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features

8 SDBA News

- New SDBA Associate Member: Ag Resource Management
- Banks Receive Update Forms for 2022 Directory

9 Emerging Leaders

Emerging Leader of the Month: Kayla Wells

10 Upcoming Training

- SDBA NEXT STEP: Emerging Leaders Summit
- Advanced Compliance Workshop

12 Compliance

The OCC Reconsiders Going it Alone on CRA

16 Advocacy

U.S. House Financial Services Update

in every issue

4 Message from the Chair

Playing Offense and Defense in Banking

5 From the Executive Office

BANKING: A People Business

6 SDBIS Update

How the Delta Variant Might Change Your Travel Plans

14 Washington Update

Banking On Inclusion: America's Banks Embrace Bank On Movement

18 Bank Notes

21 Classifieds

22 Education Calendar



message from the chair.....

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

Playing Offense and Defense in Banking

While I was attending the ABA Summer Leadership Meeting in Austin, Texas, ABA Executive Vice President of Congressional Relations and Political Affairs James Ballentine used an analogy that really resonated with me. He compared banking advocacy to boxing. Sometimes, we are on our toes playing offense; other times, we are on our heels playing defense.

While I know very little about boxing, the fall sports season is now upon us, and I first learned the concept of offense and defense while watching my hometown play 11-man football. I think I can apply that analogy to several issues facing our industry today.

Ballentine made the offense/defense comments while talking about the growing pressure from Washington to offer customer-friendly products, particularly based on concerns surrounding overdraft fees. Some, of course, continue to advocate for concepts such as U.S. Postal Service banking as an option to best meet the needs of the unbanked and underbanked.

Ballentine suggested that banks offering BankOn accounts can be on their toes playing offense, giving customers a choice in their financial products. Admittedly, I'd read about the BankOn concept many times as our bank offers something similar, but his remarks encouraged me to take a closer look at the concept. I know that as bankers we are always looking for ways to serve our community, so it may be worth exploring whether it makes sense to offer BankOn accounts at your organization.

I recently had the opportunity to help play defense when a friend texted me, concerned that an older family member had fallen victim to a scam. Unfortunately, elder abuse hasn't slowed down since Rick Rylance with Dacotah Bank and I served on an elder financial abuse task force. With the COVID-19 pandemic and the advances in technology, elder abuse and other financial crimes seem more prevalent than ever.

Banks work incredibly hard to educate the public and their customers on elder financial abuse. The ABA has a plethora of free resources in its Safe Banking for Seniors materials that are available for banks of all sizes to use to further this message. To register for this free program, visit www.aba.com/advocacy/community-

[programs/safe-banking-for-seniors](#).

Also, if you ever need someone to come talk to the public or your customers on this topic, please don't hesitate to let me know. I'd love to help play offense in the fight against elder financial abuse.

The list of opportunities for banks to play offense and defense is quite long, but the final example that came to mind this month relates to staying competitive in our markets. Whether it is competition from Farm Credit, credit unions or fintech companies, there is no shortage of entities competing to meet the financial needs in our communities. I'm thankful for the work of our elected officials in pursuing the Enhancing Credit Opportunities in Rural America (ECORA) Act in Congress and in continuing to fight for ways to level the playing field.

I also have watched with interest the work of the Federal Deposit Insurance Corporation and other regulatory agencies in the fintech arena, such as the FDIC's Tech Lab (read more on page 17), as they look for ways that fintech companies can work with financial institutions to create a more inclusive financial system. Fintech isn't going away, so we need to watch for ways to play offense and integrate their technology into the banking system, versus waiting to play defense and compete for business.

As I wrap up this month's column, here are a couple of final reminders which may be arguably playing offense in supporting our industry. First, the SDBA has strategic planning scheduled for September, so please don't hesitate to reach out and share your thoughts.

Second, there are several fantastic events on our horizon, such as the SDBA's Bank Technology Conference, LEAD STRONG: Women in Banking Conference, IRA School and NEXT STEP: Emerging Leaders Summit. Consider sending your bankers to attend one of these events. To learn more and register to attend, visit www.sdba.com/events.

Until next time, I hope you all stay healthy and that some rain falls over South Dakota. 🌧️

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



from the executive office.....

BY KARLTON ADAM | President | South Dakota Bankers Association

BANKING: A People Business

Has the business of banking changed because of the COVID-19 global pandemic that began in early 2020, or is it the nomenclature of the banking industry that has changed? This is a point worth discussing, and to be fair, my answer is maybe a little of both.

This topic has many different perspectives, and it would take much more of a deeper dive than I can address in this article. However, one thing I have learned along the way is that businesses evolve, and the banking industry has evolved more noticeably this past year than it has in decades. Let me provide a couple of anecdotal observations that may sound familiar to you.

First, let me be clear, that in my opinion the banking business remains a “people business.” Whether your bank focuses on working with customers in person and face-to-face or you have talented banking customer service personnel assisting customers via phone or online, it remains a people business.

However, I do believe that technology in accordance with the pandemic has accelerated a variety of different banking opportunities that will be with us long into the future.

Digital Acceleration

When bank lobbies closed last year due to the pandemic, many of you saw firsthand your customers changing their habits. Some customers chose to bypass the drive-up window and learn more about ebanking alternatives. While these customers may have at first been hesitant to learn about new technology, many have embraced digital banking processes. Providing customers the ability to discuss loan options via Zoom and the ability to review and sign loan documents remotely remains a powerful option for many banks.

Although I don’t believe the pandemic is solely responsible for the current transformation of the

banking industry, I do believe that digital technologies have evolved more quickly and continue to transform the delivery of financial services in addition to reshaping the expectations of our customers.

The number of millennials (those born in 1981 to 1996) has surpassed the number of baby boomers (those born in 1946 to 1964) and is expected to peak in the next 10 years at nearly 75 million. The millennial generation that grew up with laptops, tablets and smart phones along with generation Z will have increased digital experience expectations, whether it be listening to music, shopping or even banking.

As I stated earlier, businesses evolve, and banking continues to evolve as well. While most bank customers are not looking for wholesale changes to their banking relationship, they do expect digital access to their financial information, banking operations to be performed in a few online steps and to receive support from customer service assistants without having to visit the bank.

The new narrative of digital banking will continue to evolve as financial technology, or fintech, evolves to improve and automate the delivery and use of financial services. To meet our customers’ expectations, the key is to embrace the change that we are experiencing and plan for the longterm with data, advanced analytics, fast and easy digital functionality, and revised back-office processes that reflect a digital future. It is essential that technological implementation at our banks be carried out with trusted tech partners with many years of experience in the industry.

COVID has paved the way for change—the banking industry needs to continue down that path in order to not be left behind. 🌈

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



LEAD STRONG: Women in Banking Conference

September 14-15, 2021 | Sioux Falls Convention Center, Sioux Falls

Register at www.sdba.com/events.



How the Delta Variant Might Change Your Travel Plans

The Delta variant has brought back vivid reminders of last year—lock downs, mask mandates, social distancing and limiting travel. The following article from AFAR Magazine contains some common sense information that I thought would be good for everyone to review. If you have not gotten vaccinated, please protect your family and friends. The SDBA's health plan has seen some negative impact due to COVID-19, and we need to stay healthy so we don't experience adverse effects this next year.

Reprinted with permission. AFAR Media, Aug. 6, 2021, www.afar.com/magazine/is-it-safe-to-travel-with-the-delta-variant

By Michelle Baran

It was the quote heard around the country: "The war has changed." That was how the CDC described the current threat posed—including to vaccinated individuals—by the now-dominant Delta variant of coronavirus in an internal presentation that surfaced in media reports on July 29. And our collective response was, "But what does that mean?"

The "Delta variant is a game changer," explains Pia MacDonald, an infectious disease epidemiologist and the senior director of applied public health research at RTI International, a nonprofit research institute. "There are things that have shifted dramatically in terms of the pandemic."

According to MacDonald and other infectious disease experts, there are several reasons why the Delta variant has changed the pandemic landscape so severely.

"One is that it is much more transmissible," says MacDonald. "As in one person is at higher risk of transmitting it to five to 10 people. The earlier variants, those were less transmissible. One person would likely spread it to one, two or three people. So there's more risk of it amplifying quicker, meaning that the outbreaks can grow much faster."

With earlier variants, prevailing science indicated that vaccinated people infected with the virus didn't carry a high viral load "and so their risk of spreading it was very low," MacDonald adds. "What we're seeing now [with the Delta variant] is that regardless of vaccine status, people can still spread this."



That is why masking, physical distancing and continuing to get tested even when just mildly symptomatic "is extremely important," says MacDonald.

What hasn't changed in the era of Delta, according to Dr. John Swartzberg, professor emeritus of public health at UC Berkeley, is how critical it is to get vaccinated. He says that "if you are fully vaccinated and you do get a breakthrough infection, that infection is much more likely to be asymptomatic or very mild, even moderate, but not wind you up in the hospital and not causing death."

Dr. Thomas Russo, chief of infectious diseases at the University of Buffalo's Jacobs School of Medicine and Biomedical Sciences, adds, "The fully vaccinated are [still] largely protected from getting infected."

Russo notes that while the efficacy of the vaccines has dropped somewhat with each variant, it still remains impressively high, even against the Delta variant. For the Pfizer and Moderna vaccines, "It's about 88% efficacy we believe. It's not perfect. We started at about 95% for the earlier versions of the virus . . . but 88% is still pretty good."

But, adds Dr. Russo, "If you're unvaccinated, you're at maximum risk—obviously."

In the United States, COVID-19 cases have risen to more than 100,000 new cases per day, numbers that were only last seen during the winter surge. However, hospitalizations and deaths, while climbing, are doing so at a much lower rate. As of Aug. 6, exactly half

(50%) of Americans are now fully vaccinated.

"From a very positive perspective, we have a vaccine now which prevents severe illness and death quite effectively. We also have a growing pipeline of effective therapeutics and much more experience on clinically treating this illness when people do get sick. We also have public health measures that we know work such as masking, physical distancing, increasing testing to find cases quickly before they can spread to a lot of other people. So, there's a lot of good things out there," says MacDonald.

Given the new Delta reality and how much has changed over the past few months, we asked our readers to submit questions regarding the Delta variant and upcoming travel plans. Here are some of the queries that were posed and experts' responses.

What does the Delta variant mean for travelers?

For one, it means that we're already seeing, and will likely continue to see, changes in travel restrictions and public health measures.

Not long after countries in Europe, as well as the U.K., Canada and numerous other destinations announced reopening plans, we've started to see some countries (such as the Bahamas) that were allowing vaccinated travelers to enter without a COVID-19 test add a testing requirement. The United States is considering instituting a vaccine requirement for foreign travelers. Some destinations have implemented a vaccine requirement for entering into venues such as restaurants, theaters, museums and hotels, including in France, Italy, Puerto Rico and New York City.

"Lifting travel restrictions is made complicated by the fact that globally countries have varying degrees of immunization and varying epidemics," states Dr. Tom Kenyon, chief health officer for international healthcare NGO Project Hope and former director of global health at the CDC.

"We have to remind ourselves that COVID-19 is not over for any country. Even here in the U.S., [many] Americans have not yet chosen to be vaccinated, leaving a large population reservoir for proliferation of more infectious variants, such as the Delta variant," adds Kenyon.

Mask mandates have started to return, too, in places including Los Angeles, San Francisco, St. Louis and Washington, D.C. They come as the CDC issued a recommendation on July 27 that even vaccinated individuals should go back to wearing masks indoors in parts of the U.S. where COVID is surging due to the fact that the Delta variant can spread even among the vaccinated.

What is the risk level? Can I travel if I'm vaccinated and pro-mask?

"It's not an absolute no, but I would be very cautious right now about traveling. You're putting yourself and others at risk. We're back to where travel should be reserved for those circumstances where it's just critical. The calculus for each individual is going to

be different because different people have different risk tolerance," says UC Berkeley's Dr. Swartzberg.

He adds that current projections indicate that we're going to continue to see the number of COVID cases increase through August and through some if not most of September "before there's a leveling off and then sometime in October there's a decline in cases.

"If [the travel is] urgent, that changes the calculus, but otherwise, if you could put it off until sometime in October it will probably be a much safer time to travel."

Am I at risk to others on arrival, even if I've been fully vaccinated?

Whether you are vaccinated or not, "It's the same for everybody in terms of recognizing that you can spread this to other people, so you have an obligation to other people as well," says Dr. Swartzberg.

For that reason, he says, it's important to have a mask on even if you're fully vaccinated, "particularly inside around other people, but really even if you're outside around lots of other people."

If I have to travel, how can I do so safely?

All of the infectious disease experts responded to this question by reiterating many of the same travel-risk calculations we were prescribed in 2020. Traveling by car to uncrowded destinations that aren't experiencing surges still remains among the less risky ways to travel. The more people you potentially come into contact with during your travels—for instance on planes, in airports or on trains—the bigger the risk. The same goes for the community transmission occurring where you're headed—the higher the transmission rates, the higher the risk.

For those who must travel, wearing masks and wearing them well is critically important, according to MacDonald. "I really want people to understand that there's a large range in terms of the quality of the masks that are available and what people use. What you're looking for is extremely good fit on your face and lots of filtration," she says.

She added that testing for COVID before and after arrival is another way to reduce the risks.

Travelers should also assess the full spectrum of risk, including the individual health risks and factors that pertain to each individual traveler in the group as well as to those who you may be visiting and those you may be interacting with both in the destination and upon return. That includes their vaccination status and whether they have underlying health conditions that could put them at higher risk if they were to become infected.

** Read the responses to questions about trip insurance, organizing a "Plan B" trip and whether you should wait it out at www.afar.com/magazine/is-it-safe-to-travel-with-the-delta-variant.*

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New Associate Member: Ag Resource Management

The SDBA Board of Directors has approved Ag Resource Management (ARM) as a new SDBA associate member.

Ag Resource Management


Contact: Lisa Zens, Office Manager

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Phone: 605.370.6854

Email: lzens@armlend.com


Website: www.armlend.com

Founded in 2009, Ag Resource Management (ARM) is a specialty finance company bringing financial and risk management solutions to farmers and agribusinesses. Our teams are highly specialized in agricultural finance and crop insurance. We combine that with proprietary lending technology and a deep understanding of crop agriculture to build a customized strategy for every farming operation. 

Banks Receive Update Forms for 2022 Directory

The SDBA has again retained BLR – Business & Legal Resources, a division of Simplify Compliance LLC (“BLR”) to publish the 2022 South Dakota Bank Directory. BLR of Brentwood, Tenn., has an excellent reputation in directory publishing throughout the United States.

BLR has emailed update forms for the 2022 South Dakota Bank Directory to all SDBA member banks. The purpose of this questionnaire is to obtain data about your bank—including correct address, telephone numbers, officers and directors. It is important that you respond promptly with the information requested by Sept. 23. If you assign this responsibility to someone else on your staff, please share the letter with them and forward the questionnaire to the appropriate person.

In January, SDBA member banks, branches and associate members will receive a complimentary copy of the new bank directory and have the opportunity to purchase additional directories. If your bank didn't receive its update form or you have any questions, contact the SDBA's Alisa Bousa at abousa@sdba.com. 

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Emerging Leader of the Month: Kayla Wells

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 Kayla Wells with Farmers State Bank in Hosmer.

First-Ever Job



I started working at Farmers State Bank in Hosmer during summer breaks as a teller when I was in high school. I helped out rolling coins, sorting checks into the accounts, folding statements, stuffing envelopes and weighing/ applying postage to statements. I loved working

as a teller as it was nice to meet and chat with people. I also received much wisdom from my fellow co-workers, especially George Mohr. Not only did he teach me banking lessons, but he always had a life lesson for me.

Emerging Leader Story

After graduating from Edmunds Central High School in 2006, I attended Northern State University. I transferred to Presentation College to pursue a degree in nursing, but switched to business after I discovered that blood makes me faint. I moved back to Hosmer to work as an administrative assistant to the bank's vice president and finished my business degree online. I started diving more and more into compliance and audit, and two years ago I started working as the bank's operations officer. I am a board member for the Sparak Northern User Group and serve on the SDBA's Women in Banking and Emerging Leaders work groups.

What She Most Likes About Her Job

My favorite thing about working in the banking industry is being able to meet new people and bouncing ideas back and forth, especially when it comes to compliance. It is also nice to see what others are doing at their banks and what we could add or do differently at our bank.

If She Could Have Any Job

I would absolutely love to write thriller/mystery/ horror books or own my own bookstore, or both! There is a used book store in Aberdeen that I love going into whenever I have some free time. I love the smell of all the books, seeing all the different genres of books and chatting with the people who work there. I love

coming across an older book that is harder to find or seeing how the covers of certain popular books have changed. I took a children's literature class in college, which was my favorite class.

Her Life's Passions

Reading books is definitely my favorite hobby. I also enjoy kickboxing, playing basketball, walking/running, swimming and putting together puzzles. Pretty much anything outdoors and related to sports is my jam. I absolutely love spending time with my kids—Avery, Sirena and Keanu. Each of them has different interests, which keeps things fresh and exciting.

In Her Spare Time

I love to take baths, turn on some tunes or read a book, and just relax. I am also a huge fan of going on walks—especially during the spring and fall. I enjoy the smell of the air, watching the trees either get or lose their leaves, and the sound of the leaves.

Little Known Facts About Her

I have lived in Hosmer my whole life, except for the two years I lived in Aberdeen during college. I actually live in the same house I grew up in, which I think is pretty cool. Throughout the years, I have found ways to make it "my own" but still keeping some things the way they were growing up. 🌈



Kayla and Brandon Wells and their children: Avery, Sirena and Keanu.



SDBA NEXT STEP: Emerging Leaders Summit


October 26-27, 2021 | Sioux Falls

NEXT STEP: Emerging Leaders Summit is designed to help cultivate, connect, engage and empower South Dakota's future bank leaders. The SDBA will hold the 2021 NEXT STEP: Emerging Leaders Summit on Oct. 26-27 at the Hilton Garden Inn Sioux Falls Downtown in Sioux Falls.

This event encourages emerging bank leaders to find and express their voices within their organizations, communities and the banking industry and provide opportunities to network and exchange ideas with other industry professionals. It will also increase emerging bank leaders' knowledge of topics of interest to the banking industry and promote involvement and advocacy.

The event will begin Tuesday evening with a reception at Hotel on Phillips in Sioux Falls. Wednesday's sessions are:

- The Challenge of Leadership
- Having Tough Conversations in the Workplace
- Buzz Sessions—Speed Networking
- What Not to Say: Six Categories of Statements to Stop Saying
- Lessons in Leadership
- Extra Credit: Banking in the Time of COVID-19
- Self-Management vs. Crisis Management
- Ignite Sessions.

There is an opportunity for business partners to sponsor at the event. See the full agenda and register to attend at www.sdba.com/events. 



Advanced Compliance Workshop

October 27-28, 2021 | Mankato, Minn.


The Minnesota Bankers Association will hold the Advanced Compliance Workshop on Oct. 27-28 at the Mankato City Center Campus in Mankato, Minn. SDBA members have the opportunity to attend the training at the member discount rate.

This workshop has been specifically designed for the experienced compliance professional who requires the most up-to-date information affecting bank compliance. Attendees should have at least one year of compliance experience and/or have attended the basic compliance school.

Topics to be discussed by presenter Jerod Moyer with Banker's Compliance Consulting include:

- TILA ability to repay and qualified mortgages
- TILA HPMLs
- Refinance, renewals and modifications
- RESPA Section 8
- Flood insurance
- Risk assessments
- TRID hot topics
- Hot topics/top violations

Nessa Feddis, senior vice president and senior counsel with the ABA, will touch on FCRA, overdrafts, Washington update (including CRA, interchange routing and true lender rules), and third-party payment systems. The workshop will also include a presentation on elder abuse and an update of state statutes.

See the full agenda and register to attend at www.sdba.com/events. 

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OCC Reconsiders Going it Alone on Community Reinvestment Act

By Chris W. Bell, JD, Senior Hotline Advisor & Associate General Counsel, Compliance Alliance



To modernize the agency's regulations under the Community Reinvestment Act (CRA), the Office of the Comptroller of the Currency (OCC) published a final rule (June 2020 rule) in the Federal Register on June 5, 2020. Previous to this modernization, the OCC had chosen to partner with the other federal regulators to pursue a shared CRA framework for all covered financial institutions. The June 2020 rule was designed to:

1. Expand and make clearer "qualifying activities," (including bank lending and investing).
2. Revise the delineation of "assessment areas."
3. Provide more "consistent and objective" methods for assessing CRA performance.
4. Mandate "timely and transparent" reporting.

On July 20, 2021, the OCC announced it will propose to rescind the agency's May 2020 final rule overhauling the CRA, signaling the OCC's intention to collaborate with the Federal Reserve Board (Fed) and the Federal Deposit Insurance Corporation (FDIC) on a separate joint rulemaking. The announcement follows the completion of a review undertaken by acting Comptroller Michael Hsu. Comptroller Hsu stated that although "the OCC deserves credit for taking action to modernize the CRA," the adoption of the final rule was "a false start" in attempting to overhaul the regulation.

According to Comptroller Hsu, the OCC intends to work with the Fed and the FDIC to develop a joint Notice of Proposed Rulemaking and build on an Advance Notice of Proposed Rulemaking issued by the Fed last September. The federal agencies issued an interagency statement noting that they have "broad authority and responsibility for implementing the CRA" and that "[j]oint agency action will best achieve a consistent, modernized framework across all banks to help meet the credit needs of the communities in which they do business, including low- and moderate-income neighborhoods."

The OCC explained that the additional time it will take to reconsider the June 2020 rule will:

1. Enable banks to more flexibly deploy their resources for COVID-19 pandemic-related purposes.



2. Allow the OCC to consider additional input from stakeholders.
3. Provide the OCC with more time to assess issues and questions that have been raised with regard to the rule's implications.
4. Enable the OCC to reevaluate the necessary data and take further regulatory action, as needed.

What's Changing?

While this reconsideration is ongoing, the OCC will not object to the suspension of the development of systems for, or other implementation of, provisions with a compliance date of Jan. 1, 2023, or Jan. 1, 2024, under the 2020 rule. At this time, the OCC also does not plan to finalize the Dec. 4, 2020, proposed rule that requested comment on an approach to determine the CRA evaluation measure benchmarks, retail lending distribution test thresholds and community development minimums under the June 2020 rule. In addition, the OCC is discontinuing the CRA information collection pursuant to the Paperwork Reduction Act (PRA) notice published in the Federal Register in December 2020. While this reconsideration is ongoing, the OCC will not implement or rely on the evaluation criteria in the June 2020 rule pertaining to: quantification of qualifying activities (12 CFR 25.07 and 25.08), assessment areas (12 CFR 25.09), general performance standards (12 CFR 25.10 through 25.13), data collection (12 CFR 25.21), recordkeeping (12 CFR 25.25) and reporting (12 CFR 25.26).

What's Not Changing?

Please note that the OCC has not merely voided its June 2020 rule. It is important to remember that parts of the June 2020 rule are currently in effect. The OCC will continue to implement the provisions of the June 2020 rule that had a compliance date of Oct. 1, 2020. The OCC interpreted and explained these provisions in OCC Bulletin 2020-99. These implementation efforts include:

- Issuance of OCC Bulletin 2021-5 providing bank type determinations, lists of distressed and underserved areas, and the median hourly compensation value for community development service activities.
- Deployment of the CRA Qualifying Activities Confirmation Request process for banks and other stakeholders to request confirmation whether an activity meets the qualifying criteria under the June 2020 rule.
- Provision of training on provisions of the June 2020 rule with the Oct. 1, 2020, compliance date in a series of webinars for examiners and bankers.

Compliance Alliance members can find a summary of the June 2020 rule at compliancealliance.com/find-a-tool/tool/occ-cra-modernization-final-rule-summary.

The right partner can help you navigate the ever-changing regulatory landscape. Bankers Alliance and our teams of companies is here to help with your CRA needs. Compliance Alliance will continue to bring our members up-to-date information and training regarding the CRA modernization efforts and the tools that your financial institution needs to stay in compliance and fulfill your CRA requirements. Review Alliance can audit your systems to make sure that you are gathering, tracking and reporting the information you need. 📊

Chris W. Bell serves as associate general counsel for Compliance Alliance. He began his career working for a regional bank in Tennessee, where he developed a passion for serving customers through the banking system. In law school, Bell focused his studies on the different financial aspects of the law, including the Internal Revenue Code and Uniform Commercial Code. He has worked in the legal department of a federal savings bank and for the Texas Department of Banking. As a hotline advisor, Bell helps Compliance Alliance members with a wide range of regulatory and compliance questions, and he is one of the company's featured authors. For more information about Compliance Alliance, an SDBA endorsed vendor and association member, call 888.353.3933 or visit compliancealliance.com.



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Banking On Inclusion: America's Banks Embrace Bank On Movement

America's banks have a longstanding commitment to helping reduce the number of unbanked and underbanked individuals and families in the U.S. July marked a major milestone in that endeavor, with an announcement from the Cities for Financial Empowerment Fund that the number of Bank On-certified deposit accounts now available has surpassed 100. At the time this column was written, it was up to 114.

As you may recall, nearly a year ago I challenged banks of all sizes to offer Bank On-certified products, which are designed to promote access to financial services to the roughly 5% of U.S. households that remain unbanked. To receive Bank On certification, the account must meet certain standards, including low costs, no overdraft fees, robust transaction capabilities via a debit or prepaid card and free online bill pay. The certification is free, and the process is simple.

When I issued that challenge in October 2020, there were 43 banks offering accounts that were Bank On-certified. Today, there are more than 90, with plenty more in the process of obtaining certification. In particular, we've seen a significant uptick in the number of community banks offering Bank On-certified accounts. This is due in part to ABA's efforts to engage with 20 of the nation's core technology providers—including Fiserv, FIS, Jack Henry and Associates and Finastra—and encourage them to simplify the process for their bank clients to create and offer these important products.

Today, Bank On accounts are available in more than 32,500 branches, in 99 out of the 100 largest metropolitan markets and in all 50 states. They have received plaudits from bank regulators and policymakers alike—and for good reason. Research suggests that the initiative is working as intended: according to the Federal Reserve Bank of St. Louis, 75% of consumers opening Bank On certified accounts were new customers for that bank. Additionally, while these accounts have widespread appeal, CFE Fund reports that close to 60% of Bank On certified accounts were opened by customers in communities with 50% or

more people of color.

The importance of having a banking relationship has never been more apparent than during the COVID-19 pandemic. From obtaining Paycheck Protection Program loans to receiving economic impact payments quickly, there are countless stories that speak to the benefit of having a trusted banking partner—and to the disadvantages of not having one.

"For a long time, we'd known that we have consumers that don't have bank accounts in our market. It could be for cost, it could be for convenience, there could be a lot of reasons. The stimulus checks brought the issue to light a little more," says Gary Kleer, CEO of First Bank Richmond in eastern Indiana, whose bank recently had its Easy Fit Checking Account Bank On-certified. "When we saw this initiative being offered, we decided to get on board so that we could offer our consumers a more safe and affordable way to handle their money."

As we strive for a more equitable and inclusive society, one of the most constructive ways banks can help move the needle is to ensure that every American has the opportunity to access the banking system. That's why the Bank On certification is so important—it signals to those who may be hesitant to come in the door and start that banking relationship that the bank offers a product they can trust to meet their needs.

Many banks are already offering checking account options that meet Bank On standards—but it's time to go the extra step and get them certified—for free—with the Bank On seal of approval. If you haven't yet, I encourage you to visit aba.com/BankOn to learn more about the Bank On movement, how to certify an account product and why other banks were motivated to get involved. ABA staff is available to meet with your bank about the Bank On process and to answer your questions; reach out anytime through our dedicated inbox at bankon@aba.com.

Together, we can bring more Americans into the banking system—a crucial step toward ensuring economic prosperity for all. ■■■

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

PRO TIP

Watch for misspelled words.



ABA's #BanksNeverAskThat Campaign Toolkit Now Available

Join the ABA this October when the Association kicks off its award-winning #BanksNeverAskThat anti-phishing campaign. Register to get access to new content in the easy-to-use turnkey toolkit, including graphics, social posts, digital signage, printables and more. The toolkit material can be co-branded, bank-branded or ABA-branded.

Created in 2020 to help consumers fight phishing fraud, last October's #BanksNeverAskThat campaign saw nearly 1,700 banks participate. More than 200,000 people visited BanksNeverAskThat.com to learn about phishing tactics, and 52,000 people tested their scam spotting skills, while sharing their knowledge with thousands of others.

This year, ABA hopes to recruit even more banks to join the industry-wide effort. Participation is free for every bank, regardless of ABA membership. Learn more and register at <https://bit.ly/3mBMg0f>. 📊

Get Smart About Credit: Celebrate this October and Beyond



We know how important it is for teens to secure a strong financial future, so the ABA Foundation is taking personal finance education to the next level. The Get Smart About Credit (GSAC) program sponsored by the ABA Foundation is a national campaign of volunteer bankers who work with high school students and young adults to raise awareness about

the importance of personal finance skills.

Bankers registered to participate in this free program receive access to a private resource page containing promotional materials, student activities, communication tools and lesson plans (also available in Spanish) covering topics that include banking careers, budgeting, credit scores, identity theft and paying for college.

Discover how you can bring personal finance awareness to teens and young adults in your community—both in and out of the classroom, throughout the year. Banks of all sizes that actively provide youth financial education, using any curriculum, are invited to register their participation in the GSAC program at no cost at www.aba.com/advocacy/community-programs/get-smart-about-credit. 📊



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U.S. House Financial Services Update

By Congressman Blaine Luetkemeyer (R-Missouri)



Recently, the House Financial Services Committee held a hearing entitled “A Biased, Broken System: Examining Proposals to Overhaul Credit Reporting to Achieve Equity.” Committee Chairwoman Maxine Waters called for this creatively-named hearing to

gain support for legislation to create a government-run credit bureau within the Consumer Financial Protection Bureau (CFPB).

Bankers in South Dakota understand the value of accurate credit reporting. It is how risk is assessed and interest rates are determined. Incomplete or inaccurate credit reports force banks to either deny loans or raise the cost of credit. As one of the few members of Congress with a banking background—I started my career as a bank examiner then spent over 30 years in the banking and insurance industries—I often find myself explaining these very basic facts to some of my colleagues on the Financial Services Committee, particularly those who believe government control over credit reporting is a good idea.

The bills discussed at the hearing would quite literally give the CFPB the power to determine who is credit worthy in the U.S. by giving the Bureau the authority to decide which portions and how much of a person’s credit history is made available to banks when considering a loan application. Proponents of these bills believe this new, centralized credit bureau would benefit disadvantaged communities that struggle with access to credit. They believe the current system unfairly punishes certain people based on factors out of their control.

While we all likely have ideas on how to improve the current credit reporting system, this solution would only exacerbate the problem. Misreporting credit history or limiting available information raises the cost of credit across the board, but particularly for low-income communities. The people reading this know how to assess and price risk. It takes information, and when that information is limited or altered you have no choice but to assume additional risk. Not only will that raise costs for low-income borrowers, but it will also eliminate access for some altogether which is bad for consumers, the banks and the surrounding communities.

Eighteen months ago, the American economy was ground to a halt. Businesses were shuttered, people were forced to stay at home and everyone was left to

wonder what’s next. When the American people looked to the government for a solution, the government turned to the banks. Through PPP and other rescue programs, banks facilitated the movement of trillions of dollars and were the key factor in their survival for many businesses. Despite the fact that we continue to grapple with loan forgiveness and workforce participation remains low (also thanks to government) the economy is improving. That wouldn’t be possible without the banks.

While there are plenty of bad ideas floating around in Congress—looking no further than the proposed CFPB credit bureau—there are also efforts to work with the private sector to keep the momentum going. As the ranking member of the House Small Business Committee, I’m pushing on the Small Business Administration to improve the forgiveness process and get their other programs in order. I also just recently introduced a bill to replace the single director position at the CFPB with a five-person bipartisan commission. The Bureau is constantly being used as a political football, and its director wields so much power that the Supreme Court grappled with whether the position was even constitutional. Allowing one person to hold such unchecked power over our economy is irresponsible and verges on negligence. My bill would provide increased accountability and transparency so the American people can trust the CFPB to do its job without political motivation.

If you take one thing away from this column, I hope it is this: banks’ participation in our economy and our government is critical. As you can likely tell, my beliefs differ wildly from some of my colleagues, which illustrates the need for private sector input. Banks are often the first to see economic winds changing. You likely know what programs work and don’t work before lawmakers. So, whether it’s to elected representatives or even your regulator, please speak up. You know your business better than anyone else and will be your customers’ and community’s best advocate. Our economy and our government depend on a strong financial system. ■■■

Republican Blaine Luetkemeyer represents Missouri’s Third District in the U.S. House of Representatives. He serves on the House Financial Services Committee as ranking member of the Subcommittee on Consumer Protection and Financial Institutions as well as the ranking member of the House Small Business Committee.

FDIC Selects Eight Teams in Tech Sprint to Reach Unbanked



The Federal Deposit Insurance Corporation (FDIC) selected eight teams to participate in a "tech sprint" designed to explore new technologies and techniques to help banks meet the needs of unbanked consumers.

The FDIC's tech lab, FDITECH, launched Breaking Down Barriers: Reaching the Last Mile of the Unbanked on July 6. This first-of-its-kind tech sprint challenged participants to identify better resources and tools to help banks bring unbanked consumers into the banking system and to sustain those banking relationships over time.

"As we work to build the banking system of the future, one of our most important challenges is to make certain that banking is open and accessible to every family," said FDIC Chief Innovation Officer Sultan Meghji.

According to the FDIC's How America Banks Report, Black, Hispanic, American Indian and Alaska Native households remain significantly more likely to be unbanked. Given the challenges reaching the "last

mile" of unbanked households, and recognizing that community banks are uniquely positioned to meet the needs of this population but also often lack access to data and resources, the FDIC sought tech sprint participants to help answer this question: "Which data tools, and other resources could help community banks meet the needs of the unbanked in a cost-effective manner, and how might the impact of this work be measured?"

FDITECH will host a "Demo Day" in September, inviting the teams to make short presentations to a panel of judges who will evaluate their submissions for creativity, effectiveness/impact and market readiness. All submissions will be publicized and "winners" will be chosen in several categories. The FDIC is not offering monetary prizes associated with this tech sprint.

According to the FDIC, approximately 7.1 million U.S. households remain completely unbanked. The ABA has urged its member banks to actively promote financial inclusion, including through offering Bank On certified accounts, which offer features including low costs, online bill pay capabilities, no overdraft fees and certain transaction capabilities. ■■■

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South Dakota Financial Professionals Receive Prestigious Banking Diplomas

Five South Dakota financial professionals completed the Graduate School of Banking at Colorado (GSBC) state-of-the-art graduate school of banking program. The graduates include:


- **Yvette Christion**, The First National Bank in Sioux Falls, Sioux Falls
- **Jay Cordell**, Pioneer Bank & Trust, Belle Fourche
- **Tory Haggerty**, Tuscan Club Consulting, Sioux Falls
- **George Mollner**, First Dakota National Bank, Sioux Falls
- **Brett Simons**, Security First Bank, Rapid City

Graduates receive their GSBC diplomas upon successfully completing three annual two-week sessions of classroom training on the University of Colorado Boulder campus in Boulder, Colo. The South Dakota graduates were among 141 students honored in a ceremony on July 29, 2021.

GSBC's curriculum is community banking focused, delivered by expert faculty who cover four tracks: financial management, general management and technology, leadership and human resources, and lending. They also complete six immersive intersession research projects throughout their time in the program.

The program's capstone course is an in-depth bank management simulation, where students assume the roles of senior management of a commercial bank, involving themselves in the group dynamics and managerial skills of managing a bank in a competitive environment with changing economic conditions.

GSBC celebrated its milestone 70th annual school session July 18-30, 2021, hosting students both in person and virtually from across the U.S.

To learn more about GSBC's lineup of comprehensive educational programs, visit www.GSBColorado.org. 



Congratulations, 2021 South Dakota Graduates!



Yvette Christion
*First National Bank in
Sioux Falls, Sioux Falls*



Jay Cordell
*Pioneer Bank & Trust,
Belle Fourche*



Tory Haggerty
*Tuscan Club Consulting,
Sioux Falls*



George Mollner
*First Dakota National
Bank, Sioux Falls*



Brett Simons
*Security First Bank,
Rapid City*

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Casey Derflinger Joins BankWest as Northern Hills Manager



Casey Derflinger, who has served in the banking industry for 25 years, has joined BankWest as its Northern Hills manager.

Rapid City Regional President Bryan Lutz notes Derflinger's experience with business, agriculture and financial services will make him an important part of BankWest's growing team.

"Casey is a tremendous addition to BankWest," Lutz noted. "He understands the local economy and will provide excellent customer service to area residents, businesses and ag producers."

Derflinger grew up in Hermosa and lived in Custer, Hill City and Hot Springs before settling in Spearfish, where he now lives. He received bachelor's degrees in ag business and commercial economics from South Dakota State University. He and his wife, Thia, have two sons, one daughter and six grandchildren.

In his free time, Derflinger, serves as president of Deadwood Lead Economic Development Corp., treasurer of Deadwood History, Inc., president of the Deadwood Masonic Center Association and chairman of the South Dakota Scottish Rite Foundation. He is also involved with the Deadwood Economic Restructuring Committee, Rocky Mountain Elk Foundation and serves as the secretary for two Naja Shriner units. 🌱

Kelly Harnett Named BankWest's Newest Mortgage Originator



Kelly Harnett has joined BankWest Mortgage as an AVP mortgage originator in Spearfish. Prior to joining BankWest, she spent eight years as an AVP loan officer with Sundance State Bank, where she originated consumer, real estate, commercial, construction and small agricultural loans.

"I want every customer to leave with a smile and feel confident they received the best customer service possible," Harnett said. "I strive to help my customers reach their financial goals and love seeing the excitement on their faces when they do."

Originally from Kettering, Ohio, Harnett has lived all over Ohio as well as Emigrant, Mont.; Beulah, Wyo.; and Oelrichs, Belle Fourche and Spearfish, S.D. She received her bachelor's degree in fisheries and wildlife conservation and biology from the University of Rio Grande and is working on a master's degree in science for sustainability through Black Hills State University.

Harnett founded and runs two nonprofits: Hobo's Healing Heart and Beautify Spearfish. She is on Black Hills Regional Ski for Light's board and serves as a downhill ski guide for blind, visually and mobility impaired individuals; volunteers with Northern Hills Rotary; and serves as a tech team volunteer at her church and as a respite/emergency foster parent. 🌱



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Minnwest Bank and Roundbank Announce Merger

Minnwest Bank, a family-owned bank based in Redwood Falls, Minn., will acquire Roundbank, based in Waseca, Minn.

Minnwest Bank has 32 branches throughout Minnesota and South Dakota and \$2.27 billion in assets. The bank has South Dakota locations in Big Stone City, Florence, Sioux Falls, Summit and Wilmot. Roundbank has four branches in Minnesota and \$385 million in assets.

"Merging Minnwest Bank with Roundbank presents an exciting opportunity for Minnwest to expand its geographic footprint and customer reach, as well as become more sophisticated with our mortgage and consumer lending services," said Minnwest Bank President Douglas Karsky. "Not only are there business benefits to merging, but there are synergies between Roundbank and Minnwest culturally as well. Through this process, our ultimate goal is to make this transition as smooth and as transparent as possible to staff and customers."

Founded in 1987, Minnwest Bank is a family-owned bank that offers a range of banking and lending solutions to consumers, businesses and agribusinesses. Minnwest Bank is a preferred SBA lender and participates in state and federal loan programs such as SBA, FSA, Farmer Mac, Rural Finance Authority and South Dakota Department of Agriculture.

The deal is expected to close by the end of 2021. ■■■



Newcleus Announces Acquisition by Waterfall Sentinel Fund

Newcleus, LLC, a leading provider of employer-owned life insurance and annuity products (with a core focus on bank and credit union institutions), as well as employee benefit design and analysis, compensation consulting and investment strategies, announced that it has completed a strategic transaction with the Waterfall Sentinel Fund, a private equity vehicle managed by Waterfall Asset Management.

Waterfall is making the investment in partnership with the CEO of Newcleus, Dan Barbaree, and senior management, who will continue to lead the company's operations. The transaction will position Newcleus, an SDBA associate member, to augment its team of specialized insurance professionals, customer reach, product innovation and technology enablement. With the support of Waterfall, Newcleus will explore opportunities to accelerate its growth by pursuing complementary and strategic acquisitions.

"For over two decades, Newcleus has structured



and implemented unique and competitive strategies for our clients. We are tremendously proud of the growth and customer relationships we have earned through deep product expertise, exceptional customer service and visionary technology solutions," said Barbaree. "We are thrilled to partner with Waterfall, which shares our core values, including providing best-in-class service, and which will support our ongoing investment in people, products and technology to continually enhance our capabilities." ■■■

United Bankers' Bank and J Outlaw Consulting to Partner

United Bankers' Bank (UBB), an SDBA associate member, announced a partnership with J Outlaw Consulting, experts in vendor contract negotiation.



Through this collaboration, UBB will introduce community banks to J Outlaw Consulting for their check vendor agreement negotiations to provide the best possible contract terms.

With more than 35 years of check printing industry experience, J Outlaw Consulting deals directly with the top-level decision makers that create the contract terms and pricing. Community banks working with the firm can expect lower-per-product pricing and the addition of a new source of revenue.

"We are excited about our partnership with J Outlaw Consulting. This partnership will add value to the community banks we serve by helping them in reducing costs while adding a new source of non-interest income," said Executive Vice President and Chief Marketing Officer John Peterson.

The contract negotiation service partnership will involve direct collaboration between UBB and J Outlaw Consulting and align the needs of UBB's community bank customers with the negotiation solutions provided by J Outlaw Consulting. ■■■

SDBA MEMBERS

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

CLASSIFIED LISTINGS

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

Auditor, Vantage Point Solutions, Mitchell, S.D.

Vantage Point Solutions, headquartered in Mitchell, S.D., is seeking a full-time auditor in our growing banking division to work with financial institutions in the Upper Midwest. The candidate will work with Vantage Point clients using your knowledge, expertise and talent to provide timely completion of operational, lending and regulatory compliance internal audits for clients. You will be expected to review and assess the adequacy of the financial institution's internal controls, policies and procedures as well as their ability to meet regulatory compliance requirements. Candidates should be self-motivated, resourceful, professional and exhibit good judgement. Competencies: independent contributor, excellent written and verbal communication skills including the ability to present to executives and board meetings, and proficiency in common Microsoft programs including Word, Excel and PowerPoint. Education & Experience: A bachelor's degree in business, finance or related field is preferred. Two or more years banking experience is required. The success candidate must be willing to obtain certification either in internal auditing or in regulatory compliance in the future. VPS offers competitive compensation and a complete package of benefits including health, dental and vision insurance, 401K and ESOP. Contact Natalie Reed, banking division manager at Vantage Point Solutions, for more information. Natalie.Reed@vantagepnt.com. ■

Credit Analyst II, First Bank & Trust, Brookings or Sioux Falls, S.D.

First Bank & Trust is looking for an individual to fill a credit analyst II position. This person reviews loans in accordance with the bank's loan policy and guidelines. This person should have a good understanding of all types of commercial and agricultural credits, along with the ability to make recommendations on how to minimize the bank's exposure and ensure that lending practices conform to established policy. This person should have a bachelor's degree and a minimum of five years of experience in the bank lending and credit area or the equivalent. This person should be able to analyze more complex credits producing sound credit judgment. This person should have good communication skills, an aptitude toward detail, and understand all loan policy and guidelines. For more information about this position and to apply online, please visit www.bankeasy.com. ■

Senior Loan Officer, First State Bank of Cando, Cando, N.D.

Our client, First State Bank of Cando located in Cando, N.D., has a career opportunity for a highly motivated individual as a senior loan officer. The successful candidate will be responsible for preparing proposals for loan recommendation, generating new business by developing relationships within the community, servicing existing loans, analyzing data and providing customer service. This position will report directly to the managing officer and has opportunities for advancement. Qualifications include five-plus years in the banking industry. The ideal candidate would possess knowledge of lending concepts, practices and procedures and good judgment to plan and accomplish goals. In addition, work well both independently and in a team environment and have excellent written and verbal communication skills. A

background in Fiserv (core operating system) and/or LaserPro and DepositPro is a plus. Ag lending experience required. First State Bank of Cando offers a competitive compensation and benefits package and a stable work environment. EOE. To learn more and apply, please visit www.eidebailly.com/careers/positions-with-clients. ■

Special Assets Officer, BankWest, Pierre, S.D.

BankWest, a family-owned business with more than 130-year history, is seeking an experienced, self-motivated individual with lending experience and full knowledge of underwriting skills to join our team in Pierre, S.D. This position is primarily responsible for managing and providing consultation on troubled loans within the bank. This position will focus on maximizing recoveries while minimizing risk to the organization. Strong technical, organizational, communication and negotiating skills are important components for this position. A degree in agriculture, economics, accounting or business administration preferred with comparable work experience. Applicants are invited to review the full job description and complete an online application at: www.bankwest-sd.bank/about/careers/. Please contact BankWest Human Resources at 800.253.0362 with questions. EO/AA. ■

Third-Party Risk Officer, First Bank & Trust, Brookings, S.D.

First Bank & Trust is looking for an individual to fill a third-party risk officer position. This person should have a bachelor's degree and a minimum of five years of bank experience. This person should have a robust knowledge of all applicable federal and state laws, regulations and regulatory guidance documents as they pertain to third-party service provider oversight. This person must have exemplary written and verbal communication skills, analytical and problem-solving skills, and proficiency with Microsoft Office applications. This person must have a proven ability to remain organized while constantly multi-tasking and reprioritizing daily workload. For more information about this position and to apply online, please visit www.bankeasy.com. ■

VP—Asset/Liability Manager, First Bank & Trust, Brookings or Sioux Falls, S.D.

First Bank & Trust is looking for an individual to fill a VP—asset/liability manager 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. This person should have a bachelor's degree in finance or accounting and a minimum of 10 years of bank accounting experience or 10 years of ALM-related experience or the equivalent. A CPA designation is preferred. Strong customer service, supervisory, communication and organizational skills are also required. For more information about this position and to apply online, please visit www.bankeasy.com. ■

Seminars/Conferences/Webinars/Schools

SDBA EVENTS

SDBA Bank Technology Conference

Sept. 8-9, 2021 | Sioux Falls

LEAD STRONG: Women in Banking Conference

Sept. 14-15, 2021 | Sioux Falls

Annual Security Seminar

Oct. 6, 2021 | Sioux Falls

NEXT STEP: Emerging Leaders Summit

Oct. 26-27, 2021 | Sioux Falls

MBA Advanced Compliance Workshop

Oct. 27-28, 2021 | Mankato, Minn.

Breaking Into Banking 201: Analyzing Repayment Sources

Nov. 2, 2021 | Virtual

ABA Agricultural Bankers Conference

Nov. 14-17, 2021 | Cincinnati, Ohio

WEBINARS

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

Advanced Cash Flow Analysis

Sept. 13, 2021

Excel Explained: Auditing Spreadsheets

Sept. 14, 2021

Writing Marijuana and Hemp Policy

Sept. 14, 2021

Today's Ransomware Threat—Don't Lose Your Data (And Your Business)

Sept. 15, 2021

The 2021 Call Report: Current Matters and Areas of Uncertainty

Sept. 16, 2021

IRAs Part 2—Rollovers and Transfers

Sept. 16, 2021

The Continued Evolution of HMDA

Sept. 17, 2021

Accounting Basics

Sept. 20, 2021

25 Tasks of the New Account Interview

Sept. 21, 2021

Being Strategic with Base Compensation for Non-Executive Positions

Sept. 21, 2021

ACH Exceptions: What Are They and How Do You Handle Them?

Sept. 22, 2021

CRA—Review and Update

Sept. 22, 2021

TRID for Beginners

Sept. 23, 2021

IT Examination Review—FDIC & CSBS INTREx

Sept. 23, 2021

Officer Calling: Prospecting, Preparing & Presentation

Sept. 24, 2021

Commercial Construction Lending

Sept. 27, 2021

Two-Day Deposit Regulations and BSA Officer Update Seminar OnDemand with Live Streaming

Sept. 28, 2021

Deposit Regulation Update 2021 Seminar OnDemand with Live Streaming

Sept. 28, 2021

Mortgage Servicing Compliance

Sept. 28, 2021

The Four Cs of Exceptional Supervision

Sept. 28, 2021

2021 BSA Officer Annual Training and Update Seminar OnDemand with Live Streaming

Sept. 29, 2021

Vendor Management—Agencies Raising Expectations

Sept. 29, 2021

Bank Secrecy Act Updates—What Are the New Expectations?

Sept. 29, 2021

Work Appearance, Dress Codes and Employer's Liability for Being Out of Fashion

Sept. 30, 2021

Consumer Collections 101

Sept. 30, 2021

TRID: All About Construction Loans

Oct. 1, 2021

Signature Card Danger Zones

Oct. 4, 2021

Audit Report Writing

Oct. 4, 2021

BSA Officer Update

Oct. 5, 2021

Legal Essentials for Lenders

Oct. 6, 2021

Federal Benefit Payments Garnishment Requirements

Oct. 7, 2021

Reg CC for Tellers

Oct. 7, 2021

Performing Your ACH Audit and Tips for Your ACH Risk Assessment

Oct. 12, 2021

Writing Teller Training and Procedures

Oct. 13, 2021

Marketing & Advertising Compliance: Two-Part Series

Oct. 13, 2021

Marketing & Advertising Compliance—Part 1

Oct. 13, 2021

Loan Participations: What You Should Know

Oct. 14, 2021

Strategic Planning for Financial Institutions—It's All About Your Strategy!

Oct. 14, 2021

IRAs Part 3—Distributions, Beneficiary Payout Options and Reporting

Oct. 15, 2021

SCHOOLS

GSB Financial Managers School

Sept. 20-24, 2021 | Virtual

GSB Bank Technology Security School

Sept. 27-Oct. 1, 2021 | Virtual

SDBA IRA School

Sept. 28-Oct. 1, 2021 | Sioux Falls

GSB Sales & Marketing School

Oct. 4-8, 2021 | Virtual

GSBC Executive Development Institute for Community Bankers

Oct. 17-20, 2021 | Broomfield, Colo.

Dakota School of Lending Principles

March 29-April 1, 2022 | Aberdeen

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.



NEXT STEP

SDBA EMERGING LEADERS SUMMIT



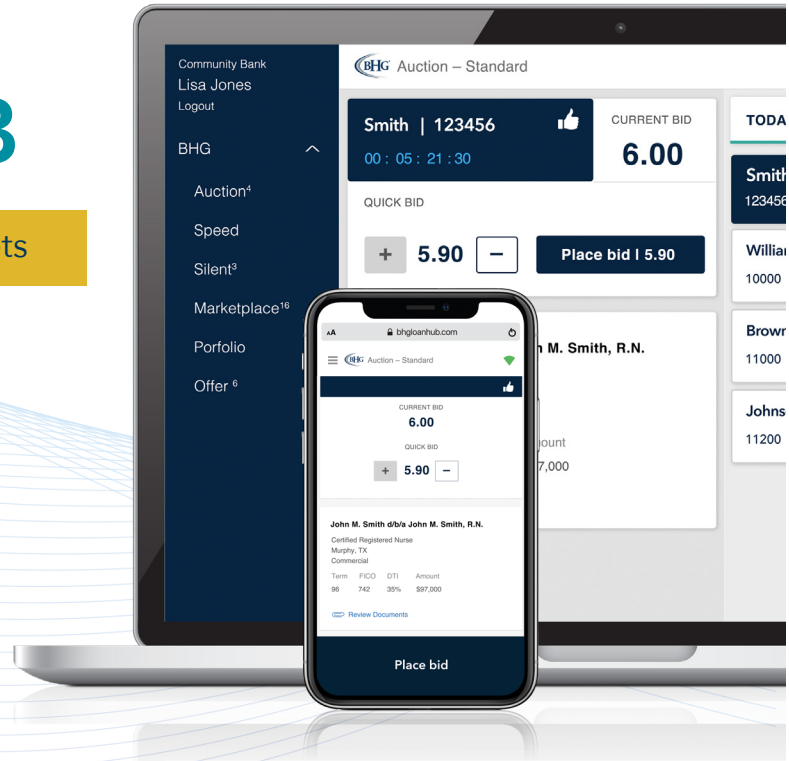
Cultivate • Connect • Engage • Empower

October 26-27, 2021
Hilton Garden Inn Sioux Falls Downtown, Sioux Falls, S.D.

THE BHG LOAN HUB

#1 Source for Time-Tested & Proven Assets

More than **1,300 banks** have
earned nearly **\$800MM** in
combined interest income – with
\$1.1B sold to banks in 2021.



BHG PROFESSIONAL CHARACTERISTICS

FICO*
737

INCOME*
\$275,000

AVG. LOAN SIZE
\$103,000

YRS IN INDUSTRY*
19

WHAT YOUR BANK CAN EXPECT

2.65-5.90% return for your bank

\$0 Historical Loss on the BHG Core Loan Program

~\$10MM in loans available for purchase daily

35K+ borrowers come to BHG for financing monthly

Explore recently sold loans in seconds at **BHGLoanHub.com/SD**
Contact Keith Gruebele at **954.737.5318** or **kgruebele@bhgbanks.com**

BHG IS AN ENDORSED MEMBER



*weighted average