

SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | **JANUARY 2019**



BATTLING ELDER FINANCIAL EXPLOITATION

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ASSOCIATION

SDBA STATE LEGISLATIVE DAY

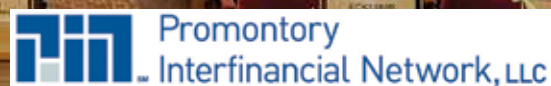
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from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

A New Farm Bill for the New Year

Happy New Year to all! Just in time for the holidays, Congress gave the nation's farmers (and their bankers) a gift of some badly-needed stability in the form of a new, multi-year Farm Bill.

Once the Republican and Democrat party leaders of the House and Senate Agriculture Committees reached consensus on the key elements of a new, five-year farm program, it took only two days to put the bill on the President's desk. The Senate passed the legislation on a vote of 87-13, and the House followed up with a vote of 386-47.

The bill carries a price tag of an estimated \$867 billion, more than three-fourths of which is attributable to benefit food and nutrition (SNAP) programs.

Members of South Dakota's congressional delegation had this to say about the 2018 Farm Bill:

Sen. John Thune, a long-time member of the Senate Agriculture Committee stated, "This pro-agriculture Farm Bill will help give South Dakota farmers and ranchers greater economic certainty, which will allow them to focus on what's most important in their line of work: growing crops and raising livestock."

From his perspective as a member of the Senate Banking Committee, Sen. Mike Rounds observed, "With net farm income down 50 percent in the past five years and producers on the tip of the spear with the ongoing trade disputes, the Farm Bill will provide our ag community with much-needed stability as they plan for the future. A five-year Farm Bill is necessary to give South Dakota producers the certainty they need to help weather times of low commodity prices, such as the one we are experiencing now. Measures included in the Farm Bill can help them keep their operations viable."

From her perspective as a member of the U.S. House and as South Dakota Governor-elect, Kristi Noem said, "Between a drought, poor prices, hail and diminished net farm incomes, South Dakota's agriculture economy has taken a significant hit in recent years. Without the proper safety nets in place for unexpected circumstances like these, farmers aren't able to do what they do best: feed the world."

About the bill, she went on to say, "This critical legislation maintains strong crop insurance and

livestock disaster programs and makes improvements to the commodity title. Additionally, we expand support for rural broadband and increase investments in farm country."

Congress did make some substantive changes to the operational nuts and bolts of safety net programs, such as:

- Requiring USDA to calculate Agriculture Risk Coverage (ARC) county payments based on the physical location of each farm's tract of land.
- Allowing for re-enrollment of producers utilizing commodity programs under Title I, specifically Price-Loss Coverage (PLC) and Agricultural Risk Coverage (ARC)
- Increasing total Farm Service Agency (FSA) Guaranteed Loan Program's individual cap on ownership and operating loans from \$1.399 million to \$1.75 million.

Unfortunately, the spirit of bipartisanship vanished shortly after Congress passed the Farm Bill, and battle lines reformed over funding for a wall between the borders of the United States and Mexico and a continuing resolution to keep the federal government open after Dec. 21. Because control of the Congress will again be divided between the two political parties in the next term, moving our industry's legislative priorities forward will require agreement among members from both parties.

As I was thinking about the spirit and art of bipartisanship within the context of Washington D.C., I was reminded of a memorable scene from the 1975 classic movie, "Monty Python and the Holy Grail." About to be tossed onto the cart of the Dead Collector, a feeble old man stated:

"I'm not dead!...I'm not...I'm getting better...I don't want to go on the cart...I feel fine...I think I'll go for a walk....I feel happy."

Continued on page 21



Top Five Safety Hot Spots for Banks

SDBIS works with a number of insurance companies, and at times we publish articles that directly affect our member banks. The following article written by Craig Collins from OneBeacon Financial Services, covers many safety areas that need to be reviewed annually. Thanks Craig.

Top Five "Safety Hot Spots" to Check at Your Bank

By Craig Collins, Financial Services President, OneBeacon Financial Services



There's no question that you face insurance risks that can't often be seen. Cyber breaches, ransomware and employee dishonesty remain top concerns. However, some of the biggest, and often most avoidable, safety and security risks can be in plain sight.

This article highlights the most frequent areas of concern that are discovered during a bank's insurance risk management review. In addition, it addresses some of the maintenance and corrections that can be completed to help prevent accidents from occurring.

1. Storage Areas

Electrical panels should always remain unobstructed and covered. Check them periodically to ensure they are cool to the touch. Any type of combustible materials (paper, furniture, holiday decorations) that is stored at your bank should be kept at least three feet away from electrical panels, hot water heaters and/or boilers. Any highly-flammable material such as paint, cleaning supplies or solvents should be separated from any other items in storage and clearly marked as flammable.

2. Interior Areas

Slips, trips and falls are among the top causes for liability and workers compensation claims in financial institutions. Floors should be checked regularly to make

sure they are well-maintained and clean. Signage for wet or slippery floors should be placed in the affected area quickly to help avoid injuries.

In preparation for a power outage or emergency, be sure that all exits are properly marked, remain lit and are clear of any debris or obstacles.

Ensure walkways, stairs and handrails are sturdy and in good repair.

3. Fire Protection

Confirm that you have the proper number of fire extinguishers for the size of your building and check that they are properly mounted, easily-accessible and are serviced every year. Bank employees should know where they are located and how to use them properly.

Conduct periodic fire drills in your bank, and be sure employees are educated about protocols and meeting places ahead of the drill.

4. Exterior Areas

Many injuries happen before customers and employees even walk into the bank. Parking lots should remain in good repair and any damage (such as potholes) fixed as soon as possible. Walkways, steps and other paths around the bank should remain hazard-free (sidewalk cracks, painted crosswalks, speed bumps and guard posts). Any area that is damaged should be clearly marked as restricted and repaired as quickly as possible.

Adequate lighting in the parking lot, ATM and along the exterior of the building will help prevent any criminal activities such as robbery or vandalism, as well as providing customers an added sense of safety.

5. Safety Program

Employees play a huge part in keeping your bank safe. Therefore it's imperative that they understand your bank's safety program and policies and are prepared to follow them in case of any emergency or safety issues.

Any type of accident or incident should be reported promptly and detailed in writing.

Continued on page 21

SD Banks Make a Difference Survey

The SDBA is calling on member banks to participate in its annual South Dakota Banks Make a Difference Survey.

Each January, the SDBA emails all member banks the online annual survey. The results provide a glimpse into how banks work every day to help South Dakotans grow and prosper.

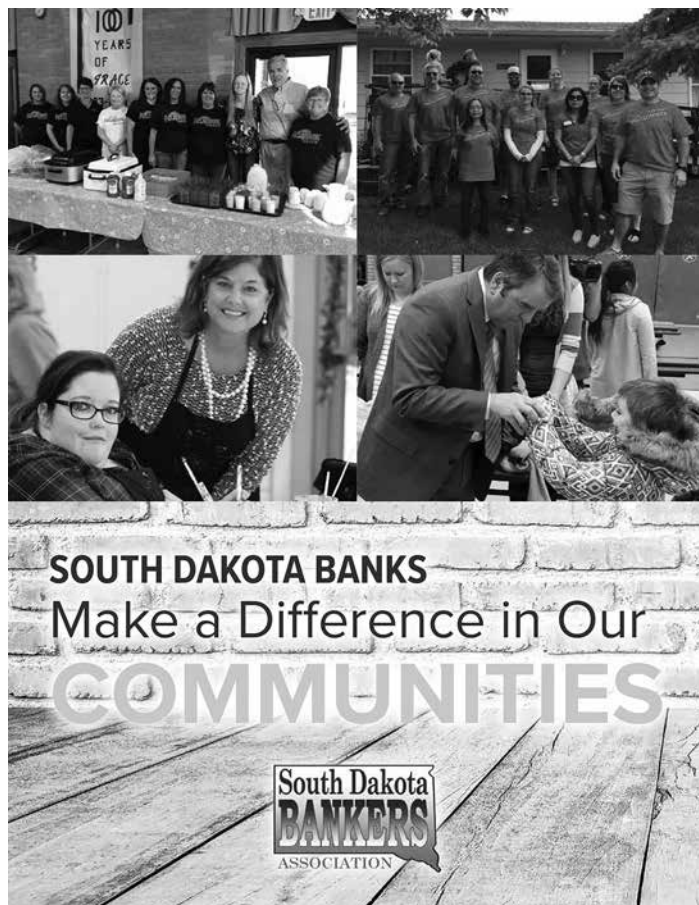
The Association requests that banks supply basic data for calendar year 2018, or for the most recent 12-month period for which the bank has data available. The SDBA will present the findings at its State Legislative Day on Feb. 13, 2019, in Pierre.

The SDBA is also requesting short narratives and photos of banks' community service projects. If your bank has a community service project from this past year that you would like to be included, please submit a short narrative describing the project. If you have a photo of the project, email it to abousa@sdba.com.

The names of all banks that participate in the survey will be listed in the survey piece. All individual information will be kept confidential as to the amounts disclosed in any of the categories.

Last year, responses were compiled from 34 of the SDBA's 76 member banks. The results of last year's survey can be viewed at www.sdba.com/sd-banks-make-a-difference.

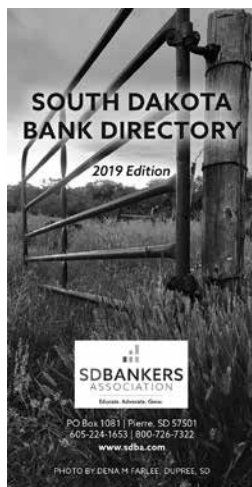
The deadline to participate in the survey is Jan. 31, 2019. If you have any questions on the project, contact Alisa Bousa at abousa@sdba.com or 605.224.1653. ■



2019 SD Bank Directory Available

The SDBA's 2019 South Dakota Bank Directory is now available.

The South Dakota Bank Directory provides detailed information on all South Dakota banks, including addresses, telephone and fax numbers, important contact names and additional pertinent information. The directory also contains information on the SDBA, banking associations, regulatory agencies, endorsed vendors, associate members and South Dakota officials.



All SDBA member banks and branches receive one complimentary directory. Associate members will receive a complimentary directory when they pay their 2019 membership dues.

Additional copies are available for purchase. The member cost is \$30 plus tax for a single copy, or \$25 each plus tax for multiple copies. The non-member cost is \$45 plus tax for a single copy, or \$40 each plus tax for multiple copies. Orders can be placed online at www.sdba.com/bank-directory or contact the SDBA's Alisa Bousa at abousa@sdba.com or 605.224.1653.

This year's cover photo was taken by Dena M. Farlee, an employee of 1st Financial Bank USA in Dupree. ■

SDBA To Hold IRA Update Seminar

The IRA Update Seminar builds on the attendees' knowledge of IRA basics to address some of the more complex IRA issues their financial organizations may handle. The SDBA will hold the IRA Update Seminar on Feb. 21, 2019, at the Ramkota Hotel in Sioux Falls.

This course will include all changes that have occurred and discuss any pending legislation. This is a specialty session; previous IRA knowledge is assumed. The instructor uses real-world exercises to help participants apply information to job-related situations.

Course Highlights

- Legislative Update: proposed legislation (Family Savings Act and RESA) and Trump executive order
- IRA Contribution: eligibility and deadlines, increased limits, COLA increases, SEP and SIMPLE changes, and Tax Savers
- IRA Transfer/IRA Rollovers/QRP Direct Rollovers: explanation of each and self-certification (what is it and how to report it)
- Conversions: rules, reporting and tax implications
- Excess Contributions: what are they and how to correct them
- Recharacterizations: what are they, how to report them and how to report to the IRS
- Inherited IRAs
- Reporting: 5498

Who Should Attend

- IRA administrator, personal banker or member services personnel who has a working knowledge of basic IRA operations and wishes to expand his or her expertise and provide enhanced customer service.
- A financial professional who recognizes that IRAs play an integral role in retirement planning.
- A compliance specialist with procedural oversight of IRA policies and practices.
- Support personnel responsible for promotional materials that describe the services provided by your financial organization.

For the full agenda and to register, visit www.sdba.com. Question, contact the SDBA's Halley Lee at hlee@sdba.com or 605.224.1653. ■■



Registration Open for Washington Summit

We've fought hard for banking policy changes that allow banks to better serve their customers and communities, but the work isn't done.

Now more than ever, regulators and Congress need to hear from bankers across America to keep policy moving in the right direction. Make sure policymakers get the details right.

Join us in Washington on April 1-3, 2019, for the ABA's Washington Summit. The event is open to bankers, bank directors and trustees, state association executives and service members.

Three additional events will be held during this year's Summit:

- **Mutual Community Bank Form:** Attend the largest gathering of mutual bankers on March 31 to April 1 to explore the issues challenging your bank and bring the concerns of mutual institutions to Washington.
- **Emerging Leaders Forum:** The Emerging Leaders Forum on April 1 is an opportunity for new voices in banking to share challenges and strategies, network with peers from across the country and gain new perspectives on leadership.
- **Women's Leadership Forum:** This forum on April 3 will feature a panel of women bank CEOs discussing how to develop, engage and retain women leaders, roundtable discussions and a networking lunch that will encourage an exchange of ideas and solutions.

Registration for all the events is free. The SDBA offers a \$500 stipend to help with the travel expenses of one individual from each member bank to attend. To learn more and register, visit, www.aba.com/Training/Conferences/Pages/GRS.aspx. ■■

Scholarships Available for GSB at Wisconsin

Since 1945, the Graduate School of Banking (GSB) at the University of Wisconsin-Madison has helped develop banking leaders through a program of advanced management education. The 2019 school session will be held July 28 to Aug. 9 at the University of Wisconsin-Madison.

GSB students acquire a broad knowledge and understanding of major bank functions and their interrelationships and develop the skills required to lead and manage effectively. The school's curriculum reflects the contemporary trends impacting the financial services industry. Core courses address broad areas of finance, marketing, management and the environment in which banks operate, while elective courses allow students to customize their learning experience.

Prochnow Educational Foundation/SDBA scholarships will be awarded to two South Dakota bankers attending the 2019 Graduate School of Banking program. The scholarships pay \$1,500 (approximately one-third) of the annual tuition for each of three GSB resident sessions, for a total value \$4,500.

This scholarship is for people who will be entering their first year at GSB. The deadline to apply for the scholarship is May 10, 2019.

A separate application for the school must be completed via the GSB website at www.gsb.org. The enrollment deadline for the school is June 1, 2019.



Graduate School of Banking

at the University of Wisconsin – Madison

GSB Human Resource Management School

One scholarship to attend GSB's Human Resource Management School will be awarded to a South Dakota banker. The recipient will receive a \$1,050 discount on registration. The school, which will be held April 7-12, 2019, is designed specifically for HR professionals in the financial industry and addresses today's most critical HR issues.

The deadline to apply for the Human Resource Management School scholarship is Feb. 18, 2019. A separate application for the school must be completed via the GSB website at www.gsb.org, and the deadline to apply for the school is March 7, 2019.

For both GSB scholarship applications, visit www.sdba.com/gsb-wisconsin or contact Halley Lee with the SDBA at hlee@sdba.com or 605.224.1653. ■

GSBC and SDBA Seek Scholarship Applicants

The Graduate School of Banking at Colorado (GSBC) partners with the SDBA each year to offer the GSBC Future Leaders Scholarship. Awarded to one banker per state per year, recipients receive \$1,390 per year for three years to attend GSBC's annual school session. Scholarship recipients must enter as a first-year student.

Hosted each July at the University of Colorado Boulder, this 25-month graduate school of banking delivers a relevant and challenging curriculum that deepens students' understanding of community banking. The 2019 session will be held July 14-26.

Students take courses that are designed and regularly updated to tackle relevant topics in the community banking industry. Students attend three consecutive annual two-week sessions at CU Boulder, and have numerous opportunities to network with bankers from their states and across the country.



**Graduate School
of Banking**
at Colorado

The deadline to apply for the Future Leaders Scholarship for the 2019 school session is March 1.

For questions, contact the GSBC Office at 800.272.5138 or the SDBA's Halley Lee at hlee@sdba.com or 605.224.1653.

Prospective students should complete the application online and send supplementary materials (if applicable) to gsbc@gsbcolorado.org. For more information visit www.sdba.com/gsb-colorado. ■

Emerging Leader of the Month: Tony Nour



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. This month's feature is Tony Nour of First PREMIER Bank in Sioux Falls, who is vice chair of the SDBA's Emerging Leader Work Group.

First-Ever Job

In fifth grade, my brother Dave and I started a car wash and wax business when our family lived in St. Louis. When we weren't playing sports, we were working a number of different jobs throughout middle and high school. My first job in financial services came at age 20 with Dial Bank, which eventually became Wells Fargo Financial Bank.

Emerging Leader Story

My career in banking began my sophomore year of college at Dakota State University in Madison. I commuted to work summers, nights and weekends as a credit card customer service representative in Sioux Falls. That role put me through both undergraduate and graduate school and has continued to open doors throughout the years. It led to full-time employment following graduation, and I have enjoyed a career in banking ever since.

I consider myself fortunate to have had the opportunity to work for a significant number of excellent leaders who have also served as mentors. Following 11 years with Wells Fargo Bank in Sioux Falls and Denver, I joined First PREMIER Bank in Sioux Falls in the spring of 2011. In my current role as senior vice president of relationship banking, I am responsible for



Tony and Brenda Nour have four children: Broxton, Ellery, Ivy and Brody.

providing overall leadership, direction and support for our core community banking teams, including business, consumer, private and mortgage banking in each of the markets First PREMIER Bank serves.

In His Spare Time

I enjoy spending time with family. My wife, Brenda, and I are fortunate to have our parents and the majority of our siblings in the area. We also have four children: Brody (10), Broxton (6), Ellery (4) and Ivy (1). We enjoy the outdoors, being involved in our kids' activities and traveling both domestically and internationally. My father immigrated to this country at age 16, and we still have a significant amount of family in Israel.

Motivation

I am motivated by a responsibility to make the most of each opportunity. I have always thrived on the satisfaction of achievement resulting from disciplined hard work. I enjoy developing relationships and playing a role in building stronger communities. I also love partnering with individuals and businesses in their pursuit of their version of the "American dream."

SDBA Emerging Leader Involvement

I became involved in the SDBA due to encouragement from our bank's president, Dave Rozenboom, and for the opportunity to develop relationships throughout the region. Also, to learn how to better advocate for an industry which has given so much to me personally and meant so much to the state of South Dakota. 🌈



Tony and Brenda Nour (on right) at a Minnesota Vikings game with Tony's brother Dave and sister-in-law Jody.

FIND YOUR SEAT IN THE PROCESS

The SDBA 2019 State Legislative Day on Feb. 13 at the Ramkota Hotel & Conference Center in Pierre is your opportunity to stay up-to-date on both state and federal legislation which could affect the banking industry and to visit with state legislators.

The day will include a luncheon, featured speaker, chance to visit with legislators at the State Capitol and an evening reception. Gov. Kristi Noem has also been invited to address bankers.

This year's featured speaker is Naomi Camper, chief policy officer at the American Bankers Association (ABA), where she oversees all government relations and policy research functions. Camper will engage the audience in an interactive session addressing the ABA's plan for public policy advocacy in what could be a hyper-partisan, divided Congress and how the ABA is positioned to work with leadership on both sides of the aisle to find middle ground on industry priorities.

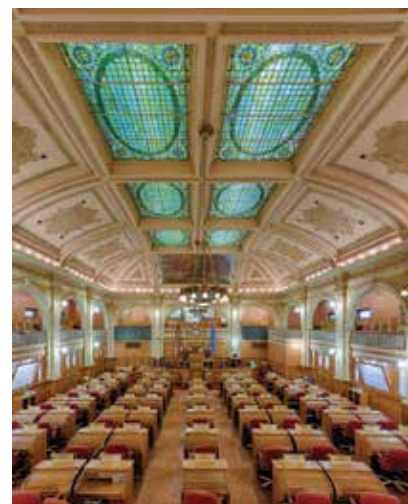
Following the afternoon speakers, transportation will be provided to the State Capitol so bankers can observe the legislative process. The day will conclude

with a reception with legislators and constitutional officers from 5-7 p.m. at the Ramkota.

As the SDBA continues our emerging leader programming efforts, we will hold a special reception for emerging leaders the evening prior to State Legislative Day and sessions specifically for these leaders

the morning of Feb. 13. Emerging leaders are then encouraged to participate in the entire day's lineup.

For the complete agenda and to register, visit www.sdba.com. Questions, contact Halley Lee at hlee@sdba.com or 605.224.1653.



Featured Speaker: Naomi Camper



Naomi Gendler Camper is chief policy officer at the American Bankers Association (ABA), where she oversees all government relations and policy research functions. Her portfolio includes legislative affairs, regulatory affairs, economic research, as well as the mortgage, tax and accounting policy groups.

Camper will speak about the ABA's plan for public policy advocacy in what could be a hyper-partisan, divided Congress and how the ABA is positioned to work with leadership on both sides of the aisle to find middle ground on industry priorities.

Prior to joining the ABA in June of 2018, Camper was managing director and the head of JPMorgan Chase's Office of Nonprofit Engagement, helped to launch and was head of consumer public policy, and was head of federal government relations.

From 2001 until 2005, Camper was the Democratic staff director of the Senate Subcommittee on Financial Institutions for Sen. Tim Johnson. She has also practiced tax and financial services law.

Emerging Leader Sessions



In addition to the day's events, emerging leaders are also invited to participate in the following emerging leader-specific sessions.

Tuesday, Feb. 12, 2019

5:30-7:00 p.m.

Emerging Leader Registration & Networking Reception

Branding Iron Bistro, 420 W. Sioux Ave., Pierre

Wednesday, Feb. 13, 2019

Events at Ramkota Hotel & Conference Center

7:30-7:45 a.m.

Emerging Leader Registration & Continental Breakfast

7:45-8:30 a.m.

Emerging Leader Welcome & Legislative Basics *SDBA President Curt Everson*

8:30-9:15 a.m.

Emerging Leader Panel Discussion *Former SDBA Chairmen*

9:30-10:00 a.m.

Emerging Leader Speed Networking

2019 State Legislature Opens January 8

The 2019 South Dakota State Legislature opens on Tuesday, Jan. 8, in Pierre and is a 40-day session. The main run of the session ends on March 13, with March 29 reserved for consideration of gubernatorial vetoes.

The SDBA Board of Directors and Legislative Committee met on Dec. 6, 2018, in Pierre to discuss potential legislation that could be introduced during the 2019 Legislative Session. Topics included:

- Business Development Bank Charter
- Property Assessed Clean Energy for Commercial Property
- Self-Insured Multiple Employer Health Plans
- Uniform Financial Power of Attorney

The full legislative schedule, listing of bills, legislators and committee schedules can be found on the South Dakota Legislative Research Council's website at www.sdlegislature.gov.

Bankers can stay current on legislative issues of importance to the banking industry by reading the SDBA's weekly Legislative Update and Legislative Bill Watch. Both publications are posted at www.sdba.com/lobbying on Fridays during session. You can also request to receive email notifications when the publications are posted online by emailing Alisa Bousa at abousa@sdba.com or calling the SDBA at 605.224.1653.

SDBA Legislative Committee Members

Chairman

Kevin Tetzlaff, First Bank & Trust, Brookings

Term Ending April 30, 2019

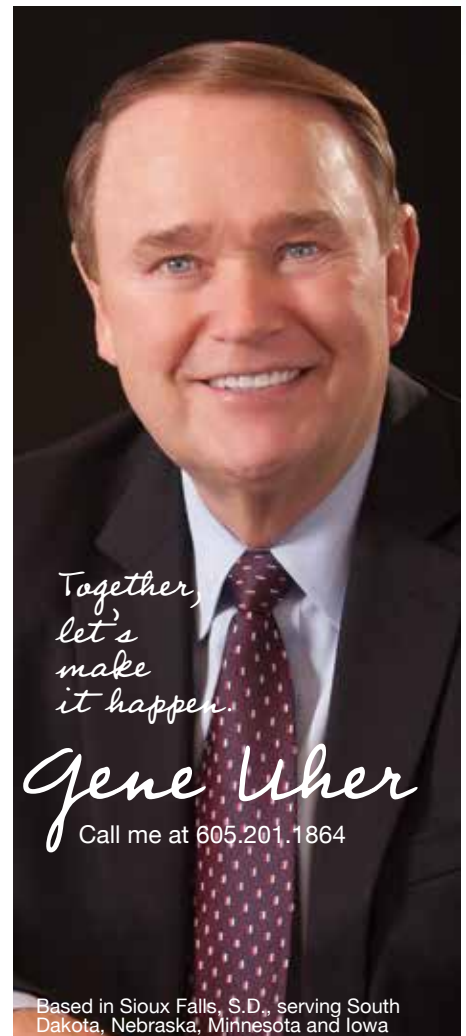
- Bruce Byrum, Black Hills Community Bank, Spearfish
- Julie Choudek, The First National Bank in Sioux Falls, Sioux Falls
- Nicole Gordon, BankWest, Pierre
- Don Nolan, Rivers Edge Bank, Marion
- Roger Porch, First National Bank in Philip, Philip
- Rod Wolforth, First Bank & Trust, Garretson

Term Ending April 30, 2020

- Jody Bender, U.S. Bank, Rapid City
- Michael Hollan, Dacotah Bank, Aberdeen
- Jeremy Keizer, Reliabank Dakota, Tea
- Pete Mehlhaff, Great Plains Bank, Aberdeen
- Tony Nour, First PREMIER Bank, Sioux Falls
- Mike Owens, Sunrise Bank Dakota, Onida
- Jason Stone, Great Western Bank, Chamberlain

Term Ending April 30, 2021

- Corey Heaton, Wells Fargo Bank NA, Sioux Falls
- Joshua Horak, First Interstate Bank, Spearfish
- Michael Hudson, First National Bank, Pierre
- Tim Kintner, Great Western Bank, Sioux Falls
- Tanner Kost, Dakota Prairie Bank, Fort Pierre
- Lynn Peterson, CorTrust Bank, Yankton
- Matt Smith, Dacotah Bank, Sioux Falls
- David Thompson, Frontier Bank, Sioux Falls
- Cindi Walsh, U.S. Bank, Aberdeen



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feature.....

Battling Elder Financial Exploitation

By Alisa Bousa, Editor

Financial abuse against older Americans can take many forms, from illegal debits, to third-party scams and even unauthorized withdrawals by an approved caregiver. And with the share of the U.S. population 65 years and over projected to reach 20 percent by 2025, the opportunities to take advantage of these at-risk bank customers become more prevalent.

Steps are now in place in South Dakota to make it easier to report crimes against the elderly and to prosecute offenders. In addition, state law allows banks to share information about suspected cases of financial exploitation or abuse with law enforcement with immunity from civil or criminal liability.

The South Dakota Office of the Attorney General's Elder Abuse & Financial Exploitation Unit primarily investigates and prosecutes cases involving theft of assets from the elderly in South Dakota. The unit is one of the nation's only statewide teams focused solely on prosecuting financial crimes against the elderly.

"We are getting ready to see the largest transfer of wealth that we have seen in the history of mankind," said Assistant Attorney General Michael Sharp, who heads up the Elder Abuse & Financial Exploitation Unit. "Bad people want to get it sooner rather than later because if it goes through the legal system, then it is done the right way. If they can steal it before it gets to things like probate or a trust, then it just becomes theirs, and they can do whatever they want to with it."

Reporting Suspected Exploitation

Sharp, along with Cassie Lindquist, a program specialist with the South Dakota Department of Human Services Long Term Services & Supports, recently met with compliance officers from the central part of the state and discussed what a bank should do if an employee suspects an elderly person or someone with a disability has been financially exploited.

The South Dakota Legislature amended SDCL 22-46 to define financial exploitation as: "The wrongful taking or exercising control over property of an elder or adult with a disability with intent to defraud the elder or adult with a disability by a person who stands in a position of trust."

"Any person who, having assumed the duty voluntarily, by written contract, by receipt for payment of care or by order of the court to provide support for an elder or adult with a disability, and is entrusted with the property of the elder, with intent to defraud, uses the property not in the lawful execution of that trust is guilty of theft by exploitation."

While a number of entities become involved in cases of suspected elder exploitation or abuse, Sharp suggests making an initial report with local law enforcement as they can most quickly investigate a situation. This should be in addition to filing a suspicious activity report (SAR) with the Financial Crimes Enforcement Network (FinCEN).

"In my mind, it is best that report gets made to a

law enforcement center because while DHS can do a lot of things for services, they can't stop the flow of money," Sharp explained "They cannot stop the crime from being perpetuated, but we can. And when we get the information, we also share the information back with DHS.

"If you have a situation and you believe that a crime is being committed where someone is being scammed or someone's family member is taking their money, yes, file the SAR. Absolutely do that. Then take that same information, and send it to law enforcement directly."

While Sharp's unit sometimes receives SARs, they are not automatically shared with the state because a SAR is not a state report; it is a federal report.

"If it does, we are actually not able to use those SARs in prosecutions. I can't use anything from that SAR," Sharp explained. "What I have to do is take the information and get my agent or law enforcement officer to independently verify that information from another source so that we can then prosecute it if a crime as been committed."

While a SAR can be retrieved from the fusion center, it can only be found by search of exactly how a name is entered.

"It can be retrieved eventually," said Sharp. "But if someone is being exploited, do we want to have to worry about eventually? No, we want something to happen quickly because we want to protect the people who are working with your institutions, as well as your institution."

Immunity for Banks

In 2015, the chief justice of the South Dakota Supreme Court convened a task force to study elder abuse and exploitation. Two SDBA bankers were members of that task force—Kristina Schaefer with First Bank & Trust in Sioux Falls and Rick Rylance with Dacotah Bank in Aberdeen. The group made 16 recommendations to the State Legislature, several of which have become law.

One change in state law was civil and criminal immunity for financial institutions who make reports to law enforcement.

SDCL 37-24-58 states: "A financial institution shall cooperate with any lead investigative agency, law enforcement, or prosecuting authority that is investigating the abuse, neglect, or exploitation of an elder or adult with a disability and comply with reasonable requests for the production of financial records. A financial institution is immune from any civil or criminal liability that might otherwise result from complying with this section."

Sharp said, "If something doesn't feel right, that is when it is time to call law enforcement and file your SAR. If there is something that you can say just doesn't feel right and you can articulate what that something is, then you have reported it in good faith."

Some common signs of financial exploitation are:

Recent Successes

On Nov. 1, the South Dakota Office of the Attorney General announced that Reese Curtis Wickoren, 49, Wahpeton, N.D., had pled guilty to one count of grand theft, class three felony, punishable by up to 15 years in the state penitentiary and/or \$30,000 fine.

The theft charge alleges the defendant took \$107,644.40 from his elderly godparents over the course of about one year. Wickoren will be responsible for restitution in this case.

"This case highlights the importance of our Legislature's support of the Attorney General's Elder Abuse Unit and the cooperative efforts with local law enforcement," said Attorney General Marty Jackley.

The case was investigated by the Brown County Sheriff's Office with the assistance of the Elder Abuse & Financial Exploitation Unit and is being prosecuted by the Attorney General's Office.

Another success was announced on Oct. 5, when David Anthony Stetson, 48, Corsica, pled guilty to one count of theft by exploitation, class four felony, punishable by up to 10 years in the state penitentiary and/or \$20,000 fine.

The theft charge alleges that the defendant took funds from an elderly family member. Stetson will be responsible for restitution in the amount of \$27,463.55. 📍

- Social isolation.
- Inability to pay for health care.
- New power of attorney by unknown person.
- Lack of funds to pay for common life expenses.

When he receives a case, Sharpe said the first thing he tries to do is "stop the bleeding."

"What is happening is that the money is going out, and what I want to do is try and stop it," he said. "I may not ever get restitution. But I know if I can stop what is going out, I can save at least that much."

If a power of attorney is involved, Sharp starts with reviewing the document. Some people who have power of attorney view it as a golden ticket to do whatever they want. Sharp's unit looks at whether the person with power of attorney has authority to do what they are doing.

Help Is Available

Elder exploitation has often been called a silent crisis because victims are either ashamed, see little chance for recourse, or are reluctant to file complaints or prosecute when they discover the suspect is someone close to them.

Continued on next page

Battling Elder Financial Exploitation...*continued from previous page*

"It is never fun being the victim of a crime; you feel wronged personally, as you should," Sharp said. "They need someone who is willing to sit down with them, which is what we do, and work with them to make them understand that this is not their fault."

"No one wants to admit that they have been victimized, especially if it is by a child that you raised who is now victimizing you. That is not an easy thing to admit."

Sharp said his unit has found that people who have been subjected to financial exploitation often have also been subjected to emotional or physical abuse.

DHS' Division of Long Term Services & Supports provides not only protective services, but also homemaker, nursing and other services. Dakota at Home, the state's aging and disability resource center, provides unbiased information, referral and assistance to help individuals regardless of age, disability or income identify and access public and private long-term services and supports available in South Dakota communities.

"That is the intake line for anything," Lindquist said. "Not only if you think you suspect exploitation, but if you see anyone who comes in that you think might benefit from some assistance, you can make a referral."

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Seniors lose an estimated \$2.9 billion a year due to financial abuse.

If anything criminal is suspected, DHS gets law enforcement and the Attorney General's Office involved, in addition to assigning a DHS specialist.

"There might be a criminal aspect to an incident, but if the caregiver is the perpetrator and that perpetrator gets arrested, who is going to take care of grandma? That is where we might go in and start some services," Lindquist said. "And our ultimate goal with any of our services is to keep people in their homes as long as possible."

Resources for Banks

- If you have a concern that a senior or disabled adult is being abused or exploited, contact your local law enforcement.
- If you would like a presentation on preventing elder abuse and financial exploitation or would like to contact the Elder Abuse & Financial Exploitation Unit, contact the Office of the Attorney General at 605.773.3215.
- For a list of common signs of possible abuse, neglect and exploitation visit <https://atg.sd.gov/Victim/Seniors/abuse.aspx>.
- For information and referral services provided by the Department of Human Services, contact Dakota at Home at 833.663.9673 or visit dakotaathome.org.
- The ABA Foundation this fall released a new guide to help bankers combat financial exploitation of seniors. The guide provides an overview of the state of financial exploitation; addresses top scams currently in play; examines what banks can do, including how to report suspected fraud; and outlines the distinct roles of law enforcement agencies and adult protective services and how to partner with them. To view the guide and access the ABA Foundation's full set of resources for protecting older Americans, visit aba.com/seniors.
- Visit the SDBA's Safe Banking for Senior's webpage at <https://www.sdba.com/safe-banking-for-seniors>.



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Commercial Loans and the Fair Credit Reporting Act

By Victoria E. Stephen, Deputy General Counsel, Compliance Alliance



The Fair Credit Reporting Act, or FCRA for short, basically regulates the furnishing and collecting of credit information and imposes certain disclosure requirements in connection with accessing credit reports. The FCRA itself is a statute and only a few parts of the statute have implementing regulations, so it can be particularly tricky to interpret at times.

One of the most common questions we get on the Compliance Alliance Hotline is whether the FCRA applies to commercial loans. Unfortunately, there's not a straightforward answer to this like there is for Regulations X or Z. Although the FCRA is generally limited to consumer purpose transactions, it also applies in some cases to commercial purpose transactions involving a consumer.

You might be asking, if there is a "consumer," how can this possibly be a commercial loan? Well, the answer is that the statute defines "consumer" very simply—just as an "individual":

§ 603. Definitions; rules of construction [15 U.S.C. § 1681a]

...

(c) *The term "consumer" means an individual.*

As you can see, there's no requirement that the individual be obtaining a product or service specifically for a consumer purpose. Likewise, the term "consumer report" includes other purposes besides just personal, family or household purposes:

(d) *Consumer Report (1) In general. The term "consumer report" means any written, oral, or other communication...used or collected in whole or in part for the purpose of serving as a factor in establishing the consumer's eligibility for*

(A) *credit or insurance to be used primarily for personal, family, or household purposes;*

(B) *employment purposes; or*

(C) *any other purpose authorized under section 604 [§ 1681b].*

Does this mean that the bank has to have a permissible purpose before pulling a credit report on an individual guarantor for a loan to a business entity? The answer to this is conclusively "yes"—there always has to be some permissible purpose before pulling any



consumer report on any individual. The question is whether the application itself is enough of a permissible purpose, since the individual is just a guarantor. For this, we turn to the Federal Trade Commission's (FTC) "Tatelman Opinion" which ultimately concludes that if an individual has any kind of personal liability on a business loan, including just a guarantee, there would be permissible purpose under the FCRA by means of the application for credit.

What about during the term of the loan though? Many banks regularly pull consumer reports on individuals throughout the term of the loan, and there's a question as to whether the need to review itself constitutes a permissible purpose.

In the "Gowen Opinion," the FTC concludes that in order to have valid permissible purpose, the bank would need to have some authority to change the terms of the loan as a result of the review; for example, if the bank had the authority to terminate or freeze the loan if the report contained certain negative information. On the other hand, if the bank is just "reviewing" the report so as to potentially offer the borrower different terms, then it would generally not be allowed, "unless the contract expressly provides for such action."

As a caveat, however, these opinions are only informal guidance that are not binding on the FTC, and further, interpretive authority for the FCRA technically transferred to the Consumer Financial Protection Bureau (CFPB) pursuant to the Dodd-Frank Act. While plenty of banks do rely on them, we would still recommend getting written authorization from the individual to pull credit. In fact, we'd recommend this in every case, for any consumer report pulled. This way, the bank can rely on that written authorization as valid permissible purpose to pull the consumer report, rather than having to justify that one of the other permissible purposes apply. Said another way, the bank always has a permissible purpose to obtain a consumer report if the individual authorizes this in writing. (For reference, the full list of permissible purposes can be found in § 604(a) of the FCRA).

Besides permissible purpose questions, the other common question we get on the hotline is whether an adverse action notice has to be provided in a commercial context. The general rule in the FCRA is that if the bank obtains a consumer report and takes adverse action based (in whole or in part) on any information in the report, it must give the consumer an adverse action notice. The catch here is how the FCRA defines an "adverse action." The definition is based on Regulation B's (12 CFR § 1002) definition of "adverse action," which does not include guarantors:

...Under section 701(d)(6) of the ECOA and § [1002.2(c)] of Regulation B, only an applicant can experience adverse action. Further, a guarantor or co-signer is not deemed an applicant under § [1002.2(e)]. ...

Luckily, the FTC clarifies this in the "Stinneford Opinion." If the consumer is only a guarantor (or acting in a similar capacity in which she or he is only secondarily liable on the business-purpose loan), then an adverse action notice would not be required to be provided to the guarantor. This is true even if the application is being denied based on information from the consumer report of the guarantor. On the other hand, if the individual is a co-borrower (or acting in a similar capacity in which she or he is primarily liable on the loan), then a FCRA adverse action notice would be required.

If trying to figure out the difference between the two sounds like way too much work, the bank is

welcome to provide an adverse action notice in both cases. Note, however, that any time the bank provides multiple FCRA adverse action notices, each individual should receive a separate adverse action notice with the credit score disclosures associated with just her or his own report. In other words, the individual should never receive the credit score information of another co-applicant.

Although the focus of this article is the FCRA, we always get a follow-up question regarding whether a Reg. B adverse action notice is required, even if a FCRA adverse action is not. According to Reg. B, the bank may provide the adverse action notice only to the primary applicant, if there is one, but it also does not prohibit the bank from providing a notice to each applicant if it chooses.

As always, Compliance Alliance and members are welcome to contact us with any other questions by email at hotline@compliancealliance.com or by calling 888.353.3933, or chatting in on the website. Non-members should direct inquiries to the membership team at info@compliancealliance.com. ■■

Victoria E. Stephen, CRCM, serves as deputy general counsel for Compliance Alliance and was recently appointed as the supervising attorney of its hotline. While receiving her bachelor of business administration in banking finance from The University of Texas McCombs School of Business, Stephen worked in both deposit and lending services. She continued her interest in financial services at the University of Texas School of Law by focusing on secured transactions, taxation, contracts and corporate governance. Stephen has since worked in corporate tax law, mergers and acquisitions, and performed legal research on a range of regulatory issues.

Owned by 27 State Bankers Associations, including the SDBA, Compliance Alliance provides an all-inclusive compliance solution for banks of all sizes. Membership offers three main areas of support including downloadable documents, a compliance hotline and review services. Compliance Alliance members receive unlimited access to all products and services for one annual fee. Visit www.compliancealliance.com or call 888.353.3933 for more information about the benefits of a membership with Compliance Alliance.



COMPLIANCE ALLIANCE

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ask the appraiser.....

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

Appraisal Development— Extraordinary Assumptions and Hypothetical Conditions

Value as if Completed

Question: My client, a federally-regulated lender, has requested a market value appraisal as of the current date of a site that has all necessary approvals for development of a multi-family project with 30 units. My client intends to use the appraisal in underwriting the credit in a land acquisition loan. Must I develop an opinion of value for the completed project?

Response: No. As long as the intended use is as you described, the appraisal assignment does not require a current value of the project with the hypothetical condition of it being completed. This is because the subject of your assignment is the site with the existing entitlement to develop the multi-family project, and presumes those entitlements are consistent with the highest and best use of the site.

Since your appraisal is as of a current date, and the property that is the subject of your appraisal is a property that actually exists under the zoning and entitlements in place as of that date, there is no need to use a hypothetical condition, nor to develop an opinion of value of the property after, or as though, it has been developed.

Analyzing the Lease when Appraising Fee Simple Interest

Question: I am performing an appraisal of a single-family dwelling that is in use as a rental property. The type of value to be developed is an opinion of market value for the fee simple interest. The current lease on the property is significantly below market and runs for another 24 months past the date of value in my appraisal. Furthermore, the lease would survive a transfer of ownership.

Does USPAP require that I analyze and reflect the presence of the lease in the valuation?

Response: No; the subject of your assignment is the fee simple interest, not the leased fee interest. The appraisal report must provide adequate disclosure to any user of the appraisal that there is a lease in effect, and that the value of the leased fee interest in the property has not been reflected in the appraisal. ■■

.....

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.

CFPB Issues Policy Guidance on HMDA Data Release

The Consumer Financial Protection Bureau has released its policy guidance describing the Home Mortgage Disclosure Act loan-level data it plans to release publicly in 2019.

Significantly, in response to concerns raised by the ABA about the need to protect consumer privacy, the Bureau announced that it would not release property addresses, applicants' credit scores or automated underwriting results. As expected, the CFPB will release "certain information with reduced precision," including borrower ages, loan amount and number of units in the dwelling.

In addition, the Bureau also announced that it would begin the rulemaking process in 2019 to consider what HMDA data it will disclose in future years.

ABA has long called for a formal rulemaking on the public disclosure of HMDA data and will continue to work closely with the agency to ensure its concerns about consumer privacy are addressed.

Read more at <https://bit.ly/2H140Po>. For more information, contact Rod Alba with the ABA at ralba@aba.com. ■■

Elsie Meeks Re-elected to FHLB Des Moines Board



Elsie Meeks was re-elected as an independent director to the Federal Home Loan Bank of Des Moines Board. Meeks has served on the board since 2015, and began serving her second term on Jan. 1.

Meeks has more than 30 years of experience specializing in Native community development. In 2015, she retired from her position as the South Dakota state director for USDA Rural Development, a federal agency with more than 40 programs that finance rural communities to develop infrastructure, housing and business.

Prior to her position with the USDA, she served for nine years as CEO of a national Native CDFI, First Nations Oweesta Corp. Meeks was instrumental in the development and management of Lakota Funds from its start in 1986, and served as its executive director until 1999. In addition, she helped start several grassroots community development organizations on her home Indian reservation of Pine Ridge in South Dakota. She was also the first Native American to be appointed to the U.S. Commission on Civil Rights.

Meeks serves on the boards of several Native community and housing development organizations. She serves as chair of the Lakota Funds and Native American Agricultural Fund (Keepseagle Trust). She also serves as a board member of the Oglala Sioux Lakota Housing Authority.

The FHLB Des Moines Board of Directors is comprised of financial service, business and community leaders from across the bank's 13-state district. ■■

Plains Commerce Helps Ring the Bells

Plains Commerce Bank employees in Watertown volunteered with The Salvation Army to ring bells for the Red Kettle Campaign. The money raised between Nov. 28 and Dec. 24 will help The Salvation Army provide food, shelter and social services to those in need throughout the year. ■■



SDBA's Curt Everson Attends State Executives Workshop

SDBA President Curt Everson was one of 40 state banking association executives who attended the 2018 State Executives Workshop in Palm Beach, Fla., on Nov. 14-16.

Everson, along with Fred Green of the South Carolina Bankers Association, took first place in the workshop's cornhole tournament.

Second place went to the team of Rick Clayburgh of the North Dakota Bankers Association and Joe Witt of the Minnesota Bankers Association.

The workshop focused on strategic issues dealing with association management, industry consolidation, State Association Alliance priorities and advocacy. ■■



L-R: Rick Clayburgh, Joe Witt, Fred Green and Curt Everson.

The First National Bank in Sioux Falls Gives Back During the Holidays

Employees of The First National Bank in Sioux Falls presented a check to Almost Home Canine Rescue in Sioux Falls, which provides dogs in need with a good home and medical assistance. For the fifth year in a row, the bank has gifted \$2,500 checks to the four most mentioned nonprofits on its social media pages. Donations each year total \$10,000. ■■



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

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

Business Banker, Plains Commerce Bank, Mitchell, S.D.

Plains Commerce Bank is looking for an experienced, energetic, self-motivated person to fill a full-time business banker position in our Mitchell, S.D., location. Qualities of the successful candidate include an agricultural background with a minimum three years of prior ag lending experience, strong relationship management and interpersonal skills, commitment and enthusiasm for community banking, general computer skills with the ability to learn new programs, and a team player who is able to work under pressure. Candidate will be responsible for identifying, pursuing and developing potential loan customers, preparing and presenting potential loan requests, performing inspections, cash flows, business plans, maintaining loan files and documentation, and representing and promoting a positive image of the bank through involvement and/or participation in the community, charitable organizations and agencies. Some travel will be required. Visit <http://www.plainscommerce.com/about/careers> to apply. Member FDIC. Equal Housing Lender. ■

Business Solutions Service Manager, Fishback Financial Corporation, Brookings, S.D.

Fishback Financial Corporation is looking for an individual to fill a business solutions service manager position. This person should have a bachelor's degree in a business-related field and five years of bank-related experience or the equivalent is required. Leadership experience is required. This person should have excellent problem-solving, interpersonal, verbal and written communication skills. Additionally, this person must be able to prioritize multiple tasks and meet deadlines. This person will primarily work independently and should display good judgment and analytical skills. ACH accreditation

is preferred. This position's responsibility includes: planning, supervising and directing staff, ensuring all processes are conducted efficiently and effectively and all assigned staff are trained, evaluated and motivated to perform their responsibilities in an effective manner. For more information and to apply online, please visit our website at www.bankeasy.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. ■

Consumer Lender/New Accounts Clerk, Peoples State Bank, Wahpeton, N.D.

Our client, Peoples State Bank located in Wahpeton, N.D., is seeking a highly-motivated and ambitious individual to join its team. The successful candidate will be involved in a broad variety of responsibilities at the bank—developing, servicing and retaining profitable customer relationships; explaining account options to customers, opening of new accounts and being knowledgeable of the products and services offered. In addition to assisting tellers as needed along with other duties as assigned. Qualifications include three-plus years in the banking industry. The ideal candidates would possess knowledge of lending concepts, practices and procedures and good judgment to plan and accomplish goals. In addition, work well both independently and in a team environment and have excellent written and verbal communication skills. A background in Deposit Pro and/or Laser Pro is a plus along with consumer lending and/or teller/account set up experience. Peoples State Bank offers a competitive compensation and benefits package and a stable work environment. EOE. To learn more about this position and to apply, please visit www.eidebailly.com/careers/positions-with-clients. ■

Internal Audit Manager, Plains Commerce Bank, Aberdeen, Watertown or Sioux Falls, S.D.

Plains Commerce Bank is looking for an experienced, energetic, self-motivated person to fill a full-time internal audit manager position at either their Aberdeen, Watertown or Sioux Falls locations. Responsibilities of a successful candidate include developing and maintaining a comprehensive financial and internal audit program, creating an annual audit schedule and ensuring audits stay on track, preparing audit procedures that test compliance with applicable laws, regulations and bank policy, and the reliance and adequacy of internal controls, oversee and directing auditor staff by providing direction, answering questions, coaching, and conducting performance reviews, perform periodic reviews of auditing processes and procedures, and auditing staff, both internal and outsourced auditors, and communicating internal control weaknesses to management and the board of directors. Qualities of the candidate include a bachelor's of science degree, preferably with a business major or an advance degree in a related field, seven plus years of financial industry experience preferred in auditing, compliance or risk management, must possess logical and analytical thinking skills, attention to detail, and the ability

to organize work is a must, and lastly candidate must have a comprehensive understanding of internal audit standards. We offer a competitive compensation and benefits package. Visit www.plainscommerce.com/careers to apply. Member FDIC. Equal Housing Lender. ■

Trust Operations Administrator, First Bank & Trust, Sioux Falls, S.D.

First Bank & Trust is looking for an individual to fill a trust operation administrator position. This person should have a minimum of a bachelor's degree plus a minimum of three years of prior experience in a trust department or the equivalent. Excellent oral and written communications skills are required as well as an attention to detail. Experience with Microsoft Word and Excel is recommended. Some of this position's responsibility include: ensuring the trust department's operational work is completed on time and accurately by planning, coordinating and monitoring the daily activities. Reviewing, prioritizing and processing daily work to meet deadlines and goals; monitoring work in progress, making adjustments as needed; and providing appropriate training to trust staff. For more information and to apply online, please visit our website at www.bankeasy.com. ■

If you have a job opening at your bank or something to sell, send your classified listing via email to 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.

Farm Bill...continued from page 4

Those who have watched the movie likely remember what happened next. For the sake of moving the best interests of this nation and its citizens forward, let's hope bipartisanship doesn't suffer the same fate as the feeble old man.

As we bid 2018 adieu and the newly-elected Congress settles in, it will behoove the nation's bankers and the leadership of their trade associations to identify and pursue public policy changes that members of both parties can support. To that end, the administrative committee of the ABA's Government Relations Council gathered in mid-December to finalize a list of public policy priorities.

Stay tuned for more information on those priorities once a final version has been approved by the ABA Board of Directors. ■

Curt Everson is president of the South Dakota Bankers Association in Pierre. Everson can be reached at 605.224.1653 or ceverson@sdba.com.

Safety Spots...continued from page 5

Inspections of safety equipment and review of policies and procedures should be conducted and documented monthly.

Employees should be trained to administer first aid, and first aid kits should be readily available and easy to access.

Even with the most stringent maintenance policies and plans in place, accidents can happen. Being proactive and addressing issues quickly will go a long way toward keeping your customers and employees safe. ■

This article is provided for general informational purposes only and does not constitute and is not intended to take the place of legal or risk management advice. Readers should consult their own counsel or other representatives for any such advice. Any and all third-party websites or sources referred to herein are for informational purposes only and are not affiliated with or endorsed by OneBeacon Insurance Group. OneBeacon Insurance Group hereby disclaims any and all liability arising out of the information contained herein.

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.

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

WEBINARS

For a complete list of webinars, visit www.sdba.com/webinars.

Jan. 14, 2019

Incident Response

Jan. 15, 2019

Nailing Your Job of Head Teller

Jan. 15, 2019

Online Deposit Account Opening

Jan. 16, 2019

Smart Social Media

Jan. 16, 2019

Social Security Basics

Jan. 17, 2019

Beneficial Ownership: Where Are We Now?

Jan. 17, 2019

Compliance Rules for Commercial Loans Secured by Real Estate

Jan. 18, 2019

Employment Compliance Priorities for 2019

Jan. 22, 2019

Top 10 Most Frequent Flood Issues

Jan. 22, 2019

CRE Appraisals: Appraisal Components, Approaches to Value and Cap Rates

Jan. 23, 2019

Health Savings Accounts

Jan. 23, 2019

Basics of Real Estate Loan Documentation

Jan. 24, 2019

Is Your Organization Financially Fit?

Jan. 24, 2019

ESIGN and UETA for Deposits

Jan. 28, 2019

Accounting Essentials for Banks

Jan. 29, 2019

When to Coach? When to Supervise?

Jan. 29, 2019

Strategic Planning for Financial Institutions—It's All About Your Strategy!

Jan. 30, 2019

Reviewing Residential Appraisals for Mortgage Decisions

Jan. 30, 2019

Advertising Compliance

Jan. 31, 2019

Dealing with Subpoenas, Summonses, Garnishments, Tax Levies, Etc.

Feb. 1, 2019

Writing an Effective Credit Memorandum

Feb. 4, 2019

Advanced Cash Flow Analysis

Feb. 5, 2019

Fair Lending—Do Your Lenders Know the Requirements?

Feb. 5, 2019

Records Management and Retention

Feb. 6, 2019

Introduction to Internal Audit

Feb. 6, 2019

Opening New Accounts Part 1: Personal/Consumer Accounts

Feb. 7, 2019

Call Report Update Seminar & Video Webcast

Feb. 7, 2019

Preparing a New Manager for Success

Feb. 7, 2019

Alert! Regulation CC Proposed Changes

Feb. 8, 2019

Call Report for Banks—Recent Changes, Highlights and Pitfalls

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

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.

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Or contact the SDBA's Halley Lee at 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



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