

# SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | **AUGUST 2018**

## A Seat Next to South Dakota's Tenth Governor

*Banker William H. McMaster*



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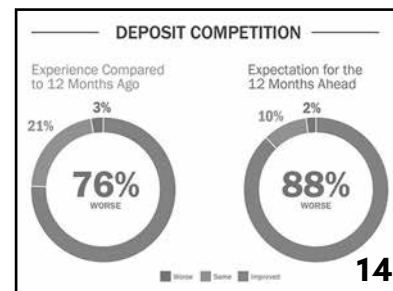
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from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

# Reaping the Full Benefits of Reg Reform

I write this column having just returned from a gathering of the leadership of the American Bankers Association (ABA) on July 16-18 in Salt Lake City. Attendees included bankers on the ABA's Board of Directors and several key committees, senior ABA staff, and leaders of the Alliance of State Banking Associations from across the country.

In his opening remarks, ABA President & CEO Rob Nichols set a positive tone for the gathering, suggesting that the nation's banking industry should rightfully be celebrating a great, golden moment. Passage of the first comprehensive tax reform in three decades has allowed many banks to offer employee bonuses, increase wages, expand charitable and philanthropic commitments, and make investments aimed at enhancing service to their customers. Anyone interested in seeing a listing of banks' public announcements made thus far can find it at [www.aba.com/Press/Pages/energizing-economy.aspx](http://www.aba.com/Press/Pages/energizing-economy.aspx).

Nichols also suggested that banks have reason to celebrate bipartisan passage of S. 2155, the Economic Growth, Regulatory Relief and Consumer Protection Act. Members from both sides of the aisle in Congress recognized that one-size-fits-all regulations were not working as intended and instead were impeding economic growth.

But, Nichols also pointed out that bankers and staff at banking trade associations can ill-afford to rest. While about one-third of the provisions of S. 2155 were effective when the President signed the bill into law, the remaining two-thirds will be phased in over time. The nuts-and-bolts process of implementing this new law will come via multiple rulemaking processes initiated by federal bank regulators. During each of those processes, bankers will have golden opportunities to provide feedback that can help bank regulators strike a healthy balance between too little and too much regulation.

In support of one panel discussion, ABA staff provided a list of 13 significant items from S. 2155 that they believe will require early follow-up by federal banking regulators. Listed in order of their appearance in the act are those 13 items:

- Special Portfolio Qualified Mortgage (Section 101)
- Appraisal Exemption in Rural Areas (Section 103)
- Partial Exemptions from HMDA Data Reporting (Section 104)
- Escrow Requirements Relating to Certain Consumer Credit Transactions (Section 108)
- TRID: Elimination of Waiting Periods (Section 109)
- Highly Capitalized Banks—Determine Community Bank Leverage Ratio (Section 201)
- Reciprocal Deposits (Section 202)
- Volcker Rule Reforms (Section 203)
- HOLA Flexibility for Federal Savings Associations (Section 206)
- High Volatility Commercial Real Estate Capital Requirement Reforms (Section 214)
- Tailoring Enhanced Supervisory Standards (Section 401)
- Supplementary Leverage Ratio Exclusions (Section 402)
- Liquidity Coverage Ratios—More Municipal Securities as HQLA (Section 403)

I understand that writing comment letters on proposed regulations may not be at the top of every banker's list of favorite things to do. But everything I have heard or read from the new people sitting atop the banking industry's federal regulatory agencies indicates a genuine interest in getting regulatory reform done right. Reaping the full benefits of the Economic Growth, Regulatory Reform and Consumer Protection Act will require thoughtful commentary from main street bankers. Stay tuned and be ready to answer the call to action. ■■

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## south dakota bankers insurance & services update.....

BY MIKE FEIMER | President | South Dakota Bankers Insurance & Services Inc.

# It's Time to Assess Your ATM's Safety

**O**neBeacon Financial Services is one of the SDBA's preferred insurance carriers and one of the top insurance companies in the country for financial institutions. Craig Collins writes about current ATM fraud and security risks affecting the industry.



*By Craig M. Collins, President, Financial Services, OneBeacon Financial Services*

ATM security has been in the news recently, so now is a good time to take stock of the security measures you have in place to protect the machine against fraud and theft as well as protect customers using it.

## All ATM Locations

Whether your ATM is located inside or outside your bank, consider these safety measures for added protection.

- **Maintenance:** If maintenance on the machine is required, be sure branch employees are made aware of it ahead of time. A branch employee should call a specific individual at the bank or the manufacturer to confirm the legitimacy of any service visit, since fraudsters have been posing as "authorized ATM representatives." Additionally, ensure the key to access the machine is specific to that ATM and is not a "universal key" for a generic lock.
- **Alarmed Top Hats:** Consider installing metal top hats with contact alarms. Alarms should be designed to activate at the earliest possible sign of tampering and should be incorporated into the bank's main alarm system.
- **Cameras:** Clean and inspect cameras inside the machine to confirm that they are properly able to scan and record the area right outside of the ATM. Also, confirm that other external cameras are positioned so that they are in sight of the ATM.
- **Card Reader Detection:** Consider installing a detection system that sends an alert or shuts down the ATM when anything is attached to the card reader or key pad. Also, the card reader should be

physically inspected for skimmers each time the ATM is reloaded.

- **Networks:** If software patches are available for your ATM's system, make sure they are downloaded regularly and kept up-to-date.

## Drive-up ATMS

- Guideposts should be brightly colored, freshly painted and well maintained.
- Beware the "ram raid." Anchor the machine to the structure and the ground. The machine should be alarmed and equipped with a GPS tracker.
- In winter weather locations, make sure the area leading into and out of the ATM is cleared of snow and ice and is well salted or sanded to prevent vehicles from sliding when entering or exiting the area.

## Walk-up/Controlled Access ATMs

- Make sure the ATM is in an open area that is well-lit with no landscaping, signage or dividers obstructing the view to the machine.
- Walkways should be well-maintained and the surface area should be in good condition.
- In areas that experience winter weather, ensure snow and ice are removed completely and the area is well salted and sanded to help prevent slips and falls.
- Test and maintain the controlled access system, including inspections to look for skimmers on the access point hardware.

Wherever your ATM is located, examining the machine and surrounding area should be part of your daily routine. Address any concerns or maintenance issues quickly to protect your business and your customers. ■■

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OneBeacon Financial Services, an SDBA associate member, offers property and casualty coverages. For more information contact Craig Collins, financial services president, at 952.852.2434, ccollins@onebeacon.com or www.onebeaconfs.com.



# SDBA to Offer 2018 IRA School

IRAs continue to be an essential part of a person's retirement planning. IRA rules are always changing, and more changes are expected in the near future. It is important to be informed and prepared. The SDBA is offering its 2018 IRA School Sept. 5-7 at the Clubhouse Hotel & Suites in Sioux Falls.

## Why Attend

- You can attend as many one-day IRA seminars as you want, but it will not equal what is covered in a three-day IRA school.
- This is the most comprehensive IRA course offered.
- Learn new rule changes and reinforce existing rules.
- Learn what it means to be in or out of compliance.
- Explore all topics in-depth.
- Ask questions, share with peers and hear real case problems.

## Who Should Attend

- **New Staff:** Quickest, easiest, most comprehensive way to train new staff in IRAs and HSAs.
- **Experienced Staff:** Thorough, comprehensive program covers new and current materials and transactions that occur infrequently.
- **Compliance Officers and Internal Auditors:** They manage the IRA department but are not always directly involved with the day-to-day of IRAs. This school can give them a better understanding of how IRAs work and how important it is to be in compliance.
- You may have attended previous IRA schools, but you will still benefit from attending this school because of the changes in retirement programs, the complexity of IRAs, the quantity of information, and reinforcement of existing rules and procedures.

## Basic Agenda

- Overview of IRAs
- Procedures to establish IRAs
- Plan agreement changes
- IRA amendment update
- Setting up and organizing your files (self audit)
- Contribution rules
- Tax benefits
- Bankruptcy Bill
- Saver's Tax Credit



- Administering distributions: before age 59.5 and after age 59.5
- FDIC IRA and Inherited IRAs
- Substantially equal periodic payments
- Transfers, rollovers and direct rollovers
- Recharacterizations (*changed Jan. 1, 2018*)
- Excess contributions (*additional emphasis*)
- Taxation of distributions from the Traditional IRA and the Roth IRA
- IRA tax losses
- RMD rules for accountholders and beneficiaries
- Conversions (*changed Jan. 1, 2018*)
- Reconversions
- IRS reporting: 1099-R and 5498
- Procedure to correct previous year's 1099-R and 5498 forms
- SEP-IRAs
- SIMPLE-IRAs
- HSAs
- Marketing opportunities for IRAs

## About the Instructor

Mike Nelson taught marketing for 14 years at Central Lakes Community College in Brainerd, Minn., before starting JM Consultants. He has conducted insurance, real estate and securities training seminars and developed financial training services for financial institutions. JM Consultants offers all IRA products and services.

## Questions

For the full agenda and to register visit [www.sdba.com](http://www.sdba.com). For more information contact Halley Lee, SDBA, at 605.224.1653, 800.726.7322 or [hlee@sdba.com](mailto:hlee@sdba.com) or Mike Nelson at 218.831.1858 or [m88nelson@hotmail.com](mailto:m88nelson@hotmail.com). ■■



# KEEP ON TOP OF TECHNOLOGY

**T**he role of an IT professional is ever-changing, especially in today's environment. The SDBA Bank Technology Conference on Sept. 11-12 in Sioux Falls is designed to provide support as you keep on top of technology trends and scams, navigate the business of banking, and build and sustain your bank's technology strategy.

This conference will provide you with an opportunity to learn from industry experts, network with other IT colleagues, and visit with exhibitors to see and experience the latest in products and services. Sessions will cover cybersecurity, website design, incident response plans, trends and developments, preparing for your next exam, recruitment and retention of IT personnel and much more. Sessions at this year's conference include:

- **The Amazon Prime Effect: Surviving in the New Subscription Society**, *Dave DeFazio, StrategyCorps*: Subscription services are quickly becoming the dominate strategy of today's best retailers and have caused a monumental shift in the way people buy. More than 50 percent of all American households now subscribe to Amazon Prime, and more than 200 million people subscribe to this and other retail services such as Netflix, Spotify, Dollar Shave Club, Costco and AAA. Bank marketers have a duty to understand these trends and drive their banks beyond just transactions to connect better with the lifestyles of today's modern consumers.
- **Vendor Risk Management: Navigating the Evolving Regulatory Landscape**, *Michael Berman, Ncontracts*: Every financial institution has hundreds of third-party service providers assisting them with their business operations. What if one or more of them wasn't viable from a risk perspective? This session will help guide both novices and experts alike in building and managing vendor management programs with such takeaways as considering key elements when developing a vendor management plan; categorizing vendors based on risk; understanding the implications of regulatory mandates; and managing the vendor relationship cycle of contract negotiations, governance and termination.
- **Hacking the Hyperbole: The Future De-Bunked & Bottom Lined**, *Lee Wetherington, Jack Henry & Associates*: "Fintechs are disrupting us!" "Branches are going away!" "Gen Y hates banks more than



dentists!" Wrong. Wrong. Wrong. The hype cycles distorting developments in technology and shifts in demographics can lead banks astray strategically. Falling victim to hyperbole that hardens into "conventional wisdom" can do real damage to banks navigating the future of financial services. Join Lee Wetherington for the bottom line on fintechs, bigtechs, branches, blockchain and more—and learn how to navigate the most strategically important challenges and opportunities ahead.

- **Providing a Frictionless Banking Experience: What Banks Can Learn from Apple**, *Joe Salesky, CRMNEXT, Inc.*: As the pace of change in the financial services industry continues to escalate, banks are faced with the dilemma of staying relevant while continuing to grow profitability in an increasingly competitive marketplace. We know customers' profitability and loyalty are closely correlated with the engagement they have with individual brands, and for today's consumer, a frictionless yet collaborative experience is key. This session will help you answer the question "Is it easy for my customers to do business with my bank?" and provide ideas on how you can make it easier for your customers to work with you so the experience feels frictionless.

The conference will also feature a cybersecurity panel that will offer insight into fighting growing and evolving cybersecurity threats and hot topics roundtables.

To see the full agenda and to register, visit [www.sdba.com](http://www.sdba.com). Questions, contact the SDBA at 605.224.1653 or 800.726.7322. ■■■



upcoming event.....

# SDBA's First Conference for Women in Banking



**Self Confidence: Why It's Important & How to Find It,** *Dusty Pinske, First Interstate Bank, Sturgis:* What does confidence look like? Perhaps we have an image of someone who exudes confidence or makes us believe they have it all together. Is confidence an important quality and how do you achieve it?

- **Trying Again, and Again, Can Pay Big Dividends,** *Laurie Stewart, ABA Vice Chairman and President/CEO, Sound Community Bank, Seattle, Wa.:* Laurie Stewart will share her story and describe why trying again, and again, can pay big dividends. Her session will also include some practical career tips and traps, as well as the role of advocacy and how it can help be a career enhancement and have a positive impact on the banking industry. At the end of Stewart's presentation, she hopes attendees will be inspired and empowered, or at the very least have a few amusing moments of connection with other women.

**Women in Banking Panel:** The conference will also feature a panel of four South Dakota bankers who "Lead Strong" in their organizations, communities, families and lives. Moderated by ABA's Laurie Stewart, this group of women will share their insights on banking, leadership and their career paths.

- **Jodi Eich,** Chief Operations Officer, Rivers Edge Bank, Parker
- **Marcia Honomichl,** former President, Commercial State Bank, Wagner, and 2008-2009 SDBA Chair
- **Melissa Hood,** SVP/Operations Officer, Black Hills Community Bank, Rapid City
- **Kathy Thorson,** Community Banking President, MetaBank, Sioux Falls

**Service Project:** As a service project, the SDBA will be collecting donations of clean, gently-used professional clothing for Dress for Success. Your fabulous suits and other professional apparel could provide another woman with confidence to enter or return to the workplace, make a great first impression and land a job that could change her life. Drop off your donation during the conference and be entered to win a door prize.

**Networking:** Those in Sioux Falls the evening prior to the conference are invited to a reception to connect with old friends and make some new ones.

To see the full agenda and to register, visit [www.sdba.com](http://www.sdba.com). Questions, contact the SDBA at 605.224.1653 or 800.726.7322. ■■■

**R**egistration is open for Lead Strong: Women in Banking set for Oct. 2 at the Hilton Garden Inn South in Sioux Falls. The event is the SDBA's first one-day conference for women in banking.

LEAD STRONG: Women in Banking is designed to encourage, support and inspire women to succeed in the workplace. This event will benefit all levels of staff interested in the enhancement and career growth of women in South Dakota banking. Sessions include.

- **Fierce Female Leadership,** *Dr. Susan Kalsow, Bank Midwest, Arnolds Park, Iowa:* "What gets talked about in an organization and how it gets talked about determines what will happen. Or won't happen," said Susan Scott, founder of Fierce, Inc. This session will be an introduction to the basics of Fierce Conversations training: three transformational ideas, seven principles, coaching conversation, confrontation conversation, team conversation and delegation conversation. "When you think of a fierce conversation, think of passion, integrity, authenticity, collaboration. Think cultural transformation. Think leadership."
- **Personal Branding,** *Laurie Knutson, Independent Contractor, Sioux Falls:* Personal branding is a 21st century leadership requirement, and if you don't guide and cultivate it yourself, it will be defined for you. It is not about self-promotion and social media, but rather the journey of defining yourself as a leader. This session will help you define your brand based on your authentic leadership, so you can create the total experience of what people can expect from you.





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**Date:** October 10-11, 2018

**Location:** Lake Area Technical Institute, Room 433

1201 Arrow Ave NE

Watertown, SD 57201

**Schedule:** Day 1: 9:00 - 5:00 | Day 2: 8:00 - 4:00

**Requirements:** A laptop or tablet with your preferred Internet browser.

## WHAT YOU WILL LEARN:

- Vendor Breaches, Laws, and Regulations
- Information Security Program and Risk Management
- Selection of Vendors
- Ongoing Vendor Management
- Creating a Dynamic Vendor Management Program
- Contract Structuring
- IT Audit and Exam Preparation

## TESTIMONIAL:

*"Although I have been through a few annual audits already, I have picked up several beneficial tips that I was actually able to apply during our annual audit. In one year, I went from not knowing what Vendor Management was, to excelling at this course and having a spotless VM Audit. The lessons were easy to follow and I now have tools that I will be able to hold on to for the future."*

*-RebeccaHopkin, MI*



## INSTRUCTOR:

**Jon Waldman, CISA, CRISC**

Co-founder, SBS CyberSecurity

Senior Information Security Consultant

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\* A \$295 annual membership fee and 4 hours of continual educational credits are required to keep the CBVM designation.

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# Fifty-Nine Attend Experienced Ag Bankers School in Spearfish

**T**he 2018 National School for Experience Ag Bankers was held on the campus of Black Hills State University in Spearfish on June 25-29. Fifty-nine students from across the country participated in this year's school, which was the SDBA's eighth school for experienced ag bankers.

The school utilized an intensive curriculum designed to train in all facets of agricultural lending with emphasis on credit analysis, credit scoring, risk rating, working with customers in challenging times, troubleshooting problem loans, futures, options, and live case studies. Globalization in agriculture, global economics, the Washington influence, best practices in agriculture and strategic planning were also an integral part of the curriculum study. In addition, students were provided an opportunity to engage in an in-depth question-and-answer session with instructors during the session "Everything and the Kitchen Sink."

Faculty for the school included Denny Everson and Nate Franzen, First Dakota National Bank, Yankton; Robert Craven, Dale Nordquist and Ed Usset, Center for Farm Financial Management, University of Minnesota, St. Paul; Sam Miller, BMO Harris Bank, Appleton, Wis.; Cortney Cowley, Federal Reserve Bank of Kansas City; Dana Dykhouse, First PREMIER Bank, Sioux Falls; Paul Neiffer, CliftonLarsonAllen, Yakima, Wa.; John Blanchfield, Agricultural Banking Advisory Services, Damascus, Md.; Ed Elfmann, American Bankers Association, Washington, D.C.; Jason Henderson, Purdue University, West Lafayette, Ind.; Clair Gerry, Sioux Falls attorney; and Robert Hayes, Davenport Evans, Sioux Falls.

The SDBA will host the 2019 National School for Beginning Ag Bankers in June 2019, at Black Hills State University in Spearfish. The SDBA will next offer the Experienced Ag Bankers School in 2020. 📊







## A Seat Next to South Dakota's Tenth Governor Banker William H. McMaster

By Alisa DeMers, Editor

**A**walk around Pierre's business district and the Capitol Complex is a life-size lesson in the history of the state's leaders since 1889.

One of the latest additions to the Trail of Governors in Pierre is a bronze statue which welcomes visitors to take a seat and learn about South Dakota's 10th governor, a banker from the Yankton area.

William H. McMaster served two, two-year terms as governor from 1921 to 1925. Gov. McMaster's statue, along with statues of Gov. Merrell Sharpe and Gov. Ralph

Herseth, were unveiled in a Trail of Governors ceremony in the Capitol Rotunda on June 15 and installed in their permanent locations around Pierre on July 24.

### A Gifted Public Speaker

William H. McMaster was born on May 10, 1877, in Ticonic, Iowa. The family moved to Sioux City after his father died in 1880. When he was age 10, McMaster helped supplement his family's income by rising at 3 a.m. to deliver the morning newspaper.

Despite his mother passing away when he was 17, he

graduated from Sioux City High School and continued his education at Beloit College in Beloit, Wis., where he received a BA degree in 1899. In college, McMaster gained a reputation as an intercollegiate debater, a skill he later put to use when he entered state politics.

While at Beloit, McMaster met Harriet Russell, whom he married in 1902. The couple had two children, William Jr. and Dorothy.

McMaster moved to Yankton in 1901, and began his career in banking as cashier of Security State Bank in Gayville. He went on to establish several country banks



that served area farmers. Through his financial dealings with farmers, McMaster became aware of their ongoing economic problems.

McMaster was elected to the South Dakota House of Representatives for the 12th Legislative Session in 1911, followed by two terms as a state senator in 1913 and 1915. A progressive, he sponsored the state's first absentee voter law and legislation to regulate insurance.

McMaster became acquainted with Peter Norbeck when Norbeck was a state senator and McMaster was a representative. When Norbeck was elected governor of South Dakota in 1916, McMaster was his choice for lieutenant governor.

As president of the State Senate, McMaster backed Norbeck's efforts to establish state-owned coal mines, grain elevators, flour mills, stockyards, a cement plant, and a low-interest loan program for farmers which became known as the Rural Credits System.

## Difficult Time for Banks

When Norbeck moved on to the U.S. Senate, McMaster was elected governor in 1920. Gov. McMaster led South Dakota through the post-World War I era of plummeting grain prices and falling land values, which led to a wave of farm foreclosures and bank failures.

Nine banks closed in 1922, 36 in 1923, and by January 1925, 175 state banks had closed their doors, according to a biography of McMaster by Harry Robinson and Therman Wetteland.

"The federal government gave temporary relief to rural banks through short-term loans from the Agricultural Credit Corporation, but it did not stem the tide of bank failures," the biography said. "The Depositors' Guaranty Fund fell victim to the economic crisis, and the commission that administered it had to issue certificates of indebtedness to cover deposits in



insolvent banks. Because of these certificates of indebtedness, the Guaranty Fund ran a deficit of \$30 million early in 1925."

McMaster had the responsibility of keeping another Norbeck venture, Rural Credits loans, functioning during the farm crisis. While the majority of the loans had been made during Norbeck's administration, McMaster faced the beginning of the repayment cycle.

"Realizing that many farmers could not fulfill their repayment obligations on time as long as prices remained low, the Governor declared that no Rural Credits mortgage would be foreclosed

in his administration as long as farmers made an honest effort to repay," according to McMaster's biography. "He believed that the fundamental principle of Rural Credits, to save the small farmer, would be destroyed if numerous foreclosures took place."

Six months after McMaster left office in 1925, only 9 percent of the loans remained delinquent.

## Fighting High Gas Prices

The highlight of McMaster's second term as governor was his "gas war." Gasoline had become an important commodity as more South Dakotans purchased automobiles and the state increased road construction. Recognizing the growing demand, oil companies raised the price of gasoline to 26.6 cents per gallon.

Using a mandate found in one of the constitutional amendments approved during the Norbeck years—an amendment which permitted state involvement in business—McMaster ordered the South Dakota State Highway Department to buy and sell fuel at a two-cent margin at all its district headquarters.

According to reports, cars lined up for half a mile at the Highway Department's station in Mitchell when it was announced that gas



*The gasoline can in Gov. William H. McMaster's Trail of Governors statue represents his "gas war" during his second term in office.*





*Descendants of William H. McMaster attended his Trail of Governors statue unveiling at the State Capitol Rotunda on June. 15*

would be sold for 16 cents a gallon, which was a dime or so less than Standard and other companies were selling gas. There was a similar response at other sites around the state.

The “gas war” forced prices down at commercial pumps, and the state ceased gasoline sales following a series of meetings between McMaster and representatives of the oil firms, where they agreed the base price should be 16 cents per gallon. During the next two years, the state would continue to sell gasoline as cost plus two cents per gallon when commercial prices would get too high.

McMaster’s “gas war” made headlines from coast to coast, and he was asked to speak nationally about his achievement, including at the New York State Fair.

As Governor, McMaster also oversaw construction of the state cement plant in Rapid City and supported a one-cent gasoline tax to finance highway and bridge construction. During his administration, five Missouri River Bridges were constructed, as well as the first concrete state highway, which connected Dell Rapids to Sioux Falls.

In 1921, McMaster vetoed a bill that would have increased the expense allowance for state legislators because the bill had originally authorized construction of a hog barn and had been significantly amended. It was the state legislature’s first “hoghouse” amendment.

## A U.S. Senator

Upon completing his second term as governor in 1925, McMaster was elected to the U.S. Senate, where he joined Norbeck as an advocate for farmers and progressive causes. McMaster served on four committees: Indian Affairs, Military Affairs, Post Office and Public Roads, and Public Buildings and Grounds.

As a Progressive, McMaster struggled valiantly to pass legislation favoring farm parity. In 1927, with a famine in China and the U.S. having a large surplus of wheat, McMaster introduced a resolution instructing the Farm Board to buy \$25 million worth of wheat to be distributed in China by the American Red Cross. The Farm Board opposed the resolution, and it lost.

After successive failures of the

farm bloc to stabilize ag prices, McMaster proposed a resolution lowering tariffs, hoping to improve farmers’ purchasing power. The resolution passed 54-34, and the next Congress wrote a new tariff law.

Following the 1929 stock market crash, McMaster was defeated for re-election to the U.S. Senate in 1930 by Gov. W.J. Bulow.

In 1933, McMaster moved to Dixon, Ill., to manage Dixon National Bank. The bank’s owner, Charles R. Walgreen, who was the founder of the national drug store chain, recruited McMaster to Dixon because he believed his stature as a governor, U.S. senator and longtime banker would reassure depositors of the bank’s solvency.

McMaster retired as bank president in 1946, and continued as bank chairman until 1964. He died in 1968 as the age of 91.

## Permanent Place in Pierre

As part of the Trail of Governors, McMaster’s bronze statue was unveiled during a ceremony in the Capitol Rotunda on June 15. Several of McMaster’s descendants who live across the U.S. traveled to Pierre for the unveiling ceremony.

The sculptor of McMaster’s statue, James Van Nuys, said photos of McMaster show a handsome man with a charming, warm smile, which is what he attempted to capture in his piece. The statue, which has been installed on the corner of Sioux Avenue and Pierre Street, depicts McMaster sitting on bench with his arm outstretched, inviting people to take a seat next to him.

The cost of each bronze governor’s statue is \$72,000. The South Dakota Bankers Association and Scott and Julia Jones of Pierre have donated money for McMaster’s statue. Anyone interested in making a donation toward McMaster’s statue can visit [www.trailofgovernors.com](http://www.trailofgovernors.com) to learn more. 🌈



# Good News for Banks

## Congress Makes Way for Reciprocal Deposits

By Steve Davis, Regional Director, Promontory Interfinancial Network, LLC, Arlington, Va.



**A** lesser-known provision of a new law just changed the market for deposits, and it could not have come at a better time for banks, especially community banks. The provision, which is part of the regulatory relief package for banks just signed by President Trump,

provides that most reciprocal deposits are no longer treated as brokered. As a result, well-capitalized banks can now attract more large-dollar, local relationships and, in turn, have more cost-effective funding on hand to finance lending in their communities.

In recent months, U.S. banks have been bracing for increased competition for customer deposits. According to the Bank Executive Business Outlook Survey (2018, Q1) a record number of bank respondents (76 percent) reported facing more competition for deposits over the past year and almost 90 percent believe it is only going to get tougher. (*The Bank Executive Business Outlook Survey is a publication of Promontory Interfinancial Network, LLC.*)

In fact, the combination of rate hikes (more are expected later this year) and the Federal Reserve's \$1.5 trillion reduction of its balance sheet should continue to push deposit costs upward. With the Fed

not reinvesting the principal proceeds from maturing securities, liquidity will be pulled from the markets and banking system, reversing the impact of the first and second Quantitative Easing. And banks are bracing themselves for more competition from the nation's largest banks, as well as from non-traditional players that include the likes of fintech companies, Goldman Sachs's Marcus and the potential entry of Amazon.

### Reciprocal Deposits

Fortunately, the enactment of the Economic Growth, Regulatory Relief and Consumer Protection Act should offer banks some relief. This important new law provides that most reciprocal deposits are no longer considered brokered deposits.

Reciprocal deposits are deposits that a bank receives through a deposit placement network in return for placing a matching amount of deposits at other network banks. Although there are a number of providers, the leading reciprocal deposit placement network in the United States is operated by Promontory Interfinancial Network, LLC, which invented reciprocal deposits and offers two of the nation's largest reciprocal deposit placement services: Insured Cash Sweep®, or ICS®, and CDARS®.

### The Economic Growth, Regulatory Relief and Consumer Protection Act

This new law recognizes something that many in the banking sector have long understood—reciprocal deposits behave as core deposits in that they are “sticky” (CDARS deposits reinvest at a rate of approximately 80 percent, for example), and that the institution accepting the deposit maintains the relationship with the depositor. (*Promontory Interfinancial Network calculates the reinvestment rate as the percentage of the aggregate balance of CDARS deposits that are reinvested through CDARS within 28 days of maturity.*)

Specifically, the law amends section 29 of the Federal Deposit Insurance Act so that, subject to the definitions, terms, and conditions of the Act as amended:

- If a bank is well capitalized and has a composite condition of outstanding or good (CAMELS 1 or

#### DEPOSIT COMPETITION

Experience Compared to 12 Months Ago



Expectation for the 12 Months Ahead



Worse Same Improved

Source: Bank Executive Business Outlook Survey 1st Quarter, 2018



2), its reciprocal deposits up to the lesser of \$5 billion or 20 percent of the bank's total liabilities are no longer considered brokered. Reciprocal deposits over these amounts are allowed, but the incremental amount (overage) is treated as brokered.

- If a bank drops below well capitalized, the bank no longer requires a waiver from the FDIC to continue accepting reciprocal deposits, so long as the bank does not receive an amount of reciprocal deposits that causes its total reciprocal deposits to exceed a specified previous average. As before, interest rate restrictions apply while the bank is less than well capitalized.

Banks now have a much larger, approved source of stable deposits that can be tapped. This means banks can help even more customers—including businesses (large and small), nonprofits, municipal governments, financial advisers and even individuals—to safeguard their funds, potentially at even higher levels. All at the same time attracting locally-priced, large-dollar deposits, which can be used to reinvest in the bank's community.

Furthermore, banks can use reciprocal deposits to replace more expensive deposits, like routinely collateralized deposits that come with tracking burdens, and those from listing services (generally associated with wholesale pricing and no loyal or local customer relationship).

## Making the Most of This New Opportunity

Now is the time to act by taking advantage of this important change in banking law. Read more about the new law and about the nation's largest, most well-known reciprocal deposit services by visiting [www.promnetwork.com](http://www.promnetwork.com).

Banks of all sizes can use Promontory Interfinancial Network's Insured Cash Sweep, or ICS; CDARS; Promnet Repo; IND; Yankee Sweep; Bank Assetpoint; and Residential Mortgage Network services to help manage their balance sheets. They can use Promontory Network services to build multi-million-dollar relationships, reduce collateral requirements, purchase funding, manage liquidity, and buy or sell loans. Promontory is an SDBA associate member. To learn more, visit [promnetwork.com](http://promnetwork.com) or contact Steve Davis at 866.776.6426, ext. 3478 or [sdavis@promnetwork.com](mailto:sdavis@promnetwork.com).



## Learn How to Take Advantage of New Reciprocal Deposit Legislation

Thanks to the newly-signed regulatory relief bill, most reciprocal deposits are no longer brokered. This comes as banks face intense and increasing competition for deposits.

Join Promontory Interfinancial Network—the nation's leading provider and inventor of reciprocal deposit placement services—for a free webinar that outlines key provisions of the new law and the impact ICS®, or Insured Cash Sweep®, and CDARS® can have on banks' balance sheets. The webinar will also cover how banks can use ICS and CDARS to capitalize on the opportunities at hand; presenters will discuss cost-effective ways to use the services to attract high-value relationships (even as deposit competition intensifies) and to lock-in more low-cost funding (even as interest rates continue to rise).

The webinar "ICS and CDARS: Taking Advantage of New Opportunities" is a "must" for decision-makers at banks of all sizes, especially for community banks that utilize collateralized deposits and/or listing services. Promontory will offer the webinar at various dates and times. See the list of webinars and register to take part at [www.promnetwork.com](http://www.promnetwork.com).

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# South Dakota Bankers Association 2019 Scenes of South Dakota Calendar



The South Dakota Bankers Association is pleased to offer you the Scenes of South Dakota Calendar. This calendar will feature photos of South Dakota submitted by South Dakota bankers, their family members and customers. Your bank logo and name can be printed on each calendar to display in homes and businesses all year long. **Calendar orders are due by September 1, 2018, to get the low price of \$1.19\* per calendar. Each order will have an additional \$25.00 production charge.**

The Scenes of South Dakota calendars are exclusive to SDBA member banks. These calendars are a great opportunity to thank your customers for their business and promote your bank. The SDBA logo is also included to emphasize the strength and security of South Dakota's banking industry. Please see the information below and order today! All orders will be shipped November 1, 2018.

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Bank \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Quantity (minimum order 100) \_\_\_\_\_

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**Please note: Imprint Area for bank logo and/or name is 10.375" wide x 1.25" tall.**

Bank logo and/or name to imprint needs to be provided in an Illustrator EPS or high resolution TIF file (300 dpi) and emailed to [ademers@sdba.com](mailto:ademers@sdba.com). Please supply all linked art and fonts required to print your file.\*\*

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- ☐ We've ordered before, but have changes to our imprint area.

(Please note changes in the Special Requests area.)

Would you like a proof emailed to you? ☐ Yes ☐ No, I do not need to see a proof.

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800.726.7322

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[www.sdba.com/calendar](http://www.sdba.com/calendar)

**\*Pricing Information:** Orders placed by September 1, 2018 receive the low price of \$1.19 per calendar. After September 1, price is \$1.49. Each order will have an additional \$25.00 production charge (layout for press run, in-house press proof, boxing, labeling), plus shipping. Logo will be black unless color is requested. Send no money now. Orders will be billed when shipped. Orders cannot be accepted after September 15, 2018.







washington update.....

BY ROB NICHOLS | President and CEO | American Bankers Association

# S. 2155: Now for the Just-as-Hard Part

**P**rior to May 24, 2018, bankers may have had a hard time remembering what a big win in Congress looked like. It's true that in the past year we saw important progress with the enactment of historic tax reform and the overturning of the Consumer Financial Protection Bureau's arbitration rule. But substantial regulatory reform had been elusive for a decade.

That changed when Senate Banking Committee Chairman Mike Crapo (R-Idaho) committed to crafting a bipartisan bill that recalibrates banking rules to allow banks to better serve their customers, clients and communities. Crapo's distinctly bipartisan approach, plus roughly 19,000 banker visits to Washington and tens of thousands of emails and calls to lawmakers over the past eight years, changed everything.

The result is S. 2155, the first positive, bipartisan regulatory reform bill to be signed into law in years.

This occasion is worth noting not because S. 2155 contains everything banks want and need in order to fully serve their customers; it doesn't. But the law suggests that the era of indiscriminately heaping more rules on banks has ended, and a new era of better tailored regulation is settling in. It also recognizes that banks play an essential role in helping their customers, communities and the economy grow and that policy should support that role, not make it harder.

That's real progress, and it's thanks to bankers owning their role in the political and policy-making process. You identified the problems, helped craft solutions and explained to lawmakers why they mattered.

As tempting as it is to spend the rest of this column spiking the ball and congratulating us all on a job well done, I won't. Because even more work lies ahead. Not only is there so much more Congress can do to right-size financial rules, but a quick scan of the effective dates of S. 2155's provisions shows that Congress made about one-third of the laws' changes effective immediately; the rest were punted to the regulatory agencies to handle. (You can find a list of effective dates at [www.aba.com/s2155](http://www.aba.com/s2155).)

That means a lot of regulatory proposals and

guidance is still to come. Bankers will need to be part of each rulemaking to ensure the banking agencies implement the law as intended.

Here's just one example of why staying involved will matter. Among the provisions to be implemented is a variation of one that ABA and the state associations first suggested, relieving highly-capitalized community banks (those under \$10 billion in assets) from the complex Basel III capital standards. Congress directed the banking agencies to designate such banks using a simple leverage ratio that is somewhere in the 8-to-10 percent range. If regulators choose 8 percent, around 95 percent of banks under \$10 billion could be eligible for the relief. If they choose 10 percent, only two-thirds of those banks would qualify. We believe 8 percent is a logical and appropriate threshold and will need bankers' help to make that case.

In addition to S. 2155 implementation, the new crop of leaders at the banking agencies are eyeing other improvements to rules that can be done through regulatory fiat. These include modernizing the Community Reinvestment Act and updating Bank Secrecy Act/anti-money laundering rules, not to mention a top-to-bottom review of the Consumer Financial Protection Bureau's rules and actions.

So for those who might be thinking that S. 2155's enactment means fewer trips to Washington to plead your case, think again. Your engagement remains vital to improving the policy environment for banks—the focus just shifts from lawmakers to rule makers.

Weighing in on the details of proposed rules is the granular part of advocacy, but it's just as consequential as helping a bill through Congress. That's why we'll be reaching out to bankers when the time comes to help us shape rulemakings. I hope you'll respond with as much passion and commitment to our regulatory action alerts as you did throughout S. 2155's long, eight-year journey. ■■

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Rob Nichols is president/CEO of the American Bankers Association. You can reach Nichols at [nichols@aba.com](mailto:nichols@aba.com).





ask the appraiser.....

BY SHERRY BREN | Executive Director | South Dakota Appraiser Certification Program

# USPAP Ethics Rule: Confidentiality

## Physical Characteristics or Assignment Results—Non-Residential Real Property Example

**Question:** I am trying to distinguish between physical characteristics and assignment results in a non-residential appraisal assignment. Which of the following 10 terms are physical characteristics and which are assignment results?

1. Building contains 10,316 SF
2. There is a low land-to-building ratio
3. The mechanicals are in fair condition
4. The heat/AC equipment is 20 years old
5. Parking access is poor
6. There is 2,000 SF mezzanine office space
7. There are four parking spaces per 1,000 SF of office area
8. The warehouse ceiling height is 14 feet
9. The building has functional problems
10. The building is Class A construction according to Marshall & Swift description

**Response:** Physical characteristics do not include an appraiser's opinions. The items listed above shown as numbers 1, 4, 6, 7, 8 and 10 are examples of physical characteristics.

Assignment results include an appraiser's opinions. The items listed above shown as numbers 2, 3, 5 and 9 are examples of an appraiser's opinions, and therefore, are assignment results.

## What Are "Reasonable Steps?"

**Question:** USPAP now requires that an appraiser "take reasonable steps to safeguard access to confidential information." What are reasonable steps?

**Response:** The Confidentiality section of the ETHICS RULE stipulates that except in certain circumstances, the appraiser must not disclose confidential information or assignment results (both as defined in USPAP). Safeguarding confidential information and assignment results requires the appraiser to make a decision as to what is reasonable.

One dictionary defines reasonable as being based in sound judgment. Sound judgment is not a one-size-fits-all proposition. For example, what are reasonable steps for an appraiser who is working in a public space

where others might be able to see the work papers or computer screen? The reasonable steps necessary to safeguard private documents from public view could vary.

The same judgment extends to the appraiser's office. It is up to the appraiser to determine when confidential information and assignment results should be kept under lock and key or in a closed folder. The answer could vary depending on the office environment; reasonable steps for an appraiser working from a home office might be different from those required in a large firm with appraisers and others having access to the workspace. USPAP requires an appraiser to exercise judgment; it does not list steps the appraiser should take to comply.

Confidential information and assignment results can be stored electronically. This information kept in desktop computers can be safeguarded in the same manner as physical files. The information can also be kept on an array of portable devices (e.g., laptops, external disk drives, small flash drives, smart phones, etc.). These devices may be easily misplaced, lost or stolen. The loss of one of these devices carries the same risk as orally disclosing confidential information or misplacing printed copies of reports.

USPAP cannot specify the steps an appraiser should take to prevent losing these devices or documents, nor can it specify what to do if that happens. Over time, new data storage and security technologies will evolve. USPAP does not specify whether these devices must be encrypted or password protected, nor the level of protection. USPAP cannot specify whether the appraiser must have the ability to remotely erase confidential information.

USPAP can only require the appraiser to exercise sound judgment. Therefore, relying on best professional practices, individual appraisers must seek "reasonable" and practical solutions to maintaining client confidentiality. ■■

.....  
If you have an appraisal related question that you would like to have answered in the "Ask the Appraiser" column, submit it to Sherry Bren, executive director of the Appraiser Certification Program, 308 S. Pierre St., Pierre, SD 57501, fax 605.773.5405 or by email to Sherry.Bren@state.sd.us.



## Sandvig Promoted at Dacotah Bank to Work on New Initiatives



Dacotah Bank in Aberdeen has promoted David Sandvig to senior vice president and chief relationship officer. The new position is the result of numerous company initiatives.

"Key recommendations from the research of four internal Academy teams include challenges to take

a more customer-centric approach and to better understand and align the relationship between our products and services and our customers' needs and expectations; build and strengthen customer and team relationships with social and strategic communications; and create an environment to continually focus on innovations affecting our customers and their expectations of their relationship with Dacotah Bank," said Executive Vice President Robert Fouberg.

Sandvig, who began his new position on July 1, will serve as a member of the steering committee and is responsible for creating organizational and

customer relationship strategies to maximize customer acquisition, retention and profitability across Dacotah Bank's product and service offerings. He will serve as a strategic communication bridge, connecting strategies and activities of several diverse departments, groups and interests within the company and focusing on alignment of efforts with the bank's strategic plan and brand representation to customers and markets.

Sandvig said his first priority will be to establish a digital innovation group.

"Digital innovation and transformation is disrupting the financial industry. The trajectory of change will be increasingly impactful to industry consumers and, in turn, will offer significant challenges and opportunities for community banks. In order to remain a relevant option for our customers, Dacotah Bank will need to anticipate and proactively learn about available technologies," Sandvig said.

Originally from Aberdeen, Sandvig served as a wealth advisor prior to his promotion. ■■



## Meta Rings Nasdaq Stock Market Opening Bell

On July 30, Meta Financial Group® (Nasdaq: CASH) celebrated its 25th listing anniversary with Nasdaq. In honor of the occasion, Chairman and CEO J. Tyler Haahr rang the opening bell at Nasdaq MarketSite in Times Square.

Meta Financial Group is the holding company for MetaBank, headquartered in Sioux Falls. Meta was among top companies to participate in the ceremony. Recently, Intel and JP Morgan both rang the opening bell.

Meta is proud to be counted amongst this group but even prouder of its South Dakota roots. ■■



## SD Bankers Attend GSBC

The Graduate School of Banking in Colorado held its 68th annual school on July 15-27 in Boulder, Colo. Hosted each July at the University of Colorado, this 25-month graduate school of banking delivers a relevant and challenging curriculum that deepens students' understanding of community banking.

On July 17, the SDBA and NDBA hosted South Dakota and North Dakota students to dinner.

South Dakota students in this year's school are John Kerstiens, Pioneer Bank & Trust, Rapid City; George Mollner, Fishback Financial Corporation, Sioux Falls; Brett Simons, Security First Bank, Rapid City; Mavrick Hill, Commercial State Bank, Wagner; Michael Brusven, FDIC, Sioux Falls; Jessica Burchill, FDIC, Sioux Falls; Blake Crow, Eide Bailly, LLP, Sioux Falls; Leslie Eich, FDIC, Sioux Falls; Douglas Galbavy, FDIC, Sioux Falls; Adam Kniffen, First Bank & Trust, Sioux Falls; Jill Luque, American Bank & Trust, Huron; and Matthew Nelson, Bank Midwest, Sioux Falls. ■■



classifieds.....

### **Bank Accountant/Senior Analyst, Security State Bank, Chancellor, S.D.**

Security State Bank is a leading agriculture and small business bank in eastern South Dakota and southwestern Minnesota. We have an opportunity for a bank accountant/senior analyst to join our dynamic team. The position will be located at our office in Chancellor, S.D. This is a great opportunity for a highly-motivated individual to make a big impact in our fast-paced, growing organization. In your role you will: conduct extensive independent credit analysis on existing and new clients in association with senior bankers; comprehensive credit administration supervision; review customer accounts/portfolios in order to identify credit quality issues; conduct specialized analysis and prepare specialized reports on loan quality/portfolio quality; perform economic and industry analysis, financial projections and risk assessments. Competitive salary and benefits package. Qualifications: bachelor's degree in accounting and finance; five years of accounting experience; excellent analytical, problem solving and attention to detail skill set; self-motivated-self starter; agricultural background preferred. EOE. Submit credentials and compensation requirements to: John J. Baumiller, President, johnbaumiller@banksecuritystate.com. ■

### **Business Banker, Dacotah Bank, Rapid City, S.D.**

Dacotah Bank seeking an experienced, self-motivated individual to join our team as a business banker in our Rapid City, S.D., office. The successful candidate should have two to five years of lending; strong relationship management and interpersonal skills; commitment and enthusiasm for community banking; experience managing a diverse portfolio, and be a team player. Responsibilities of this position include: managing relationships with community banking customers, prospect and develop new customer relationships, and retain and expand existing customer relationships. We offer an excellent benefits package, a competitive salary, and an enjoyable work environment. Apply online at: dacotahbank.com/careers. Dacotah Bank is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. ■

### **Business Banker, Minnwest Bank, Sioux Falls, S.D.**

Minnwest Bank is seeking an experienced business banker for a location in Sioux Falls, S.D. This position is responsible for managing its own credit portfolio and cross selling other bank services, deposit accounts and cash management services. The selected applicant will team with other business bankers, assisting with relationship management, ongoing customer communication and market growth in Sioux Falls. Duties and responsibilities include servicing the loan portfolio according to bank policy and managing all aspects of borrowing relationships, in addition to retaining and servicing existing clients, and developing additional accounts. Education/Experience Required: Bachelor's degree and five years of

business banking experience or equivalent combination of education and experience. Formal credit training or equivalent required, including ability to analyze complex balance sheets, income statement ratios and cash flow statements. Please send resume to our Human Resource Department at joinourteam@minnwestbankgroup.com. EEO/AA Employer ■

### **Commercial Banker, Security State Bank, Chancellor, S.D.**

Security State Bank is a leading agriculture and small business bank in eastern South Dakota and southwestern Minnesota. We have an opportunity for a commercial banker to join our dynamic team. The position will be located at our office in Chancellor, S.D. This is a great opportunity for a highly-motivated individual to make a big impact in our fast-paced, growing organization. In your role you will: prospect and secure new commercial and agriculture loan and depository relationships, conduct extensive independent credit analysis on new and existing clients in association with a credit analyst team member; comprehensive credit administration supervision; review customer accounts/portfolios in order to identify credit quality issues; conduct specialized analysis and prepare specialized reports on loan quality/portfolio quality; perform economic and industry analysis, financial projections and risk assessments. Competitive salary and benefits package. Qualifications: bachelor's degree in accounting and finance; five years of banking, sales or accounting experience; excellent analytical, problem solving and attention to detail skill set; self-motivated-self starter; agricultural background preferred. EOE. Please submit credentials and compensation requirements to: John J. Baumiller, President, johnbaumiller@banksecuritystate.com. ■

### **Compliance Officer, Security State Bank, Chancellor, S.D.**

Security State Bank has an opening for a compliance officer located in Chancellor, S.D. This is a great opportunity for a self-motivated, progressive individual to direct and coordinate compliance for our three bank locations. The successful candidate will manage and administer the bank's compliance risk management program in all banking areas; review and update policies and procedures annually; perform staff training/education; and be responsible for all BSA/AML functions. Qualifications: Four-year college degree and a minimum of five years related experience; strong verbal, written and interpersonal communication skills; strong analytical skills and detail orientation; good organizational skills; and high level of focus and accuracy. This position will give you an opportunity to join a progressive banking organization that offers a competitive salary and benefits package including 401(k) plan, health, life, dental and vision benefits. Successful applicant must pass pre-employment screening including credit history and criminal background check. EOE. Please submit credentials and compensation requirements to: John J. Baumiller, President, johnbaumiller@banksecuritystate.com. ■



classifieds.....

### Controller, Arlington State Bank, Arlington, Minn.

Our client, Arlington State Bank, is a fourth generation family owned bank located in Arlington, Minn., and is currently seeking an individual to join the team as their controller. This position will be responsible for management of the financial activities of the bank to include: financial analysis, month-end close, call reports and maintaining internal control safeguards. Qualifications include a bachelor's degree in accounting and/or finance with five-plus years related experience. The ideal candidate will possess strong analytical and technical skills along with ability to work on multiple projects and meet deadlines. Excellent judgment and decision-making abilities along with effective interpersonal skills are essential to this position. Banking experience is preferred along with knowledge of GAAP as well as state and federal banking regulations. CPA and/or CMA a plus. This position offers a competitive compensation range of \$60,000-\$80,000 DOE. A benefits package includes a fully-paid health insurance family plan and 401(k) match of 4 percent in addition to other incentives. Arlington State Bank has been in business since 1895. EOE. To apply and learn more about this opportunity please visit - [www.eidebailly.com/careers/positions-with-clients](http://www.eidebailly.com/careers/positions-with-clients). ■

### Universal Banking Officer, Rivers Edge Bank, Howard, S.D.

Rivers Edge Bank is seeking a highly-motivated, self-directed person to serve in the role of universal banking officer in Howard and Canova, S.D. Qualities of a successful candidate include great interpersonal skills, a willingness to serve others, good understanding of banking services including electronic delivery services, and good judgment. Responsibilities will include helping customers with day-to-day financial needs as well as handling more complex product and service solutions. Job requirements will include a wide range of responsibilities in deposit product sales and consumer/residential real estate lending. An associate or bachelor's degree in business or financial services is preferred but not required. Rivers Edge Bank offers a competitive compensation and exceptional benefit package. Visit [www.riversedge.bank](http://www.riversedge.bank) to apply or send an application letter and resume to Rivers Edge Bank, ATTN: HR Dept., PO Box 216, Parker, SD 57053. Member FDIC. Equal Housing Lender. Equal Opportunity Employer. ■

If you have a job opening at your bank or something to sell, send your classified listing via email to [ademers@sdba.com](mailto:ademers@sdba.com) and we will post it on the SDBA website and print it in the South Dakota Banker Magazine. The fee is \$50 per ad (200 word limit) for SDBA members or \$100 per ad (200 word limit) for non-members. Questions, call 605.224.1653.

## Senators Urge FCC to Issue New TCPA Rules

Seven members of the Senate Commerce Committee—including Chairman John Thune—last week urged the Federal Communications Commission to issue new rules to ensure that consumers can receive important communications from their banks and other businesses. The letter was submitted as the FCC considers issuing new Telephone Consumer Protection Act rules after a federal appellate court in March struck down two key aspects of the FCC's prior rules.

"The FCC must make it more workable for legitimate businesses to stay in communication with consumers in a timely and effective manner," the senators wrote. "It is imperative that the FCC develop an updated TCPA framework that both protects consumers and provides those calling in good faith with a reasonable means of communicating with their customers."

The senators urged the FCC to issue a new interpretation of an "automatic telephone dialing system" that would limit TCPA restrictions only to dialing equipment that generates telephone numbers in random or sequential order. ABA, the U.S. Chamber of Commerce and several other industry trade groups have asked the FCC to adopt this definition in a recently filed joint petition. ■



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# Seminars/Conferences/Webinars/Schools

## SDBA EVENTS

### SDBA Bank Technology Conference

Sept. 11-12, 2018 | Sioux Falls

### SDBA Lead Strong: Women in Banking Conference

Oct. 2, 2018 | Sioux Falls

### IRA Update Seminar

Oct. 18, 2018 | Sioux Falls

### Security Seminar

Oct. 30, 2018 | Sioux Falls

### Call Report Seminar

Nov. 7, 2018 | Sioux Falls

### ABA National Agricultural Bankers Conference

Nov. 11-14, 2018 | Omaha

### IRA Basics Seminar

Dec. 13, 2018 | Sioux Falls

### SDBA 2019 State Legislative Day

Feb. 13, 2019 | Pierre

### IRA Update Seminar

Feb. 21, 2019 | Sioux Falls

### SDBA 2019 Agricultural Credit Conference

April 10-12, 2019 | Pierre

## WEBINARS

For a complete list of webinars, visit [www.sdba.com/webinars](http://www.sdba.com/webinars).

### Aug. 14, 2018

Compliance Management

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### SDBA IRA School

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### GSB Strategic HR Forum

Sept. 27-28, 2018 | Minneapolis

### GSB Sales and Marketing School

Oct. 14-19, 2018 | Madison, Wis.

### GSB Bank Technology Security School

Oct. 21-26, 2018 | Madison, Wis.

### GSBC Executive Development Institute for Community Bankers

April 14-17, 2019 | Denver, Colo.

For more details and to register for a training, visit the SDBA's online event calendar at [www.sdba.com/events](http://www.sdba.com/events).  
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