

# SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | MAY 2019

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from the executive office.....

BY CURT EVERSON | President | South Dakota Bankers Association

# Winter's Gifts that Just Keep on Giving

It has been a long time since this Hamlin County farm kid experienced the nonstop action of getting a cow-calf operation through a spring blizzard. But that is what I did during winter storm Wesley that dumped up to 30 inches of snow on some parts of South Dakota.

As April 9 progressed, I grew uneasy watching forecasts of increasing winds and snowfall accumulations. That afternoon, I called my brother-in-law, who with his wife and oldest son run a cow-calf and farming operation northeast of Watertown, asking if I could be of any help getting them through the impending blizzard. While I am sure he thought twice about what possible value a desk jockey from Pierre could bring to the table, he said if I was willing, he would put me to work. It's probably good that I had forgotten more than I remembered about the work on a cow-calf operation during lousy spring weather.

After work, I headed home to throw some clothes and outdoor gear into a bag. After a quick stop at Runnings to pick up a new pair of mud boots and waterproof gloves (best purchases ever), I began the three-hour trek to Watertown. During the drive, I only experienced occasional light rain showers. By the time I arrived, no moisture had yet fallen. I sacked out, confident that we would have a good half-day on Wednesday to finish pre-storm preparations involving feed, water, bedding, shelter and the like.

But shortly after first light on Wednesday morning, wet snow was already falling and the wind was picking up. Shortly after I arrived at the farmstead, a newly-born set of twins arrived at the calving barn. In a corner of that barn is a small, insulated/heated room that I call the ICU. In the corner of that room sits a rectangular fiberglass calf warmer just large enough to accommodate the very cold, wet twins. My sister-in-law quickly began rubbing the twins dry and administering medicine aimed at saving their lives. It was during that flurry of activity that I heard the larger of the twins utter what they all described as the "death beller" of a baby calf in serious trouble. Undeterred, this dedicated ICU nurse continued with her life saving activities.

Meanwhile, the rest of us went back to feeding and bedding activities for several hundred head of expectant cows, cow-calf pairs, feeder cattle and herd bulls. Those activities are time consuming on a normal day, let alone on a day when more than a

foot of new snow falls and grows into four-foot drifts. Every couple of hours, someone would tour calving pastures in a JD Gator, searching for newborn calves or cows close to delivery. During the evening hours on Wednesday, the family's second son fought his way back from SDSU in Brookings to join the fun.

These activities went on day and night for about 36 hours. By nightfall on Thursday, my brother-in-law declared that increasing wind and deteriorating visibility made it too dangerous for anyone to leave the farmstead to check on the herd. Although bone-tired and in dire need of rest, it was obvious just how hard that decision was for these farmers to make. Cow-calf operators take their caretaker responsibilities very seriously. Anyone who pays any heed to incendiary rhetoric coming from organizations like PETA needs to get a clue.

By dawn Friday, light snow flurries continued but the killer wind had largely diminished. Days of clearing snow-clogged farmsteads, feedlots, calving pastures and feed yards lay ahead. But these dog-tired farmers just kept putting one foot in front of the other, tending to daily chores. Two calves born during the prior night had perished. The pain of losing those two calves was etched on the faces of these third- and four-generation farmers.

By now, I'm sure some are wondering about a banking tie-in to this story. Yes, during these tight financial times for South Dakota's farmers, the loss of income from those two calves will hurt. The physical stress placed on survivors of the two-day blizzard will likely exact an additional toll. Knowing that a capital investment in an additional barn might have saved the lives of those calves or others in the future stings even more. But current financial conditions facing farmers and ranchers of all shapes and sizes means that capital to fund any new investment is hard to come by. Negative earnings in any given year is hard to stomach. Multiple years of zero or near-zero net income are problematic, both for producers and the bankers who try to meet the credit needs of their customers.

Admittedly, I may be a bit too close to this issue. But, I fear production agriculture may be at a generational tipping point, and I am not sure that many

*Continued on page 7*



# Protecting ATMs From Fraud

One of many advantages of staying connected with other state banking associations is that we are able to see what is happening as it relates to fraud in neighboring states.

A few months go in a Midwestern state there was a scamming rampage that targeted rural community banks. Three guys targeted rural banks using compromised credit cards in ATMs that were not chip enabled. To learn how to prevent this, please read the following article from Craig M. Collins president of financial services for OneBeacon Financial Services.

## ATM Fraud Alert

By Craig M. Collins, OneBeacon Financial Services



As the use and sophistication of technology increases, it would stand to reason that it would be more difficult for fraudsters to gain access to bank accounts via ATMs. Unfortunately, crooks seem to be equally sophisticated and quickly outwit many safeguards soon after they are put in place. Here are

some highlights and examples of ATM frauds that are unfolding across the country.

### Confirm Your ATMs are EMV Chip Enabled

A particular type of ATM fraud is showing up in many areas. It involves the use of foreign counterfeit cards being used at ATMs. While the cards used in the fraud have EMV chips, the ATMs that have been attacked were not EMV chip enabled. The fraudsters find the institutions without the EMV enabled ATMs, empty the cash with fraudulent transactions, and then drive to the next branch location (assuming that more of that particular bank's ATMs are not EMV enabled). The lack of EMV hardware shifts the financial liability for the fraud back to the bank that owns the ATM.

**Confirm that your ATMs are EMV chip enabled.** If not, you should consider restricting access of any cards that aren't issued by your bank, and call your ATM vendor to get the EMV hardware and software installed immediately.

### Cardless ATM Transactions

While they sound convenient, cardless ATM transactions are now the newest target of fraud.

**Fake Text Scam:** Customers can receive text messages "from the bank" that send them to a fake link. The customer is told that their account has been locked and they need to provide personal information. This information is then used to initiate and complete cardless ATM transactions.

**Cloned Phone Scam:** Many of these scams are originating while a customer is using unsecure public Wi-Fi. The fraudsters are able to gain login and account information as well as phone information. They use the information to clone the customer's phone or add a new number to the account to initiate transfers.

### ATM Security Suggestions

- Confirm that your ATMs are EMV chip enabled.
- Educate customers to use mobile banking apps on either their cellular network or on a secure Wi-Fi network.
- Remind customers that the bank does not send "unsolicited" emails or texts.
- Limit cardless ATM withdrawals to a small dollar amount and limit daily usage.
- Limit the time frame that a transaction code is viable.
- As it becomes available, utilize biometric identification (fingerprints, iris and facial recognition).
- Maintain usage of multi-factor authentication methods. 📶

OneBeacon Financial Services, an SDBA associate member, offers property and casualty coverages for commercial banks, savings banks and savings and loan institutions, security broker-dealers, investment advisors, insurance companies and credit unions. Specialty coverages including professional liability, trust errors & omissions, cyber liability and financial institution bond are additionally available for institutions with less than \$3 billion in assets. To learn more about how OneBeacon can help manage your risks, contact Craig M. Collins, president, at [ccollins@onebeacon.com](mailto:ccollins@onebeacon.com), 952.852.2434 or visit [onebeaconfs.com](http://onebeaconfs.com).

# Three Elected to SDBA Board of Directors

## Kristina Schaefer, Fishback Financial Corporation, Sioux Falls

*Kristina Schaefer is serving her second term on the SDBA Board of Directors, representing banks in Group I.*



### Banking Career

Kristina Schaefer serves as general counsel and director of risk management for Fishback Financial Corporation (FFC)/First Bank & Trust in Sioux Falls. As the organization's primary legal resource, she provides advice and counsel on all legal matters, including lending transactions, payment systems issues,

contracts and corporate governance. Schaefer also oversees the compliance, fraud, BSA/AML, and third-party oversight functions and serves on the governing policy body for FFC. During the past 11 years, she has also held the titles of general and corporate counsel. Prior to joining FFC, Schaefer worked as an attorney in a private practice where she specialized in banking law and general corporate law. Before attending law school, she was employed at First Bank & Trust and worked in customer service and risk management.

### Community Involvement

Schaefer regularly coaches Girls on the Run, volunteers at John Harris Elementary School in Sioux Falls and is on the Helpline Board of Directors. She also serves as a mentor to two young girls as part of the LSS School Based Mentoring Program and is active in its Everyday Heroes Recruitment Campaign and Advisory Committee. She was also a member of South Dakota's Elder Abuse Prevention Task Force.

### Family

Schaefer and her husband, Scott, have two daughters: Olivia (12) and Harper (6).

### Goals as an SDBA Director

To continue to use my experience to be an advocate for the banking industry, both at the state and national level. It's important that we advocate for common sense regulation to ensure that we can continue to serve our communities and customers. In addition, I look forward to continuing to encourage people to get involved in banking, not only as a career, but also to become advocates for our industry. 📊

## David D. Nelson, First Fidelity Bank, Platte

*David D. Nelson is serving his second term on the SDBA Board of Directors, representing banks in Group III.*



### Banking Career

David D. Nelson serves as a senior vice president at First Fidelity Bank and manager of its Platte branch. He is also the bank's investment officer, a member of the executive loan committee and a member of its board of directors. Nelson has a bachelor of science degree in business administration and a

master of business administration from the University of South Dakota and has attended the Graduate School of Banking—Wisconsin. He has his Series 7, 63 and 65 national securities licenses. Nelson previously worked as an investment representative for American Express before joining First Fidelity Bank in 1995.

### Community Involvement

Nelson currently serves on the board and is past president of the Platte Development Corporation. He is also on the Platte Area Foundation Board. Previously, Nelson served on the Platte Chamber of Commerce Board, St. Peter's Catholic Church Council and the Platte Black Panther Booster Club Board. He is a member of St. Peter's Catholic Church and the Knights of Columbus.

### Family

Nelson and his wife, Bernadette, have been married for 40 years. They have three grown daughters: Briana (Nathan) Kraayenbrink, Chelsey (Nick) Kortan, and Megan (Heath) Kuipers. They also have seven grandchildren.

### Goals as an SDBA Director

To continue to be an advocate for the banking industry. More bankers need to become involved to help promote the banking industry to let lawmakers and regulators know that our industry is important to us as bankers, our customers and our communities. We also need to continue to advocate for relief from regulatory burdens and to provide a level playing field to ensure the continued viability of our community banks. 📊

## Three Elected to SDBA Board of Directors Continued

### Pete Mehlhaff, Great Plains Bank, Aberdeen

Pete Mehlhaff is serving his first term on the SDBA Board of Directors, representing banks in Group IV.



#### Banking Career

Pete Mehlhaff, a fourth-generation banker, started his banking career 40 years ago. Mehlhaff served as a lending officer with U.S. Bank and Wells Fargo in correspondent and business banking departments in Aberdeen and Minnesota communities of Redwood Falls, Bloomington, St. Paul and

Minneapolis. Mehlhaff returned to South Dakota in 1990, when he became president and chairman of Great Plains Bank—a \$112 million community bank with offices in Eureka, Aberdeen and Eden. Mehlhaff completed an undergraduate degree at Northern State University and holds graduate degrees from University of St. Thomas (MBA) and Mount Marty College (MA). In addition to many banking programs, he is also a graduate of the Colorado Graduate School of Banking.

#### Community Involvement

Mehlhaff, an ordained Catholic deacon, serves at St. Mary's Church in Aberdeen. He is active in community affairs including former chairman of Presentation College Board of Trustees where he continues to serve as a trustee. He was a founding director of the Eureka Area Community Foundation, former president of Aberdeen Area Catholic Foundation and currently serves on the Northern State University School of Business Advisory Board and SDBA Legislative Committee.

#### Family

Mehlhaff and his wife, Paddy, have been married for 38 years and have five children.

#### Goals as an SDBA Director

The banking community has not been successful in its attempts to change the tax policies that give Farm Credit System and credit unions an unfair advantage over banks. I look forward to promoting reform that gives banks tax treatment similar to those competitors, thereby creating a more level playing field. ■■■

## Banks Join Safe Banking for Seniors Campaign

**T**he SDBA is encouraging banks to join the ABA's Safe Banking for Seniors campaign to help educate older Americans, their caregivers and other family members about how to identify and prevent elder financial exploitation.

"We've found that bankers are often the first line of defense against elder financial fraud and abuse. As many older customers visit bank branches, bankers are educating and advising their customers on ways to protect their assets and identity," said SDBA President Curt Everson.

Bankers who register with the campaign receive free turn-key materials, lesson plans, guides, handouts as well as traditional and social media outreach tools to connect with their communities about: identifying and avoiding scams, preventing identity theft, choosing a financial caregiver and acting as a responsible financial caregiver.

Banks can register for free to receive the resources at [www.aba.com/seniors](http://www.aba.com/seniors). Also, be sure to opt-in to the new FinEdLink component, which enables community groups to reach out to your bank and request a banker-led Safe Banking for Seniors presentation. ■■■

## From the Executive Office...

*continued from page 4*

policymakers understand the gravity of the situation. I have always believed the free market will eventually sort these types of situations out, but I am not sure that is going to happen soon enough to avoid a significant upheaval in this nation's farm sector.

My gut tells me that significant obstacles stand in the way of a timely free market solution. Trade imbalances and squabbles between the U.S. and key trading partners need to be settled. Industry concentrations within the ranks of ag input suppliers and ag commodity buyers seem to work against downward movement of prices of purchased inputs and upward movement in prices of commodities sold.

I am not suggesting that government intervention is the answer, but I would suggest that government policymakers would do well to spend more time focused on solving real-life problems in American agriculture and less on partisan political bickering. Those discussions can't start soon enough. ■■■

Curt Everson is president of the South Dakota Bankers Association in Pierre. Everson can be reached at 605.224.1653 or [ceverson@sdba.com](mailto:ceverson@sdba.com).



## SDBA Ag Credit Conference Rescheduled to August

**T**he SDBA's Agricultural Credit

Conference originally set for April 10-12 but canceled due to weather has been rescheduled to Aug. 14-16 at the Ramkota Hotel & Conference Center in Pierre. Conference content will be similar to the April agenda with slight changes to the order of some sessions.

Registrations for the original conference date will carry forward to the new date. If the new date does not work for any registrants, they may cancel with no penalty. If you were not able to attend the original conference dates but can now attend, there is still room to attend. See the revised Agricultural Credit Conference agenda at [www.sdba.com/events](http://www.sdba.com/events).



## Registration Open for SDBA 2019 IRA School

**I**RA's continue to be an essential part of a person's retirement planning. IRA rules are always changing, and more changes are expected in the near future. It is important to be informed and prepared.

The SDBA is offering its 2019 IRA School Sept. 4-6 at the Clubhouse Hotel & Suites in Sioux Falls. You can attend as many one-day IRA seminars as you want, but it will not equal what is covered in a three-day IRA school.

This is the most comprehensive IRA course offered. Attendees will learn new rule changes and reinforce existing rules; learn what it means to be in or out of compliance; explore all topics in-depth; and ask questions, share with peers and hear real case problems. Learn more and register at [www.sdba.com/events](http://www.sdba.com/events).



## Dakota School of Banking to Be Held in June

**O**ne of North Dakota's longest-standing banking education traditions, the Dakota School of Banking has graduated hundreds of bankers since its inception in 1974. Many of these graduates are now senior-level executives, serving as presidents or chief executive officers of banks large and small.

The 2019 Dakota School of Banking will be held June 9-14 at the University of Jamestown, Jamestown, N.D. The school is sponsored by the NDBA and endorsed by the SDBA.

Through the use of highly-qualified instructors and a challenging curriculum, Dakota School of Banking provides a multi-dimensional educational experience in banking. By completing two, one-week summer sessions and intersession projects, students develop a range of skills to enhance current performance and qualify for advancement.

Employees at nearly every level can benefit from attending the Dakota School of Banking. Many DSB applicants have been identified as future leaders within their banks. The school provides bankers with:

- A comprehensive understanding of the connections between banking functions.
- Increased knowledge and technical skills immediately applicable to daily responsibilities.
- Ideas to increase personal productivity and improve bank performance and profits.
- The opportunity to manage a successful financial institution through the BankExec simulation.
- A network of peers to call on throughout one's career.

First-year topics include: macroeconomics, bank financial analysis I, lending, technology and operations, human resource management, trust services, risk management, banking law, high-impact presentations and sales management.

Second-year topics include: asset/liability management, bank financial analysis II, strategic planning, liquidity and capital planning, bank investments, BankExec simulation, management and leadership, and bank reports and exams.

Learn more and register at [www.ndba.com](http://www.ndba.com).





associate members....

## SDBA Welcomes Two New Associate Members

**T**he SDBA Board of Directors has approved two new associate members: Complete Compliance, Inc. and Kontrole LLC. SDBA associate members are board-approved organizations that provide significant and ongoing services to the banking industry.

### Complete Compliance, Inc.

**Contact:** Sarah Smith, CRCM, President

**Address:** 5901 S. 58th St., Suite A, Lincoln, NE 68516

**Phone:** 402.483.0134

**Email:** sarah.smith@completecompli.com

**Website:** www.completecompli.com

Complete Compliance, Inc. (CCI) is a consulting firm offering internal and external compliance services to financial institutions. CCI's experts assist clients with their immediate needs to resolve issues while our long-term focus is to help our clients build sustainable compliance programs. Our team devotes their time to assess our client's compliance management systems, review disclosures for timing and accuracy, review or write compliance policies and procedures, and assist with various regulatory enforcement matters. Customizable services include: internal audits, external audits, policy development and review, vendor management, liquidity and contingency funding plans, review of past regulatory exams, customizable training, phone/email consulting (questions answered on demand), risk management and board of director training.



### Kontrole LLC

**Contact:** Deborah Griese, Principal

**Address:** 4800 S. Louise Ave., #160, Sioux Falls, SD 57106

**Phone:** 605.824.6800

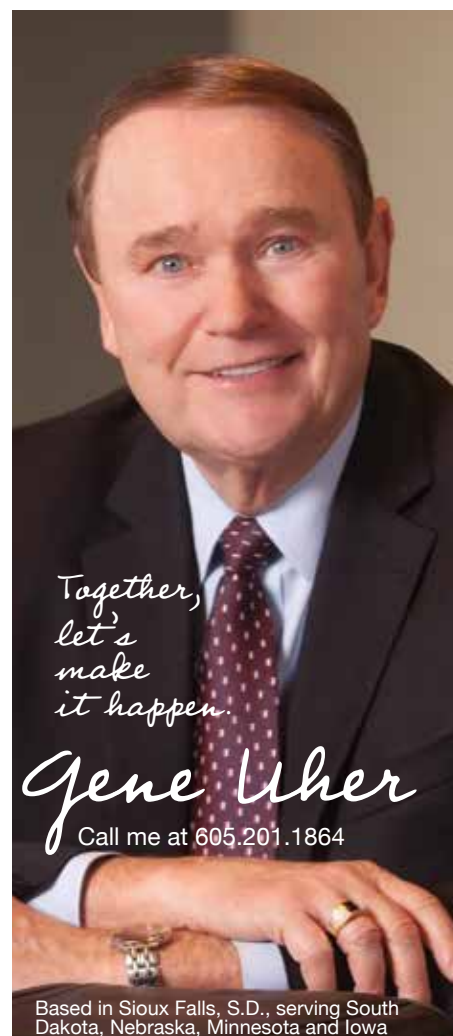
**Email:** debgriese@kontrole.us

**Website:** www.kontrole.us

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For the full list of SDBA associate members, visit [www.sdba.com/associate-members](http://www.sdba.com/associate-members).



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# SD Bankers Foundation Awards Scholarships

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

## Alan M. Graff Scholarship



*Preston Tetzlaff*

Preston Tetzlaff, a business economics major with a banking and financial services minor at South Dakota State University, was named the recipient of the \$4,000 Alan M. Graff Scholarship. The Graff Scholarship was endowed to the South Dakota Bankers Foundation through generous contributions from First PREMIER Bank, PREMIER Bankcard and employees of First PREMIER.

A native of Brookings, Tetzlaff plans to become a banker. He has served in a variety of leadership positions and extracurricular activities at SDSU.

## David S. Birkeland Scholarship



*Cayley Schmitt*

Cayley Schmitt, a Black Hills State University student, was named the 2019 winner of the \$3,000 David S. Birkeland Scholarship. Schmitt, who is from Sioux Falls, is pursuing a degree in business administration with a specialization in economics and finance and a minor in political science. She has been actively involved in various leadership and community service positions throughout her college career.

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

## Joyce Hazeltine Scholarship

Michelle Carlson, a student at Mount Marty College in Yankton, was named the 2019 recipient of the \$3,000 Joyce Hazeltine Scholarship. Carlson, who is from Yankton, is majoring in business administration with a specialization in banking and finance. She plans to pursue a career in banking upon graduation.

The Joyce Hazeltine Scholarship is an annual



*Michelle Carlson*

scholarship created in honor of Hazeltine's fundraising efforts as campaign chair for the High School Scholarship Program. Hazeltine served eight years as a Foundation board member and as the organization's chair, and it was during her tenure with the Foundation that she volunteered to spearhead a major fundraising campaign to raise money for the High School Scholarship Program.

Hazeltine was passionate about South Dakota's young people, and it was through her hard work and the generosity of South Dakota's banks, that almost \$900,000 was raised.

## Herman Lerdal Scholarship



*Jessica Malm*

Jessica Malm, a student at Black Hills State University in Spearfish, was named the recipient of the \$3,000 Herman Lerdal Scholarship. The Herman Lerdal Scholarship is an annual scholarship created in honor of banker Herman Lerdal for his service to the banking industry and the South Dakota Bankers Foundation.

Malm, from Burns, Wyo., is currently pursuing a degree in professional accountancy and business administration specializing in economics and finance. She would like to pursue a career in accounting and eventually financial advising.

## Deb Gates Scholarship



*Sanne de Bruijn*

Sanne de Bruijn, a dairy production and dairy manufacturing major with minors in food safety and agriculture business at South Dakota State University, was named the recipient of the \$1,500 Deb Gates Scholarship. The Deb Gates Scholarship was established to honor Deb Gates, the former executive director of the South Dakota Bankers Foundation.

de Bruijn, hailing from Vicksburg, Mich., plans to graduate in May of 2020 and obtain a financial management position within the dairy industry. Her strong work ethic and leadership skills will aid her in a successful career path.

# Emerging Leader of the Month: Joseph Lutter



*As part of the SDBA's mission to grow South Dakota's future bank leaders, we are featuring a monthly emerging leader in SDBANKER Magazine. This month's feature is Joseph Lutter of Heartland State Bank in Redfield, who is a member of the SDBA's Emerging Leader Work Group.*

## First-Ever Job

I was born and raised in Redfield, where my grandparents owned the livestock auction barn for more than 25 years. I worked for them in most aspects of that business—from fencing repairs to checking livestock in/out overnight to working in the office. That experience provided me with many skills that I use today in my current job—customer interaction, livestock handling, and business and accounting skills.

## Emerging Leader Story

After my oldest daughter was born before my junior year of college at SDSU, I gained management experience by managing the preload dispatch at UPS in the early mornings, attending college during the day graduating with a bachelor's degree in math, and working evening hours as a customer service representative at Home Federal Bank.

After deciding to pursue a banking career, Heartland State Bank had an open loan officer position in my hometown, where I've been for the past eight years. During that time, I've worked with the team on many projects where I've further added to my leadership skills. In 2018, I graduated from the Graduate School of Banking at Madison, Wis., with an Executive Leadership Certificate from the Wisconsin School of Business.

## What He Most Likes About His Job

I currently work with many different areas of Heartland State Bank—assisting with credit administration, underwriting, analysis, compliance, IT, asset and liability management, and marketing. My main role as a loan officer supports our local communities by providing loans to businesses, consumers and agricultural producers.

Interacting with all the people I'm able to meet provides the most satisfaction for me. Our team at Heartland State Bank allows me to assist many customers achieve their dreams. The SDBA has given me many chances to network with fellow peers through the Agricultural Credit Committee, Emerging Leaders Work Group and many other SDBA events.

## If He Could Have Any Job...

I would be a horse trainer. My family has a long history in the South Dakota horse industry, and I rodeoed through my high school years ending with two trips to the National High School Finals Rodeo. I still plan to continue my involvement with horses, so being a horse trainer would provide an opportunity to build on my experiences and passion.

## Motivation

I'm motivated to uphold strong family values with my fiancée, Sarah, and two daughters, Regan and Krue. I also believe in striving for continuous improvement in everything I'm involved with while constantly learning.

## In His Spare Time

In my free time, I enjoy woodworking, reading books and spending time with my family. I also like riding horse and playing golf.

## Silly Parental Instruction He Still Obeys

I call it being raised right, but my fiancée says she doesn't understand it. Immediately when walking in someone else's home, I take off my shoes or boots and leave them by the door.

## SDBA Emerging Leader Involvement

I wanted to become an advocate for the banking industry and hoped to meet and gain knowledge from current and other emerging SDBA leaders. 📊



*Joseph Lutter and his daughters, Regan and Krue, and his fiancée, Sarah.*





L-R: Curt Everson, SDBA, Pierre; Brett Koenecke, May Adam, Pierre; Krista Tschetter, Fishback Financial Corp., Sioux Falls; Bruce Byrum, Black Hills Community Bank, Spearfish; Dylan Clarkson, Pioneer Bank & Trust, Belle Fourche; Elizabeth Gorz, MetaBank, Lansing, Mich.; David Bangasser, Dacotah Bank, Sioux Falls; John McGrath, First PREMIER Bank, Sioux Falls; David Nelson, First Fidelity Bank, Platte; Kristina Schaefer, Fishback Financial Corp., Sioux Falls; Halley Lee, SDBA, Pierre; Rep. Dusty Johnson; Joseph Lutter; Heartland State Bank, Redfield; Jody Bender, U.S. Bank, Rapid City; George Kenzy, First Fidelity Bank, Burke; Pete Mehlhaff, Great Plains Bank, Aberdeen; Steve Bumann, BankWest, Pierre; Shawn Rost, First Interstate Bank, Rapid City; and Karl Adam, First Dakota National Bank, Pierre.

## BANKERS TRAVEL TO WASHINGTON

**S**outh Dakota bankers joined with more than 1,300 bankers from across the U.S. at the American Bankers Association's 2019 Washington Summit on April 1-3 in Washington, D.C.

The Summit opened Tuesday with keynote presentations by House Financial Services Committee Chairwoman Maxine Waters (D-Calif.), Chairman of the White House Council of Economic Advisers Kevin Hassett and Senate Banking Committee Chairman Mike Crapo (R-Idaho). Tuesday's agenda also included a session with senior personnel from the FDIC, OCC and Federal Reserve, as well as an advocacy update from a panel of ABA leaders.

Tuesday afternoon, Summit attendees visited their representatives on the Hill to advocate for meaningful changes that grow the economy and give bank customers more choices. South Dakota bankers visited with Sen. Mike Rounds, Sen. John Thune and Rep. Dusty Johnson.

On Wednesday, attendees heard from Federal Reserve Bank Presidents Tom Barkin (Richmond), Raphael Bostic (Atlanta) and Esther George (Kansas City), as well as Donna Brazile, former chairman of the Democratic National Committee, and Mike Murphy,



Sen. Mike Rounds greets South Dakota bankers and their guests during the ABA Washington Summit.

political analyst for NBC News.

In conjunction with the Washington Summit, the ABA also held its annual Mutual Community Bank Forum, Emerging Leaders Forum and Women's Leadership Forum. 📊



*South Dakota bankers visit with Sen. John Thune during the ABA Washington Summit.*



*Elizabeth Gorz, MetaBank, and Dylan Clarkson, Pioneer Bank & Trust.*



*Jody Bender, U.S. Bank; Shawn Rost, First Interstate Bank; and Ed Elfmann, American Bankers Association.*



*Bankers from South Dakota and North Dakota enjoy a meal together during the Washington Summit.*



*John McGrath, First PREMIER Bank; Bruce Byrum, Black Hills Community Bank; Brett Koenecke, May Adam, and his daughter, Claire Koenecke; and Curt Everson, SDBA.*



*David Bangasser, Dacotah Bank; Kristina Schaefer, Fishback Financial Corp.; Jody Bender, U.S. Bank; and Krista Tschetter, Fishback Financial Corp.*



# Marijuana Banking in 2019

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



**L**ast year the most frequently asked topic over at Compliance Alliance was, without a doubt, beneficial ownership. With the effective date for that rule well behind us, today the top BSA question we are getting is about how the heck to deal with marijuana banking. Now the issue with marijuana banking

is that there are no set definitions and conflict between state and federal laws. Therefore, it's important to discuss both the definitions that do exist and strategies for the bank to make their own interpretations.

First, the 2018 Farm Bill clarified, from a federal perspective, that hemp cultivation is legal and not just restricted to pilot programs for research purposes which it was before. Importantly, the Act also allows interstate transfer of hemp products. Also, passage of the law allows for the sale and possession of hemp-based products, as long as those products are consistent with the parameters of that rule. So, what are the parameters? There are still tight restrictions on this type of product. Hemp under this rule is limited to less than 0.3 percent THC.

Second, the bill asks state departments of agriculture to create a regulatory framework that would be a collaboration among the state's governor, law enforcement and the United States Department of Agriculture in order to license and regulate hemp. That plan will have to be approved by the USDA, so we're not free and clear yet. Farmers in states that choose not to have a USDA-approved program will still have the opportunity to grow hemp and produce hemp-based product, but they will be regulated at the federal government level. As can be expected from those last two parameters, hemp producers will have to be licensed and regulated, which will mean some level of enhanced due diligence for institutions that choose to bank those customers.

How does any of this help us? It helps us because hemp is derived of the same plant as marijuana—the cannabis plant. However, hemp does not have the same effects as marijuana simply because it does not contain as much of the chemical compound known as THC. This creates a category of product that is legal and not classified as marijuana under the Controlled Substance Act. Products that are derived of the same plant but have more THC than allowed would no longer



be considered hemp and instead would be considered marijuana. As marijuana is still an illegal controlled substance, at the federal level, under the Controlled Substance Act this makes a critical difference to banks that are not banking marijuana-related businesses (MRB) but will bank legal hemp businesses.

As the prevalence of marijuana businesses continues to increase, banks have to make risk-based decisions as to whether to bank them and how to determine whether their customer actually is an MRB. That distinction should include an intimate understanding of state laws and definitions and also, a conclusive policy statement as to whether the bank does business with MRBs and what the bank's definition of an MRB is. (Is it only a dispensary or grower? Is it a customer who rents retail space to a dispensary?) This process should also include a discussion with the bank's regulator to understand expectations beyond FinCEN's stated guidance as there is no other federal regulator that has made any official guidance, and state regulatory guidance is varied.

The number one BSA topic thus far in 2019 is how to develop marijuana-related business policies and more importantly how to even define "marijuana-related businesses." At the moment, there really isn't federal guidance, so banks are having to make those interpretations themselves. There are a variety of methods to go about that—from the three-tier approach to the zero-tolerance approach to the "we are choosing not to make an interpretation in our policy" approach. Without a set industry standard, banks are working from scratch via member groups—like Compliance Alliance huddles—and relying on industry resources like ACAMS to make those interpretations about products that are legal within their own states.



A zero-tolerance approach on the interpreting what is a “marijuana-related business” has generally included not doing any business with companies who have any relation to marijuana business, directly or indirectly. Direct marijuana business under this approach includes businesses that grow, distribute, sell or produce items that do not fall under the definition of “hemp” under a state-licensed or federal program. Indirect businesses would include businesses that provide services to those businesses—like landlords and business supply companies. While this is the most conservative approach, it is easy to see the downside. This definition interpretation includes businesses that perhaps did not provide services in the past but do now—like office supply businesses or gardening supply companies. If in the middle of a long-term business relationship—like a closed-end loan—it will be up to the bank to determine how to wrap-up the relationship in order to comply with their own policy.

Another approach being taken is the three-tiered risk approach as discussed by ACAMS back in 2016. This approach puts businesses into three different tiers based on risk. The bank then makes a risk-based interpretation of what the definition of “marijuana related business” means by deciding whether to bank customers who are Tier 1, Tier 2 and/or Tier 3.

It is important to note that regardless of which approach—regardless of how they interpret (or

choose not to interpret what an MRB is)—they must do so with an understanding of what the legal and compliance risk is to the bank and within the scope of the bank’s acceptable risk. As with any change that is not explicitly addressed by banking regulators, it is a best practice to work with the bank’s regulators, the bank’s attorneys to determine state-specific laws and the state department of banking prior to beginning new products.

Compliance Alliance does have marijuana banking tools on its website under the “Marijuana Banking Toolkit,” which includes helpful things like an updated manual to help banks sort out how to build a marijuana banking policy. ■■■

Silvia Garcia Maggio 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, Garcia Maggio began her career in real property and foreclosure law employed by a national mortgage servicer. She joined Compliance Alliance in 2014 and is part of its team of attorneys who assist members with a wide-range of regulatory and compliance inquiries. Owned by 27 state banking associations, including the SDBA, Compliance Alliance provides an all-inclusive compliance solution for banks of all sizes. Visit [www.compliancealliance.com](http://www.compliancealliance.com) or call 888.353.3933.

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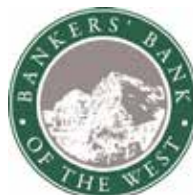
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ask the appraiser.....

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

# Appraisal Development— Subject Property Sales History

## Offers to Purchase Subject Property

**Question:** Are offers to purchase the subject property, prior to the effective date of the appraisal, pertinent information required to be considered under Standards Rule 1-5?

**Response:** Standards Rule 1-5(a) states:

*When the value opinion to be developed is market value an appraiser must, if such information is available to the appraiser in the normal course of business:*

*Analyze all agreements of sale, options, or listings of the subject property current as of the effective date of the appraisal;...*

Standards Rule 1-5(a) does not require that an offer to purchase the subject property, that is prior to the effective date of the appraisal to be considered and analyzed. Agreements of sale and options are generally significant to solving an appraisal problem because they involve a meeting of the minds about the property's value between the potential buyer and seller. A listing of the subject property is likewise significant in that it indicates the property's availability in the market. A mere offer to purchase by a potential buyer, however, does not necessarily correlate to the property's value or even to the owner's desire to sell. Furthermore, information about a purchase offer is often confidential and sometimes may not be available to the appraiser in the normal course of business.

Nevertheless, the appraiser is required by Standards Rule 1-1(b) to not commit a substantial error of omission or commission that significantly affects an appraisal. If information about a purchase offer is available to the appraiser, even if the offer is not current, and that information is relevant to solving the appraisal problem, it must be considered. In some cases, an offer would be relevant to the appraisal problem only because it points to other information concerning the property or the market about which the appraiser should know. For example, if the appraiser learns of an offer that seems out of character with market trends, additional research might lead the appraiser to discover property or market characteristics that support that offering price.

## Pending Sales as Comparables

**Question:** Can a pending sale be used as a comparable if the fact that the sale is pending is disclosed in the appraisal report?

**Response:** Yes. USPAP does not require the use of a pending sale as a comparable, nor does USPAP prohibit such use.

In addition, Standards Rule 1-1(b) requires that an appraiser:

*not commit a substantial error of omission or commission that significantly affects an appraisal;*

Not considering a pending sale of a property highly similar to the subject property could constitute an omission that would significantly affect the appraisal. USPAP requires appraisers to be complete in their analysis and convey that analysis in a way that is not misleading. Pending sale details, by their very nature, are often confidential. The appraiser must take care not to disclose information that he or she knows is confidential.

South Dakota does not allow an appraisal management company to prohibit an appraiser from reporting the fee paid to the appraiser in the body of the appraisal report. Violation of ARSD 20:77:07:03 is grounds for disciplinary action against the appraisal management company.

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

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If you have an appraisal related question that you would like to have answered in the "Ask the Appraiser" column, submit it to Sherry Bren, executive director of the Appraiser Certification Program, 308 S. Pierre St., Pierre, SD 57501, fax 605.773.5405 or by email to [Sherry.Bren@state.sd.us](mailto:Sherry.Bren@state.sd.us).

## South Dakota Bankers Association

# 2020 Scenes of South Dakota Calendar



The South Dakota Bankers Association is pleased to offer you the Scenes of South Dakota Calendar. This calendar will feature photos of South Dakota submitted by South Dakota bankers, their family members and customers. Your bank logo and name can be printed on each calendar to display in homes and businesses all year long. **Calendar orders are due by September 1, 2019, to get the low price of \$1.29\* per calendar. Each order will have an additional \$25.00 production charge.**

The Scenes of South Dakota calendars are exclusive to SDBA member banks. These calendars are a great opportunity to thank your customers for their business and promote your bank. The SDBA logo is also included to emphasize the strength and security of South Dakota's banking industry. Please see the information below and order today! All orders will be shipped November 1, 2019.



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### CUSTOM IMPRINT

**Please note: Imprint Area for bank logo and/or name is 10.375" wide x 1.25" tall.**

Bank logo and/or name to imprint needs to be provided in an Illustrator EPS or high resolution TIF file (300 dpi) and emailed to [abousa@sdba.com](mailto:abousa@sdba.com). Please supply all linked art and fonts required to print your file.\*\*

- ☐ Use same imprint from the 2019 Scenes of South Dakota Calendar.
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- ☐ We've ordered before, but have changes to our imprint area.

(Please note changes in the Special Requests area.)

Would you like a proof emailed to you? ☐ Yes ☐ No, I do not need to see a proof.

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\*\*\$65.00/hour (prorated) charge may apply if logo or imprint design changes need to be made to artwork supplied.

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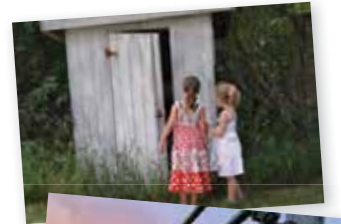
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[www.sdba.com/calendar](http://www.sdba.com/calendar)

**\*Pricing Information:** Orders placed by September 1, 2019 receive the low price of \$1.29 per calendar. After September 1, price is \$1.60. Each order will have an additional \$25.00 production charge (layout for press run, in-house press proof, boxing, labeling), plus shipping. Logo will be black unless color is requested. Send no money now. Orders will be billed when shipped. Orders cannot be accepted after September 15, 2019.

  
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# SDSU to Open Ness School of Management and Economics

**T**he South Dakota Board of Regents has given South Dakota State University in Brookings approval to create a school of management and economics. The school will be known as the Ness School of Management and Economics and be located in historic Harding Hall.

The school is named after alums Larry (1969) and Diane (1971) Ness. Larry Ness is CEO of First Dakota National Bank in Yankton. The couple was named the SDSU Foundation's 2015 Philanthropic Family of the Year and received SDSU Presidential Medallions in 2016.

"Academically organizing as the Ness School of Management and Economics provides academic programs at SDSU new opportunities for innovative course instruction and a level of visibility needed to attract students interested in pursuing careers in business, management and finance," said Dennis Hedge, provost and vice president of academic affairs. "The school will provide a higher-level and efficient structure to support the academic work of both students and faculty, while providing a pathway into the university for industry leaders to work with faculty in the school and engage with students as we prepare them to enter their careers ready to meet the opportunities and challenges of a global economy."

The school will be in the College of Arts, Humanities and Social Sciences and led by Eluned Jones, the current department head for the Department of Economics. The school will include the following degrees:

- Agricultural business (B.S.)
- Agricultural and resource economics (B.S.)
- Business economics (B.A. and B.S.)
- Economics (B.A. and B.S.)
- Entrepreneurial studies (B.A. and B.S.)
- Economics (M.S.)

In addition, minors will be offered in: accounting, agricultural business, agricultural marketing; banking and financial services; economics; entrepreneurial studies; human resource management; land valuation and rural real estate; management; and marketing.

"This move helps students understand the wide range of potential areas of study and professional career directions they can pursue through the Ness School of Management and Economics that they might not have understood in a department of economics," said Lynn Sargeant, dean of the College of Arts, Humanities and Social Sciences. "One of the things that is really exciting for the College of Arts, Humanities and Social Sciences is that it highlights for students and



parents and the community the critical role the college can play training future professionals."

The current Department of Economics has 700 undergraduate students and has two classrooms on the ground floor of Harding Hall, including the First Dakota National Bank e-Trading Lab, an experiential learning environment for classes in business finance, investments, agricultural finance, agricultural marketing, business and economics analytics courses as well as supporting the Student Managed Investment Fund and POET Commodity Trading Fund experiential activities.

Located on Campanile Avenue in the south-central part of campus, Harding Hall opened in 1954 as a men's residence hall. It later became offices for the then-College of Engineering and was the office locations for electrical engineering professors Al Kurtenbach and Duane Sander, who later co-founded Daktronics. In August 2018, a renovation of the building was completed.

"The purpose-designed facilities in Harding Hall provide the school a world-class teaching and learning environment enhancing SDSU's distinctive organization that integrates all the business disciplines, including agribusiness, and that provides greater transparency of our academic programs on campus and across South Dakota," Jones said. "It is a motivating environment that allows our faculty to collaborate with each other and our students, while providing critical access for industry leaders to share in the teaching and learning, research and outreach that will take place. It is an exciting time to be at SDSU." 🌈


## Jamie Wood Heads SBA South Dakota District Office



**J**amie L. Wood has been named district director of the U.S. Small Business Administration (SBA) South Dakota District. She joined the SBA in 2014 and is responsible for promoting small business resources across South Dakota including access to capital, counseling and training, government contracting and disaster relief.

Previous to her South Dakota assignment, Wood served as the deputy district director in the SBA North Dakota District Office. She also previously served at SBA headquarters in Washington, D.C., as the director for policy and engagement, in the Office of Veterans Business Development, where her focus included SBA veteran-related programs for active duty, National Guard and Reserve, service disabled veterans, military spouses and survivors. While at SBA headquarters, Wood participated in an inter-agency detail with the U.S. Department of Agriculture to expand veteran small business ownership in agricultural and rural areas.

She began her U.S. government civilian career in 2006. Prior to joining SBA, she served with the U.S. Department of the Army in multiple military public affairs, strategic communication and staff positions in U.S. European Command and U.S. Africa Command, in Stuttgart, Germany. Her duties included several deployments to Africa and within Europe. She is a U.S. Army veteran having served as a military broadcast journalist.

Originally, from Mobridge, Wood is a 2016 graduate of the U.S. Army War College, Carlisle Barracks, Pa., where she earned a master of strategic studies. She also holds a master of arts in public administration from Bowie State University, Bowie, Md. 

## John Peterson Named UBB Interim Bank President and CEO



**J**ohn Peterson will serve as United Bankers' Bank (UBB) interim president and CEO following the retirement of William "Bill" Rosacker on April 30.


"John is a well-respected community banking professional with more than thirty-four years of banking experience," said Bryan Grove, chairman of the

United Bankers' Bancorporation, Inc. (UBBI) Board of Directors. "The board and I value his business acumen, integrity and first-hand knowledge of community and correspondent banking and are looking forward to working with him as our interim president and CEO."

Peterson has served the financial services industry for many years. Before joining UBB in 2002, he worked in retail banking for 17 years in bank operations, lending and branch management. In Peterson's current role as executive vice president and chief marketing officer, he oversees UBB's marketing, correspondent banking sales and bank consulting services.

He is a graduate of Minnesota State University Mankato, attaining degrees in law enforcement and business administration, with emphases in finance and economics.

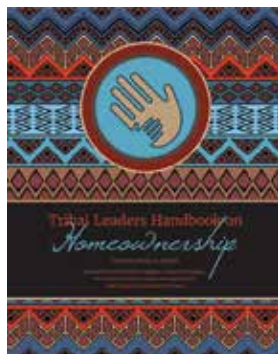
"The Board has engaged an executive search firm, Kaplan Partners, in the search for UBB's next president and CEO," Grove said. "We are confident that the next person to fill the position of president at UBB will build off the bank's exceptional service culture, as well as its strong financial and risk management in charting the bank's strategy for success in the years to come."

Headquartered in Bloomington, Minn., UBB is a full service provider of correspondent banking services to more than 1,000 community banks. UBB is an SDBA associate member. 

## Creating Opportunity for Homeownership in Indian Country


**E**xpanding affordable homeownership is a central component to sustainable economic and community development. Yet on many reservations, homeownership remains an unexplored option.

The Tribal Leaders Handbook on Homeownership provides



a comprehensive guide to creating diverse housing choices for Native communities and to understanding the lending process in Indian Country, particularly on trust lands.

A publication of the Center for Indian Country Development of the Federal Reserve Bank of Minneapolis and Enterprise Community Partners, the resource can be used as a blueprint to transform the landscape of Indian housing and Native economies.

Download the guide at [www.minneapolisfed.org/indiancountry/native-homeownership](http://www.minneapolisfed.org/indiancountry/native-homeownership). 

### **Ag Loan Officer, McIntosh County Bank, Ashley, N.D.**

Our client, McIntosh County Bank located in Ashley, N.D., is seeking a highly-motivated individual to join its lending team as an ag loan officer. This position will be trained and given the tools needed to succeed. The loan officer will be responsible for servicing agricultural loan accounts, retaining current customer relationships and assisting with other duties as assigned. Qualifications include a degree in accounting, finance or related field with the passion to gain knowledge in the banking and loan industry. The ideal candidate would possess knowledge of lending concepts, practices and procedures along with good judgment skills to plan and accomplish goals set forth. In addition, work well both independently and in a team environment and have excellent written and verbal communication skills. Knowledge of the agriculture industry including ranch, crop and machinery is a plus. This position offers a competitive base salary and benefits package to include health insurance employee 100 percent or family 75 percent paid and up to 15 percent into 401(k) along with a stable work environment. Ashley, N.D., is in the heart of many recreational opportunities to include fishing, boating and hunting. Flexible schedules and a caring work environment make this position top notch. EOE To learn more about this position and apply, please visit [www.eidebailly.com/careers/positions-with-clients](http://www.eidebailly.com/careers/positions-with-clients). ■

### **Branch Manager, CorTrust Bank, Leola, S.D.**

CorTrust Bank, one of the region's leading community banks, where you can expect a family atmosphere committed to building outstanding teams, is looking for full-time branch manager in Leola, S.D. Our branch manager oversees the daily functions and operations of the branch with primary emphasis on business and consumer lending activity, deposit activity, customer service and advocacy of CorTrust Bank within the community. The candidate will be responsible for overseeing opening and closing procedures and enforcement of security policies and procedures. They will supervise teller and vault operations and services while also being able to handle customer situations or requests. They will be responsible for prospecting and developing new banking relationships and participate in community activities for generating new business. The candidate will be responsible for evaluating loan applications by confirming credit worthiness and prepare and present to the Loan Committee. Qualifications: combination of education and experience; demonstrated leadership and communication skills; results oriented - possesses strong understanding of financial services regulatory, economic and political environments; personal effectiveness and understands risk management and the key area of inherent business risks. Paid time off, medical and dental insurance, 401K. EOE. For more information and to apply, please visit our website <https://www.cortrustbank.com/careers>. ■

### **Credit Analyst, American Bank & Trust, Sioux Falls, S.D.**

Responsible for evaluating credit risk associated with specific loan requests, including gathering and analysis of all related financial and industry information. Responsible for developing a working relationship with the lending staff, allowing for the timely and accurate preparation of loan request

presentations. Responsible for utilization of underwriting guidelines when preparing and analyzing loan requests. Bachelor's degree in business, finance or accounting, or equivalent combination of education and experience required. A minimum of two years commercial credit analysis experience or similar experience within the financial services industry preferred. Submit resume and cover letter to [bvanholland@abt.bank](mailto:bvanholland@abt.bank). ■

### **Information Security Officer, Plains Commerce Bank, Aberdeen, Watertown or Sioux Falls, S.D., or Bismarck, N.D.**

Plains Commerce Bank is looking for an experienced, energetic, self-motivated person to fill a full-time information security officer (ISO) position in either their Aberdeen, Watertown or Sioux Falls, S.D., locations or their Bismarck, N.D., location. Responsibilities of a successful candidate include maintaining an effective information security risk assessment designed to evaluate inherent risks, controls and residual risks, ensure appropriate security controls are in place to mitigate unacceptable risks, manage the development, implementation and maintenance of published enterprise-wide security policies, standards, procedures and guidelines, and enhance and maintain information security controls framework (FFIEC, GLBA, FDICIA, CobIT) and industry relevant security standards as applicable to Plains Commerce Bank. Qualities of the candidate include a minimum of three to five years of experience within information security and risk management, experience managing projects and/or programs to achieve information security objectives, preferred professional certification (CISSP, CISA or CISM) or willingness to obtain one within 12 months, must be an intelligent, articulate and persuasive leader who can communicate security-related concepts to a broad range of technical and non-technical staff with the ability to interact with a wide range of internal staff members and external professionals including regulators, consultants, auditors, legal counsel and others, and demonstrate exceptional written and verbal communication skills. We offer a competitive compensation and benefits package. Visit [www.plainscommerce.com/careers](http://www.plainscommerce.com/careers) to apply. Member FDIC. Equal Housing Lender. ■

### **IT Specialist, Plains Commerce Bank, Sioux Falls, S.D.**

Plains Commerce Bank is looking for an experienced, energetic, self-motivated person to fill a full-time IT specialist position in their Sioux Falls, S.D., location. Qualities of a successful candidate include an associate's degree in information technology, working knowledge of technology systems, possess strong organizational, communication and planning skills and complete accurate work-related documentation, ability to assess, identify and mitigate risk issues when implementing new technology, and must participate in all system updates and upgrades. Responsibilities of the candidate will include operating and monitoring computer systems and related equipment including: servers, networks, and other peripheral devices, troubleshooting IT computer systems, network operations, and production batch processes when issues are encountered, ensuring all processes are followed related to the creation of incident tickets, documentation of issues, problem/issue resolutions, and follow-up related



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### Market President, MetaBank, Brookings, S.D.

MetaBank is currently seeking candidates for a market president in Brookings, S.D., for our community banking division. This position plans and directs the operations of the market to ensure financial and strategic objectives are met. Responsible for the market operating in accordance with policies, procedures and requirements as established by the Board of Directors, governing laws and regulatory bodies. The most qualified candidate will have 10 or more years of banking experience, preferably with a commercial or agriculture background, five or more years of experience in people management and is well connected in the Brookings area. For additional position information and to apply, go to [www.metabank.com/careers](http://www.metabank.com/careers) and email your resume to [eanderson@metabank.com](mailto:eanderson@metabank.com). ■

If you have a job opening at your bank, send your classified listing via email to [abousa@sdba.com](mailto:abousa@sdba.com) and we will post it on the SDBA website and print it in the SDBanker Magazine. The fee is \$50 per ad (200 word limit) for SDBA members or \$100 per ad (200 word limit) for non-members. Questions, call Alisa Bousa at 605.224.1653.

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#### RISK MANAGEMENT CLASSES

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#### LENDER CONSULTING

A representative of the Swenson Risk Management team will meet individually with the banker, and client, if requested, to come up with risk management strategies.

#### FOR MORE INFO

Mike Sonne  
Cattle & Grain Marketer  
605.999.4255

5002 S Broadband Ln Suite 100, Sioux Falls, SD 57108

Tel 605.335.5570 Fax 605.339.9582

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# Seminars/Conferences/Webinars/Schools

## SDBA EVENTS

### **An Introduction to HSAs Webinar**

May 7, 2019

### **HSAs—Beyond the Basics Webinar**

May 14, 2019

### **SDBA/NDBA 2019 Annual Convention**

June 2-4, 2019 | Sioux Falls

### **SDBA 2019 Agricultural Credit Conference**

Aug. 14-16, 2019 | Pierre

### **SDBA 2019 Bank Technology Conference**

Sept. 11, 2019 | Sioux Falls

### **SDBA 2019 Lead Strong: Women in Banking Conference**

Oct. 9-10, 2019 | Sioux Falls

### **SDBA 2019 Compliance Workshop**

Oct. 15-16, 2019 | Sioux Falls

### **SDBA Annual Security Training**

Oct. 29, 2019 | Sioux Falls

### **Certified Banking Security Manager**

Nov. 5-6, 2019 | Sioux Falls

## WEBINARS

For a complete list of webinars, visit [www.sdba.com/webinars](http://www.sdba.com/webinars).

### **May 14, 2019**

Customer Service vs. Customer Experience

### **May 15, 2019**

Opening Accounts for Marijuana Related Businesses

### **May 15, 2019**

Handling Loan Applications—What can go Wrong?

### **May 16, 2019**

Bank Call Report Preparation for Beginners—Part 2

### **May 16, 2019**

Elder Financial Exploitation

### **May 17, 2019**

Call Reports: RC-C Loan Coding and Related RC-R Reporting

### **May 20, 2019**

Call Center Representative Training

### **May 21, 2019**

BSA/AML for Lenders

### **May 21, 2019**

Developing a Strong Enterprise-Wide Risk Assessment for Your ERM Program

### **May 22, 2019**

Third Party and Fourth Party Management

### **May 22, 2019**

High Touch Coaching in a High-Tech World

### **May 23, 2019**

Bank Call Report Preparations for Beginners—Part 3

### **May 23, 2019**

CRE Lending: Cash Flow Analysis & Cap Rates

### **May 28, 2019**

You're the New Supervisor! Fasten Your Seat Belt!

### **May 28, 2019**

For Bank Managers: Hire Your Next Banking Sales Superstar

### **May 29, 2019**

Living Trust Documents

### **May 29, 2019**

Audit Report Writing

### **May 30, 2019**

Bank Call Report Preparation for Beginners—Part 4

### **May 30, 2019**

CECL Methodology: The New Accounting Standard

### **May 31, 2019**

FDIC INTREx Work Program

### **June 3, 2019**

Key Ratios

### **June 4, 2019**

25 Baseline Controls Banks Struggle to Implement

### **June 4, 2019**

The Power of Storytelling

### **June 5, 2019**

ACH Origination for Lenders and Cash Management

### **June 5, 2019**

Excel Explained: Pivot Tables 101

### **June 6, 2019**

Secrets to being a Great Call Center Agent

### **June 6, 2019**

Bank Call Report Preparation for Beginners—Part 5

### **June 7, 2019**

Preventing Violence in the Workplace

### **June 10, 2019**

CRE Lending: Property Types, Lease Structures and Other Non-Financial Risks

### **June 11, 2019**

Notary Public

### **June 11, 2019**

Upside Down Thinking on Efficiency—Do You Have Your Priorities Backwards?

### **June 13, 2019**

Being Strategic with Base Compensation for Non-Executive Positions

### **June 13, 2019**

Indirect Lending

## SCHOOLS

### **GSBC Community Bank Investments School**

May 19-23, 2019 | Denver, Colo.

### **2019 Dakota School of Banking**

June 9-14, 2019 | Jamestown, N.D.

### **2019 National School for Beginning Ag Bankers**

June 24-27, 2019 | Spearfish

### **Graduate School of Banking at Colorado**

July 14-26, 2019 | Boulder, Colo.

### **Graduate School of Banking at Wisconsin**

July 28-Aug. 9, 2019 | Madison, Wis.

### **SDBA 2019 IRA School**

Sept. 4-6, 2019 | Sioux Falls

### **GSBC Workshop on Community Bank Investments**

Sept. 4-6, 2019 | Las Vegas, Nev.

### **GSB Financial Managers School**

Sept. 15-20, 2019 | Madison, Wis.

### **GSB Sales and Marketing School**

Sept. 29-Oct. 4, 2019 | Madison, Wis.

### **GSB Bank Technology Security School**

Oct. 6-11, 2019 | Madison, Wis.

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

Keynote Speaker

# LEE WETHERINGTON

*Director of Strategic Insight, Jack Henry & Associates, Valdosta, Ga.*



## FOCUS FORWARD

### **Focusing Forward: What's Coming, What Matters & What To Do Next**

Chatbots? Machine learning? Open banking? Faster payments? Should you replace your staff with chatbots or showcase your staff within digital channels? How will the arrival of real-time payments change existing bank products and services? Are bigtechs or digital challenger banks a bigger threat than megabanks? And how will you strategically differentiate your bank from the competition?

Join Lee Wetherington for a bottom-line review of what's new and what matters for community banks.

Wetherington delivers keynotes nationwide focusing on opportunities and challenges in ebanking and payments and is renowned for his unique style of comedic delivery.

*Presented by Platinum Sponsor*



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## 2019 SDBA/NDDBA ANNUAL CONVENTION

### June 2-4

Sioux Falls Convention Center & Sheraton Sioux Falls





# COMBAT ELDER FINANCIAL ABUSE

Resources are free and available to all banks.

Elder financial exploitation is on the rise. As 10,000 baby boomers turn 65 every day, scammers are increasingly targeting the elderly. But, banks can help combat the abuse by educating their communities on how older Americans and their caregivers can protect themselves.

The ABA Foundation's **Safe Banking for Seniors** program offers resources covering scams, identity theft and financial caregiving. Materials consist of turn-key modules with presentations and handouts designed to help bankers share and connect with their communities.

**GET INVOLVED TODAY!**

Visit [aba.com/Seniors](http://aba.com/Seniors)

