

SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | JUNE 2024

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2024-25 Officers**


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COVER: Dew Drop Daffodils, Photo by Laura Norton



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message from the chair

BY DAVE NELSON | President/CEO | First Fidelity Bank, Burke
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Thank You for the Opportunity and Support!

Although it doesn't seem possible that I am writing my final article for the SDBANKER magazine. It is hard to believe that a year has passed since I started my term as the Chair. As I approach the conclusion of my term, I find myself reflecting and looking back on the past year. It has been an honor and a privilege to serve this respected organization and to work alongside such a dedicated and enthusiastic group of professionals. I am deeply appreciative of the support and collective efforts from the Board of Directors, the SDBA and SDBIS staff, and members of the association that have driven our accomplishments and positioned us for future success.

It has been a fun and rewarding experience for both my myself and my wife. As Chair, there are various meetings and conferences to attend throughout the year such as the Central States Conference, ABA Summer Leadership Meeting, and the ABA Annual Convention. We have the privilege of meeting with bankers and banking leaders from across the nation. It is a great experience to visit with and learn from other bankers. We all seem to deal with the same or similar issues and it is nice to have conversations with them and gather ideas and learn from their perspectives.

I want to extend my heartfelt gratitude to the members of our association. Your commitment and dedication to the banking industry and to the customers and communities we serve has been truly inspiring. Each of you has played a vital role in advancing our mission and ensuring the stability and growth of the banking industry. Your insights, feedback, advocacy, and engagement have been invaluable. As you know, there is power in numbers. I am referring to the number of bankers that make calls, send emails, have direct contact, etc. with state legislators and our congressional delegation. Through banker engagement, Karl, Brett, and the Association have been able to achieve some great legislative successes. I am not going to go into detail regarding the bills that were of concern, but it is safe to say the banker advocacy and engagement with our senators and representatives by our industry was priceless. I encourage each of you to stay engaged and involved in the work of the SDBA. Our strength lies in our unity and shared purpose. It will be up to all of us to meet challenges head on and work together to protect and safeguard our industry. By continuing to engage and advocate for our industry, we can achieve remarkable things and ensure

a prosperous future for our banks and the communities and customers we serve.

I am also sincerely appreciative of the support and guidance from the SDBA Board of Directors and the staff at the SDBA and SDBIS. Without your commitment and dedication, your association would not be the respected organization that it is today. Each Board member's willingness to take time out of their busy schedules and away from their banks to donate that time and their talents to help improve our industry is very important. In regards to the SDBA and SDBIS staff, you will not find a more competent and dedicated group of professionals anywhere with Karl Adam, Halley Lee, Natalie Likness, and Laura Norton at the SDBA and Mike Feimer, Robin Feimer, Dean Franzen, Michelle Guthmiller, and Darla Mendel at the SDBIS. They do an outstanding job! Thank you for all you do!

It has been an honor and a privilege to serve as your chair. I look forward to continuing to support the SDBA and our industry in any way I can, and I am excited about the future that lies ahead for our association and the banking industry in South Dakota. With appreciation and gratitude, thank you! 🌈

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from the executive office

BY KARLTON ADAM | President | South Dakota Bankers Association
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A Call to Serve

Greetings and good June, friends! Summertime is in full swing but don't be fooled. Although the days will seem long and the nights will be

warm, summer has a way of flying by. So, enjoy these days and weeks ahead. I hope you find time away from the office to spend with family and friends and enjoy it fully and safely.

I'm writing this month's column, boots on the ground in Fargo, North Dakota, for the 2024 NDBA/SDBA Annual Convention: Limitless. It's estimated that our friends and partners at the NDBA will host more than 300 attendees from North and South Dakota, including a few generous exhibitors and sponsors from other parts of the country, as well. This event is one I always look forward to, and I'm excited to catch up with friends and colleagues, old and new.

Our annual convention usually lands on the calendar around the same time as another important event: South Dakota's Primary Election, this year, happening on Tuesday, June 4. As this month's magazine will likely come out after that time, it is my hope that many of you took the time to visit your local polling locations to cast your votes!

Friends, I cannot reiterate enough the importance and significance your voice and votes hold, not only as it relates to election results, but how those results can impact and steer our industry. It sounds cliché and trivial, but your voice matters—period. If you attended one of the SDBA's four-location 'This is How We Roll' events in April, this message will sound familiar, but it's worth restating. Your involvement, engagement, advocacy, and education of current affairs and issues is imperative to the integrity of our industry; be it locally, statewide, and nationally. As you vote in the Primary Election and the General Election in November, I strongly encourage you to get to know your candidates and their campaign pillars and become familiar with proposed policies that are on your ballots, as well. Whether these proposed measures and policies are banking-related or not, they're oftentimes community-related, and no matter the size of your bank, when you're located in a South Dakota community, you are a community bank, and the value and integrity of your vote matters—so use it.

If you've read my columns in the past, you know I talk a lot about engagement in terms of event participation and critical response to calls to action. But engagement on behalf of the SDBA goes a lot further than that. Just as the SDBA has member banks, so too, does the ABA, (American Bankers Association), of which

the SDBA is a member. Additionally, many South Dakota banks are members of the ABA, and it is rewarding to see our bankers appointed to various committees and groups within the ABA. Tony Nour, First PREMIER Bank in Sioux Falls, SD and Kristina Schaefer, First Bank & Trust, Sioux Falls, SD, sit on the Emerging Leaders Committee and the Government Relations Committee, respectively. I chair the ABA Ag Committee, and additionally, chair the Graduate School of Banking in Madison, Wisconsin, board of directors, as well. Folks, these efforts need continual interest and representation by South Dakota banks and bankers, always! So, if advocacy on a larger scale interests you, I invite you to please contact me at kadam@sdba.com to learn more. And yes, if you're wondering: the ABA does cover all or most of your travel expenses during your term.

If advocacy interests you, but perhaps more at a local level, we have groups, committees and boards for you to consider as well. Reach out to us if you or someone in your bank may be a good fit for one or more of these advocacy groups.

Finally, one of the greatest duties of advocacy is to serve on the SDBA Board of Directors, and the SDBA would never be able to achieve and expertly advocate for our industry without the help of our dedicated board of directors. Much of my work takes guidance from our board chairperson, and for the past 12 months, David (Dave) Nelson, CEO and President of First Fidelity Bank in Burke, SD, has been at the helm as the calm voice I've leaned on in times of turbulent and trying waters. As he passes the torch to chair-elect, Dylan Clarkson, CEO and President of Pioneer Bank & Trust in Spearfish, SD, it is with great pride and gratitude that I thank Dave for his involvement and support of the SDBA during this tenure on the board. Please join me in thanking him for a duty well served over the course of his term.

It's my pleasure to welcome Dylan to the position of Chair of the Board, and I want to take this opportunity to extend my sincere thanks to all our board members for your service and support to me, our SDBA team, the Association and the people we serve. Special thanks to our executive officers, in addition to Chair Clarkson, who were elected during our Annual Business Meeting: Chair-Elect – Pete Mehlhaff, President/CEO, Great Plains Bank in Aberdeen, SD; and Vice Chair – Nate Franzén, President of Ag Banking, First Dakota National Bank in Yankton, SD.

Until July, have a great month! 🌈



south dakota bankers insurance & services update

BY DEAN FRANZEN | Commercial Lines Specialist | South Dakota Bankers Insurance & Services Inc.
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Why Are Insurance Premiums Going Up?

Commercial property and auto insurance rates are increasing again. This has been a trend for a while now. According to insurance industry data, we have had 25 straight quarters of premium increases. This follows behind a hard market that began in 2019 and the balance of 2024 doesn't appear like it is going to provide much if any relief. Unfortunately, there is not a single reason for these increases. We are currently feeling the impact of multiple factors which will shape premiums for the near future at least.

Greater Occurrence of Catastrophic Loss Events

Wildfires, hurricanes, winter storms, hail and wind are all occurring with greater frequency. According to Deloitte, there were 28 separate billion-dollar weather events just in 2023 totaling an estimated cost of \$92.9 billion. They represented a 56% increase from 2022 and a 180% increase from 2013. Even though many of the storms don't make national news broadcasts, they do tend to be very costly locally. These smaller kinds of losses are considered secondary perils in the industry and costs from these events have increased 6.9% more than the average inflation every year since 2000.

Higher Reinsurance Costs

Reinsurance is insurance for insurance companies. Insurers often share risk by buying insurance policies from other companies to help with risk management and reduce their potential losses. However, inflation combined with losses have caused reinsurance premiums to increase and capacity to decline. This results in these increases being passed on to final customer in the form of higher premiums.

Rising Property Values

As commercial property values rise, this will have an equal impact on insurance premiums. Since commercial buildings are generally insured for their replacement costs as this value increases, so does the cost of replacement and therefore, the cost of insuring them. It appears that Commercial Property Coverage increased 7.5% in 2022 and 18%-20% in 2023. Even though replacement value of most properties has increased it may still save you significant out of pocket costs over getting a payout at actual cash value if a disaster strikes. This is a good reason to make sure your locations are correctly valued as we work with you on your renewal each year. Industry reports have indicated that these inaccuracies in values could create a gap of up to 30%.

Construction Costs

Building material costs have seen a significant increase since the pandemic. While the costs associated with repairing or rebuilding a property can and will vary depending on construction materials, location and other factors, these costs continue to trend upward. These prices are reflecting cost increases throughout the supply chain and are being compounded by the increases in expensive payouts from the increasing number of large natural disasters. In additional element of these costs is the shortage of skilled labor which has pushed up construction costs even further.

Claims Trends

The number of commercial property claims being filed has been rising in recent years. Considering an increasing number of these claims are resulting in larger than average payouts, rates have risen in response.

Loss History

Insurers will review the individual business claims and payouts history when preparing a renewal quote. Subsequently, the larger number of claims resulting in claims losses for the insurance carrier will impact the premium paid going forward.

Social Inflation

Social inflation is the cost associated with defending and litigating legal actions against the insurance company and or their insured policyholders. These events have had an ever-increasing impact on premiums. There are several important developments within the social inflation space. One is third-party litigation funding which occurs when a third-party provides funding for a lawsuit that an individual might not have otherwise been able to afford to pursue in exchange for a cut of the settlement. This has led to an increase in lawsuits against the insurance companies and higher legal cost for the insurance companies because the third parties can afford to pursue the cases further in hopes of larger settlements.

A newer element of this category is referred to as nuclear verdicts. Nuclear verdicts are generally considered to be verdicts of over \$10 million. These verdicts are becoming more common mainly due to the current anti-corporate culture sentiment. Often juries believe a business can afford these large settlements regardless of whether that is true or not. These two elements have resulted in \$30 billion in commercial auto costs alone since 2012.

More Accidents and Increasing Vehicle Repair Costs

The total number of auto accidents is increasing, including those accidents resulting in fatalities. In 2023 these fatal accidents were slightly lower than in 2021 and 2022 but still up 20% over 2013. *Cont. on page 15.*

SDBA Welcomes 2024-2025 Officers

The SDBA held their Annual Business Meeting on June 5 in Fargo, ND.

On the agenda were years of service awards, recognition of SDBA board of directors, recognition of past SDBA chair and first ladies, the nominating committee report (Dave Bangasser), election of 2024-2025 SDBA officers, SDBA chair's report (Dave Nelson), newly-elected chair's remarks (Dylan Clarkson), SDBA president's report and SD Bankers Foundation report (Karl Adam).

The following bankers were recognized for 40+ years of service to the banking industry. Congratulations!

- Cassie Backman**, Dacotah Bank, Aberdeen
- Cheryl Dreyer**, Security First Bank, Rapid City
- George Kenzy**, First Fidelity Bank, Burke
- Charlotte Kerner**, First Fidelity Bank, Gregory
- Rick Palecek**, First National Bank in Philip, Philip
- Kimberly Veskrna**, First Fidelity Bank, Gregory
- Boyd Waara**, First National Bank in Philip, Philip
- Wayne M. Williamson**, First Dakota National Bank, Yankton

Thank you to all who attended! 🎉



SDBA President, Karl Adam; Immediate Past Chair, Dave Nelson; Chair, Dylan Clarkson; Chair-Elect, Pete Mehlhaff; not pictured: Vice Chair, Nate Franzén



Dave and Bernadette Nelson with their daughters: Megan Kraemer, Briana Kraayenbrink, and Chelsey Kortan



Immediate Past Chair, Dave Nelson





south dakota bankers foundation

BY HALLEY LEE | Executive Director | South Dakota Bankers Foundation
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Annual Report

Each year as I get older, I swear time moves more quickly. I have my mathematical theory on this phenomenon, but I will save that for a later date. It seems that it was just the other day

that I was preparing the 2023 report. On the other hand, a lot has happened in the past year-12 months-365 days-8,760 hours-525,600 minutes.

The Foundation's mission statement is "Developing South Dakota Banking Industry Professionals". Over the past year, the SD Bankers Foundation has continued to work to accomplish this mission, mainly through scholarship programming. In addition, as part of the SDBA strategic plan, we continue to work to increase students' awareness of the wonderful opportunities that exist through a career in the banking industry. I would encourage you to visit www.sdba.com/banking-career-awareness for tools and resources to assist you in recruiting and retaining the next generation of banking professionals.

We will continue to remain devoted to supporting our member banks as they work to develop their next industry professionals. As always, thoughts, ideas and suggestions are always welcome, and we encourage you to reach out at any time.

QUASI-ENDOWMENT

First Bank and Trust in Brookings continues to manage the South Dakota Bankers Foundation (SDBF) quasi-endowment fund.

Earnings from the quasi-endowment supported the Foundation's scholarship programming for post-secondary scholarships. Contributed value of the quasi-endowment fund is \$1.472 million with a market value of \$2.980 million as of 12/31/23, compared to a market value of \$2.671 million as of 12/31/22. The asset allocation of the portfolio ending 12/31/23 was approximately 70% equity, 28.4% fixed income and 1.7% cash.

NAMED SCHOLARSHIPS

The Foundation continues to award five named scholarships to deserving students interested in pursuing a career in banking, business or finance. 2024 winners are outlined below.

Mercedes Schueler, an agriculture business major at South Dakota State University, was named the recipient of the \$1,500 Deb Gates Scholarship. This scholarship was established to honor Deb Gates, the former executive director of the SD Bankers Foundation. Schueler, hailing from Willmar, Minnesota, plans to pursue a career in banking in South Dakota following graduation.

Jonathan Burkhalter, a Northern State University student, was named the 2024 winner of the \$3,000 David S. Birkeland Scholarship. Burkhalter, who is from Prairie City, SD, is pursuing a degree in accounting along with finance and banking and financial services. His plans include pursuing a master's degree in banking and financial services and eventually becoming an ag lender.

Dante Casanova, a student at Northern State University in Aberdeen, South Dakota, was named the winner of the \$3,000 Herman Lerdal Scholarship. This scholarship is an annual award created in honor of banker Herman Lerdal for his service to the banking industry and to the South Dakota Bankers Foundation. Casanova, from Aberdeen, South Dakota, is currently earning a degree in finance with minors in economics and accounting. He would like to pursue a career in the financial services industry.

Trista Henderson, a student at Northern State University in Aberdeen, South Dakota, was named the 2024 winner of the \$3,000 Joyce Hazeltine Scholarship. Henderson is from Rolla, North Dakota, and is majoring in accounting. Trista's career goals are to be a personal banker with a financial institution in South Dakota.

Mara Fick, an ag business major at South Dakota State University, Brookings, South Dakota, was named the recipient of the \$4,000 Alan M. Graff Scholarship. The Graff Scholarship was endowed to the Bankers Foundation through generous contributions from First PREMIER Bank, PREMIER Bankcard, and employees of First PREMIER bank. A native of Luverne, Minnesota, Fick plans to pursue a career in ag banking following graduation in May of 2025.

MEMBER BANK SCHOLARSHIPS

In addition to the named scholarships, the Foundation also offers scholarships in conjunction with member banks. The Foundation's member bank scholarship programming was modified to strive to encourage and support students who exhibit a strong desire to pursue a career in banking. In 2024, each SDBA member bank was given the opportunity to apply for \$4,000 to be awarded as scholarships in conjunction with the Foundation. These awards are made to a South Dakota college sophomore, junior, senior or grad student or second year South Dakota technical college student seeking employment in a banking/financial services organization. The application period for this year is still underway so final numbers are not yet available for report.

In 2023, twenty-one banks submitted 42 applications. Only 1 scholarship was returned due to the student not attending school the fall semester.

Continued on page 15

The Inaugural Rivers Edge Bank - Into the Streets

Rivers Edge Bank recently launched their new community service initiative, Rivers Edge Bank - Into the Streets. This initiative was designed to give back to all their communities with the helping hands of their staff members. It is also a way for them to celebrate Community Banking Month in April. The bank partnered with local leaders in the communities where they have locations to complete service projects.

There was a unique twist to how the projects were coordinated as well. Rarely is it possible to have all the staff members from one location to all be gone at the same time. However, the bank was able to coordinate with their other locations to provide coverage so the



entire location team was able to work together on the projects. "Not only were we able to give back to our communities with Into the Streets, but we were also able to use it as a team building exercise too."

said Jodi Eich, Chief Operating Officer. "There's nothing better than rolling up your sleeves together to get a project done!"

Projects completed by each location:

- **Bridgewater, SD** – Helped serve and clean up the annual chili cook-off in town. The event serves as a fundraiser for their local daycare.
- **Hawarden, IA** – Assisted with spring cleaning, both indoors and out, at the local Youth for Christ Teen Center.
- **Howard, SD** – Plans are to clean up the local city parks in Howard. Their event has been rescheduled multiple times due to weather. It is slated for late summer/early fall.
- **Marion, SD** – Helped clean up the grounds of the local baseball/softball fields in preparation for their spring ball tournaments.
- **Parker, SD** – Partnered with the local food pantry to help organize and facilitate the monthly food giveaway at the



Bridgewater staff member helping serve during the annual local chili-cookoff

Turner County Courthouse.

Rivers Edge Bank has the company mantra of "If you row someone across the river, you will get there yourself." This was the core motivation behind this large undertaking. "Giving back to our commu-



Hawarden staff after their spring cleaning at the YFC Teen Center



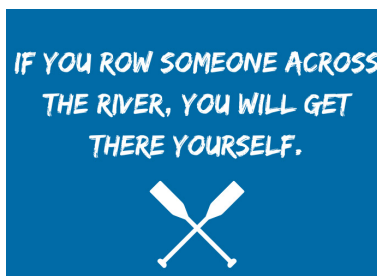
Marion staff after cleaning up the baseball/softball fields

nities is paramount to any local business's success," said Cam Becker, President. "Being able to find ways to give our time and talents to each of our valued communities like this



Parker staff after organizing the food for the food giveaway at the courthouse in Parker

helped us celebrate what community banking is all about!" Over 60 hours of community service was generated with the project. The bank plans to make Into the Streets an annual event every April. 🏡



2024 NDBA/SDBA
ANNUAL CONVENTION

Limitless

JUNE 3-5, 2024
Delta Hotel by Marriott | Fargo ND





Emerging Leader of the Month

Danielle McGrath



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 Danielle McGrath from First PREMIER Bank in Sioux Falls.

First-Ever Job

The summer following my 13th birthday I started my first-ever job at Dekalb.

I remember being excited to "finally" be of legal working age so I could begin working and earn a paycheck. I would report to a corn field each morning shortly after sunrise and perform various general labor tasks to aid in the corn breeding research process. Growing up as a city kid in Brandon, SD I enjoyed the opportunity to work in the field and learn about the effects of cross-pollination and the overall corn breeding process.

Emerging Leader Story

I was born and raised in South Dakota and am proud to call it home. Growing up here I learned the importance of strong family values and a strong work ethic. I have a close relationship with my parents and three brothers



SVOC Awarding Past President

and consider my family my greatest blessing. The path that led me from my first job at Dekalb to my current job at First PREMIER Bank involved a wide variety of jobs and industries across six different states.

As I neared my senior year in high school, I had my first taste of banking as a full-time Summer Intern with a community bank in Sioux Falls. I continued this position part-time throughout my senior year and returned full-time for three summers during college. After high school, my sights were set on becoming an Athletic Trainer, so I pursued a degree in Exercise Science. While I loved South Dakota, I had developed a desire to experience life in different states and left the great state of South Dakota to attend the University of Hawaii in Honolulu, HI. I returned to South Dakota for one short year to play softball at Black Hills State University before returning to Hawaii. From there I transferred to Minnesota State University-Mankato where I graduated with a

Bachelor of Science in Exercise Science, Minor in Sports Medicine.

Throughout my college career, I worked a variety of jobs that eventually led to my second job in banking



Green Bay - Frozen Tundra

where I worked as a Teller with a community bank in Mankato, MN. After earning my bachelor's degree, I moved to Sioux Falls where I began a career in the fitness industry. I continued to feel the itch of experiencing life elsewhere and moved to Oklahoma, California, and Colorado. While living in Denver, CO, I officially began my professional banking career. I worked as a Personal Banker with a large national bank

where I quickly developed an interest in all aspects of the business banking relationship. I began drafting a roadmap toward a career in business banking. My family and love for South Dakota led me to Sioux Falls with the goal of becoming a Business Banker. I worked as a Branch Manager with a local community bank, and while I enjoyed my time with the large national bank, it felt good to be back in community banking. I enjoyed the opportunity to build relationships with customers while leading a team of passionate bankers and tellers. As I continued toward my goal, I enrolled in graduate school and earned a Masters in Business Administration. I then pursued an opportunity in the business banking department of another community bank. I began working as a Business Solutions Banker with First PREMIER Bank where I built relationships with business owners while assisting with their cash management needs. I worked closely with members of the business



SVOC Chamber Ribbon Cutting

banking team while I gained valuable experience and realized my goal of becoming a Business Banking Officer.

It is fun to look back on my journey and the variety of jobs and industries I have worked. The seemingly unrelated skills and experience I gained from opportunities outside of banking played a pivotal role in my accomplishments. As I continue to grow my career in business banking, I look forward to the journey that lies ahead.



Hunting

What She Likes Most About Her Job

As a Business Banking Officer, I build relationships with business owners across many industries while assisting with their business financing and business banking needs. I work closely with each business owner to learn and understand the unique traits of their business as well as their goals for growth. Working in the banking industry, I find many aspects rewarding. The specific needs of a business are ever-changing, and I enjoy the process of understanding these changes while determining a financial solution to support continued growth. Business owners have a major impact on the growth and wellbeing of our communities. Building relationships with these business owners while supporting their business banking needs allows them the opportunity to thrive and create a lasting impact.

Her Life's Passions

One of my biggest passions is volunteering and making a positive impact on the community. I currently serve as President of the Sioux Valley Optimist Club, Section Chair for the Sioux Empire United Way campaign, sit on the Board of Advisors for South Dakota Black Chamber of Commerce, and teach with Junior Achievement. I also have a strong passion for explor-



Hiking Ko Olau Mountains

ing the world and experiencing different cultures. Learning about the unique traits of others helps me develop a deeper understanding of myself and allows me to better connect with people. I feel there is value in deliberately putting myself outside of my comfort zone to experiencing new things.

How She Unwinds

One of my favorite ways to unwind is by spending time with my family, close friends, and friends' kids, many of whom I consider nieces and nephews. I also enjoy being outdoors and am one of the few people who enjoys South Dakota winters. I enjoy hunting, hiking, golfing, snowboarding, weightlifting, and attending games at the Frozen Tundra. I also enjoy planning my next adventure and will go a little stir-crazy if I do not have a trip planned every couple of months.



McGrath with niece

Little Known Facts about Her

Last year while visiting my older brother in Beijing, China, I had the opportunity to attend the celebration of the 20th anniversary of the U.S. Agricultural Trade Office, hosted by the U.S. Embassy Beijing and the U.S. Department of Agriculture. The event was attended by the U.S. Ambassador along with government officials, agricultural traders, and representatives from various commodity groups. I conversed with many Chinese businesspeople, including a businessman who works with a company based in Sioux Falls, SD, all who were proud to import and sell U.S. products. It was amazing to see first-hand the hard work of U.S. business owners impacting people around the world. 🇺🇸



Beijing ATO Event

KNOW AN EMERGING LEADER?

Nominate them! We would love to share their story!

Send to: LNorton@sdba.com



SD Bankers Foundation Scholarship Winners Named

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



Mercedes Schueler, an agriculture business major at South Dakota State University, was named the recipient of the \$1,500 **Deb Gates Scholarship**. This scholarship was established to honor Deb Gates, the former executive director of the SD Bankers Foundation. Schueler, hailing from Willmar, Minnesota, plans to pursue a career in banking in South Dakota following graduation.



Jonathan Burkhalter, a Northern State University student, was named the 2024 winner of the \$3,000 **David S. Birkeland Scholarship**. Burkhalter, who is from Prairie City, South Dakota, is pursuing a degree in accounting along with finance and banking and financial services. His plans include pursuing a master's degree in banking and financial

services, and eventually becoming an ag lender.

The David S. Birkeland Scholarship is an annual award created in memory of banker David S. Birkeland, past president of the South Dakota Bankers Association and president of First Bank of South Dakota in Sioux Falls. Birkeland was killed in a plane crash with Governor George S. Mickelson and six others in April 1993, while serving his community and state.



Dante Casanova, a student at Northern State University in Aberdeen, South Dakota, was named the winner of the \$3,000 **Herman Lerdal Scholarship**. This scholarship is an annual award created in honor of banker Herman Lerdal for his service to the banking industry and to the South Dakota Bankers Foundation. Casanova, from Aberdeen,

South Dakota, is currently earning a degree in finance with minors in economics and accounting. He would like to pursue a career in the financial services industry.



Trista Henderson, a student at Northern State University in Aberdeen, South Dakota, was named the 2024 winner of the \$3,000 **Joyce Hazeltime Scholarship**. Henderson is from Rolla, North Dakota, and is majoring in accounting. Trista's career goals are to be a personal banker with a financial institution in South Dakota.

The Joyce Hazeltime Scholarship is an annual scholarship created in honor of Hazeltime's fundraising efforts as campaign chair for the high school scholarship program. Hazeltime 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 spearheaded a major fundraising campaign to raise money for the Foundation.



Mara Fick, an agriculture business major at South Dakota State University, Brookings, South Dakota, was named the recipient of the \$4,000 **Alan M. Graff Scholarship**. The Graff Scholarship was endowed to the Bankers Foundation through generous contributions from First PREMIER Bank, PREMIER Bankcard, and employees of First PREMIER bank. A native of Luverne, Minnesota, Fick plans to pursue a career in agriculture banking

following graduation in May of 2025. 🌱



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

Foundation Annual Report cont.

The Foundation Board will continue to refine and enhance this program to ensure that we can reach our ultimate goal of building and sustaining South Dakota's banking workforce. I would like to encourage all member banks to watch for this opportunity in the fall of the year and to apply for scholarships. There is no match required! For more information on this program, visit www.sdba.com/member-bank-scholarships.

BANKING CHAIR ENDOWMENT

The Banking Chair Endowment Fund continues to be managed by the University of South Dakota Foundation (USDF). Contributed value of the banking chair endowment is \$254,751 with a market value of \$424,171 as of 12/31/23 - up from \$402,961 as of 12/31/22. The payout from the banking chair endowment has provided funding for special banking research programs and a portion of the salary and benefits for the professor at the Institute for the Study of Rural Banking. Dr. James Driver currently holds this position and is working closely with the Foundation to develop

Why Are Insurance Premiums Going Up? cont.

Between 2022 and 2023 repair costs saw price increases reaching 23%, about four times the rate of inflation. According to the U.S. Bureau of Labor Statistics, the average auto insurance rate has increased by almost 12% already in 2024. Several things have driven these increases, increased number of auto accidents, advances in new technologies in vehicles, fluctuating parts demand, distribution channel disruptions, labor shortages and general inflation.

According to Kelly Blue Book, the average new car price increased by 21% since 2021 and with newer vehicles containing expensive electronics what was a few hundred dollar repair a decade ago might now involve the replacement of thousands of dollars of these electronics. Finally, a cost related to commercial auto repair but not directly tied to the vehicle is the cost of medical treatment resulting from an accident. We all know the cost of healthcare has been rising and PricewaterhouseCoopers is projecting medical costs to rise another 7% in 2024 resulting in insurance companies needing to pay more to settle injury claims.

In conclusion, we are in a period of time where it is unlikely that we will see commercial premiums come down. Hopefully we will see some stabilization in rates, but mother nature will have her say in that. ■■■

Sources: Commercial insurance market update 2024, Brittney Meredith-Miller | January 31, 2024; Business Insurance: Property insurance rates to keep surging in 2023, Claire Wilkinson | January 10, 2023; Facilities Dive, Dive Brief: Insurance costs of US commercial buildings could jump almost 80% on average by 2030: Deloitte, Joe Burns | June 7, 2024 Commercial Auto Insurance Market Outlook for 2024: Trends Shaping the Commercial Auto Market | www.cbiz.com/insights/articles SmartFinancial website: The State of Business Insurance 2024, Fran Majidi | January 18, 2024

programming that will be impactful for the banking industry.

BOARD MEMBERS

I would like to take this opportunity to thank the current Foundation Board members for their time and effort:

- Karl Adam, SDBA, Pierre
- Dave Bangasser, Dacotah Bank Sioux Falls
- Jody Bender, US Bank, Rapid City
- Liza Clark, Member At Large, Pierre
- Paul Domke, Heartland State Bank, Redfield
- Dave Rozenboom, First PREMIER Bank, Sioux Falls
- Tina Van Camp, First Dakota National Bank, Pierre (chair)
- Dr. Timothy O'Keefe, USD, Vermillion

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

W I
WOMEN OF IMPACT

The SDBA Women of Impact Award has been established to celebrate South Dakota Bankers Association members who have made significant contributions and positive impacts in their organizations, communities and industry.

These awards will be presented at the 2024 Lead Strong: Women in Banking event on September 26 in Sioux Falls, SD.

Nominations must be received by August 2

sdba.com



The 'Other' CRA: A Lesser-Known Tool in the Policy Toolbox

The banking agencies are tasked with writing implementing regulations for the laws enacted by Congress, but they do not have free reign. In creating these rules, regulators must act within the boundaries of their statutory authority or run the risk of legal challenge—and ABA has not been afraid to hold them accountable in court when they get it wrong. But Congress can also hold agencies accountable when there are policy disagreements by simply overriding final rules.

In ABA's view, regulators have exceeded their authority in several recent regulatory actions, including the 1071 final rule, the credit card late fee final rule, the new Community Reinvestment Act final rule, and the expansion of UDAAP authority via an update to an examination manual.

When I addressed bankers at the 2024 ABA Washington Summit earlier this year, I assured them that ABA would use every tool in our toolbox to push back against the "regulatory tsunami" that regulators have unleashed upon the banking industry. Litigation is obviously a tool that we've been forced to use now several times—as evidenced by our four current legal challenges against bank regulators—but it isn't the only option.

Among the other tools available is a lesser-known mechanism called the Congressional Review Act—which we sometimes refer to as "the other CRA."

The Congressional Review Act was enacted in 1996 to provide Congress with an avenue for overturning certain federal regulatory actions, but inexperience with the new law and divided government meant it was only used once in its first 21 years. During the Trump administration, however, when Congress and the White House were controlled by the same party, the CRA was used successfully 16 times. Highlights included ABA-backed resolutions to overturn the CFPB's rule effectively banning the use of mandatory arbitration for financial products—a rule that ABA strongly opposed—and a resolution to nullify the bureau's 2013 indirect auto lending guidance, after the Government Accountability Office issued a formal decision in 2017 that the guidance constituted a rule.

Congress passed CRA resolutions three more times during the Biden administration, and lawmakers continue to introduce them. Recently, ABA supported a CRA challenge to the CFPB's 1071 final rule. That CRA challenge was passed by a bipartisan majority in both the House and Senate—and though President Biden ultimately

vetoed the measure, it sent a strong and clear signal that Congress disagreed with the bureau's rule.

In addition, a resolution of disapproval under the CRA was also passed in May to invalidate the Securities and Exchange Commission's Staff Accounting Bulletin 121, which changed the way that banks and other publicly traded entities are expected to account for digital assets held in custody. ABA is also supporting a CRA challenge to the CFPB's recently finalized credit card late fee rule. The House Financial Services Committee favorably reported that resolution of disapproval in April.

The Congressional Review Act is so powerful because resolutions can move to the Senate floor quickly through an expedited "fast track" procedure and that, once on the floor, a resolution requires only a simple majority vote to pass—not 60 votes, like most legislation. This fast-track process stipulates a specific timeframe during which rules issued in this Congress can be invalidated by the next Congress: the rule must be issued during a window of 60 session or legislative days prior to Congress' adjournment at the end of the year in order for the next Congress to have an opportunity to invalidate the rule. We are now nearing the window where any final rules that are issued by the agencies could be challenged under the CRA in the next Congress—yet another reason why electoral outcomes matter.

However the elections shake out in November, ABA's focus will remain unchanged: supporting a policy environment that supports America's banks in their mission to supply credit to their customers, clients and communities. And we'll continue to use every tool in the toolbox to ensure that our broad and diverse banking sector can continue to thrive. ■■■

Share your stories with us

BANKERS IN ACTION



- VOLUNTEER OPPORTUNITIES
- COMMUNITY IMPACT
- GIVING BACK

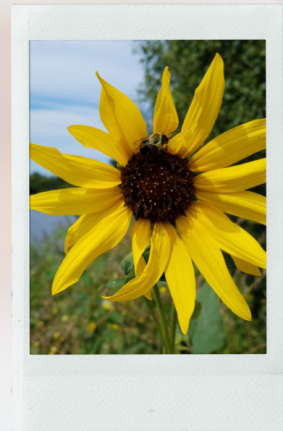
CONTACT LNORTON@SDBA.COM

SCENES OF SOUTH DAKOTA 2025 CALENDAR PHOTO CONTEST

The South Dakota Bankers Association is creating a customized calendar from photographs of South Dakota submitted by South Dakota bankers, their family members and customers. These calendars are exclusive to SDBA member banks and make a great gift for your customers!

If you are an amateur photographer and would like the opportunity to have your creativity displayed in homes and businesses across South Dakota, this is your chance! Send us your photos of farms, barns, agricultural activities, historical South Dakota locations, county fairs, carnivals, parades or festivals, fall colors, winter snowfalls, spring flowers, or summer fun. Any photo that shows the history and beauty of the great state of South Dakota qualifies.

All photos submitted will be judged and the top photos will be featured throughout the 2025 Scenes of South Dakota calendar.



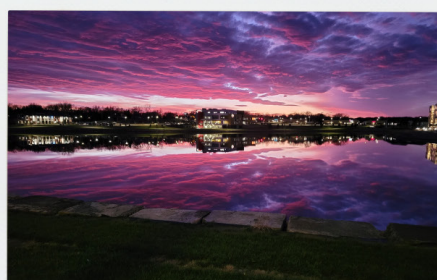
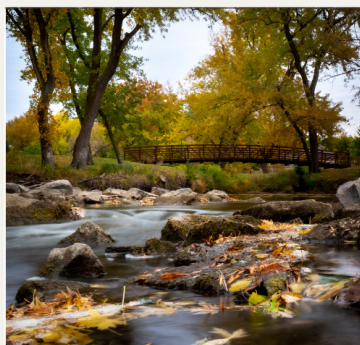
HOW TO ENTER PHOTOS

Visit www.sdba.com/calendar to submit images.

Entry Deadline: July 31, 2024



For more information, contact
Laura Norton at LNorton@sdba.com | 605.224.1653



bank notes

Scott Erickson Named CEO and President of American Bank & Trust

Banking Industry Journey

My first job in banking was as a teller at age 16 in Watertown, SD! Since then, I've been fortunate to have spent time in almost every department of a bank including helping customers open accounts and access consumer loans as a personal banker, taking part in commercial credit training, doing loan reviews, auditing branches, completing real estate inspections, and working in mortgage processing. Most recently I've been leading mergers & acquisitions activity, managing leadership teams, setting the strategic vision, and transitioning into the role of CEO at American Bank & Trust.



Scott Erickson

Motivation to Pursue Banking

Community banking runs in my DNA. My paternal grandfather owned Southern Hills Bank in Edgemont, SD, and my father spent his entire career in various banking capacities. Watching the impact the local, family-owned banks made in the communities they serve gave me a great sense of pride growing up. I find joy in working with families to meet their financial goals and enhance their lives.

Memories

Some of my earliest childhood memories have taken place in a bank. Growing up in the industry, and I have seen some of my friends and colleagues enjoy the successes of their hard work and dedication in community banking. The most memorable experiences to me are the early days in my career that were spent forming relationships with customers and team members that have stood the test of time. I'm incredibly grateful for the people that have been on the journey with me!

Career Advice

I think community banks might play a more important role now than any time in the past. My advice would be to work hard and build relationship with your team members and customers. Don't be afraid to ask the next question and to think outside the box.

Community banks play a vital role in the towns they serve, so take the time to give back to your community through volunteering and serving others.

Delights and Challenges

I really enjoy the business of banking, including understanding how all kinds of customer's businesses operate and thrive. As bankers, we have the opportunity to work with amazing customers that are experts in their fields. As far as challenges go, the COVID pandemic caused the economy to shut down, placing community banks at the forefront of the PPP loan program implementation and execution. This alone was a once in a generation event. Then, not too long after that there were unprecedented interest rate increases along with some of the largest bank failures in history on the West and East coasts. These events have caused a lot of angst in the business environment, posing the most difficult challenge since the financial crisis in 2008.

Hobbies and Interests

I enjoy spending time with my wife Kelly, and our four children, Charlie, Emmi, Lilly, and Sully. Between activities and work we like to try to squeeze in a little bit of golf, tennis, and skiing (snow & water). 🏌️🎾🎿



PHOTO OF THE MONTH

Halley, Natalie, and Laura were out and about in the Black Hills, doing a little venue scouting for upcoming events. No live marmots were seen, but we sure kept our eyes peeled...

BankWest Selected for 2024 BEST Awards



PIERRE – BankWest was one of 79 organizations recognized by the Association for Talent Development (ATD) with a 2024 BEST Award, the talent development industry’s most rigorous and coveted recognition. The global award recognizes organizations that demonstrate enterprise-wide success through talent development.

Companies were recognized on May 20 during an awards ceremony at the ATD 2024 International Conference & Exposition in New Orleans, Louisiana.

Becky Burke, Vice President of Learning & Strategic Development for BankWest remarked, "This recognition highlights our commitment to investing in our employees' growth, which in turn drives innovation and success across our organization. We are honored to be acknowledged by the Association for Talent Development and remain steadfast in our mission to empower our team members to reach their full potential."

Consideration to receive a BEST Award requires organizations to submit quantitative and qualitative information to ATD about their talent development practices and programs. Applications are assessed in a rigorous blind review by members of the BEST Awards advisory committee, which is comprised of a group of experts in the field.

"These BEST organizations are driving impact and solving business challenges through talent development practices, and they are doing it in innovative ways," said Tony Bingham, ATD president and CEO. "Senior leaders in these organizations understand the critical strategic role learning has, and they are committed to investing in the growth and development of their people."

Recognition from the Association for Talent Development at the 2024 Best Awards is a testament to BankWest's unwavering dedication to fostering a culture of continuous learning and development. 📊



BankHER Bulletin

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1962

SOUTH DAKOTA BANKERS ASSOCIATION 70th Annual Convention

At Sheraton-Cataract Hotel, Sioux Falls

May 17-19, 1962

THURSDAY, MAY 17

8:00 a.m.—GOLF TOURNAMENT, at Minnehaha Country Club.
9:00 a.m.—REGISTRATION.
6:30 p.m.—RECEPTION AND BUFFET SUPPER; Akota ballroom.

FRIDAY, MAY 18

9:30 a.m.—FIRST BUSINESS SESSION. Call to order Chester C. Lind
President, SDBA;
President, First National Bank of Aberdeen
Presentation of Colors Sioux Falls Legion Post No. 15;
James Kirschman, commander
National Anthem Robert J. Snyder, with
Howard Lambert, accompanist
Invocation Rev. Roger Frederickson
First Baptist Church, Sioux Falls
Welcome to Sioux Falls Al Schock
President, Sioux Falls Chamber of Commerce
President's Address Chester C. Lind
Report of Agriculture Committee R. F. Petschow, Chairman
Corn Exchange Bank, Elkton
Report of Public Relations Committee John V. Krastins, Chairman
Northwest Security National Bank, Sioux Falls
Report of Education Committee James Kopperud, Chairman
Community State Bank, Lake Preston
Address, "Banks and Bandits" Gerald J. Van Dorn
Protection Officer, Chase Manhattan Bank, New York
Remarks, "The Foundation for Commercial Banks" S. J. Kryzsko
President, Winona (Minn.) National & Savings Bank
Remarks, "South Dakota Industrial Development Corp."
..... Curtis B. Mateer, President
Executive Vice President, Pierre National Bank

12:30 p.m.—LADIES' LUNCHEON AND ENTERTAINMENT; Westward Ho Country Club.

1:30 p.m.—SECOND BUSINESS SESSION. Call to order Chester C. Lind
Report of Insurance Committee Morris G. Winter, Chairman
Andes State Bank, Lake Andes
Report of Bank Management Committee .. Bruce B. Hodson, Chairman
Blackpipe State Bank, Martin
Report of Legislative Policy Committee Rex Terry, Chairman
Fort Pierre National Bank
Address, "Your Stake in the Upper Midwest Research and Development Program" J. R. Pratt
Director of Community Relations, Upper Midwest Research & Development Council, Minneapolis
Address, "Business Trends from Now Until 1970"
..... Dr. Samuel J. Rasmussen
Economist, from Tulsa, Okla.
Remarks, "South Dakota Bankers Association Participation in United Student Aid Funds, Inc." William Johnson
Associate Director, United Student Aid Funds, Inc., Burlingame, Calif.
Report of Resolutions Committee Earl F. Nixon, Chairman
Dakota State Bank, Milbank
Report of Nominating Committee J. S. Holdhusen, Chairman
Ipswich State Bank
Election and installation of officers.
Introduction of executive councilmen.
Presentation of 40-Year and 50-Year award pins.
Necrology report.
Meeting of state ABA members; presiding A. Boyd Knox
State ABA Vice President

7:00 p.m.—BANQUET; Sioux Falls Coliseum Annex.
8:45 p.m.—STAGE REVIEW; Coliseum.

SATURDAY, MAY 19

9:30 a.m.—THIRD BUSINESS SESSION.
Report of Trust Committee Kenneth C. Hanna, Chairman
First National Bank of the Black Hills, Rapid City
Report of Industrial Committee Glenn H. Waltner, Chairman
First National Bank, Freeman
Report of Instalment Credit Committee .. William H. Mateer, Chairman
Citizens Bank of Moberge
Address Admiral John L. McCrea
U. S. Navy, retired;
Vice President of Client Relations, John Hancock Mutual Life Insurance Co., Boston
Address, "The Commercial Banker Faces a New Competitive Climate"
..... Ralph L. Zaub
Executive Vice President, Grafton (Wis.) State Bank
Drawing for attendance prize.
Address, "The Leadership of the Free" Judge Harold C. Kessinger
Ridgewood, N. J.

11:45 a.m.—Adjournment.



Krastins



Kryzsko



Pratt



Nixon



C. A. Lovre
General
Chairman

MAY 12, 1962



Lind



Van Dorn



Mateer



Knox



Zaub

UPCOMING EVENTS

2024 National School for Beginning Ag Bankers

June 24-27, 2024 | Spearfish, SD

Openings are now full for this year's Beginner Ag School and the waitlist has been implemented. If you wish you add your name to the list, please register at www.sdba.com/events.

Virtual Understanding Bank Performance

July 9-August 1, 2024

Participants will learn how to assess and analyze a bank's financial performance by working with data from real institutions. Using financial statements from one sample financial institution along with statements from their own banks, participants will become familiar with the ins and outs of balance sheets and income statements and learn how to apply key performance metrics to the data presented in these documents, risks, and maximizing opportunities for growth in this vital sector of the economy.

SDBA Ag Credit Conference

July 17-18, 2024 | Pierre

The 2024 SDBA Agricultural Credit Conference brings together key stakeholders in the financial and agricultural sectors to address pertinent issues surrounding agricultural financing and credit access. This conference serves as a platform to explore emerging trends, address common challenges, and identify opportunities for collaboration and partnership to support the long-term success and resilience of the agricultural sector. Through expert presentations, insightful discussions, panel sessions and a robust exhibit hall, attendees will gain valuable insights into navigating the challenges of agricultural lending, mitigating risks, and maximizing opportunities for growth in this vital sector of the economy.

2024 Fraud Academy

August 6-8, 2024 | Virtual

Fraud Academy is a "first of its kind" two-day school that will train employees at all levels of your institution on fraud risk and what they can do fight it. This program will feature speakers from the United States Secret Service, attorneys from the United States for the Eastern District of Kentucky, Lexington Police Department, and other current and former law enforcement experts that will share their experiences and insights to best educate your bankers on how to mitigate fraud risk and ultimately reduce your fraud loss.

Digital Innovation Conference

August 26-27, 2024 | Sioux Falls, SD

The SDBA Digital Innovation's Conference is designed to provide support as you keep on top of technology trends, navigate the business of banking, and build and sustain your bank's technology strategy—all to improve access and better serve your customers. This conference will provide you with an opportunity to learn from industry experts, network with IT colleagues, and visit exhibitors to see and experience the latest in products and services.

MBA Small Business Lenders Conference

September 12, 2024 | Minneapolis, MN

The SBA loan programs should be a key part of every lender's strategy. They are a proven tool for attracting new customers with competitive loans for business expansion and working capital needs. Don't miss this full day of premier education sessions designed specifically to help you optimize your organization's participation in SBA's lending programs and build your network of SBA program and industry experts.

Learn more and register for SDBA
EVENTS

www.sdba.com/events



Virtual Credit Analyst Development Pgm

Oct 7, 11, 28, 29, Nov 20, 21, 2024 | Virtual

The Credit Analyst Development Program is designed for credit analysts, credit officers, credit administrators, commercial loan officers/managers, loan review officers, branch managers and management trainees.

Is it Stress or Anxiety?

National Institute of Mental Health

www.nimh.nih.gov/health/publications/so-stressed-out-fact-sheet

Life can be stressful—you may feel stressed about performance at school, traumatic events (such as a pandemic, a natural disaster, or an act of violence), or a life change. Everyone feels stress from time to time.

What is stress?

Stress is the physical or mental response to an external cause, such as having a lot of homework or having an illness. A stressor may be a one-time or short-term occurrence, or it can happen repeatedly over a long time.

What is anxiety?

Anxiety is your body's reaction to stress and can occur even if there is no current threat.

If that anxiety doesn't go away and begins to interfere with your life, it could affect your health. You could experience problems with sleeping, or with your immune, digestive, cardiovascular, and reproductive systems. You also may be at higher risk for developing a mental illness such as an anxiety disorder or depression. Read more about anxiety disorders.

So, how do you know when to seek help?

It's important to manage your stress.

Everyone experiences stress, and sometimes that stress can feel overwhelming. You may be at risk for an anxiety disorder if it feels like you can't manage the stress and if the symptoms of your stress:

- Interfere with your everyday life.
- Cause you to avoid doing things.
- Seem to be always present

Coping with stress and anxiety

Learning what causes or triggers your stress and what coping techniques work for you can help reduce your



anxiety and improve your daily life. It may take trial and error to discover what works best for you. Here are some activities you can try when you start to feel overwhelmed:

- Keep a journal.
- Download an app that provides relaxation exercises (such as deep breathing or visualization) or tips for practicing mindfulness, which is a psychological process of actively paying attention to the present moment.
- Exercise, and make sure you are eating healthy, regular meals.
- Stick to a sleep routine, and make sure you are getting enough sleep.
- Avoid drinking excess caffeine such as soft drinks or coffee.
- Identify and challenge your negative and unhelpful thoughts.
- Reach out to your friends or family members who help you cope in a positive way.
- Recognize When You Need More Help

If you are struggling to cope, or the symptoms of your stress or anxiety won't go away, it may be time to talk to a professional.

Stress

- Generally is a response to an external cause, such as taking a big test or arguing with a friend.
- Goes away once the situation is resolved.
- Can be positive or negative. For example, it may inspire you to meet a deadline, or it may cause you to lose sleep.

Both Stress & Anxiety

- Both stress and anxiety can affect your mind and body. You may experience symptoms such as:
 - Excessive worry
 - Uneasiness
 - Tension
 - Headaches or body pain
 - High blood pressure
 - Loss of sleep

Both Stress & Anxiety

- Generally is internal, meaning it's your reaction to stress.
- Usually involves a persistent feeling of apprehension or dread that doesn't go away, and that interferes with how you live your life.
- Is constant, even if there is no immediate threat.

Events | Schools | Webinars

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 events@sdba.com or 605.224.1653.

SDBA EVENTS

Virtual Understanding Bank Performance

July 9-Aug 1, 2024

SDBA Ag Credit Conference

July 17-18, 2024 | Pierre

Introduction to HSA's Webinar

August 1, 2024 | Pierre

Fraud Academy

August 6-8, 2024 | Virtual

SDBA Digital Innovations Conference

August 27, 2024 | Sioux Falls

SDBA Lead Strong: Women In Banking Conference

September 25-26, 2024 | Sioux Falls

Virtual Credit Analyst Development Program

October 7-November 21, 2024

SCHOOLS

Graduate School of Banking - Wisconsin

July 28-August 9, 2024 | Madison, WI

SBA Minnesota Lenders Conference

September 12, 2024 | Bloomington, MN

2024 SDBA IRA School

September 17-19, 2024 | Sioux Falls

ONCOURSE WEBINARS

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

Excel Explained: Spreadsheets and AI

June 18, 2024

TRID: Change Circumstances & Revised Disclosures

June 18, 2024

All in with ACH All Day Streaming

June 20, 2024

FCRA/FACTA: A Banker's Responsibility

June 20, 2024

Alert! Implementing Regulation CC Changes

June 21, 2024

Branch Manager Best Practices

June 21, 2024

CRE Appraisals: Components, Approaches to Value & Cap Rates

June 24, 2024

Loan Modifications: What Are the Compliance Issues?

June 24, 2024

2024 Mid-Year Call Report Update and Current Matters

June 25, 2024

Accounting Fundamentals for Lenders

June 25, 2024

TRID for Beginners

June 26, 2024

The World of Bank M&A: The Impact of Regulatory Developments

June 26, 2024

BSA Officer Summer Update

June 27, 2024

The Rise of Generative AI in Banking and Financial Services

June 27, 2024

Compliance Responsibilities for Defaulted Mortgages: Foreclosures and Loss Mitigation

June 28, 2024

Loan Structuring Basics

July 1, 2024

Reporting Critical Information Security Areas Upstream

July 2, 2024

Disaster Proofing Excel Spreadsheets

July 2, 2024

Problem Loan Identification

July 8, 2024

Do's and Don'ts of Signature Card Contracts

July 9, 2024

Elevate Your Customer Experience: The Art of Enjoyable, Empowering, and Effective Service

July 9, 2024

Understanding HMDA Compliance from A to Z All Day Streaming

July 10, 2024

You've Been Served: Best Practices in Processing Subpoenas, Garnishments, and Tax Levies

July 10, 2024

Deciphering FedNow®: ISO® 20022 Messaging, Exception item and Return Processing

July 10, 2024

The Effects of Climate Change on Banking: What You Should Be Preparing For

July 11, 2024

Encouraging the Next Generation of Women Leaders

July 11, 2024

Privacy and Information Security - Critical Rules for Bankers

July 12, 2024

Compliance Management System Essentials

July 15, 2024

BSA and OFAC Training for Customer Service Representatives

July 16, 2024

Understanding HELOC Requirements

July 16, 2024

Complaints Programs: Why They Are a Key Risk Mitigant for Your Institution

July 17, 2024

Internal Controls over Financial Reporting - 2 part series

July 17, 2024

Processing Garnishments on Accounts Containing Federal Benefit Payments

July 18, 2024

Preventing and Responding to Robbery

July 19, 2024

Opening Deposit Accounts Online

July 23, 2024

Compliance Requirements for Records Management and Retention

July 24, 2024

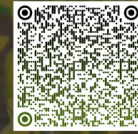
2024 AG CREDIT CONFERENCE

July 17-18, 2024

Ramkota Hotel & Conference Center | Pierre, SD

CULTIVATING SUCCESS IN AG BANKING

www.sdba.com/events



FEATURED SPEAKERS



John
Stiegelmeier



Dr. Joseph M.
Santos



Eric
Snodgrass



Sam
Miller



Denny
Everson



Robert E.
Hayes



Robert L.
Meadors



Ed
Elfmann



Troy
Bockelmann



Matthew
Elliott



James
Olson