "A" rated title insurance underwriter. We are honored to serve those involved in the title insurance industry in our great state. This includes abstracters, bankers, realtors, builders and attorneys. Our mission is to provide the best service in the title insurance industry. Our goal is to provide our market with a stable source of underwriting including knowledgeable attorneys, prompt and accurate answers, and excellent service. For all of your title insurance needs, please request Dakota Homestead.

#### **Delta Dental of South Dakota**

**★Endorsed Vendor** 

Jodie Longman, Sales Coordinator PO Box 1157

Pierre, SD 57501-1157

△ DELTA DENTAL®

**2** 800-627-3961

jodie.longman@deltadentalsd.com www.deltadentalsd.com

Delta Dental of South Dakota is an oral health company specializing in providing dental benefits programs to more than 1,800 employer groups throughout South Dakota. Through its supporting 501(c)(3), the Delta Dental of South Dakota Foundation, the company supports a number of oral health causes as part of its nonprofit mission to advance and promote the improvement of oral health in South Dakota.

#### **EMC Insurance Company (P&C)** and EMC National Life

Jay Sillau, CPCU, Resident VP Omaha Branch 2121 N 117th Ave Omaha, NE 68164-3629

**800-338-9735** 

Jay.J.Sillau@EMCIns.com www.emcins.com

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#### **OneBeacon Financial Services**

Craig Collins, Financial Services President 605 Highway 169 N, Suite 800 Plymouth, MN 55441

**2** 952-852-2434 ccollins@onebeacon.com www.onebeaconfs.com

OneBeacon Financial Services offers property and casualty coverages for commercial banks, savings banks and savings and loan institutions, security broker-dealers, investment advisors, insurance companies and credit unions. Specialty coverages, including management liability, professional liability, cyber liability and financial institution bond are additionally available for institutions with less than \$3 billion in assets. We work with South Dakota Bankers Insurance & Services.

### Wellmark Blue Cross and Blue **Shield of South Dakota**

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Sioux Falls, SD 57117-5023 **605-373-7250** 

matthewss@wellmark.com www.wellmark.com

Wellmark Blue Cross and Blue Shield is a mutual insurance company owned by its policyholders. Wellmark and its subsidiaries provide health coverage to more than 2 million members in Iowa and South Dakota. And through the Blue Cross Blue Shield Association, Wellmark is part of a trusted national network that covers more than 100 million people. That's nearly one-third of all Americans. We offer flexible benefit designs, competitive prices and a large selection of providers. Nearly all physicians and hospitals in Iowa and South Dakota participate with Wellmark, and the Blue Cross and Blue Shield Association provides extensive national and international coverage. Wellmark is honored to be endorsed by the South Dakota Bankers Association. For more information on the SDBA's Group Health Plan, contact Mike Feimer or Michelle Guthmiller, SDBIS, at 800-221-7551 or 605-660-2341 (cell).

## ■ Investment Services

## **Dougherty & Company LLC**

Jeff Jacobson, Executive VP & National Sales Manager

90 S 7th St, Suite 4300 Minneapolis, MN 55402-4108

**612-376-4000** 

jjacobson@doughertymarkets.com www.doughertymarkets.com

Dougherty & Company is a full-service investment banking firm offering a wide array of investment products and services to institutions and individuals nationwide. In conjunction with its affiliates. Dougherty Funding, Dougherty Mortgage and Dougherty Equipment Finance, Dougherty & Company is uniquely positioned to meet the debt financing needs of a wide variety of banking clients. The common thread that runs through every aspect of Dougherty & Company and sets us apart

from the competition is a consistent focus on market niches in which we can distinguish ourselves.

#### **FHN Financial**

Trae Winston 845 Crossover Lane, Suite 150 Memphis, TN 38117-4904 **2** 901-435-8757 trae.winston@fhnfinancial.com www.fhnfinancial.com

FHN Financial is an industry leader in fixed income sales, trading and strategies for institutional customers in the U.S. and abroad. We also provide investment services and balance sheet management solutions. With an average daily trading volume of \$5-plus billion, FHN Financial transacts business with approximately 50% of all U.S. banks with portfolios over \$100 million. Learn more at www.fhnfinancial.com.

## **■ Law Firms**

#### **Ballard Spahr LLP**

Amy Arndt, Partner 101 S Reid St, Suite 302 Sioux Falls, SD 57103 **605-978-5200** arndta@ballardspahr.com

www.ballardspahr.com

Ballard Spahr offers legal guidance to financial institutions ranging from privately-owned and closely-held banks to super-regional financial holding companies. We've helped banks address an array of emerging issues and have consistently ranked among the top 10 firms nationwide providing legal advice on bank and thrift mergers and acquisitions. With some of South Dakota's most notable banks as clients, we provide legal counsel to relating to: mergers and acquisitions, nonbank financial services; credit, debit and stored-value cards; payment systems and consumer financial services; agribusiness lending; regulatory and supervisory challenges; raising capital and issuing trust-preferred securities, and expansionary activities. Ballard Spahr is also a national leader in applying our expertise in financial services compliance, enforcement to the rapidly developing fintech services market. This includes cross-disciplinary pertaining to privacy, data security, intellectual property, block chain and cryptocurrencies.

#### Davenport, Evans, Hurwitz & Smith LLP

Charles D. Gullickson, Partner 206 W 14th St Sioux Falls, SD 57104-6858 **2** 605-336-2880 cgullickson@dehs.com www.dehs.com

Bankers have trusted Davenport Evans lawyers as a leader in banking and financial services law in South Dakota for more than 80 years. Financial institutions are integral to our firm's practice, with lawyers experienced in bank formation, mergers and acquisitions, lending transactions, regulatory and compliance issues, electronic commerce, privacy laws, and workouts and bankruptcy.

Our lawyers have extensive experience before the South Dakota Division of Banking and all federal bank regulatory agencies on matters ranging from applications to enforcement actions. Davenport Evans also provides expertise in federal and state tax matters, including tax planning, compliance and audit assistance. Due to the firm's extensive financial institutions practice, our lawyers have experience with areas of growing significance to financial institutions, including securitization and off-balance-sheet financing of bank assets, vendor agreements, credit and prepaid card programs, and strategic planning, as well as employment-related matters such as workers compensation and employee benefits. Davenport Evans is also nationally recognized bond counsel in connection with tax exempt bond financing and has expertise in likekind exchange transactions that may prove beneficial to banks involved as intermediaries in such transactions. Our lawyers practice before federal and state courts and regulatory agencies, and Davenport Evans offers a proven commercial litigation team successful in handling bank-related litigation.

#### May Adam LLP

Brett Koenecke, Partner and SDBA Counsel PO Box 160 Pierre, SD 57501-0160 **605-224-8803** 

brett@mayadam.net www.mayadam.net

May Adam has represented clients statewide since 1881. We regularly appear in state, federal, tribal and bankruptcy courts across South Dakota. Our lawyers frequently and successfully represent creditors in commercial litigation and debtor/creditor law on an ongoing basis. Ag workouts and bankruptcies are a specialty. We practice regulatory and compliance law before the South Dakota Division of Banking and the Banking Commission. Our experience includes trust law and probate and estate practice, e-commerce, privacy, employment, HR and workers compensation. We are general counsel to the South Dakota Bankers Association.

### Loan Services

#### **Dakota BUSINESS Finance**

Lynne Keller Forbes, Executive Director 500 N Western Ave. Suite 100 Sioux Falls, SD 57104

**605-367-5353** 

lynne@dakotabusinessfinance.com www.dakotabusinessfinance.com

As a local U.S. Small Business Administration (SBA) Certified Development Company, Dakota BUSINESS Finance (DBF) works with local banks to provide SBA 504 loans to existing and start-up businesses. Loan proceeds can be used to construct, purchase or renovate a building, to complete leasehold improvements, to purchase long-term machinery and equipment, or to refinance existing loans meeting SBA requirements. Typically, the participating local bank will provide 50 percent of the financing; SBA/ Dakota BUSINESS Finance will provide 40 percent of the financing, and the small

business owner will contribute the remaining 10 percent in the form of an equity or cash injection. While the down payment increases for start-up or single purpose properties, the borrower's down payment remains low. SBA 504 effective rates are fixed for the 25-year or 20-year term (for real estate) or 10-year term (for equipment). DBF serves all counties across South Dakota, nine counties in southwestern Minnesota, 12 counties in northwestern lowa, and three counties in northeastern Nebraska. Additionally, DBF can assist borrowers in all rural counties located in Colorado, Montana, North Dakota, Utah, and Wyoming. Since 2012, DBF has been named annually by SBA as the #1 South Dakota CDC for loan volume and as the #1 South Dakota CDC for dollar volume.

# First District Development Company

Paula Hulscher
PO Box 1207
Watertown SD 5730

Watertown, SD 57201-6207

☎ 605-882-5115 paula@1stdistrict.org http://fddc.1stdistrict.org

First District Development Company offers affordable financing for small businesses. Working in partnership with local lenders, our loans are designed to fuel small businesses across South Dakota by offering favorable terms and rates that benefit borrowers and lenders. Operating since 1983, FDDC is committed to job growth and community economic development in our state.

#### **Small Business Administration**

Marcella Hurley, Lender Relations Specialist 2329 N Career Ave, Suite 105 Sioux Falls, SD 57107-1314 605-330-4243 ext 13

☎ 605-330-4243 ext 13 marcella.hurley@sba.gov www.sba.gov/for-lenders

The Small Business Administration (SBA) is a U.S. government agency that provides support to entrepreneurs and small businesses. The agency's activities are summarized as the "3 Cs" of capital, contracts and counseling. SBA loans up to \$5 million are made through banks who partner with the SBA. The SBA provides a guarantee on a percentage of the loan. The 7(a) Loan Guarantee Program is designed to help start or expand businesses. The 504 Fixed Asset Financing Program is administered through Certified Development Companies throughout the state. This program provides funding for the purchase or construction of real estate and/or the purchase of business equipment/machinery. SBA helps lead the federal government's efforts to assist small businesses in accessing federal contracts in addition to providing general procurement assistance. The SBA delivers technical assistance including seminars, training programs, one-on-one counseling through resource partners including the Small Business Development Center, Women's Business Center, Veterans Business Outreach Center and SCORE.

#### South Dakota Development Corp.

Jennifer Oberg, President/CEO 2329 N. Career Ave, Suite 204 Sioux Falls, SD 57107 ☎ 605-275-1504 jennifer@thinksddc.com www.thinksddc.com

The South Dakota Development Corporation works to expand primary job opportunities in South Dakota through retention, new business growth and business recruitment. We work with banks and local development corporations across the state administering the SBA 504 loan program.

## Other Financial Services & Misc.

#### **Ascensus**

Joe Doolittle, Relationship Manager-Strategic Partnerships

415 8th Ave NE Brainerd, MN 56401

**218-825-5885** 

Joseph.Doolittle@Ascensus.com www.ascensus.com

Ascensus delivers technology and expertise to help millions of people save for what matters most—retirement, education and health care. With more than 35 years of experience, the firm offers tailored solutions that meet the needs of financial institutions, state governments, financial professionals, employers and individuals. Ascensus supports more than 85,000 retirement plans, more than 4.6 million 529 education savings accounts, and a growing number of ABLE savings accounts. It also administers more than 1.6 million IRAs and health savings accounts. For more information about Ascensus, visit ascensus.com.

#### **CAPITAL Services**

Michelle Solberg, Director, Client Sales and Services

500 East 60th Street North Sioux Falls. SD 57104

**2** 605-782-3375

business@capitalsvcs.com www.capitalsvcs.com

CAPITAL Services is an innovative payment portfolio management and servicing company. We create, evolve and service profitable credit card payments programs with our clients. CAPITAL Services has successfully originated and managed thousands of card assets for numerous financial institutions. Our sister company, CAPITAL Prepaid Services, provides BIN sponsorship for prepaid card programs, from reloadable, general purpose reloadable (GPR), government and insurance to corporate. We provide a full roster of services including settlement; reconciliation of funds and income accounts; and a compliant connection to Mastercard and Visa.

#### **Capitol Lien**

Ryan Baker, Director 1010 Dale Street North St. Paul, MN 55117 651-488-0100

★ 651-488-0100 ryan@capitollien.com www.capitollien.com

Capitol Lien is an industry leader in providing comprehensive due diligence research. Financial professionals and businesses across the nation utilize their services to better protect their investments and make decisions with confidence. The company's public record research covers all areas relating to UCC and lien searches, real estate research, background checks, court searches, corporate filling and retrieval, bankruptcy, and so much more. With a nationwide presence and local headquarters in Minnesota, Capitol Lien is ready to handle any needs that come your way.

#### **Compliance Alliance**

**★Endorsed Vendor** 

Membership Development Team 203 West 10th Street Austin, TX 78701

**888-353-3933** 

info@compliancealliance.com www.compliancealliance.com

Owned by 29 state bankers associations, including the South Dakota Bankers Association, Compliance Alliance provides an all-inclusive compliance solution for community banks of all sizes. Membership offers three main areas of support including downloadable documents, a compliance hotline and a document review service. C/A members receive unlimited access to all products and services for one annual fee. Visit www. compliancealliance.com/news-events/calendar to register for a free membership demo or call 888-353-3933 to speak with our Membership Development Team.

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#### **Dakota Resources**

Joe Bartmann, President 25795 475th Ave, Suite 1 Renner, SD 57055-6547

**2** 605-978-2804

joe@dakotaresources.org www.dakotaresources.org

Dakota Resources is a private, not-for-profit corporation building community opportunity across South Dakota through innovative capital, leadership and resource programs for communities, economic development organizations and revolving loan funds.

# Federal Home Loan Bank of Des Moines

James Lee, VP, Relationship Manager 909 Locust St, Ste 400 Des Moines, IA 50309

☎ 605-759-4320 jlee@fhlbdm.com www.fhlbdm.com

The Federal Home Loan Bank of Des Moines is a valuable partner to more than 1,350 community and commercial banks, credit unions, thrifts, insurance companies and community development financial institutions

throughout Alaska, Hawaii, Idaho, Iowa, Minnesota, Missouri, Montana, North Dakota, Oregon, South Dakota, Utah, Washington and Wyoming, the U.S. territories of American Samoa and Guam and the Commonwealth of the Northern Mariana Islands. FHLB Des Moines provides readily available, low-cost liquidity to local lenders in all economic cycles. Member financial institutions have access to a variety of products and services designed to help lower their funding costs, manage liquidity, improve asset and liability management, meet community credit needs, control risk and fund mortgages originated for sale in the secondary market. For more information, call James Lee at 605-759-4320.

#### Federal Reserve Bank of **Minneapolis**

Amy Phenix 90 Hennepin Ave Minneapolis, MN 55401 **2** 612-204-5833 amy.phenix@mpls.frb.org www.minneapolisfed.org

The Minneapolis Fed. with one branch in Helena, Mont., serves the six states of the Ninth Federal Reserve District: Minnesota. Montana, North and South Dakota, northwestern Wisconsin and the Upper Peninsula of Michigan. The Minneapolis Fed supervises and regulates bank holding companies and state-chartered member banks in the Ninth District. The Federal Reserve Banks provide financial services to depository institutions including banks, credit unions, and savings and loans. These services include collecting checks, electronically transferring funds, and distributing and receiving cash and coin. For more information about Federal Reserve Services, see www.frbservices.org.

#### **Promontory Interfinancial Network,** LLC

Steve Davis, Regional Director 1300 North 17th St, Suite 1800 Arlington, VA 22209-3810 2 866-776-6426 ext. 3478 sdavis@promnetwork.com www.promnetwork.com

hosen by 3,000-plus financial institutions nationwide over the past decade. Promontory Interfinancial Network is the leading provider of FDIC-insured deposit placement services. Banks can use the company's solutions-ICS®, or Insured Cash Sweep®; CDARS®; Promnet RepoSM; IND®; Yankee Sweep®; and Bank Assetpoint®-to build multimillion-dollar relationships, reduce collateral requirements, manage liquidity, and buy/sell loans. To learn more, visit promnetwork.com or contact Steve Davis at 866-776-6426, ext. 3478.

#### **Purple Wave Auction**

Penny Hughs 825 Levee Drive Manhattan, KS 66502 **2** 866.608.9283 association@purplewave.com www.purplewave.com

Purple Wave is an auction service that creates liquidity for borrowers and lenders working through a variety of financial situations. Purple Wave specializes in liquidating equipment and vehicles through no-reserve public Internet auctions — providing the easiest and most straightforward way to buy and sell used equipment quickly and efficiently. The Purple Wave approach to auction maintains the traditional auction experience for buyers and sellers, but affords the convenience that comes with the Internet. From marketing and listing your assets to selling and collecting payment, sellers benefit from a full-service experience. In addition, Purple Wave does not require equipment be moved from the seller's location which saves the seller time and money.

#### South Dakota Chamber of **Commerce & Industry** David Owen, President

PO Box 190 Pierre. SD 57501-0190 **2** 605-224-6161 contactus@sdchamber.biz www.sdchamber.biz

"Voice of South Dakota Business," lobbies full-time, year-around on behalf of business community, on economic development, taxation, workers compensation, employer issues, environmental issues as they affect business and free enterprise issues. Also places emphasis on educating youth about free enterprise system through Youth Business Adventure (YBA) and encourages new entrepreneurism in SD by its Giant Vision Competition held annually.

#### **South Dakota Housing Development Authority**

Mark Lauseng, Executive Director PO Box 1237

Pierre, SD 57501-1237

**2** 605-773-3181

mark@sdhda.org

www.sdhda.org

First-time home buyer loans (Home Ownership Program). Down-payment and closing cost assistance. State housing tax credit and HUD HOME Investment Partnership Program administration.

#### **USDA/Rural Development**

Clark Guthmiller 1717 N. Lincoln Ave. Pierre, SD 57501

**2** 605-352-1157 clark.guthmiller@usda.gov www.rd.usda.gov/sd Federal loans and grants.

## ■ Printing & Supplies

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☎ 855-337-6811 ext 12878 isaac.mares@officedepot.com https://community.officedepot.com/ GPOHome?id=55842208

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## ■ Technology Providers

#### Advantage Network, The

Michael Hahn, Network Relationship Manager 100 S Phillips Ave Sioux Falls, SD 57104

**2** 605-335-5117 mjhahn@fnbsf.com www.advantage-network.com

The Advantage Network is an EFT provider located in Sioux Falls, S.D. Our primary products and services include debit, ATM driving and monitoring, and card production. With our partners, we are committed to offering innovative product solutions backed by the latest technology. Throughout the year we provide custom analytics and informational reports specifically for your financial institution to help grow your non-interest income. The Advantage Network prides itself on our customer service, and we are committed to building successful relationships.

#### **DCI (Data Center Inc.) ★Endorsed Vendor**

Layne Hanson, Regional Sales Manager 20 W. 2nd Ave. Hutchinson, KS 67501

**2** 620-694-1113

lhanson@datacenterinc.com www.datacenterinc.com

DCI combines leading core technology and personal relationships for a more rewarding experience. Advanced iCore360 processing software provides complete Web-based control, in house or out-sourced. Single source data, integration and support with imbedded new accounts platform, custom GL, analysis dashboard, paperless banking, remote capture, ATM network, online/mobile banking, compliance, data security, and more. Innovation by you and fellow bankers, focused on your success

#### **Epicosity**

Justin Smorawske, CMO/Partner 300 N. Main Ave Sioux Falls, SD 57104 **2** 605-275-3742 info@epicosity.com epicosity.com

Epicosity is an ideas company that specializes in finance marketing, blending traditional services with a strong digital footprint. We're thinkers. We're dreamers. We're storytellers.

with a digital edge. We excel in creative development, digital strategy, video production, website development, PR and media buying and planning. With clients in 23 states and five countries (and counting), we have expertise in a variety of industries, including bank and financial institution marketing.

#### **Fisery**

John McChesney, Sales Executive 255 Fiserv Drive Brookfield, WI 53045-5815 ☎ 877-540-4598 apinfo@fiserv.com www.fiserv.com

Fiserv, Inc. (NASDAQ:FISV) aspires to move money and information in a way that moves the world. As a global leader in payments and financial technology, the company helps clients achieve best-in-class results through a commitment to innovation and excellence in areas including account processing and digital banking solutions; card issuer processing and network services; payments; e-commerce; merchant acquiring and processing; and the Clover® cloud-based point-of-sale solution. Fiserv is a member of the S&P 500® Index and the FORTUNE® 500 and is among the FORTUNE Magazine World's Most Admired Companies®. Visit fiserv.com and follow on social media for more information.

#### **Jack Henry Banking**

Justin Ross 663 W Highway 60 Monett, MO 65708 417-235-6652 juross@jackhenry.com www.jackhenrybanking.com

Jack Henry Banking, a division of Jack Henry & Associates, Inc.®, is a leading provider of integrated computer systems for banks ranging from de novo to multi-billion dollar institutions. Jack Henry Banking currently serves approximately 1,100 banks as a single source for integrated, enterprise-wide automation and as a single point of contact and support. Additional information is available at www. jackhenrybanking.com.

#### **Journey Technology Solutions**

Arden Sustad, Partner 5100 E 57th St Sioux Falls, SD 57108-8748 ☎ 605-274-2145 arden.sustad@journey-ts.com www.journey-ts.com

Journey's I2Asm Enable Community Banks by automating management reporting and, via profitability embedded in analytics, assesses customer's behavior. Journey delivers I2Asm in a serviced based model via the cloud. Journey is the bank's data scientists. Opportunities are unearthed, modeled and tracked in campaign(s). These are part of Journey's 3:1 ROI. Risk assessment includes automating suspicious transactions, management exceptions and attrition analysis. Profitability analysis for the bank includes markets, customers, products, officers, age segments and channels. Journey now offers I2Asm Relationship Pricing. This service takes the profitability calculations and product costs

to provide a starting point with a customer and then accurately determines the impact of additional deposit and loans on the customer's position. I2A customers using database aggregation (e.g. trust, mortgage) can extend the analytics capabilities described above for total customer behavioral analysis. Customized management reporting includes board reporting, daily management, CRA, scorecards and peer analysis. Journey places no limit on dashboards.

#### Marco

Dustin Bonn, Regional IT Sales Manager 4001 N Lewis Ave Sioux Falls, SD 57104 605-444-2016 dustin.bonn@marconet.com

Marco is one of the largest technology providers in the country with more than 32,000 clients throughout the Midwest and nationwide. We specialize in business IT services, copier/printer solutions, and managed and cloud services. Our technology experts break down complex solutions into simple terms to position your business for success.

#### Midco Business

www.marconet.com

Kim Van Den Top, Enterprise Account Consultant 3901 N Louise Ave Sioux Falls, SD 57107-0112 ☎ 605-357-5435

KimVanDenTop@Midco.com www.midco.com/business

Midco Business is a leading provider of Internet, networking, voice, data center, cable TV and advertising services in the Midwest. Businesses of all sizes rely on the 9,500-mile fiber optic network connected to more than 40 other regional and national fiber networks. Scalable to up to eight terabits per second, the Midco Network provides connectivity to thousands across a five-state footprint, plus it powers four, carrier-neutral data centers. Visit Midco.com/Business to learn more about Midco and how the company gives back to the communities it serves.

## Modern Banking Systems Bob Neville, President

7655 Burlington Street
Ralston, NE 68127

■ 800-592-7500
bobn@modernbanking.com
www.modernbanking.com

Modern Banking Systems is a leading provider of core banking processing solutions. Essentia, our real-time core banking software, delivers profitability, efficiency and security. It's continually evolving with customer-driven enhancements, innovative technology solutions and strict regulatory compliance. We offer service bureau, hosted and in-house data processing alternatives along with a host of managed services. We've been in the banking industry for more than 50 years, and we've built a strong reputation as a trusted partner delivering solutions that help keep you strong and ahead of the competition.

#### NetWork Center, Inc.

Gerald Urlaub, Account Executive 3487 University Drive S Fargo, ND 58104-6225 

701-235-0940 gerald.urlaub@netcenter.net www.netcenter.net

Network Center, Inc. is a complete technology solution provider that has been delivering advanced secure networking solutions to financial services companies throughout the midwest since 1986. Network Center, Inc. partners with industry leading manufacturers providing business solutions for virtualization, VoIP-communications, backup and disaster recovery, security, penetration testing, network assessments, real-time network monitoring, hosting, mobility and website development. Our service team and 24x7 helpdesk provide support to more than 200 customers in the banking industry. Network Center, Inc.'s experience in the industry will help alleviate your GLBA and regulatory concerns. We welcome you to find out why so many banks have entrusted their network to our dedicated team of professionals.

#### **Paystubz**

#### **★Endorsed Vendor**

David G. Hanna, Managing Member 519 Kansas City St

Paystubz provides payroll, timekeeping

Paystubz

519 Kansas City St Rapid City, SD 57701

■ 605-721-2480 Pag david.hanna@paystubz.com PAYRO

and human resource information systems and services via the Internet--better known as human capital management solutions. Paystubz serves clients in more than 22 states, and is South Dakota's largest payroll service provider. Paystubz uses best-inclass, Web-based applications--allowing data access points that can be tailored to meet client security needs. These systems allow our clients to never have to remember a payroll tax due date, sign another payroll tax return, remember to make a payroll tax payment, or remember to mail anything payroll related. Paystubz performs all payroll tax compliance work for their clients more efficiently than they can do themselves. Plus, they guarantee their work. Paystubz online systems are more than just payroll processing. These systems offer many features that make a real workforce management tool: a Web-based time clock so managers can see what's going on from anywhere/anytime, who's early or late, autoemail alerts, etc. Also available are online scheduling, online requesting/approval of time off, employees can view their pay stub,

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#### **SDN Communications**

Vernon Brown, VP of Marketing & Member Relations 2900 W 10th St

Sioux Falls, SD 57104-2543

**1** 605-978-3592

vernon.brown@sdncommunications.com www.sdncommunications.com

SDN Communications specializes in broadband solutions for banks. Solutions include: Ethernet & MPLS wide area networking, dedicated Internet, SD-WAN, and managed cybersecurity services such as routers, firewalls and distributed denial of service (DDoS) protection. SDN and its 50,000-mile fiber optic network are owned by South Dakota's 17 independent telephone companies.

# Secure Enterprise Asset Management, Inc. (SEAM)

Levi Hentges, Director of Business Develop. 705 E 48th St N

Sioux Falls, SD 57104

**2** 605-274-7326

levi@seamservices.com www.seamservices.com

SEAM helps banks and other financial institutions implement cost-effective, secure, and compliant IT asset disposition programs. Specialized in IT resale, hard drive shredding and electronics recycling, SEAM keeps customers in compliance with financial data security requirements and legislation through audit-ready reporting and data destruction services. SEAM is the only provider in the Dakotas certified to e-Stewards. R2:2013. OHSAS 18001 and ISO 14001, the highest worldwide standards for data security, environmental management, health, safety and quality processes. Services include on or off-site hard drive and media shredding, data wiping, equipment resale, responsible recycling, fluorescent and CFL bulb recycling, secure pickups and chain of custody reporting.

#### **SHAZAM**

Patrick Dix, VP of Strategic Alliances 6510 White Oak Road Lino Lakes, MN 55038

☎ 866-468-1497 pdix@shazam.net www.shazam.net

SHAZAM is a national member-owned debit network, processor and core provider. Founded in 1976, SHAZAM delivers choice and flexibility to community financial institutions throughout the U.S. and is a single-source provider of the following services: debit

card, core, fraud, ATM, merchant, marketing, training, risk and ACH. Learn more at shazam. net, and follow @SHAZAMNetwork.

#### **Sycorr**

Jeremy Neuharth, Co-founder PO Box 5197 Fargo, ND 58105-5197 

■ 855-212-1155 incubarth@sycorr.com

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#### **Xigent Solutions**

Doug Schneider, Senior Consultant 2200 W 46th St

Sioux Falls, SD 57105-6560

☎ 605-215-1111 schneiderd@xigentsolutions.com www.xigentsolutions.com

Xigent Solutions specializes in delivering enterprise-level IT infrastructure services and solutions to mid-market organizations by creating and managing business efficient IT, the optimal combination of people, processes and technology that delivers increased service levels for any level of investment. Xigent engages with customers holistically on both a strategic and tactical basis enabling them to deliver greater IT and business outcomes.

## **■ Trust Services**

#### **Acorn Trust Company**

Steven Martin, Treasurer 2930 Airport Road Pierre, SD 57501 \$\alpha\$ 605-945-1871

#### **Adler Trust**

Annie Hartmann, President 101 S Phillips Ave, Ste 508 Sioux Falls, SD 57104

**2** 605-799-4967

annie.hartmann@adlerllc.com

Private trust company.

## **Dorsey & Whitney Trust Company LLC**

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#### **Equity Trust Company**

Matthew Gardner, CFO PO Box 451340 Westlake, OH 44145 40-323-5491 m.gardner@trustetc.com www.trustetc.com

of fiduciary services.

Equity Trust Company is a financial services company that provides a platform for individual investors, financial professionals and institutions to invest in alternative asset classes, including real estate, tax liens, private equity and precious metals. The Equity Trust family of companies offers custodial services for alternative investments, investment in alternative assets with individual retirement accounts, back-office solutions for RIAs, brokerage services, directed trustee services and more. Equity Trust Company evolved from a predecessor brokerage firm which started in 1974, to a financial services company today serving more than 175,000 accounts, representing more than \$25 billion in assets under custody and administration.

#### **SVA Trust Company, LLC**

Anna Gauer, Trust/Compliance Officer 3130 W 57th St, Suite 101 Sioux Falls, SD 57108

☎ 605-271-9697 trust@sva.com www.svafinancial.com

SVA Trust Company provides trust administration, custody and other fiduciary and financial services. The Trust Company works with investment consultants and portfolio managers including but not exclusively with affiliate SVA Wealth Management.

## Join the SDBA as an Associate Member

If your company has a product or service to offer the South Dakota banking industry, you are welcome to join the SDBA as an associate member. Complete the associate membership application at www.sdba.com/associate-membership. Your completed application will be reviewed by the SDBA Board of Directors. Associate membership dues are \$750 annually. Questions, contact Alisa Bousa at 605.224.1653 or abousa@sdba.com. Or visit www.sdba.com/associate-membership for more information and the list of membership benefits.