

South Dakota Banker

Your Premier Source to South Dakota's Financial Services Industry | March 2018



SDBA State Legislative Day

Emerging Industry Leaders
Take Part in State Legislative Day

Page 10

INSIDE.....

**South Dakota Banks Make a
Difference in Our Communities**

Page 9

**The Cash Basis Method of
Accounting: A Sequel**

Page 14

Beneficial Ownership: Step by Step

Page 18

South Dakota Development Corporation

ASK THE BOARD



Bob Miller
SDDC President

South Dakota Development Corporation Board President Bob Miller explains the SDDC's business programs

Q: How does the SDDC board advocate the MicroLOAN and SBA 504 programs and get the word out?

A: The South Dakota Development Corporation markets primarily through its website – thinksddc.com, along with advertising in the South Dakota Banker's Association publication. We also rely on word-of-mouth advertising to grow our relationships within the banking community.

Q: How does the SBA 504 benefit borrowers?

A: The 504 is great for borrowers because it offers companies long-term, fixed-rate financing. The rates are low, and generally very competitive in today's market. For companies that are looking to purchase fixed assets, the 504 is a wonderful tool.

Q: How does the MicroLOAN benefit borrowers?

A: The MicroLOAN is a terrific option for smaller companies. In addition to offering borrowers a 3 percent interest rate, the funds may be used for working capital, which is an option that not many loan programs offer.

Q: How are the programs administered?

A: The South Dakota Development Corporation board meets regularly and votes on all loan applications. Our loan officer presents the application and works closely with the partnering bank on due diligence, filing paperwork and funding.

Q: What kinds of businesses has the SDDC made loans to? Is there a variety?

A: The SDDC has helped finance all kinds of projects, from retail to manufacturing operations. Our borrowers are diverse in both locations and their product offerings. With loan amounts possible from \$1,000 in the Microloan program to \$5 million with the SBA 504 program, we've assisted businesses like Fetch in Pierre, Wooden Legs Brewery in Brookings, B9 Creations in Rapid City, and Dakota Layers in Flandreau.

FOR MORE INFORMATION:

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South Dakota Banker

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Front Cover Photo (L-R): Mike Keiser and Mark Dunn, First PREMIER Bank, Sioux Falls, and Keith Robbennolt, Security First Bank, Rapid City.

features

5 SDBA Board

SDBA Seeking Candidates for Board Elections

8 SDBA Event

Hotel Registration Open for 2018 Annual Convention

9 SD Banks Make a Difference in Our Communities

10 State Legislature

Emerging Industry Leaders Take Part in State Legislative Day

14 Accounting

The Cash Basis Method of Accounting: A Sequel

16 South Dakota Bankers Foundation

Sanborn Central Students Win Business Plan Competition

17 SDBA News

Four Companies Join SDBA as Associate Members

18 Compliance

Beneficial Ownership: Step by Step

in every issue

4 Message from the Chairman

Opportunities to Get Involved

6 From the Executive Office

Representing the Industry in Pierre

7 SDBIS Update

My appendectomy cost how much?

20 Bank Notes

21 Classifieds

22 Education Calendar



message from the chairman.....

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

Opportunities to Get Involved

This is a favorite time of year for me. Not only are we one step closer to seeing green grass, but I enjoy watching basketball. March brings the excitement of high school and college tournament action, and there's nothing quite like a game that ends on a buzzer beater.

March also brings to end another legislative session in South Dakota. Now would be a great time to recognize and thank your area legislators for the remarkable dedication of time and effort they put forth. They have a difficult task and don't get paid much to do it. I'm sure they would appreciate an encouraging word or a pat on the back as they finish up their important work this month.

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« We had a great turnout of more than 90 bankers, including 25 emerging industry leaders who added some extra energy and enthusiasm. »
.....

Speaking of the Legislature, a special thank you to all who attended the SDBA State Legislative Day on Feb. 7 in Pierre. We had a great turnout of more than 90 bankers, including 25 emerging industry leaders who added some extra energy and enthusiasm.

The agenda for the day was full of activities including an SDBA Board of Directors meeting, SDBA Legislative Committee meeting, luncheon, an economic update, address by Gov. Dugaard, trip to the Capitol, special reception for our emerging leaders, and the evening reception highlighted with the announcement of the winners of the High School Business Plan Competition. Thanks to the SDBA staff for organizing such a successful event!

March is also the time for SDBA Board of Directors election nominations (*see the story on the next page*) and registration for the SDBA Ag Conference on April 11-13 in Pierre, the ABA Government Relations Summit in Washington, D.C., on April 23-25, and the SDBA/NDDBA 2018 Dakota School of Lending Principles on April 24-27 in Aberdeen. Visit the SDBA's website at www.sdba.com for more details on each event and to register to attend. Be sure to take advantage of one or more of these opportunities if you have an interest.

In the meantime, best wishes to your favorite basketball team(s) for a thrilling end to the season! ■

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

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SDBA Seeking Candidates for Board Elections



Elections for the SDBA's Board of Directors are scheduled for March and April. Three directors have terms that expire on April 30, 2018, in addition to a vacancy in Group 5. Elections will take place in Group 2, Group 5, Country Bank Category and Large Commercial Bank Category.

If you are interested in running for one of the Board seats, please contact one of the nominating committee members listed below by Wednesday, March 21, 2018. Please also submit a short bio and headshot photo for the voting ballot. Newly-elected Board members will take office on May 1, 2018, and serve a three-year term expiring April 30, 2021.

Group II Nominating Committee

(Banks in Brown, Day, Clark, Codington, Deuel, Grant, Hamlin, Marshall, Roberts and Spink counties.)

Joe Senger

Dacotah Bank, Aberdeen
605.225.4850
joe.senger@dacotahbank.com

David Ebbers

Reliabank Dakota, Watertown
605.873.2261
davide@reliabank.com

Group V Nominating Committee

(Banks in Bennett, Butte, Custer, Fall River, Haakon, Harding, Jackson, Jones, Lawrence, Meade, Mellette, Oglala Lakota, Pennington and Todd counties.)

Shawn Rost

First Interstate Bank, Rapid City
605.716.8928
shawn.rost@fib.com

Jack Lynass

Black Hills Community Bank, Rapid City
605.343.2422
jackl@bhcbank.com

Country Bank Nominating Committee

(Banks with deposits of less than \$75 million as of 06-30-17.)

Paul Domke

Heartland State Bank, Redfield
605.475.5500
pdomke@hsbsd.com

Bruce Haerter

Farmers State Bank, Hosmer
605.283.2201
bruceh@valleytel.net

Large Commercial Bank Nominating Committee

(Banks with deposits of \$500 million or more as of 06-30-17.)

Kevin Tetzlaff

First Bank & Trust, Brookings
605.696.2200
kevin.tetzlaff@bankeasy.com

Steve Hageman

Plains Commerce Bank, Watertown
605.886.6966
shageman@plainscommerce.com

2018 Board of Directors Election Time Table

- March 21, 2018: Deadline to contact nominating committee to get name on ballot.
- March 26, 2018: One mail ballot sent to each bank in Group II and Group V.
- April 9, 2018: Voting complete in Group II and Group V.
- April 10, 2018: One mail ballot sent to each bank in Country Bank & Large Commercial Bank Category.
- April 24, 2018: Voting complete in Country Bank and Large Commercial Bank Category.



from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

Representing the Industry in Pierre

By the time this issue of South Dakota Banker Magazine lands on your desk, the regular run of the 2018 State Legislative Session will be at or near its endpoint. I consider it a great privilege to carry the best interests of South Dakota's strong and diverse banking industry in debates over important public policy issues. But, my voice is only as strong as the trusted relationships established by hometown bankers with their local legislators. Thanks for all that you do to build those relationships before sending them to Pierre each January.

State Legislative Day Recap

Speaking of building relationships, I want to give a big shout out to the large contingent of bankers who traveled to Pierre to participate in the SDBA's State Legislative Day on Feb. 7. Based on the feedback we have received, banker attendees felt it was time well spent.

The conference also marked the inaugural gathering for some 25 emerging leaders of South Dakota's diverse banking industry. Those emerging industry leaders participated in a host of activities including the SDBA Legislative Committee meeting, business luncheon and a lively discussion of the U.S. economy led by Dr. Stephen Happel. During his annual visit with bankers, Gov. Dennis Daugaard spoke to South Dakota's emerging (and grizzled) banking industry leaders about the importance of grit, persistence and collegial encouragement of one another as key qualities of community leaders.

SDBA hosted a late-afternoon reception specifically for those emerging industry leaders. I was struck by the buzz in the room as that group of bankers learned more about each other, both professionally and personally. It is apparent that this group understands that industry-wide issues exist outside the four walls of their hometown banks and that there is a role for them to play in addressing those issues. This gathering served as a great first step in the SDBA's emerging leader programming, and we are enthusiastic about drawing on this talented group of bankers as we plan future programming.

On the morning following the State Legislative Day, a number of bankers also participated in a bankers-only and town hall meeting with Minneapolis Federal Reserve Bank President Neel Kashkari, who was interested to hear bankers' assessments of local economic conditions. He was particularly interested in gauging early reaction to

federal income tax reform.

Each year during our State Legislative Day, we distribute the latest edition of our annual Banks Make a Difference survey piece highlighting bank and banker support for charitable and civic causes in their local communities. Copies were distributed to all 105 members of the Legislature, displayed at the State Legislative Day, and mailed to all SDBA member banks and branches. A high-resolution pdf file is available online at www.sdba.com. Feel free to reproduce it as you see fit.

By way of background, the SDBA collects data every January from member banks via an electronic survey. The aggregated figures are what appear in this public relations piece. To all the banks who make the effort to complete the survey, I want to offer a huge...THANK YOU!! If your bank is not represented in the survey results this year, please make it a priority to complete next year's survey.

Federal Legislation

As the 2018 State Legislative Session winds down, my public policy focus shifts quickly to Washington, D.C. While many bills are in play in Congress, I want to highlight just a couple.

ABA's Capitol Hill lobbyists recently learned that a vote could occur by mid-March on S. 2155, the bipartisan Economic Growth, Regulatory Relief and Consumer Protection Act. Two more co-sponsors added their names to the bill on Feb. 16—Senators Ben Sasse (R-Nebraska) and Doug Jones (D-Alabama). This brings the number of co-sponsors to 26—13 Republicans, 12 Democrats and one Independent. It is a given that whenever the bill gets calendared for Senate debate, dissatisfied Democrats led by Senators Sherrod Brown and Elizabeth Warren will attempt to derail this bill even though it represents a bipartisan Senate compromise that may be rarer than a white rhinoceros. Sen. Mike Rounds, along with 14 of his Senate Banking Committee colleagues, is a co-sponsor of S. 2155. According to what I have heard from Sen. Thune's staff, I expect he will vote in favor of S. 2155.

Lastly, I am pleased to report that on Feb. 6, Sen. Rounds introduced S. 2378, the Access Business Credit Act of 2018. According to his press release, "This legislation would incentivize community banks to provide loans to small businesses and farmers by excluding from a lender's

Continued on page 20



My appendectomy cost how much?

So, you went into the hospital with pain in your lower right side. Within minutes you were in surgery, and your appendix was removed. Recovery was quite painless. In fact, you were home within 12 hours and back to work within 48 hours. No doubt we have a remarkable health care system in the United States, especially for such simple procedures like an appendectomy.

Within two weeks you get your hospital bill, and it's \$31,500 for your 14-hour stay and surgery. You have insurance and are just responsible for the \$1,500 co-pay. What is wrong with this picture? Why is a simple appendectomy and a short stay in the hospital so expensive, especially compared to other developed countries? The United States charges the most for drugs, office visits, hip and knee surgeries, baby deliveries, etc., and our outcome is in many cases less successful.

The following information comes from Commonwealth Fund in 2016.

Americans pay more for health-care services and products.

A 2016 report by the International Federation of Health Plans offers ample evidence of the high prices paid by Americans compared to other developed countries.

For instance, the average cost of an MRI in the U.S. was \$1,119 in 2015, compared to \$811 in New Zealand, the second-highest cost cited in the IFHP study. An MRI in Spain averaged \$130.

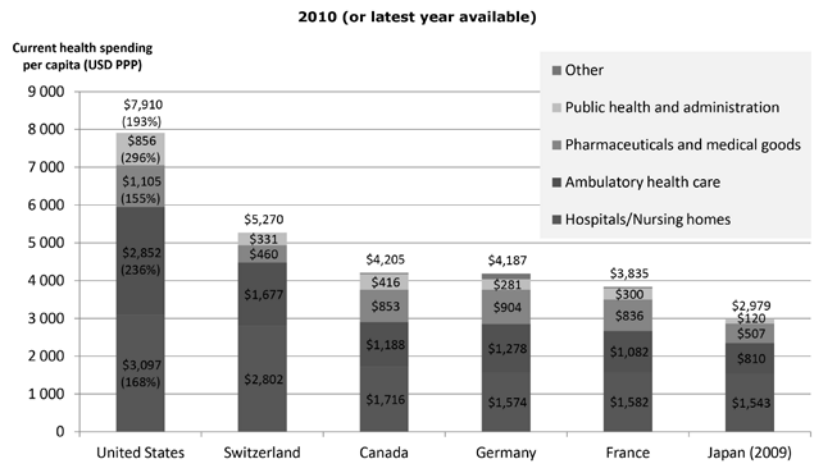
Average cost of an appendectomy: \$15,930 in the U.S., \$8,009 in the United Kingdom and \$3,814 in Australia.

Average cost of a normal delivery of a baby: \$10,808 in the U.S. compared to \$7,751 in Switzerland and \$5,312 in Australia.

Bill for hip replacement averaged \$29,067 in the U.S. compared to \$19,484 in the U.K. and \$6,757 in Spain, the study said.

It is difficult to find data that is more current, but you can be assured the cost in the U.S. has escalated beyond even what these studies are reporting, as just witnessed by my friend who had his appendix removed for \$31,000

US health spending is much greater for all categories of care, particularly for ambulatory care and administration cost



Note: Health spending excludes investments. The percentages in the US bar indicate how much more the US spends per category compared with the average of the five other OECD countries.
Source: OECD Health Data 2012.

in South Dakota.

In 2015, the International Federation of Health Plans shows that an appendectomy costs \$27,797 in America. This is in the 95th percentile of commercial costs for the surgery. The U.S. average for the procedure is \$13,003. The U.S. "commercial low" is \$7,756. The comparable cost of the same surgery in Germany is \$3,093.

There is no reason why identical procedures and products should vary in price to this extent when Germany can do a simple appendectomy for \$3,093, and we are paying 10 times as much. We have a critical problem in the U.S. with what medical facilities are charging for medical services and the outrageous prices drug companies are charging for prescription drugs.

I hope we never get to socialized medicine, but if the medical community does not reign in their capital expenditures, over the top administrative cost and escalating prices for procedures, we are staring in the eyes of a federally-controlled health care system. It is up to the medical community now. ■

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

Hotel Registration Open for 2018 Annual Convention

Bankers and business partners can now make their hotel room reservations for the 2018 NDBA/SDBA Annual Convention June 10-12 in Fargo.

This year's convention will be held at Delta by Marriott at 1635 42nd St. SW in Fargo. Room prices are \$92 and \$105. The deadline to reserve a room from the annual convention block is May 10. To make a reservation, call Delta by Marriott at 701.277.9000.

This year's event will look to innovate, inspire and

ignite bankers. It is also an opportunity for bankers from South Dakota and North Dakota to get together to share ideas and for bankers to learn about new products and services from our business partners.

This year's host is the North Dakota Bankers Association. Be watching for more details to come on exhibiting, sponsoring and advertising at the Annual Convention. Visit www.ndbaconvention.com. Or contact the North Dakota Bankers Association at 701.223.5303. ■



The graphic features a geometric pattern of overlapping triangles in shades of gray on the right side. At the top left, there are three circular icons: a gear, a lightbulb, and a flame. Below these icons, the text "SAVE THE DATE" is written in a bold, sans-serif font. To the right of this, the dates "June 10-12" and the location "Delta by Marriott, Fargo" are displayed. In the center, the words "INNOVATE • INSPIRE • IGNITE" are written in a large, bold, sans-serif font. Below this, the text "2018 NDBA/SDBA ANNUAL CONVENTION" is written in a bold, sans-serif font. At the bottom left, there is a black and white photograph of a historic building in Fargo with a sign that says "FARGO". At the bottom right, there is a black and white photograph of the Delta by Marriott hotel. Text at the bottom right includes "MAKE HOTEL RESERVATIONS NOW", room prices "\$95 | \$105", the phone number "Call Delta by Marriott 701.277.9000", and the "Reservation Deadline: May 10". The website "ndbaconvention.com" is also mentioned.

SAVE THE DATE

June 10-12
Delta by Marriott, Fargo

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ndbaconvention.com

SOUTH DAKOTA BANKS

Make a Difference in Our

COMMUNITIES

The SDBA unveiled the latest results of its Banks Make a Difference Project during its State Legislative Day on Feb. 7 in Pierre. Copies of the promotional handout were provided to all attendees and to all state legislators. Copies were also mailed to all member banks and branches.

Each January, the SDBA surveys its member banks and collects data on the importance of banks to their local communities and to the state as a whole. The annual project is just a glimpse of how banks work every day to help South Dakotans grow and prosper.

The document is a great tool that banks can use to promote all of the things they do for their communities. Banks are encouraged to use the document in their promotional efforts, make copies as needed and link the document on their websites. View the survey results at www.sdba.com/sd-banks-make-a-difference. Questions, contact Alisa DeMers at ademers@sdba.com or 605.224.1653.

South Dakota bank
employees volunteered
154,065 HOURS
with community organizations
and donated
\$58 MILLION
in charitable
contributions
and grants.



Loaned and invested
\$361 MILLION for
housing and community
development projects.



South Dakota banks
donated **\$13 MILLION**
in charitable contributions
and grants.



Employ **11,168** plus
people with an annual
payroll of more than
\$804 MILLION.

The South Dakota Bankers
Foundation and banks awarded
\$180,000 in high school
scholarships.



South Dakota banks sponsored
EverFi, a financial literacy program,
at **121** schools across the state,
reaching **10,659** students.

state legislature.....



L-R: Kelsea Kenzy Sutton, First Fidelity Bank, Burke; Brad Jacobson, Bryant State Bank, Bryant; Marnie Herrmann, Security First Bank, Rapid City; and Jody Bender, U.S. Bank, Rapid City.



L-R: Dacotah Bank employees Travis Ellison, Lemmon; Matt Smith, Sioux Falls; Garrett Schweitzer, Lemmon; Jared Vilhauer, Sioux Falls; and Michael Hollan, Aberdeen.



Gov. Dennis Daugaard spoke to attendees about the qualities of civic and business leaders and why some people leave while others decide to stay and better their local communities.



L-R: Paul Domke, Maria DeYoung, Joseph Lutter and Scott Domke, all with Heartland State Bank, Redfield.



L-R: Darrell Schmith, First PREMIER Bank, Sioux Falls; Derek Nolan, Rivers Edge Bank, Parker; Don Nolan, Rivers Edge Bank, Marion; Justin Beckstrand, Rivers Edge Bank, Marion; and Rep. Hugh Bartels, Watertown.



On right, Frank Farrar, First National Bank, Fort Pierre, shares a few words of wisdom from his banking career with attendees of the emerging leaders reception.

Emerging Industry Leaders Take Part in State Legislative Day

By Alisa DeMers, SDBA

The South Dakota Bankers Association held its State Legislative Day on Feb. 7 in Pierre at the Ramkota Hotel & Conference Center. A new component of this year's event was events specifically for emerging leaders of the state's banking industry.

"It is important that elected officials know that bankers care about the decisions that they make and that you appreciate their sacrifice away from their families and their jobs back home," SDBA President Curt Everson told attendees following the noon luncheon.

"I want to give a special shout-out to more than 20 emerging industry leaders who made the trek here today. The fact that you are here today tells me that you recognize that there is more to banking than just what happens in the four walls of your bank. You recognize that being an advocate for your bank and for your customers is an important part of your job description."

Following Everson's legislative update, Dr. Stephen Happel, emeritus professor of economics at Arizona State University, provided an update on the U.S. economy — past, Trump and the coming decade. Dr. Happel speaks throughout the U.S. on Federal Reserve policy, current tax and spending proposals by the White House and Congress, and demographic patterns to consider where the U.S. economy may go next.

Gov. Dennis Daugaard directed his address to the emerging leaders in the audience and reinforced the importance of the banking industry

in building local economies.

"Bankers are always important to the leadership of a community. If you look at virtually any community in South Dakota and you make a list of the top leaders in a community, you will always find a number of bankers among them," Gov. Daugaard said. "I venture to say if we didn't have main street bankers, our economy of leadership in our local communities would be much smaller and much less effective."

"So, those of you who are already leading in your community, I thank you. And those of you who are among the group of emerging leaders, thank you for your interest in your community and to your willingness to lead that community."

The Governor posed the question of why some people decide to leave a community while others stay and become civic and business leaders. He spoke about the characteristics of being an emerging leader.

Emerging banking industry leaders had a chance to network during a special emerging leaders-only reception. All bankers then joined state legislators and constitutional officers for a reception, during which the winners of the South Dakota Bankers Foundation's Business Plan Competition were announced. (See the story on page 16.)

Thank you to our sponsors:

- South Dakota Development Corporation sponsored the noon luncheon.
- Federal Home Loan Bank of Des Moines sponsored speaker Dr. Stephen Happel.
- Promontory Interfinancial Network, LLC sponsored the evening reception. ■



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state legislative day.....



L-R: Ann Buckmiller, Fishbank Financial Corporation, Brookings; Kelsea Kenzy Sutton, First Fidelity Bank, Burke; Elizabeth Duffy, First Bank & Trust, Sioux Falls; and Kristina Schaefer, First Bank & Trust, Sioux Falls.



L-R: Mark Dunn, First PREMIER Bank, Sioux Falls; Maria DeYoung, Heartland State Bank, Redfield; Joseph Lutter, Heartland State Bank, Redfield; Alisa DeMers, SDBA, Pierre; and Justin Lester, Dakota Prairie Bank, Presho.



L-R: T.J. Gusso, First Interstate Bank, Spearfish; Halley Lee, SDBA, Pierre; and Joshua Horak, First Interstate Bank, Spearfish.



Keynote speaker Dr. Stephen Happel, emeritus professor of economics at Arizona State University, updated bankers on the U.S. economy.



L-R: Brit Miller, First National Bank in Philip, Philip; Austin Bernhard, American Bank & Trust, Pierre; and Todd Hopkins, CorTrust Bank, Sioux Falls.



L-R: Jeff Lee, First Bank & Trust, Brookings, and Sen. Gary Cammack, Union Center.

Federal Reserve Bank of Minneapolis President Visits with SD Bankers

By Alisa DeMers, SDBA

South Dakota bankers had the chance to share with Federal Reserve Bank of Minneapolis President Neel Kashkari what they are currently seeing in their local economies and how those conditions are impacting their banks and their clients. Kashkari met with bankers on Feb. 8 in Pierre prior to holding a Town Hall Forum open to the public at the Ramkota Hotel in Pierre.

"The tax change was probably one of the biggest surprises of the year, and not in terms of the fact that they did it, but it seems like it has led to a lot of optimism and enthusiasm," Kashkari told bankers. "Now whether that enthusiasm then translates into more investment and more expansion, I am interested in hearing what you are all seeing."

Discussions at the meeting with bankers and the Town Hall Forum included workforce availability, attracting and retaining qualified workers especially in more rural areas of the state, the lack of new bank charters in the country since the recession, regulatory challenges for small banks and the current ag economy.

"I hear this a lot, almost everywhere I go around our



district. I always ask people and they say, 'We can't find workers, we can't find skilled workers especially.' And I say, 'Well, first of all, are you raising wages?' Often times the answer is no. And then I say, 'Well you want more of something, well guess what, you are going to have to pay more for it. It is supply and demand in the market.'"

During the town hall meeting, SDBA President Curt Everson asked Kashkari why during this post recession period of economic expansion there has been such low interest from investors to form new banks in the U.S. Everson asked if this trend concerns the Fed and if so, what can be done to change this paradigm.

Kashkari said this trend has been going on for several decades. Challenges include regulations, technology, consolidation and less demand for new charters.

"There are economies of scale increasingly in banking. I think between both regulations and technology, it is harder for some small banks to try to compete with bigger banks, and so you are seeing a lot of consolidation and mergers of smaller banks and fewer demand for charters for new small banks to form," Kashkari said.

"I think there are things that we can do on the regulatory front to level the playing field and I think there is a lot of interest in doing that, but some of these broader challenges are probably not going away."

The two morning meetings which bankers attended were part of a broader itinerary that also included listening sessions with other local business leaders, elected officials (including Gov. Dugaard) and tribal leaders from across the state. All of this is to help familiarize Kashkari with local communities that make up the Ninth District and give him a better understanding of what drives each unique local and state economy.

The Minneapolis Fed is charged with understanding current business conditions in the Ninth District, which includes South Dakota as well as Montana, North Dakota, Minnesota and portions of Wisconsin and Michigan. ■

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THE CASH BASIS METHOD OF ACCOUNTING: *A Sequel*

By Blake E. Crow, CPA, MBT, Partner, Financial Institutions Services Group, Eide Bailly LLP, Sioux Falls

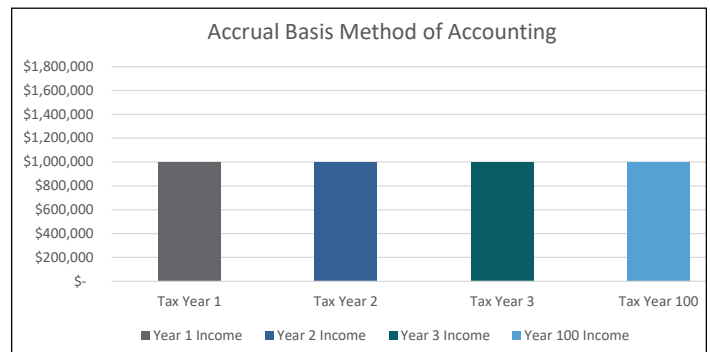
Much like none of us probably expected Oliver Stone and Michael Douglas to revive the “Wall Street” franchise in 2010 after a 23-year hiatus (the whole “Wall Street” thing is a bit of a recurring theme if you happened to have missed last month’s article), you probably didn’t expect to see a second article about the cash basis method of accounting for income taxes in as many months. And yet, here we are! That being said, it is important to note that while the topic is the same, the taxpayers who can benefit are most definitely different.

Last month, I covered a potential tax planning opportunity for 2017 prior to the tax cuts and JOBS Act becoming the law of the land. This month, I’ll cover an opportunity that is first available in 2018 as a result of the passage of that law. I know what you’re thinking, you’re currently somewhere between trying to gather information for your 2017 tax return and just having wrapped it up, and your 2018 return is the furthest thing from your mind. However, there is good reason to address this opportunity sooner rather than later, and I’ll get to that, but first the change itself.

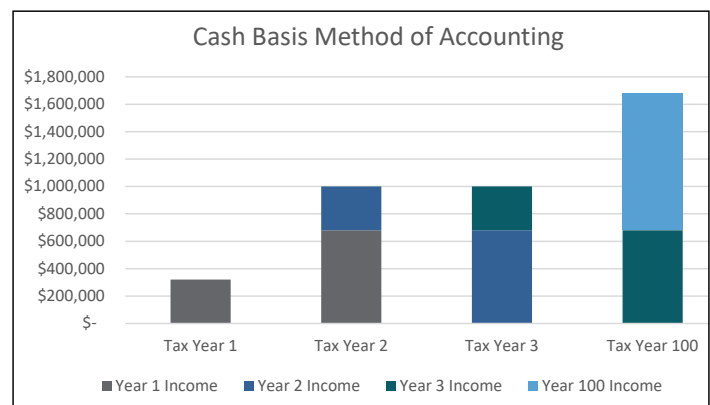
As I discussed last month, C corporations with average annual gross receipts that don’t exceed \$5 million and Subchapter S corporations with average annual gross receipts that don’t exceed \$50 million were eligible to make an automatic change to the cash basis method of accounting for tax purposes for 2017. Beginning in 2018, the gross receipts limitation on C corporations’ use of the cash method of accounting is increased from \$5 million to \$25 million. That means that every C corporation that is currently using the accrual method of accounting as a result of not meeting that \$5 million gross receipts test, but that does meet the increased \$25 million test, should seriously consider making a change to the cash basis in 2018.

The potential tax deferral opportunity for this change is significant. According to Dec. 31, 2017, Call Report data, banks in South Dakota with less than \$10 billion in total assets had average accrued interest receivable equal to 0.98 percent of total assets and average total accrued expenses of 0.30 percent. The difference between those two values, or 0.68 percent of total assets, represents the average potential tax deferral as a result of making this change. Based on those averages, a \$100-million bank would see a \$680,000 reduction in taxable income in 2018 as the result of changing methods.

It is a common misconception that the initial reduction in taxable income from the change is a one-year deferral and then, assuming the accrual to cash adjustment remains more or less constant, no future benefit is realized. However, that is not the case. Let’s look at the hypothetical \$100-million bank again and assume it has accrual basis taxable income of \$1 million every year. Its taxable income for the next 100 years would look like:



However, if the bank elected to make the change in accounting method to the cash basis in year one, the accrual to cash conversion remained constant over the next 100 years, and the bank remained on the cash basis until year 100 when either 1.) its gross receipts required it to change back to the accrual basis or 2.) the bank was sold, the bank’s taxable income would look like:



As can be seen, although the bank’s taxable income is \$1 million in both scenarios in years two through 99, under the cash basis the bank is really paying tax on a significant portion of the prior year’s income while deferring the tax on a significant portion of the current

year's income to the following year. This deferral continues in our example until year 100, when an event occurs that requires the bank to return to the accrual basis.

It is not until that time that the bank recognizes the additional income originally deferred in year one. For this reason, a change to the cash basis does not result in a one year deferral of income, but instead results in an indefinite deferral of income until such point in time that the cash basis can no longer be utilized. The tax savings on this indefinite deferral provide funds that can be invested by the bank, increasing earnings by thousands of dollars a year.

Now that I've covered the benefits of the change in method itself, as promised I'll circle back to why you should care about this now and not just deal with it with 2018's tax return. Deciding to make the change early in the year allows the bank to take the impact of the change into account when making quarterly estimated tax payments. The bank, knowing that it expects its 2018 tax liability to be \$67,200 instead of \$210,000, has the opportunity to begin reducing its estimated tax payments as early as April 15 (assuming it is a calendar year taxpayer). This allows the bank to avoid making an interest free loan to Uncle Sam totaling \$142,800 in 2018 and instead invest those funds in earning assets as early as possible.

After discussing the benefits of a change to the cash basis, I am often asked how the change impacts the bank's internal accounting. In short, the bank's books and records will continue to be maintained on an accrual basis as the

change only impacts the method of accounting used for tax purposes. The bank's tax preparer will calculate an accrual to cash conversion utilizing the bank's beginning and ending balance sheets, meaning the change requires no additional accounting effort on the part of the bank.

With that, while "Wall Street: Money Never Sleeps" may have confirmed the belief that often times the sequel isn't as good as the original, hopefully this particular sequel proves different. Hopefully, it has provided you with a strong case for considering a change to the cash basis in 2018 if the tax cuts and JOBS Act has now made that an option for you thanks to its expansion of the use of the cash basis method of accounting. ■



Blake E. Crow, CPA, MBT, has more than nine years of public accounting experience with a focus on the financial institutions industry. A partner in the financial institutions services group for Eide Bailly LLP in Sioux Falls, Crow provides management consulting, tax planning and tax compliance services to financial institutions ranging in size

from less than \$20 million to more than \$2.4 billion. An SDBA associate member, Eide Bailly is ranked as one of the 25 largest regional CPA firms in the nation. The regional CPA and business advisory firm offers a team of professionals who work specifically with clients in the financial institutions industry. For more information, contact Crow at bcrow@eidebailly.com, 888.777.2015 or visit www.eidebailly.com/banking.

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L-R: Michael Preslicka, Thomas Heth, Kaleb Wells, Alex Wormstadt, Daniel Johnson, Austin Schmit, Lt. Gov. Matt Michels, Johnny Ricke, Tatyana Ferguson, Eliana Reindl, Xandria Norris, Mathias Clausen and Hunter Vissia.

Sanborn Central Students Win Business Plan Competition

Austin Schmit and Alex Wormstadt, Sanborn Central High School students, won first-prize in the 28th Annual Business Plan Competition for high school students. The competition is co-sponsored by the South Dakota Bankers Foundation and the Governor's Office of Economic Development.

The concept behind the Business Plan Competition is to take an idea for a business that could be started by a student and transfer it into a business plan.

The finalists, parents and advisors were invited to attend the SDBA's State Legislative Day evening reception on Feb. 7 in Pierre to receive awards from Lt. Gov. Matt Michels in recognition of their entrepreneurial efforts.

Schmit and 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, Schmit and Wormstadt received \$1,500.

The other finalists were:

- Michael Preslicka, Daniel Johnson, Thomas Heth and Kaleb Wells, students from Burke High School, received second place and \$1,000.
- Hunter Vissia and Mathias Clausen, students from Belle Fourche High School, received third place and \$500.



L-R: Dr. Leon Korte, Steve Harding, D.J. Mertens, Lt. Gov. Matt Michels, LaJena Gruis, John Clausen and Matt Judson.

- Three runners-up each received \$300 for their entries and are as follows: Tatyana Ferguson, Sully Buttes High School; Johnny Ricke, Madison High School; and Eliana Reindl and Xandria Norris, Cheyenne Eagle Butte High School.

Thank you to this year's competition judges: John Clausen, Clausen & Rice CPA Firm, Pierre; LaJena Gruis, Governor's Office of Economic Development, Pierre; Steve Harding, South Dakota Department of the Military, Pierre; Matt Judson, First National Bank, Pierre; Dr. Leon Korte, University of South Dakota, Vermillion; and D.J. Mertens, retired banker, First Fidelity Bank, Kennebec. ■

Four Companies Join SDBA as Associate Members

The SDBA Board of Directors has approved four new associate members: @RISK Technologies, Inc., Capitol Lien, Epicosity and Purple Wave Auction. SDBA associate members are board-approved organization that provide significant and ongoing services to the South Dakota banking industry.

@RISK Technologies, Inc.

Allen Mitchell, VP Channels and Client Executives
16400 Dallas Parkway, Suite 100, Dallas, TX 75248
972.532.1878, ext. 201
armitchell@atrisktech.com
www.atrisktech.com

@RISK Technologies, Inc. is a SaaS-based cybersecurity risk management solutions provider for mid-market banks that leverages IBM's Watson Artificial Intelligence to provide a real-time, quantified approach for managing enterprise-wide cybersecurity, improving threat protection and prediction, and achieving heightened compliance and less risk. Our customers believe we have a unique and innovative approach—applying trade craft and expertise gained from our previous work on counter terrorism for the Department of Defense—to the equally asymmetric and evolving cyber threat. @RISK is truly committed to helping Main Street USA by keeping nefarious cyber actors out of your network and preserving customer trust.



Capitol Lien

Mackenzie Kelly, Client Relations Coordinator
1010 Dale Street North, St. Paul, MN 55117
651.488.0100
mackenziek@capitollien.com
www.capitollien.com

Capitol Lien is an industry leader in providing comprehensive due diligence research. Financial professionals and businesses across the nation utilize their services to better protect their investments and make decisions with confidence. The company's public record research covers all areas relating to UCC and lien searches, real estate research, background checks, court searches, corporate filing and retrieval, bankruptcy, and so much more. With a nationwide presence and local headquarters in Minnesota, Capitol Lien is ready to handle any needs that come your way.



Epicosity

Justin Smorawske, CMO/Partner
300 N. Main Ave, Sioux Falls, SD 57104
605.275.3742
info@epicosity.com
epicosity.com

Epicosity is an ideas company that specializes in finance marketing, blending traditional services with a strong digital footprint. We're thinkers. We're dreamers. We're storytellers, with a digital edge. We excel in creative development, digital strategy, video production, website development, PR and media buying and planning. With clients in 23 states and five countries (and counting), we have expertise in a variety of industries, including bank and financial institution marketing.



EPICOSITY.

Purple Wave Auction

Penny Hughs, Trade Association Coordinator
825 Levee, Manhattan, KS 66502
866.608.9283
association@purplewave.com
www.purplewave.com

Purple Wave is an auction service that creates liquidity for borrowers and lenders working through a variety of financial situations. Purple Wave specializes in liquidating equipment and vehicles through no-reserve public Internet auctions—providing the easiest and most straightforward way to buy and sell used equipment quickly and efficiently. The Purple Wave approach to auction maintains the traditional auction experience for buyers and sellers, but affords the convenience that comes with the Internet. From marketing and listing your assets to selling and collecting payment, sellers benefit from a full-service experience. In addition, Purple Wave does not require equipment be moved from the seller's location which saves the seller time and money.



For a full list of SDBA associate members and contact information or information about applying to become an SDBA associate member, visit www.sdba.com/associate-members. Or contact Alisa DeMers, SDBA, at 800.726.7322 or ademers@sdba.com. ■

Beneficial Ownership: Step by Step

By Silvia Garcia Maggio, CRCM, Associate General Counsel, Compliance Alliance

There have been a lot of questions on the various 2018 rules but one of the two (looking at you, HMDA!) that the Compliance Alliance hotline gets the most questions on is the beneficial ownership rule. And the number one question? “Can someone please explain this to me in plain English?!” It’s a fair question, so it’s time to break down this rule by going step-by-step.

Step 1: Who Does This Rule Apply to?

The rule applies to “legal entities” as defined by the rule. So, even if you’re used to thinking about family trusts and estates as a “legal entity” because they are separate from the individuals involved with them and they are created by state law, that’s not the defining trait of a “legal entity.” The defining trait is an organization that is created by registering with the Secretary of State (or whatever your state’s registration agency is called) as a business that is separate from the individual(s) running it. So for example, a sole proprietorship wouldn’t meet that definition but a sole member LLC would. Likewise, a family trust would not meet the definition but a business trust that is set up by registering with the Secretary of State would. So, you have a legal entity, you continue to step two, if not, you follow your regular customer identification program (CIP) steps.

Step 2: What Do I Have to Do?

The beneficial owner rule requires that banks identify who the beneficial owners of a legal entity are and then, verify the identity of those owners much like CIP. So first, you need to figure out who is an owner and if anyone owns at least 25 percent of the business. So, for example, for sole member LLC, you’re going to have one person who owns 100 percent of the company, and you need to get their verification documents. On the other hand, you might have a company owned by 10 people, all owning at least 10 percent of the company, so none of those owners would meet this ownership requirement.

In addition to your owners, you also need one person who has the ability to control or manage the business—for example, your CEOs, your CFOs or COOs. It doesn’t matter who it is along as they can control the company. You can also rely on the information the customer is giving you in regards to this role. The end point being, you could be collecting information on up to five individuals—up to four owners who own at least 25 percent plus one controlling owner. If you don’t have someone who owns at least 25 percent of the entity, you will just collect information on that controlling or



managing owner. So this rule will have you collecting on one to five people, total.

That’s simple enough when the direct owners are natural people—but what if the beneficial owner is a trust or another company? For a trust that owns at least 25 percent of a legal entity, you’re simply going to get the CIP-like information from the trustee. For a legal entity that owns a legal entity, you’re looking to see if any natural person individual owns at least 25 percent of your legal entity customer. For example, if your legal entity is 100 percent owned by an LLC and that LLC is owned by two people, they indirectly own 50 percent of your legal entity customer and you would get the CIP-like information from each of them.

Step 3: Who Do I Get the Ownership Information From?

The beneficial ownership information—who the owners are, how much they own, who is in charge—is going to be given to you by the person opening the account. Does that mean a beneficial owner has to open the account? No—the person has been given the right to open the account but the company can give you this information. That means that the person opening the account may very well not be one of the five people you’re collecting the beneficial ownership information on.

Step 4: What Do I Have to Collect?

What you’re actually going to be collecting on each individual is really similar to CIP information: name and title of the individual, name and address of the business, date of birth and Social Security numbers for U.S. citizens and passport numbers for non-citizens. One big difference

is, unlike CIP, you can accept copies of those documents as verification instead of the actual ID. So, that means the person opening the account can come prepared with that information.

Step 5: How Do I Collect It?

There's also a model certification form in the appendix which you can take from your customers to identify those beneficial owner individuals. It's basically going to allow the customer to just list their up-to-four beneficial owners and the single individual who is listed as controlling the company. You can use the model form but it's not a requirement, so if you want to take that information in some other fashion, you can do that. The person opening the account has to sign off on the information being correct regardless of how it's collected.

Step 6: When Do I Have to Collect?

This information has to be collected every time a legal entity opens a new account. It's not based on the legal entity being a new customer. It's literally every time they open a new account, even if the entity has banked with the bank for 20 years.

Additionally, after the rule came out, we started hearing panelists at regulator panels and different parties indicating that the beneficial ownership rules apply to renewals of CDs and loans. However, it's also important to be aware the FDIC has also indicated that auto-renewals of CDs do not trigger beneficial ownership requirements. Since there have been conflicting opinions on this topic, it's always best practice to get an interpretation directly from your own regulator.

So there's the rule—similar to CIP but requires more organization information from your business customers. Compliance Alliance does have a full BSA/AML compliance toolkit including beneficial ownership tools. Visit www.compliancealliance.com to learn more or call 888.353.3933 to learn about becoming a Compliance Alliance member. ■



Silvia Garcia Maggio, CRCM serves as an associate general counsel for Compliance Alliance, an SDBA endorsed vendor and associate member. After graduating from The University of Texas School of Law in 2011, she began her career in real property and foreclosure law. Employed by a national mortgage servicer since 2012, Maggio worked on the OCC independent foreclosure audit and in compliance for Enterprise Risk Management, gaining a multitude of experience dealing with multi-state and federal banking regulations. Maggio started with Compliance Alliance in March 2014. She is part of Compliance Alliance's team of attorneys who assist members with a wide range of regulatory and compliance inquiries. For more information, contact Compliance Alliance at 888.353.3933 or visit www.compliancealliance.com.



House Majority Leader to Join Keynoters at ABA GR Summit

House Majority Leader Kevin McCarthy (R-Calif.), the second-ranking House Republican, has been announced as the latest keynote speaker for the American Bankers Association's Government Relations Summit, April 23-25 in Washington, D.C. McCarthy joins Rep. Blaine Luetkemeyer (R-Mo.), Comptroller of the Currency Joseph Otting and Fox News chief political anchor Bret Baier on the Summit program.

The ABA Government Relations Summit is the largest annual gathering of banking leaders in the nation's capital. With bank regulatory reform expected to move through Congress in the coming weeks, and with new regulatory officials taking office, bankers have a unique opportunity to advocate for meaningful changes that grow the economy and give bank customers more choices.

Highlights will include:

- Insights from Washington insiders.
- Dialogue with regulators.
- Capitol visits to your senators and representative.
- Tandem events to meet and strategize with fellow women bankers and emerging leaders in banking.

Registration is free for bankers, bank directors and trustees and ABA service members. The SDBA offers a \$500 stipend to help with the travel expenses of one individual from each SDBA member bank to attend.

Attendees may also register for ABA's Mutual Community Bank Forum, Emerging Leaders Forum and Women's Leadership Forum, all of which are held in conjunction with the Summit.

For more information and to register, visit www.aba.com/Training/Conferences/Pages/GRS.aspx. ■

Friendly Competitors Help Each Other Out and the Local Economy



Austin Bernhard



Tim Friday

When Austin Bernhard, market president of American Bank & Trust in Pierre, met Tim Friday, Mid Atlantic Trust Company president, over dinner a couple of months ago in Watertown while on business, who knew that they both shared similar business goals. Most depository banks and bank trust companies that may compete against each other in the same market stay clear of each other. Not these two.

Friday lamented that he was so impressed with the South Dakota culture and work ethic in their Pierre office that he wanted to do more to promote within the state but was not sure how to accomplish such beyond their office walls. Bernhard discussed

how the agriculture cycles relied so heavily on banks being able to lend out money at affordable rates and how they and other banks were always in need of core deposits to fulfill farm banking needs.

The two went back to their home offices, Bernhard in Pierre and Friday back to corporate headquarters in

Pittsburgh, Pa., where they continued their discussions over the phone. It wasn't but a few conference calls later that the two hammered out the details.

In exchange for business deposits being made at American Bank & Trust to help fund lending to the ag community and beyond, Mid Atlantic Trust will receive competitive returns on deposits that normally would have gone to some of the country's mega banks where Friday had no clue how the deposits would be used.

Friday commented, "It is so refreshing to have home town banking service where you personally know the bankers as opposed to having to rely on a 1-800 number to answer your questions. This coupled with knowing that this money is helping the community is a pure bonus."

Bernhard said, "Sharing similar thoughts and ideas on how to help the community with a customer like Mid Atlantic Trust Co makes what we do all worth it."

As an added bonus, the two decided to toast their new relationship not over a steak dinner that is so common in the business world, but rather by coming together to make a \$1,000 joint donation to Feeding South Dakota that will go directly to support the Pierre Food Bank. It is their way of saying not everyone is fortunate enough to be a recipient of a loan, so let's figure a way that we can help those that are less fortunate than we. ■

Jacob Stahl Promoted at Liberty National Bank



Jacob Stahl has been promoted to Sioux Falls market president at Liberty National Bank. Stahl joined the bank in June 2009 as senior vice president/senior credit officer.

Stahl will be responsible for leading the Sioux Falls market bank growth and profitability through strategic planning, execution and providing

leadership all with the assistance of a market management team. He has 25 years of banking experience with a vast background in commercial and agricultural lending, credit administration and financial analysis.

Stahl is a graduate of Bethel College in North Newton, Kan., with a bachelor of science degree in business administration and a bachelor of arts degree in history and is a University of Wisconsin Graduate School of Banking graduate. His office is located at Liberty National Bank's downtown Sioux Falls location. ■

Representing the Industry in Pierre...continued from page 6

income interest earned on small business loans and loans secured by farm land."

Sen. Rounds went on to say, "South Dakota's community banks provide the capital that small business owners and family farmers rely on to grow their businesses and support jobs in cities and towns across our state. By making it easier for community banks to provide capital, South Dakota's small businesses will be able to focus on expanding, creating more jobs and investing in their communities. Additionally, family farmers and ranchers can focus on production and improving efficiencies during a time in which the farm economy has seen a significant downturn. Fewer barriers to accessing credit can provide them with a much-needed boost."

That is all good news! ■

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

classifieds.....

Ag Lender, Plains Commerce Bank, Sioux Falls, S.D.

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

Market President, Frontier Bank, Sioux Falls, S.D.

Frontier Bank is an independent community bank headquartered in Rock Rapids, Iowa. An ideal candidate for this market president position would have 10-plus years of lending experience in a community bank environment and five-plus years of bank management experience. This market president will inherit a portfolio of credits mostly comprised of commercial/RE and small business loans. Job Summary: Manages a growing market area with multiple locations and bank assets in market between \$100MM and \$125MM. Manages the deposit and lending functions in Sioux Falls as well as represent Frontier Bank in the market. Participate in community activities and events. Active involvement with client relationships and assistance with officer call program and other business development programs. Professionally represent and promote Frontier Bank in the market area. Develops strategic plan for market area with senior management team. Provides practical, relevant ideas and perspectives on processes or process improvement. Solicits, develops and services a wide variety of loans, deposits and lines of credit. Monitors outstanding loans and resolves any payment issues as needed. Responsible for building a talented banking staff capable of generating outstanding results in attracting, developing and retaining customer relationships. Handles large complex accounts and sensitive client relationships and is trusted to make difficult credit decisions independently. Compensation includes a competitive salary with incentives and full benefits. For confidential consideration, please forward a detailed resume to steves@frontierbk.com or mail to Frontier Bank, attention Steve Sieperda, 301 First Avenue, Rock Rapids, Iowa 51246. AA/EOE ■

Mortgage Loan Officer, Security First Bank, Rapid City, S.D.

Security First Bank is currently seeking an experienced mortgage loan officer to be responsible for identifying and developing potential mortgage loan opportunities as well as managing and growing existing banking relationships. Duties include

examining, evaluating, authorizing or recommending approval of customer applications for consumer residential real estate loans at various locations. The successful candidate will have a background in banking, real estate or title work. The ideal candidate will have excellent communication and customer service skills as well as the ability to maintain a high level of accuracy at all times. An undergraduate degree in finance or accounting or equivalent experience required. We offer a competitive compensation and benefits package including medical, dental, vision, 401(k), paid time off and holidays. Security First Bank is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex or nation origin. We are also an equal opportunity employer of individuals with disabilities and protected veterans. For more information and to apply online, please visit our website at: <https://security1stbank.com/careers/>. ■

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.



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Brian J. Gatzke, ARA, MBA
Certified General Appraiser, SD & MN

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info@northernplainsappraisal.com | www.northernplainsappraisal.com

Our team of valuation professionals provide reports in Uniform Standards of Professional Appraisal Practice (USPAP), Yellow Book (USFLA) and IRS appraisal standards. Having grown up in rural communities and family farms in the Dakotas, we know the value of professionalism and integrity. We specialize in:

● Agricultural Properties	● Single and Multi Family
● Dairies, Farms & C.A.F.O.s	● IRS
● Conservation Easements	● Yellow Book (USFLA)
● Wildlife Habitat	● Mini-Storage Warehouses
● Rural Residential	● Lake Properties
● Commercial Properties	● Estates, Donations, & Trusts

Our team also offers: consulting services, MLS research, agricultural land advising and real property valuation.

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Seminars/Conferences/Webinars/Schools

SDBA EVENTS

New Accounts Seminar

April 4, 2018 | Sioux Falls

SDBA Agricultural Credit Conference

April 11-13, 2018 | Pierre

ABA Government Relations Summit

April 23-25, 2018 | Washington, D.C.

SDBA/NDBA 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

WEBINARS

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

March 12, 2018

For Bank Managers, Trainers & RMs:
How to Create, Cultivate and Convert
More Banking Sales Leads

March 13, 2018

Analyzing Appraisals for Mortgage
Decisions

March 14, 2018

Understanding the New Mortgage
Services Rules

March 14, 2018

BSA Series: Completing CTR & SAR
Reports Line by Line

March 15, 2018

Cybercrime and the Dark Web

March 15, 2018

Handling Accounts, Checks and IRS
Reporting at Death

March 20, 2018

Federal Benefit Payments Garnishment
Requirements

March 21, 2018

CRA Nuts & Bolts—Five Steps to Pass
the Exam

March 21, 2018

HMDA

March 22, 2018

Right of Setoff

March 27, 2018

Legal Liabilities when Check Fraud
Occurs

March 27, 2018

Now You're the Supervisor

March 28, 2018

Records Management and Retention

March 29, 2018

Annual Deposit Regulation Training for
the Frontline

April 3, 2018

Right of Rescission—Review and
Update

April 4, 2018

Role of the Information Security Officer

April 4, 2018

Letters of Credit

April 5, 2018

Vital Check and Deposit Issues—Part II

April 6, 2018

Uniform Commercial Code Rules:
How to Comply to Attach and Perfect
Secured Transactions

April 9, 2018

Commercial & Business Lending Basics
for Support Personnel

April 11, 2018

Reg E Compliance—Five Best Practices
for Handling Disputes

April 11, 2018

Strategies to Win the War: Capitalizing
on Your Competitive Advantages

April 12, 2018

Marketing & Advertising Compliance

April 12, 2018

BSA: CIP and CDD

April 13, 2018

Excel Explained: Creating Interactive
Spreadsheets

SCHOOLS

GSB Bank Technology Management School

April 8-13, 2018 | Madison, Wis.

GSBC Executive Development Institute for Community Bankers

April 15-18, 2018 | Denver, Colo.

GSB Human Resource Management School

April 15-20, 2018 | Madison, Wis.

Dakota School of Lending Principles

April 24-27, 2018 | Aberdeen, S.D.

GSBC Community Bank Investments School

May 20-24, 2018 | Denver, Colo.

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

GSBC Workshop on Community Bank Investments

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

GSB Financial Managers School

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

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.

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.

South Dakota Bankers Association 2018 AGRICULTURAL CREDIT CONFERENCE

April 11-13, 2018 | Ramkota Hotel & Conference Center | Pierre, S.D.



Keynote Speakers



The SDBA Agricultural Credit 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.

Sponsored by:



SDBA/NDBA

2018 Dakota School of Lending Principles

April 24-27, 2018 | Dakota Event Center | Aberdeen | South Dakota



South Dakota
BANKERS
ASSOCIATION


NORTH DAKOTA
BANKERS
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The **SDBA/NDBA Dakota School of Lending Principles** is a learning event with one foot grounded in the classroom and one foot in the bank. This 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.