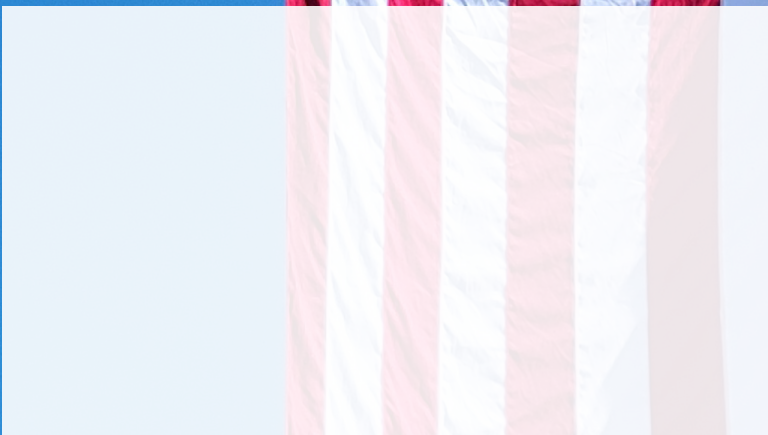


SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | JULY 2023



**SDBA's Associate Member
Directory Issue**
SDBA Hosts Ag Bankers School


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COVER PHOTO: The American Flag flying at the Fort Pierre Fire Station, 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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The Importance of Banker Involvement

First of all, I would like to thank the nearly 340 bankers and vendors who recently attended the 2023 SDBA/NDBA Convention in Sioux Falls. Especially, with this being the 30th anniversary of our joint convention with the North Dakota Bankers Association (1993 – 2023). It has been a mutually beneficial partnership and we look forward to continuing that partnership into the future. I realize how busy life can be and how hard it is to find time to be out of the bank to attend these various events. That said, I feel confident everyone felt it was worth their time. There was an outstanding group of speakers and opportunities to network with vendors and other bankers to learn from each other. As always, Karl, Halley, Haley, Natalie, and Sara did an excellent job in planning and executing this year's event.

It is an honor and a privilege to serve as the Chair of the South Dakota Bankers Association for the upcoming year. I have been involved in the association for several years. I first served on the Association's Ag Committee and was encouraged by one of my mentors, George Kenzy, to serve on the Legislative Committee. After I served on the Legislative Committee for a couple of terms, I was again encouraged by George and other bankers to apply for a seat on the Board of Directors and I am currently in my second term on the Board. It has been an extremely rewarding experience.

As you get a little older and gain some perspective, you realize how fortunate you have been to have some great people in your life. I don't think we ever thank them enough for helping us along the way. I grew up on a farm and my parents were great mentors. I learned a lot from both of them. They were hard-working individuals that instilled good values in us and taught us many life lessons. I have also had some great mentors in my banking career. As stated above, George Kenzy has been a great mentor. I value his insight and support. John Lillibridge was another mentor. John had a wealth of knowledge and he would always take the time to share it with you. And last, but by no means least, is my wife Bernadette. She has always been there by my side and supporting me for the last 44 years. I would like to take this opportunity to again thank each and every one of them.

My reason for mentioning the people that have had an impact on me is to encourage each of you to mentor others in your organization by supporting them and encouraging them in their banking careers, and to get involved in advocating and fighting for our industry. Sometimes, all it takes is that little extra push or words of encouragement and support to get them started. It is vital for everyone to get involved. We can't sit around and expect someone else to do it. We all need to be involved and promote the banking industry to show lawmakers and regulators that our industry is important to us as bankers, to our customers, and to our communities. We are one of the most highly regulated industries in the country. Having to comply with more and more laws and regulations only cause more burdens on our banks and take more of our resources for

compliance and away from being able to help our customers and communities.

In the current political environment, we can expect to continue to see issues and challenges affecting our industry coming out of Washington and Pierre. It will be up to all of us to meet those challenges head on and work together to protect and safeguard our industry. From my experience, it always seems bankers have that get it done, common sense perspective when we approach a problem or issue. I always find it gratifying to see banks that, at times may be competitors, come together to advocate for and help move our industry forward, because in the end, the desired outcomes are good for all of us.

Karl is always stressing the significance of engagement. Never had that been more important than in this last legislative session in Pierre. Karl and Brett do a great job staying on top of issues and trying to explain banks' perspectives when it comes to the various bills being presented, but sometimes that is not enough for some legislators. We have to remember that there is power in numbers. I am referring to the number of bankers that make calls, send emails, have direct contact, etc. with those legislators. Sometimes it takes those numbers to convince legislators.

Through banker engagement this last legislative session, Karl, Brett, and the Association were able to achieve some legislative successes and it is safe to say the banker engagement by our industry was priceless. And, if the last legislative session was any indication of things to come, buckle up, and be ready to get involved and encourage everyone to engage and participate. When Karl and Brett request that bankers get engaged on an issue or bill, please do so. If we as bankers don't engage, advocate, and stand up for our industry, who will?

The South Dakota Bankers Association also provides many different avenues to become more involved in your association and industry with various committees such as the Agricultural Credit Committee, Credit Card Committee, Legislative Committee, and Trust Committee. There are also Work Groups and Peer Groups that provide an opportunity to connect, ask questions, and learn from colleagues.

As you can tell from my comments above, I am a big advocate for and one of my goals for the upcoming year is getting everyone involved and engaged in our Association to continue to make it even better and stronger into the future. Please seek out these opportunities to participate and also encourage others at your bank to participate as well. We would like to see as many bankers as possible be involved in the Association at some level.

Lastly, always remember, if there is something we can help with or that is of concern to you, please don't hesitate to reach out to Karl, myself, the other Board members, or the SDBA office. YOUR association is here to serve YOU and your bank. Thank you. 🌈



from the executive office.....

BY KARLTON ADAM | President | South Dakota Bankers Association
605.224.1653 | kadam@sdba.com

What is ACRE?

Hello SDBA friends! I hope you had a happy and safe 4th of July! Joan and I welcomed 4/5 Adam kids, kids-in-law and extended family to Pierre for the holiday weekend. It was a welcome break but we're back to the grind.

I want to use this month to share some positive news regarding federal legislation that will support rural America. You may be familiar with the Access to Credit for Rural Economy Act (ACRE), formerly known as Enhancing Credit Opportunities in Rural America (ECORA). ACRE is gaining momentum in Congress and is receiving and gaining bi-partisan support. But what exactly is ACRE?

ACRE is legislation that excludes from gross income the interest received by a qualified lender on all loans secured by farm real estate and aquaculture facilities. Additionally, ACRE would exclude from gross income the interest received by a qualified lender on home mortgage loans that do not exceed \$750,000 in rural communities of no more than 2,500 people. This re-brand has provided optimism to state banking organizations across the country that serve agricultural businesses and rural communities.

So, why does this matter? Inflation and supply-chain disruptions are driving up the cost of running America's farms and ranches, forcing farmers to rely more heavily on credit. At the same time, rising interest rates are squeezing profitability for farmers and putting homeownership out of reach for many rural Americans. ACRE would allow Congress to help sustain and support rural America by quickly bringing more lenders into the rural real-estate market, creating a more competitive interest rate environment for rural borrowers.

I am privileged to Chair the ABA State Banking Associations Task Force on ACRE and to build momentum on this energy, I am garnering support for ACRE from South Dakota member banks, bankers and South Dakota agricultural associations. On Wednesday, July 12, at 10:00 a.m. CDT, the SDBA hosted an informal introductory Zoom meeting to get our newly established task force acquainted and familiarized with ACRE. We also discussed our next steps for educating and informing key decision makers to leverage greater support of ACRE from our members of Congress.

If you or someone in your bank is interested in

joining the South Dakota ACRE Task Force, this is a great way to advocate, not just for our industry, but for the people our industry serves, too. Drop an email to events@sdba.com to express interest in the ACRE Task Force and you will be added to the Task Force distribution list so we can continue to collaborate and utilize your ag connections.

We anticipate the ACRE Task Force will continue to meet periodically via Zoom to develop the strategy for engaging these groups. For more details, go to www.sdba.com/acre or shoot me a message at kadam@sdba.com.

I hope you have a great July! Somehow summer always has a way of flying by but after the fourth, it really gains momentum. I hope the rest of your summer is filled with sunny days, cool drinks and plenty of time to make memories with your family and friends. Until August, cheers! 🍷



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SOUTH DAKOTA HOUSING



Hinge: Physical Therapy at Home!

The Hinge program works as I have personally been through the program to see just how effective it was before we rolled it out to our bankers. Two years ago, I had my right hip replaced, a very successful surgery by Dr. Rothrock at the Orthopedic Hospital in Sioux Falls, SD. After surgery, I was allowed one Physical Therapy visit, as I was told that was all that was needed. After 12 months, it was obvious that was not all that was needed. So seeking out the best solution, I found the Hinge program, and within three months, I was able to eliminate all the muscle stiffness as a result of the surgery at a much reduced cost than going through traditional PT treatments.

The South Dakota Bankers Benefit Plan is excited to announce we are partnering with Hinge Health to help you conquer back and joint pain, recover from injuries, prepare for surgery, or stay healthy and pain-free. Best of all, Hinge Health's programs are provided at no cost to you and your eligible dependents enrolled in the SDBBP medical health plan.

Whether you are suffering from chronic pain or are recovering from a recent injury, Hinge Health provides all the tools you need to get moving again from the comfort of your home. Here are some of the ways your treatment plan could be tailored to you:

- Get a personal care team, including a physical therapist and health coach
- Schedule personal physical therapy sessions as needed
- Receive wearable sensors that give live feedback on your form in the app
- Get a second opinion on your recommended surgery and treatment plan

Hinge Health is more than exercise therapy. Our virtual programs combine gentle exercise with 1-on-1 support to reduce your pain and help you move with confidence.

Member Story

Take, for example, Joe, a 50-year-old consultant who struggled with continual weakness in his hips and regular back pain. This pain made it difficult to roll out of bed or sit at his desk for long periods of time. He tried stretching independently and saw a chiropractor every few weeks, but his discomfort always returned. "I was getting concerned about my pain. Normally,

it would go away after a few days, but it started to persist."

Then, Joe learned about his Hinge Health benefit, that was available at no cost through his employer. "I had been on a journey to improve my health when I received a flyer about Hinge Health from my benefits department at work. Dealing with hip weakness and back pain for most of my life, I was excited to give this a try."

He started to notice improvements in his hip and back within the first two weeks of joining the Hinge Health program, and by the halfway point in the program, he noticed the pain had nearly disappeared. "I was feeling strong enough and experiencing no pain that I was able to get back to doing weights weekly. I've even increased flexibility which improved my golf game and hiking."

The Hinge Health plan and structure were a big reason Joe felt this program was working so well for him. Even though he was committed, he had a team to help keep him accountable and support him throughout the process. He said knowing the coach was there if he had any questions was extremely helpful.


"I tell people about this program all the time! I had weak hips and back pain and Hinge Health made it super easy for me to incorporate exercise therapy into my life. I am grateful that I can do it on my own time and from my own home because, with a busy work schedule, flexibility is key. In just a few months, I felt so much stronger and no longer limited by pain or weakness. I feel like more people need to know about Hinge Health!"

If you struggle with joint and muscle pain, like a throbbing back or aching knees, use Hinge Health today for expert care.

Whether your goal is to go walking more, work in your garden, or take the stairs (or all three), Hinge Health can help you toward pain relief with exercises that last only 15 minutes a day—anytime, anywhere you're comfortable.

If you don't have pain and want to stay healthy, you can sign up for their free app. Recommended exercises will be tailored to you based on your job and lifestyle.

Click here to learn more and sign up through SDBA. For questions, you can call Hinge Health at (855) 902-2777 or send an email to hello@hingehealth.com.

Employees and dependents 18+ enrolled in the South Dakota Bankers Health Benefit Plan are eligible. 

Emerging Leader of the Month: Andrew Baus



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 Andrew Baus from Reliabank in Sioux Falls.

First-Ever Job

I grew up working in my family's second-generation veterinary business in Redfield, SD. From pulling calves to assisting with family pets, helping with my dad's small business taught me the value of hard work and relationship building. My first "real" job was in high school when I worked at a local auto shop servicing vehicles and changing oil. This helped me gain a deeper understanding of how vehicles operate and fueled my interest in classic cars.

Emerging Leader Story

After graduating from North Dakota State University with Finance & Ag Business degrees (Go Bison!), I worked for a food and pet food ingredient business that specialized in peas and lentils. After a handful of years, I had a calling to follow in my mom's footsteps and get into the world of banking (she just celebrated 30 years in the industry). I started my banking career in 2018 as an Ag Lender in Miller, SD. Eventually, I moved into managing the frontline staff, as well as managing my existing loan portfolio. I have since transitioned to Reliabank in Sioux Falls, where I've been a Commercial & Ag Loan Officer for the last three years. After joining Reliabank, one of my mentors suggested getting involved with SDBA's Emerging Leaders program. Emerging Leaders has taught me how to be an effective leader and shown me how advantageous and fulfilling it is to connect with my colleagues across the SD banking industry. I am very grateful for my friends and mentors who have helped me throughout my career, and I strive to do the same for others.

What He Most Likes About His Job

As a Commercial & Ag Loan Officer for a local community bank, I work with local businesses and farm operations, both big and small, as a trusted advisor for their financial needs. What I like most about working in the banking industry is the relationships I've established over the years and watching my customers' businesses prosper. Whether it's a startup business, a first-time farmer or a well-established operation, every customer's needs are unique and require a deep level of understanding so I can add the most value possible. I find it very enjoyable and rewarding to see the progression of the business and have a front row

seat to help with its success. Also, one of Reliabank's core values is service to the community, which shows through consistently in our level of community involvement. There's nothing better than seeing the smiles on the faces of the people we help through our charitable and community-building activities.

If He Could Have Any Job

Jay Leno's driver as he has an outstanding vehicle collection. I'd also like to be a good enough golfer to play in the PGA, but that may be even more far-fetched!

His Life's Passions

My life's passions revolve around my family: my wife, Sara; our daughter we're expecting later this summer; our dog; and our extended families.

How He Unwinds

In my spare time, you can generally find me enjoying the outdoors, such as on the golf course, enjoying the Black Hills or taking in a local car show. Being outdoors is a great way to clear my mind and recharge.

Little Known Facts About Him

A few years ago, I was lucky enough to hike up to the face of the Crazy Horse Memorial during their biannual Volksmarch with my wife and parents. If you ever get the opportunity to hike this iconic SD monument, it's not one to be missed! 🌈



KNOW AN EMERGING LEADER?

Nominate them! Send an email to hjuhnke@sdba.com.

SD Bankers Foundation Grants Scholarships to South Dakota Students

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.



Justice Forster

Justice Forster, finance major at 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. Forster, hailing from Howard, South Dakota, plans to pursue a career in banking in South Dakota following graduation.



Ryder Mortenson

Ryder Mortenson, a South Dakota State University student, was named the 2023 winner of the \$3,000 David S. Birkeland Scholarship. Mortenson, who is from Winner, SD, is pursuing a degree in ag business and business economics along with commodity risk management and real estate. His career plans include a future working in agri-business.

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.



Isaac McCormick

Isaac McCormick, a student at the University of South Dakota in Vermillion, SD, 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. McCormick, from Salem, SD, is

currently earning a degree in accounting. He would like to pursue a career in the financial services industry.



Grace Lentz

Grace Lentz, a student at South Dakota State University in Brookings, South Dakota, was named the 2023 winner of the \$3,000 Joyce Hazeltine Scholarship. Lentz is from Brookings, South Dakota, and is majoring in business economics. Grace's career goals are to be a branch manager and eventually work in management for a financial institution.

The Joyce Hazeltine Scholarship is an annual scholarship created in honor of Hazeltine's fundraising efforts as campaign chair for the high school scholarship program. Hazeltine served eight years as a foundation board member and as the organization's chair, and it was during her tenure with the Foundation that she spearheaded a major fundraising campaign to raise money for the Foundation.



Morgan Kwasniewski

Morgan Kwasniewski, a business economics and communications studies 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 Clear Lake, South Dakota, Kwasniewski plans to pursue a career in banking following graduation in May of 2024.

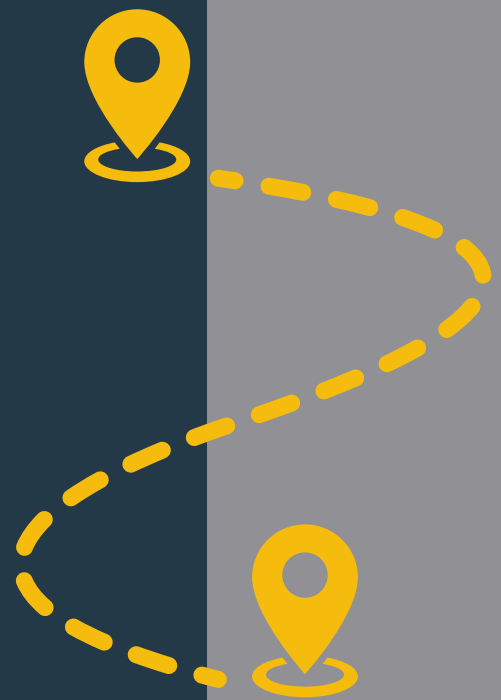
The mission of the South Dakota Bankers Foundation is to develop South Dakota banking industry professionals. For more information on the Foundation, visit www.sdba.com.

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SDBA Welcomes New Associate Members

South Dakota Governor's Office of Economic Development

SOUTH DAKOTA

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

Contact: Travis Dovre, Finance Director
Address: 711 East Wells Ave, Pierre, SD 57501
Phone: 605.773.4633
Email: goedinfo@state.sd.us
Website: www.sdgoed.com

The South Dakota Governor's Office Of Economic Development (GOED) works to expand primary job opportunities for all South Dakotans. We strive to retain and expand existing businesses, foster new businesses, facilitate business succession and recruit out-of-state businesses.

The GOED works closely with community economic development corporations to expand and diversify the state's industry and economy.

Additionally, the GOED administers a variety of financing opportunities available to new and existing businesses.

SDBA associate members are board-approved organizations that provide significant and ongoing services to the banking industry. The SDBA encourages member banks to utilize the products and services offered by these companies. To see the full list of SDBA associate members including contact information, visit

www.sdba.com/associate-members.

Becoming an associate member of the SDBA increases a company's visibility and credibility with the state's banking industry executives and decision makers. Associate members enjoy priority promotional, advertising, exhibiting and sponsorship opportunities at SDBA events and in SDBA publications. Associate members also stay informed of activities and changes in South Dakota's financial services industry.

For more information, contact Haley Juhnke at hjuhnke@sdba.com, 605.224.1653 or visit www.sdba.com/associate-members.

MBFC



Contact: Julie Dahlhoff, Vice President of Business Development
Address: 1 Prairie Drive, Slayton, MN 56172
Phone: 800.593.0123
Email: jdahlhoff@mbfc.org
Website: www.mbfc.org

MBFC is a private not-for-profit 501 (c)(3) organization licensed by the U.S. Small Business Administration (SBA) as a certified development company (CDC) since 1983. MBFC has a staff of 17 employees across 5 regional offices, and services an SBA 504 loan portfolio of more than 1,000 loans for over \$430 million. MBFC merged with Prairieland EDC, located in Slayton, MN in 2022. MBFC is proud to lend in South Dakota through our southwest office featuring Julie Dahlhoff, Vice President of Business Development, and includes MBFC Board Director Matthew Dorothy, of Innovative Proteins USA, of North Sioux City, SD.

Check out the



included inside this issue!

Computer Service Professionals, Inc. (CSPI)



Computer Service Professionals, Inc.

Contact: Emily Twillman, Director of Branding & Sales Engineer

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Phone: 573.556.3251

Email: etwillman@cspiinc.com

Website: auroradigitalbanking.com

As a valued software & service provider, CSPI focuses on the needs of today's progressive financial institutions. Our comprehensive Aurora Advantage product line offers Online Account Opening and Lending, Online & Mobile Banking, Document Imaging, Item Processing, WebDeposit and Managed Services.

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Nominations Closing Soon for Inaugural SDBA Women of Impact Award



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 2023 Lead Strong: Women in Banking event on September 27 in Sioux Falls, S.D.

To nominate a woman of impact, share why you believe your nominee is deserving of recognition in 500 words or less. The nominee must be a member of the SDBA and nominations must be received by August 1, 2023 to be considered.

The nomination form can be found at www.sdba.com/womenofimpact2023. If you have any questions, email events@sdba.com or call 605.224.1653.



2024 Scenes of South Dakota 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! So 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 2024 Scenes of South Dakota calendar.

Visit www.sdba.com/scenes-of-south-dakota-calendar to submit images.

Entry Deadline: **July 31, 2023**

Questions, contact Haley Juhnke at hjuhnke@sdba.com or call 605.224.1653.



SDBA Hosts 2023 Ag Bankers School

The SDBA hosted the 2023 National School for Experienced Ag Bankers on the campus of Black Hills State University in Spearfish on June 26-29. Fifty-eight students from five states across the country participated in this year's school, which was the tenth school for experienced ag bankers. The school utilizes an intensive curriculum designed to train in all facets of agricultural lending with emphasis on credit analysis, credit scoring, risk rating, working with your customer in challenging times, troubleshooting problem loans, futures, options and live case studies. In addition, students were provided an opportunity to engage in an in-depth question and-answer session with the instructors during the "Everything and the Kitchen Sink" session following dinner on Wednesday evening. Instructors were Denny Everson and Nate Franzen, First Dakota National Bank, Yankton; Robert Craven, Pauline Van Nurden and Ed Usset, Center for Farm Financial Management at the University of Minnesota, St. Paul, Minn.; Sam Miller, BMO Harris Bank, Appleton, Wis.; Jackson Takach, Farmer Mac, Washington, DC; Dana Dykhouse, First PREMIER Bank, Sioux Falls; Rob Meadors, Brende & Meadors, Sioux Falls, SD; and Robert Hayes, Davenport Evans, Sioux Falls, SD. The SDBA will host the 2024 National School for Beginning Ag Bankers on June 24-27, 2024, at Black Hills State University in Spearfish. The SDBA will next offer the Experienced Ag Bankers School in 2025. 📊

Mother Nature delivers a hard lesson during Ag School.



Attorneys Rob Meadors and Bob Hayes address Ag School students.



Students learn from an esteemed cadre of instructors.



Students participate in a hands-on activity during school.



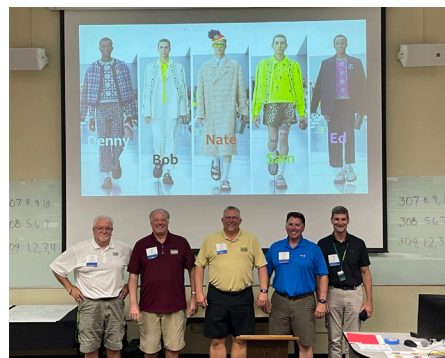
Small group work reinforces lessons learned.



SDBA President Karl Adam greets the students.



Networking receptions allow students to mix and mingle.



Instructor Ed Usset's sense of humor on display.



Group collaboration engages students.

Graduates of 2023 National Ag Bankers School

- Blake Bartscher, The First National Bank in Sioux Falls, Sioux Falls, SD
- Mariah Beverly, Center for Farm Financial Management, St. Paul, MN
- Donna Bittiker, Citizens State Bank Arlington SD, Castlewood, SD
- Nathan Boyd, First Northern Bank of Wyoming, Sheridan, WY
- Devin Brand, Center for Farm Financial Management, St. Paul, MN
- Chelsea Calvert, Welch State Bank, Welch, OK
- Dane Campbell, SD Division of Banking, Pierre, SD
- Casey Carlson, Dacotah Bank, Rolla, ND
- Samuel Domke, Heartland State Bank, Tulare, SD
- Dan Donnelly, Bank Forward, Valley City, ND
- Beth Elliott, Financial Security Bank Bravera, Kerkhoven, MN
- Pierre Etchemendy, First Northern Bank of Wyoming, Douglas, WY
- John Fansler, Welch State Bank, Welch, OK
- Eltonjon Finck, Pioneer Bank & Trust, Rapid City, SD
- Lindsey Forkel, BankNorth, Warner, SD
- Bo Fries, Dacotah Bank, Webster, SD
- Eric Gewecke, Pinnacle Bank, Newcastle, WY
- Mitchell Gusso, The First National Bank in Sioux Falls, Sioux Falls, SD
- Charles Harberts, CorTrust Bank, Freeman, SD
- Dillon Hewitt, Bank Forward, New Rockford, ND
- Carlen Hone, Dacotah Bank, Jamestown, ND
- Andrea Hora, Menno State Bank, Menno, SD
- Ryan Indergaard, American Federal Bank, Moorhead, MN
- Kyle Jacobsen, BankWest, Pierre, SD
- Jacob Jaeger, SD Division of Banking, Pierre, SD
- Dexter Jelsma, BankWest, Tripp, SD
- Ross Julson, BankWest, Pierre, SD
- Deanne Keegan, 1st Financial Bank USA, Dupree, SD
- Tim Kinsley, First Fidelity Bank, Murdo, SD
- Brandon Knish, Pioneer Bank, St. Peter, MN
- Kristen Kuehn, Welch State Bank, South Coffeyville, OK
- Bryan Launderville, Farmers State Bank of Canton, Canton, SD
- Michael Lehn, Bank of North Dakota, Bismarck, ND
- Bradyn Lhotak, Commercial State Bank, Wagner, SD
- Mike Mastey, Pine Country Bank, Belgrade, MN
- Jamie McGowan, BankWest, Mitchell, SD
- Damion McKim, Security State Bank, Basin, WY
- Micaela Mennenger, BankWest, Onida, SD
- Sam Minor, The First National Bank in Sioux Falls, Flandreau, SD
- Davis Moeller, Dacotah Bank, Sioux Falls, SD
- Nicole Monroe, First Dakota National Bank, Yankton, SD
- Tyndall Petterson, SD Division of Banking, Pierre, SD
- Chad Priewe, Dacotah Bank, Fargo, ND
- Lane Reecy, The First National Bank in Sioux Falls, Sioux Falls, SD
- Cal Reeves, Dacotah Bank, Mobridge, SD
- Spencer Rehovsky, American Federal Bank, Moorhead, MN
- Caleb Rogelstad, Bank Forward, New Rockford, ND
- Floyd Rummel, First PREMIER Bank, Madison, SD
- Cade Schmitt, CorTrust Bank, Mitchell, SD
- Brad Schuetzle, Campbell County Bank, Herreid, SD
- Jared Schumacher, Campbell County Bank, Herreid, SD
- Laramie Seymour, First Northern Bank of Wyoming, Gillette, WY
- Taylor Skytland, Bank Forward, Carrington, ND
- Matthew Svendsen, SD Division of Banking, Pierre, SD
- Nathan Unzen, SD Division of Banking, Pierre, SD
- Jacob Welch, First State Bank Minnesota, Spring Valley, MN
- Bruce Wenner, Pioneer Bank, Saint Peter, MN
- Tara Wiczorek, American Bank & Trust, Stickney, SD



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From - NORTHWESTERN BANKER
AUGUST - 1947

Dear George A. Starring:

We have read with a great deal of interest the recent bulletins which you have sent to us as Secretary of the Greater South Dakota Association at Huron and want to congratulate you on the fine showing which South Dakota is making.

Your "Information Service" showing the various first, second, third and fourth places which South Dakota has received in the economic and financial world are most interesting.

Among the firsts, we notice that you have listed these items:

1. **South Dakota leads in percentage decrease in farm mortgage debt.**
2. **South Dakota is first in the number of cattle per farm.**
3. **South Dakota is first in the number of sheep per farm.**
4. **South Dakota is first in the average size of farms.**

These are all enviable records, Mr. Starring, and we congratulate you and the other citizens of your very fine state.

We also notice that the cash income per farm in 1946 placed South Dakota in 9th place among all of the states in the union, giving her a cash income of \$7,935 per farm.

Cash income per farm in 1946:

California	\$13,878	New York	\$4,561
Arizona	12,094	Massachusetts	4,425
Wyoming	9,206	Indiana	4,421
Delaware	9,078	Maryland	4,299
Nevada	9,009	Ohio	3,638
Iowa	8,585	Texas	3,522
Colorado	8,403	Pennsylvania	3,471
Nebraska	8,051	Missouri	3,453
SOUTH DAKOTA ..	7,935	Michigan	3,382
North Dakota	7,787	Vermont	3,249
Montana	7,717	Maine	3,215
New Jersey	7,486	Oklahoma	3,028
Illinois	6,850	New Hampshire	2,525
Washington	6,753	North Carolina	2,487
Idaho	6,714	Arkansas	2,268
Florida	6,569	South Carolina	2,041
Kansas	6,310	Virginia	2,025
Minnesota	5,428	Louisiana	1,899
Connecticut	5,032	Georgia	1,872
Oregon	5,029	Tennessee	1,764
Rhode Island	5,003	Kentucky	1,749
Wisconsin	4,956	Alabama	1,389
New Mexico	4,712	Mississippi	1,317
Utah	4,709	West Virginia	917
Average North Central States.....		\$5,534	
Average for all States		4,085	

So accept the congratulations of the NORTHWESTERN BANKER, Mr. Starring, and may the glory, fame, and prosperity of South Dakota continue, as it marches forward as one of the great states in the NORTHWESTERN BANKER territory.

bankers in action.....

Plains Commerce Bank Employee Uses His Skills to Give Back



At Plains Commerce Bank, empowering their people by finding ways to effect change is one of their five Core Values. In doing so, each year Plains Commerce Bank employees receive paid hours specifically set aside for volunteering in an effort to prioritize giving back to the community. Those eight hours can be used assisting at a charity, event, or organization of their choice, whether it be helping at the Humane Society, serving food at the Banquet—or, cool enough, teaching kids to fly drones.

Jacob Hageman, Business Intelligence Specialist in Watertown, first took an interest in drones when he bought one off-the-shelf and was immediately fascinated by the technology. From there, he got himself a nicer model and signed up for recreational classes at Lake Area Technical Institute, where he not only learned how to fly and program but also received his drone license. Lake Area Tech took notice of his enthusiasm and reached out to see if he'd be willing to volunteer to help at their youth Drone and Coding camp, and Jacob jumped at the opportunity.

"The hands-on experience was the biggest benefit for the campers," Hageman remarks. The kids had lectures to attend, but practice came right along with them. "The campers got to have fun by building their own micro quads, work with professional

drones used in mapping and photography, and fly around the campus through an obstacle course." Around 80 kids, third through eighth grade attended the camp, and Hageman noticed how quickly they got the hang of it. "Most of the kids only needed to see how things worked once, or just figured it out as the camp went along."

Although drones may seem like a niche subject to host a camp based on, Hageman is a testament to the practical careers and services that can be offered with a drone license. Plains Commerce Bank has a drone program that assists their lenders with collateral inspections, which is offered by a team of Part 107 individuals, including Hageman. Businesses are increasingly relying on drones for marketing footage, land assessment, and safety, so learning those skills young provides a head start in the campers' careers.

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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.

ANTICIPATING AN EVENT?

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washington update.....

BY ROB NICHOLS | President and CEO | American Bankers Association
nichols@aba.com



Partners in the Fight Against Elder Abuse

Each year in mid-June, we observe World Elder Abuse Awareness Day (WEAAD)—a day intended to call attention to the pervasive and worsening problem of elder abuse, including financial exploitation. According to a 2022 FinCEN advisory, elder fraud scams affect at least 10% of older adults in the U.S. annually. But because fraud and scams are often significantly underreported, it means that the actual percentage of victims is likely much higher.

Elder financial exploitation generally falls into one of two categories. The first is elder theft, in which a trusted individual like a family member or caregiver, steals from an older person by forging checks, stealing retirement or Social Security benefits, using credit cards or bank accounts without permission, or other means. The second is elder scams—in which a stranger succeeds in coercing an older adult into transferring money to them through tech support scams, romance scams, or other impostor scams.

Seniors are often targeted for their accumulated wealth, and these scams can be financially and mentally devastating to the victims. In fact, the average loss per older adult was just over \$35,000 in 2022, according to the FBI's Internet Crime Complaint Center. In worst cases, seniors may lose their life savings or their homes.

That's why it's critical for bankers—who are on the front lines in the fight against elder financial exploitation—to have a solid understanding of the red flags that can signal when an older customer is potentially being exploited. This might look like an older customer making sudden or unusual changes to their account like adding new contacts located overseas, making uncharacteristic attempts to wire large sums of money, or seeming fearful of or submissive to a caregiver or family member.

This year, the ABA Foundation has partnered with the FBI to create a new guide for bankers to help them recognize, respond and report suspected elder financial exploitation to the proper authorities. The guide outlines red flags, provides steps bankers can take if elder abuse is suspected and includes a list of agencies and other partners that can provide additional resources.

The ABA Foundation also offers its popular Safe Banking for Seniors program—a free national program that provides bankers with helpful tools and resources to connect with their local communities to discuss

topics like avoiding scams, preventing identify theft, choosing a financial caregiver and more. Any bank in the country, member or non-member, can access these free resources by registering at aba.com/Seniors. You can also access a comprehensive list of resources for older Americans at aba.com/OlderAmericans.

Finally, ABA continues to support the fight against fraud more broadly through its award-winning #BanksNeverAskThat campaign. The consumer-facing awareness campaign aimed at educating the public about the types of information banks would never ask them to disclose over the phone or via text or email will be back this fall, complete with updated resources. Check it out at aba.com/BanksNeverAskThat and register to join the more than 2200 banks across the country doing their part to protect their customers.

We observe World Elder Abuse Awareness Day on June 15—but working to protect seniors from financial exploitation is an ongoing responsibility for all bankers. ■■■



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FDIC Insurance – A Foundation in Turbulent Waters

By Daniel Baker

Daniel Baker serves C/A as Associate General Counsel and is the host the Banking Matters Podcast. He attended Michigan State University College of Law. During law school, he worked in a variety of compliance and legal positions for software companies, and Allpine Title. He also holds a Bachelor of Science in Business Management from Utah Valley University. Dan is one of our go-to presenters for webinars, both B2B and Monthly Training Webinars, and is one of our featured authors for ACCESS magazine.



Owned by South Dakota Bankers Association

I have a picture of the La Jument lighthouse of Brittany, France, that hangs on the wall of my bedroom. This photograph, taken by Jean Guichard, depicts the lighthouse and a man standing alone amid turbulent seas as waves crash around it. I have seen this photograph multiple times throughout my few years, and usually, it is accompanied by some type of quote that is either religious or secular. Ultimately, though, the feeling is the same. Peace. Peace in the storm. This picture hanging on my wall has reminded me of the important things. While the storm rages, as long as your foundation is solid, then all that is left is for the waves to break around you.

So, let's start firsts by taking a look at the storm today. At the time that I am writing this article, the Silicon Valley Bank, Signature Bank, and First Republic Bank have all made it onto the FDIC's Failed Bank List. In his address to the US Senate Committee on Banking, Housing, and Urban Affairs, FDIC Chairman Martin J. Gruenberg stated, "Risks to the outlook include the potential for weakening credit quality and profitability that could result in further tightening of loan underwriting, slower loan growth, and higher provision expenses. Commercial real estate (CRE) loan portfolios, particularly loans backed by office properties, face challenges should demand for office space remain weak and property values continue to soften. Higher interest rates and reduced property values may contribute to increased financing costs and make refinancing CRE loans more difficult."

This is where I tell you to breathe. Don't worry, this isn't some type of doom and gloom article about banks failing, market crashes, rampant unemployment, or global depression. We will leave the clickbait topics for another day and instead, we will focus on protecting our customers and what type of insurance has been extended to them.

As things stand now, the standard deposit insurance is \$250,000 per depositor, per insured bank, for each account ownership category. That means that if John and Jane Smith each have individual accounts with \$200 a Joint checking account with \$3,000, and \$50,000 in a savings account for an eventual down payment on a house, they are covered. 100% of their assets are covered by FDIC insurance. Historically, FDIC insurance has paid out on claims within a few days after a bank closing. This is usually done by either providing each depositor with a new account at a different bank, with amounts equal to what was in their account at the failed bank, or by issuing each depositor a check.

This is where any good banker would start to question things. 'That sounds too good to be true!' 'Are my taxes

paying for another program?'

The way that FDIC provides coverage is through something called the Deposit Insurance Fund ("DIF"). The DIF is backed by the full faith and credit of the United States and is funded from two distinct sources. First, the DIF is funded from premiums paid for by FDIC-insured institutions and, second, interest earned on funds invested in US government obligations. However, between the two of these, the largest contributions to the DIF are through the quarterly assessments of insured institutions.

A bank's assessment is determined by multiplying its assessment rate by its assessment base. As of 2011, as part of the Dodd-Frank Act, the bank's assessment base is determined by its average consolidated total assets less its average tangible equity. Using this equation, the bank will end up paying assessments on its total liabilities vs just insured deposits.

The assessment rate, on the other hand, is based on risk. The FDIC risk-based system has evolved a lot since its early implementation back in 1993. Ultimately, the goal of a risk-based system is to reduce the subsidy that lower-risk banks provide higher-risk banks and provides incentives for banks to control, monitor, and reduce risks that could ultimately lead to a loss to the DIF. Over the years, the process and pricing have changed, and the system has become more complex. However, in so doing, the current system places a greater assessment burden on banks with higher risk profiles.

Bank supervisors use a CAMELS rating to classify the overall condition of a bank. Originally CAMEL, "C" stands for Capital Adequacy, "A" stands for Asset Quality, "M" stands for Management, "E" stands for Earnings, and "L" stands for Liquidity. Later on an "S" was added for Sensitivity to Market Risk was added. CAMELS rating range from 1 being the highest and showing that the bank has the greatest strength performance and risk management and the lowest amount of supervisory concern, to 5 with the weakest performance and risk management and highest amount of supervisory concern. For Small Banks (generally, those that are under \$10 billion in assets) are assigned an individual rate based on a formula using the CAMELS rating and financial data. Large banks (generally, those banks over \$10 billion) ratings are more complex and are based on one of two different scorecards. This scorecard combines CAMELS ratings, financial measures of the bank's ability to withstand asset-related and funding-related stress, and a measure of loss severity that estimates the potential losses to the FDIC in the event of failure.

These assessment rates are not stagnant, and they are subject to change. These rates decrease for the issuance of long-term unsecured debt, increase for the holding of long-term unsecured debt, and for large banks that are not well-rated, increase for significant holdings of brokered deposits.

Don't worry. You don't have to remember or memorize all of that. The FDIC has published some calculators for small banks, large banks, and highly complex banks.

But what is happening today?

On March 12th, 2023, the FDIC, in connection with the Federal Reserve Board and Treasury (collectively "The Regulators"), announced an increase in systemic risk in the banking industry. As part of this process, the FDIC also announced that it would be covering all deposits at Silicon Valley Bank and Signature Bank.

On May 11th, 2023, the FDIC board of directors issued a Proposed Rule on Special Assessment Pursuant to Systemic Risk Determination. In this proposed rule, the FDIC discussed how the Federal Deposit Insurance Act ("FDI ACT") requires the FDIC to recover any losses sustained by the DIF as a result of protecting uninsured depositors. As part of this, the FDIC can consider "the types of entities that benefit from any action taken or assistance provided". In general, the FDIC determines, large banks with large amounts of uninsured deposits benefit the most from the systemic risk determination, and 113 banking organizations would be subject to the special assessment. Banking organizations with total assets over \$50 billion would end up paying more than 95% of the

special assessment. However, no bank under \$5 billion would be subject to the assessment. From this, the FDIC is proposing to collect the special assessment beginning with the first quarterly assessment of 2024, due payable June 2024.

What this means in layman's terms. The FDIC covered deposits not traditionally insured for Silicon Valley Bank and Signature Bank. However, no meal comes free, so the FDIC is going to up the cost to large banks. Taxpayer's dollars will not pay for this.

The FDIC has contemplated change. Three options have been presented as potential, viable, options.

1. Limited Coverage - basically increasing the current limits on the current system
2. Unlimited Coverage - it is what it sounds like
3. Targeted Coverage - specific increases for specific types of accounts (i.e., businesses getting insured more than personal accounts)

Of these three options, right now the FDIC is leaning towards targeted coverage. However, to invoke this change, Congressional action would be required.

The FDIC acts as a foundation and support for many banks. When all else fails, the purpose of the FDIC is to protect the customer and make them whole, or at least more whole. So even though there may be storm clouds and winds driving the waves, our foundation has not yet failed.

Remember, when everything seems to be crashing down, take a breath, find your peace in the storm, and look at it again. 🧘



Protect seniors from financial fraud and scams

New resources—free for all banks

Older adults lose billions of dollars annually to financial exploitation.

Help protect them with the ABA Foundation's Safe Banking for Seniors program.

Access resources including presentations, videos and social posts on scams and financial caregiving.

aba.com/Seniors





Plains Commerce Bank/Windsor Mortgage Receives USDA Rural Development 2023 Underwriting Quality Champion Award



Plains Commerce Bank, in partnership with Windsor Mortgage, is delighted to announce their recent achievement of the prestigious USDA Rural Development 2023 Underwriting Quality Champion Award. This accolade is a testament to their unwavering commitment to providing exceptional service and financing opportunities to customers seeking their dream homes in rural communities. As leaders in the mortgage industry, Plains Commerce Bank and Windsor Mortgage have consistently demonstrated their dedication to assisting individuals and families in securing loans for a brighter future.

"We are incredibly honored to receive the USDA Rural Development 2023 Underwriting Quality Champion Award," says Kevin Nelson, COO of the Mortgage Division at Plains Commerce Bank. "This recognition is a testament to our team's hard work and dedication to serving our customers in rural areas. At Plains Commerce Bank and Windsor Mortgage, we understand the importance of homeownership in fostering strong communities, and we are proud to contribute to the growth and development of rural America."

With a steadfast focus on rural development, Plains Commerce Bank and Windsor Mortgage have played a vital role in bridging the gap between homeownership aspirations and financial realities. The USDA Rural Development 2023 Underwriting Quality Champion Award recognizes their outstanding underwriting practices, showcasing their commitment to ensuring borrowers have access to fair and responsible financing options.

This notable accomplishment highlights the expertise and dedication of the entire team at Plains Commerce Bank and Windsor Mortgage. By receiving this award, they reaffirm their position as industry leaders who prioritize customer satisfaction and the growth of rural communities. As they continue their

mission to help customers find the homes they deserve, Plains Commerce Bank and Windsor Mortgage remain committed to delivering unparalleled service and a range of loan products designed to support individuals and families in achieving their homeownership dreams. ■■



Leading Payments Expert, Trent Sorbe, Joins First International Bank & Trust as Chief Payments Officer



Trent Sorbe

First International Bank & Trust (FIBT) announces the addition of Trent Sorbe to the organization's Executive Team. Sorbe will serve as Chief Payments Officer, where he will lead the growth and expansion of the nearly \$5 billion bank's local and national digital payments initiatives.

Sorbe will direct the bank's Kotapay division, a top-40 ACH originator forecasted to settle over \$100 billion of electronic payments through Nacha in 2023, as well as its Card Services division. Trent will also spearhead the organization's expansion into new forms of digital payments to be offered both locally and nationwide.

Michael Toy, Chief Strategy and Operations Officer shares, "We are thrilled to welcome Trent to the leadership team and plan to take full advantage of his 30+ years of financial technology experience, entrepreneurship, and passion for payments innovation. Under Trent's leadership, FIBT customers will enjoy access to the latest payments capabilities, and we can leverage our Kotapay division to deliver new payments applications on a nationwide scale."

Sorbe shares his excitement. "Scaling payments products and services in today's banking-as-a-service model requires a unique combination of technology, size, and experience. Real time payments, traditional card-based payments, and virtual/mobile payments have quickly become table stakes. I'm here because FIBT and Kotapay are among a handful of community banks with the foundation in place to meet these market demands."

First International Bank & Trust is owned by Watford City Bancshares, Inc., which is owned by the Stenehjelm family. First International Bank & Trust is a full service, independent community bank, a member of FDIC and an equal housing lender. First International Bank & Trust has been in business since 1910 and today operates more than 30 branch locations in North Dakota, South Dakota, Minnesota, and

Arizona. More information about the company can be found at FIBT.com. ■■



CRA Partners Introduces The CRA Collaborative™, A Peer Group for CRA Professionals

CRA Partners announces the formation of a peer group dedicated to the Community Reinvestment Act. CRA Partners has been providing opportunities for banks to earn CRA credit by caring for local senior citizens for over 20 years. This means they have frequent contact with CRA professionals across the country on a regular basis. As CRA modernization began to take shape, they have encountered many questions and concerns about what the new rule will mean for banks and what changes community banks need to be prepared for as modifications are fine-tuned. They surveyed their colleagues and asked them what is on their minds in this environment, including whether they thought collaborating with their peers on CRA topics would benefit them. The overwhelming majority said yes, and thus, The CRA Collaborative™ was born.

The CRA Collaborative™ will hold quarterly online meetings so that colleagues can work together to share their expertise and knowledge, learn new skills and best practices from one another, while optimizing their CRA strategy. "Particularly with modernization on the horizon, The CRA Collaborative™ will help bankers be prepared for inevitable change." -David Lenoir, President & CEO, CRA Partners.

This peer group will foster a team dynamic where everyone's ideas and opinions are respected, encouraging all to speak up and share their insights regarding current CRA issues. Moderated by CRA Liaison Steffani Jenkins, peer group members will gain different perspectives on CRA subject matter and exchange and build upon each other's ideas while staying focused on navigating the changes coming with CRA modernization.

The inaugural meeting of the Collaborative was held online on April 20th with nearly 80 participants. Among the topics that engendered lively discussion was Section 1071 of the Consumer Financial Protection Bureau regarding small business lending. New reporting requirements seemed to be on everyone's mind. The next meeting date is scheduled for July 26, 2023. Among the topics on deck for discussion are Community Development activities and what member banks offer that is specific to their bank (affordable mortgage programs, small business finance programs, CD activities, etc., as well as setting goals for all aspects of CRA (SB lending, HMDA, CD activities). Those with interest can visit <https://shcpfoundation.org/cra-collaborative/> to join. Membership is gratis for banks currently supporting CRA Partners programs, and is \$1000 annually for all others.

CRA Partners is a turnkey CRA compliance program powered by the Senior Housing Crime Prevention Foundation, an ICBA subsidiary. The Foundation operates

Senior Crimestoppers, a nationwide crime prevention program educating and safeguarding against theft, abuse, and neglect. Senior Crimestoppers is funded exclusively by the banking industry. 📊

The CRA Collaborative Peer Group - Shared screen with speaker view



Kevin Tweddle, S.E.V.P. Community Bank Solutions, ICBA, David Lenoir, President & CEO, CRA Partners, Steffani Jenkins, CRA Liaison, CRA Partners

South Dakota Bankers Participate in Compliance School

More than 40 bankers participated in the 2023 Bank Compliance School May 22-25. The four-day program was led by expert instructors from Compliance Alliance, an SDBA and NDBA Endorsed Business Partner.

Bankers were able to attend In-person in Bismarck, ND, or virtually. Participants could also choose to attend the Credit Compliance Module or Operations Compliance Module or both.

Monday evening, participants had the option of participating in a fun group dinner at Anima Cucina in downtown Bismarck.

Evaluation comments included the following:

- Great information! Loved the presenters.
- Excellent training!
- Always a good refresher.
- I am very grateful for all the materials we were given during this program.
- The school was very information and Compliance Alliance team is always so knowledgeable. 📊



South Dakota bankers pictured (L to R): Teri Burdick and Jacque Paisley, Pioneer Bank & Trust; Kayla Haerter-Wells, Farmers State Bank, Hosmer; Val Schulz and Rachael Gartner, First National Bank in Philip

classifieds....

Ag Loan Officer, Security First Bank, Martin, S.D.

Security First Bank, a full-service community bank, is seeking an Ag Loan Officer for its branch in Martin, SD. The position will be responsible for identifying and developing agriculture loan opportunities as well as managing and growing existing bank relationships. The qualified candidate will have agriculture or agri-business background along with strong financial analysis, communication, and customer service skills. Applicants should possess a bachelor's degree and/or a minimum of 2 years of experience is preferred. Security First Bank is an Equal Opportunity/Affirmative Action Employer. To be considered as an applicant please complete the online application form at the Security First Bank web site. Applicants are invited to review the full job description and complete an online application at:

<https://security1stbank.com/careers/> For additional information or paper application accommodations please stop by 401 3rd Ave, Martin SD 57551 or call 605-685-6776. ■

Market President, Dacotah Bank, Dickinson, N.D.

Dacotah Bank is seeking an experienced, self-motivated individual to join our team as a Market President in Dickinson, ND. In support of Dacotah Bank's strategic plan goals, this position manages and directs a bank market toward its primary objectives based on profit, growth and return on equity. This position has responsibility for the administration and coordination of the activities of a single market location or a market with multiple locations; provides advice and guidance to each location bank manager, reviews and recommends objectives, supports established company policies and procedures. The successful candidate will demonstrate the following: • minimum of 4-10 years of related experience and/or training; or equivalent combination of education and experience. Completion of a GSB program preferred. • establishes current and intermediate range goals, objectives and plans, subject to approval by the Regional President and CEO & President, • dispenses advice, guidance, direction and authorization to carry out plans, standards and procedures consistent with the established policies and procedures of Dacotah Bank, • regularly meets with peers and Steering Committee to ensure that company operations are being conducted in accordance with the established policies and procedures of Dacotah Bank, • oversees the adequacy and soundness of the Bank's financial structure, • reviews operating results of the Bank compares them to established performance objectives and takes steps to ensure that appropriate measures are taken to correct unsatisfactory results. We offer a competitive salary and exceptional benefits package including: health and dental insurance premiums 100% paid for; health savings accounts, life insurance for employee and family, paid vacation and sick time, retirement plan options, and additional perks and benefits within an outstanding work environment. Don't miss out on your opportunity to shine with one of American Banker's Best Banks to Work For! Apply online at: dacotahbank.com/careers. Dacotah Bank is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. ■

Mortgage and Consumer Underwriting Manager, First Bank & Trust, Brookings or Sioux Falls, S.D.

First Bank & Trust is looking to fill a Mortgage and Consumer Underwriting Manager position. This position shall be responsible for managing the mortgage and consumer underwriting function for the organization, including providing required mortgage and consumer loan underwriting in accordance with both internal guidelines and secondary market standards to provide maximum profitability to the bank with minimum risk. This position assists in training the mortgage and consumer loan officers, operations staff, and processing function. This person should have a bachelor's degree plus six years of related experience, or the equivalent. Direct endorsement (DE) certification is required. This person must have the ability to exercise independent and sound underwriting judgment and effectively apply knowledge of regulatory and industry guidelines to loan decisions. Familiarity with Encompass, Decision-pro or similar software is preferred. Good verbal and written communication skills and analytical thinking are necessary, as well as an aptitude for supervising and developing others. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

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Post your classified ad in SDBANKER Magazine and at sdba.com. The fee is \$55 per ad (200 word limit) for SDBA members or \$105 per ad (200 word limit) for non-members.

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Special ends September 30, 2023

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

SDBA Agriculture Credit Conference

July 19-20, 2023 | Pierre

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

WEBINARS

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

Privacy and Information Security - Critical Rules for Bankers

July 17, 2023

The Right of Setoff: What Bankers Need to Know

July 18, 2023

Audit Report Writing

July 19, 2023

The Future of the Cyber Fiduciary

July 19, 2023

Training Your Staff on Products and Services

July 20, 2023

8 Keys to Teller Excellence

July 20, 2023

Overdraft Programs: How to Prepare for Regulatory Scrutiny

July 21, 2023

2023 Mid-Year Call Report Update on Current Matters

July 24, 2023

W9 and W8BEN Procedures

July 25, 2023

New BSA Officer Training

July 25, 2023

Strategies for Recruiting and Retention - 2 Part Series

July 26, 2023

Excel 101: Introduction to Spreadsheets

July 26, 2023

Executive Total Compensation - Strategies to Motivate and Incent

July 27, 2023

Deposit Operations Summer Update

July 27, 2023

Risks (and Rewards) of Artificial Intelligence in Banking

July 31, 2023

Bi-Monthly Compliance Briefing - August

August 1, 2023

Advertising Compliance

August 1, 2023

TRID for Beginners

August 2, 2023

Bank Accounting: Boot Camp on the Basics - 5 Part Series

August 8, 2023

The Collusion of Fair Lending, CRA and Small Business Data Collection and Reporting (Section 1071)

August 8, 2023

Compliance for Beginners

August 9, 2023

Flood Insurance Essentials

August 9, 2023

IRA Basic and Advanced - 2 Day Streaming

August 15, 2023

IRA Basic Issues - All Day Streaming

August 15, 2023

Building New Business Procedures - Beneficial Ownership Changes

August 15, 2023

IRA Advanced Issues - All Day Streaming

August 16, 2023

Everything You Need to Know About Reg CC: Holds, Funds Availability, Disclosures & More

August 16, 2023

Best-Ever Compliance Checklists for Consumer Loans

August 16, 2023

SCHOOLS

Graduate School of Banking Colorado

July 16-28, 2023 | Boulder, Colo.

GSBC Community Bankers Summit

July 24-26 2023 | Boulder, Colo.

Graduate School of Banking Wisconsin

July 30-Aug. 11 2023 | Madison, Wis.

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.



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ASSOCIATION

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