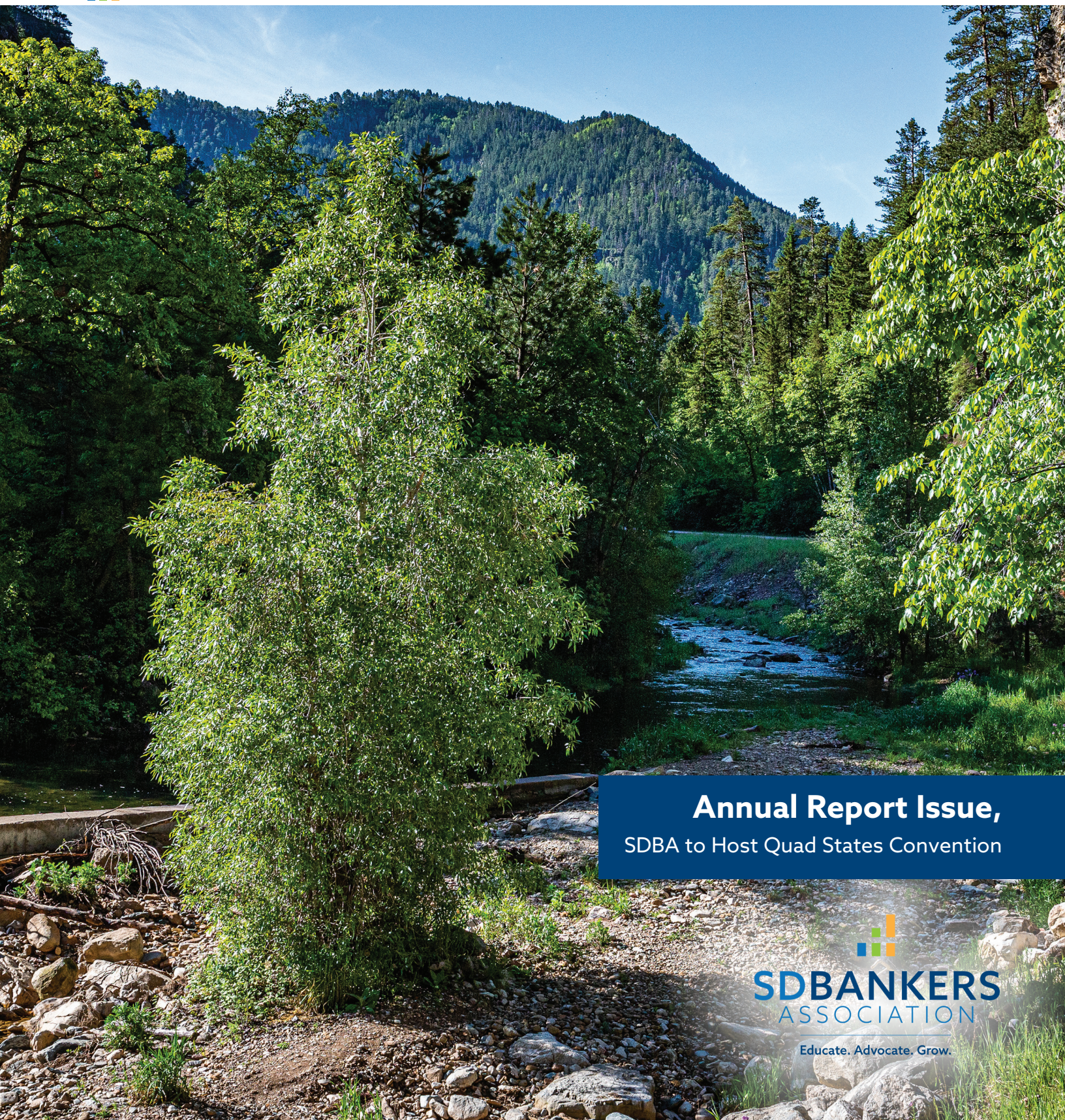


SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | JUNE 2021



Annual Report Issue,
SDBA to Host Quad States Convention



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message from the chair.....

BY STEVE BUMANN | CFO | BankWest, Inc., Pierre

Anything But a Normal Year

We have arrived at the moment for which you have all been waiting—my final column as chair of the SDBA. I must admit that writing this column was not one of the things to which I looked forward. But I discovered that except for one month, I found it easy to find something about which to write. In addition, I had comfort in knowing that I always had Alisa Bousa, the editor, to keep me from looking illiterate.

This year has been anything but a normal year. Normally, your year as chair starts at the annual meeting of the Association, which is held at the Annual Convention. There was no convention last year due

to COVID, so the annual meeting was held virtually. All of our board meetings this past year have been held virtually. It is not ideal, but it has worked. I thank all of the SDBA Board members for their diligence participating in the various meetings.

In a normal year, I would have traveled to a number of meetings as the SDBA Board representative, but of course none of these meetings took place. The end of the year will be closer to normal.

This year's Quad States Convention is going to be live and in person for those who want to attend. There will be a virtual option for those that are not comfortable attending a live event. Hopefully, many will attend one way or the other. I plan to be at the convention and hopefully will see many of you there.

I just thought of something. Maybe we could have a virtual option for playing golf? With the condition of my game, that might work out way better!

The most important thing that we had to do this past year was select a new president of the SDBA. We had the good fortune of having several strong applicants for the job and are proud to have selected Karl Adam as our president. He has done a wonderful job in his first year as president. We will have one last opportunity to thank our previous president, Curt Everson, at the convention this month. I want to one last time in writing thank Curt for the wonderful job that he did over the years.

I also want to thank the Association's staff for all that they do. They have had a challenging year as they attempted to serve all of us in the midst of the pandemic. They have done a wonderful job of adapting and continuing to provide the quality of service that we have come to expect.

Finally I want to give a special mention to Jeanine Dyce, the SDBA's administrative assistant, who is retiring at the end of June. I wish her nothing but the best in her new endeavors and thank her for her years of service to our industry! 🌈

Steve Bumann is CFO at BankWest, Inc. in Pierre. Bumann can be reached at 605.945.3749 or Steve.Bumann@bankwest-sd.bank.

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from the executive office.....

BY KARLTON ADAM | President | South Dakota Bankers Association

What a Difference a Year Makes

As the SDBA team prepares for the first live/hybrid event in more than 15 months, I feel genuine enthusiasm and excitement from our bankers. The Quad States Convention in Rapid City on June 14-15 also represents my first face-to-face meeting with member bankers, bank vendors and sponsors as we co-host this event with our fellow banker associations from North Dakota, Montana and Wyoming.

To be honest, I am also a little nervous. As you know, everyone, I mean everyone, has had a lot to handle during this global pandemic, and everyone has had to make significant changes in both their personal and professional lives. I, for one, switched it up seven months ago leaving community banking—a career path that I loved for the past 25 years—to assume the role of president of the SDBA and following the legacy that my friend and predecessor, Curt Everson, built for the preceding 18 years. Yes, I agree, big shoes to fill!

As I arrived, I saw firsthand the many challenges the SDBA had experienced as we canceled the 2020 NDBA/SDBA Annual Convention and National School for Experienced Ag Bankers; amended the format of the SDBA's Agricultural Credit Conference into a four-part webinar series; and hosted the 2020 Women in Banking Conference, Emerging Leaders Summit, Bank Technology Conference, SDBA Board and Legislative Committee meetings and 2021 State Legislative Day—that's right—VIRTUALLY! This is in addition to a whole host of other meetings held virtually.

See why I'm nervous? By the way, the SDBA team of Halley Lee, Alisa Bousa, Nadine Kepford and Jeanine Dyce were pros and pulled the "virtual" card off without a hitch.

So, what is normal going forward? Who knows? But I am sure in the months ahead as vaccinations become more and more widespread and businesses look for that new normal, we will ALL find our rhythm and look forward to continuing our respective missions.

Paycheck Protection Program

Let me start by highlighting some banking industry wins that we can all be proud to be a part of this past year. As the COVID-19 virus became a global pandemic in March 2020, bankers across South Dakota

and the country helped keep our local businesses open and kept friends and family members working by successfully facilitating the Paycheck Protection Program (PPP) across nearly every community in South Dakota.

During the first round of loans running through August 8, 2020, South Dakota banks assisted customers with 23,494 loans totaling \$1,682,896,085 or an average loan amount of \$71,630 per loan. In round two (data through May 2, 2021), South Dakota banks loaned another \$1,025,374,550 to 39,656 small business customers for an average loan amount of \$25,856. To sum it up, PPP round one and two had a combined loan total of \$2.708 billion or an average loan amount of \$42,886!

This summary demonstrates an incredible effort on behalf of South Dakota banks. As many bankers and customers know, it was far from easy yet greatly rewarding for bankers, the banking industry and the local economies across the state. As FDIC Chairman Jelena McWilliams recently said, "The nation's leading banks served as a vehicle to economic recovery helping customers and small businesses not only survive but thrive. If COVID-19 has taught us any lesson for the future, it is that America will be faced with unexpected hurdles that challenge our resolve. Fortunately, banks will be ready and willing to help."

Cannabis Banking

With the passing of Initiated Measure 26 on Nov. 3, 2020, by a 70%-to-30% margin legalizing marijuana for medical use, the SDBA set out to be sure South Dakota banks would be afforded the opportunity to assist such legal cannabis-related businesses in the event they wish to participate in that industry space. We worked to educate SDBA members by hosting a virtual Cannabis/Hemp Banking 101 Webinar in January with the assistance of the Colorado Bankers Association and industry experts from across the country.

Continued on page 17



Providing Products to Member Banks

2020 is a year we would all like to put behind us. Our overall claims were tracking pretty good until the last three months of the year with December setting a record with billed claims at more than \$4,654,000 and \$2,513,000 in paid claims.

The first three months of 2021 have shown more of a "normal" anticipated trend with billed claims coming in at \$2.8 million and paid claims at \$1.2 million. We may see some pent-up demand for medical procedures that have been postponed from last year because of COVID-19.

We are on target for a more "normal" claims experience this year. We won't have a premium holiday this December because of the increased costs in stop loss coverage. We will see how our claims experience plays out this year, and I will bring recommendations to the South Dakota Bankers Benefit Plan (SDBBP) Board of Trustees to discuss next year's increase.

Wellmark Blue Cross Blue Shield

This is the 17th year of enjoying the strength and ease of working with Wellmark Blue Cross Blue Shield (BCBS) as the endorsed health insurance carrier for our SDBBP. We are in our eighth year of being self-insured. The total number of banks on the group health plan is 37, our number of covered lives has grown nicely to 2,936 lives, and our premium has grown to just more than \$17,603,751. For 2021, we again had a low 4% increase in premium, compared to other South Dakota large groups experiencing 8.5% increases.

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 so that has allowed us to build reserves at a faster rate. The SDBBP has \$8,089,610 in reserves as of April 30, 2021. Of that, \$2,081,478 is carved out for incurred but not reported claims to pay for claims if we ever had to close the MET, however, I do not see that happening.

Our Board of Trustees will meet this summer to review with BCBS our last year's results and vote on recommendations for the upcoming year. COVID-19 has made it difficult to predict future losses, but I like what I am seeing the first five months of 2021. If we continue this trend, we should be looking at a favorable single-digit renewal rate for 2022.

The SDBBP health plan went through a four-month independent audit at the request of the Division of Insurance. It was a good exercise to make sure we stay compliant with all the requirements of this complex product. Nadine Kepford and I headed up the audit requests with four remote analysts and three people from the Division of Insurance in Pierre. We received a positive report with recommendations related to security review, security audit and an additional annual statement from our FSA actuary.

I received approval to hold our annual health review in October at BCBS in Sioux Falls with the requirement that anyone attending must show proof of COVID-19 immunization. For information on the SDBBP, contact Mike Feimer at 605.660.2341 or mfeimer@sdba.com.

Heart & Vascular Screening Program

We are again offering the SDBBP Heart & Vascular Screening Program to eligible members in 2021 in collaboration with Avera Heart Hospital, Sanford Heart Hospital, Monument Health and Prairie Lakes Healthcare System.

All employees and covered spouses who are age 40 or older and part of the SDBBP will receive a heart and vascular screening free of charge, with the SDBBP covering exam expenses. Those not covered by SDBBP are welcome and encouraged to participate in this screening for a negotiated rate of \$50.

For more information, contact Michelle Guthmiller at 800.221.7551 or mguthmiller@sdba.com.

Bankers Healthcare Group

The SDBIS Board of Directors voted unanimously to approved Bankers Healthcare Group (BHG) as an endorsed vendor. Since 2001, BHG has been making loans to medical and professional groups across the country, making them the number one source for these loans. Nationally, more than 1,200 banks have partnered with BHG to purchase these loans and have incurred zero loss on the BHG core loan portfolio.

BHG supports community banks across the country and has a reputation for excellent service and superior performance. It is the intent of this program to increase the earning assets of the bank through the purchase of

Continued on page 16



south dakota bankers foundation update.....

BY HALLEY LEE | Executive Director | South Dakota Bankers Foundation

The Positive Side of Change

I think we can all agree that 2020 was a year of change and challenges. A year of unknowns and unbelievables. A year of trials and tribulations. And a year of perseverance and patience. Life as we knew it came to a screeching halt, and we became familiar with new words and concepts like COVID, social distancing and antibodies. We learned how to make a mask out of virtually ANYTHING, how to Zoom and how to store cases of toilet paper.

As I cautiously look back over the past many months, I am reminded that change has its positive side as well. We can now all work from home. Our influenza numbers were almost nonexistent thanks to masking and hand hygiene. We reconnected with family, got closets cleaned out, and organized and saved money on gas and dining out.

This past year has also been a year of change for the South Dakota Bankers Foundation. Along with the recent change in mission statement came a change to the scholarship programming through the Foundation. The new mission statement, "Developing South Dakota Banking Industry Professionals," was chosen to support the Foundation Board's desire to work to build and sustain the banking industry in South Dakota.

The Foundation's scholarship programming was modified to encourage and support students who exhibit a strong desire to pursue a career in banking. Beginning November of 2020, each SDBA member bank was given the opportunity to apply for one of 40 available \$2,000 scholarships. These \$2,000 scholarships were to be given to a student who will be a college junior or senior or a second-year technical institute student with an expressed interest in banking or financial services.

Twenty member banks applied for and were awarded these funds in early 2021. As this new programming is refined and enhanced, I encourage all member banks to apply for this opportunity this fall. For more information, visit www.sdba.com/member-bank-scholarships.

In addition to these scholarships awarded through our member banks, the Foundation continues to award five named scholarships to deserving students pursuing a career in banking, business or finance. Read more

about the 2021 recipients of the Foundation's five named scholarships on page eight.

In addition to scholarship programming, the Foundation continues to support its new mission by providing internship development and career awareness resources via the SDBA's website at www.sdba.com/banking-career-awareness.

Quasi-Endowment Fund

First Bank & Trust in Brookings continues to manage the South Dakota Bankers Foundation's Quasi-Endowment Fund. Earnings from the fund support the Foundation's scholarship programming for post-secondary scholarships.

Contributed value of the Quasi-Endowment Fund was \$1.472 million with a market value of \$2.775 million as of Dec. 31, 2020, compared to a market value of \$2.690 million as of Dec. 31, 2019. The asset allocation of the portfolio ending Dec. 31, 2020, was approximately 69.8% equity, 28.8% fixed income and 1.4% cash.

Banking Chair Endowment Fund

The Banking Chair Endowment Fund continues to be managed by the University of South Dakota Foundation. Market value of the Banking Chair Endowment Fund stands at \$450,117 as of Dec. 31, 2020—up from \$403,979 as of Dec. 31, 2019.

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. Dr. Klaus Beckmann currently holds this position.

The South Dakota Bankers Foundation is a 501(c)(3) charitable organization, and your contributions are tax deductible. We encourage you to consider contributing to the future of South Dakota's banking industry with a generous gift to the Foundation. ■■■

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

Bankers Foundation Awards Five Scholarships

The South Dakota Bankers Foundation annually awards five scholarships to students at South Dakota colleges and universities. To be eligible for these scholarships, students must be an undergraduate in their junior year and have expressed an interest in a career in banking, business or finance.

David S. Birkeland Scholarship



Charles Harberts, a University of South Dakota in Vermillion student, was named the 2021 winner of the \$3,000 David S. Birkeland Scholarship. Harberts, who is from Freeman, is pursuing a degree in economics with a minor in finance. His career plans include a future working in bank management. The scholarship was

created in memory of banker David S. Birkeland, past president of the South Dakota Bankers Association 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 1993, while serving his community and state.

Deb Gates Scholarship



Joshua Van Houten, a finance major with a minor in accounting at the University of South Dakota in Vermillion, was named the recipient of the \$1,500 Deb Gates Scholarship. This scholarship was established to honor Deb Gates, former executive director of the South Dakota Bankers Foundation. Van Houten, who is

from Worthing, will graduate in May of 2022 and plans to pursue a career in banking or finance.

Alan M. Graff Scholarship



Juliana Nielsen, a business administration major at Black Hills State University in Spearfish, was named the recipient of the \$4,000 Alan M. Graff Scholarship. The scholarship was endowed to the South Dakota Bankers Foundation through generous contributions from First PREMIER Bank, PREMIER Bankcard and employees of First

PREMIER. A native of Brandon, Nielsen plans to pursue an MBA following graduation in May of 2022.

Joyce Hazeltine Scholarship



Marie Robbins, a student at South Dakota State University in Brookings, was named the 2021 winner of the \$3,000 Joyce Hazeltine Scholarship. Robbins, who is from Aurora, is majoring in agricultural business and agricultural communications with a minor in land valuation and rural real estate. She plans to pursue a career in the financial services

sector upon graduation. The scholarship was created in honor of Joyce Hazeltine, who served eight years as a board member and chair of the South Dakota Bankers Foundation and spearheaded a fundraising campaign for the Foundation's High School Scholarship Program.

Herman Lerdal Scholarship



Mitchell Gusso, 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.

Gusso, who is from Brandon, is pursuing a degree in ag business with a minor in accounting. He is planning a career in the banking or financial services industry.

The mission of the South Dakota Bankers Foundation is to develop South Dakota banking industry professionals. For more information on the Foundation, visit www.sdba.com.



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Emerging Leader of the Month: Brandon Herr

As part of the SDBA's mission to grow South Dakota's future bank leaders, we feature a monthly emerging leader. This month's feature is on Brandon Herr with Dacotah Bank in Clark.



First-Ever Job

My first job was groundskeeper for the city of Ipswich, where I grew up. I mowed baseball fields, picked up trees, and helped with various odds and ends for the city. The job taught me the value of hard work and that working hard can pay dividends.

Emerging Leader Story

After graduating from Lake Area Technical Institute in Watertown with a financial services degree, I started my career in banking as a trainee in Dacotah Bank's Lender Training Program in 2010. This program walked me through many of the different jobs in banking including teller work, trust, insurance and finally lending. In 2011, I became a full-time lender and most recently became a market president in 2020.

What He Most Likes About His Job

As market president for Dacotah Bank in Clark, I oversee three locations in Clark, Willow Lake and Henry. I am responsible for the day-to-day functioning of the banks to ensure each location is running properly and exceeding customer expectations. My favorite aspect of being a Dacotah Bank market president is serving as a helping hand in the community. Being a part of the banking industry, I enjoy seeing the expressions of customers who are purchasing their first piece of property as a farmer or starting their own business. Each day presents a new opportunity in the financial world.

If He Could Have Any Job

Being an avid outdoorsman, I would be a hunting and fishing guide. Growing up in South Dakota, I spent much of my youth hunting and fishing, and although I have much less time these days, I continue to do so as much as I can.

His Life's Passions

My passion is my family—my wife, Amber; six-year-old daughter, Berkley; three-year-old son, Brooks; and basset hound, Rubble. I love to hunt, fish, golf and play drums in my spare time.



Brandon and Amber Herr and their children, Berkley and Brooks.

In His Spare Time

I have found the best way to unwind is spending time with my family. Hunting and fishing continue to be a way for me to unwind, along with helping around the family farm.

Little Known Facts About Him

I'm an avid drummer. I started playing drums at the age of five. After high school, I moved to Nashville for a little more than a year and played drums in recording studios for many local artists. I then came back home to South Dakota, where I played drums for local artists at WE Fest and the Sioux Empire Fair prior to becoming a banker full time. 🎵



Hunting and fishing are pastimes which allow Brandon Herr to unwind.



SDBA to Hold Live Ag Credit Conference

The SDBA will present the 2021 Agricultural Credit Conference on July 21-22 at the Ramkota Hotel & Conference Center in Pierre.

This conference focuses on the unique needs of ag bankers and the need for quality information and training to better serve their customers. The SDBA has lined up speakers on a variety of timely topics to help ag bankers navigate through challenging times. Experienced and new ag lenders, as well as CEOs, will all benefit from this conference.

This year's sessions are:

- Wonka Vision: The U.S. Economy in 2021 and Beyond
- Current Fraud Trends Impacting the Banking Industry
- Cutting Expenses vs. Increasing Yields
- Proper Loan Restructuring: Key to Borrower and Portfolio Success
- Weather Risk in Production Agriculture
- Higher Prices and Increased Volatility in the Grain and Cattle Markets
- Avoiding the Pitfall of Marijuana and Hemp
- Federal Banking and Agricultural Policy Update
- Momma Told Me There'd Be Days Like This
- Traitors I Have Known

The day-and-a-half conference will also include a speed networking session, a networking reception on Wednesday evening and an exhibit hall.

Exhibit and sponsorship opportunities are available. To learn more, see the full agenda and register to attend, visit www.sdba.com.

Bankers Take Part in Compliance School

More than 40 bankers participated in the 2021 Bank Compliance School on May 24-27 in Bismarck, N.D., and virtually.

Participants could attend a credit compliance module, operations compliance module or the full school. The four-day program was led by expert instructors from Compliance Alliance, an SDBA endorsed vendor and associate member.



Jaylene Fanger, First National Bank, Pierre, and Kayla Wells, Farmers State Bank, Hosmer, attended the 2021 Bank Compliance School.



Contact Kelly Malone
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Good Things Come to Those Who Wait

Interagency Proposed Flood Q&As

Elizabeth K. Madlem, Vice President of Compliance Operations & Deputy General Counsel, Compliance Alliance

The Agencies (OCC, FRB, FDIC, FCA and NCUA) have recently proposed revisions to the Interagency Questions and Answers Regarding Flood Insurance. The purpose of this proposal is to supplement the July 2020 proposed Q&As which only contained two proposed questions on private flood insurance. These new proposed Q&As are formulated based off questions received by the Agencies regarding private flood insurance rules that went into effect July 1, 2019, and include 24 proposed Q&As on private flood insurance.

In attempts to provide additional clarity on requirements, the proposed Q&As use the term “Act” in reference to the National Flood Insurance Act of 1968 (NFIA) and the Flood Disaster Protection Act of 1973 (FDPA), as well as “Regulation,” to refer to each Agency’s current flood insurance rule.

The new proposed Q&As are divided into three main categories regarding private flood insurance:

1. Mandatory Acceptance (nine proposed Q&As)
2. Discretionary Acceptance (four proposed Q&As)
3. General Compliance (11 proposed Q&As)

So, what does this mean for financial institutions?

Mandatory Acceptance Key Takeaways

Anytime renewals, or when a borrower presents a new private flood insurance policy regardless of whether a MIRE event occurred (making, increasing, renewing or extending of a loan), the lender is required to review the policy to determine if it meets the mandatory purchase criteria. If it does not, the lender may still accept the policy if it meets the discretionary acceptance criteria. If a lender has a policy to not originate mortgage loans in nonparticipating communities or coastal barrier regions where NFIP is not available, private flood insurance requirements are not going to require the lender to change its policy.

Lenders are not required to accept private flood insurance policies solely because the policy contains the compliance aid assurance clause when the lender reviews it and determines the policy actually does not meet the mandatory acceptance requirements. But that does not alleviate the lender from reviewing a policy that does not contain the compliance aid assurance clause to determine whether it meets



the requirements for private flood insurance before rejecting the policy. The policy must contain the compliance aid assurance clause language in the policy or an addendum before the bank accepts without conducting a review. Even if that is true, the lender must still ensure that the coverage is at least equal to the lesser of the outstanding principal balance of the loan or the maximum amount of the coverage available under the Act for the type of property and that other key aspects of the policy are accurate, like the borrower’s name and address.

Lastly, if a policy lacks the compliance aid assurance clause, the lender is still free to review the policy to determine if it meets the criteria under discretionary acceptance from the Regulation. But it must still determine, even if the policy does not meet the requirement for discretionary acceptance, whether they are still required to accept under mandatory acceptance.

Discretionary Acceptance Key Takeaways

Under the discretionary acceptance test, lenders must evaluate the sufficiency of the insurer’s solvency, strength, and ability to satisfy claims under general safety and soundness principles. They may obtain information from a state insurance regulator for the state in which the property is located and rely on licensing and other processes used by the state insurance regulator for such an evaluation.

Additionally, if a lender has previously accepted a private flood insurance policy under the discretionary acceptance requirements and that policy is renewed, the lender still must review the policy to ensure it

continues to meet the discretionary acceptance requirements. A conclusion to this fact must be documented in writing.

General Compliance Key Takeaways

There are additional requirements when it comes to mandatory acceptance or discretionary acceptance and deductibles when it comes to coverage amounts exceeding or not exceeding the amount available under the NFIP. Additionally, lenders are not prohibited when using a third party to review private flood insurance policies from charging a fee to the borrower. Disclosure requirements regarding the fee do come into play, however.

If a declarations page provides enough information for the lender to make a determination on mandatory or discretionary acceptance, or if the declarations page contains the compliance aid assurance clause, lenders are free to rely on the declarations page to determine if the policy complies with the Regulation but should request additional information about the policy if not able to make that determination. Lastly, servicers must comply with the Regulation as well when determining whether private flood insurance may be accepted under the mandatory or discretionary acceptance provisions if the lender is supervised by the Agencies.

Comments for these new proposals were due May 17, 2021. 📊

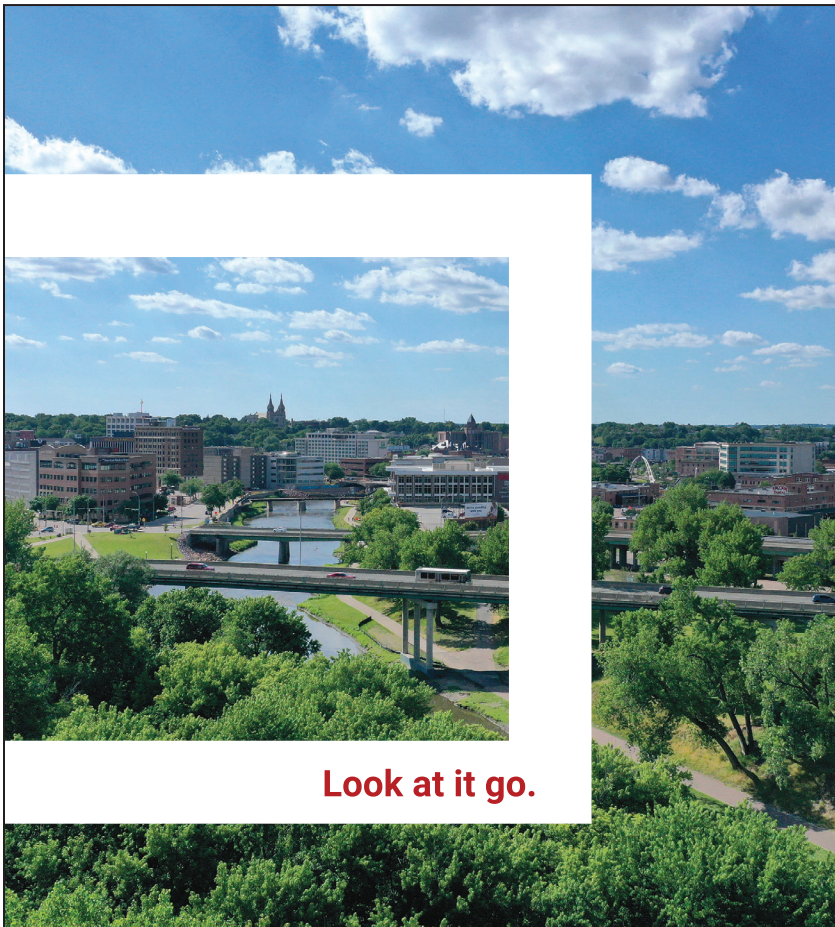


Elizabeth K. Madlem is the vice president of compliance operations and deputy general counsel at Compliance Alliance, an SDBA endorsed vendor and associate member. In the past, she served as both the operations compliance manager and enterprise risk manager for Washington Federal Bank, a \$16 billion organization headquartered in Seattle, Wa. She has industry expertise and real-world solutions surrounding bank-enterprise initiatives and knowledge of contract law and bank regulatory compliance.

An attorney since 2010, Madlem oversees Compliance Alliance's day-to-day operations of its hotline, leads its education initiatives and plays an important part in all operational areas of C/A. For more information on Compliance Alliance, visit www.compliancealliance.com or call 888.353.3933 to speak with the membership development team.



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Meet Michael Stevens, GSBC's President-Elect

The Graduate School of Banking at Colorado (GSBC) Board of Trustees in November 2020 announced the school's incoming president, Michael Stevens. In January 2021, Stevens began collaborating with the school's board, staff and faculty to design its 70th annual school session.



On May 1, Stevens joined the GSBC staff full time and is working in tandem with long-time GSBC President Tim Koch. Stevens will take the lead as president on Aug. 1 at the conclusion of the annual school session, which will be the first virtual and in-person combined session in the school's history. Learn a little more about Stevens and his vision for the future of the school and community banking below.

Can you provide a little bit of background on yourself?

I just finished a 21-year career with the Conference of State Bank Supervisors (CSBS) in Washington, D.C. CSBS advocates for state bank regulators with the federal government and provides training for examiners. While I live in the D.C.-metro area, I am a Midwesterner at heart, having been born in Iowa and raised in Nebraska. Out of college, I started my career as an examiner in Iowa. I've been around community banking for my entire career and feel very fortunate that I have been able to progressively build on my experience.

Beyond your involvement as a faculty member since 2004, what drew you to GSBC?

When I first joined CSBS in late 1999, there was an existing relationship between the two organizations. They jointly developed content and had a common board member. The first thing that struck me about GSBC was the strong, loyal alumni network. I have traveled all over the country with CSBS, and GSBC alumni are everywhere. This has shown me that there is a legitimate excitement and passion for GSBC.

Second, GSBC has a long history of serving the industry. Founded 70 years ago by the Colorado Bankers Association and the Board of Regents, the school has a clarity of purpose. GSBC provides education and a network of support for community bank leaders. Why? Because of what these bankers do in the markets they serve. Community banking, at its core, is about agriculture, small business and home

ownership. It is about economic development, jobs and civic leadership. Banking is as central to the economy as it is the founding of this country, and GSBC knows that.

What do you think are the most critical issues facing community banks?

Most banks in this country serve a defined marketplace, yet operate in a very complicated, messy world. For example, community banks have no choice but to learn how to defend against cyberattacks. International events which are interesting on the news have a downstream impact, from the blockage of the Suez Canal to a cyberattack on the Colonial pipeline, and we are all impacted even if we don't realize it. Community bankers have a broad array of risks they must manage beyond traditional banking.

But here is the upside: the more complicated and riskier the world gets, the more important "local" becomes. Where do people go when the world doesn't make sense? They turn locally. We have seen it with the dotcom bust, 9/11, the mortgage and financial crises and the pandemic. Local matters. Local is where you turn when you want stability and sensibility, and that's what community banks provide. An academic friend of mine groups farmers' markets, craft breweries and community banks together. And, when you think about that, what's not to love about any of them?

What do you see as GSBC's role in addressing these issues?

I think what the critical issues show is that it is more important to teach bankers how to think through complicated questions than just "how to do." There will certainly be different challenges in 10 years. While I have little certainty about what they will be, GSBC can offer the experience and the network to work through them.

GSBC has an afternoon session this year for second- and third-year students titled "Hard Questions." The premise of this class is that as a leader, you won't get any of the easy stuff. Instead, you get the questions others don't want to answer, but that need answered, nonetheless. These questions require leadership, and what GSBC does is educate the next generation of community bank leaders. Today, those questions center around climate risk management, diversity and inclusion, cryptocurrency and the workplace of the future. Next year, the questions may be entirely different, and GSBC's curriculum will again be designed to address them.

What are you most looking forward to as GSBC's president?

I have referred to this as "phase three" of my career. People seem to increasingly view sticking to the same profession for your full career as a waste or short-sighted, but I value it tremendously. I am very excited for this opportunity. GSBC and all the banking schools have an impact on the industry and communities for generations. I work with a talented, experienced staff that knows it is making a difference. Becoming GSBC's president is an honor and a privilege.

A record-setting number of virtual and in-person students will attend classes from July 18-30, 2021. GSBC has instated numerous changes to its session to accommodate both virtual and in-person audiences, including a new peer group program to facilitate relationship building among new students and enhanced health and safety measures for on-campus students. 📊

For more information on GSBC's annual school session and its other program offerings, visit www.GSBColorado.org.



Emily Rodgers Awarded Dakota School of Banking Scholarship



Emily Rodgers, commercial loan officer at Heartland State Bank in Redfield, has been awarded the Dakota School of Banking Scholarship. Awarded each year to a first-year student from an NDBA or SDBA member bank, the \$450 scholarship is

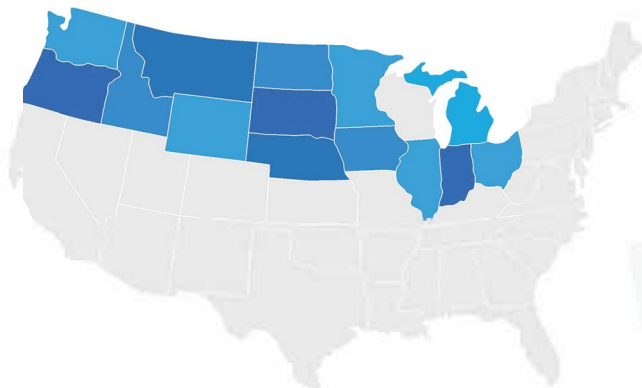
based on the student's future goals in banking, industry involvement and reasons for attending.

"Emily possesses many leadership qualities and is eager to learn," said Paul Domke, Heartland State Bank president and CEO. "We're excited to see her take this next step in her banking career."

Rodgers, who received an associate of science degree in business administration from Northern State University, joined Heartland State Bank in 2019. She serves on the board for Redfield Area Chamber of Commerce, Redfield Housing Authority and Fisher Grove Country Club. She is the area coordinator for Girls on the Run.

The 2021 Dakota School of Banking will be held June 6-11 in Jamestown, N.D. 📊

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Providing Products to Member Banks...*continued from page 6*

quality loans from Bankers Healthcare Group. The bank will make the risk assessment and final credit decision for each loan they purchase.

Contact Keith Gruebele, BHG, at 866.588.7910, 954.263.6399 (cell) or kgruebele@bhg-inc.com.

Medicare Supplement Group Program

The SDBBP provides a BCBS Medicare supplement product for retiring employees. This is a unique product only available in a group health setting. On Jan. 1, 2020, the federal government stopped providing Medicare Plan F in the individual market. Plan F was the most popular plan for both new and existing Medicare enrollees. Fortunately for members of the SDBBP, Plan F is still available through Wellmark BCBS and provides retirees with two plan options, a traditional Medicare Plan F and a high-deductible Medicare Plan F.

Retirees may enroll in either of these plans without any medical underwriting questions, and they will pay the same premium regardless of their age or gender. The 2021 premiums for the traditional Medicare Plan F are \$207.80 per month. The high-deductible Medicare Plan F has a premium of \$104.00 per month—a 50% savings. In exchange for the lower monthly premium, the high-deductible Medicare Plan F has an annual deductible of \$2,370. In addition to medical coverage, plan retirees can also purchase a Medicare Part D prescription drug plan along with vision and hearing benefits directly from Wellmark BCBS. Contact Dean Franzen at 605.220.4219 or dfranzen@sdba.com.

Compliance Alliance—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 and has 22 state associations, including the SDBA, 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; and reviews of company advertising or marketing campaigns, policies, procedures, disclosures and new products.

We have experienced good growth with Compliance Alliance in the last 12 months. All of its products and services are included in an annual membership fee and offer unlimited access to all employees of member banks. Contact Natalie Rhodes at 888.353.3933 or info@compliancealliance.com.

Central States of Omaha

We are now celebrating our 16th year since the SDBIS Board made Central States of Omaha (CSO) our 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.


Many banks have moved to Central States because of the company's excellent service, reporting capabilities, local service, fast claims payment and vast product portfolio, including onsite banker training. Thank you to 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 with CSO will train your bankers on how to sell this important product, and you only need an appointment certificate to write credit life coverage. Contact Mike Feimer at 605.660.2341 or mfeimer@sdba.com or Tyge Rowen at 800.826.6587 ext. 6617 or trowen@csoc.com.

EMC National Life Insurance Company

We are in our fifth year of offering life insurance through EMC National Life Insurance Company, and they continue to provide excellent service. Along with any health plan, each employee has a minimum \$5,000 of life insurance coverage with a matching \$5,000 of AD&D coverage. Banks can select the amount of coverage for all eligible employees up to five times base annual earnings maxed at \$300,000 along with \$300,000 AD&D. The rates remain the same at \$0.128 per \$1,000 for basic life and \$0.02 for AD&D. Group term life rates are now guaranteed until Jan. 1, 2022. A guaranteed issue of \$30,000 of voluntary life coverage (employee paid) and \$10,000 for spouse and children is still available for new employees. Contact Mike Feimer at 605.660.2341 or mfeimer@sdba.com or Michelle Guthmiller at 800.221.7551 or mguthmiller@sdba.com.

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 for seven years we have controlled the entire process of choosing companies and securing the best coverages for our member banks. We utilize many insurance carriers to provide member banks with a truly-customized solution to all their risks, and we continue to grow this block of business. Insurance is a complex business, and the carriers that we have selected to market to our banks have strong financial standings. Contact Dean Franzen at 605.220.4219 or dfranzen@sdba.com or Robin Feimer at 800.221.7551 or rfeimer@sdba.com. 

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

What a Difference a Year Makes...continued from page 5

2021 State Legislative Session and Federal Government Relations

HB 1203: Drafted by the SDBA, this bill authorized South Dakota banks to engage in business with industrial hemp or marijuana licensees. Rep. Hugh Bartels (R-Watertown), a retired banker, and Sen. Mike Diedrich (R-Rapid City), a bank board member, were the prime sponsors of the bill.

HB 1015: Introduced by the South Dakota Department of Labor, this bill provides rule-making authority for establishing an appraiser experience training program. The SDBA was supportive of this measure designed to enhance the number of rural appraisers in South Dakota and testified in favor of it.

Enhancing Credit Opportunities in Rural America (ECORA) Act: Although Congress has been focused on COVID-related stimulus measures this last year, we have been working to advance ECORA through Congress. This measure would modify requirements for calculating taxable income to exclude gross interest income received by a lender from real estate loans secured by agricultural real estate or by a leasehold mortgage. This measure has been introduced in the U.S. House of Representatives with strong bipartisan support and is expected to be introduced later this summer by Sen. Jerry Moran (R-Kan.) in the U.S. Senate.

As we look forward to warmer temperatures and time reconnecting with family and friends, we will find out what the new normal looks like. I would venture a bet that Zoom, Teams and other such communication and meeting channels will remain a big part of the new normal. In addition to new behaviors and processes created by your banking teams, I am sure you are seeing customers who may have previously been reluctant to pivot to digital and mobile banking now embrace the unique approach of conducting their banking business—and they like it!

Thank you for all you have done to assist our great state through this pandemic. You all make a difference! What a difference a year makes. 📊

Karlton Adam is president of the South Dakota Bankers Association in Pierre. Adam can be reached at 605.224.1653 or kadam@sdba.com.



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Chuck Hegerfeld Appointed to United Bankers' Bank Boards



Chuck Hegerfeld, BankStar Financial, Elkton, has been appointed to the United Bankers' Bancorporation, Inc. (UBBI) and United Bankers' Bank (UBB) Boards of Directors.

Hegerfeld has been president and CEO of BankStar Financial since 1998.

He brings more than 30 years of bank management experience and is a graduate of South Dakota State University and the Graduate School of Banking at Colorado. Hegerfeld is a member of the South Dakota Bankers Insurance & Services (SDBIS) Inc. Board of Directors, an officer and director at Elkton Development Corporation, and is involved in various local community and nonprofit organizations.

In addition, Ann Hengel was also appointed to serve on the UBBI and UBB Boards of Directors. Hengel brings more than 44 years of banking experience, and her vast industry knowledge includes managing governance, risk and compliance functions in senior executive team positions, with her most recent position as chief risk officer for Bremer Bank, St. Paul, Minn.

Headquartered in Bloomington, Minn., United Bankers' Bank, an SDBA associate member, is a full service provider of correspondent banking services serving more than 1,000 community banks. ■■■

Amanda Lauer Joins Prairie Family Business Association Board



Amanda Lauer, BankStar Financial, Brookings, has joined Prairie Family Business Association's Advisory Board. Lauer, a third-generation family member of BankStar Financial, is vice president of human resources and marketing.

Lauer and John Mackner, a fourth-generation family member of Tollefson's Retail Group in Minot, N.D., begin a three-year term. The mission of the advisory board is to provide insight on programs of value and referrals of family businesses while helping to fulfill the Association's purpose to provide a resource network of family business success.

"We have an excellent advisory board who understands the real value of Prairie Family Business Association," said Executive Director Stephanie Larscheid. "Amanda and John, as well as their families, have been engaged members of the Association for years. We are excited to interact with them on a regular basis as we develop and plan our programs and member engagements for the future."

After completing two, three-year terms on the Advisory Board, the Association recognizes four outgoing board members for their contributions, including Scott Schneidemann of Frontier Bank in Sioux Falls. ■■■

Wells Fargo Launches Banking Inclusion Initiative

Wells Fargo has announced the Banking Inclusion Initiative, a 10-year commitment to help unbanked individuals gain access to affordable, mainstream, digitally-enabled transactional accounts—a meaningful entry point to fully participating in the economy and achieving financial stability.

The initiative will focus on reaching unbanked communities and, in particular, helping remove barriers to financial inclusion for Black and African American, Hispanic and Native American/Alaska Native families, which account for more than half of America's 7 million unbanked households. It also will assist those who are underbanked or underserved—individuals who may have a bank account yet continue to use high cost, non-bank services and have similar needs.

Wells Fargo will bring together multiple national and community stakeholders to roll out the broad-based initiative that is designed to increase access to affordable products, digital banking and financial guidance within unbanked communities. Through this

initiative, Wells Fargo also will collaborate with partners to explore solutions to the credit challenges facing unbanked individuals. This year, the bank will work with partners to set and begin measuring a 10-year goal for reducing the number of people who are unbanked, with milestones along the way.

According to 2019 FDIC data, 12.2% of Hispanic households, 13.8% of Black households and 16.3% of American Indian/Alaska Native households in the U.S. don't have access to a mainstream checking account—compared with 2.5% of White and 1.7% of Asian households. The FDIC also reports that while these figures have been trending downward, the number of unbanked households will likely increase in the aftermath of the ongoing COVID-19 pandemic.

Wells Fargo's commitment will be organized around three areas: access to affordable products and digital solutions, financial education and advice, and launching a national advisory task force. ■■■

Unique Partnership in Downtown Sioux Falls to Preserve Historic Landmark

First Dakota National Bank last year partnered with the State Theatre in Downtown Sioux Falls to purchase its historic tax credits, a move that provided more than \$1 million in funding to help reopen the 95-year-old theater.

This partnership is the first major investment of its kind through First Dakota National Bank to preserve and rehabilitate one of Downtown Sioux Falls' historic mainstays. The federal historic rehabilitation tax credit (HTC) program is an indirect federal subsidy to finance the rehabilitation of historic buildings with a 20% tax credit for qualified expenditures.

Work to restore the historic building into a modern movie house began in 2011. When phase one wrapped up late last year, Sioux Falls saw the theater reopen to the public after 30 years of being shuttered. During that phase, the theater was rehabilitated to match the original detailing from its first opening in 1926.

For First Dakota National Bank, investing in this particular landmark was a no-brainer.

"When we think about the State Theatre, and Downtown Sioux Falls, there's a lot of pride and nostalgia there," said Mike Ness, president of First Dakota National Bank in Sioux Falls. "We're always striving to support our community in different ways, and when it came to investing in the theater, it was never really a question about whether or not we were going to do it."

The partnership with First Dakota National Bank came at the right time to oversee the completion of the first phase, while setting up the historic theater with a security net of financing as they move forward with operations of the building. The HTC program provides funds in return for historically accurate renovations on old buildings as a way to incentivize and ensure historic



buildings are preserved.

The theater has also received substantial monetary contributions from T. Denny Sanford and the city of Sioux Falls.

"First Dakota was really open to the conversation at a time when banks were really busy, but they took the time and said, 'Of course we're going to help you with this,'" said Allison Weiland, executive director at the State Theatre. "We feel extremely grateful to have local investors who see the value in preserving a historic landmark that supports the growth of culture in our community."

This project has taken a lot of people coming together for a place that's truly special for the Sioux Falls community. This is revitalization at its best. The folks at First Dakota National Bank and the State Theatre hope that this will have a significant butterfly effect in bringing new growth in the community. 🌈

BankWest Awards Scholarships to Area Students

BankWest Chairman, President and CEO Charles H. Burke III announced the awarding of 21 BankWest Scholarships to students from across South Dakota for the 2021-2022 school year. Each student will receive a \$1,500 scholarship to pursue post-secondary education at a school of their choice.

"Awarding scholarships to these bright, young students is a sincere pleasure and honor," Burke said. "These young people exhibit strong leadership skills, academic excellence and a passion for their communities. In times like these, it's reassuring to know they are pursuing their dreams and will be there to lead us into the future."

BankWest has awarded \$484,500 in academic scholarships during the past 28 years. Burke said 75 students applied for this year's scholarships. The bank's program recognizes outstanding achievement by student account holders at BankWest. 🌈

SDBA MEMBERS

Have information from your bank or business about promotions, accomplishments or branch news? Submit your Bank Notes stories and photos to Alisa Bousa at abousa@sdba.com.

Branch Manager/Senior Loan Officer, Security State Bank, Viborg, 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 branch manager/senior loan officer to join our dynamic team. The position will be located at our office in Viborg, 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: direct the overall activities of the branch; originate, process and service loans; conduct credit analysis on existing and new clients; obtain documentation necessary to facilitate a loan closing; provide high level of service to customers. Competitive salary and benefits package offered. Qualifications: bachelor's degree in accounting and finance; minimum 10 years of experience; excellent analytical, problem solving and attention to detail skill set; self-motivated/self-starter; agricultural background preferred. Competitive benefits package including 401(k) plan, health, life, dental, vision. EOE. Please submit credentials and compensation requirements to: John J. Baumiller, President, at johnbaumiller@banksecuritystate.com. ■

Branch Manager VP, Commercial & Ag Lender, Eagle Bank, Elbow Lake, Minn.

Eagle Bank is a strong community bank where lending decisions are made locally with five locations in west central Minnesota. We are a 120-year-old bank and take pride in our local communities. We value our employees and offer a generous compensation package which includes comprehensive benefits and opportunities for professional development. This position will be responsible for proactively leading our Elbow Lake location. This includes engaging and motivating staff with visionary leadership, developing an effective culture, achieving short and long-term financial objectives, anticipating and responding to industry trends, and participating in civic and community activities. Responsibilities include daily operations, supervising team members and setting clear expectations and objectives, established loan portfolio oversight, soliciting and developing a variety of loans and deposits, and overall branch profitability and growth. Qualifications are progressive knowledge in agricultural lending, understanding of farm production methods, products and farm management, sales ability with excellent communication skills, ability to work independently and in a team environment, bachelor's degree or equivalent experience required, supervisory experience preferred. Applications may be submitted via our website at www.eaglebankmn.com or resumes may be emailed to HR@eaglebankmn.com. ■

BSA Oversight Officer, First Bank & Trust, Sioux Falls, S.D.

First Bank & Trust is looking for an individual to fill a BSA oversight officer position. This individual should have a bachelor's degree plus five years of bank BSA/AML-related experience or the equivalent. This person must have or obtain at least one BSA/AML certification from a bank trade association. This person should have knowledge of all applicable federal and state laws, regulations and regulatory guidance documents as they pertain to BSA. This person shall also have a background in fraud and fraud investigations. This

person should have strong written and verbal communication skills, strong analytical and problem solving skills. This person will need to work independently or as a team member in an environment requiring constant multitasking and reprioritization and utilize effective decision-making skills. For more information about this position and to apply online, please visit our website at www.bankeasy.com. ■

Business Development Officer II, BankWest, Pierre, S.D.

BankWest, a family-owned business with more than a 130-year history, is seeking an experienced, self-motivated individual with ag lending experience to join our team in Pierre, S.D. Our business development officer develops relationships with new and existing personal, agriculture and commercial customers through serving their financial needs by offering a variety of deposit and loan products and referrals for insurance, investment, and customer retail and trust products. A degree in agriculture, economics, accounting or business administration preferred with comparable work experience or family background in agriculture, ranching or small business. Applicants are invited to review the full job description and complete an online application at: www.bankwest-sd.bank/about/careers/. Please contact BankWest Human Resources at 800.253.0362 with questions. EO/AA. ■

Credit Analyst-Junior Banker, Security State Bank, Chancellor, S.D.

Security State Bank in Chancellor, S.D., has an opening for a credit analyst/junior banker. This is a great opportunity for a motivated, progressive individual with a four-year college degree. This position will allow the successful candidate to begin a career in southeastern South Dakota that has the potential to grow and evolve with a banking organization that consistently sets the standard in community banking. The successful applicant will participate in all facets of lending and branch banking with emphasis in analyzing our ag/commercial customer's financial condition. A strong sense of business opportunities, together with the creativity, energy and enthusiasm necessary to formulate and implement business development strategies is essential. Strong interpersonal communication and analytical skills, as well as the ability to practice sound decision making are required. A degree in agricultural business, finance or related area is required. This position will give you an opportunity to join a progressive banking organization that offers a competitive salary and benefits package. Successful applicant must pass pre-employment screening including credit history and criminal background check. EOE. Please submit credentials and compensation requirements to: John J. Baumiller, PO Box 107, Chancellor, SD 57015 or JohnBaumiller@banksecuritystate.com. ■

Manager/AVP/VP - Finance -Tax, 1st Financial Bank USA, Dakota Dunes or Sioux Falls, S.D.

1st Financial Bank USA is looking for a manager/AVP/VP of tax who will be responsible for the management of the bank's financial functions and financial/tax management services. The person will work closely with the chairman and chief financial officer to identify, assess and recommend improvement opportunities for the bank including expense

control and revenue generating initiatives. Responsibilities: coordinate with outside tax partners in the filing of all taxes; work with outside counsel on potential tax liability; ensure compliance with local, state and federal tax policies; development, implementation and ongoing coordination of the bank's budget and financial planning processes; and production of monthly, quarterly and year-end reporting. Qualifications include a BS/BA in finance, accounting or related field. An MS/MBA in accounting, finance, economics or related field or CPA is preferred. Minimum of five years of applicable experience in a production oriented environment (credit card experience preferred, but not necessary). We provide a highly competitive and comprehensive compensation and benefits program. To learn more and apply, please visit www.1fbusa.com/careers. 1st Financial Bank USA is an EO employer - M / F / Vets / Disabled. ■

Market Retail Leader, Dacotah Bank, Sioux Falls, S.D.

Dacotah Bank is looking for individuals who love to coach and develop others. Our market retail leader is a similar position to a branch manager or retail manager. It provides technical support, leadership and development to retail staff in our Sioux Falls banks and ensures that the highest quality of customer service is provided within the retail systems of the bank. Dacotah Bank has been named "best banks to work for" for the past three years. At Dacotah Bank, we believe that our success is grounded in our people. Therefore, we are focused on meeting and exceeding the development needs of our employees. Responsibilities of this position include: motivate, coach and support the vision of providing outstanding customer service and performance by leading a team of personal bankers and customer service representatives in outlying bank locations; help achieve the goals of Dacotah Bank through the sales, service and transactional relationships you develop and maintain with customers; actively promote and ensure a positive work environment for employees within the market; and attract, develop and retain talent. We offer an excellent benefits package, a competitive salary and an enjoyable work environment. Apply online at: dacotahbank.com/careers. Dacotah Bank is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. ■

Portfolio Manager, Dacotah Bank

Dacotah Bank is seeking an experienced, self-motivated individual to join our team as a portfolio manager. Position can reside in any Dacotah Bank location. The portfolio manager is a dual role responsible for the management of a diverse portfolio of business and agricultural credits that require special attention, along with assisting business and agricultural bankers throughout the company with large and complex credits. The special assets portion of the job responsibilities includes working with challenging borrows that have been identified as troubled credits, including establishing action plans and corrective measures to protect the bank in overall loan collection. The portion of the job responsibilities relating to managing large and complex credits includes providing expertise and analysis to bankers, going on joint calls with lenders to customers and prospects and assisting with the overall management of such credits. The successful candidate will demonstrate the following: minimum of 10 years of portfolio management of commercial and/or agricultural customers; manages a portfolio of business and agricultural loans identified as troubled credits, including those credits in bankruptcy or

foreclosure, and reviews the files and develops an appropriate exit strategy; meets with customers on a regular basis, monitors financial performance, establishes action plans to correct issues, monitors collateral and provides continual updates to company management; and acts on behalf of the company to minimize loss and maximize collection efforts. We offer an excellent benefits package, a competitive salary and an enjoyable work environment. Apply online at: www.dacotahbank.com/careers. Dacotah Bank is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. ■

Retail Branch Manager, First Bank & Trust, Brookings, S.D.

First Bank & Trust is looking for an individual to fill a retail branch manager position. This person should have a minimum of a bachelor's degree and three years of related experience or the equivalent. This person should have proven leadership and supervisory skills, including team building and sales-goal management. This person should possess good communication and organizational skills, well-rounded banking knowledge, and the ability to satisfy the banking needs of the customer while creating profitable relationships for the bank. For more information about this position and to apply online, visit our website at www.bankeasy.com. ■

Senior Loan Officer, Security State Bank, Chancellor, S.D.

Security State Bank in Chancellor, S.D., has an opening for a senior loan officer to join our dynamic team. This is a great opportunity for a highly-motivated individual to make a big impact in our growing organization that consistently sets the standard in community banking. In your role you will: originate, process and service loans; conduct credit analysis on existing and new clients; obtain documentation necessary to facilitate a loan closing; provide a high level of service to customers. This position will give you an opportunity to join a progressive banking organization that offers a competitive salary and benefits package. Qualifications: bachelor's degree in accounting and finance; minimum 10 years of experience; excellent analytical, problem solving and attention to detail skill set; self-motivated/self-starter; agricultural background preferred. Successful applicant must pass pre-employment screening including credit history and criminal background check. EOE. Please submit credentials and compensation requirements to: John J. Baumiller, PO Box 107, Chancellor, SD 57015 or JohnBaumiller@banksecuritystate.com. ■

CLASSIFIED LISTINGS

If you have a job opening at your bank, send your classified listing to Alisa Bousa at abousa@sdba.com or www.sdba.com, and we will post it on the SDBA website and print it in SDBANKER Magazine. The fee is \$50 per ad (200 word limit) for SDBA members or \$100 per ad (200 word limit) for non-members.

Seminars/Conferences/Webinars/Schools

SDBA EVENTS

Virtual Marketing Seminar: Winning New Customers in Times of Change
June 8, 2021 | Virtual

2021 Quad States Convention
June 14-15, 2021 | Rapid City & Virtual

Breaking into Banking 101: Fundamentals of Commercial Banking
June 23, 2021 | Virtual

SDBA Agricultural Credit Conference
July 21-22, 2021 | Pierre

LEAD STRONG: Women in Banking Conference
Sept. 14-15, 2021 | Sioux Falls

Annual Security Seminar
Oct. 6, 2021 | Sioux Falls

NEXT STEP: Emerging Leaders Summit
Oct. 26-27, 2021 | Sioux Falls

WEBINARS

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

Employment Records and How to Keep Them
June 10, 2021

Three Key Risk Assessments in Your ERM Program: ERM, IT and Internal Controls
June 10, 2021

Human Trafficking from the Survivors Perspective
June 10, 2021

The Role of the Information Security Officer
June 11, 2021

Wire Transfer Compliance—Rebroadcast
June 14, 2021

DIY Core Systems Selections
June 15, 2021

How to Re-Engage Your Team
June 15, 2021

Loan Documentation for the Agricultural Lender
June 16, 2021

Unclaimed Property Compliance for Financial Institutions
June 16, 2021

Equipment Lease Financing
June 16, 2021

Notary Public
June 17, 2021

Current Matters and Common Questions Impacting the Call Report
June 17, 2021

Back to Basics: The Bank Secrecy Act
June 18, 2021

Lending Regulations—The Basics
June 22, 2021

Quarterly Compliance Briefing: Summer 2021
June 23, 2021

TRID Hot Spots
June 24, 2021

HR Basics for Supervisors
June 24, 2021

Residential Construction Lending
June 25, 2021

Proactive Relationship Customer Services
June 28, 2021

Walking a Tight Rope: Loan Requests for Insiders
June 29, 2021

Diversity & Inclusion in the Workplace
June 29, 2021

Small Business Lending in a Post-COVID World
June 30, 2021

CAMELS Rating—Understanding the Components
June 30, 2021

Escrow Accounts Compliance
July 1, 2021

Alert! Marijuana and Hemp Accounts—Policy, Procedure and CIP
July 6, 2021

Executive Total Compensation—Strategies to Motivate and Incent
July 6, 2021

Fair Lending: New Emphasis in 2021 and What It Means to Your Institution
July 7, 2021

Problem Loan Workout in Today's Market
July 7, 2021

Best-Ever Compliance Checklists for Consumer Loans
July 8, 2021

Introduction to Commercial Lending
July 12, 2021

The Loyalty Factor: Translating Relationships into Non-Interest Income
July 13, 2021

Opening Fiduciary Accounts
July 13, 2021

Top 15 Issues with HMDA
July 14, 2021

Non-Compete Agreements and Restrictive Covenants: Protecting Your Organization
July 15, 2021

Secrets to Being a Great Call Center Agent
July 15, 2021

SCHOOLS

Dakota School of Banking
June 6-11, 2021 | Jamestown, N.D.

National School for Experienced Ag Bankers
June 21-24, 2021 | Spearfish

Graduate School of Banking in Colorado
July 18-30, 2021 | Boulder, Colo. & Virtual

Graduate School of Banking in Wisconsin
Aug. 1-13, 2021 | Virtual

GSBC Workshop on Community Bank Investments
Sept. 15-17, 2021 | Las Vegas, Nev.

GSB Financial Managers School
Sept. 20-24, 2021 | Madison, Wis.

GSB Bank Technology Security School
Sept. 27-Oct. 1, 2021 | Madison, Wis.

SDBA IRA School
Sept. 28-Oct. 1, 2021 | Sioux Falls

GSB Sales & Marketing School
Oct. 4-8, 2021 | Madison, Wis.

GSBC Executive Development Institute for Community Bankers
Oct. 17-20, 2021 | Broomfield, Colo. & Virtual

For more details and to register for a training, visit the SDBA's online event calendar at www.sdba.com/events.
Questions, contact the SDBA's Halley Lee at hlee@sdba.com or 605.224.1653.

2021 QUAD STATES CONVENTION

A NEW DIRECTION: Reimagine ↗ Reinvent ↗ Revolutionize

June 14-15, 2021 | The Monument *[former Rushmore Plaza Civic Center]*, Rapid City, S.D.



VIRGINIA HEYBURN

VP Strategy & Business Development, Fiserv, Brookfield, Wis.

Go Open or Go Home: The Promise of Open Banking



There has been a lot of conversation this past year around open banking in the financial services industry. Open banking extends data and banking as a service to give consumers the ability to move and manage money, where, when and how they want it. Beyond integration in a modern context, there are lots of new business possibilities with open banking—but there is still some ambiguity about the definition of open banking as it pertains to your market. Unravel what it means and how it can help you connect with your customers with highly personalized touchpoints and journeys. Find out if your institution is ready for the fintech era.

Virginia Heyburn advises C-level executives on industry and consumer trends, business drivers and technology strategies that align with a faster pace of consumer and business innovation.

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Learn more and register at www.sdba.com/convention.

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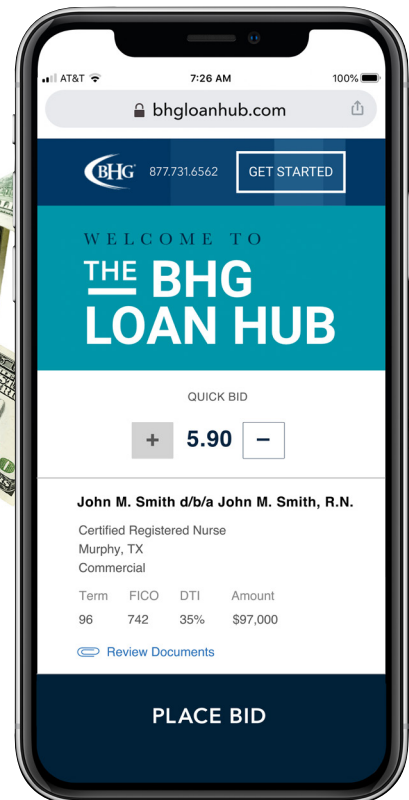
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