

# SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | FEBRUARY 2019



**A FAMILY BANK  
PROVIDING  
FINANCING IN  
EAGLE BUTTE**

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message from the chairman.....

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

# Be An Advocate for Our Industry

**T**he 94th South Dakota Legislative Session is almost half way done. Gov. Kristi Noem has settled into her second floor office and has outlined her vision for South Dakota.

Similarly, all agency and legislator-sponsored legislation has been submitted as the deadline for all bills to be submitted was Jan. 31.

In my December column, I underscored the importance of contacting legislators in your district and those legislators that serve on committees where significant banker-related bills will be heard.

That time is now. In order for our collective banker voices to be heard, I ask your help. SDBA President Curt Everson and Legal Counsel Brett Koenecke have spent countless hours this legislative session learning about proposed legislation that could either harm or help how we do business in South Dakota. You can read or listen

to Curt's weekly SDBA Legislative Update at [www.sdba.com/lobbying](http://www.sdba.com/lobbying).

I encourage you to send representatives of your organization to the SDBA 2019 State Legislative Day on Feb. 13 in Pierre. This day is designed for you, bankers, to have direct contact with your legislators and to help further our legislative goals.

The day has a robust agenda capped by an SDBA-sponsored legislative reception, which provides yet another opportunity to discuss banker concerns with your legislators.

Remember, be an advocate for your bank and our industry! See you in Pierre on the 13th. 📶

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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).

## SDBA Seeking Candidates for Vice Chairman

**A**re you interested in becoming an officer of the South Dakota Bankers Association?

SDBA officers include the chairman, chairman-elect, vice chairman and immediate past chairman. The SDBA is currently seeking people who are interested in running for the vice chairman position, which will be elected at the SDBA Annual Convention on June 4, 2019, in Sioux Falls.

The current chairman-elect, Shawn Rost (First Interstate Bank, Rapid City), will automatically assume the chairman position on June 4. The current vice chairman, Steve Bumann (BankWest, Pierre), will be eligible to run for chairman-elect. The position of vice chairman will be up for election. Current Chairman Karl Adam (First Dakota National Bank, Pierre) will automatically become the immediate past chairman.

If you are an executive officer of any SDBA member bank, you are eligible to run for vice chairman. If you are interested in running for the position, contact a member of the nominating committee for more information and submit a

letter of intent to SDBA President Curt Everson at [ceverson@sdba.com](mailto:ceverson@sdba.com) or by mail prior to the SDBA Annual Convention.

Members of the 2019 SDBA Officer Election Nominating Committee are:

### **Chairman Dave Rozenboom**

First PREMIER Bank  
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from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

# Is Student Debt Depleting Rural America?

**E**ven before I grew weary of reading the same old Republican and Democratic Party spin on the stalemate over the government shutdown and border security on CNN and Fox News, I found a less noisy source of news and other information in the form of [www.Axios.com](http://www.Axios.com).

On Jan. 17, a story by Kaveh Waddell on that site caught my attention. It was entitled "Student debt is depleting rural America." In that story, the author posits:

*"A 'rural brain drain' has been pulling college-educated people out of rural America and into urban areas, deepening an educational and political divide that is increasingly coming to define the country."*

*"In the past, experts have explained this dynamic as a lifestyle choice. But in its new analysis, the Fed points to student loans as an additional factor in the gravitational pull away from rural areas."*

Many of us have read studies or have heard people in the know express concerns about declining rates of home ownership among young American workers. Similarly, rural brain drain is not a new subject. But, I was not aware that researchers were looking into connections between student loan debt levels and rural depopulation.

In a study released in January, researchers working in the Fed's Consumer and Community Affairs Division, PJ Tabit and Josh Winters, analyzed "the relationship between the amount of student loan debt individuals hold and their decisions about where to live." Anyone interested in reading the Fed's two-part study examining student loan debt/homeownership rates for young adults and the "rural brain drain" analysis of millennial migration patterns and student loan debt can do so at <https://bit.ly/2U1Q0GM>.

Here are a few key findings from the Fed study:

- "Individuals with student loan debt are less likely to remain in rural areas than those without it. Only 52 percent of rural student loan borrowers still live in rural areas six years after entering the CCP, compared to about 66 percent of non-borrowers."

- "Furthermore, individuals in the highest quartile of outstanding student loan balances are the most likely to leave rural areas. Just 37 percent of rural individuals in the highest quartile of student loan balances remain in rural areas one year after entering repayment, compared to 73 percent of those in the lowest quartile of student loan balances."
- "Within the period of study, rural individuals who move to metro areas fare better than those who stay in rural areas across several financial and economic measures, including student loan delinquency rates and balance reduction."

Recruitment and retention of new college graduates into banking has its challenges. In the wake of the financial crisis and great recession, broad-stroke bashing of banks and bankers by some politicians discouraged some young people from pursuing careers in banking. Recruitment of young people to fill job openings located in rural communities comes with its own set of challenges. Rural community employers of all stripes, bankers included, may need to rethink compensation strategies in order to attract the next generation of their key employees.

The SDBA has a charitable foundation—South Dakota Bankers Foundation—with a mission revolving largely around scholarship programs aimed at both graduating high school seniors and students attending post-secondary colleges and technical institutes in South Dakota. The SD Bankers Foundation's Board of Directors met recently via conference call to start a discussion about rethinking the mission of the Foundation, including the focus and long-term future of its scholarship programs.

It is too soon to say exactly what changes might be in the offing, but programming aimed at banker recruitment is a possibility. ■

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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).



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

BY DEAN FRANZEN | Commercial Lines Specialist | South Dakota Bankers Insurance & Services Inc.

# Educate, Advocate, Grow

**T**ime flies when you're having fun. It's been a busy first few months for me here at the South Dakota Bankers Insurance & Services.

My time started out on the road with SDBIS President Mike Feimer going from Sioux City to Watertown to Pierre to Spearfish and many places in between, and I've been fortunate to meet many great people along the way. These first encounters have certainly reinforced what Mike described to me when I came on board, and that is that the SDBA has amazing people. We will be on the road soon to meet more bankers and learn more about this multi-faced business model.

When I am not on the road, my time has been spent working with Robin Feimer and Michelle Guthmiller at the SDBIS office in Yankton learning the ropes. It has been an incredible experience, and I guess I'd forgotten what it was like to be the new guy. These two ladies are a wealth of knowledge, and I'm learning new things every day. They keep track of everything from renewal dates to enrollment forms, and they have been teaching me about how the SDBIS maintains its records and how we communicate not only with our bank customers but also how we communicate with our insurance company partners.

### Learning About the Products

Because these last couple of months have been so focused on education, I've been zeroed in on learning about the different companies and understanding their products such as D&O, bond, workers' compensation, cyber, and property and casualty coverages. For example, financial institutional bonds provide coverage for items such as ATMs, debit cards, safe depository boxes, securities and fraudulent mortgages. Fiduciary liability coverage protects the insured against actual or alleged breaches of fiduciary duties in respect to employee benefit plans including responsibilities such as ERISA, COBRA and HIPAA.

Bank cyber coverage was fairly new to me when I joined SDBIS. Therefore, I have had to learn as much as I can about all the ways banks are exposed to cyber risk. With the increasing use of electronic services and many of the banks being reliant on technology, this is a

major concern for all modern businesses. We must also take into consideration the ever-changing methods that hackers and electronic thieves use technology of all kinds to infiltrate a company's system and potentially cause enormous damage, which creates the potential for significant liability for a member bank.

Some of the most common third-party cyber losses are due to:

- Phishing scams
- Security breaches
- Privacy violations
- Website content

We often hear about security breaches, or the unauthorized taking or misuse of personal information or data. However, privacy violations are different because these claims are often due to the unintentional or a careless act of the company's employee. But, this too could be the result of a security breach. Website content claims are usually due to an error or statement published or posted on the company's website. Even with this basic knowledge, cyber coverage can be confusing.

### Understanding What's Covered

So, it's very important for policy owners to understand not only the amount of coverage they have purchased but also the definitions and exclusions listed in their policy. It is important to understand what is and what is not covered by your insurance contract. Because this is a relatively new type of coverage for many of us, one must take into consideration items such as limits of liability, deductibles and retentions, retroactive dates and insuring agreements. Generally, there is no coverage under cyber policies until the coverage is triggered by an insured's report of a claim. Understanding the applicable coverage triggers and the requirements for reporting these events are critical for all of us to understand.

With all of these things to consider and understand, I've spent time with underwriters from OneBeacon and AmTrust learning about their plans, how they operate, and gaining insight into how they underwrite their products.

*Continued on next page*



I've also met with EMC about its commercial contracts that a dozen of the SDBA bank insurance agencies write through the SDBIS. We discussed how we can increase production within the partnership with EMC. This is an excellent opportunity for our member bank agencies and as a result, written premium has been increasing annually. If your agency is not yet contracted with EMC, please give us call and we'll assist you in getting appointed.

### **A High-Quality Health Plan**

In addition to training on all the companies and coverages, I've been under the direct tutelage of Mike Feimer to learn everything I can about the South Dakota Bankers Benefit Plan and the health insurance program it provides. This program is such a benefit for the members of the SDBA.

I have many years of experience in health insurance product development and underwriting, and I have been very impressed with the program's benefit design and administration, along with the leadership provided its Board of Trustees. The health plan is very innovative as demonstrated by benefits such as the Doctor on Demand program, the new surrogate mother endorsement recently added at the beginning of this year and the pioneering home sleep study option.

All of these programs and benefits help to keep costs in check and make the health insurance plan easier to use and more responsive to the needs of our members. Combine this with the support provided by our representatives at Blue Cross Blue Shield of South Dakota, it's easy to see just how fortunate we are to have such a high-quality health insurance plan available to the Association's members. This can be further demonstrated by the premium holiday during the month of December. I, for one, had never seen this type of premium holiday in more than 20 years in the health insurance industry.

Finally, I have already made several trips to Pierre and enjoyed meeting everyone in the SDBA office. The one thing that I realized early on is that no one does more legislatively and works harder for the entire South Dakota banking community than the people of the SDBA. From SDBA President Curt Everson and what he does on the hill in Pierre, to everyone in the office, I've been impressed with the way they support each and every one in the Association because no other banking organization can do what the SDBA and SDBIS can do and has done for bankers in South Dakota.

During the short time I have been on board with the SDBA and SDBIS, one thing has become very clear to me. Even with our challenges, the future is bright in South Dakota. ■■

Dean Franzen RHU HIA MHP DIA DHP LTCP EBHA HCSA is commercial lines specialist with the South Dakota Bankers Insurance & Services, Inc. in Yankton. Franzen can be reached at 605.220.4219 or dfranzen@sdba.com.

## **Agencies Issue Long-Awaited Final Rule on Private Flood Insurance Acceptance**

**T**he financial regulatory agencies on Jan. 25, 2019, released a final rule governing the acceptance of private flood insurance.

The rule, which will be effective on July 1, 2019, is the long-awaited implementation of the 2012 Biggert Waters Act provision that requires federally-regulated lending institutions to accept private flood insurance policies that meet certain statutory criteria. Implementation of the statutory requirements without impeding the development of a market for private flood insurance—as advocated by ABA—was such a challenge that the banking agencies issued an initial proposal in 2013, and after reviewing the comments published a revised proposal in 2016.

As recommended by ABA, the final rule contains a "compliance aid" to facilitate lenders' acceptance of such private policies. As strongly urged by ABA, the rule also permits lenders to accept private policies that do not meet the statutory criteria but in the judgment of the lender offer sufficient protection for a designated loan consistent with general safety and soundness principles. Finally, the final rule permits lenders to exercise discretion to accept certain plans providing flood coverage issued by "mutual aid societies" such as agreements by Amish communities to cover flood losses to members' property. Read the rule at <https://bit.ly/2Wtc9jt>. ■■

## **Amicus Brief Filed in Credit Union Field of Membership Case**

**S**tate bankers associations from all 50 states and Puerto Rico, along with the ICBA and 25 of its state-level affiliates, filed an amicus brief on Jan. 25, 2019, supporting ABA's legal challenge to the National Credit Union Administration's field of membership rule, which further expanded the already loose fields of membership from which federal credit unions can draw their customers. ABA last year filed a cross-appeal in the case specifically challenging a portion of a D.C. district court judge's decision upholding provisions of the rule that permit credit unions to serve core-based statistical areas without serving the urban core that defines the areas.

The associations argued that the final rule is "unreasonable, arbitrary and capricious and exceeds NCUA's statutory authority" and called for the district court's decision on core-based statistical areas to be vacated. "The final rule is simply further effort by NCUA to expand the competitive advantages of community credit unions," they wrote. "In doing so, NCUA has adopted definitions of 'well-defined local community' and 'rural district' that are certainly not 'local.'" ■■



## SDBA to Hold 2019 Ag Credit Conference on April 10-12

**J**oin the SDBA on April 10-12 for the 2019 Agricultural Credit Conference at the Ramkota Hotel & Conference Center in Pierre.

Now more than ever, ag bankers are in need of quality information and training to better serve their customers. The SDBA and the Ag Credit Committee have lined up speakers on a wide variety of timely topics to help ag bankers navigate these challenging times.

You will hear from past favorites Dr. Dave Kohl and John Blanchfield. New topics such as precision ag, managing your workday and a young producer panel promise to be enlightening, as well as sessions on the markets and land and equipment values.

One new speaker this year is Damian Mason, who will present "The F Words of Agriculture." Imagine a talk show host mixed with an ag economist with a healthy dose of comedian—that's Damian Mason. He delivers crisp, current, ag commentary packed with humor. His content and message is a vast departure from the usual meeting fare of weather and market updates. Mason's positive straight talk resonates with ag audiences across the spectrum. In addition to speaking, he produces and hosts "The Business of Agriculture" and "Do Business Better" podcasts and is active on social media discussing business and ag.

Experienced and new ag lenders, as well as CEOs, will all benefit from this conference. Be watching [www.sdba.com](http://www.sdba.com) for the complete agenda and registration details. ■■

## Rep. Dusty Johnson to Serve on House Ag Committee



**R**ep. Dusty Johnson (R-S.D.) has been appointed to serve on the U.S. House Committee on Agriculture.

"Serving on the Agriculture Committee is a true honor, and I am proud to give South Dakota a voice at this table," said Johnson. "I relentlessly advocated for

a seat on this committee since being elected to Congress."

"My placement on this committee will have a direct impact on South Dakota's largest and most significant industry, and I am thankful to have the opportunity to advance sound agriculture policy that serves farmers, ranchers and consumers in our state. My colleagues passed a strong Farm Bill last year, and I look forward to seeing it through to implementation."

"I'm excited to welcome Dusty to the House Agriculture Committee. On the heels of the 2018 Farm Bill, it is critical that strong members like Dusty are involved in overseeing the implementation of all areas of the bill—from the farm safety net to conservation to rural broadband," said House Agriculture Committee Ranking Member Mike Conaway. "There is much work to be done in the 116th Congress, and I look forward to working alongside Dusty on behalf of rural America."

"South Dakota Farm Bureau is proud to have Dusty selected as one of the few new Republicans appointed to the House Agriculture Committee," said Scott VanderWal, president of the South Dakota Farm Bureau. "The Agriculture Committee gives Dusty the chance to advocate for not only farm risk management tools, but also conservation, rural development, research and much more. We look forward to working with Dusty to advance policies that help South Dakota farmers and ranchers continue to feed the world." ■■



## Emerging Leader of the Month: Adam Kniffen



*As part of the SDBA's mission to grow South Dakota's future bank leaders, we are featuring a monthly emerging leader in SDBANKER Magazine. This month's feature is Adam Kniffen of First Bank & Trust in Sioux Falls, who is a member of the SDBA's Emerging Leader Work Group.*

### First-Ever Job

My first job was at Hillcrest Golf and Country Club in Yankton working the bag room. For a 14-year-old, it was a dream job as I was able to spend time outside and around a sport I enjoyed. Looking back though, that job taught me valuable lessons in customer service. At an early age, I was able to understand the importance of customer service and relationship building.

### Emerging Leader Story

After graduating from the University of Nebraska-Lincoln with a degree in business administration, I was looking for an opportunity with a financial institution. Fortunately, I was hired by First Bank & Trust in Sioux Falls as a customer service representative. Over the past 13 years, I have been involved in various departments within First Bank & Trust, working in operations, credit administration, compliance (BSA officer) and finally landing a position as vice president of business banking. I am fortunate to be employed by an organization that supports growth internally and provides opportunities for their employees to succeed.

### Motivation

I am motivated every day by my family and peers. I strive to be the best I can be as an example to my children and a leader amongst my peers.

As vice president of business banking, I provide a customer experience for business customers by meeting their financial needs. Whether it is providing financial solutions for their business through depository and lending relationships or advising clients with business financial management.

What I enjoy the most about banking is serving my clients with positive experience. I enjoy customer



*Adam and Angela Kniffen have four children: Kendall (in back) and (front L-R) Beckett, Alexa and Gavin.*

interaction and relationship building. I enjoy being a financial resource for my clients to assist with their needs and share in their success. I enjoy learning about banking trends and innovation that can change the way we serve our clients in a more effective way.

### In His Spare Time

I enjoy spending time with my family, which as of late has been chasing my kids to either sporting events, school activities or just trying to keep up. My wife, Angela, and I have four children: Kendall, Gavin, Alexa, and Beckett. When I do have a spare minute, I usually can be found out on the golf course or doing anything active.

### SDBA Emerging Leader Involvement

The emerging leader program is a fantastic initiative for the future bank leaders in our state. The importance of coming together as an industry to provide solutions that better serve our community is what makes my involvement with the SDBA a priority. 🌈

# Annual Convention Room Block Now Open

The SDBA invites you to **FOCUS FORWARD** at the 2019 SDBA/NDBA Annual Convention on June 2-4 at the Sioux Falls Convention Center & Sheraton Sioux Falls.

Rooms have been reserved at four Sioux Falls hotels. When making a reservation, ask for a room from the SDBA block.

## **Sheraton Sioux Falls**

1211 North West Avenue, Sioux Falls  
Phone: 605.331.0100  
Traditional Room Rate: \$149  
Club Level Room Rate: \$169  
Block Cut Off: May 10

## **Best Western Plus Ramkota Hotel**

3200 W. Maple Street, Sioux Falls  
Phone: 605.336.0650  
Room Rate: \$104.99  
Block Cut Off: May 8


## **Ramada**

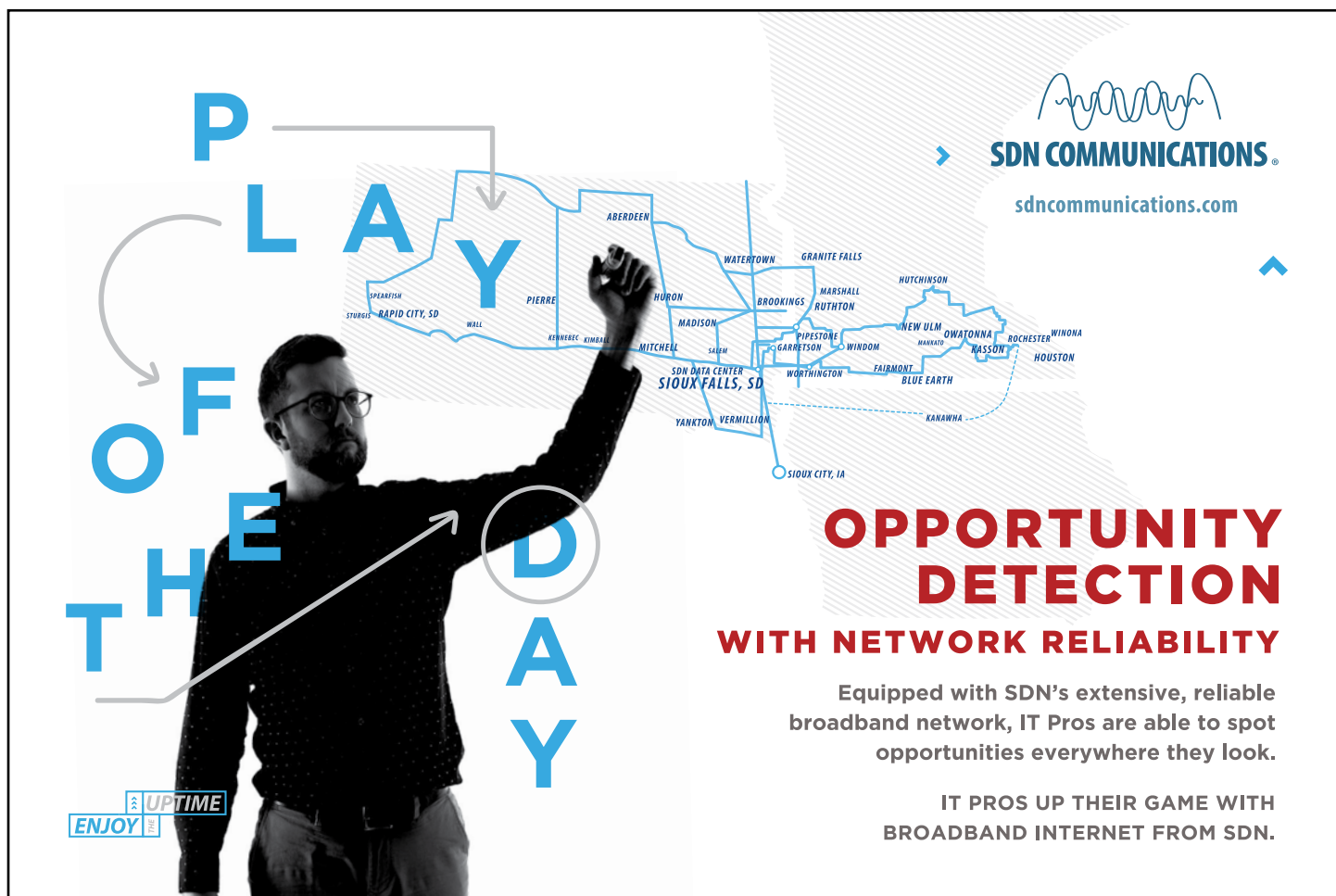
1301 West Russell, Sioux Falls  
Phone: 605.336.1020  
Room Rate: \$94 (\$123 on June 1)  
Block Cut Off: May 4

## **Holiday Inn Express**

2040 West Russell Street, Sioux Falls  
Phone: 605.331.2040  
Room Rate: \$125  
Block Cut Off: May 1

Business partners can participate in the 2019 Annual Convention by sponsoring, exhibiting or advertising. A business partner packet including information on signing up is now available at [www.sdba.com/annual-convention](http://www.sdba.com/annual-convention).

Be watching for the full convention agenda and registration in March. Questions, call the SDBA at 605.224.1653. 



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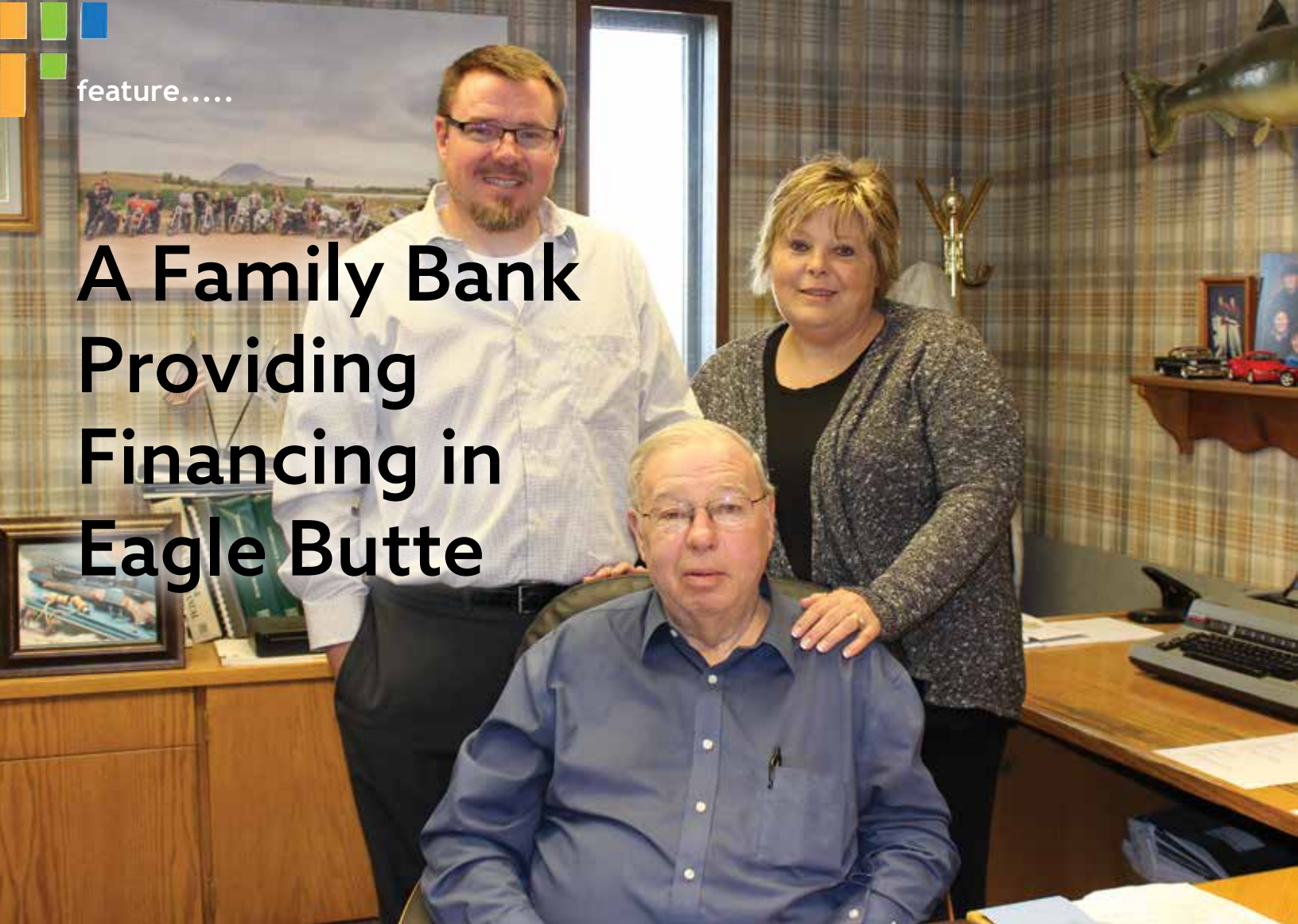
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# A Family Bank Providing Financing in Eagle Butte



*Steve Payne (seated) with his son, Russel Payne, and his daughter, Tammy Gunville.*

*By Alisa Bousa, Editor*

**S**tate Bank of Eagle Butte opened its doors in 1960 in response to anticipated growth in the community.

Steve Payne, now president, CEO of the bank and a board director, was a freshman in high school when his father, Jerome Payne, started the bank. A local businessman, Jerome saw that Eagle Butte, which is located on the Cheyenne River Sioux Reservation in north central South Dakota, needed a local bank to meet the community's needs.

"My dad knew that without a local bank it would be hard for community members to get financing outside of their community," Steve said.

"As you can see, we have a Main Street which is still thriving. And I am sure that is because the town has a local bank that is able to help business entrepreneurs and business owners get financed or to help with their inventory."

Steve has worked at the bank since he was in high school and figures he has put in a good 57 years there. Today, his children are helping him run the family bank.

"The examiners tell us that we have a very unique bank, and that's something we are well aware of," Steve said.

## **In Need of a Bank**

Steve's parents, Jerome and Helen Payne, moved to Eagle Butte in 1933 from the eastern part of

South Dakota. His father was from Mansfield, and his mother was from James—both small communities near Aberdeen.

"My mother told my dad that she would move out here on one condition. 'If we get close enough to Eagle Butte and I can see the steeple of the Catholic Church, then I will move,'" Steve said. "Luckily, the church did have a steeple."

Jerome attended electrical school in Chicago, and Steve said his dad was a blacksmith and mechanic who could fix anything. Jerome saved money in a shoe box under his bed, which allowed him and his wife to move to Eagle Butte and buy the town's power plant.

In addition to running the power plant, Jerome also operated

two insurance agencies and a movie theater.

In 1960, the town became the headquarters of the Cheyenne River Sioux Tribe and Bureau of Indian Affairs after the creation of Lake Oahe. Once the tribe decided to relocate to Eagle Butte, Jerome knew he would have to invest a lot of money to expand the power plant to service the growing area. So, rather than assisting with the expansion of the power plant, he decided to sell it and open a bank to help meet the additional needs of the growing community.

"Dad knew when the agency moved up it was going to make a little city out of Eagle Butte because of the influx of people," Steve explained.

Eagle Butte at one time had a bank, but it shut down a year before the Payne family moved there. Steve said his dad always wanted to be a banker but hadn't told anyone in his family.

State Bank of Eagle Butte opened its doors on Feb. 1, 1960. Investments came from local stockholders at \$115 a share. Steve said his dad didn't take any wages for the first two years after the bank opened.

"When mom and dad started the bank, they had two people from First National Bank in Minneapolis come out and spend a week helping dad and his staff set the books up and showed them how to run a bank," Steve said. "The people from the bank in Minneapolis predicted from what they could see that it would take two years to reach a million dollars in assets. My dad did it in under a year, and he was always very proud that the bank grew a lot faster than anybody ever imagined."

## A Family Business

When he was in high school, Steve began working at the bank on school holidays and Saturdays. Some of his first duties were sweeping the sidewalk, cleaning the gutters, cleaning money, wrapping coins and working on the teller line.

After graduating from high school, Steve attended Northern State University for a year with plans to become a basketball coach.

"I returned home and decided I was going to be banker," Steve said. "I never got pushed or pressured by my mom or dad, but I just knew that working at the bank was what I was going to do."

All three of Steve's children currently work at State Bank of Eagle Butte. Daughter Tammy Gunville is vice president of the bank and chairman of the bank's board. Son Russel Payne is a loan officer and also serves on the bank's board. Daughter Stephanie Payne handles the bank's public relations.

Tammy and Russel said they all got their start at the bank cleaning money and working on the teller line.

Following high school graduation, Tammy moved to Colorado Springs and worked in long-term care but then returned to Eagle Butte to take care of her grandmother, Helen, when she became ill. Tammy started dating her now husband, Glenn Gunville, during that time and decided to stay in Eagle Butte and work at the bank after her grandmother passed away. Glenn works in the collections department at the bank and serves on the bank's board.

Following high school graduation, Russel worked as the bank's bookkeeper for a year-and-a-half before attending Black Hills State University in Spearfish. He then worked in Deadwood for 10 years as a casino pit boss. He returned to Eagle Butte in 2007 and began working at the bank.

"I was so glad when he joined



*This picture of Jerome Payne, Steve Payne's father, hangs in the lobby of State Bank of Eagle Butte.*

us. It was time because dad was slowing down on doing loans, and it was just me and Audrey Traversie," Tammy reflected. "Russ came in at the perfect time."

While Russel said it was a challenging decision to move back to Eagle Butte after being gone all those years, after a couple of months he realized it was home.

"This is my home," Russel said "It's a great place to live."

Tammy agreed and said she is proud to be a part of the community.

Steve tells his kids that without Grandpa and Grandma Payne, who knows where the family would be today.

"My dad and I worked for 27 years together, and as I recall we never had one bad word or an argument of any type," Steve said. "I respected my dad so much; he was my mentor. Why would I ever argue with a man who had done so much with his life?"

Jerome worked at the bank until he passed away in 1987. Helen, who worked as a teller and was on



the board, served as president of the bank after her husband died. Helen passed away in 1997.

Steve's sister, Gerry Zacher, also worked at the bank. Her husband, Francis Zacher, ran the bank's insurance agency and still sits on the bank's board. Gerry passed away in 2016.

## Going That Extra Step

State Bank of Eagle Butte employs a total of 19 people, and Steve thinks of his employees as part of the Payne family. While the bank does have some turnover in its tellers, Tammy and Russel said the bank is fortunate to have a lot of devoted employees.

"You can see our employees' dedication to the bank and its customers. We may be the owners, but we are a bank family," Steve said. "We appreciate our employees for all their hard work, great customer service and dedication. Without them, we wouldn't be able to meet our

customers' needs."

The bank's service area is the Cheyenne River Sioux Reservation in Dewey and Ziebach Counties. Doing business on the reservation, Steve said State Bank of Eagle Butte has to work with state and federal banking laws, but also be aware of the tribe's laws and ordinances as it is a sovereign nation.

"Our consumer lending and unsecured consumer loans are very unique. That is what sets us apart," Russel said. "Our losses are obviously higher, but consumer loans are half of our loan portfolio."

"Of course, our interest rates are higher on those loans versus secured loans," Steve added. "But, it services our community and our customers."

Tammy and Russel said they enjoy helping customers, such as when the bank is able to loan money at Christmas to a low-income family or an elderly grandparent raising her grandchildren. They said it

feels good to see the smiles on customers' faces.

A few years ago, Eagle Butte lost power for five days due to a winter ice storm. People were in need of money to buy generators and supplies, but the bank's computers were down. Steve said even though the bank didn't have power, it loaned money to about 40 people by having them sign a blank note and then typed up the loan once power returned.

"We were doing loans by candlelight and flashlight," Tammy recalled.

The bank only lost on one, \$100 loan.

In 2013, members of the Cheyenne River Sioux Tribe each received a \$1,600 Salazar payment from the federal government. Tribal members came from across the U.S., and as long as they had current photo identification, State Bank of Eagle Butte was able to cash everyone's checks as well as their children's checks.



State Bank of Eagle Butte opened its doors at 124 Main Street in Eagle Butte in 1960.



"I talked with the tribal treasurer and said, 'You make sure that people have their IDs, and they can bring in their checks and we'll cash them,'" Steve said. "She did, and everything worked out just fine."

Due to increased regulations, Steve said the bank has had to stop doing residential real estate loans. This loss of service has been felt in the community as the bank used to handle about one residential real estate loan a month. Tammy said, however, that the bank is currently assisting the Cheyenne River Housing Authority with building new, low-income homes north of Eagle Butte.

## Financing New Business

Steve said that his dad was extremely proud of the local hardware store because the bank helped the family who still owns it secure an SBA loan to build it. The bank continues to help finance new businesses in Eagle Butte.

"It is a little heartwarming to think that a family-owned, home-based bank played a small role in helping a local person succeed in their business venture," Russel said.

In 2000, Steve became a member of the Four Bands Community Fund Board of Directors, which was part of a community and economic development movement on the Cheyenne River Sioux Reservation.

As a community loan fund (or community development financial institution), the objective is to capitalize Native American-owned businesses on the reservation. The fund has helped hundreds of Native American entrepreneurs start or expand a business and today has dispersed more than \$12 million in loans.

In addition to business loans, Four Bands also provides business training and coaching, internships, financial literacy and asset builder courses. Four Bands' matched savings program, also known as an individual development account, helps participants work toward



*This picture of Helen and Jerome Payne hangs in the board room at State Bank of Eagle Butte.*

building an asset base and pattern of saving money. The program helps participants achieve savings goals of starting a business, owning a home or pursuing secondary education. Tammy said Four Bands helps young people set up their accounts at State Bank of Eagle Butte or financial institution of their choice.

Four Bands is in the process of developing and constructing a business incubator on Main Street of Eagle Butte. The incubator will provide physical space and support services that not only help with the launch of a business but also ensure the business thrives on a long-term basis.

## True to Their Hometown

Steve comes in to the bank daily and oversees the day-to-day business along with leading staff meetings and loan committee meetings. Tammy and Russel said their dad, who just turned 73, has no plans to retire and will work as long as he can at the bank, just as his father did.

Steve said the bank is involved

in many community events from providing a free customer and community appreciation dinner during Eagle Butte's Hometown Days and sponsoring money for each tiny tot dancer at powwows throughout the reservation.

In his free time, Steve enjoys visiting gun shops and fishing. He and his wife Susie, who is from Sturgis, have 10 grandchildren.

While Steve is not a member of the Cheyenne River Sioux Tribe, he has lived there his whole life and is proud to be a part of the community and call Eagle Butte home.

"I am just so proud of what my parents did and how the business has grown and has helped the community grow," Steve reflected. "And to have my kids working for me, with the hope of having a fourth generation working here."

The Payne family said they have been approached about expanding the bank to other reservation communities in the state, but they are content doing business right where they are in Eagle Butte, which is their home. 🌈

# ABA Invests in Emerging Core Banking Provider

Investment Reflects ABA Member Interest in More Flexible Core Platforms

The American Bankers Association (ABA) on Jan. 25, 2019, announced a direct investment in Finxact, an emerging technology company that offers an innovative, open core banking platform for financial institutions.

The investment in Finxact reflects ABA's commitment



to ensuring that member banks have the technology and tools they need to make the transition to banking's digital future. The Association's Board of Directors, acting on a recommendation by ABA's Venture Investment Committee, approved the investment.

Finxact's unique Core as a Service platform, built for financial institutions of all sizes, enables banks to be more nimble and innovative by quickly adding new customer experiences and services to their core banking operations. The platform's SaaS, cloud-native model allows banks to make proprietary enhancements and custom configurations, while also giving them 100 percent access to their data.

"We believe the team at Finxact is bringing to market not just a new core product but a new model for banks to deliver enhanced customer experiences," said ABA President and CEO Rob Nichols. "ABA is pleased to take part in this historic opportunity to chart a new path for core banking services. We see this as an investment in the future of banking that will foster innovation and allow our members to adjust quickly to changing customer demands."

"We appreciate the confidence ABA is showing in our business and technology to galvanize our shared vision of near-term and visionary change for the industry," said Frank Sanchez, Finxact CEO and founder. "Our goal is to provide banks of all sizes a modern core banking platform that is functionally robust, reliable, scalable and highly efficient, and this partnership will help accelerate our go-to-market."

"ABA's Venture Investment Committee strongly supports this strategic investment in Finxact. It positions ABA at the center of core banking innovation, which will ultimately benefit all ABA members and the industry as whole," said Jim Reuter, chairman of ABA's Venture Investment Committee and CEO of FirstBank in Denver.

Nichols noted that ABA members have frequently expressed frustration with core processing limitations since he took over as ABA president and CEO three years ago. ABA's investment in Finxact follows a letter

Nichols sent in October 2018 to the CEOs of the major core providers asking them to empower banks with the modern technology demanded by today's competitive marketplace. Nichols also recently formed a Core Platform Committee, which is composed of bankers charged with identifying concrete ways to address these challenges.

"We are looking at every avenue—whether it's investments in companies like Finxact, working with other core providers or endorsements of new products and services—to help all banks keep pace with the digital banking revolution underway," said Nichols. "This commitment will help keep our members on the cutting edge and allow them to provide their customers the banking services they will want and need in the future."

Based in Jacksonville, Fla., Finxact launched in 2017 and has secured multiple rounds of private funding from a range of strategic investors.

Learn more about Finxact's new core banking solution at [www.finxact.com](http://www.finxact.com).

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washington update.....

BY ROB NICHOLS | President and CEO | American Bankers Association

# 2019: Different Approach, Same Agenda

**S**ignificant progress at the regulatory agencies as well as the passage and implementation of long-sought bipartisan regulatory reform made 2018 a breakthrough year in many ways. The new year brings fresh challenges, including how to maintain momentum for policy improvements in a newly-divided Congress.

But as I have said on many occasions, the fundamental business of banking—from the deployment of credit to the building of communities—does not belong to one party. Banking issues can and should be bipartisan. So while our tactics might change with the new dynamic in Washington, our agenda hasn't, and won't.

ABA will actively advocate on a range of policy issues in 2019, including additional regulatory reforms that didn't make it into S. 2155, such as exam-fairness provisions that would establish deadlines for banking agencies to issue exam reports and create an independent examination review and appeal process. Other topics we think are ripe for bipartisan action are:

**Bank Secrecy Act Reform:** There is growing consensus that now is the time to update the compliance structure surrounding the nation's anti-money laundering rules, which has not changed since 1970. We will be working to build bipartisan support for BSA/AML reform, including updated Suspicious Activity Report and Currency Transaction Report thresholds, further modifications to customer due-diligence rules, and better communication between banks and law enforcement.

**Cannabis Banking:** As cannabis is now legal in some form in 33 states, the growth in dispensaries as well as numerous fast-growing offshoot businesses is putting our industry in an untenable position. A bank might choose not to serve a marijuana grower or dispensary since cannabis remains illegal under federal law, yet still face significant legal, operational and regulatory risk if it offers services to a customer with a tangential connection to cannabis. We've heard many stories, like the bank that was told by its regulator not to lend any more to a local mall owner after it leased space to a cannabis dispensary.

This conflict between federal and state law is reaching a tipping point, and we believe Congress and regulators must provide greater legal clarity. Watch for hearings, likely to begin with the House Financial

Services Committee, and for the introduction of bills that address banks' challenges. While ABA is not weighing in on the societal, cultural or moral aspects of this issue, we do want legal protections for banks providing services in states where cannabis is legal.

**CECL Accounting Standard:** Understanding the impact that the Financial Accounting Standards Board's Current Expected Credit Loss accounting standard will have when fully implemented is a significant challenge. But, we know that the standard's upfront loss recognition changes the economics of lending and could force hundreds of banks to raise capital or limit their product offerings. For this reason, ABA is advocating that a thorough quantitative impact study be conducted before allowing the standard take effect.

The standard is scheduled to take effect in 2020 for Securities Exchange Commission registrants, 2021 for non-registrant banks with outside equity/debt holders, and 2022 for privately-held and mutual banks.

**Community Reinvestment Act Modernization:** Regulations implementing the Community Reinvestment Act have not kept pace with changes in banking and technology, and the Office of the Comptroller of the Currency has taken the lead in modernizing them. The comment period following OCC's issue of an Advance Notice of Proposed Rulemaking closed in November 2018, with some 300 banks weighing in.

That kind of engagement will be needed again in 2019, when we expect the banking agencies to jointly issue a proposed rule. This is a once-in-a-generation opportunity to move CRA into the future, but it will face substantial headwinds from those who fear (wrongly) that modernization will reduce banks' commitment to their communities. We will be working to allay those fears and make the case for commonsense improvements.

Banking always has a full pipeline of issues demanding attention. So while those above seem ripe for action in the coming months, ABA will be advocating on a host of other, equally-important issues, from data security and housing finance reform to flood insurance and student debt concerns.

Your continued engagement will be the key to advancing any of these issues and creating smarter, more effective bank regulation. ■■

## Bank Midwest CEO Mary Kay Bates Named BankBeat's Banker of the Year

Mary Kay Bates, CEO of Bank Midwest in Spirit Lake, Iowa, has been named 2019 Banker of the Year by BankBeat.



Bates grew up in the restaurant business, where she learned a work ethic that has served her well throughout her banking career. She's been at Bank Midwest, which has nearly \$1 billion in assets and operates 11 offices in three states including South Dakota, since the mid-1990s. She hasn't just witnessed the bank's many successes; she's been integral to them.

Bates is the second female banker to be recognized as a Banker of the Year since the program began in 1989. With her selection, Bank Midwest becomes the first bank to have two Banker of the Year honorees selected in different years. Bank Midwest Board Chair Steve Goodenow was the magazine's 2011 recipient.

BankBeat thanks Bell Bank for its sponsorship of this recognition program. Read BankBeat's story on Bates at <https://bankbeat.biz/bank-midwest-leader-is-2019-banker-of-the-year>. ■■

## Two New Business Development Officers Join BankWest in Rapid City



Stacey Cox

BankWest has added two new business development officers, Stacey Cox and Mike Dugan, to its Rapid City branch. Together, the two have more than 25 years of professional banking experience.

BankWest's Rapid City Regional President Bryan Lutz notes the knowledge that both Cox and Dugan possess will make them an integral part of Rapid City's BankWest team and an asset to the local business community.

"We are extremely pleased to have Stacey and Mike on the BankWest team," Lutz noted. "They both strive for exemplary customer service and satisfaction. We are very fortunate to have them on board, and we are excited about the wide range of services

they both can provide to Rapid City businesses."

Cox earned his bachelor's degree in finance from Dakota State University and has more than 10 years of

business and commercial lending experience. He enjoys spending time with his two daughters and one son, who keeps him busy with many youth activities. He also enjoys hiking and hunting. Cox said forming a real connection with his customers is the most satisfying part of his career.

"I'll take the time to understand my customer's business and help them achieve their financial goals," he said. "I appreciate the leadership role BankWest takes in helping its communities succeed. That's really what community banking is all about."

Dugan has a bachelor's degree in finance from the University of Wyoming and is a graduate of the Western School of Commercial Lending based in Reno. He has 15 years of banking experience. When not at work, he and his dog, Dexter, are four-wheeling in the Black Hills. Dugan said he's excited to meet new people and help customers grow and succeed in their business.

"I appreciate the fact that BankWest is a family-owned, community bank and decisions are made right here in South Dakota," he said. "My number one goal is to make sure I help make each customer's business successful and that I'm always there to help." ■■

## Campbell County Bank Celebrates 75 Years



Campbell County Bank in Herreid recently celebrated its 75th anniversary. Pictured (L-R) are Board Members Troy Beck, Myron Rieker, Bruce Brander, President Dean Schwartz and Bob Huber. ■■

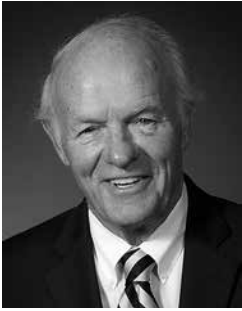
## Drew Haack and Matt Schlechter Promoted at SD Division of Banking

Drew Haack and Matt Schlechter have been promoted to supervisory roles at the South Dakota Division of Banking. Haack has been promoted to chief bank examiner, and Schlechter has been promoted to chief trust examiner.

Both will continue to participate on examinations but will be assisting more with administrative functions, said Deputy Director of Banking Mike Dummer.

Haack joined the Division in 2006, and Schlechter joined the Division in 2011. Both work out of the Division of Banking's Sioux Falls office. ■■

## Sanford Donates \$55 Million to Children's Home Society



T. Denny Sanford has donated \$55 million to the Children's Home Society (CHS), South Dakota's oldest human services, nonprofit organization. The gift will transform CHS's ability to assist children and adults in need and ensure the organization has adequate resources for decades to come.

"The services provided by Children's Home Society are invaluable," Sanford said. "The organization cares for those who require the most care of all—our young people and those who are in serious danger. I hope my gift will inspire others to do what they can to support Children's Home as it heads into its next century of service."

Sanford has a history of supporting Children's Home Society. Over the last two decades, the philanthropist has made several donations and often attends the organization's annual charity events to encourage others to give as well.

"T. Denny has been a longtime friend of Children's Home and believes in our mission of supporting the

safety and well-being of children and families," said Children's Home Executive Director Bill Colson. "It's with that spirit of support, he approached me and asked, 'What is Children's Home Society's greatest need?'"

This initial discussion became the basis for Sanford's gift, which will address two significant needs:

**Expanding Children's Inn Shelter:** Children's Inn, a program of Children's Home Society, has outgrown its current facility. In response to this major shortage of space, Sanford directed a portion of his gift to provide for an expansion of Children's Inn facilities, which will include the T. Denny Sanford Shelter of Hope.

**Funding Staff Recruitment and Development:** The increased need for services offered by Children's Home Society has created significant staffing challenges. In response, Sanford directed the remainder of his gift to be placed in an endowment, with earnings committed to the long-term improvement of support, compensation and retention of statewide staff.

Sanford is the owner of First PREMIER Bank and PREMIER Bankcard, South Dakota companies that employ nearly 2,400 people. To date, he has donated nearly \$1 billion to South Dakota organizations. ■■

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## Former Bank Owner Donna (Muffy) Christen Passes



Donna (Muffy) Starr Christen, co-builder of a \$1 billion South Dakota banking institution, passed away on Jan. 6, 2019. Services were held Jan. 17 at First United Methodist Church in Huron.

A native South Dakotan, Muffy was born July 16, 1929, in Mitchell, the first of two daughters born to Gyda Estella Bates (Starr) and J. Herbert Starr.

Following her graduation from Dakota Wesleyan University, she married her high school sweetheart, Paul Christen, on March 4, 1951. The couple moved to Huron, where they opened, owned and operated Ruby Ann Bakery. Paul and Muffy had two daughters, Rebecca and Kathryn, who both now reside in Minneapolis.

In the early 1970s, Paul and Muffy began acquiring banks in western South Dakota, operating them under the name First Western Bank. Under their leadership, the organization grew from \$10 million in assets in 1972 to \$1 billion in 2007, with a total of 18 banking locations. The banks were known for being a community-oriented, friendly place to bank and to work. First Western's advertising slogan, "We believe

in you!" may have been simple, but Paul and Muffy led the charge to ensure that its customer service was extraordinary.

Muffy was active in the business, serving as director for their three largest charter banks. She once stopped in during a Sturgis motorcycle rally to help one of the tellers run her taco stand and serve the bikers—a role she enjoyed.

"We just loved the people, and they loved us," she recalled, tearing up when she described their decision to sell the banks in 2008 to First Interstate Bancsystem, Inc., a bank holding company located in Billings, Mont.

Muffy was an active philanthropist throughout her life. In the early days, she gave her time and energy to organizations such as the YWCA and her local church. More recently, due to their business success, the Christens have been active donors, both locally and nationally. In 2011, Paul and Muffy were included in "The Philanthropy 50: America's Most Generous Donors of 2011" in The Chronicle of Philanthropy.

She is survived by her husband of 67 years, Paul Christen; sister Carol Carr, Kalispell, Mont.; daughters Rebecca (Robert) Pohlad and Kathryn (Jim) Ramstad; grandchildren Thomas (Lindsay), Joseph (Sara) and Christopher (Kacey) Pohlad, and Christen (Bill) DeLaney, and 10 great-grandchildren. ■■



### **Accounts Payable Secretary, 1st Financial Banks USA, Dupree, S.D.**

1st Financial Bank USA has an opening for an accounts payable secretary in our Dupree community bank. Selected individual will support community bank and finance operations by processing vendor invoices and expense reimbursement requests; maintain documentation, reconciliations and other reports to support internal and external audit requirements; support year-end and other periodic tax filing requirements relating to vendors; assemble Board of Director packages and serve as back-up for the loan secretary. The accounts payable secretary is a full-time, M-F position. Successful candidates will have excellent communication skills to interact across multiple locations and with senior management and the ability to maintain confidentiality and safeguard documents. Experience with general ledger or accounts payable platforms and MS Excel is preferred. We provide a highly-competitive and comprehensive compensation and benefits package including affordable medical/dental/vision insurance, generous paid leave program, 401(k), health savings account, tuition reimbursement, financial childcare assistance and more! 1st Financial Bank USA is an EO employer - M / F / Vets / Disabled. For more information contact Deanne at 605.365.5191 or apply online to [www.1fbusa.com/careers](http://www.1fbusa.com/careers). ■

### **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](mailto: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](mailto:johnbaumiller@banksecuritystate.com). ■

### **Compliance Officer, Black Hills Community Bank, Rapid City, S.D.**

Black Hills Community Bank is a growing bank with career opportunities for an experienced compliance officer (four-plus years of experience) at its Rapid City location. Responsibilities include overseeing the regulatory compliance of the bank, integrating regulatory requirements into bank processes, performing internal audits, assisting with regulatory exams, external audits and reviews, providing compliance training, and providing information and reporting to the Audit Committee. The qualified candidate may have opportunities to assist in other areas of the bank's risk management as experience allows. Black Hills Community Bank maintains high expectations of core values, positive attitude, and character in all of its employees, offering a professional work environment. Benefits include medical, dental coverage, vision, company-paid long-term and short-term disability and Life/AD&D, 401(k) Plan, vacation and bank holidays! Resumes should be emailed to [melissah@bhcbank.com](mailto:melissah@bhcbank.com) and include salary requirements. ■

### **Loan Officer, BankNorth, LaMoure, N.D.**

BankNorth, your locally-owned independent community bank, currently has an opening for a full-time loan officer in our LaMoure bank. Responsibilities would include management of an existing portfolio as well as the ongoing development of new credit relationships. Position requires a bachelor's degree in business, finance or accounting. Submit resume and cover letter no later than Feb. 15 to: BankNorth, Attention: Human Resources, PO Box 460, Casselton, ND 58012 or [recruiting@ibanknorth.com](mailto:recruiting@ibanknorth.com). BankNorth is an AA/EOE of women, minorities, protected veterans and individuals with disabilities. ■

### **VP-Agri Business Banker, American Bank & Trust, Stickney, S.D.**

Responsible for maintaining a high quality and existing, seasoned book of business, and grow a loan portfolio by cultivating new and existing relationships through appropriate community contacts and involvement. Performs all duties in originating, underwriting and closing secured and unsecured agriculture loans in accordance with established lending objectives, policies and procedures. Profitably grows loans, deposits and fees. Credit quality is at the forefront of responsibilities. Responsible for loan portfolio in excess of \$20 million. Interested candidates can send their resume to [bvanholland@abt.bank](mailto:bvanholland@abt.bank). ■



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# Seminars/Conferences/Webinars/Schools

## SDBA EVENTS

### **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

### **SDBA 2019 Lead Strong: Women in Banking Conference**

Oct. 9-10, 2019 | Sioux Falls

## WEBINARS

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

### **Feb. 11, 2019**

CRE Appraisals: Regulations and the Review Process

### **Feb. 12, 2019**

What to Do When a Customer Dies

### **Feb. 12, 2019**

CRA Nuts & Bolts—Five Steps to Pass the Exam

### **Feb. 13, 2019**

Loan Documentation: Top 10 Mistakes and How to Avoid Them

### **Feb. 13, 2019**

Opening New Accounts Part II: Business Accounts

### **Feb. 14, 2019**

Problem Loan Identification

### **Feb. 14, 2019**

Eight Steps to Improve Cross-Selling

### **Feb. 15, 2019**

Writing Effective Business Reports

### **Feb. 19, 2019**

Responsibilities of the Information Security Officer

### **Feb. 19, 2019**

Opening New Accounts Part III: Trust and Fiduciary

### **Feb. 20, 2019**

Top 25 Safe Deposit Compliance Issues

### **Feb. 20, 2019**

BSA Emerging Issues 2019

### **Feb. 21, 2019**

Open-Ended Lines of Credit—Compliance Issues

### **Feb. 21, 2019**

Legal Issues of Checks

### **Feb. 22, 2019**

ACH Rule of Changes: What's New in 2019

### **Feb. 25, 2019**

Excel Explained: Minimized Spreadsheet Errors

### **Feb. 26, 2019**

Opening Minor Accounts

### **Feb. 26, 2019**

Onboarding Your New Hire

### **Feb. 27, 2019**

TRID for Beginners

### **Feb. 27, 2019**

W-9, W-8BEN and W-8BEN-E Forms and Info

### **Feb. 28, 2019**

Federal Benefit Payments Garnishment Requirements

### **Feb. 28, 2019**

Alert! Prepaid Accounts Final Rule Effective April 1, 2019

### **March 1, 2019**

Letters of Credit

### **March 5, 2019**

ACH Origination and Same Day Entries

### **March 5, 2019**

Cash Management: How Sales, Operations and Technology Can Work Together to Generate More Fee Income

### **March 6, 2019**

Quarterly Compliance Briefing: Spring 2019

### **March 6, 2019**

Commercial Construction Lending

### **March 7, 2019**

Using Personal Tax Returns for Global Cashflow: What's Cashflow and What Isn't

### **March 7, 2019**

Consumer Real Estate Loans

### **March 8, 2019**

Business Plans That Get Results

### **March 11, 2019**

Advanced Tax Return Analysis

### **March 12, 2019**

Serve Well, Sell Right

### **March 12, 2019**

Basic Underwriting

### **March 13, 2019**

RESPA—Those Pesky Section 8 Violations

### **March 13, 2019**

E-Sign for Lending and Critical E-Sign Implementation Issues

### **March 14, 2019**

FFIEC Information Security Handbook Review

### **March 14, 2019**

Annual Deposit Regulation Training for Frontline

## 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.

## FREE WEBINAR

### ICS and CDARS: Taking Advantage of Reciprocal Deposit Legislation to Grow High-Value Relationships



## What the Law Means for Banks

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

## Join Us for a Webinar

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 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). This webinar is a “must” for decision-makers at banks of all sizes, especially for community banks that utilize collateralized deposits and/or listing services.

## ICS and CDARS: Taking Advantage of New Opportunities

REGISTER TODAY



Use of the ICS and CDARS services is subject to the terms, conditions, and disclosures set forth in the applicable program agreements, including the CDARS-ICS Participating Institution Agreement and applicable Deposit Placement Agreement. Limits apply, and customer eligibility criteria may apply. ICS program withdrawals are limited to six per month when using the ICS savings option. ICS, Insured Cash Sweep, CDARS are registered service marks, and Floating-Rate Funding is a service mark, of Promontory Interfinancial Network, LLC.

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# SDBA STATE LEGISLATIVE DAY

**FEBRUARY 13, 2019**

RAMKOTA HOTEL & CONFERENCE CENTER, PIERRE, S.D.

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ASSOCIATION

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