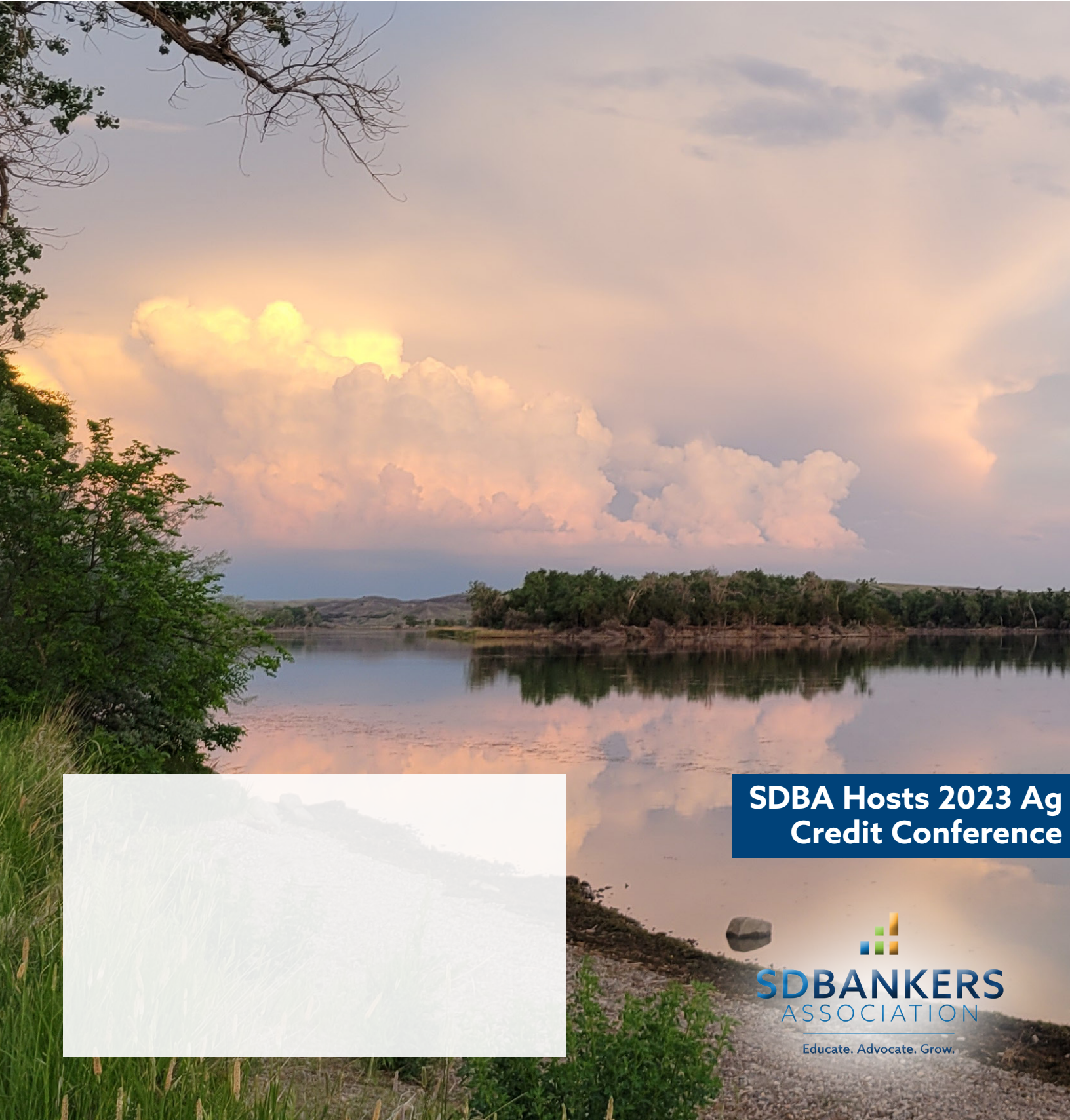


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OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | **AUGUST 2023**



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COVER PHOTO: Cotton Candy Skies Over the Missouri River, Photo by Haley Juhnke



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message from the chair.....

BY DAVE NELSON | President/CEO | First Fidelity Bank, Burke

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Working Together to Accomplish Industry Objectives

I recently had the pleasure of attending the Central States Conference with SDBA President Karl Adam and SDBA Chair-elect Dylan Clarkson. This year's event was hosted by the Indiana Bankers Association and was held in Coeur d'Alene, Idaho.

The Central States Region is comprised of the state banking associations from the states within the central United States. Those states include Arkansas, Colorado, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, Oklahoma, Pennsylvania, South Dakota, Texas, and Wisconsin. The annual Central States Conference is rotated between these states.

The theme for this year's conference was "A Rising Tide Lifts All Boats." This theme refers to the concept that when one person's ideas or efforts are shared, everyone benefits. That was evident throughout this year's conference. There was a lot of information and idea sharing during the conference with the goal of increasing everyone's knowledge and understanding of the concerns we have and the issues we all face and to collectively work toward resolving them. Throughout this conference, we had the privilege of listening to several great speakers and expert panels as well as participate in some discussion groups, all of which provided some thought-provoking content.

One thing was clear throughout the conference sessions and in talking to colleagues from other states, we all face many of the same issues and challenges. Thoughts and ideas were shared as to what worked and what didn't work in the various states and ways to improve those processes. We all have to get better at telling the stories of how many of the regulations considered by our regulators and the laws considered by our legislators have negative consequences for our industry, our communities, and our customers.

In order to be successful, it is going to take engagement and participation from everyone. For example, Karl recently sent out requests to bankers to send letters to congressional members regarding the Consumer Financial Protection Bureau's guidance for how the agency plans to enforce its final rule implementing Section 1071 of the Dodd-Frank Act. Section 1071 requires the collection and reporting of credit application data for small businesses, including women-owned and minority-owned small businesses.

In regards to these rules, ABA joined a lawsuit filed by the Texas Bankers Association and McAllen, Texas-based Rio Bank challenging the CFPB's final rule. The plaintiffs contend that the agency's actions go well beyond the 13 data points specified in the Dodd-Frank Act. The second request to bankers was to send letters to congressional members to ask them to reject and oppose the Credit Card Competition Act. This Act would impose restrictive government mandates on credit card transactions by forcing the use of more than one network for the routing of credit cards thereby allowing merchants to choose the cheapest routing option approved by the Federal Reserve rather than choose networks that may offer the best customer experience, customer data protection, and security. In addition, if this routing mandate takes effect, card issuing financial institutions could be forced to scale back or eliminate popular rewards programs which consumers have come to rely on.

As I mentioned in last month's article, there is power in numbers. We have to portray a united front in order to be effective. We need more bankers willing to invest their time and talents to their association and industry to help push back against unnecessary and burdensome regulation and legislation. Everyone has something to contribute whether you think you do or not. Have confidence in yourself and your abilities. It is going to take leadership, energy, and drive to continue to push back on regulators and legislators to protect our industry. I have confidence in the bankers in South Dakota to work together to do what is necessary, essential, and vital for our industry, our communities, and our customers. Thank you. 🌈



from the executive office.....

BY KARLTON ADAM | President | South Dakota Bankers Association
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CFPB's Section 1071 Final Rule

Greetings SDBA member bankers and happy August! August—wow! Where does time go? This summer has seemed like more of a blur than usual and before we know it, the kids will be back in school, the warm breeze will cool down, fall colors will start to appear and the dull roar of the Friday Night Lights will hum across our plains. This time of year is always fun to see the school and community pride come alive for our students and athletes.

This is also the time of year we start keeping a closer ear to the ground on legislative rumblings, both at the state level, and at the federal level. It won't be long before we start to lay the groundwork and build the "Playbook of Engagement" for the 2024 legislative session. In July, I spent 10 days attending two different conferences, the first in Coeur d'Alene, ID for the Central States Conference, and then in Denver, CO, for the ABA Leadership Conference. It was a jam-packed week and a half, but it was time well spent with SDBA Board Chair Dave Nelson and Chair-Elect Dylan Clarkson, and our cohorts from all corners of the country, as we talked often and at length where our industry is headed, how it's going to change and pivot and what our collective response and united messages will be to advocate and serve our members.

Not surprisingly, like many of you, eyes and ears are turned to Washington regarding the Consumer Financial Protection Bureau's Section 1071 final rule. As a reminder, the CFPB issued guidance for enforcing Section 1071 of the Dodd-Frank Act, which requires the collection and reporting of credit application data for small businesses, including women-owned and minority-owned small businesses. As per an article from the American Bankers Association (ABA) in June, the CFPB said it intends to pay particular attention to covered lenders' response rates for data requested from applicants. The agency also will consider how a lender's response rates compare to financial institutions of a similar size, type, geographic reach or other relevant factors, "because, as noted in the rule, low response rates may indicate discouragement or other failure by that lender to maintain proper collection procedures consistent with the rule."

At the urging of all 51 state banking associations, the proposed final rule from the CFPB was met by a lawsuit filed by the Texas Bankers Association (TBA), Rio Bank out of McAllen, Texas, and the ABA challenging the agency's final rule. On Monday, July 31, a federal judge in Texas issued an order blocking enforcement of the CFPB's Section 1071 final rule while the Supreme Court hears a

challenge to the constitutionality of the CFPB's funding structure. The injunction came at the request of the ABA, the Texas Bankers Association and Rio Bank in litigation brought challenging the Section 1071 rule.

While the judge granted ABA and TBA's request for injunctive relief, the judge did not accept ABA's and TBA's request for the injunction to apply to all bank lenders covered by the rule but chose to provide relief only to TBA and ABA member banks across the country. As such, On Tuesday, August 8, the ABA and TBA co-authored another letter to CFPB Director Rohit Chopra, repeating the request which asked for a national injunction covering all bank lenders. At the time of writing this column, it remains to be seen how Chopra will respond.

I share this as I want to reiterate the value of YOUR engagement. The relief applies while the Supreme Court hears the constitutional challenge to the CFPB in CFPB v. Community Financial Services Association of America, which is scheduled to be argued in October and whose decision could be released any time before the end of June 2024, at which point new compliance deadlines would be issued for ABA and TBA members. The ruling would thus allow ABA and TBA members to limit Section 1071 implementation costs until the question of the CFPB's constitutionality is resolved. Additional guidance for ABA members will be forthcoming.

As community bankers, we fully support enforcement of fair lending laws and the goals of Section 1071, but it is concerning that the final rule, although well-intentioned, is more likely to restrict access to credit for small businesses than to improve fair lending outcomes. The extensive reporting regime will significantly increase the cost of providing loans to small business and will drive small lenders out of the market - reducing competition and access to credit for small businesses.

I'll continue to keep a pulse on where the lawsuit and final ruling goes, but I invite you, if you're a member of the ABA, to subscribe to its daily Newsbytes, to keep yourself informed and abreast of congressional and regulatory agency ongoing. Go to www.aba.com/news-research/email-bulletins/daily-newsbytes to learn more.

If you have more questions or want to chat more about my perspective on the 1071 rule, don't hesitate to contact me via email at kadam@sdba.com or by phone at 605.224.1653. I welcome every opportunity to visit with our members. August is another month of being on the road to visit with our members, so I'll be seeing several of you very soon. Wishing you a great rest of the summer, and until September, take care. 🌈



D&O Insurance: A Basic Refresher

Every now and then it is a good idea to step back and take a quick look at the bigger picture. It is a basic fact of life in this day and age that individuals serving as corporate directors and officers face litigation exposure. Therefore, companies typically protect their executives from these legal expenses and liability exposures through D&O insurance. Therefore, the D&O insurance policy is usually a lengthy document with detailed terms and conditions and these details are extremely important.

Let's begin with the application process. This is generally a straightforward topic however, there are actually a few issues involving the D&O insurance application that should not be taken for granted.

The D&O insurance application is of course a physical document but, it's more than that. The term "application" is usually defined to comprise several categories of materials beyond just the physical document. The term "application" is often defined broadly to include all the materials submitted with the application. This would include items such as supplemental applications, financial documents or any other materials that are requested during the new business or renewal process.

With respect to the physical application document itself, there is an additional question concerning which application form an insured may be asked to complete and submit. Specifically, there can be differences between the questions that are asked when new coverage is being quoted compared to what may be asked when existing coverage is being renewed. Therefore, the applicant should always make sure that all the applicable questions are answered truthfully and that any known circumstances are disclosed so not to risk a rescission of the coverage should it be discovered later that material information was not disclosed on that application.

The basic insurance function of the D&O Insurance policy can be boiled down to a short list of items, even though the policy itself and its operation can be complicated. The insurance provided by the D&O policy comes down to a few basic things.

It provides coverage for

- Loss
- Arising from Claims made during the policy period.
- Alleging a Wrongful Act
- Against an Insured acting in an Insured Capacity
- That is not otherwise excluded under the policy.

Each one of these words, Loss, Claims, Wrongful Acts,

etc - are defined terms in the policy, and the specifics of the definitions of each of these terms may be among the most coverage-determinative provisions in a D&O insurance policy. The specific wording of these basic provisions, and of all other policy terms and conditions, can determine whether or not the policy's coverage is triggered and guide how a claim is adjudicated.

Let's review a few other important elements of the D&O policy.

The Insuring Clause

Though the precise wording may vary from policy to policy, all D&O insurance policies provide coverage for Loss arising from Claims first made during the policy period alleging a Wrongful Acts.

Claims Made

Some liability insurance policies are what are known as "occurrence" policies - that is, the policies provide coverage for accidents or mishaps that occur during the policy period, regardless of when the lawsuit is actually filed. However, D&O insurance policies are not generally "occurrence" policies, they are "claims made" policies. That is, D&O insurance policies provide coverage for claims made during the policy period, regardless of when the underlying conduct may have occurred. Many claims made policies also have a past acts date. This date states that claims based on conduct that occurred prior to the date would not be covered, even if the claim is made during the policy period.

Loss

The term "Loss" specifies the things for which the policy will pay. The term usually encompasses specified indemnity amounts (settlements and judgments) as well as attorneys' fees and other defense costs.

Wrongful Act

The term "Wrongful Act" is usually defined as an actual or alleged act, error or omission, misleading statement or breach of duty. D&O policies are liability policies, so in order for coverage to attach, the insured person must have done something (or be alleged to have done something) for which they are liable to third parties.

In conclusion, because of the complexity of D&O policies and others, it is important to obtain the assistance of an experienced and knowledgeable insurance partner to navigate their purchase of D&O insurance and the SDBIS is always here to support our member banks with this process. 🌈

2024 Scenes of South Dakota Calendar

The South Dakota Bankers Association is pleased to offer you the Scenes of South Dakota Calendar. This calendar will feature photos of South Dakota submitted by South Dakota bankers, their family members and customers. Your bank logo and name can be printed on each calendar to display in homes and businesses all year long. **Calendar orders are due by September 1, 2023, to get the low price of \$1.70* per calendar. Each order will have an additional \$25.00 production charge.**

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

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Emerging Leader of the Month: Malory McIntire



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 Malory McIntire from Dacotah Bank in Watertown.

First-Ever Job

My first ever job was working at my dad's butcher shop when

I was in junior high and high school. This job opened my eyes to responsibility, the fact that you aren't always going to like every aspect of your job, and that mixed generations of people can work well together. I had to show up on time so that day's projects could be done effectively. I labeled and packaged products, and helped customers. I really enjoyed the retail side of working at "the shop"; creating and designing meat and cheese trays was my favorite thing to do and seeing the customers' appreciation for them was icing on the cake. On the other hand, the butchering side of things was not my cup of tea, but I still needed to chip in and help the team. The last big takeaway from it was that no matter the age of a person working or shopping there, they were still a person; they still laughed, joked, had problems, and needed someone to talk to. Their outlook on life and experiences were different than mine, but it was amazing to hear stories and look at things from their perspective. Looking back, I'm so grateful for the lessons I took away from this job.

Emerging Leader Story

My final semester in college is when I really started thinking about what I wanted to do with my life. Jobs in sales, marketing, and retail were all on the table. While searching for job openings in the Watertown area, I came across a Financial Advisor Assistant position with the financial group that has its offices in the Dacotah Bank building in Watertown. Even though the interview went well, I didn't get the position, but from that interview came a job offer to become a teller with Dacotah Bank. I was a teller for about a year and a half then stepped into the vault teller position. That lasted for about four months when a customer service representative position came open. I was hesitant to make the leap, but with encouragement from my manager and the market president at the time, I accepted the position and was in that role for four and a half years. Our retail department went through a restructure and with that I became a personal banker and was in that role for three years. In 2021, I became the Market Retail Leader which is the role I'm currently in.

Starting at square one and learning about banking from the ground up has really been a great journey for me. I enjoyed my time in each of the roles I held and learned a great lesson in that I needed to be able to grow where I was planted and to be the best version of me in each of the roles I was in. It wasn't always easy to wait for the next opportunity; it took time, patience, understanding, and the will to stick it out sometimes, but I'm thankful that I did. I believe that adapting the "grow where you are planted" mentality really helped me reach the point I'm at today and it will keep moving me forward and be ready for whatever the next role might be.

I wouldn't be where I am today without all the experiences I've had and people beside me along the way. I'm so grateful to my family. There have been many long days and some stressful times, but they have always encouraged me to keep pressing on and keep being true to who I am. I'm thankful to the supervisor I had for my first 10 years at Dacotah Bank, she is a huge reason why I am where I'm at today; to my current supervisor, who is always encouraging me and who isn't afraid to push me and challenge me so I become a better leader and more independent; to the market president I have the honor of working with and learning from today; to the past market presidents I've gotten to work with and the upper level managers for believing in me and pushing me out of my comfort zone. I truly love what I'm doing and strive to continue to grow both personally and professionally a little bit each day.



What She Most Likes About Her Job

Currently I'm the Market Retail Leader at our Watertown location. I wear many hats as a MRL. Some of my favorites include coach, human resource officer, cheerleader, and motivator. What I love most about what I do is helping employees grow personally and/or professionally. I love helping people create and navigate road maps for their development so they can put their thoughts, hopes, and dreams into action. There really is nothing more satisfying to me than to see an employee navigate through their journey, celebrate their successes along the way and eventually reach their end goal.

If She Could Have Any Job

I would own and operate a bridal store and wedding planning business. I absolutely love weddings, beginning with planning every little detail to enjoying the big day. I love it all! It all started when I began planning my wedding and started to shop for dresses. I had the best experience with an owner of a bridal shop here in Watertown! Searching for my wedding dress, my sisters' wedding dresses, bridesmaid dresses, tuxes, flowers, shoes, you name it, I loved it! I would love to make someone feel as amazing as I did when I went through the process of wedding planning.

Her Life's Passions

My passion in life is making positive impacts in people's lives. From raising my kids and being a wife; to coaching and mentoring my team at work; to officiating high school volleyball matches and playing sports; to helping with vacation bible school and being on the local school board; to simply smiling and waving at a complete stranger as I pass by them; I strive to bring a positive light into everything I do. God has truly blessed me in many ways, and I want to pass the light on to others.

How She Unwinds

My favorite way to unwind is to sit on my deck on a nice evening as the sun is going down. Sometimes I prefer to sit in silence, while other times a playlist of the 80s, 90s and early 2000s hits will really help me unwind.

Little Known Facts About Her

Outside of my title as MRL, I also carry the titles of wife, mom, sister, daughter, aunty, and dog mom. I'm a normal, everyday small-town gal who loves her family, her community, and her career. And the most important part of all of this is that none of this would be possible for me without God. 🌈



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SDBA Hosts 2023 Ag Credit Conference

More than 130 attendees from across the region attended the 2023 SDBA's Agricultural Credit Conference in Pierre on July 19-20.

The Ag Credit Conference is a premier annual event that brings together professionals and stakeholders from the agricultural and financial sectors. This conference serves as a platform to explore, discuss, and collaborate on the latest trends, challenges, and innovations in agricultural finance. The conference aims to empower the ag industry by promoting the exchange of knowledge, networking opportunities, and showcasing cutting-edge solutions tailored to the unique needs of the agricultural community.

Topics covered at this year's event included ag economy, weather, marketing, auction industry, SDSU Real Estate minor and graduate certificate, the changing face of farmers, precision ranching and a farm bill update. Planning for the 2024 event will commence at the Ag Committee meeting scheduled for September 14 in Deadwood.

Exhibitors at this year's conference were:

- Ag Resource Management (ARM)
- Farmer Mac
- Graduate School of Banking - Madison, Wisconsin
- Hurley & Associates
- Pifer's Auction and Realty
- ProAG Bankware Technologies
- South Dakota Center for Farm Financial Management
- USDA Natural Resources Conservation Service

A special thank you to the sponsors who helped make this year's event a success:

- Dakota Prairie Bank
- Farmer Mac
- Graduate School of Banking - Madison, Wisconsin
- Northern Plains Appraisal
- Pifer's Auction and Realty
- ProAG Bankware Technologies

Mark your calendars NOW for the 2024 Ag Conference: July 17-18 at the Ramkota in Pierre. 📅



Brit Miller, Ag Credit Committee President, emceeds the Ag Credit Conference event.



Closing keynote speaker Dan Meers, Mascot of the Kansas City Chiefs, shares his story with the attendees.

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Complete "Official Family"

South Dakota Bankers Announce List Of County Key Bankers for 1961-62

COUNTY KEY BANKERS of the South Dakota Bankers Association appointed for 1961-62 by Pres. C. C. Lind of Aberdeen and approved by the executive council are:

Aurora—Marvin Bormann, Stickney; **Beadle**—Mark Atwood, Wessington; **Bennett**—O. A. Hodson, Martin; **Bon Homme**—E. B. Dwight, Springfield; **Brookings**—Howard B. Lee, Volga;

Brown—E. J. Stohr, Claremont; **Brule**—Fred M. Houda, Kimball; **Butte**—F. J. Boettger, Newell; **Campbell**—William Block, Herreid; **Charles Mix**—Merritt Young, Geddes;

Clark—M. J. McGillivray, Clark; **Clay**—J. T. Sanger, Vermillion; **Codington**—A. B. Turbak, Kranzburg; **Corson**—R. G. Knodel, McLaughlin; **Davison**—R. G. Briere, Mitchell;

Day—Thos. E. Porter, Webster; **Deuel**—Robert S. Law, Clear Lake; **Dewey**—R. E. Meyers, Eagle Butte; **Douglas**—N. C. Wenzel, Delmont; **Edmunds**—A. N. Johnson, Roscoe;

Fall River—T. L. Seppala, Edgemont; **Faulk**—Marie Bechtel, Cresbard; **Grant**—Earl F. Nixon, Milbank; **Gregory**—Harvey W. Willoughby, Burke; **Haakon**—Richard S. Mogen, Midland;

Hamlin—L. A. Jacobson, Bryant; **Hand**—Russell Bard, Miller; **Hanson**—L. N. Arend, Alexandria; **Harding**—M. R. Hann, Buffalo; **Hughes**—C. E. Neuharth, Pierre;

Hutchinson—M. E. Ulmer, Menno; **Hyde**—J. A. Hardesty, Highmore; **Jackson**—R. D. Smith, Kadoka; **Jerrald**—Bruce R. Thomson, Wessington Springs; **Jones**—T. M. Drew, Okaton;

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Roberts—Harold L. Torness, Sisseton; **Sanborn**—Boyd B. Hopkins, Artesian; **Spink**—Robert R. Forsyth, Mansfield; **Stanley**—Rex Terry, Fort Pierre; **Sully**—Arthur J. Owens, Onida;

Tripp—Kenneth Johnson, Colome; **Turner**—Verner Berg, Parker; **Union**—A. R. Olson, Beresford; **Walworth**—W. D. Heupel, Moberidge; **Yankton**—J. M. Lloyd, Yankton; **Ziebach**—A. H. Heimer, Dupree.

"Official family" of the South Dakota Bankers Association for 1961-62 comprises the following:

Executive council—Chester C. Lind, First National Bank, Aberdeen, president; C. F. Stilgebauer, First Potter County Bank, Gettysburg, first vice president; Scott Lovald, First National Bank, Philip, second vice president; Robert H. Frei, Commercial State Bank, Wagner, past president; Martin J. Colton, National Bank of South Dakota, Sioux Falls, Group I; A. L. Mikkelson, Security State Bank, Wakonda, Group I; Neal L. Jacobson, Bryant State Bank, Group II; Robert H. Walrath, First Citizens National Bank, Watertown, Group II; Willard Lynch, Farmers State Bank, Winner, Group III; George W. Toft, Commercial Trust & Savings Bank, Mitchell, Group III; Jules S. Chase, Faulk County State Bank, Faulkton, Group IV; Max Gutz, First National Bank, Selby, Group IV; Richard Berry, First National Bank of the Black Hills, Rapid City, Group V; Roy H. Fenner, Rushmore State Bank, Rapid City, Group V.

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ter, Farmers State Bank, Hosmer; Harold T. Haynes, Spink County Bank, Redfield; R. G. Knodel, First State Bank, McLaughlin; C. L. Koch, First National Bank of Aberdeen, Britton branch; Stanley D. Morrill, National Bank of South Dakota, Sioux Falls; C. E. Neuharth, First National Bank, Pierre; Walter M. Willy, Security Bank, Madison; Jules Chase, ex officio member to serve as liaison between council and committee.

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Meyer, Peoples State Bank, DeSmet; Earl G. Miller, National Bank of South Dakota, Sioux Falls; Leo Pottratz, Farmers State Bank, Flandreau; Robert H. Walrath, ex officio member to serve as liaison between council and committee.

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Chet Lind, president First National Bank, Aberdeen, S. D., presents a gift to retiring Catherine Harholt, vice president, and a veteran of 42 years' banking experience. "Catherine Harholt Day" was observed in Aberdeen to commemorate the career of an officer who worked 29 years before missing a day. (Mumps finally caught up with her.)

Colton, ex officio member to serve as liaison between council and committee.

Trust committee—K. C. Hanna, First National Bank of the Black Hills, Rapid City (chairman); James T. Brick, National Bank of South Dakota, Sioux Falls; Earl Keller, Rapid City Trust Co.; Robert Kelley, First Citizens National Bank, Watertown; Adolph Lodmell, Northwest Security National Bank, Sioux Falls; Orley Rath, First National Bank, Aberdeen; L. J. Somer, First Dakota National Bank, Yankton; Max Gutz, ex officio member to serve as liaison between council and committee.

bankers in action.....

FNBSF Interns Learn the Value of Giving Back



First National Bank
www.fnbsf.com The First National Bank in Sioux Falls® Member FDIC

Interns at The First National Bank in Sioux Falls (FNBSF) don't just gain valuable work experience — they also gain their fair share of life experience. That's because the community bank instills its FIRST Values (Family, Independence & Innovation, Relationships, Stewardship, and Teamwork) in every teammate who walks through its doors.

To learn more about the bank's Stewardship value, which emphasizes reinvesting in the community, this year's summer interns spent an afternoon volunteering at Feeding South Dakota.

"Providing an opportunity for interns to gather and build camaraderie is really important to our culture at FNBSF," said Jessica Kippes, a member of the bank's Employee Development team. "Feeding South Dakota is a great place to bring groups together, have some fun, and give back to the community all at the same time."

Alongside Kippes and a member of FNBSF's Employee Experience team, seven interns had the opportunity to build relationships with each other while packing boxes for community members in need.

"I love working for an organization that values community involvement and relationships," said Teller Intern Amber Dauer. "Being able to give back to the community alongside my peers was a rewarding experience."

FNBSF's vibrant internship program consisted of 11 total interns this summer. A few of them had interned with the bank previously and enjoyed it so much that they came back for another year!

As the summer comes to a close, some of these interns will be heading back to school, some will be beginning a job search, and some will even be starting their full-time careers with FNBSF. But no matter where they end up next, they'll certainly be taking their passion for stewardship with them.

"This was such a great experience that it made me even more excited to volunteer again in the future," Dauer said. 🌱



L to R: Back: Nate Fangmeier, Anna Gruenes, Savanna Osowski, Luke Reecy
Front: Jaidyn McGee, Mara Fick, Amber Dauer, Jessica Kippes, Kayleigh Thill



Kayleigh Thill and Jessica Kippes sort cans for packing.



Anna Gruenes, Jaidyn McGee, and Nate Fangmeier pack boxes of food for community members in need.



Savanna Osowski and Amber Dauer sort food items for packing.



Mara Fick and Kayleigh Thill pack boxes of food at the Feeding South Dakota distribution center.

IMPACTING YOUR COMMUNITY?

Share how your banks are making a difference!
Submit your stories and photos to hjuhnke@sdba.com.

UPCOMING EVENTS

Introduction to HSAs

August 29, 2023 | Virtual

The SDBA is hosting an Introduction to HSAs webinar. It will be held virtually through zoom on August 29 with instructor Matthew Dickinson.

Health Savings Accounts (HSAs) are a popular health care option for employers offering coverage to employees and individuals/families not covered by employer-sponsored health care benefits. Financial institutions are beginning to see more complex transactions due to increased customer activity. This activity requires personnel to review their existing HSA procedures to ensure transactions are handled properly. This program also provides a solid foundation of operational and compliance issues associated with providing HSAs to customers, including opening, maintaining and distributing procedures.

For more information visit www.sdba.com.

IRA School

September 19-21, 2023 | Sioux Falls

The SECURE Act impacts two main topics: RMDs and death distributions. The SDBA's 2023 IRA School on Sept. 19-21st, which will be offered in person in Sioux Falls, will address these relevant changes. In addition, IRAs are one of the most complicated areas of bank personnel responsibility, and it is not possible to learn and understand everything. Continual education is necessary to ensure confidence. Working with IRAs is a process and must start with a strong foundation. This school can provide this foundation through a comprehensive curriculum.

Attendees can register to attend the full school, days one and two only, or day three only. For more information visit www.sdba.com.

SDBA's Digital Innovations in Today's Banking Environment Conference

August 29-30, 2023 | Sioux Falls

The SDBA Digital Innovations in Today's Banking Environment Conference (formerly Technology Conference) will be held on August 29-30 at the Hilton Garden Inn Sioux Falls South in Sioux Falls.

This 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. The Digital Innovations in Today's Banking Environment Conference will provide you with an opportunity to learn from industry experts, network with colleagues, and visit with exhibitors to see and experience the latest in products and services.

There is an opportunity for business partners to exhibit at and sponsor the conference. For more information visit www.sdba.com.



SDBA's Women in Banking Conference

September 26-27, 2023 | Sioux Falls

The SDBA's Women in Banking Conference is a prestigious annual gathering that celebrates and empowers women in the financial industry. Join us on September 26-27 in Sioux Falls for an engaging and enlightening event that focuses on the achievements, challenges, and opportunities for women in the world of banking. This conference provides a unique platform for networking, knowledge sharing, and fostering meaningful connections among leading professionals in the field.

There is an opportunity for business partners to exhibit at and sponsor the conference. For more information visit www.sdba.com.

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SDBA's Emerging Leader Summit

October 17-18, 2023 | Pierre/Ft. Pierre

The SDBA will host the annual NEXT STEP: Emerging Leaders Summit, October 17-18, 2023 in Pierre/Fort Pierre, SD, at the Casey Tibbs Rodeo Museum! The full agenda is still being finalized and details and registration will be available soon. We're excited to share that legendary SDSU football coach, John 'Stig' Stiegelmeier, is scheduled to kickoff the split two-day event!

Everyone is welcome! If you aim to grow in your profession and serve your bank, customers and community, you've come to the right place. There is no minimum or maximum "generation" nor any specific job title you need to hold for you to participate in SDBA Emerging Leaders programming. Whether you are just entering your career, you're looking to take the next step in your leadership journey or you're passing the torch to your successor, the SDBA's Emerging Leaders programming is open to everyone--which is why the Emerging Leaders Mission is to grow South Dakota's future bank leaders.

For additional information or further clarification, contact Natalie Likness, SDBA's Member Services Coordinator, at nlikness@sdba.com.

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EVENT DATES & LOCATIONS:

- | | | |
|------------------------|---------------------------|-----------------------|
| 09.11 Quincy, IL | 09.19 Wisconsin Dells, WI | 09.28 Pismo Beach, CA |
| 09.12 Champaign, IL | 09.20 Iowa City, IA | 10.03 Sioux Falls, SD |
| 09.13 Indianapolis, IN | 09.21 Columbia, MO | 10.04 York, NE |
| 09.14 Columbus, OH | 09.26 Sacramento, CA | 10.05 Manhattan, KS |
| 09.18 Owatonna, MN | 09.27 Fresno, CA | |

TIME:

9:00 AM—12:30 PM | Lunch Provided
12:30 PM—1:45 PM | Farmer Mac 101

FREE REGISTRATION:

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QUESTIONS:

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UCC Article 12 – Coming to a State Near You?

By Theo Kelly

Theodore Kelly serves as Associate General Counsel for Compliance Alliance. Theo's professional pursuits include competently guiding business leaders in all matters of regulatory compliance, learning and sharing ways in which blockchain technology can positively impact business operations, and writing publications related to emerging technologies in the legal, risk, and compliance spaces. For B/A, he will be writing monthly for our various publications, including ACCESS magazine.



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In 2022, the Uniform Law Commission (ULC) introduced amendments to the Uniform Commercial Code (UCC), including a new Article 12 (UCC-12). Already introduced in over 29 states, this new Article seeks to govern certain transfers of Controllable Electronic Records (CERs). The 2022 amendments also updated Article 9 to contemplate the perfection of security interests for digital assets. So far, these amendments have been enacted in seven states: Alabama, Colorado, Indiana, Nevada, New Mexico, North Dakota, and Washington.

The federal government has not yet created a legal framework for digital assets, although the Basel Committee on Banking Supervision (BCBS) did introduce its Prudential Treatment of Cryptoasset Exposure guidance late last year. It may be many years before banks see legislation enacted by the federal government, and potentially years longer until a regulatory framework is in place (think of

the substantial delays in promulgating regulations associated with Dodd-Frank, e.g., 1033 and 1071). States have begun to fill in these gaps to address market concerns about the lack of structure and guidance for commercial transactions involving digital assets.

New provisions under UCC-12 include rules for transactions involving new types of digital assets like cryptocurrency and non-fungible tokens (NFTs). The Article calls these assets “controllable electronic records” or CERs. CERs are defined as, “a record stored in an electronic medium that can be subjected to control under Section 12-105. The term does not include a controllable account, a controllable payment intangible, a deposit account, an electronic copy of a record evidencing chattel paper, an electronic document of title, electronic money, investment property, or a transferable record.” UCC 12-102(a) (1). The UCC now defines “controllable account” and “controllable payment intangible” under Article 9. These are representative of tethered assets akin to an electronic promissory note. “Controllable account” means those that are “evidenced by a controllable electronic record that provides that the account debtor undertakes to pay the person that has control under Section 12-105 of the controllable electronic record. UCC 9-102(a)(27A). And “controllable payment intangible” means “a payment intangible evidenced by a controllable electronic record that provides that the account debtor undertakes to pay the person that has control under Section 12-105 of the controllable electronic record. UCC 9-102(a)(27B).

One of the biggest concerns for lenders in dealing with CERs, controllable accounts, and controllable payment intangibles is undoubtedly the method of attachment and perfection, as well as the priority of their security interest. UCC Article 9 (UCC-9) has now been updated to reflect these new rules. Like non-electronic accounts and payment intangibles, lenders may perfect their security interest in CERs either by establishing control or by filing a financing statement. However, control prevails in a priority battle vs. a financing statement on its own. UCC 9-331.

Other important considerations in the new UCC provisions are the take-free and the governing law rules. The take-free rules of UCC-9 are akin to the “holder in due course” rules from UCC Article 3 (UCC-



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3). "Qualifying purchasers" take priority over an earlier security interest, even if perfected. UCC 12-104(e). And, under the governing law provision, if there is no logical jurisdiction, the parties to the agreement may choose the jurisdiction. If no jurisdiction is agreed to, the governing law will be the District of Columbia. UCC 12-107(c).

Banks that have delved into crypto-assets are likely familiar with the Joint Statement on Crypto-Asset Risks to Banking Organizations released earlier this year, which reiterates the Agencies' position "that issuing or holding as principal crypto-assets that are issued, stored, or transferred on an open, public, and/or decentralized network, or similar system is highly likely to be inconsistent with safe and sound banking practices. Further, the agencies have significant safety and soundness concerns with business models that are concentrated in crypto-asset-related activities or have concentrated exposures to the crypto-asset sector." Of course, this Statement was viewed as a response to the November 2022 downfall of FTX. Suffice to say, the Agencies expect a good deal of partnership and cooperation with them when proposing, and prior to beginning, new crypto-asset-related activities.

So, banks now have a little guidance regarding risk-weighting crypto-assets, a little guidance from the Agencies, and a little guidance from the UCC (at least in some states). What's next? Banks should continue to monitor these changes in their applicable jurisdictions, particularly banks that have already begun to enter the crypto-asset space. Consider how these changes will affect existing loan agreements, including the grace period in Article 13 (UCC-13) to renegotiate pre-existing loan agreements regarding the method of perfection. Policies, procedures, and training should be updated to reflect the bank's position on crypto-asset lending and custody services, even to simply state that the bank does not engage in crypto-asset activities. Contemplate and implement the requisite security standards and vendors for custody of CERs, controllable accounts, and controllable payment intangibles. Review the tax consequences and reporting obligations for crypto-asset transactions. Identify the risks associated with future laws and regulations that will affect the bank's loan agreements and other services, and design controls and contract language to mitigate those risks to the extent possible. 🌈



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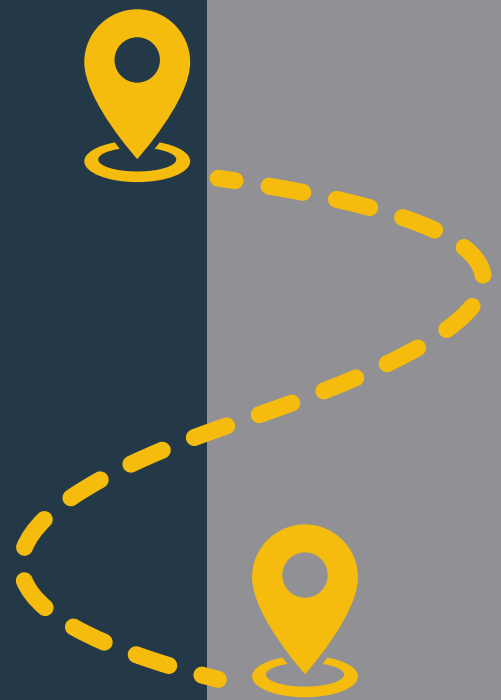
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3 Simple Gestures of Appreciation at Work

79 percent of employees feel a lack of appreciation.

The holidays shouldn't be the only time you show your employees that you're thankful for them and their work.

When employees are spending 40 hours per week at work, it's crucial they feel a sense of belonging, purpose and feel appreciated for their contributions. Currently, this isn't the case. According to a survey by OnePoll, almost half of American workers have quit their jobs because they felt they weren't receiving enough appreciation or recognition, with 59 percent saying they've never experienced an employer appreciate their work.

Employee turnover is expensive, being thankful is free

With generational differences, shifts in leadership and shake-ups to company culture, showing your employees you're thankful for them through the good and the bad can be a difficult task to navigate.

Lack of appreciation and recognition comes at a price tag for employers. Searching for and hiring talent can be a costly aspect of running a business, and studies estimate that it can cost anywhere from \$4,000 to \$17,000 to hire someone new. This cost could be prevented if employers showed recognition and appreciation for the work employees do. Bonus: It's completely free of charge.

Three simple ways you can start showing your employees appreciation and recognition today

While it can seem difficult — even daunting — to know the perfect formula to show your employees you're thankful, it doesn't have to be that way. Consider these three ways to show your employees thankfulness, and we promise your employees will appreciate you extending gratitude for their work.

1. Show your appreciation through hand-written notes.

We live in an age where most people would rather send a text than pick up the phone, or write an email instead of face-to-face chat. One way a company can set themselves apart? Crafting a simple, thoughtful thank you note. Length doesn't matter, just be generous, specific, prompt, succinct and personal like the example below.

Ashley,

Fantastic job presenting your project plan recommendations to the sales team yesterday. I admire your ability to persuade and inform people by showcasing your passions for all that you do. Keep knocking it out of the park. Here's to a successful project!

2. Acknowledge accomplishments and build rapport.

Celebrating accomplishments and wins not only show your gratitude for your employees' hard work, but coming together also allows coworkers to socialize and build meaningful relationships that can create a sense of belonging. For example, after each quarter, you can treat your team to lunch, happy hour or a few hours away from the office for team-bonding activities. Meaningful rewards based on your employee population and organization size can go a long way in boosting morale and re-energizing your employees to stay engaged in the work they do.

3. Set firm work boundaries (and empower employees to do the same).

Long gone are the days where workers had a solid start and stop time at work. Now, employees are glorifying their 40-plus-hour work weeks. Your employees should never feel like they can't take a sick day, use vacation time, or take a lunch break. Lead by example by sticking to your work boundaries and your employees will follow suit.

"Well-being support will continue to be important to organizations as it is mission critical to their ongoing success," says Julie Enga, employer health and well-being consultant at Wellmark Blue Cross and Blue Shield. "In fact, 74 percent of employees say well-being support makes them feel more appreciated."

Demonstrate your appreciation: Invest in your employees' well-being

At Wellmark Blue Cross and Blue Shield, we know your business, and we have the insights and data on your employees that you may not have in-house. We can serve as an extension of your workforce and provide expertise in creating engaging solutions to meet the unique needs of your organization. 🌱

Article provided by Wellmark's Blue @ Work. Questions? Contact your authorized Wellmark account representative, or email us at blueatwork@wellmark.com





Reliabank's Josh Hogue Named as 2023 Rising Star

Some people might find the prospect of working full-time while studying for a master's degree intimidating. Add in a pair of young children, and the prospect becomes even more daunting. Yet, less than a year into his employment with South Dakota's Reliabank, Josh Hogue approached CEO David W. Johnson about pursuing a master's degree in banking and financial services from Northern State University in Aberdeen, S.D.

The proposition was an "easy sell" for Johnson, who is also board chair and an owner, because he sat on a banking advisory board for the college. He admired the dedication which Hogue's request illustrated. "You watch someone who wants to improve themselves, especially a parent of small children," he said. "We understood his commitment to the industry and the Johnson family and Reliabank."

Johnson recruited Hogue as a commercial lender in 2012 because "good bankers are hard to find," and just over a decade later, that decision has borne abundant fruit for Estelline-based Reliabank.

For his leadership at the bank and beyond, Hogue is being honored by BankBeat magazine as a 2023 "Rising Star in Banking."

After joining the \$781 million bank, Hogue built up a portfolio of loans and attended the Graduate School of Banking at the University of Wisconsin-Madison. His leadership potential was put to an early test when he helped the bank navigate some credit issues in 2018, but more was soon to come. Neither of Johnson's two sons, who both work at Reliabank, wanted to become president, but they didn't want to sell the bank either. Hogue was quickly tagged as a successor, officially taking on the presidential role in late 2019.

As the calendar turned, the most taxing task on his plate was finding replacements amid a series of high-profile retirements. Many of his skills would have a trial by fire over the next turbulent months and years as he helped build a PPP framework from scratch, deal with economic whiplash and shepherd Reliabank into the future of banking technology. "They don't teach you how to manage through a pandemic in finance school," he said. "We have a contingency plan, which had [at the time] about a paragraph on how to handle something like bird flu and that was it."

Within that time frame, Hogue has gone from being one of the younger members of bank leadership to a seasoned veteran at the age of 42, the second-oldest member of the


executive team. Hogue is poised to help guide the 10-branch bank into its next generation of success.

Hogue acquired a lot of textbook banking knowledge at a young age, but he also looks to Johnson's practical decades of experience in leading his inexperienced yet dedicated cohort. Johnson praised Hogue's ability to mentor and lead those around him, including his own sons. "Josh checks all the boxes — he's bright, he's just got a spark to him," he added.

Hogue's banking acumen has drawn the attention of industry organizations at the state and national levels. He's currently the chair elect of the Independent Community Bankers of South Dakota, set to take on leadership of the group at its annual meeting this month. He was also named to the Rural America and Agricultural Committee at the Independent Community Bankers of America in April.

"He's such a self-starter and is so good at motivating people around him," said ICBSD President and CEO Megan Olson. "Community banking is fortunate to have people like Josh."

The local community has also benefited from his contributions, including the Beacon Center in Watertown, S.D., which helps victims of domestic violence in a variety of ways. Since those grad school days, Hogue and his wife have added a third daughter and keep themselves busy with sporting events and outings to nearby Lake Kampeska. Part of what drew Hogue to banking initially was its potential for work-life balance, and he's paired that balance with other kinds of equilibrium in his career.

"As it's grown, our bank has attempted to be both high tech and high touch," Johnson said. "Josh has the perfect skills to be both high touch and high tech." 



CONGRATULATIONS!

The South Dakota Bankers Association congratulates, Josh Hogue, for the honor of being recognized as a 2023 BankBeat Rising Star in Banking.





BankStar Appoints David Chochon as Chief Growth Officer – Executive Vice President



David Chochon

BankStar Financial is pleased to announce the appointment of David Chochon as the Chief Growth Officer – Executive Vice President. In this newly created role, Mr. Chochon will drive the bank's strategic initiatives, foster innovation, and spearhead growth opportunities to further strengthen BankStar's position in the local market.

As the Chief Growth Officer – Executive Vice President, Mr. Chochon will work closely with the executive team to shape BankStar's long-term vision and growth objectives. His industry knowledge, combined with a keen understanding of market trends and customer needs, will enable the bank to prioritize its goals, optimize operational efficiencies, and drive sustainable growth.

"David Chochon's appointment as our Chief Growth Officer is a significant milestone for BankStar. His strategic abilities and community banking experience make him the ideal candidate for this important role," said Chuck Hegerfeld, BankStar's president and chief executive officer, "We are confident that David's insights and guidance will be instrumental in shaping our future as we continue to deliver financial solutions and exceptional service to our customers."

David Chochon brings a proven track record of banking success to BankStar Financial. He has held leadership positions in both larger institutions and community banks during his Nebraska-based career, and he's excited to return to the culture of community banking.

"I am honored to be joining BankStar Financial and look forward to building customer relationships and collaborating with the BankStar team. BankStar has a strong reputation for excellence, and I am excited to contribute to its continued growth and success," said Chochon.

David Chochon holds a degree from Hastings College in Nebraska. Upon eventual relocation to Brookings, he will be based primarily out of BankStar's Brookings location.

BankStar Financial remains committed to its core purpose of brightening peoples' lives. The appointment of David Chochon as Chief Growth Officer reinforces the bank's dedication to strategic excellence and positions BankStar for continued success in the ever-evolving local financial landscape.

BankStar Financial is a locally owned community bank with three branches located in Elkton, Brookings, and Volga, South Dakota. We take pride in lifting up and enhancing our communities through good work, strong partnerships, and community involvement. 🌱



Jamie Olson Honored With Affiliate of the Year Award

Congratulations to Jamie Olson, Mortgage Loan Officer with American Bank & Trust, as she earned a well-deserved recognition for her outstanding contributions to the real estate community. Jamie earned the Affiliate of the Year Award, a distinction presented by the Huron Board of Realtors (HBOR), and stands as a testament to Jamie's exceptional commitment and unwavering dedication to the real estate sector.

The Affiliate of the Year Award is a reflection of the trust, respect, and admiration that Jamie has garnered from her peers and associates within the Huron community. It represents the culmination of interactions, negotiations, and collaborations that have elevated not only Jamie's stature but also the entire real estate ecosystem within the community.

This award, the Affiliate of the Year, signifies more than just recognition—it symbolizes a journey of collaboration, partnership, and excellence. Through her role at American Bank & Trust, Jamie Olson has not only facilitated the dreams of home ownership for individuals and families but has also woven themselves into the fabric of the local community landscape.

As a Mortgage Loan Officer, Jamie's expertise goes beyond the financial transactions; she has become a trusted advisor, guiding clients through the complex nature of mortgages, interest rates, and paperwork. Jamie's ability to navigate the intricacies of the mortgage world, coupled with a genuine desire to see her clients succeed, has solidified her reputation as a pillar of support and resource within the real estate community of Huron.

With this award, Jamie Olson steps into a new chapter of her journey, marked by both recognition and responsibility. The Affiliate of the Year distinction carries with it an inherent commitment to continue setting the bar high, to continue contributing to the growth of the real estate landscape, and to maintain the same level of excellence that earned her this honor.

As the echoes of applause from the HBOR Annual Meeting fade into cherished memories, Jamie's legacy as the Affiliate of the Year remains an inspiration—a reminder that dedication, passion, and expertise can shape not only individual careers but also the very foundations of an industry. Congratulations, Jamie Olson, for an achievement that shines so brightly in the tapestry of real estate excellence. 🌱

Ag/Business Lender, BankStar Financial, Volga, S.D.

BankStar seeks Ag/Business Lender in Volga, SD. If you have lending experience and a passion for the Ag industry, consider BankStar Financial in Volga, SD. In this role you will originate loans, evaluate applicant creditworthiness, and create and manage successful relationships with our customers. You will make credit decisions and inspect farm and commercial operations to monitor and evaluate risk. You will participate in Loan Committee and other initiatives within the bank. BankStar Financial is a locally owned three-branch bank, with a team of dedicated and talented individuals that work together to provide top-notch service to our customers. Our work matters to the people and places we care for most. We take pride in lifting and brightening peoples' lives through good work, strong partnerships, and community involvement. We are looking for team members that are willing to demonstrate leadership by embodying the core values of the bank that include: accountability, flexibility, integrity, positivity, and teamwork. Please apply online by visiting <https://www.ebankstar.bank/careers>. BANK ON THE BRIGHT SIDE.™ ■

Associate Director of Compliance Services, Upper Midwest Automated Clearing House (UMACHA), Brooklyn Park, M.N.

Upper Midwest Automated Clearing House (UMACHA) is a regional electronic payments association who has been serving financial institutions (banks and credit unions) and corporate members for over 49 years on a variety of electronic payment topics, specifically ACH. We are adding to our compliance team and looking for someone who has a passion for serving members and transferring knowledge. If you like working with electronic payment networks and want to help educate and verify financial institutions and corporates are complying with ACH Rules and other regulations, UMACHA is the place for you! Qualifications - Experience & Education: • Accredited ACH Professional (AAP) accreditation and expertise required, • Three or more years of banking operations or compliance/audit experience required, • Remote Deposit Capture and Wire Transfer knowledge preferred, • Accredited Payments Risk Professional (APRP) or National Check Professional (NCP) optional. Responsibilities: • Perform ACH Audits and Risk Assessments for participants in the ACH Network, • Perform Remote Deposit Capture, Wire Transfer compliance services, • Conduct and assist with the development and delivery of compliance education, • Customer Service both in-person, via the telephone and through video calls. Benefits: • Medical, Dental, Vision, Life Insurance, STD, LTD, • Generous paid time off, • Annual bonus potential, • Fun team environment, with a focus on family, To view the job description visit our website at: https://umacha.org/assoc_director_of_compliance.php. Please send your resume and salary requirements to Jennifer Miller at jenniferm@umacha.org. ■

Director of Rental Housing Development, South Dakota Housing, Pierre, S.D.

South Dakota Housing seeks an experienced leader to serve as Director of Rental Housing Development. The position requires an individual with a proven record of achievement and high professional standards. QUALIFICATIONS: Applicants must have a bachelor's degree in finance, accounting, business, real estate, or related field, and a minimum of 5-10 years' experience in real estate finance and development or a combination of education and supervisory experience. Strong preference for candidates with successful experience in affordable housing program development and administration. Candidate must be innovative, analytical, and able to interpret federal and state laws and program regulations. Computer proficiency required. Must have ability to deal tactfully and diplomatically with staff, professional affiliates, and the general public. MINIMUM SALARY: \$3,874.11 per semi-monthly pay period. Excellent benefit package. Full position announcement and qualification requirements available from SD Housing at www.sdhousing.org. All resumes must be received at SD Housing by 5 p.m., August 25, 2023 to be considered. To apply, send resume with cover letter to Executive Director, South Dakota Housing, PO Box 1237, Pierre, SD 57501. Veterans' Preference Eligible EOE ■

Sales Analyst/ Executive Assistant, First Bank & Trust, Sioux Falls, S.D.

First Bank & Trust is looking to fill a Sales Analyst/ Executive Assistant position. This person will support our sales leaders by compiling and analyzing sales and market data to help our organization sell more effectively. This person will also perform a wide variety of complex and confidential administrative duties for the Chief Banking Officer. This person should have a bachelor's degree, plus four years of related experience or the equivalent. This person must exhibit a high level of professionalism and customer service. Strong written and oral communication skills are needed. Knowledge of Sales Force preferred, along with knowledge and/or experience with banking services. Excellent organizational skills, attention to detail, and the ability to work independently are required. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

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Events/Webinars/Schools

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

Introduction to HSAs Webinar

August 29, 2023 | Virtual

Digital Innovations for Today's Banking Environment Conference

August 30, 2023 | Sioux Falls

SDBA LEAD STRONG: Women in Banking Conference

September 26-27, 2023 | Sioux Falls

SDBA NEXT STEP: Emerging Leaders Summit

October 17-18, 2023 | Pierre

SCHOOLS

GSBC Community Bank Investments School

September 13-15 2023 | Las Vegas

GSB Financial Managers School

September 18-22, 2023 | Madison, Wis.

IRA School

September 19-21, 2023 | Sioux Falls

GSB Sales and Marketing School

September 25-29, 2023 | Madison, Wis.

GSBC Executive Development Institute for Community Bankers

October 2023 | Westminster, Colo.

GSB Bank Technology Security School

October 16-20, 2023 | Madison, Wis.

WEBINARS

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

Ransomware, Phishing, and Email Compromise: Is Your Incident Response Plan Ready

August 22, 2023

10 Common Errors on the UTMA

August 22, 2023

Deposit and Operations Compliance - What are the Rules?

August 23, 2023

Diversity & Inclusion in Our Workplace

August 24, 2023

Preparing for a Loan Review Before the Regulators Arrive

August 24, 2023

Unclaimed Property Compliance for Financial Institutions

August 28, 2023

Deposit Regulations - Summer Update

August 29, 2023

What to Do When Your Customer Dies

August 29, 2023

Limited Liability Companies - Drilling Down Past Basics

August 29, 2023

Posting with Confidence: Social Media Compliance

August 30, 2023

CFPB Update! Junk Fees and Other Depository Issues

August 30, 2023

1071 Small Business Lending Data Collection: What Have We Learned Thus Far?

August 31, 2023

Mortgage Servicing Compliance Requirements and Updates - 2 Part Series

September 1, 2023

Financial Statement Mapping

September 5, 2023

FedNow® 101: What to Know Now About FedNow

September 5, 2023

Writing Effective SAR Narratives

September 6, 2023

RC-R Reporting Requirements - 2 Part Series

September 6, 2023

Handling ACH Exceptions

September 7, 2023

FDIC Insurance: How Much of My Deposits are Covered?

September 8, 2023

Commercial Construction Lending

September 11, 2023

Maximizing Utilization of the SBA 7(a) Loan Guaranty Program and the Outsourcing Solution

September 12, 2023

Total TRID Training - 4 Part Series

September 12, 2023

Effectively Auditing for Compliance

September 13, 2023

SSAE18, SOC 1, SOC 2 - What Do I Need?

September 13, 2023

IRA Annual 4 Part Series: From A-Z

September 14, 2023

IRAs Part 1 - The Basics 2023

September 14, 2023

Managing a Successful Call Center

September 14, 2023

Manage Your Sales Pipeline so it is Not a Pipe Dream

September 15, 2023

The Rapidly Evolving Cyber Threat Landscape

September 18, 2023



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