

SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | **MARCH 2022**

SDBA Holds Successful
State Legislative Day



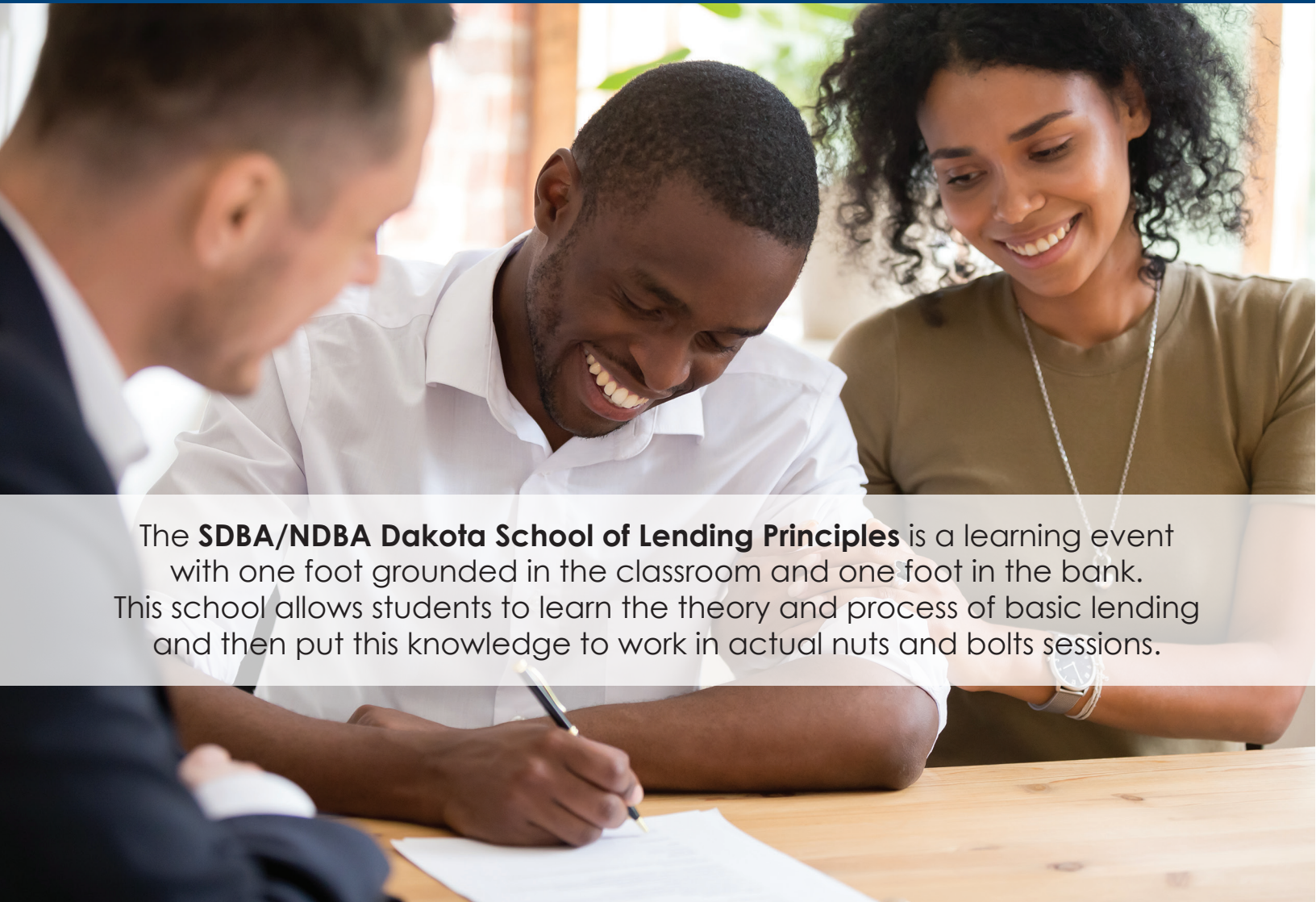
SDBANKERS
ASSOCIATION

Educate. Advocate. Grow.

SDBA/NDBA

2022 Dakota School of Lending Principles

March 29 - April 1, 2022 | Best Western Ramkota Hotel, Aberdeen, S.D.



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.

SDBA OFFICERS

CHAIR

Kristina Schaefer, First Bank & Trust, Sioux Falls

CHAIR-ELECT

David Bangasser, Dacotah Bank, Sioux Falls

VICE CHAIR

David Nelson, First Fidelity Bank, Burke

IMMEDIATE PAST CHAIR

Steve Bumann, BankWest, Inc., Pierre

SDBA BOARD OF DIRECTORS

Dylan Clarkson, Pioneer Bank & Trust, Belle Fourche

Craig Davis, First National Bank, Pierre

Nathan Franzen, First Dakota National Bank, Yankton

Mike Klumpp, Citibank, Sioux Falls

Keith Knappe, BankNorth, Warner

Pennie Lutz, Richland State Bank, Bruce

John McGrath, First PREMIER Bank, Sioux Falls

Pete Mehlhaff, Great Plains Bank, Aberdeen

Tony Nour, First PREMIER Bank, Sioux Falls

Dusty Pinske, First Interstate Bank, Rapid City

SDBA STAFF

Karlton Adam, SDBA President

kadam@sdba.com

Mike Feimer, President of Insurance and Services

mfeimer@sdba.com

Halley Lee, Administrative Vice President

hlee@sdba.com

Alisa Bousa, Communications Coordinator

abousa@sdba.com

Natalie Likness, Member Services Coordinator

nlikness@sdba.com

Dean Franzen, Commercial Lines Specialist

dfranzen@sdba.com

Michelle Guthmiller, Insurance Specialist

mguthmiller@sdba.com

Robin Feimer, Insurance Specialist

rfeimer@sdba.com

EDITORIAL: Published monthly by the South Dakota Bankers Association, SDBANKER Magazine is dedicated to enhancing the state's banking profession by providing useful and timely information on important events and trends in the banking industry. Statements of fact and opinion are made on the responsibility of the authors alone and do not represent the opinion or endorsement of the SDBA. The magazine welcomes news from SDBA members. Articles may be reprinted with permission. Email abousa@sdba.com.

ADVERTISING: Advertisements within this publication do not necessarily represent endorsement of those products and services by the SDBA. The editor reserves the right to refuse any advertisement or editorial copy deemed to be unsuitable. For advertising details, see SDBA media kit at www.sdba.com.

SUBSCRIPTIONS: Member banks, branches and associate members receive one complimentary subscription. Additional subscriptions are \$45 per year for members or \$90 for non-members. Call 605.224.1653 or email abousa@sdba.com.



features

7 SDBA News

- SDBA to Spring Clean Database
- SDBA to Hold Regional Meetings this Spring

8 SDBA News

SDBA Seeking Candidates for Board Elections

9 Emerging Leaders

Emerging Leader of the Month: John Hausauer

10 Legislature

SDBA Holds Successful State Legislative Day

13 Annual Survey

SDBA Unveils Banks Make a Difference Survey Results

16 SDBA Events

Sponsor, Display, Advertise at NDBA/SDBA Annual Convention

in every issue

4 Message from the Chair

APPRECIATION

5 From the Executive Office

A Great Day to Be a Banker

6 SDBIS Update

The Bankers Health Plan

18 Bank Notes

20 Classifieds

22 Education Calendar



message from the chair.....

BY KRISTINA SCHAEFER | General Counsel & Chief Risk Officer | First Bank & Trust, Sioux Falls

APPRECIATION



People from banks of all sizes throughout our state reached out to their elected officials to talk about the importance of the free market and the ability of banks to make their own decisions.

The theme of the SDBA's State Legislative Day evening reception held on Feb. 9 in Pierre was appreciation, and I honestly cannot think of a more appropriate theme for this month's article.

Thinking back to that day, I am thankful for all the people who contributed to the success of the event. The SDBA team prepared a robust agenda with relevant content. We had great partners who sponsored portions of the day's events. So many bankers took time out of their days to join us in Pierre and were great advocates for our industry. Our emerging leaders group had fantastic participation, with Derek Nolan from Rivers Edge Bank in Parker doing a great job as emcee of that portion of the day's events. Tony Nour with First PREMIER Bank in Sioux Falls and Nate Franzen with First Dakota National Bank in Yankton stepped in to talk about working with elected officials with little notice when we had a last-minute conflict with the scheduled speaker. We also had a great turnout at our evening reception with many legislators, constitutional officers and public servants in attendance.

During the reception, we had the unique opportunity to highlight the difference that South Dakota banks make in our communities. If you haven't checked out the results of the SDBA's annual survey, I would encourage you to do so. (See pages 13-15 or visit www.sdba.com/sd-banks-make-a-difference). I am humbled by the level of support contributed from banks across the state. One of the statistics that really hit home for me is the number of volunteer hours reported by South Dakota bank employee—more than 100,000 hours. That's more than 11 years of time! I have a daughter who is nine, so that statistic is particularly mind-blowing.

As the days following the State Legislative Day unfolded, I became even more appreciative of South Dakota banks and bankers as SB 182 (and then HB 1314), was introduced and calendared. Over the next several weeks, South Dakota banks worked together to lobby in opposition to these bills. We were united in the belief that these bills are bad public policy and a solution in search of a problem.

People from banks of all sizes throughout our state reached out to their elected officials to talk about the importance of the free market and the ability of banks to make their own decisions. The SDBA team came up with clear, persuasive materials to help effectively deliver the message. Bankers came to Pierre not only to testify, but to sit in committee hearings and show their opposition to this problematic legislation. I received phone calls, texts and emails from bankers all over the state—engaged and volunteering to help however they could.

The efforts were not in vain. Our message was heard, and the bills appear to have been defeated. Of course, legislative session is not over, so while I am cautiously optimistic that we will not need to talk about firearms and banking again in this legislative session, it seems premature to celebrate these successes until that final gavel drops.

However, it's never too early to express gratitude and appreciation—and I am incredibly thankful to be a South Dakota banker. 🍷

Kristina Schaefer is general counsel and chief risk officer at First Bank & Trust in Sioux Falls. She can be reached at 605.782.8033 or kristina.schaefer@bankeasy.com.



from the executive office.....

BY KARLTON ADAM | President | SDBA

A Great Day to Be a Banker

By the time you read this, the 97th session of the South Dakota Legislature will be close to wrapping up. It's been a busy nine weeks, and while I'm ready to get back to a normal schedule (or as normal as my schedule gets these days), I'll miss the excitement and hustle of being at the state capitol advocating for South Dakota's banking industry.

On Feb. 9, we held our annual SDBA State Legislative Day in Pierre. I share SDBA Chair Kristina Schaefer's sentiments and appreciation when I say I couldn't have asked for a better event. We had a great board meeting, a responsive legislative committee meeting, dynamic and engaging breakout sessions and an open dialogue session with Gov. Kristi Noem. Thank you to everyone who attended and sponsored our event—it wouldn't have been possible without you.

Last month, I wrote about the importance of member engagement and why your voice matters to the banking industry. I said it once and I'll say it again: active engagement and communication with legislators and decision makers ensures our concerns, opinions and expertise are heard and utilized to support our industry. This kind of grassroots engagement proved effective when I sent out several calls to action last month, and our engaged members showed up to answer that call.

If you're subscribed to the SDBA's weekly Legislative Update and Bill Watch, then you already know about the bad policy bankers adamantly opposed: SB 182 and HB 1314. In short, if amended, these bills would have eliminated a banking institution's capacity to make fair business and lending decisions on financial factors. Instead, SB 182 and HB 1314 mandated that banks who conduct business with the state would have been required to do business with a specific industry, regardless of considerations, including credit history or the ability to repay. For full details, go to sdba.com/lobbying.

During State Legislative Day, I equated our approach to opposing these bills to "game-time decisions," and if you've ever been involved in sports, you know these kinds of decisions are tactical, methodical and can be influenced based on the opponent's playbook. So, when I put out the call to our bankers, asking them to contact legislative members to strongly oppose these policies, the turnout and impact was enormous and helped influence the needle of change in our favor. While every game needs cheerleaders, real change requires purposeful action, and our members proved that to be true. So, again, "thank you" will never be enough, and I tip my hat to everyone who helped in any and every way.

No "win" is big enough that we can't do so with a gracious attitude, and we remain grateful to the legislators who heard our appeal. It's a great day to be a banker in South Dakota, and our brightest days are still ahead. Until next time, wishing you a happy March. 🌈

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

SOUTH DAKOTA
HOUSING
DEVELOPMENT AUTHORITY

WELCOME HOME

Explore SD Housing.

SDHDA.ORG





The Bankers Health Plan

We started 2021 facing the threats of COVID and a spike in cases of the Omicron variant. This pandemic has taken its toll on almost everyone who has either been infected or felt the effects of this virus.

Omicron is turning out to be less deadly than the original COVID and much more infectious. "How long can the virus last on surfaces? If the surface is porous, like cotton, for example, 'Studies report inability to detect the viable virus within minutes to hours,' says the CDC. If the surface isn't porous, like glass, stainless steel or plastic, studies have been able to detect the virus after days or weeks." (Source: Alix Martichoux, Nexstar Media Wire, Jan. 22, 2022.)

Early in the year, we got our fair share of COVID-related claims. Most claims were small, but the volume was substantial. We experienced around \$1.3 million

in expenses during 2021, and that volume of claims has dropped dramatically in the last quarter and first two months of 2022. I would expect these claims to continue declining throughout the year.

We finished 2021 below expected losses that were predicted by BCBS, which is a good thing. But, the uncertainty of this virus causes us to be cautious, and we really don't know its next mutation habits. Many viruses go through mutations, weaken and end up as common colds. Let's hope this one keeps on that track.

The South Dakota Bankers Benefit Plan is doing well, and we have accumulated reasonable reserves to help in times of need. One issue is how to invest our reserves. I checked with three banking associations and inquired as to their methodology as it relates to dealing with reserves. They all started out the same way we did—placing the reserves in CDs to the highest bidder to member banks. Then they were audited and quickly found out that is not the acceptable method to deal with reserves. So the MET Board and I have started on a mission to construct "Best Practices to Invest Reserves," which will be a living document that will be reviewed often and changed based on market conditions and demand on the money.

The Iowa Bankers Association is a great resource and helped in forming the framework for our plan 15 years ago. My first mission in developing our health plan was to build in as much flexibility in the plan design upfront as possible. That was accomplished, and the plan has worked exceedingly well for the past 14 years. In the beginning, we did not have to worry about dealing with reserves because we were fully insured. ObamaCare took us into a self-insured environment, and we are at a stage where we need professional help managing our reserve portfolio.

We have developed a request for proposal to evaluate a firm to help us accomplish the goal of moving reserves to a dedicated money manager for expert advice and actually make our investments for our health plan. Past experience in dealing with a MEWA health plan would be beneficial for that firm. More to come. 🌈

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

Brian J. Gatzke, ARA, MBA
Certified General Appraiser, SD & MN
311 Third St | PO Box 63 | Brookings, SD 57006-0063
P: 605.692.9445 | F: 605.610.0948
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
- Dairies, Farms & C.A.F.O.s
- Conservation Easements
- Wildlife Habitat
- Rural Residential
- Commercial Properties
- Single and Multi Family
- IRS
- Yellow Book (USFLA)
- Mini-Storage Warehouses
- Lake Properties
- Estates, Donations, & Trusts

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

Contact us today for a personalized quote!

SDBA to Spring Clean Database

The SDBA is undergoing some early spring cleaning in its database and is looking to its members for a little help.

This month, branch managers and CEOs will receive an email from the SDBA with a "linked profile" list attached. Please take some time to thoroughly review the Excel list and cross-reference the names and emails linked to your bank profile to ensure they are still current employees of your bank's team.

"This certainly isn't mandatory to keep your bank's profile active in our database. It's simply going to help us make sure we're communicating with the right people in your bank," said SDBA's member services coordinator, Natalie Likness. "Frequent communication with our members is one way we're hoping to grow engagement as spelled out in the SDBA's newly-established strategic plan. But first, we need to be sure we have an accurate, up-to-date list, and that's where our branch managers and CEOs will be a major help."

The database overhaul will be an ongoing effort. Likness added that if there is a member of your bank's team who isn't on the "linked profile" list but would like



to establish a profile, they can request a profile at www.sdba.com/request-a-profile.

Full details and next steps will be provided in the March email. For questions or clarifications, contact Likness at nlikness@sdba.com or 605.224.1653. 📊

SDBA to Hold Regional Meetings this Spring

The SDBA's mission is to help educate, advocate and grow a diverse mix of financial institutions throughout the state. As part of that commitment to our members, the SDBA is coming soon to a city near you!



One outcome of the SDBA's strategic planning session last fall was that the SDBA hit the road and re-instate regional meetings. The SDBA never shies away from a new challenge, so we will be "Takin' it to the Streets" later this spring.

The purpose of these meetings will be to take the SDBA's show on the road, come meet you where you are at, and update you on all things SDBA and banking related. Come join SDBA staff, Board members and special guests as we travel around the state. We promise good food, great information, lots of fun and a wonderful opportunity to connect with your colleagues.

Watch the website at sdba.com and the SDBA eNews for dates, registration information and more details. 📊

New SDBA Associate Member: Arctic Wolf Networks, Inc.

Contact: Logan McAlpin, Account Representative

Address: 8939 Columbine Road, Suite 150
Eden Prairie, MN 55347

Phone: 651-304-0875

Email: logan.mcalpin@arcticwolf.com

Website: www.arcticwolf.com

Arctic Wolf® is the global leader in security operations, delivering the first cloud-native security operations platform to end cyber risk. Powered by threat telemetry spanning endpoint, network and cloud sources, the Arctic Wolf® Security Operations Cloud ingests and analyzes more than 1.6 trillion security events a week across the globe, enabling critical outcomes for most security use cases and optimizing customers' disparate security solutions. Now deployed to more than 2,300 customers worldwide, the Arctic Wolf® Platform delivers automated threat detection and response at scale and empowers organizations of any size to establish world-class security operations with the push of a button. 📊





SDBA Seeking Candidates for Board Elections

Elections for the SDBA's Board of Directors are scheduled for April. Two seats are up for election: Group I and Group III.

The Group I seat is currently held by John McGrath, First PREMIER Bank, Sioux Falls, and the Group III seat is currently held by Dusty Pinske, First Interstate Bank, Rapid City. Both were appointed in 2021 to fill vacancies and are eligible to run for a full, three-year term in their respective group.

If you are interested in running for one of the Board seats, please contact one of the nominating committee members listed below by **March 24, 2022**. Please also submit a short bio and headshot photo for the voting ballot to Halley Lee at hlee@sdba.com. Newly-elected SDBA Board members will take office on May 1, 2022, and serve a three-year term expiring April 30, 2025.

Group I Nominating Committee

Banks in Bon Homme, Clay, Davison, Hanson, Hutchinson, Jerauld, Lake, Lincoln, McCook, Miner, Minnehaha, Moody, Sanborn, Turner, Union and Yankton counties.

Dana Dykhous

First PREMIER Bank, Sioux Falls
605.357.3082
ddykhou@sdbapremier.com

David King

ONE AMERICAN BANK, Sioux Falls
605.361.1010
dking@oneamericanbank.com

Group III Nominating Committee

Banks in Aurora, Bennett, Brule, Buffalo, Charles Mix, Custer, Douglas, Fall River, Gregory, Haakon, Jackson, Jones, Lawrence, Lyman, Meade, Mellette, Oglala Lakota, Pennington, Stanley, Todd and Tripp counties.

Craig Davis

First National Bank, Pierre
605.945.3900
craig.davis@firstnationalbanks.com

Steve Hayes

Dakota Prairie Bank, Fort Pierre
605.895.2595
hayes@dakotaprairiebank.com

Election Timetable

- March 24: Deadline to contact nominating committee to get name on ballot.
- March 29: One mail ballot sent to each bank in Group I and Group III.
- April 15: Voting complete in Group I and Group III.
- May 1: New directors begin terms.

Emerging Leader of the Month: John Hausauer

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 John Hausauer with Dacotah Bank in Lemmon.

First-Ever Job



My first ever job was working for my dad's home exteriors company during the summers in high school. Many of my formative professional skills were developed during this time via managing my own gutter crew, learning the value of hard-work roofing, and discussing accounting and business with my dad.

Emerging Leader Story

In 2018, I was struggling to find my place in the world. I was unmotivated and discontent with the way life was going. On a whim, I decided to move back to my hometown of Lemmon. While browsing for jobs in the area, I came across a personal banker opening with Dacotah Bank in Hettinger, N.D. Though I did not have any banking experience, I knew this was a good opportunity to start a career. I did not get the personal banker role but was instead offered a customer service representative position. In those first six months, I became familiar with the fundamentals of retail banking and uncovered a passion for personal finance.

In 2019, Dacotah Bank launched a revamp of its retail banking structure. This created the market retail leader position which supervises the retail staff for a given market. I was lucky to be selected for this role which included the Lemmon, Hettinger and Bison branches. One year later, I had the opportunity to become the regional retail manager which supervises market retail leaders in Lemmon, Hettinger, Bison, Dickinson, Minot and Bowbells. I am also a recent graduate of the Dakota School of Banking.

Looking back, the decision to move home and to apply at Dacotah Bank was one of the best decisions I have ever made. These events are also a continual reminder to take chances and to reach for what you want. Don't settle, take action.

What He Most Likes About His Job

As a regional retail manager, I coach and supervise a group of market retail leaders in Dacotah Bank's northern region. The emphasis of my work is to lead retail banking initiatives with a focus on providing

an exceptional customer experience and business development. I am also encouraged to identify and participate in innovative product and service initiatives. I am extremely interested in the digital transformation occurring within financial services and hope to continue to be involved in our bank's strategic progress forward.

If He Could Have Any Job

I'm not sure I would ever choose to leave finance. However, I would like to work closely on the metamorphosis Bitcoin and blockchain technology is bringing to the financial services industry. I believe that the distributed and open source nature of the Bitcoin network will significantly disrupt international money transfer, merchant settlement and the way people save. Community banks will continue to have a pivotal role in this future, but their business model may look different as technology and the industry evolve.

His Life's Passions

Outside of financial innovation, I am passionate about public service. I am a volunteer firefighter, ambulance driver and working to become a rescue diver. These roles are incredibly exciting and rewarding, and I am thankful to Dacotah Bank and its commitment to first responders in our rural communities.

In His Spare Time

In the summer, you can find me at our family cabin on Shadehill Lake. There are few things that are more relaxing to me than a pontoon ride or a campfire. I also spend a significant amount of time listening to podcasts or partaking in discussions on Twitter Spaces.



John Hausauer in Cozumel, Mexico.

As a rural South Dakotan, it can sometimes be difficult to get exposure to new ideas locally. Both venues are excellent ways to stretch my perspective. 🌈



Presenter Keith Prather, Armada Corporate Intelligence, Lawrence, Kan.



Derek Nolan, Rivers Edge Bank, Parker, moderated a panel of seasoned bankers.



Pennie Lutz, Richland State Bank, Bruce, and Kevin Tetzlaff, First Bank & Trust, Brookings, spoke to emerging leaders as part of a seasoned banker panel.



Dylan Clarkson, Pioneer Bank & Trust, Belle Fourche, and Dave Bangasser, Dacotah Bank, Sioux Falls, spoke to emerging leaders as part of a seasoned banker panel.



Tony Nour, First PREMIER Bank, Sioux Falls, and SDBA President Karl Adam, Pierre, spoke to emerging leaders about engaging lawmakers.



Kristina Schaefer, First Bank & Trust, Sioux Falls, and Nate Franzen, First Dakota National Bank, Yankton, spoke to emerging leaders about engaging lawmakers.

SDBA Holds Successful State Legislative Day

More than 80 bankers from across the state gathered in Pierre on Feb. 9 for the SDBA's State Legislative Day. The annual event is an opportunity to stay up-to-date on legislation which could affect the banking industry and to make sure our industry is heard.

Presenter Keith Prather spoke to attendees about issues affecting the economy and if 2021 is really in the rear view mirror, and Gov. Kristi Noem spoke about issues of importance being discussed at the state capitol and took questions from bankers. The day also included special sessions for emerging bank leaders, an SDBA Legislative Committee meeting and an association update from SDBA President Karl Adam.

Dave Bangasser, Dacotah Bank, Sioux Falls; Dylan Clarkson, Pioneer Bank & Trust, Belle Fourche; Pennie Lutz, Richland State Bank, Bruce; and Kevin Tetzlaff, First Bank & Trust, Brookings, shared their insights with emerging leaders on all things banking during a seasoned banker panel moderated by Derek Nolan, Rivers Edge Bank, Parker.

SDBA President Karl Adam; Nate Franzen, First Dakota National Bank, Yankton; Tony Nour, First PREMIER Bank, Sioux Falls; and Kristina Schaefer, First Bank & Trust, Sioux Falls, spoke with emerging leaders about how to engage their lawmakers.

The day culminated with a reception with state legislators and constitutional officers. Thank you to all the bankers who traveled to Pierre to advocate for the industry and to this year's event sponsors: IntraFi Network, Federal Home Loan Bank of Des Moines and BHG Bank Group.



Governor Kristi Noem



Joseph Lutter, Heartland State Bank, Redfield; Justin Beckstrand, Rivers Edge Bank, Marion; Tanner Kost, Dakota Prairie Bank, Fort Pierre; Justin Palmquist, Rivers Edge Bank, Howard; and Jordan Huisman, First PREMIER Bank, Sioux Falls.

*Together,
let's
make
it happen.*

Todd Holzwarth

Call me at 605.321.9197

Based in Sioux Falls, S.D., serving South Dakota, North Dakota, Northwest Iowa and Southwest Minnesota

Why choose Bell as your bank's lending partner?

Leverage our large lending capacity, up to \$20 million on correspondent loans. Our lending limits are high enough to accommodate what you need, when you need it.

- Commercial & ag participation loans
- Bank stock & ownership loans
- Bank building financing
- Business & personal loans for bankers

We do not re-participate any loans.

Bell Bank

bell.bank

Member FDIC
EQUAL LENDER
33230



Rivers Edge Bank employees Derek Nolan, Parker, Jennifer Bergsma and Lance Steuck, Hawarden, Iowa, and John Hausauer, Dacotah Bank, Lemmon.



Rep. Richard Thomason, Sioux Falls; Tony Nour, First PREMIER Bank, Sioux Falls; and Rep. Kent Peterson, Salem.



Van Fishback, First Bank & Trust, Brookings; Rep. Tim Reed, Brookings; and Kevin Tetzlaff, First Bank & Trust, Brookings.



Rep. Lynn Schneider, Huron; Jeff Davis, Bryant State Bank, Bryant; and Nate Franzen, First Dakota National Bank, Yankton.



Dina Ryan, Citigroup, Golden, Colo., and Jennifer Spall, JPMorgan Chase, Seattle, Wa.



Kevin Dietz, Dan Scheurer and Jessica Quick with Security First Bank, Rapid City.

SDBA Unveils Banks Make a Difference Survey Results

South Dakota banks and their employees are cornerstones of their communities, providing philanthropy and volunteer leadership that helps transform lives. South Dakota banks make a difference in our communities.

The SDBA unveiled the results of its latest Banks Make a Difference Survey during its State Legislative Day on Feb. 9 in Pierre. Copies of the promotional handout were provided to all attendees, state legislators, and mailed to all banks and branches.

Each January, the SDBA surveys the state's banks on the ways they support their local communities. The annual project is just a glimpse of how these banks found creative ways to meet the needs of their communities during 2021.

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.

To read more about the results of the Banks Make a Difference Survey, see pages 14-15 or view the promotions piece at www.sdba.com/sd-banks-make-a-difference. ■■■



Emerging bank leaders participate in a buzz networking session during State Legislative Day.



PERFORMANCE. CONVENIENCE. VALUE.

We offer customization options for an ATM program that maximizes performance, provides convenience to your cardholders, and creates value for your institution. See how our services can improve the ATM experience for you and your cardholders.

- Monitoring and Support
- Operational Options
- Purchase Consultation
- Fast Cash
- Cardholder Preference Settings
- Cardless Cash™

For questions or a quote on any of our products, give us a call. We're here to help you and your cardholders be successful.

The
advantage
Network

100 S Phillips Ave, Sioux Falls

(605) 335-5112

advantage-network.com

South Dakota Banks Play a Vital Role in Our Communities

The South Dakota Bankers Association (SDBA) annually surveys the state's banks on the ways they support their local communities. Responses were compiled from 35 of the SDBA's 72 member banks, ranging from the smallest of our community banks to large community and regional banks and credit card banks.

The following is just a glimpse of how South Dakota banks found creative ways to meet the needs of their communities during 2021.

South Dakota banks helped more than
64,000 SMALL BUSINESS CUSTOMERS
with more than
\$2.7 BILLION
in Paycheck Protection Program loans.

South Dakota bank employees volunteered **100,000 HOURS** with community organizations and donated **\$451 MILLION** in charitable contributions and grants.



South Dakota banks loaned and invested
\$516 MILLION
for housing and community development projects.



South Dakota banks donated
\$18 MILLION
in charitable contributions and grants.



Banks employed
9,830 PEOPLE
in South Dakota with an annual payroll of
\$712 MILLION.



Front Cover Photo

MetaBank employee Scott Elkins taught elementary students in Tea about financial literacy and economic empowerment as part of Junior Achievement.

BankStar Financial employees made flower bouquets and delivered them to nursing homes around the bank's area to brighten the residents' days during Community Banking Month.



Black Hills Community Bank employees logged more than 4,500 volunteer hours and donated \$31,000 to 35 different nonprofits in the Black Hills during 2021.

South Dakota Bankers in Action

Banks and their employees are cornerstones of their communities, providing philanthropy and volunteer leadership that helps transform lives.

CorTrust Bank employees in Aberdeen helped pack 525 bags of food to be distributed throughout the community through a partnership with the Salvation Army.



The First National Bank in Sioux Falls organized several employee projects during National Volunteer Week, including landscaping and clean up work at Butterfly House.

Pioneer Bank & Trust employees pledged more than \$8,000 to the United Way, and the bank matched their pledges for a total of more than \$16,000 in 2021.



Minnwest Bank employees in Sioux Falls gathered household items for and volunteered with Furniture Mission, which assists those in need with gently-used items.

First National Bank employees in Huron participated in their local Day of Caring by pulling and spraying weeds in several locations around the city.



Great Western Bank awarded Call to Freedom a \$15,000 Making Life Great Grant to support a housing project in Sioux Falls for human trafficking survivors and their families.

Reliabank held its fifth annual Make-A-Wish golf tournament in Sioux Falls, in which 26 teams participated and raised more than \$6,000 to help fund a child's wish.



Dakota Prairie Bank presented a Fan of the Game award, chosen by bank employees, during the Jones County Invitational Basketball Tournament.

BankNorth employees helped build 10 beds for Sleep in Heavenly Peace, which provides beds and mattresses to youth in the community who do not have beds of their own.

Dacotah Bank continued to grow its DacotahCares program, which allows each of its bank locations to direct funds to different organizations within their communities.

Security First Bank held its Feeding Hearts Food Drive, collecting thousands of pounds of food and cash donations. The bank also donated \$1,000 to Feeding South Dakota.

Sponsor, Display, Advertise at NDBA/SDBA Annual Convention



The industry's business partners work hard to meet the needs of banks and bank customers while supporting the proud tradition of banking. Their knowledge, ideas and involvement are needed at this year's NDBA/SDBA Annual Convention.

The 2022 NDBA/SDBA Annual Convention will be held Tuesday and Wednesday, June 14-15, at the Radisson Hotel and Belle Mehus Auditorium in Bismarck, N.D. The conference is the largest gathering of South Dakota and North Dakota bank executives you will see in 2022. More than 250 bankers and business partners are expected to register for this conference.

Business partner opportunities at this year's convention include sponsoring, displaying and advertising in the convention program. Sponsors confirmed by March 15 will be included in convention registration materials sent to more than 1,000 bankers and associate members later in the month.

This year's event will also include a trade show on Tuesday evening during the opening party. Fifty, table-top display spaces are available. NDBA/SDBA endorsed business partners and associate members receive priority through March 15.

Learn more and sign up at www.ndba.com/professional-development/2022AnnualConvention.

SDBA to Offer New Account Documentation and Compliance Seminar

The SDBA will hold the New Account Documentation and Compliance Seminar on April 12 at the Hilton Garden Inn South in Sioux Falls.

Managing risk is the number one priority for all financial institutions, and it all starts at the new account desk. If a criminal cannot get in, they cannot steal from your organization and community. Well-trained new account personnel and universal bankers who recognize and stop attempted dishonest activity are the first line of defense in protecting a financial institution from fraudsters.

Unfortunately, new account personnel are often trained "on the job," which can result in an environment of potential vulnerability and unnecessary losses for the financial institution. Additionally, with constant new regulations, the need for ongoing compliance training is paramount to maintain diligence and update processes and procedures.

This full-day workshop customized to state law teaches essential new account opening procedures, best practices and compliance requirements. It answers complex questions asked by customers and staff while focusing on vital information for every new account type.

All customer contact personnel, supervisors and officers whose responsibilities include opening or managing new accounts should attend the seminar. It is also excellent for supervisors or officers who have recently assumed the new account area's responsibility but perhaps have never worked in new accounts. Internal auditors and compliance officers will find the information exceptionally beneficial. Much of the information applies to the lending assistant function.



The seminar will be presented by Suzette (Suzie) Jones, CFP®, managing member of Training Resources Consulting, L.L.C. For more than 40 years, Jones has focused her technical expertise on new accounts risk management. She served as an executive vice president at a \$50 billion regional financial organization and led the \$11 billion investment division. Jones brings technical information to life with her engaging training style and in-depth knowledge. She holds the certified financial planner (CFP®) professional designation.

Learn more about the seminar and register to attend by April 1 at www.sdba.com/events.

FEATURED SPEAKER:

KAT PERKINS

FEARLESS



Kat Perkins grew up in Scranton, ND, surrounded by a family of musicians and knew at a young age she wanted to make performing her career. After seeking many opportunities, including several summers as a main act on the Medora Musical stage, Kat moved to Minneapolis to pursue music on a professional scale.

In 2014, Kat appeared on NBC's *The Voice*, where she sailed to the finals with help from her coach Adam Levine. Being on *The Voice* brought new platforms of success. Kat has since performed for troops overseas, sold out venues across America with a variety of themed performances and tours, and spoken to school students about following their dreams, living a Fearless life, and making a positive impact on the world. Kat also created a nonprofit, The Rising Star Foundation, to provide scholarships and opportunity for aspiring musicians.

Kat's appearance will include a musical performance.



Presented by
Diamond Sponsor:



The Annual Convention will be held June 14 & 15 at the **Radisson Hotel and Belle Mehus Auditorium** in Bismarck.

For more information, visit ndba.com.

Huber to Lead BankWest Private Banking Program



Ryan Huber

Ryan Huber, BankWest's regional president in Mitchell, will lead a new company-wide program providing private banking services to high net worth clients.

"For a number of years, we've evaluated the need to provide a concierge level of financial services to high net worth clients throughout our footprint," said Charles H. Burke III, BankWest chairman, president and CEO. "This customer segment has complex financial needs that warrant a level of expertise and access that is not widely available from local financial services providers. Ryan's professional background and BankWest's depth of services are suited perfectly to serving these needs."

Huber joined BankWest's Mitchell team in 2005 as a trust and investment officer and was promoted to branch president in 2008 and then to regional president in 2012. Prior to working for BankWest, he spent eight years in investment services at another financial institution. Huber earned his business degree from Dakota Wesleyan University, where he majored in business administration with an emphasis in finance.

"Our private banking initiative brings together personal finance, business banking, insurance, wealth management and all of our other services in a single point of contact for high net worth clients," Huber said. "These clients are typically busy people with unique and diverse needs. My role is to be their one-stop financial resource, which not only saves them time but also assures a financial professional is consistently monitoring the big picture on their behalf."

BankWest opened its first Mitchell location at the Highland Mall in 2002. In 2013, the bank built a new branch at 1200 E. Spruce Street and added a second location at 1920 N. Sanborn in 2017.



Randy Snyders

With Huber stepping into a new role, Randy Snyders of Sioux Falls will become BankWest's new regional president, and he will soon be naming a new market manager to lead the Mitchell team. Snyders has more than 32 years of experience, most recently as market president of Bank Midwest in Sioux Falls.

Burke said, "With Randy's experience and a solid team of long-time employees continuing to serve our customers, I am confident we will continue to fulfill our mission of helping Mitchell area customers and communities succeed." ■■■

Grieben and Fjeldheim Promoted to Vice Presidents at Dacotah Bank

Alexandra Grieben and Ryan Fjeldheim have been promoted to vice presidents at Dacotah Bank in Aberdeen. Grieben has become vice president of risk management, and Fjeldheim has become vice president of business development.



Grieben will provide oversight of risk management, fraud, physical security, legal, quality assurance, internal audit and credit risk. A native to Aberdeen, she graduated from Northern State University in 2008 with a bachelor of science degree in banking and financial services. She is also a graduate of Aberdeen Leadership, where she was the 2012 recipient of the Dale Stein Leadership Award.

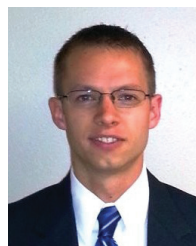
Grieben previously worked for Wells Fargo Financial from 2007 to 2011. She started at Dacotah Bank in 2011 in internal audit as a specialist, manager and director. Grieben serves as a classroom volunteer for Junior Achievement and a committee member for the Northern State University Foundation Alumni Board, Aberdeen Roncalli PTO and Cavalry Committees, and Boy Scouts of America Troop 359 Committee.



Fjeldheim will provide oversight of sales and the support of commercial cash management services along with the sales and development of commercial and consumer deposit products. He received a bachelor of science degree from Northern State University and is a graduate of Dacotah Bank's executive leadership program, The Academy.

Fjeldheim has more than 20 years of experience in the financial services industry. He started with Dacotah Bank in 2010 and has served as the retail banking sales manager, sales and card services manager, director of retail products and services, and most recently, the director of business deposit services. ■■■

Brad Pesicka Promoted at South Dakota Division of Banking



The South Dakota Division of Banking has promoted Brad Pesicka to training director—trust. Pesicka will continue to participate on examinations but will assist more with administrative functions including oversight of the Division's Career Enhancement Program. Pesicka joined the Division in 2014 and works from Sioux Falls. ■■■

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



CHIPPEWA VALLEY BANK

TIRED OF BORROWING MONEY BEING MORE COMPLICATED AND DIFFICULT THAN IT NEEDS TO BE?

Bank Stock and Bank Holding Company Stock Loans done the simple way

Bank mergers, acquisition loans and refinances up to \$50 million

- ✓ Approval typically within 2 to 3 days and sometimes immediately
- ✓ In many cases the loan can be started, closed and funded in less than 2 weeks
- ✓ No Correspondent Bank Account relationship required
- ✓ If the Federal Reserve approves it we can likely get the deal done for you
- ✓ Standard Commercial Loan Documentation used in most cases
- ✓ We won't restrict you to unnecessary covenants
- ✓ Limited or no reporting requirements
- ✓ Limited or no origination costs
- ✓ Low interest rates
- ✓ Principal payments often determined with the borrower's input on a year by year basis
- ✓ In many circumstances we accept bank capital growth instead of loan principal reduction
- ✓ We will come to you! Most loans initiated and closed at the borrowers home or office.

Deal directly with a lender/owner who is a CPA who understands the banking industry. Although we cannot give direct advice, we have 35 years of industry experience and can make your job far less stressful and time consuming. We will understand your transaction. You do not need to educate the lender.

Our belief is to make the loan and then stay out of the banker's way and let you do your job. You will only see us when you choose to.

Call Ryan Gerber or Rick Gerber at 1.866.282.3501 or email
ryang@chippewavalleybank.com or rickg@chippewavalleybank.com



Chief Mortgage Officer, First Bank & Trust, Brookings or Sioux Falls, S.D., or Edina or Roseville, Minn.

First Bank & Trust is looking for an individual to fill a chief mortgage officer position. This person manages the mortgage banking activity of the bank in an efficient and profitable manner. This person must provide organization, leadership, training and guidance to all personnel in this area. This person will be responsible for developing the leadership team within the mortgage department, helping them develop and execute on business plans that grow their respective markets. This person should have an eye on the future of the mortgage business, helping the operations manager and regional mortgage banking managers execute on strategies that position the mortgage department for long term scalable growth. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

Commercial Loan Officer, Black Hills Community Bank, Spearfish, S.D.

Black Hills Community Bank is growing and in need of a commercial loan officer to develop and support the lending activities of the bank. In this position, you will be responsible for the management and further development of customer relationships, primarily with a commercial and industrial and commercial real estate focus. The ideal candidate will possess the following: three to five years prior commercial lending experience, a good balance of providing proper risk management to protect the bank while servicing the financing needs of the customer, a strong credit background to provide the expertise to fully understand the quality of credit requests and to provide deep credit relationship banking, a record of success in developing new business relationships and maintaining existing business relationships, a desire for continued professional development, and a strong teamwork and communication skills. Black Hills Community Bank maintains high expectations of core values, positive attitude and character in all of our employees. This position will include a comprehensive benefit package, including medical and dental coverage, vision, company-paid long and short-term disability and life/AD&D, 401(k) plan, paid vacation and holidays. Resumes should include salary/earnings history. Please email to melissah@bhcbank.com. EOE. ■

Consumer Underwriting Supervisor, First Bank & Trust, Sioux Falls or Brookings, S.D., or Roseville or Cambridge, Minn.

First Bank & Trust is looking for an individual to fill a consumer underwriting supervisor position. This person underwrites, service, and develops the larger and more complex business loan relationships in a profitable manner while minimizing risk. Emphasis is placed on credit quality, loan performance and client profitability. This person should have a bachelor's degree and a minimum of four years of experience in business lending or the equivalent. This person should have strong experience in loan documentation, loan file compliance, credit/financial analysis and workout strategies. This person must possess good communication, marketing, sales and negotiation skills. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

Director of Treasury, First Bank & Trust, Brookings or Sioux Falls, S.D., or Twin Cities, Minn.

First Bank & Trust is looking for an individual to fill a director of treasury position. This person provides overall leadership for the bank's asset liability management function. This person oversees the development of programs and/or models that evaluate the organization's asset/liability strategy. This includes the development and deployment of strategies to manage interest rate risk, liquidity risk and capital adequacy. This position oversees the investment and funding manager. This person plans and manages the asset/liability committee meetings and communicates with bank president, chief financial officer and other senior management regarding strategic recommendations. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

Internal Auditor, Pioneer Bank & Trust, Spearfish, S.D.

Our client, Pioneer Bank & Trust located in Spearfish, S.D., is seeking a motivated individual as their internal auditor. Enjoy the lifestyle of the beautiful Black Hills of Western South Dakota. Multiple outdoor amenities will be at your doorstep. Enjoy your career and where you live. The successful applicant will be responsible for independently measuring and assessing the risk management process of the bank; including but not limited to conducting an annual risk assessment, generating an audit schedule to coincide with areas of risk, required audits and time constraints. Qualifications include a bachelor's degree in accounting, business administration or finance and a minimum of two years bank audit experience. The individual will report directly to the bank's audit committee and work closely with senior management team in identifying and managing all areas of risk. The ideal candidate will possess knowledge of generally accepted accounting principles and practices along with ability to work on multiple projects and meet deadlines. Strong analytical and technical skills are essential to this position. CPA designation a plus. Pioneer Bank & Trust is a locally-owned, independent community bank that has been serving the banking needs of Western South Dakota since 1913 and offers a competitive compensation and innovative benefits/incentive package. Pioneer Bank & Trust is proud to be an affirmative action/equal opportunity employer. EOE AA M/F/Vet/Disability To learn more and apply, please visit www.eidebailly.com/careers/positions-with-clients. ■

National Products Compliance Supervisor, First Bank & Trust, Sioux Falls, S.D., or Roseville, Minn.

First Bank & Trust is looking for an individual to fill a national products compliance supervisor position. Supervise the day-to-day function of national products bank compliance program, including administration of the compliance training program and supervision of the compliance review and oversight program. This person should have a bachelor's degree and a minimum of five years of related experience or the equivalent. A thorough knowledge of all applicable federal and state consumer protection laws, regulations and regulatory guidance documents that impact the financial services industry is required. In addition, this individual should have a compliance certification from at least one bank trade association. Strong written and verbal communication skills are required along with strong analytical and problem-solving skills. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

VP & Branch Manager, Pioneer Bank & Trust, Buffalo, S.D.

Pioneer Bank & Trust, a \$1 billion, multi-branch, community bank located in western South Dakota, is looking to hire a full-time branch manager to join our lending team. The successful candidate will be exposed to the following types of lending: commercial real estate acquisition/refinance and term loans, commercial and industrial related financing that includes revolving lines of credit, agriculture revolving lines of credit and term real estate loans, residential housing/construction, consumer loans and SBA loans. The branch manager will direct and supervise the staff and day-to-day operations in the assigned branch location, ensuring delivery of quality customer service. Pioneer Bank & Trust offers a competitive wage, with starting wages DOE; in addition, we offer full benefits to full-time employees including health, dental, disability and life insurance as well as a vision plan, vacation, bonus and a profit-sharing retirement plan. Please email your resume to lyndsays@pioneerbankandtrust.com. EOE AA M/F Vet/Disability. ■

CLASSIFIED LISTINGS

Post your classified ad in SDBANKER Magazine and at sdba.com. The fee is \$50 per ad (200 word limit) for SDBA members or \$100 per ad (200 word limit) for non-members. To place an ad, visit www.sdba.com/classifieds.



JOB SEEKERS



- ☑ Competitive salaries and excellent benefits
- ☑ Wide range of jobs and experiences in a thriving industry
- ☑ Opportunities for advancement for ambitious professionals
- ☑ Excellent working conditions and hours

BankTalentHQ works to connect qualified, skilled candidates with banks across the country. Job seekers can explore BankTalentHQ's innovative job board and share their resume with employers in the financial industry. Take control of your career today and let us help you grow your opportunities.

- Free to register
- Resume writing assistance
- Career Learning Center
- Career coaching
- Internship opportunities
- Niche job market

Connect with BankTalentHQ.com

Seminars/Conferences/Webinars/Schools

SDBA EVENTS

ABA Washington Summit

March 7-9, 2022 | Washington, D.C. & Virtual

SDBA Spring IRA Update

March 22, 2022 | Sioux Falls

New Account Documentation & Compliance Seminar

April 12, 2022 | Sioux Falls

Tri-State Trust Conference

April 26-28, 2022 | Fargo, N.D.

2022 NDBA/SDBA Annual Convention

June 14-15, 2022 | Bismarck, N.D.

SDBA Agricultural Credit Conference

July 20-21, 2022 | Pierre

SDBA Tech Conference

Aug. 31, 2022 | Sioux Falls

SDBA LEAD STRONG: Women in Banking Conference

Sept. 13-14, 2022 | Sioux Falls

SDBA NEXT STEP: Emerging Leaders Summit

Oct. 19-20, 2022 | Rapid City

Annual Security Seminar

Oct. 27, 2022

WEBINARS

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

Residential Construction Lending

March 14, 2022

Responsibilities of the Information Security Officer

March 15, 2022

Regulation CC—Annual Staff Training

March 15, 2022

Wire Transfer Compliance

March 16, 2022

CRA—Review and Update

March 16, 2022

Writing New Account Procedures

March 17, 2022

Cyber Warfare—What You Need to Know about the Ukraine/Russia Conflict

March 17, 2022

Regulation B: The Equal Credit Opportunity Act

March 17, 2022

Ransomware, Phishing, Business Email Compromise, Oh my! Is Your Incident Response Plan Ready

March 18, 2022

Understanding the Basics of Cryptocurrency Including Red Flags

March 21, 2022

Dealing with Appraisals: Regulations and Requirements

March 22, 2022

Letters of Credit

March 22, 2022

Legal Liabilities when Check Fraud Occurs

March 23, 2022

E-Sign for Lending—Challenges and Solutions

March 23, 2022

Troubled Debt Restructuring

March 24, 2022

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

March 24, 2022

Coaching Skills Bootcamp

March 25, 2022

Managing a Successful Call Center

March 28, 2022

Call Report Preparation OnDemand with Live Streaming

March 29, 2022

Understanding Commercial Loan Documents

March 29, 2022

CTRs: Line-by-Line

March 29, 2022

Basic Bankruptcy for Bankers

March 30, 2022

Are You Determined to Lead an Exceptional Branch?

March 30, 2022

Become Your Clients Primary Banking Consultant—How to Have Necessary & Robust Conversations

March 31, 2022

Acing Your Job as a Customer Service Expert

March 31, 2022

Best-Ever Compliance Checklists for Commercial Loans

April 1, 2022

Key Ratio Analysis: Calculating and Interpreting the Numbers Correctly!

April 4, 2022

Handling Deceased Accounts

April 5, 2022

Controlling the Risks of Power of Attorney Documents

April 6, 2022

Bi-Monthly Compliance Briefing

April 7, 2022

Regulation B: The Equal Credit Opportunity Act

April 7, 2022

Commercial Loan Defaults and Workouts

April 8, 2022

SCHOOLS

Dakota School of Lending Principles

March 29-April 1, 2022 | Aberdeen

GSB HR Management School

April 4-8, 2022 | Madison, Wis.

GSB Digital Banking School

April 11-May 5, 2022 | Virtual

MBA Bank Compliance School

May 2-5, 2022 | Bloomington, Minn.

Dakota School of Banking

June 5-10, 2022 | Jamestown, N.D.

National School for Beginning Ag Bankers

June 20-23, 2022 | Spearfish

Graduate School of Banking Colorado

July 17-29, 2022 | Boulder, Colo.

Graduate School of Banking Wisconsin

July 31-Aug. 12, 2022 | Madison, Wis.

GSB Financial Managers School

Sept. 19-23, 2022 | Madison, Wis.

SDBA IRA School

Sept. 27-29, 2022 | Sioux Falls

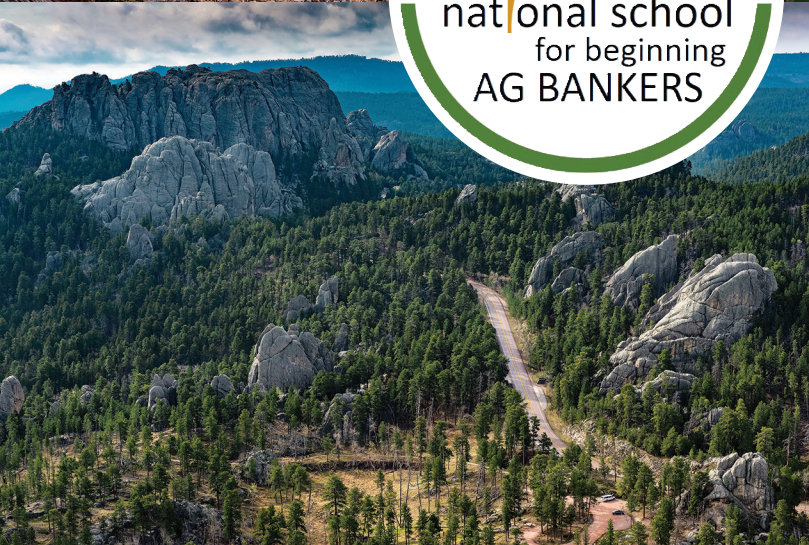
GSB Sales and Marketing School

Sept. 26-30, 2022 | Madison, Wis.

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.

FUNDAMENTALS OF AG BANKING

National School for Beginning Ag Bankers



Photos by South Dakota Tourism

JUNE 20-23, 2022

BLACK HILLS STATE UNIVERSITY... "Where Anything Is Possible"
SPEARFISH, SOUTH DAKOTA

High-quality borrowers on demand.

**2021 BHG
borrower:**

WA FICO: **734**

WA Income: **\$287,010**

Avg Loan Size: **\$108,861**

WA Years in Industry: **20**

WA DSCR: **2.6**

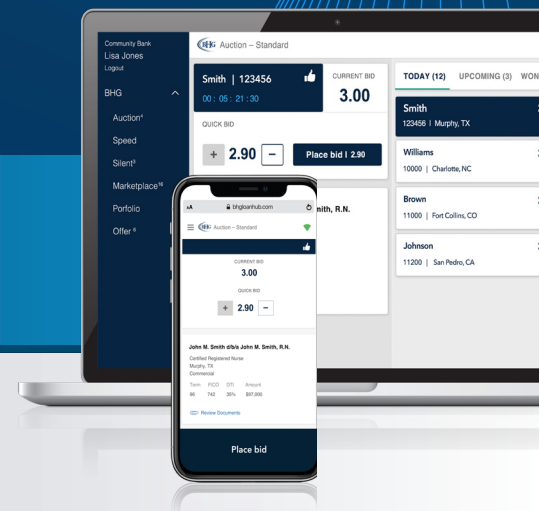


To learn more about BHG, please contact:

Keith Gruebele, EVP, Institutional Relationship

KeithGruebele@em.bhgbanks.com • (954) 737-5318

BHGLoanHub.com/SD



BHG IS AN ENDORSED MEMBER

WA=Weighted Average

