

# SDBANKER



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



**FINDING  
DIVERSITY**  
IN SMALL TOWN  
BANKING

Page 12



**SDBANKERS**  
ASSOCIATION



# \$180,000

## IN HIGH SCHOOL SCHOLARSHIPS

from the South Dakota Bankers Foundation  
and Your Bank...

Scholarships are available in \$500 increments to the first 180 banks/branches who agree to match an equal amount. One-hundred eighty \$1,000 scholarships will be awarded to high school seniors on behalf of their sponsoring banks and the South Dakota Bankers Foundation.

### Foundation Requirements

- Banks who participated in the High School Scholarship Capital Campaign will be eligible to complete this application.
- Student must be a high school senior who plans to attend an accredited South Dakota college, university, vocational technical school, or community college on a full-time basis.
- Winners agree to have their names released to the media.
- Other eligibility requirements may be determined by the sponsoring bank.

### Matching Funds Application

**PLEASE PRINT**

Bank/branch must match each scholarship at \$500. Scholarships are awarded based on one per bank, then one per branch with additional requests considered until the \$90,000 is awarded. Submit in the order of priority. Duplicate this form if you have more than three locations requesting scholarships.

**Bank Name:** \_\_\_\_\_

Branch/Bank City: \_\_\_\_\_ # of \$500 scholarship(s) applying for to this location: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

Branch/Bank Address: \_\_\_\_\_ Zip: \_\_\_\_\_

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

Branch/Bank City: \_\_\_\_\_ # of \$500 scholarship(s) applying for to this location: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

Branch/Bank Address: \_\_\_\_\_ Zip: \_\_\_\_\_

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

Branch/Bank City: \_\_\_\_\_ # of \$500 scholarship(s) applying for to this location: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

Branch/Bank Address: \_\_\_\_\_ Zip: \_\_\_\_\_

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

**Submit requests by December 21, 2018.**  
**You will be notified when we receive your application.**

**Parent banks** will be notified in **January 2019** of the number of \$500 scholarships bank and/or branch(es) will be awarded. Checks will be sent the first week in February 2019 to the main bank.

**Send this application by mail, fax or email to:**  
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PO Box 1081- Pierre, SD 57501  
Fax: 605-224-7835 \* Email: [jdyc@sdba.com](mailto:jdyc@sdba.com)  
Questions: Call 605-224-1653





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## SDBA STAFF

**Curt Everson**, SDBA President

ceverson@sdba.com

**Mike Feimer**, President of Insurance and Services

mfeimer@sdba.com

**Halley Lee**, Administrative Vice President

hlee@sdba.com

**Alisa Bousa**, Communications Coordinator

abousa@sdba.com

**Nadine Kepford**, IS/Business Manager

nkepford@sdba.com

**Jeanine Dyce**, Administrative Assistant

jdyce@sdba.com

**Dean Franzen**, Commercial Lines Specialist

dfranzen@sdba.com

**Michelle Guthmiller**, Insurance Specialist

mguthmiller@sdba.com

**Robin Feimer**, Insurance Specialist

rfeimer@sdba.com

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## message from the chairman.....

BY KARL ADAM | Market President | First Dakota National Bank, Pierre

# Lend a Hand and Your Voice

I am sure most of you will agree, thank goodness, the 2018 mid-term election is now in the history books, notwithstanding notable close and contentious races in Florida, Arizona and Georgia.

The table is set with Governor-Elect Kristi Noem preparing to take office in just a few short weeks, in addition to the new members of the South Dakota Legislature. First-term Congressman-Elect Dusty Johnson joins veteran senators John Thune and Mike Rounds as members of our congressional delegation representing South Dakota's interests in Washington, D.C.

Our industry is well positioned with Sen. Thune recently elected majority whip, the number two

position in the U.S. Senate Republican Caucus. Sen. Rounds maintains a seat on the powerful Senate Committee on Banking, Housing and Urban Affairs and continues to promote practical solutions to burdensome and uneven banking regulations. Although Congressman-Elect Dusty Johnson will be new to Washington, D.C., I have no doubt he will make his voice heard and represent South Dakota's interests well.

SDBA President Curt Everson and Legal Counsel Brett Koenecke work diligently all year long representing the interests of South Dakota bankers, not only in South Dakota with our state legislature, but also working with each member of Congress. Get to know your local legislators and help educate them on the important role banks play in your community. This goes a long way in letting them know that bankers show up on purpose! As bankers, it is imperative that we pay close attention to issues that affect our industry, as we fully understand the need to have our voices heard.

2019 is shaping up to be a very active legislative session, which offers all of us an opportunity to be heard. Get active! Our association has proven to be successful over the years due to its strong and engaged membership and support of each banker and the rapport our president and legal counsel has garnered over the years. Keep it up!

Finally, it is also the time of year that we give thanks. Remind yourself daily how fortunate we are and the opportunity we have to be a part of a great democratic process. Remember, it's that time of the year....lend a hand and your voice. ■■■

Karl Adam is market president at First Dakota National Bank in Pierre. Adam can be reached at 605.945.5513 or [kadam@firstdakota.com](mailto:kadam@firstdakota.com).

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from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

# Preparing for State Legislative Session

**E**lection season is over for 2018! No more political commercials...hurrah! Back to a steady diet of wonder drug ads from Big Pharma...ugh!

Now it is time for those who won to govern. That means a whole lot of people—politicians and their staff, reporters, talking-heads and disgruntled voters alike—need to stop looking in the rear-view mirror. Unsuccessful candidates, supporters of failed ballot measures, and elected officials from both the majority and minority parties need to stop complaining about races that didn't turn out the way they preferred. It is time to move forward. Good governance is about determining the best for the future of this nation and its citizens and pursuing that course. It is not about rehashing past battles lost and won.

So, I am looking forward to closing out 2018, and not just because I get to celebrate my second Christmas as Grandpa Curt. (Okay, that is a big deal to me!) But, I look forward to meeting with members of both the SDBA and SDBIS Board of Directors the first week of December. I also look forward to a lively discussion with members of the SDBA Legislative Committee about bills likely to be introduced during the 2019 Legislative Session. Here's a few we expect to be introduced.

## Expanding Availability of Self-Insured Multiple Employer Trust Health Plans

We are likely to see another version of 2018's HB1287, brought on behalf of the Credit Union Association of the Dakotas. The SDBA and the South Dakota Division of Insurance both want to make sure that new METs are held to the same high operational and financial standards as South Dakota Bankers Benefit Trust (SDBBT). Some supporters of bills like HB1287 seem to think that self-funded, multiple employer trusts are a panacea for rising health insurance rates and health care costs. Some people also believe that forming and operating a health insurance trust is easy. Nothing could be further from the truth. The SDBA will continue to work with the Division both before and during the 2019 Session.

I would be remiss if I didn't give a shout-out to Mike Feimer and the bankers that serve on the SDBBT

Board of Trustees. Thank you David King, Dean Dreessen, Mark Law, Joe Anglin and Georgy Kenzy. Just completing its fourth year of operation, SDBBT was able to grant participating banks a premium holiday in December. What a nice holiday gift to banks and bankers alike!

## Enable Formation of Business Development Banks

Since the close of the 2018 Session, SDBA leadership has continued to study the business development bank concept. As noted in my October column, in order to broaden industry understanding of the concept and to help SDBA leadership better understand the market effects and policy implications of this charter, SDBA Chairman Karl Adam appointed 11 bankers representing a wide cross-section of South Dakota's banking industry to a working group. A report summarizing the working group discussions and findings was completed in late October and distributed via email to all SDBA member CEOs on Nov. 9. Anyone interested in reading the report can find it at [www.sdba.com/lobbying](http://www.sdba.com/lobbying).

The report will serve as the basis of discussions to be held by the SDBA Legislative Committee and Board of Directors on Dec. 6 in Pierre. The structure and approach of non-bank players in the financial services marketplace will continue to evolve. The course that the South Dakota Legislature chooses to follow with the business development bank concept has national implications. South Dakota just elected a new governor and 105 state legislators, more than a quarter of whom are brand new to the process. SDBA leadership is committed to developing fully-informed, well-reasoned, defensible positions on bills like 2018's SB184.

## Commercial Property Assessed Clean Energy (C-PACE) Enabling Legislation

As the name implies, property assessed clean energy (PACE) programs involve the extension of credit to support the installation of varying types of equipment or fixtures that will reduce the consumption

*Continued on page 21*



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

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

# A Doctor When You Need One

**A**fter a recent South Dakota Bankers Benefit Trust (SDBBT) annual employee benefit meeting at Blue Cross Blue Shield headquarters in Sioux Falls, I received a letter from Lois Tjeerdsma, who is vice president/cashier at Security State Bank in Tyndall. She has attended our managers meeting for a number of years, and a topic at one meeting was the use of "Doctor on Demand."

Lois had a chance to put this service to work soon after our meeting. Here is information that she shared with others at her bank.

*By Lois Tjeerdsma, Security State Bank, Tyndall*



**W**e are approaching cold and flu season. At a recent meeting, I was reminded of our "Doctor on Demand" benefit which is included with our health insurance plan. While this type of doctor visit isn't for annual exams or serious health issues, it can help you with your more common issues such as cold/flu, bronchitis and sinus infections, urinary tract infections, sore throats, allergies, fever, headaches, pink eye, skin conditions and mental health. If your condition seems to warrant further care, you will be referred to seek it.

The cost for a Doctor on Demand visit is just \$10 versus the \$30 office co-pay. (Mental health co-pay is slightly higher.) It can be done 24/7/365. I had never used this, but last night I did and it was great. I sat in my living room and had a 10 minute conversation with a doctor. Prescriptions were sent to our local Tyndall pharmacy and boom! Done! I didn't have to take time away from work or sit in a medical office with other sick people.

All you need to do is:

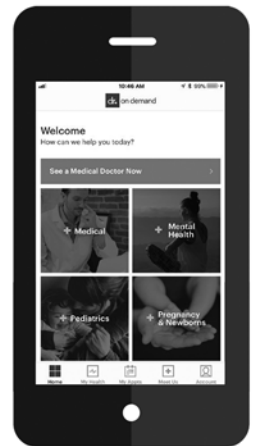
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with one you prefer or just take the next doctor available ASAP. It took two minutes for a doctor to come into view for me. The prescriptions are available for your viewing in the app after the appointment.

I will have more information to hand out at benefit enrollment time.

That's the end of my infomercial. If you have a need for doctor care and give this a try, I would like to hear how you like it. 📱

Mike Feimer is president of South Dakota Bankers Insurance & Services, Inc. in Yankton. Feimer can be reached at 605.660.2341 or [mfeimer@sdba.com](mailto:mfeimer@sdba.com).

## Top Loan Officers Earn Recognition



L-R: The top loan officers for 2018 were Kyle Swiden, Dona Mae Johnson, Lori Norby, Connie Bridges, Lorre Buhler and Pam Larson (Not pictured is Julie Brownell.)

**S**outh Dakota Housing Development Authority (SDHDA) announced the seven top loan officers in 2018 for its loan products: Kyle Swiden, Plains Commerce Bank, Sioux Falls, Area 1; Julie Brownell, Plains Commerce Bank, Aberdeen, Area 2; Dona Mae Johnson, BankWest, Pierre, Area 3; Lori Norby, CU Mortgage Direct, LLC, Madison, Area 4; Connie Bridges, First Bank & Trust, Brookings, Area 5; Lorre Buhler, Gateway Mortgage Group, Rapid City, Area 6; and Pam Larson, First Dakota National Bank, Mitchell, Area 7.

Together these seven loan officers contributed more than \$37.4 million in homeownership loans in 12 months.

"At SDHDA, loan officers are critical to the success of our programs," said Brent Adney, director of homeownership programs. "The Loan Officer Recognition Program is a small token from SDHDA in appreciation of all the work they do for this organization and their strong commitment to providing affordable homeownership opportunities for South Dakotans."

The SDHDA Loan Officer Recognition Program is an annual honor designed to recognize loan officers who consistently promote affordable housing by offering SDHDA programs. Loan officers from SDHDA participating lenders were divided into seven geographic areas by county population base and the number of SDHDA loans purchased.

In addition, SDHDA also honored the top five lending institutions within the state: Plains Commerce Bank, Fairway Independent Mortgage Corporation, First Bank & Trust, NA, Sioux Falls, Premier Home Mortgage and First PREMIER Bank. ■■

## SBS CyberSecurity Announces Changes

**S**BS CyberSecurity (SBS), a premier cybersecurity consulting and audit firm serving clients nationally



and internationally, has expanded its Board of Directors and elected new officers. The board voted unanimously to elect and promote the following members:

- Aaron Gamewell, president, CEO and managing partner of SBS, was elected to serve as chairman of the board.
- NDBA Services, Inc. was elected to serve on the board in an outside director position. Ann Reich, SVP of strategic partnerships at the NDBA, will represent NDBA Services, Inc.
- Chad Knutson, SBS Institute president and SBS chief information security officer, was elected to serve on the board as chief strategy officer.
- Jon Waldman, executive vice president information security consulting at SBS, was elected to serve as board secretary.

George Schaefer joins SBS' executive team as chief operating officer. He brings 14 years of experience in mortgage banking, compliance, sales, as well as operational and production management. He most recently served as president of the Secondary Mortgage Group at Bank of the Ozarks in Little Rock, Ark.

Along with the addition of Schaefer, the executive team has expanded to include the following:

- Blake Coe, senior vice president network security
- Buzz Hillestad, senior vice president information security consultant
- Jeff Spann, senior vice president information security consultant
- Cody Delzer, vice president information security consultant
- Eric DeKam, vice president accounting, controller
- Amy Williams, associate vice president human resources
- Julia Miller, associate vice president marketing

An additional promotion is Alexis Gamewell, account executive and internal compliance review.

As of July 31, Dr. Kevin Streff is not employed at SBS and no longer serves as a board member. Streff remains an owner in the company.

An SDBA endorsed vendor and associate member, SBS has been recognized by Inc. 5000 as one of the fastest growing companies in America for the past six years. SBS has offices in Madison, S.D., Little Rock, Ark.; Nashville, Tenn.; and Dallas, Texas. ■■

# Dante Bank Listed on National Register of Historic Places

**T**he Security State Bank in Dante was added to the National Register of Historic Places on Nov. 1, according to the South Dakota State Historical Society.

The Security State Bank is a two-story, rectangular masonry brick commercial building. It was built in 1920 at 320 Main St., which is the southwest corner of Main Street and Haskell Avenue. The bank is the best remaining local example of early 20th century commercial history and architecture in Dante and is the only bank in Dante's history.

The building is listed in the National Register for its significance to the history of banking and commerce in early Dante to serve the agriculture-dependent community and represents the economic difficulties that plagued South Dakota in the 1920s. Banking in South Dakota was critical in its early years for the prominent industries of real estate and agriculture, but the state also had a high bank failure rate after World War I due to the collapse of ag prices and risky banking investments.

The building is also listed as the best local example of an early 20th century two-part commercial block, as well as demonstrating shifts in commercial bank architecture with its blend of craftsman and neoclassical styles. The exterior of the building has retained original features such as the basket-weave and stretcher bond brick patterns, limestone window sills, square decorative features and its tall brick parapet.

The period of significance is set from 1920 to 1925 during the years of bank operations within the building. In February 1929, F.R. Smith, as superintendent of banks for the state of South Dakota, filed a petition to publicly sell the property to pay expenses of liquidation, because the assets of the bank were insufficient to pay its liability. Charles Mix County and the state of South Dakota approved the petition, and in August 1931, the property was sold to Frank Cihak.

Since that time, the building has been used for a restaurant, apartments, barber shop and grocery store. The latter was under the management of Frank and Marcene Blaha in the 1980s.

## Preserving Culture, Heritage, History

The National Register is the official federal list of properties identified as important in American history, architecture, archaeology, engineering and culture. The



*The Security State Bank in Dante was built in 1920.*

State Historic Preservation Office of the State Historical Society works in conjunction with the National Park Service, which oversees the National Register program, to list the properties.

South Dakota's history is rich in American Indian culture, pioneer life and change," said Jay D. Vogt, state historic preservation officer and director of the State Historical Society at the Cultural Heritage Center in Pierre. "The more than 1,300 state individual properties and districts listed on the National Register are important for their role in South Dakota's culture, heritage and history. And when properties get listed, it shows that their owners take pride in their role in preserving that culture, heritage and history."

Buildings, sites, structures and objects at least 50 years old possessing historical significance may qualify for the National Register, according to Vogt. Properties must also maintain their historic location, design, materials and association. Listing on the National Register does not place any limitations on private property owners by the federal government.

For more information on the National Register or other historic preservation programs, contact the State Historic Preservation Office at the Cultural Heritage Center, 900 Governors Drive, Pierre, SD 57501; call 605.773.3458 or visit [history.sd.gov/Preservation](http://history.sd.gov/Preservation). ■



## Emerging Leader of the Month: Jesse Block



*As part of the SDBA's mission to grow South Dakota's future bank leaders, we will be featuring a monthly emerging leader in SDBanker Magazine. We are starting with Jesse Block of First Fidelity Bank in Platte, who is chair of the SDBA's recently-formed Emerging Leader Work Group.*

### First-Ever Job

I am proud to say that my first job was raking hay and stacking bales on my family's ranch in Midland. My grandpa paid me in the fall with one bred heifer.

### Emerging Leader Story

I am proud alumni of Dakota Wesleyan University. I met my wife there while we both were on the basketball teams.

About seven years ago, I started with Great Western Bank in Watertown as an ag lending trainee. I worked there for one year and then took a loan officer job at First Fidelity Bank in Platte. I mostly handle agricultural and commercial loans, but I also sell crop insurance.

Over the six years I have been with First Fidelity Bank, I have taken on more responsibility and moved up in our branch from loan officer, to assistant vice president and assistant manager, to my current role as vice president and assistant manager. Over the next year, I will be transitioning to manager of the Platte Branch, and the current manager, Dave Nelson, will do more work at the main office in Burke.

*Jesse Block along with co-workers Julie Bultsma, Elizabeth Nepodal and Chelsey Schrank from First Fidelity Bank in Platte cleaning ditches along Highway 44.*



*Jesse and Amanda Block have three children: Baylor (being held), Cade and Berkley.*

### In His Spare Time

I love spending time with family and friends just sitting around talking, eating food and having drinks. I also enjoy helping my wife flip houses.

### Motivation

My motivation is to provide a good life for my family and be an example my children can look up to.

I am grateful that I have been surrounded by influential leaders my whole life. Men such as Grandpa Theron and Dave Nelson and George Kenzy with First Fidelity Bank have instilled in me that showing up every day with a good attitude, treating people kindly and always doing the right thing is the best way to approach not only work, but my entire life.

### SDBA Emerging Leader Involvement

In my work, I have enjoyed the relationships I have made—not only with customers, but co-workers and other bankers across the state.

I was encouraged by upper bank management to get involved in the SDBA. Last year, I attended the SDBA State Legislative Day, and I realized how important the SDBA is to the banking industry in South Dakota. I will always advocate for others to get plugged into the SDBA. There is so much to gain networking and learning from others. ■■■

# SD Bankers Attend National Ag Conference

The ABA, in cooperation with the Nebraska Bankers Association, held the 2018 National Agricultural Bankers Conference—The Evolving Landscape on Nov. 11-14 in Omaha. More than 600 bankers, exhibitors, speakers and guests attended the conference, including 53 attendees from South Dakota. Topics such as technology in agriculture, succession planning, tax reform, trends in land values, the economic outlook and various commodities sessions were presented over the course of the four days.

The SDBA once again exhibited at the event, showcasing the National Schools for Ag Bankers. The 2019 National School for Beginning Ag Bankers will be held June 24-27 at Black Hills State University in Spearfish. Learn more at [www.sdba.com](http://www.sdba.com).

The SDBA gave away two door prizes to those who stopped by its exhibit booth. Mike Firestine, Fulton Bank in Lebanon, Pa., won a \$100 Visa gift card, and Justin Beckstrand, Rivers Edge Bank, Marion, won a \$100 certificate for an upcoming National Ag Bankers School.

Next year's ABA National Ag Bankers Conference is set for Nov. 10-13, 2019, in Dallas, Texas. 



*First Fidelity Bank employees David Nelson, Platte; Rick Hogue, Burke; and George Kenzy, Burke.*






*National Schools for Ag Bankers instructors Sam Miller, Dale Nordquist, Bob Craven and Nate Franzen.*



*Gary Ambur, First Dakota National Bank, Pierre, and Mike Yackley, BankWest, Onida.*

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Kristina Schaefer, First Bank & Trust, Sioux Falls, and Natalie Bartholomew, Grand Savings Bank, Rogers, Ark., who is the creative voice behind The Girl Banker blog.



Keith Knuppe, BankNorth, Warner, and John Blanchfield, Ag Banking Advisory Services, Damascus, Md.



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# Finding Diversity in Small Town Banking



By Alisa Bousa, Editor

**G**rowing up in rural South Dakota, Pennie Lutz desired to travel the world.

Her first job out of college was as an FDIC examiner in Sioux Falls. After more than six years on the road examining banks across the state, Lutz landed at Richland State Bank in Bruce as the bank was expanding its markets and services beyond traditional banking.

Today, Richland State Bank in conjunction with its wholly-owned subsidiary, Richland Loan Processing Center, underwrites and originates private student loans on a national basis. Lutz, who is an active part of the Bruce community, leads the bank as its president and CEO.

## Lessons in Business

Lutz grew up on a little acreage outside of Clear Lake, a small town in northeast South Dakota.

"Typically, I was always doing something outside as we had a lot of pets and animals on the acreage," she said. "And I read a lot."

Lutz's first jobs were working at the local library and a grocery store. In high school, she was involved in debate, speech, oral interp and theater.

After graduating from high school in 1986, Lutz attended the University of South Dakota in Vermillion, where she received an almost full-ride scholarship. The youngest of four children, Lutz said she was the first person in her

family to attend college.

Lutz was interested in traveling as she didn't get to go many places as a kid. After her first year of college, she spent the summer as a nanny in Connecticut.

The summer between her junior and senior year she spent in Florida in an internship at Walt Disney World's travel company. As part of Disney University, she attended a class once a week where she learned about business and the different areas of Disney.

The extra credits she earned at Disney allowed Lutz to graduate from college a semester early with a bachelor's degree in business administration and an emphasis in accounting.

"We grew up without a lot, so



I was just looking for something better. I was interested in business law, but I got tired of being a poor college student," Lutz recalled.

"One of my economic professors said that if I wanted to learn about banking, the FDIC was coming, and they would teach you everything you want to know. So I went to the interview. I thought it might be interesting, and they talked about a lot of travel.

"I didn't realize it would be to very remote South Dakota places," she joked.

Lutz worked as an FDIC examiner out of the Sioux Falls office conducting safety and soundness exams for almost seven years. She examined compliance, IT and risk as there were not clear career paths for these areas of banking at that time.

"It was a really well-rounded experience," she said. "I learned a lot and gained a lot of great relationships from that."

It was toward the end of her time with the FDIC that Lutz had the chance to examine Richland State Bank in Bruce, which had recently been purchased and changed its name from Bank of Bruce. Lutz hit it off with the bank's

president, Eldon Eighmy.

"After the proper amount of time, he called me and asked if I wanted to join the bank which was looking to expand," she said. "By that time my husband, who was a nontraditional student at SDSU, had graduated, and I was looking to travel less for family reasons."

Lutz was attracted to working at Richland State Bank because of the diversity the job offered, as the bank wasn't a typical small-town ag bank.

## Beyond Banking's Basics

The Bank of Bruce was founded in 1880 by G.W. Austin and remained a private bank until Dec. 23, 1913, when it was chartered as a state bank. The bank closed in 1925 and reopened in October of 1926.

The bank was purchased by a family from Texas in 1995, and its name was changed to Richland State Bank. Through mutual ownership, the bank was loosely affiliated with United Credit National Bank and Specialized Card Services in Sioux Falls. Specialized Card Services had a small student loan section, and Richland State Bank was the originator. After the

credit card businesses were sold to HSBC in 2000, Richland State Bank purchased the student loan business in 2001.

Based in Sioux Falls, Richland Loan Processing Center (RLPC) today employs five people and is overseen by Joan Larson, who is the president.

RLPC offers a unique level of service helping lenders meet their specific needs rather than requiring them to build a student loan program around a servicer's platform and service offerings. The center specializes in loan originations in order to meet the needs of its diverse customer base consisting of lenders, schools and students.

The processing center handles the underwriting of the student loans and has the contact with the students and schools. The bank then handles the disbursement of the loans directly to the schools.

Because the bank generally sells the student loans within a week, Lutz said it does not have many servicing agreements. But the bank tries to be helpful to students as their loans go onto the next stage.

Lutz said the high default rates



*Richland State Bank's current location on Jay Street, Bruce's main street, was built in 2003 across the street from the original bank, which now houses city offices.*

*Richland State Bank Staff  
L-R: Rachelle Cook, Pennie Lutz, Michael Rentsch, Linda Heylens and Tiffany Lewis.*



you hear about in the news are more the federal programs and not as much private programs.

"You hear a lot of stories about how student debt is so horrible and is really growing. Our programs try to be socially responsible and make students cognizant that they are borrowing money," Lutz explained. "We try to look out for the student and not just make as many loans as we can."

## **A Team of Five**

When Lutz first joined Richland State Bank in 1996, she worked with credit cards and instantly became the bank's compliance officer.

"It is interesting as you transition from an examiner to a banker. At first when you are becoming familiar with policies, you feel like you are just there reviewing their stuff," she said. "But then you become the compliance officer."

"My examination background has definitely been huge. I think that has helped me with our clients and partners, and it has probably helped us with our regulators."

When the bank moved away from credit cards, Lutz became more involved with the student loan business. She also learned to serve as a backup lender and transitioned to handling investments and policy development.

When the financial crisis hit in 2008, the student loan industry also saw massive changes. Eighthmy decided to retire on March 31, 2009.

"I always find it ironic that I started as president on April Fool's Day. But, it was convenient because it was quarter end."

When Lutz became president and CEO, she began handling more investments and personnel management. She continues to serve as the compliance officer.

Since Lutz joined Richland State Bank, it has typically been staffed by five people and at times has operated with only four people. Lutz said a staff of four is difficult when people want to take time off or are out sick.

"There is a lot of cross training. Almost everyone can do most things, but there are

some limitations," she explained. "Segregation of duties does become a challenge, but you mitigate that with audit. But it is good to have cross training because you can rotate it, and that is almost a check on itself."

Lutz said she enjoys the diversity in her workdays, which gives her the opportunity to visit with customers.

"I am also the board secretary, or I could be waiting on someone in the teller line. You might have a plan for the day, but that plan may not be what happens," said Lutz. "But that is what I like about it, too. Every day is different."

## **Living Where You Work**

Last December, an employee with more than 20 years at Richland State Bank quit, and the bank operated with just four people until they hired Rachelle Cook in March. Lutz said one challenge of operating a bank in a town of 205 people is hiring new staff.

"We weren't actively advertising. We wanted to pull someone in locally that we thought would be a good fit," Lutz said.

"While some people do enjoy living in small towns, it is challenging to fill positions and find someone who wants to live and work in a small town. While we don't require someone to live in town, we encourage it because when you are part of a community, it just shows."

All of the bank's current employees either live in Bruce or only a few miles from town.

Rachelle Cook is a front-end employee who assists customers with Internet banking, debit cards and deposit transactions. Tiffany Lewis, who joined the bank in 2015, is a personal banker and also handles IRAs, certificates of deposit and consumer lending. Linda Heylens is the proof operator, and Mike Rentsch is vice president and the bank's loan officer.

"We have always had a great team. Eldon created the environment and atmosphere, and I have tried to carry that on," Lutz said. "Family obviously comes first in a small town, but everyone is good to work with and picks up what is needed at the time and learns new things, which is important."

An upcoming change at the bank that staff will have to learn about will be a core software migration in January and February.

Another change took place in August when Richland State Bank was purchased by Bryant Bancshares, Inc., the holding company of Bryant State Bank. The two bank charters are remaining separate, and Richland State Bank's name is not changing. While internal changes are expected, Lutz said customers should not

notice anything different with their service, except for possibly expanded services.

The bank offers all typical banking products and still offers residential real estate loans. While the student loan business has been a good diversification, Lutz said Richland State Bank is still essentially considered a community-minded ag bank. Also, she said the bank would like to handle every commercial loan that it can in its trade area.

## Community Focused

While Lutz didn't set out to be a president and CEO, she said her move up to leading the bank was a natural transition.

"When I started here, I didn't necessarily think about moving up. I liked the atmosphere of the particular institution, I got along with the people, I liked the small town and the diversity of what I was doing," Lutz explained. "I didn't think about it until Eldon started talking about retiring."

In addition to running a bank, Lutz is an EMT with Bruce Fire and Rescue. She has served as an EMT for 15 years and 20 years as a first responder.

"When my husband and I moved here, we wanted to become involved in the community, and so we became first responders. I felt like I wasn't confident enough in it, so I went to EMT classes," she said. "This is something that I do not feel I can ever give up, because it is me and one other person on many calls. And a couple of times, it has just been me."

Lutz is also involved in the Bruce Community Club and helps

organize the annual Bruce Honey Days. Home to Adee Honey Farms, Bruce is called "A Honey of a Place to Bee." 2018 marked the 27th year of the community celebration, and this year's theme was "Jamaican Bee Crazy Mon."

Lutz and her husband, Rob, both grew up in Clear Lake and were in the same class, but she jokes that they never spoke in high school. The two reconnected at their five-year class reunion and where married in 1994. Rob works in the sourcing department at Daktronics in Brookings. Both are also involved in their local church.

The couple has two children: Sierra and Spencer. Sierra is a junior at South Dakota State University studying mathematics and statistics. Her plan is to obtain a master's degree and work in anti-terrorism. Spencer is a junior at Estelline High School.

Lutz was living in Brookings when she was first hired at Richland State Bank and was encouraged to live closer to Bruce. She had no issues moving to Bruce, which is about a half-hour drive to her hometown of Clear Lake, and lives five miles outside of town.

"I really like this community. It is pretty close knit," Lutz said.

"When we first moved here, the average age was thirty to thirty-five. For a small town, that was intriguing.

"But it is not that way any more, because a lot of the same people still live here, and we are now in our fifties," Lutz joked.

Young families have recently joined the Bruce community, which will help ensure that the community and bank continue to thrive. 🌈







# Keeping Pace With Change

If you are like many of the hundreds of bankers I have talked to since joining ABA three years ago, odds are you have an issue with your core provider. Yes, these companies are critical partners, and they deliver many excellent services in a professional and dependable manner. But when it comes to offering you the agility you need to keep pace with technological innovations, they may leave you lacking.

That's not to say that the industry's primary core providers aren't developing new products— but they do not always produce the ones you want to offer your customers or enable you to engage with those vendors that do.

None of this would pose an insurmountable obstacle if it weren't for the fact that breaking up with a core is exceedingly difficult. The contracts are long, your provider options are limited, conversion is a bear, and a single bank's leverage is almost nonexistent.

So what can a bank do? Individually, options are limited, but collectively we can make a difference. That's why I recently wrote to the leaders of the three major core providers on bankers' behalf. The message, delivered respectfully: Empower community banks with the modern technology demanded by today's competitive marketplace. That means either delivering technology solutions themselves or, if they cannot, allowing banks to engage with other vendors that can.

I invited each to engage with ABA and our new Core Platforms Committee, which is composed of community bankers charged with identifying concrete ways we can address these challenges. The need for action is urgent, and I'm confident our committee and the core providers will respond accordingly.

As we work to resolve this here-and-now issue, community bankers must also be focused on the future. Given the rapid and constant pace of innovation in the fintech space, it's vital that banks as well as the associations that represent them are nimble and responsive to new opportunities.

With that in mind, ABA recently made an innovative, direct investment in Summit Technology Group, an emerging company that is helping banks and other businesses migrate to the cloud.

We view this action, which followed a thorough

After all, banks were fintech before fintech was cool.

vetting process by our staff experts and board members, as an investment in the future. It offers not just an opportunity for a return on our investment, but also better positioning for our members.

We won't stop there. ABA's board has directed us to consider additional opportunities to invest in fintech companies that we expect to have an important impact on banking. We'll specifically look for those that have a strong business model in a growth sector, that help banks in efficient and innovative ways and that benefit you.

We're doing this for the same reason you are exploring new technologies to serve your customers. And because we know how hard it is to focus on the future when the present has challenges of its own.

Banks are used to technology transforming the way we do business—that's not new. (After all, banks were fintech before fintech was cool.) It's the pace of innovation that's new—and it won't stop.

As the head of Google's R&D arm tells Tom Friedman in the book "Thank You for Being Late," the days of static stability are over, and we must learn to live in a new state of "dynamic stability"—the kind of balance you get when riding a bike, not trying to stand still on one.

ABA and your state association are committed to helping you find and keep that balance, and to helping you keep pace with change, so that your banks can continue to grow and succeed. 🌱

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

# Appraisal Development— Scope of Work Issues

## Is Turnaround Time an Assignment Condition

**Question:** My state's appraiser regulatory agency sent out a newsletter that says a due date is an assignment condition and that failing to adhere is a violation of USPAP. Is this true?

**Response:** Assignment due dates are contractual obligations, but are not assignment conditions under USPAP. Turnaround times and similar items are business practice issues and are outside the scope of USPAP.

Assignment conditions are addressed in the Problem Identification section of the SCOPE OF WORK RULE. The Rule states in part:

*Assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, laws and regulations, jurisdictional exceptions, and other conditions that affect the scope of work. Laws include constitutions, legislative and court-made law, administrative rules and ordinances. Regulations include rules or order, having legal force, issued by an administrative agency.*

However, an appraiser failing to comply with contractual obligations could potentially be subject to civil penalties.

## Inspection Using a Drone

**Question:** I specialize in eminent domain and right-of-way appraisal assignments. My subject properties are typically very large, wooded and sometimes have rugged topography. I have begun to use a camera mounted on a drone to view more of the subject property than is practical on foot. Drones even help me view the comparable sales. The certification required by Standards Rule 2-3 requires me to disclose whether or not I personally inspected the subject property. Do aerial viewings using a drone constitute a "personal inspection?"

**Response:** Yes, provided the use of a drone was in conjunction with your visitation of the property. Unmanned aerial vehicles, or drones are a tool, not

unlike binoculars. Tools such as these facilitate a much more thorough inspection than possible by the naked eye. Use of a drone or similar tool without a visitation to the subject property (i.e., remotely) would not constitute a personal inspection.

USPAP does not require that you inspect the property being appraised. The SCOPE OF WORK RULE requires that you disclose the extent to which you inspected the property. Therefore, just as you would disclose whether or not you entered the property, or that you relied upon surveys and topographical maps, you would disclose that a drone allowed you to view additional areas of the subject property. Conversely, if somebody provided you with footage filmed by a drone or a manned aircraft, it would be misleading to represent this as a personal inspection.

Because this is a rapidly evolving technology, regulations by government agencies, such as the Federal Aviation Administration, are also rapidly evolving. Make sure you are familiar with all relevant federal, state and local laws, requirements and restrictions. This may be of particular importance if you use aerial technology to view comparable properties or those with access restrictions.

**Note:** Public information regarding disciplinary action taken against an appraiser is available upon written request to the Department of Labor and Regulation, Appraiser Certification Program, 308 S. Pierre St., Pierre, SD 57501 or email Sherry.Bren@state.sd.us. Include in the request for information the name of the appraiser and the appraiser's city and state of residence. (Disciplinary action may include denial, suspension, censure, reprimand or revocation of a certificate by the department.) ■■

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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.

# First Interstate Bank Receives Philanthropy Award, Celebrates 50 Years

**A** landmark year for First Interstate Bank, 2018 has ushered in much celebration and nostalgia as the bank celebrates 50 years of service.

Punctuating this momentous occasion, employees participated in their first annual company-wide volunteer day, and the bank's South Dakota teams were honored to receive a 2018 South Dakota National Philanthropy Day award.

On Aug. 1, First Interstate Bank's South Dakota market gathered in Sturgis for an anniversary celebration. Attendees include retired employees and advisory board members, as well as more than 200 community members.

First Interstate Bank's long-standing commitment to community was honored on Oct. 24 during the 2018 Governor's Award for Philanthropy Ceremony in Rapid City. First Interstate Bank was named Outstanding Philanthropic Corporation. This national accreditation celebrates the bank's willingness to dedicate financial resources and volunteer manpower to support the places the bank calls home.

"Putting people first and providing exceptional customer service guide our pursuit to be the premiere financial service provider in the region," said First Interstate Bank's South Dakota Market President Shawn Rost. "We know that when we take care of people, the business takes care of itself."

Giving back to the communities it serves isn't just something the bank does—it's a cause First Interstate is passionate about. In 2013, First Interstate was a crucial supporter to the South Dakota ranching community and helped raise more than \$520,000 to aid ranchers affected by winter storm Atlas.

As stewards of the communities it serves, First Interstate also started an annual company-wide initiative to combat hunger, homelessness and eliminate poverty. On Oct. 8, First Interstate staff volunteered more than 2,600 hours and worked on 76 separate service projects in Montana, Wyoming, Idaho, Washington, Oregon and South Dakota.

Into the next 50 years, the First Interstate team will continue this legacy of service across its footprint, making its communities a better place to live, work and raise a family.

First Interstate Bank is a \$12 billion community bank with more than 120 banking offices, along with online and mobile banking services, throughout Idaho, Montana, Oregon, South Dakota, Washington and Wyoming. ■■



*First Interstate Bank employees in Rapid City volunteered with Black Hills Area Habitat for Humanity.*



*L-R: Jim Scott, chairman, First Interstate BancSystem, Inc.; Shawn Rost, First Interstate South Dakota market president; Kristi Summers, First Interstate credit manager; and Bill Huppert, First Interstate regional president.*



*First Interstate employees in the Northern Hills and Custer area volunteered at Feeding South Dakota in Rapid City.*

## Lutz Joins BankWest to Lead Rapid City Region



Bryan Lutz

Bryan Lutz has joined BankWest's Rapid City branch as its regional president. Lutz has more than 20 years of professional banking experience.

BankWest Chairman and CEO Charles H. Burke III said Lutz's experience will make him an integral part of Rapid City's BankWest team.

"Bryan is a top-notch leader with years of experience," Burke said. "But more importantly, he understands the local economy and has a commitment to seeing our customers and businesses succeed. He's just a really great person and a great banker. We're pleased to have him on staff."

Lutz has served in various capacities at financial institutions throughout South Dakota and the state of Washington. He is looking forward to serving customers in the Rapid City area.

"I'm very excited to join the BankWest team," Lutz said. "I appreciate the fact that BankWest is a family-owned, community bank and decisions are made right here in South Dakota. I also appreciate the leadership role BankWest takes in helping its communities succeed. That's really what community banking is all about."

Lutz and his wife have four daughters and three dogs. When he is not at the bank, Lutz enjoys fishing, hunting, wood working and gardening. ■■

## McKinzie Hopkins Joins CorTrust Bank



McKinzie Hopkins

McKinzie Hopkins has joined CorTrust Bank as a vice president in the Minneapolis market.

Hopkins, the fourth generation to work for the family-owned community bank, brings a wealth of knowledge to the bank as an attorney and tax manager. Her experience in managing sophisticated projects, understanding contract law

and having a firm grasp on the intricacies of financial statements will benefit the bank.

According to CorTrust Bank President and CEO Jack Hopkins, there was a need to bring on additional staff to the growing Twin Cities market, and McKenzie Hopkins fit the need with her education and experience at the well-respected international company, Deloitte Tax, LLP.

"Her understanding of the next generation of bank customers and savvy technology skills will help steer the bank in a direction that assures our success in the future," said Hopkins.

Jay Gikas, CorTrust Bank Twin Cities market president stated, "This fourth generation of Hopkins will guarantee our independence and strong family leadership well into the future. The continued dedication to CorTrust Bank customers, community banking and its shareholders is evident in the Hopkins' commitment to employees, customers and communities served by the bank." ■■

## Dacotah Bank Makes Donation to New Clinic in Lemmon

West River Health Services of Hettinger, N.D. is preparing to open an 8,000-square foot, \$1.5 million clinic in Lemmon, S.D., next summer. Dacotah Bank has pledged \$100,000 to the project, said Travis Ellison, Dacotah Bank local market president. The bank's donation represents a third of the goal West River Health Services hopes to raise in the Lemmon area.

"We are very blessed to have such a great quality health care system in our rural area. When they (West River Health Services) were looking to invest in our community, it was in our best interest to invest in them," Ellison said. "It is also a great opportunity to bolster the downtown district. There is probably no other type of business that will bring the volume of people downtown on a daily basis."

In appreciation for the large gift, the new clinic will be named the West River Health Services Lemmon Dacotah Clinic. The new clinic will provide improved patient privacy, wheelchair accessibility and added parking compared to a current leased facility. ■■



L-R: Matt Shahan, West River Health Services CEO; Travis Ellison, Dacotah Bank; and Ted Uecker, West River Health Services Foundation fund development officer. (Photo courtesy of The Dakota Herald, LaQuita Shockley.)

## Meta Financial Group Names Brad Hanson CEO



Brad Hanson

**M**eta Financial Group, Inc.'s Board of Directors has appointed Brad Hanson, currently president of Meta Financial Group, MetaBank and Meta Payment Systems, to the additional role of chief executive officer. He will also remain on the Meta Board.

Hanson replaces J. Tyler Haahr, who has stepped down as chief executive officer. It is expected that Haahr will remain chairman of the board and an employee through the company's annual meeting of stockholders expected to be held in January 2019. Frederick V. Moore, currently lead director and vice chairman, has been appointed to serve as chairman effective following the date of the annual meeting.

"Brad is a key architect of Meta's success and a proven leader in the financial services industry. Under his leadership, Meta will continue to build on the company's recent accomplishments and leverage its strong platform in the years ahead," said Moore. "Following the successful completion of the transformative Crestmark acquisition, Tyler and the Board have mutually determined that now is the right time for a new leader to guide Meta going forward. Because of the depth of our management team, we are confident Meta will continue its growth momentum and deliver value for shareholders under Brad's leadership."

Moore continued, "On behalf of the Board and the entire Meta team, I want to thank Tyler for his service and many contributions to the company. Under Tyler's leadership, Meta has experienced tremendous growth, strengthened its platform through innovation and diversification, and delivered significant value for shareholders."

Hanson joined Meta in 2004 and founded the company's Meta Payment Systems division. Prior to joining Meta, he was senior vice president at BankFirst. Hanson has more than 25 years of experience in financial services, including numerous banking, card industry and technology-related capacities. During his career, Hanson has played a significant role in the development of the prepaid card industry.

"I am excited to lead our talented team as we continue to execute on our strategic initiatives," Hanson said. "Given Meta's strong financial position and diverse and growing suite of products and services, I am confident we are well-positioned to create an even better future for our employees, partners, customers and shareholders." ■■

## Bank Financial Services Group and Meyer Chatfield Mutually Combine

**T**he principals of Bank Financial Services Group



(BFS Group) and Meyer-Chatfield Group, both SDBA associate members, have created a new combined benefit and insurance plan administration and servicing entity, to initially conduct business as BFS-MC Group, and rebrand under a new name in the near future.

Bank Financial Services – Meyer Chatfield Group (BFS-MC Group), will be dedicated to non-qualified benefit plan administration as the "go-to" firm for unparalleled service and administration of institutionally-owned life insurance and non-qualified benefit plans in the financial institution marketplace. BFS-MC Group will continue to provide administration to the existing plans of BFS Group and Meyer-Chatfield Group clients through their proprietary Multi-Informational Network Tracking System (MINTS) platform.

BFS Group and Meyer-Chatfield Group sales organizations will separate from benefit administration to operate independently and continue providing the same services and products to their clients as they have done over the years.

The firm will have more than 750 clients with more than 45,000 policies totaling in excess of \$11 billion of cash surrender value. The new organization will consist of 35 corporate employees, located on the third floor of 411 South State Street, Newtown, Pa.

The management team will be comprised of executives from both firms, and Daniel Barbaree, president of BFS Group, will serve as president of BFS-MC Group.

Both companies were founded in the 1990s to provide the best solutions and services to improve the earnings of their clients. This mutually-beneficial combination allows both companies to continue their commitment to delivering an exceptional client experience and support with a greater depth of expertise and breadth of solutions. BFS-MC Group will continue as the preferred firm for all benefit, compensation, insurance and BOLI needs, administering and servicing customized financial solutions that generate superior results for their clients' bottom lines.

Learn more about the new company at [www.bfsmcgroup.com](http://www.bfsmcgroup.com). ■■



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. ■

### **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. ■

If you have a job opening at your bank or something to sell, send your classified listing via email to [abousa@sdba.com](mailto:abousa@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 Alisa Bousa at 605.224.1653.

## **Preparing for State Legislative Session...continued from page 5**

of energy required to heat and cool buildings. Funds to service PACE loans come by way of special assessments levied and collected by local county treasurers.

PACE programs in other states have been fraught with problems, most stemming from inadequate disclosure of loan terms to borrowers and/or lack of sound underwriting processes or standards. In light of problems associated with PACE programs elsewhere and because SDBA members didn't see the need for government-sponsored energy project lending programs in South Dakota communities, SDBA opposed C-PACE-enabling legislation in 2018.

It is likely that some version of PACE-enabling legislation for commercial properties will be introduced

again in 2019. The SDBA will engage banking industry leaders in a new discussion about the concept at the December meetings.

### **Wrap Up**

As I look toward the end of another year, I am struck by just how fortunate I am to live in South Dakota and to work on behalf an industry that is so integral to the success of South Dakotans and the communities where they live. Happy Holidays to one and all! ■■

Curt Everson is president of the South Dakota Bankers Association in Pierre. Everson can be reached at 605.224.1653 or [ceverson@sdba.com](mailto:ceverson@sdba.com).

# Seminars/Conferences/Webinars/Schools

## SDBA EVENTS

### 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

### ABA Washington Summit

April 1-3, 2019 | Washington, D.C.

### SDBA 2019 Agricultural Credit Conference

April 10-12, 2019 | Pierre

### SDBA/NDBA 2019 Annual Convention

June 2-4, 2019 | Sioux Falls

## WEBINARS

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

### Dec. 10, 2018

Residential Construction Lending

### Dec. 11, 2018

Notary Public

### Dec. 11, 2018

New Account Interview Business Accounts: CIP, Risk and Beneficial Ownership

### Dec. 12, 2018

Quarterly Compliance Briefing: Winter 2018

### Dec. 12, 2018

Overdrafts

### Dec. 13, 2018

Information Security Program Frameworks

### Dec. 13, 2018

20 Legal Account Ownerships, Titles, Sample Signature Cards and Legal Documentation

### Dec. 14, 2018

The Do's and Don'ts of Signature Card Contracts

### Dec. 17, 2018

Preparation, Risk and Critical Robbery Procedures

### Dec. 18, 2018

Regulation E Error Resolutions and Disputes

### Dec. 18, 2018

10 Deadly Habits of a Dysfunctional Team and What to Do About Them

### Dec. 19, 2018

BSA Year End Round Up

### Dec. 19, 2018

Compliance for Commercial Lenders—Issues for the Unwary

### Dec. 20, 2018

Common Check Scams Against Your Customer

### Dec. 20, 2018

Basic Personal and Business Tax Return Analysis

### Jan. 3, 2019

How to Avoid Safe Deposit Litigations

### Jan. 3, 2019

Best-Ever Compliance Checklists for Consumer Loans

### Jan. 4, 2019

Establishing a Respectful Workplace

### Jan. 7, 2019

How to Analyze a Start-up Business

### Jan. 8, 2019

Train Smarter and More Effectively

### Jan. 8, 2019

New SAR Line By Line

### Jan. 9, 2019

IRA Update and Review

### Jan. 9, 2019

Basic Business Entities & Other Commercial Borrowers

### Jan. 10, 2019

Advanced Collection Tools

### Jan. 11, 2019

Masterful Time Management

### Jan. 14, 2019

Incident Response

## SCHOOLS

### GSB Bank Technology Management School

March 31-April 5, 2019 | Madison, Wis.

### GSB Human Resource Management School

April 7-12, 2019 | Madison, Wis.

### GSBC Executive Development Institute for Community Bankers

April 14-17, 2019 | Denver, Colo.

### GSBC Community Bank Investments School

May 19-23, 2019 | Denver, Colo.

### 2019 National School for Beginning Ag Bankers

June 24-27, 2019 | Spearfish

### Graduate School of Banking at Colorado

July 14-26, 2019 | Boulder Colo.

### Graduate School of Banking at Wisconsin

July 28-Aug. 9, 2019 | Madison, Wis.

### SDBA 2019 IRA School

Sept. 4-6, 2019 | Sioux Falls

### GSB Financial Managers School

Sept. 15-20, 2019 | Madison, Wis.

### GSB Sales and Marketing School

Sept. 29-Oct. 4, 2019 | Madison, Wis.

### GSB Bank Technology Security School

Oct. 6-11, 2019 | Madison, Wis.

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).  
Or contact the SDBA's Halley Lee at [hlee@sdba.com](mailto:hlee@sdba.com) or 800.726.7322.

# Fundamentals of Ag Banking

# 2019 National School for Beginning Ag Bankers

**June 24-27, 2019**

Black Hills State University  
Spearfish, South Dakota



The 2019 National School for Beginning Ag Bankers is an intensive school designed to train in all facets of agricultural lending with emphasis on credit analysis, credit scoring, risk rating, problem loans & group case study.

This school will be limited to 72 students. Visit [www.sdba.com](http://www.sdba.com).



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