

SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | JUNE 2018

Earning His Way into the Family Bank

Dylan Clarkson, Pioneer Bank
& Trust, Belle Fourche




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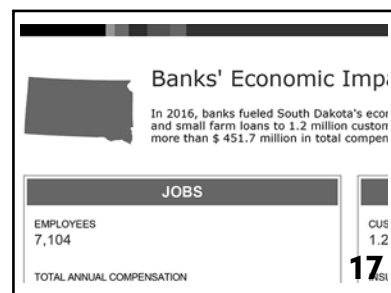
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message from the chairman.....

BY DAVE ROZENBOOM | President | First PREMIER Bank, Sioux Falls

Moving in the Right Direction

It has been an honor to represent the banking industry as chair of the SDBA during the past year. Thirty-three years ago this week, I started my banking career in Aberdeen. Little did my wife Tammy and I know in 1985 where life would take us, but I can assure you I didn't expect to be penning my final article for the South Dakota Banker Magazine.

The work of an industry association is important. It takes leaders to step up and answer the call to represent our interests at the state capitol in Pierre and in Washington, D.C. I have thoroughly enjoyed the opportunity to work alongside my fellow SDBA Board members in taking our turn to serve our industry. A special thank you to each of them for the time and energy they put forth to making a positive difference.

It also takes a talented and dedicated staff at the SDBA office. Each day, they work hard to deliver relevant educational programs for bankers across the state, keep us informed and on point with various legislative and regulatory matters, and provide valuable products and services relied on by many of our organizations. Simply put, SDBA President Curt Everson and his team do a remarkable job! Please join me in expressing sincere appreciation for all they do the next time you see them.

I'm pleased to report that we have had a good and productive year. Many years of working together with our banking peers across the state and across the nation has finally resulted in the first meaningful regulatory relief since the Dodd-Frank Act became law in 2010. Perhaps even more importantly, the regulatory tone has changed. To be sure, there is much more work to be done, but it is important to acknowledge a big step in the right direction. As bankers, our primary role is to serve our customers and our communities well, and that just got a bit easier to do.

At the beginning of this year, we also set out to attract, engage and develop the next generation of

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It's critically important that
today's industry leaders pay
it forward with our next
generation of leaders.
.....

banking industry leaders. I appreciate the support this initiative has received from banks and bankers across the state and am pleased with the progress that has been made with this strategic priority that was identified as part of the SDBA's Vision 2020 plan.

As I shared at the Annual Convention last June, I have been privileged to work for and alongside several legendary bankers in South Dakota during my career. I'm sure if you give it a thought, you too could easily identify a few mentors that really made a difference for your organization and for our industry. It's critically important that today's industry leaders pay it forward with our next generation of leaders. I look forward to seeing the fruit of these efforts in the years to come.

Thank you again for the opportunity to serve in this role and for your encouragement and support along the way. The relationships that I've developed with fellow bankers across the state have been a highlight of my career. I look forward to celebrating a successful year with as many of you as possible at our 2018 Annual Convention in Fargo. ■■

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Dave Rozenboom is president of First PREMIER Bank in Sioux Falls. Rozenboom can be reached at 605.357.3026 or drozenbo@firstpremier.com.

The **2017 SDBA/SDBIS Consolidated Financial Reports** will be included in the July South Dakota Banker Magazine and posted at www.sdba.com.



from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

Positive News on Several Fronts

As I look back on activities at the SDBA this past year, I am pleased to be able to report positive news on several fronts.

State Government Relations

- **Mandatory data breach notification for all information holders (SB62):** Information holders of all stripes will now be required to file a report with the South Dakota Attorney General if a breach occurs and personal or protected information was or is reasonably believed to have been acquired by an unauthorized person. Regardless of whether personal or protected information was comprised, any breach affecting more than 250 SD residents must be reported. Importantly, the bill provides a safe harbor for banks and other entities where federal laws, regulations or guidance dictate breach notification policies and procedures.

- **Bankers help give Secretary of State authority to reject false/fraudulent UCC filings (HB1248):** Administrators of central filing systems that support the Uniform Commercial Code have limited authority to refuse filings that may be false, fraudulent or materially deficient. This bill gives South Dakota's administrator more authority to keep flawed filings out of the system, providing creditors an increased level of certainty regarding information derived from UCC searches.

- **SDBA leads successful opposition to Property Assessed Clean Energy Loan Programs (HB1301):** PACE is a quasi-government program that provides a financing tool for people who are in the business of selling energy enhancement products and services. PACE loans are repaid via special assessments levied annually against real property. This bill would have authorized county governments to establish and operate PACE programs to finance energy upgrades to commercial, agricultural and industrial properties. PACE loan obligations, like real property taxes, would have taken priority over other mortgages. PACE programs in other states have been fraught with problems due to poor underwriting of loans and substandard disclosures of terms to borrowers. The SDBA led the opposition to HB1301, and the bill died in its first committee.

- **SDBA protects integrity of multiple-employer health insurance trust laws (HB1287):** The Credit Union Association of the Dakotas brought this bill to

propose changes to existing laws enacted in 2005 at the SDBA's request, which allowed the SDBA to form a self-funded, multiple-employer health insurance trust. SDBA opposed some parts of HB1287, not because of bankers' long-standing concerns about tax-exempt credit unions, but due to experience from operating our own multiple-employer health trust, the bill's thin capital requirements and structural concerns for other trusts that could be created under this bill. While the SDBA has no reason to oppose the establishment of additional trusts, we believe they must be held to the same high financial and operational standards as our benefit trust. Although an amendment was added addressing the SDBA's concerns, the bill was defeated.

- **Rules of the road change for credit bureau file freezes (HB1078 and HB1127):** Just as the Equifax data breach provided a base of support for passage of the South Dakota Attorney General's data breach statute, it also gave rise to legislation to remove the current seven-year shelf life on credit bureau file freezes (HB1078) and to repeal current laws that allow only victims of identity theft to freeze their files. Credit bureaus would also be prohibited from charging consumers a fee for placing or removing a file freeze.

- **Limited purpose bank charters not coming to South Dakota in 2018 (SB184):** A state-licensed money lender based in Sioux Falls brought this bill that would allow the SD Division of Banking to issue a limited purpose business development bank (BDB) charter. Not unlike a national fintech charter being discussed by the OCC, a holder of a BDB charter would have been allowed to only make business loans. No consumer lending or general deposit-taking activities would be allowed. The bill did propose to allow a BDB to fund loans using jumbo CDs or brokered deposits. Because a BDB would only be allowed to operate from a single building open to the public, its business lending activities would occur primarily, if not exclusively, online. Supporters of the legislation want to partner with traditional banks and felt banks would be more willing to do so with another bank instead of a licensed money lender. After conversation between SDBA bank leaders and the company's principles, enough questions and issues remained to cause the SDBA to

continued on page 19



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

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

Providing Products for Member Banks

Blue Cross Blue Shield—Best Provider of Health Insurance in South Dakota

This is the 14th year of enjoying the strength and ease of working with Blue Cross Blue Shield (BCBS) as our third-party administrator (TPA) and our endorsed health insurance carrier for our SDBA Health Plan. We are currently in our fifth year of being self-insured. The total number of banks on the group health plan is 38, and our number of covered lives continues to average around 2,500 lives this year. Our annual premium has grown to just more than \$13.6 million. For 2018, we had a 6 percent increase in premium compared to other South Dakota large groups, which experienced 9 to 18 percent increases. In December 2018, we are planning a “premium holiday” if we can do this, which will result in a 3 percent decrease in rates for 2018.

We are always welcoming new banks, and look forward to bringing more on this year. We are continuing to grow our reserves, and during the last 12 months we have done well on claims, which has allowed us to build our reserves at a faster rate. The SDBA Health Plan currently has \$5,852,040 in reserves as of April 30, 2018. The Board of Trustees will meet in August to review last year’s results and vote on recommendations for the upcoming year.

Bandura Systems—New SDBIS Endorsed Vendor

Bandura Systems pioneered the Threat Intelligence Gateway (TIG) in partnership with the U.S. Department of Defense. Bandura’s PoliWall™ is the most comprehensive, scalable and granular TIG platform on the market. Organizations worldwide and banks across the country use TIGs for the automation and control needed to operationalize hundreds of millions of threat indicators, blocking known threats before they even reach the network firewall. Underlying Bandura’s robust technology are more than 50 issued and pending patents. Threat feeds, including FS-ISAC and others, are automatically updated in near real time, and policies are automatically applied. PoliWall’s automation capabilities improve security and increase staff productivity. Auditors have an easy check in the

box.

It provides a cyber security solution for any size bank—policy management as granular as you want through an intuitive user interface. PoliWall TIG has flexible policy management capabilities that scale to the needs of the user. Leveraging PoliWall’s automation capabilities, it can be deployed in a low touch “set it and forget it” (default settings) mode for community banks. No matter which end of the spectrum you fall on, this is all easily done through an intuitive user interface.

The average purchase cost for a typical community bank is about \$4,000 (includes hardware and 12-month maintenance/support package). After the first year, the maintenance/support package is \$99 a month. The average leasing cost for a typical community bank is about \$219 a month for 36 months (includes hardware and maintenance/support package for those 36 months). After 36 months, the continued renewal is \$99 a month.

To learn more about how Bandura’s PoliWall TIG reduces an organization’s attack surface, operationalizes threat intelligence and helps get more out of existing security investments, visit <https://bandurasystems.com> or contact Dee Baebler, regional sales director, at dee@bandurasystems.com or 314.800.3613

Compliance Alliance—Bank Compliance Made Easy

Compliance Alliance is an excellent resource for any bank. Four attorneys and a number of staff are waiting for your phone call to discuss compliance issues. The Texas Bankers Association developed Compliance Alliance, which has 22 state associations on board providing support to community banks. Membership benefits include:

- Access to an extensive collection of resources from industry experts.
- A hotline for compliance-related concerns.
- Reviews of company advertising or marketing campaigns, policies, procedures, disclosures and new products.

Compliance Alliance is the only all-inclusive compliance resource in the market today. All of its products and services are included in an annual membership fee and offer unlimited access to all employees of member banks. For more information contact Natalie Rhodes at 888.353.3933 or info@compliancealliance.com.

Central States Is the Best Provider of Credit Life and Disability Insurance for Banks

We are now celebrating our 14th year since the SDBIS Board made Central States of Omaha (CSO) our only endorsed provider of credit life and disability insurance for all member banks. There have been many changes in the credit business, and to answer the demands of the market, CSO is on the cutting edge as it protects your customers and your bank.

Features, exclusions, forms and fees can be set by the lender. Because this is a lender's program, only one addendum and one set of fees is required regardless of the number of states in which the financial institution is operating.

Debt cancellation products are not subject to state credit insurance rate and commission regulation. Fees can be adjusted upward or downward, and reasonable compensation rates can be set by the financial institution.

Many banks have moved to Central States because of the excellent service, reporting capabilities, local service, fast claims payment and its vast product portfolio including onsite banker training.

The SDBIS/SDBA thanks all the banks that have shown their support in selling CSO credit life products. There is very little effort on the bank's part to start selling or transitioning to CSO. We only need the name of your bank processing software (Bankers Systems, etc.), a copy of your credit insurance license for each banker, and a copy of your corporate license (tax ID).

Tyge Rowen from CSO will train your bankers on how to sell this important product, and you only need an appointment certificate to write credit life coverage. For more information contact me or Tyge Rowen, assistant vice president, at 800.826.6587 ext. 6617 or trowen@csco.com.

EMC National Life Insurance Company

In 2017, we made the move from Dearborn Life to EMC National Life Insurance Company. I've been able to garner a 40 percent reduction in rates for the employee term life along with also being able to now offer a guaranteed issue amount of \$30,000 for voluntary employee coverage (employee paid) and \$10,000 for spouse and children. We were also able to lower our short-term/long-term disability rates along with securing a two-year rate guarantee. Please give me a call or contact Michelle Guthmiller at mguthmiller@sdba.com or 800.221.7551 so we can offer this excellent guarantee life product to all your employees.

Full Access to All Providers for Cyber, Liability, Property, Bond, D&O and E&O Coverage

SDBIS has always offered bond and D&O policies, as well as policies on the commercial side, and this is our seventh year of controlling the entire process of choosing companies and securing the best coverages for our member banks. Roger Larson is in his fourth year and has provided excellent service along with Michelle Guthmiller and Robin Feimer, who are always there to take your questions and provide answers. We are now utilizing a number of insurance carriers to provide member banks with a truly customized solution to all their risks, and we continue to grow this very important block of business. Insurance is a complex business, and the carriers that we have selected to market to our banks have strong financial standings. ■■

Mike Feimer is president of South Dakota Bankers Insurance & Services (SDBIS) Inc. Feimer can be reached at 605.660.2341 or mfeimer@sdba.com.



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south dakota bankers foundation annual report.....

BY HALLEY LEE | Executive Director | South Dakota Bankers Foundation

Building a Robust Banking Workforce

Another year is on the books, and I have officially made it through one complete cycle of SDBA and South Dakota Bankers Foundation events. It has been a whirlwind of activity since I started, and I have greatly enjoyed my time with the SDBA. I would like to thank you all for your guidance, feedback, patience and support as I work to find my way within the organization.

The South Dakota Bankers Foundation continues to work towards its mission of ensuring the future of banking in our state. The goal of the Foundation is to build and sustain a robust banking workforce through efforts directed toward working with students.

Quasi-Endowment

In May of 2017, First Bank & Trust in Brookings assumed management of the South Dakota Bankers Foundation (SDBF) Quasi-Endowment Fund. The SDBF has been extremely pleased with the new relationship with First Bank & Trust.

Earnings from the Quasi-Endowment continue to support the High School Scholarship Program for graduating seniors, High School Business Plan Competition and post-secondary scholarships. Contributed value of the Quasi-Endowment Fund is \$1.383 million with a market value of \$2.527 million as of Dec. 31, 2017, compared to a market value of \$2.285 million as of Dec. 31, 2016. The asset allocation of the portfolio ending Dec. 31, 2017, is approximately 75 percent equity, 24.5 percent fixed income and .5 percent cash.

The High School Scholarship Program continues to be popular among South Dakota banks. There were 197 applications for scholarships for the 2018 program, with 180 awards being made. This number of applications was up from 192 in 2017. These \$1,000 scholarships were awarded to South Dakota high school seniors.

Notice of the 28th annual Business Plan Competition was sent to South Dakota high schools last fall, resulting in the submission of 92 business plans, nearly double over last year. The finalists, their parents and advisors were invited to attend the SDBA's State Legislative Day on Feb. 7, 2018, in Pierre to receive their awards from Lt. Gov. Matt Michels.

First-place winners Austin Schmit and Alex

Wormstadt submitted a plan to produce "Double A Calf Boxes" for farmers who calve during the cold months of the year. These units will be mobile, heated boxes designed to keep newborn calves warm and dry, subsequently increasing their chance for survival. For their efforts, they received \$1,500.

Seven, \$1,500 post-secondary scholarships continue to be awarded at the following South Dakota institutions:

- Black Hills State University
- Dakota State University
- Lake Area Technical Institute
- Northern State University
- South Dakota State University
- Southeast Technical Institute
- University of South Dakota

In addition to these seven scholarships, SDBF awarded five scholarships to students at South Dakota colleges and universities. To be eligible, students must be an undergraduate in his/her junior year and have expressed an interest in a career in banking, business or finance. (See a story on the 2018 recipients on page 11.)

Banking Chair Endowment

The Banking Chair Endowment Fund has been, and continues to be, managed by the University of South Dakota Foundation. Market value of the Banking Chair Endowment stands at \$396,715 as of Dec. 31, 2017—up from \$371,464 as of Dec. 31, 2016. The payout from the Banking Chair Endowment has provided funding for special banking research programs and a portion of the salary and benefits for the professor of the Institute for the Study of Rural Banking. This professor, Dr. Leon Korte, retired in late May. With his retirement comes the opportunity to explore alternative uses for these funds. Efforts are currently underway to identify a meaningful project moving forward.

The SDBF is a 501(c)(3) charitable organization, and your contributions are tax-deductible. We encourage you to consider contributing to the future of the state's youth with a generous gift to the Foundation. ■■■

Halley Lee is executive director of the South Dakota Bankers Foundation. Lee can be reached at 605.224.1653 or hlee@sdba.com.

SDBA Unveils New Logos



Educate. Advocate. Grow. This is the message of the SDBA's new logo.

As the SDBA works to engage the next generation of emerging bank leaders, inspire people to get involved and develop new programming such as the Lead Strong: Women in Banking Conference, staff decided it was time for a new look for the Association. The SDBA hired Epicosity, an ideas company from Sioux Falls and SDBA associate


member, to design a new logo and position statement.

Through a branding exercise, staff chose the words strong, reliable, forward-thinking, respected and professional as the attributes to convey in the new brand.

Epicosity describes the new logo as vibrant and modern. The type in the logo is kerned tight to symbolize the unity of the association. SDBANKERS has the "hero" position in the logo, with

ASSOCIATION as the anchor. The colored squares convey upward momentum with a bar chart/financial statement feel.

The SDBA's two subsidiaries—South Dakota Bankers Insurance and Services and South Dakota Bankers Foundation—also have new matching logos, with the squares in the SDBIS Logo being orange and the squares in the Foundation logo being green.

The SDBA is in the process of converting to the new logos. 



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Dakota School of Lending Principles

Jon Leadbetter, Security State Bank, Wishek, N.D., and Julie Jeske, American Bank Center, Bismarck, N.D.



BankWest employees Kyle Jacobsen, Pierre, and Jon Farris, Mitchell



The Dakota School of Lending Principles, hosted by the SDBA and co-sponsored by the NDBA, was held April 24-27 in Aberdeen. The school allows students to learn the theory and process of basic lending and then put this knowledge to work in actual nuts-and-bolts sessions, led by respected, dynamic and experienced faculty members from across the Midwest.

Forty-two students from South Dakota, North Dakota and Nebraska gathered for four days to learn four different lending modules: consumer lending, real estate lending, small business loans and ag lending. The students studied elements applicable to each loan type: terminology, the application process, interviewing, investigation, credit analysis, loan structure, decision communication and selling.

Case studies and exercises provided a hands-on learning experience. In addition to the academic aspect of the school, students were also able to network with other lenders and form valuable professional relationships with their peers.

The Dakota School of Lending Principles is held in even numbered years, alternating between Bismarck, and Aberdeen. The next school will be held in the spring of 2020 in Bismarck. 📊

Tri-State Trust Conference



Richard Kunz, Security National Bank, Dakota Dunes, and Gary Popkes, Frontier Bank, Sioux Falls



Naomi Benson and Wendi Weig, both with Dacotah Bank, Aberdeen

More than 125 people gathered for NDBA's Tri-State Trust Conference held April 30 to May 2 at the Hilton Garden Inn in Fargo. Trust officers from North Dakota, South Dakota and Minnesota, along with representatives from 37 exhibiting and sponsoring companies, participated in the event.

The conference kicked off Monday evening with a reception and dinner followed by a riveting presentation about crisis leadership by Lt. Colonel Robert Darling, a retired Marine who served in President Bush's White House bunker on 9/11.

Tuesday morning after rapid-fire roundtable discussions, presenters spoke about avoiding trustee risks, how to leverage tax-deferred annuities in irrevocable trusts, a guide to the markets, a Washington legal and regulatory update, and guarding seniors against financial fraud and exploitation.

Wednesday morning sessions provided valuable information on cybersecurity and safeguarding client information, retirement plan update for 2018 and an economic outlook.

Thanks to all who participated. The NDBA hopes trust officers will join them for the 2019 Tri-State Trust Conference. 📊

Foundation Awards Five College Scholarships

The South Dakota Bankers Foundation has awarded five scholarships to students at South Dakota colleges and universities. To be eligible, students must be an undergraduate in his/her junior year and have expressed an interest in a career in banking, business or finance.

David S. Birkeland Scholarship



Jarid Bechen

Jarid Bechen, a South Dakota State University student in Brookings, was named the 2018 winner of the \$3,000 David S. Birkeland Scholarship. Bechen, who is from Letcher, is pursuing a degree in agricultural business with a minor in agronomy. He has been involved in various leadership and community service positions during his college career.

The David S. Birkeland Scholarship is an annual award created in memory of banker David S. Birkeland, past SDBA president and president of First Bank of South Dakota in Sioux Falls. Birkeland was killed in a plane crash with Gov. George S. Mickelson and six others in April of 1993, while serving his community and state.

Deb Gates Scholarship



Allison Krieger

Allison Krieger, an agricultural business major with a human resource minor at South Dakota State University in Brookings, was named the recipient of the \$1,500 Deb Gates Scholarship. The scholarship was established to honor Deb Gates, the former executive director of the South Dakota Bankers Foundation.

Krieger, hailing from Kerkhoven, Minn., plans to graduate in May of 2019 and pursue employment assisting farmers and giving back to the agricultural community. Her strong leadership skills and community service involvement will aid her in a successful career path.

Alan M. Graff Scholarship

Logan Zeisler, an agricultural business major with an agronomy minor at South Dakota State University in Brookings, was named the recipient of the \$4,000 Alan M. Graff Scholarship. The Graff Scholarship was endowed to the South Dakota Bankers Foundation through generous contributions from First PREMIER



Logan Zeisler

Bank, PREMIER Bankcard and employees of First PREMIER.

A native of Renner, Zeisler plans to become a certified general appraiser upon completing his post-secondary education. Zeisler has served in a variety of leadership positions including roles within the Delta Chi Leadership Fraternity.

Joyce Hazeltine Scholarship



Natalie Nulle

Natalie Nulle, a student at the University of South Dakota, Vermillion, was named the 2018 winner of the \$3,000 Joyce Hazeltine Scholarship. Nulle is from Manning, Iowa, and is majoring in accounting. Her extracurricular activities have ranged from choir to leadership roles within Delta Sigma Pi.

The Joyce Hazeltine Scholarship is an annual scholarship created in honor of Hazeltine's fundraising efforts as campaign chair for the SDBA High School Scholarship Program. Hazeltine served eight years as a Foundation board member and as the organization's chair, and it was during her tenure with the Foundation that she volunteered to spearhead a major fundraising campaign. Hazeltine was passionate about South Dakota's young people, and it was through her hard work and the generosity of South Dakota's banks that almost \$900,000 was raised.

Herman Lerdal Scholarship



Joshua Weinheimer

Joshua Weinheimer, a student at South Dakota State University in Brookings, was named the winner of the \$3,000 Herman Lerdal Scholarship. The scholarship was created in honor of banker Herman Lerdal for his service to the banking industry and to the South Dakota Bankers Foundation.

Weinheimer, from Onida, is currently pursuing a degree in agricultural business with a minor in legal studies. His roots in farming have influenced his decision to pursue agricultural law in South Dakota. Weinheimer has been involved in a wide variety of leadership roles and community service projects during his time at SDSU. 🌾



Earning His Way into the Family Bank

Dylan Clarkson, Pioneer Bank & Trust, Belle Fourche

By Alisa DeMers, Editor

A fourth generation banker, Dylan Clarkson never took for granted he would work at his family's bank. He believed he shouldn't be simply handed a job at the bank and that he needed to work harder than anyone else and earn the right to work there.

Following college, Clarkson spent almost 20 years gaining experience in the auto industry and working for a community bank in Montana before returning to South Dakota in 2016 to lead Pioneer Bank & Trust in Belle Fourche as president and CEO.

"I think as a fourth generation

family member operating in small towns, whether it is self-induced or not, I have always felt like there was an additional pressure for me to perform and to understand hard work," explained Clarkson. "I always wanted to come back to the bank at some point, but it was very important to me that I never took that for granted. I wanted to build my resume and come back to the bank when I felt I had something more to offer."

Clarkson is also the newest member of the SDBA Board of Directors. He was recently elected to represent banks in Group V.

A Love of the Outdoors

Clarkson grew up on a small acreage along the Belle Fourche River east of town. His parents encouraged him and his two siblings to be outside enjoying their environment as much as possible.

Clarkson grew up around the banking industry as his father, Scott Clarkson, was president and CEO of Pioneer Bank & Trust. Dylan Clarkson helped with tasks such as mowing at the bank and learned how to properly detail a car when the bank ended up with some repossessed vehicles.

Clarkson was taught to work hard and help others because it was simply the right thing to do and not because something was expected in return.

His first, real paying job was in junior high working for a local honey producer east of Belle Fourche, which made a lasting impression on him. He worked both in the warehouse extracting honey from the cones and in the fields hauling hives to the truck.

"It was really hard work for a small, flat fee per day," Clarkson recalled. "To me, that is such an important piece of who I am. It really helped me understand what truly hard work is. It was really humbling and character building."

His next job was working at a truck wash cleaning the inside and outside of semi trucks. Clarkson said this job provided him a good perspective of a small business owner.

After graduating from Belle Fourche High School in 1992, Clarkson attended Montana State University in Bozeman. The school was a good fit as Clarkson enjoyed

snowboarding and fly fishing and his family had vacationed in the Bozeman area.

Clarkson's decision to attend college 450 miles from home also provided him the opportunity to succeed or fail on his own without any perceived family influence. Intending to someday return to work at Pioneer Bank & Trust, Clarkson decided to study economics.

"I am a free market economist. I love the principles of supply and demand and really watching an economy work," Clarkson explained. "I think even from my beekeeping days and being the son of a banker and grandson of a banker and having that in my blood, on a micro and macro level economic operations have always influenced my life."

Retail Experience

After graduating from Bozeman State University in 1997, Clarkson worked as a salesman at a car dealership in Bozeman. Clarkson said he was always fascinated

by anything with an engine and wheels, plus he wanted to gain retail experience.

"I wanted to learn about human behavior and really come to appreciate consumer decisions," he said. "I also really wanted to face the demands and pressures of the car business and the free markets in which they operate."

During his 10 years in the auto industry, Clarkson worked his way up to managing inventory and general manager of Dick Walter Audi. Working for the auto dealership also allowed him to develop a relationship with the senior management of American Bank in Bozeman.

While Clarkson enjoyed the car business, his focus was to eventually work for his family's bank. He had the opportunity to join American Bank in 2006.

"It was very important to me to work for a bank that was very culturally similar to Pioneer Bank & Trust, and I was lucky enough to have had that opportunity in Bozeman," he said.

Clarkson began working at the



Pioneer Bank & Trust's charter is located at 700 State Street in downtown Belle Fourche.



Pioneer Bank & Trust employees taking part in the 2018 Polar Plunge in Rapid City benefiting South Dakota Special Olympics.



Pioneer Bank & Trust employees taking part in the bank's "I Am Local" employee retreat.

bank as a personal banker, which led to structuring and developing the bank's cash management products such as remote deposit capture and ACH origination. He next worked in consumer and commercial lending and eventually was named the bank's Bozeman area market manager.

In 2014, Clarkson was asked to join Pioneer Bank & Trust's Board of Directors. While still working for American Bank, he traveled monthly from Bozeman to the Black Hills for board meetings.

During that time, Kevin Whitelock, then CEO and president of Pioneer Bank & Trust, announced his plan to retire, and Clarkson was among a group of people that applied for the job. Clarkson was hired, and he and his wife, Nicki, and their son, Ben, relocated to the Black Hills in February of 2016.

Clarkson spent his first year working closely with Whitelock. Today, Clarkson's role as president and CEO is to oversee the overall risk profile and management of the bank, including profitability, compliance, risk management, and ultimately to return shareholder value and contribute to the bank's communities.

Clarkson's father, who retired 17 years ago, continues to serve as chairman of the board.

105-Year History

Pioneer Bank & Trust was founded in 1913 by brothers F.M. Clarkson and H.W. Clarkson when they formalized their practice of helping neighbors by establishing First State Bank of Buffalo in Buffalo, S.D. In 1937, the brothers expanded and founded the Bank of Belle Fourche in Belle Fourche. At that time, the two banks were only affiliated by common ownership.

In 1962, the Belle Fourche Bank opened a branch in Spearfish, followed by two branches in Rapid City in 1984 and 2000. The bank established a location in Sturgis in 2011.

As it was expanding, the bank changed the names of all its locations to Pioneer Bank & Trust in 1986. The bank included the word "pioneer" in its name as the founders of the bank were true pioneers in Harding County.

Due to growth, the bank in 2002 opened an administrative center in Spearfish to centralize administration, operations and technology.

Today, the bank is still owned and operated by the Clarkson family. The bank employs 109 people at its six retail locations, administrative center in Spearfish and trust department in Belle

Fourche. In addition to full service deposit and lending services, Pioneer Bank & Trust also offers a mortgage and brokerage department.

While some of the bank's more mature markets are primarily ag related, its locations in Rapid City and Spearfish handle more commercial and industrial lending, as well as tourism-related business.

"We are lucky to operate in markets that give us a lot of diversification in our loan portfolio and in our customer base, so we really don't have any concentration issues overall as a bank," Clarkson said.

"We also have a very strong ag underwriting department that allows us to offer some longer-term, fixed-rate products for our big ranchers similar to a home loan where they have some rate protection."

Technology Growth

In August, Pioneer Bank & Trust will break ground on an extensive renovation of its Belle Fourche location. Clarkson said the project is not simply a renovation in physical appearance, but will also be a renovation of technology and banking practices. The new layout will not resemble

Dylan Clarkson
and his wife
Nicki have a
three-year-old
son, Ben. Nicki
is originally from
Bozeman.



a traditional branch, and new ATM, cash recyclers and information technology management will be implemented.

"The Belle Fourche Economic Development Corporation is really trying to revitalize and fight the depopulation of some of our rural areas, which is always a concern of mine," Clarkson said. "The vibrance of a city is in its core downtown. We are very excited about making a substantial reinvestment in downtown Belle Fourche."

Another recent change at the bank has been the creation of a cybersecurity officer position. This person's role is to keep the bank's internal networks secure from any type of compromise and make sure its products are secure.

"We are a very high performance bank, and we have been. I feel like we need to be able to adapt, whether it be technology or otherwise and grow, but my predecessors have done a lot of things right to get us to where we are at today," Clarkson said.

Despite the changes in technology and banking practices, Clarkson said he plans to stick

to the bank's core principles of sound credit quality, conservative underwriting and conservative management of the bank's investment portfolio. He sees steady, organic and conservative growth in the bank's future.

"I really feel like community banks, not just us, benefit from our ability to provide in many cases what some of our larger competitors can do but still be able to provide truly local decisions," Clarkson said. "Our deposits are local. Our loans are local. Our board is local. We don't purchase participations. That doesn't fit our risk profile."

Local All the Way

One passion in Clarkson's banking career has been working with people—both inside and outside the bank. He enjoys building a great team of people that one can really understand and appreciate.

Two years ago, Pioneer Bank & Trust management came up with the idea behind the bank's "I Am Local" initiative, which

is an internal acknowledgment and engagement program recognizing the contributions employees make to the bank and its communities. Clarkson said the initiative is designed to encourage volunteerism in the bank's communities and to thank bank employees for all they are already doing. It is also a call to action for bank employees to support one another in their communities.

"It is first and foremost a thank you, acknowledgment and encouragement to all of our employees that are supporting us. It is helping us tell our employees our story," Clarkson said. "We are trying very hard to create a culture where we are really supporting each other."

A big part of the initiative is to bring awareness to employees' volunteer causes and invite employees from other branches to take part. Leading by example, Clarkson takes part in as many volunteer community activities as he can, and he encourages his employees to do the same.

The initiative also includes a two-day employee retreat held each May, which allows all employees to take part without shutting down the bank. For the past two years, the bank has brought in a speaker who focuses on work-life balance and how employees can maximize their lives both inside and outside the bank.

"Treating our employees right will translate to shareholder value if we have the right employees. Retaining employees is more than just a good benefits package," he said. "I think that the older and younger generations are looking for other benefits than just the pay and compensation package. And the non-monetary perks and acknowledgments go further today with our emerging leaders than they ever have in the past."

"We have branded ourselves for what we truly are, and that is local," Clarkson said. "In my opinion, we are as local as you can be." 🌈

DSU to Offer Cyber Leadership Degree

A new degree program that would attract, after it is fully implemented, more than 100 students to Dakota State University to study cyber leadership will be available starting this fall.

The South Dakota Board of Regents authorized the university in Madison to offer a bachelor of science degree in cyber leadership and intelligence, both on campus and online. It is the first program of its kind at the state's public universities, although Dakota State does grant related degrees in cyber operations and in network and security administration.

DSU officials said this unique interdisciplinary program equips students with the knowledge of cyber systems and world cultures, international politics, human behavior and leadership. New graduates will be prepared to work with government leaders and corporate executives to develop strategies to defend those organizations from cyber disruption.

The federal Bureau of Labor Statistics estimates more than 28,000 professionals will be needed in cyber-related fields by 2026. 📊

SDSU to Offer Minors in Land Valuation, Rural Real Estate

Students at South Dakota State University in Brookings will have new academic options available to them, including two minors in land valuation and in rural real estate.

The minors in land valuation and rural real estate will appeal to students majoring in agriculture, business economics, construction management, geography and other fields. This 19 credit-hour minor prepares graduates with skills in economics, finance, mathematics and law for careers in bank lending, real estate investment trusts, farm and estate succession planning, insurance, construction management and economic development and planning.

A specialization in geographic information sciences will now be an option for students studying for the master of science degree in geography. This course of study prepares graduates to use and apply geographic information systems, cartography, remote sensing, global positioning systems and spatial statistics. 📊

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washington update.....

BY ROB NICHOLS | President and CEO | American Bankers Association

New Tools to Tell the Story of America's Banks

One of the reasons the banking industry is seeing an improved policy environment in Washington is because bankers have spent the last few years telling their stories.

They didn't ask for regulatory relief because they were tired of red tape (even though they undoubtedly are). They asked for regulatory reform because rules were making it hard for their banks to make good loans to credit-worthy customers and were diverting resources that could be better spent helping their communities thrive. Those stories—of how a perhaps well-intentioned but poorly executed provision in law was harming the people it was supposed to help—have made a difference.

ABA, too, has been telling bankers' stories. We started our reputational campaign a couple years ago with a special website—www.aba.com/AmericasBanks—that offered data illustrating the role banks play in their communities and the economy. In April, we took our efforts up several notches with a re-imagined site that really brings that data to life.

Visit www.aba.com/AmericasBanks and you'll find not only national statistics on how much banks have lent to small businesses, farms, homeowners and state and local governments, but also—for the first time—an interactive map that allows you to see banks' economic impact by state. Data points include jobs, branch/office locations, mortgage, small business and small farm loans, customers and volunteer hours donated.

You'll also find anecdotes, photos and videos—most submitted by banks—that show what their retail and business customers value most in them. Such customer testimonials include praise for a bank's mobile app, the support provided following a hurricane and the guidance that helped one couple buy their first home. As one customer put it when describing his raspberry farm's decades-long relationship with a local bank, "It's super important to have a bank that understands the business, understands community, understands what we're doing, our challenges and that Mother Nature plays a big role."

Still more stories demonstrate banks' commitment to local nonprofits and revitalizing a local neighborhood and spotlight ways bank employees have gone above-and-beyond for their customers, including one who

Banks' Economic Impact in South Dakota



In 2016, banks fueled South Dakota's economic growth through new home, small business and small farm loans to 1.2 million customers. They employed 7,104 people and provided more than \$451.7 million in total compensation.

| JOBS | | CUSTOMERS SERVED | |
|---|-----------------|--------------------------|-----------------|
| EMPLOYEES | 7,104 | CUSTOMERS | 1.2 Million |
| TOTAL ANNUAL COMPENSATION <small>Includes wages and benefits</small> | \$451.7 Million | INSURED DEPOSITS | \$536.6 Billion |
| AVERAGE TOTAL COMPENSATION | \$63,581 | BANKS OPERATING BRANCHES | 83 |
| <small>Source: Estimates based on ABA Survey Data</small> | | BRANCHES & OFFICES | 465 |

checked up on an elderly customer daily—including weekends and holidays—for more than 10 years.

One must-see video on the site (under Helping Communities) is a special eight-minute documentary ABA produced that demonstrates how three banks of very different sizes, all on one city block, collectively drive growth and renewal in downtown Denver. The focus is Denver—but it's a story playing out in countless communities across America, providing a visual illustration of how bankers support the activities and growth of manufacturers, property developers, service businesses, nonprofits and others as those companies and organizations drive employment and opportunity in the city.

What you find on the America's Banks site is just the beginning. We have more material we'll be rotating in later, and we hope you'll help us keep the content fresh by sending similar videos, photos, customer testimonials or employee stories to AmericasBanks@aba.com.

We also ask that you help us amplify the good news by sharing the site far and wide. For help in doing this, please download our social media guide at www.aba.com/AmericasBanksGuide.

By amplifying the story of America's banks, you can help policymakers and the public better understand how banks deliver jobs, growth, safety and convenience. ■■■

Rob Nichols is president/CEO of the American Bankers Association. You can reach Nichols at nichols@aba.com.



ask the appraiser.....

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

USPAP Ethics Rule: Confidentiality

Physical Characteristics or Assignment Results?

Question: I read an appraisal report that included the paragraph below regarding the subject property's improvements. The paragraph appears to include both a description of the physical characteristics, as well as the appraiser's opinions (i.e., assignment results). I would like clarification on which items are physical characteristics and which are assignment results.

The subject property is located at 245 Broad Street. The improvements were constructed in 1985 and were renovated in 2010 with all new appliances, bathroom fixtures, and heat/AC. The house, however, has functional problems. There are two bedrooms on the second floor with no bathroom on that floor. The interior décor is dated, and some of the walls are pink, yellow and purple.

Response: Items that fall under the category of physical characteristics include: the address (245 Broad Street); the age of the improvements (constructed in 1985); the appliances, bathroom fixtures and heat/AD; the number of bedrooms and baths on the second floor; and the color of the walls (pink, yellow and purple).

Assignment results (the appraiser's analyses, opinions and conclusions) include: identifying "functional problems" and the "interior décor is dated."

Physical Characteristics or Assignment Results—Residential Real Property Example

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

1. Living area is 2,000 SF
2. Property is in good condition
3. The property has functional problems
4. The improvements were constructed in 2005
5. The carpet is new
6. Second floor has two bedrooms, no baths
7. Well landscaped
8. Poor floor plan
9. Carpet needs replacing
10. Walls are painted pink, yellow and purple

Response: Physical characteristics do not include an appraiser's opinions. The items listed above shown as numbers 1, 4, 5, 6 and 10 are examples of physical characteristics.

Assignment results include an appraiser's opinions. The items listed above shown as numbers 2, 3, 7, 8 and 9 are examples of an appraiser's opinions, and therefore, are assignment results. ■■

Public information regarding disciplinary action taken against an appraiser is available upon written request to the Appraisal Certification Program at the contact information below. Include in the request for information the name of the appraiser and the appraiser's city and state of residence. (Disciplinary action may include denial, suspension, censure, reprimand or revocation of a certificate by the department.)

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.

Positive News on Several Fronts...*continued from page 5*

oppose SB184. After learning of the SDBA's position, the bill's supporters decided to have the bill withdrawn. Conversations about the BDB concept will continue throughout the rest of 2018, and it is likely some version of SB184 will be introduced again in 2019.

National Government Relations

The current headline for the nation's banking industry is S. 2155, the Economic Growth, Regulatory Relief and Consumer Protection Act. Almost eight years ago, Congress passed the Dodd-Frank Wall Street Reform and Consumer Financial Protection Act. As of June 30, 2010, just prior to passage of Dodd-Frank, the FDIC insured deposits held in 7,830 banks. By the close of 2017, that number had dropped to 5,670. More than 25 percent of this nation's bank charters had disappeared due to mergers, consolidations or failures. While Dodd-Frank's complex and costly regulations weren't the only factor driving that decline, that burden played a primary role. It was high time that Congress took a step toward right-sizing bank regulation.

Regular readers of my column may remember some of the bumps in the path toward passage of S. 2155. It took courage for a group of Democrat members of the Senate Banking Committee to buck their party's leadership, standing with clear-thinking Republican members like our own Sen. Mike Rounds to move this bipartisan compromise to the floor late last year. During the early months of 2018, bankers and industry trade association officials at the state and national levels worked to increase bipartisan support in the full Senate. Our efforts were rewarded on March 14 when the Senate approved S. 2155 by a margin of 67-31.

When S. 2155 arrived in the House, the leader and other members of the House Financial Services Committee stated their intent to provide even more regulatory relief by adding provisions which had previously gained bipartisan approval in the House. While the banking industry would ordinarily support such a move, changing the terms of the Senate's hard-fought compromise likely would have doomed S. 2155 to failure upon a return trip to the Senate.

On May 22, the House took final action on S. 2155 in the form initially approved by the Senate. President Trump signed the measure into law on May 24. This is a great moment for the nation's banks for three reasons. S. 2155 contains dozens of provisions that will immediately help main street banks better serve the credit needs of their customers and communities. It sends a message to the bank regulators that Congress supports a right-sized, tailored regulatory framework. Third, S. 2155 affirms that bipartisan compromise is the right way to approach future discussions on bills aimed at helping capital flow efficiently through banks to foster business expansion and to help individuals achieve their financial goals and dreams.

Banker Education & Training

SDBA continues to experience solid success marketing and administering legacy banker education and conference offerings. The SDBA's core education and conference events delivered a solid return above direct expenses totaling \$170,000 in 2017, compared to \$145,000 in 2016 and \$119,000 in 2015. Halley Lee and the rest of the SDBA staff work diligently to keep bankers informed of webinars, live seminars and specialized conferences of interest to the full spectrum of banking professionals. I am also pleased to report progress on two new areas of emphasis this year.

- **Emerging Leaders:** Continuing industry consolidation means fewer bank CEOs but a growing number of bank leaders across the organizational spectrum. Last fall, SDBA Chairman Dave Rozenboom spearheaded the first step in better connecting emerging industry leaders with the SDBA. Association staff, seasoned bankers and fresh industry faces came away from a series of regional meetings energized about what could lie ahead in programming for emerging leaders. More than 20 of those future leaders gathered at a reception during the SDBA's State Legislative Day in February. A steering committee recently met in Pierre to start laying the groundwork for additional programming. The energy and drive exhibited by these emerging leaders is contagious. The future of our industry is in great hands!

- **Women in Banking:** On Oct. 2, 2018, the SDBA's first one-day conference for women in banking will take place at the Hilton Garden Inn in Sioux Falls. An engaged group of women representing a broad spectrum of the state's banking profession have created a full day of content-rich programming under the theme "Lead Strong—Women in Banking."

Wrap Up

I look forward to engaging with South Dakota's banking industry leaders at the SDBA's annual business meeting on June 12 as our friends from North Dakota host the 2018 Annual Convention in Fargo. I am also anxious to work with the SDBA's newly elected slate of officers and the entire Board of Directors to continue addressing our strategic priorities.

In closing, I simply want to say thank you to all of the staff at both the SDBA and SDBIS for all of your steadfast commitment to the organization and to the superior support and service to our members and to you the SDBA's members for your unwavering support of the SDBA and commitment to work on behalf of the best interests of the industry as a whole. 🙏

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

Cornerstone Bank Welcomes Winterboer



Megan Winterboer has joined Cornerstone Bank as a cash management sales officer in Sioux Falls. Originally from Brookings, Winterboer holds a degree from South Dakota State University. She brings more than five years of banking experience. Winterboer currently lives in Sioux Falls with her daughter.

Cornerstone Holding Company, an \$820 million financial institution based in North Dakota, is the parent company of Cornerstone Bank. With 14 locations in North Dakota and South Dakota, Cornerstone Bank provides an expansive product offering while staying true to their mission of providing access to financial experts who give straight answers and the best possible financial options. Cornerstone's offerings include business and personal loans, deposits and cash management services, online and mobile banking. ■■

First National Bank, Performance Bankers Cut Ribbon at New Location

First National Bank hosted a ribbon cutting ceremony on May 17 to celebrate the bank's new location at 2900 East Airport Road in Pierre. In addition to providing branch banking services, the new location also houses Performance Bankers, Inc., which is First National Bank's management company, and Performance Data Center.

Below, holding the ribbon left to right are former banker Brent Dykstra, Performance Bankers President & CEO Todd Douglas, First National Bank President & CEO Craig Davis, Performance Data Center Information Systems Manager Duane Schmautz and Board of Director Homer Harding. ■■



Thank You to Our 2017-2018 Board Members

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- **Vice Chairman Shawn Rost**, First Interstate Bank, Rapid City
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- **Craig Davis**, First National Bank, Pierre
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- **Rick Nath**, Citibank, N.A., Sioux Falls
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- **Grant Seaman**, First State Bank of Warner, Warner
- **Tina Van Camp**, First Dakota National Bank, Pierre
- **A.R. "Venky" Venkatachalam**, University of South Dakota, Vermillion ■■

classifieds.....

Auditor II, Fishback Financial Corporation, Brookings or Sioux Falls, S.D.

Fishback Financial Corporation is looking for an individual to fill an auditor II position. This person should have a bachelor's degree in a related business field plus two years of previous audit experience or the equivalent. An audit-related certification from at least one bank trade association is required. A good understanding of bank operations, regulatory compliance and basic accounting skills is required. Good oral and written communication skills are required. This person should also have an above average knowledge of Microsoft Office applications. Responsibilities include: performs audits; evaluates the internal control structure; assesses compliance with laws, regulations, bank policies and bank procedures; updates appropriate audit programs; and performs tests and prepares reports. This person communicates audit findings to affected personnel and appropriate levels of management and serves as a resource person in areas of specialization. For more information, visit our website at www.bankeasy.com. Apply online at <https://www.bankeasy.com/about-us/careers>. EOE/AA ■■

Business Banking Officer, First Dakota National Bank, Sioux Falls, S.D.

With total assets exceeding \$1.6 billion and a financial team of more than 370 dedicated banking professionals, FIRST DAKOTA NATIONAL BANK is seeking an experienced business banker to join our Sioux Falls East team. This position will be responsible for working with existing customers and developing new business relationships. Qualifications include: Bachelor degree in related field; minimum of seven years of commercial lending experience. Thorough knowledge of commercial lending policies, practices and experience in loan underwriting, documentation, collection and compliance in accordance

with federal laws and regulations. Strong analytical skills in addition to competency with Microsoft applications. Demonstrated experience in business development and commercial lending. Strong sense of community involvement and providing responsive high quality service. FIRST DAKOTA offers competitive compensation and excellent benefits including medical, dental, life, short and long-term disability, PTO, career apparel and 401(k). Successful applicant must pass pre-employment screening including credit history and criminal background. Interested candidates may apply online at www.firstdakota.com/careers. First Dakota National Bank is an Equal Opportunity Employer. Member FDIC ■■

Compliance Officer II (Fishback Financial Corporation, Brookings or Sioux Falls, S.D.)

Fishback Financial Corporation is looking for an individual to fill a compliance officer II position. This person should have a bachelor's degree and five years of experience as a compliance professional or experience dealing with risk in other areas of banking or the equivalent. Above average knowledge in traditional and non-traditional bank products is required. In addition, this individual should have a compliance certification from at least one bank trade association, strong written and verbal communication skills with strong analytical and problem-solving skills. This individual should have an above average knowledge of Microsoft Office. Responsibilities include: Periodic reviews related to compliance with all applicable laws and regulations based on an established compliance program, facilitates risk assessments and pending regulatory guidance, reviews marketing materials to ensure compliance with all applicable laws and regulations, provides compliance support throughout the organization, and conducts compliance training sessions for small and large groups. 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 ademers@sdba.com and we will post it on the SDBA website and print it in the South Dakota Banker Magazine. The fee is \$50 per ad (200 word limit) for SDBA members or \$100 per ad (200 word limit) for non-members. Questions, call 605.224.1653.

Update or Create Profile with SDBA

In an effort to stay connected with our member bank employees, the SDBA is asking people to review their contact information on file with the Association. If you don't have a profile set up with the SDBA, we encourage you to do so.

There are a number of benefits of having an SDBA profile, such as receiving notification of our training and events and the ability to register online. The SDBA also provides a number of electronic publications that you can sign up to receive, such as the weekly SDBA eNews, monthly South Dakota Banker Magazine, Education Update, Regulatory

Report, and Legislative Update and Bill Watch during the South Dakota State Legislature. Member bank employees can also sign up to receive protective alerts issued by the SDBA.

- Login and review your SDBA profile at <https://sdba.memberclicks.net/login>.
- Set up an SDBA profile at <https://sdba.memberclicks.net/sign-up-now>.
- Not sure if you have a profile, contact Nadine Kepford at nkepford@sdba.com or 605.224.1653. ■■

Seminars/Conferences/Webinars/Schools

SDBA EVENTS

2018 NDBA/SDBA Annual Convention

June 10-12, 2018 | Fargo

SDBA Bank Technology Conference

Sept. 11-12, 2018 | Sioux Falls

SDBA Lead Strong: Women in Banking Conference

Oct. 2, 2018 | Sioux Falls

Security Seminar

Oct. 30, 2018 | Sioux Falls

Call Report Seminar

Nov. 7, 2018 | Sioux Falls

ABA National Agricultural Bankers Conference

Nov. 11-14, 2018 | Omaha

WEBINARS

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

June 11, 2018

CRA—A Law or a Game

June 12, 2018

Onboarding Your New Hire

June 13, 2018

Alert! FFIEC Issues New Customer Due Diligence and Beneficial Ownership Examination Procedures

June 13, 2018

Excel Explained: Pivot Tables 101

June 14, 2018

Limited Liability Companies: Do's and Don'ts

June 18, 2018

Quarterly Compliance Briefing: Summer 2018

June 19, 2018

RESPA—Those Pesky Section 8 Violations

June 19, 2018

Notary Public

June 20, 2018

BSA Series: 10 Examination Hot Spots

June 21, 2018

10 Overdraft Privilege Hotspots Including Regulations, Lawsuits & Guidance

June 25, 2018

Residential Construction Lending

June 26, 2018

Basic Cash Flow Analysis

June 26, 2018

Commercial Real Estate Lending: Property Types, Lease Structures and Other Non-Financial Risks

June 28, 2018

30 Important Steps to Properly Audit Your Safe Deposit Department

June 28, 2018

Alert! Reg CC Changes Go Into Effect in July—Are You Ready?

July 9, 2018

Best-Ever Compliance Checklists for Consumer Loans

July 10, 2018

Handling Loan Applications—What can go wrong?

July 10, 2018

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

July 11, 2018

Flood Insurance: Compliance Issues

July 12, 2018

ATM Cashout Scams

July 12, 2018

Business Writing for Financial Professionals

July 16, 2018

Providing Accurate and Timely Adverse Action Notices

July 17, 2018

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

July 17, 2018

Increasing Fee Income without Raising Fees

SCHOOLS

Dakota School of Banking

June 17-22, 2018 | Jamestown, N.D.

National School for Experienced Ag Bankers

June 25-29, 2018 | Spearfish, S.D.

Graduate School of Banking at Colorado

July 15-27, 2018 | Boulder, Colo.

GSBC Community Bankers Summit

July 23-25, 2018 | Boulder, Colo.

Graduate School of Banking at Wisconsin

July 29-Aug. 10, 2018 | Madison, Wis.

SDBA IRA School

Sept. 5-7, 2018 | Sioux Falls

GSB Financial Managers School

Sept. 9-14, 2018 | Madison, Wis.

GSBC Workshop on Community Bank Investments

Sept. 12-14, 2018 | Las Vegas, Nev.

GSB Strategic HR Forum

Sept. 27-28, 2018 | Minneapolis

GSB Sales and Marketing School

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

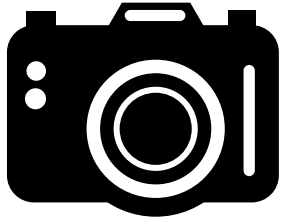
GSB Bank Technology Security School

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

GSBC Executive Development Institute for Community Bankers

April 2019 | Denver, Colo.

For more details and to register for a training, visit the SDBA's online event calendar at www.sdba.com/events.
Or contact the SDBA's Halley Lee at hlee@sdba.com or 800.726.7322.



2019 Scenes of South Dakota Photo Contest



The South Dakota Bankers Association is creating a customized calendar from photographs of South Dakota submitted by South Dakota bankers, their family members and customers. These calendars are exclusive to SDBA member banks and make a great gift for your customers!

If you are an amateur photographer and would like the opportunity to have your creativity displayed in homes and businesses across South Dakota, this is your chance! So send us your photos of farms, barns, agricultural activities, historical South Dakota locations, county fairs, carnivals, parades or festivals, fall colors, winter snowfalls, spring flowers, or summer fun. Any photo that shows the history and beauty of the great state of South Dakota qualifies. All photos submitted will be judged and the top photos will be featured throughout the 2019 Scenes of South Dakota calendar!

How to enter digital photos:

Email your digital photos to ademers@sdba.com or send a CD containing your photos to Alisa DeMers at the address listed below. Please include one entry form for EACH picture you submit.

- Digital photos must be supplied as an Adobe Acrobat (PDF) or Adobe Photoshop (TIF or JPG) file.
- Images need to be 300 dpi and at least 11" wide x 8.5" tall.
- Digital Camera Info: Use at least a 4 megapixel digital camera. This will not automatically guarantee a high-resolution photo; please check camera settings. Images should be taken at the largest and best quality settings the camera can produce. *(Most cameras have at least low, medium and high resolution choices.)*

How to enter printed photos:

- Complete an entry form (below) and attach it to the back of each photo you submit.
- Mail photos and entry forms to Alisa DeMers at the address listed below.
- Photographs will not be returned unless requested. Please mark the back of the photo "PLEASE RETURN" if you need it sent back to you.

2019 Scenes of South Dakota Photo Contest Entry Form

Name of Banker _____

Bank _____

Address _____

City _____ State _____ Zip _____

Banker's Phone _____ Email _____

Photo By _____

Photo Of _____

Location of Photo _____

Month Photo Taken _____

Photographer's Address _____

Photographer's Phone _____ Email _____

► **Entry Deadline: July 28, 2018**

► If submitting a digital photo, please e-mail form to ademers@sdba.com.

► For printed photos, please firmly affix form to the back of your photo and send to:

*South Dakota Bankers Association
ATTN: Alisa DeMers
109 West Missouri Ave.
Pierre, SD 57501*

For more information, contact Alisa DeMers at ademers@sdba.com or 800.726.7322.



Beyond the Fundamentals

2018 National School for Experienced Ag Bankers

June 25-29, 2018

Black Hills State University
Spearfish, South Dakota



The 2018 National School for Experienced Ag Bankers targets ag bankers with a strong knowledge of financial analysis in ag banking who desire further training in analyzing and troubleshooting more complex and problem credits.

Spots still remain. Visit www.sdba.com.