

SDBANKER



OFFICIAL PUBLICATION OF THE SOUTH DAKOTA BANKERS ASSOCIATION | MAY 2023

Where to NEXT



2023



SDBA/NDBA ANNUAL CONVENTION



SIoux FALLS CONVENTION CENTER



SIoux FALLS, SD



JUNE 4-6, 2023

SDBA Welcomes New Board Members



SDBANKERS
ASSOCIATION

Educate. Advocate. Grow.

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.

HOW TO ENTER PHOTOS

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

Entry Deadline: **July 31, 2023**

For more information, contact Haley Juhnke at hjuhnke@sdba.com or call **605.224.1653**.



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message from the chair.....

BY DAVE BANGASSER | Senior Vice President Chief Banking Officer | Dacotah Bank, Sioux Falls
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Advocacy Never Rests

Greetings fellow SDBA bankers! The calendar tells me it is late April. The greening up of my lawn and the flaring up of my allergies say the same thing. Celebrate, my friends. We made it through the long and winding winter of 2022! I don't know about you, but I will gladly trade the inconvenience of allergies for what we just went through. Zyrtec is easy to take every day! I ran out of ways to cope with the ice, snow, cold, wind, and darkness in our rear-view mirror. No more references to winter. I promise!

Last month, I updated you on the events of the 2023 Legislative Session, and the ABA Washington Summit. Since the start of the year, we have all been knee-deep in the legislative process. With that behind us, it may seem like it is time to take a break. However, when we dig deep into what it means to be an ADVOCATE for our industry, it becomes clear we must always stay ENGAGED. The months ahead provide us with a wonderful opportunity to reach out to our legislators. Engaging with them now, with the grind of the session behind them, can prove to be extremely valuable.

One of the amazing things about living in South Dakota is that everyone seems to know everyone. We know those who serve in the legislature - either because they are from our districts, or via their interactions with our banks. Let's use those personal connections as a way of keeping the topics that are important to our community banks on our lawmakers' radar. Many of them want to know what we are thinking, but all of them need to know! Reach out. Engage. Look to the SDBA staff and leadership for help and guidance. Time taken over the next few months on building relationships will position us well for the 2024 Legislative Session, which will undoubtedly bring with it new challenges for our banking industry.

The summer months ahead also contain a busy slate of SDBA organized events. From Emerging Leaders, Women in Banking, Agricultural Credit, and Digital Innovations, the SDBA staff is providing meaningful opportunities for us to grow as bankers and as professionals. Please take advantage of the hard work being done on our behalf by the SDBA staff and attend one or all these sessions. Check the SDBA website for dates, locations, and times. Of note, please strongly consider attending the 2023 SDBA/NDDBA

Annual Convention scheduled for June 4-6 in Sioux Falls. The SDBA team has put together an exciting schedule full of industry-related speakers and topics, as well as fun ways for us to interact and engage with each other. I look forward to seeing as many of you as possible in Sioux Falls!

As happens every year, the month of May finds my company holding quarterly management meetings at our home office in Aberdeen. While I travel often from Sioux Falls to Aberdeen, this particular trip is my favorite as I get to watch the farmers working non-stop to get their crops planted. I enjoy seeing the ice come off the lakes and am more than happy to trade a little road construction for all things summer! Get out and enjoy yourselves and thank you all for the hard work you all do for our industry, for our communities, for our state! 🏡



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SOUTH DAKOTA
HOUSING



from the executive office.....

BY KARLTON ADAM | President | South Dakota Bankers Association
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We're Ready for 'Where to Next'!

Hello again, friends! Summer fever is officially starting to set in. We're spring cleaning, planting flowers and gardens, tidying up the patio, manicuring the lawn and prepping the boat. I always enjoy planning out the weekends ahead when we welcome the kids home, the kids-in-law, and the grandkids for a few days! And yes, I said grandkids—our daughter Katherine and her husband Eric welcomed daughter Lily in April. We're excited to see our family grow!

There's a lot to cover this month, so I'll try to be concise. First, the SDBA team has spent the last six months working hard to curate and plan an incredible SDBA/NDBA Annual Convention! Halley, Haley, Natalie and our spring intern, Sara Bierne, have turned the SDBA office into Convention HQ. I want to thank the team for their hard work in taking the Convention from conception to realization. The work that goes on behind the scenes is immense, but they've taken it on like champs, and made it look easy. Many thanks to them for their planning, organizing, creating, list-making and excellent customer service.

That said, Early Bird Registration Rates were extended to Wednesday, May 24, so if you haven't registered for the Convention yet, now is the time! Come join us at the Sioux Falls Convention Center, June 4-6. We have nightly receptions, a full exhibit hall of 60+ vendors, a golf tournament at two different courses, Downtown Sioux Falls excursions, a great speaker lineup and the grand finale: a celebration of the 30-year partnership between the SDBA and NDBA! If we've said it once, we've said it a thousand times: this is a great event that has programming and events open to everyone, including emerging leaders, women in banking, tech, economic and banking trends, and leadership reignition. Come for some or come for all but register before May 24 to lock in those lower rates. Go to www.sdba.com/convention to review registration opportunities, or contact the SDBA office at events@sdba.com or **605.224.1653**.

Earlier in my column, I mentioned 'spring cleaning,' and while Joan and I have been working hard to spring clean our home, it raises the need to do some spring cleaning at the office, too—specifically in our email and digital or web-based business activities. Since writing this column, in the last 48 hours, the SDBA has

been targeted with multiple fraudulent email phishing attempts. But it's more widespread than just the SDBA and SDBIS offices—it's been happening to our banking partners across the state, our partners and cohorts, as well. These emails have been labeled as "secure" or "encrypted" messages, when they're actually fraudulent and if opened and not properly disposed of, could cause harm to our systems and our members. After talking with our IT contractor, they recommended that when you delete the fraudulent email, to also delete it in your "Deleted Items" folder as well, so that it is permanently deleted, and the likelihood of it being accessed is lessened.

We realize these kinds of attempts and threats float across your inboxes almost daily. But now more than ever we need to remain diligent and vigilant in keeping our internal and external customers as protected as possible.

Finally, I know the recent bank failures have caused a stir in the industry, and that concern is valid. But I want to assure you that the banking industry, and its system, remains strong. The recent closings have all been unique circumstances. The SDBA will continue to work to advocate for, represent and challenge overreaching government and regulation that could negatively impact our industry—at a state and national level. If you have concerns or questions about ongoing news, changes and trends happening in the banking industry, don't hesitate to contact me.

We'll call that a wrap on the May column. One more plug for the Convention—I really hope to see as many of our member bankers and partners as possible in Sioux Falls in just a few short weeks. You're why we do what we do, and we can't wait to celebrate our friendship and partnership. Until then, have a wonderful rest of the month. 🌈

south dakota bankers insurance & services update.....

BY MIKE FEIMER | President | South Dakota Bankers Insurance & Services Inc.

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Take Advantage of Your Hinge Health Benefit

Hinge Health is now available for eligible members of the SD Bankers Benefit Plan and this benefit is completely covered by your health plan.

Hinge Health is more than just physical therapy. Their virtual programs combine gentle exercise with 1-on-1 support to reduce your pain and help you move with confidence. Both Michelle Guthmiller, SDBIS Insurance Specialist, and I have utilized Hinge Health and have seen significant improvements in our quality of life.

In May of 2021, Michelle fell and broke her left patella (kneecap). After four months of wearing a leg brace, her doctor released her with no further treatment necessary since she had "most" of her mobility. As a result of her partial recovery, she could not navigate stairs normally, and had to take them one at a time, and could not get down on the ground to play with her grandchildren, garden, etc. In January, she began working with Hinge's physical therapist and life coach, who have been assisting her in building back up her strength and achieving total mobility in her left leg. After 20 weeks in the program, she is working on navigating stairs normally, has 75% better range of motion in her leg and ease of her day-to-day activities has greatly improved!

I had hip replacement two years ago. My experience with Hinge has been fantastic over the past 12 months, as they have helped me regain full motion and pinpointed sore muscles. Additionally, Hinge worked up a stretching regimen that has been effective and beneficial. I would highly recommend Hinge, especially if you have had surgery on a joint. Typically there is limited physical therapy provided for recovery, and many patients take a little longer to recover. Consider giving it a try if you are one of them.

If you struggle with everyday joint and muscle pain, like a throbbing back or aching knees, start using Hinge Health and experience their expert care. Whether your goal is to go hiking more, work in your garden, or take the stairs (or all three), you can work with Hinge Health and exercise 15 minutes a day—anytime, anywhere you're comfortable—to get long-lasting pain relief.

Employees and dependents 18+ enrolled in the South Dakota Bankers Health Benefit Plan are eligible. Eligible family members may qualify for physical therapy also. Complete a short evaluation upfront (scan code below) to assess your need. 📄



P.S. Join today and get a complimentary yoga mat!*

*Restrictions apply



Scan the QR code to learn more or apply at

hingehealth.com/sdbankers

or call (855) 902-2777

Cash Visibility & E-Manifests

Is Your Financial Institution Ready?

Since 2017 the Federal Reserve has been working on its Cash Visibility Initiative. By tapping into supply chain logistics and best practices, this initiative created an approach that uses scanning technology to track cash shipments throughout the supply chain.

One outcome of the Cash Visibility initiative is the electronic manifest known as the E-Manifest. The E-Manifest replaces the industry's current use of paper manifests.

Quickly becoming the new new standard operating procedure, E-Manifest not only improves efficiency for the entire cash supply system but also establishes industry standards that create benefits to all participants, including:

- Improved accuracy
- Improved transparency and tracking
- Accelerated service times
- Improved efficiency

Is Your Financial Institution Ready?

There are steps a financial institution (FI) must take before they can fully take advantage of the Federal Reserve's new operating procedure.

When your FI completes the necessary steps, it joins the elite rank of other FIs who are adhering to this new standard operating procedure and best practice.

How Rochester can help

Rochester is a leader in adopting and implementing industry best practices. For this reason Rochester completed the Federal Reserve's E-Manifest Service Readiness Program, which included obtaining its company GSI company prefix and global location numbers for all of its branches and cash vaults.

Rochester can navigate the path to Cash Visibility on your behalf and position your FI for success. **Learn more today.**

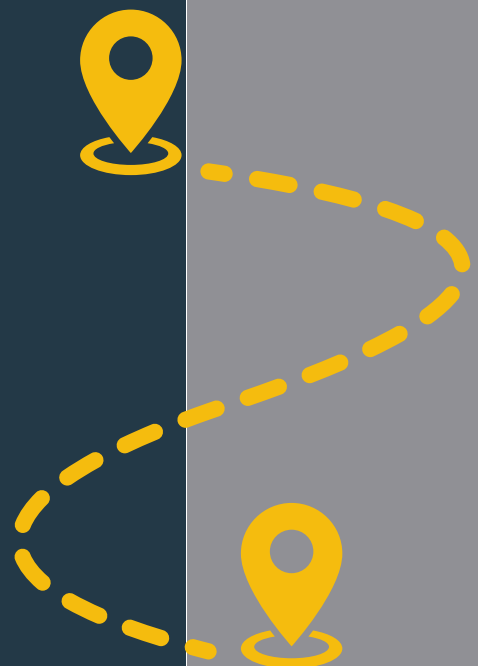
Simplifying the Path to Cash Visibility

The journey to becoming cash visibility compliant can seem like a difficult one. But it doesn't have to be. With Rochester as your guide, the path is clear and simple

Visit go.rochesterarmoredcar.com/cashvisibilitypreparation for more information.



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SDBA Welcomes New Board Members

The SDBA held elections for three of the 10 seats on its Board of Directors. Elected to serve on the SDBA Board of Directors were:

- Cameron Becker, President and Chief Credit Officer, Rivers Edge Bank, Marion
- Todd Christoffer, Chief Credit Officer and South Dakota Division President, First National Bank, Rapid City
- Terry Fitzke, Chief Lending Officer, BankWest, Pierre

Becker, Christoffer, and Fitzke began their three-year term on May 1, 2023.

Appointed as the Emerging Leader Board Member for the 2023-2024 term is Derek Nolan, Market President and Compliance Officer, Rivers Edge Bank, Marion.

Cameron Becker



Cameron Becker began his banking career in 2002 and is currently the President and Chief Credit Officer at Rivers Edge Bank. Cam also serves on the bank's Board of Directors and the Bank Holding Companies Board of Directors. He is a graduate of the University of South Dakota and the Graduate School of Banking-Colorado.

Cam was born and raised in Marion and has been involved in many areas of the Marion community.

Becker enjoys hunting, boating, fishing, and spending time with his wife, Jennifer, and two children, Paige and Vaun.

His goals as an SDBA Director are to become more educated and more engaged in the advocacy of the banking industry at both the state and federal levels.

Todd Christoffer



Todd Christoffer is the Chief Credit Officer and South Dakota Division President of First National Bank. He began his career with First National Bank in 1987 as a teller and returned in 2001 as the branch president of the bank's Rapid City location. In his current role, Todd oversees the bank's \$1.1B loan program, including commercial, agricultural,

consumer and residential lending, as well as operations of its 16 branches and over 130 employees. He currently serves on the bank's Board of Directors,

Executive Management Committee, Regional Loan Committee, and ALCO. He has also served on the SDBA legislative committee for the past 2 years. First National Bank has consistently been a top performing bank in South Dakota as well as nationally. Todd has led several major initiatives to streamline operations, increase consistency in review and underwriting processes, reduce regulatory risk and achieve operating efficiencies. He played an integral role in expanding the bank's footprint into Northern Colorado by managing the due diligence and conversion of a bank acquisition. Todd is a graduate of the University of South Dakota's School of Business as well as ABA's Commercial Lending and Compliance schools.

As a 22-year resident of Rapid City, Todd has been very active in local organizations serving on the boards of the Black Hills Community Economic Development, Junior Achievement and Elevate Rapid City as well as other community organizations and non-profits.

Todd and his wife, Brandi (LeBeau) Christoffer have 3 adult children. Their oldest son Tristan (25) is a Sergeant in the US Army and resides in Fort Bragg, NC; their daughter Taryn (21) will graduate from SDSU school of nursing in the Fall, and their youngest son Ty (18) just graduated from Rapid City Stevens HS and is enlisting in the Army Rangers OSUT training in Fort Benning, GA later this year. In addition to their children, they have two German Shorthaired Pointers that are part of the family.

Christoffer's goals as a director are to continue to serve as an advocate for the banking industry in South Dakota by working with the State's elected officials on legislation that effects banking, promoting the health and safety of South Dakota's banks to the public, and support our vendors development of innovative products and services that are competitive with non-bank financial service companies.

Terry Fitzke



Terry Fitzke is currently the Chief Lending Officer for BankWest, Inc. and is based in Pierre, SD. He has served in this role since 2021. Prior to becoming the CLO, Terry was a Regional President for BankWest for 17 years. As Regional President, Terry was responsible for the banking functions at multiple locations in central South Dakota. During

this tenure, he managed eleven direct reports with a total staff of up to fifty. As Chief Lending Officer, Terry's responsibilities include working with Executive Management, providing leadership and overall direction

in Business Banking activities including agricultural lending. Daily involvement with the business banking/ production aspect as well as working to assure consistency in process and customer service across the various production lines.

Currently, Terry serves on the Avera Health Pooled Investment Committee and the Avera Health Investment Committee. Terry was recently the Avera St. Mary's Healthcare Center's Board Chairman for five years and a board member for eleven years.

Terry lives in Pierre and is married to Amy. Together, they have a blended family of five children: Tanner (Jamie), Travis (Sydney), Sadie (Allen), Kortney (Eric), Kelsey (Tanner). Terry and Amy also have eight grandchildren.

Fitzke plans to work in cooperation with fellow board members to assure that the focus of the association stays on the current path to promote the general welfare of and usefulness of South Dakota banking institutions. South Dakota Bankers Association's priority is the success of its membership by providing advocacy, education, communications, networking, and products and services. Terry will continue to support this plan as he works to support the member banks in South Dakota and specifically those in Group IV.

Derek Nolan



Derek Nolan is currently the Compliance Officer for Rivers Edge bank and is transitioning into a new position of Marketing Director while continuing his current role. He has experience with management, consumer and residential real estate lending, retail banking, compliance, and marketing.

Nolan is the Mayor of Parker and is a board member on the Turner County Fair Board. He is involved in various church activities and is a member of the Par Mar Valley Golf Course.

Derek is married to his wife, Tarah of 14 years and they have two daughters, ages 6 and 4.

Nolan stated, "I am thankful for the opportunity to serve on the board to further my understanding of the crucial role of the SDBA in the banking industry in South Dakota and beyond. As the Emerging Leaders representative, I will take advantage of this learning experience so I can encourage other up-and-coming leaders to get involved. I will also continue to advocate and celebrate the efforts of the Emerging Leaders work group and programming provided by the association." ■■■

SDBA Accepting Nominations for the Inaugural 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. ■■■

Banks and Bankers

Association Officers Continue Working Hard on Programs

Three weeks to go!

Three weeks to go before conventions monopolize the month of June for Upper Midwest bankers.

Out this week is the first rough draft of the program of the history-making joint convention of North Dakota and South Dakota bankers in Minneapolis and St. Paul.

As Commercial West readers well know, this convention, the leadoff one, takes place June 11-12. First day and part of the second day will be spent at Minneapolis headquarters—the Nicollet Hotel. Second day activities, the finale, will be at the St. Paul Hotel.

Registration starts Friday, June 11, at 8:00 a. m. on the mezzanine of the Nicollet, continues all day and evening, starts again at 8 a. m. Saturday, winds up at noon.

Registration will include tickets for the ladies party Friday evening, ladies luncheon Saturday noon and convention banquet Saturday evening.

First call to order will be at 10:30 with S. D. B. A. President Art Dahl, president Rapid City National Bank, presiding. John C. Carlander, Minnesota president and president State Bank of Faribault, will welcome the group.

Other morning addresses include Fred Prentice, Burroughs Adding Machine Co., and A. B. A. Vice President Evans Woolen, Jr.

N. D. B. A. President F. A. Foley, vice president Rolette County Bank, Rolla, will guide the second session, which begins at 1:45. Speakers to address the delegates have not as yet been confirmed.

Entertainment is to be the order of the day for Friday. First thing on the entertainment agenda is a golf tournament at Midland Hills, St. Paul. Prizes will be donated by Minneapolis and St. Paul clearinghouse banks and will be distributed at the smoker Friday evening.

The stag smoker will start at 7:30 in the junior ballroom of the Nicollet. A stage show is scheduled at 8:30 and a buffet supper at 10:00.

Women delegates will have all day Friday free for shopping but at 6:30 will begin assembling in the Traffic Club rooms of the Nicollet for transportation to the Woman's Club.

Festivities are to get underway at 8:00 with M. O. Grangaard, M. B. A. vice president and vice president First of Minneapolis, extending the official Twin City welcome. Myndall Cain will present Fashions in Loveliness at 8:05. Arleth Hasberle of radio station WTCN will entertain from 9 until 9:30. After intermission, refreshments and from 10:15-10:30 busses will transport them back to the hotels.

A luncheon and style show are scheduled for 12:15 Saturday.

Speaker at the Saturday banquet will be Gordon Volkenant, associate director of research Minneapolis Honeywell. Mr. Volkenant has travelled the country over presenting the "story of electronics" in a language the layman understands.

No final details have been completed for the Minnesota Bankers Association's June 16-17 convention other than the choice of a banquet speaker. The choice: Clayton Rand, publisher of the Dixie Press, Gulfport, Miss. Some Wealth Belt bankers will remember him as one of the speakers before the Independent Bankers Association convention in St. Paul May, 1946.

For Minnesota bankers whose inclinations turn to golf, the Golden Valley Club has been secured. A deep secrecy envelopes the smoker, at which something "new" is promised. The committee is keeping mum about the whole thing.

This year will be the first time

in many years that exhibition space will be available at the convention. The East ballroom of the Nicollet has been turned over to exhibitors and promises to be a popular addition to the conclave.

Secretary Bob Pye has been plugging for advance registration and will send out registration blanks in the near future.

Commercial West May 22, 1948

bankers in action.....

Dacotah Bank Helps Make Wishes Come True



Dacotah Bank's Watertown branch has partnered with Make-A-Wish to help grant 11 local wishes and counting.

Prior to 2015, Dacotah Bank raised funds several different ways in order to sponsor wishes for kids in Watertown and the surrounding communities. In 2015, Dacotah Bank staff got together and brainstormed new fundraising efforts. From there, they decided to host an inaugural Charity Golf Tournament which has now turned into an annual event with great community support. Since Dacotah Bank has been involved with Make-A-Wish since 2011, the decision to choose their organization as the recipient of their tournament funds came easy.



Each year, they host a 4-person scramble golf event with 100 percent of the proceeds raised earmarked for a local wish recipient through Make-A-Wish. So far they have sponsored seven wishes just through the golf tournament and an additional four wishes through their previous fundraising events.

Tia Hutt, mortgage banker shared, "Our community is a team. We can all make an impact and build a healthy community by donating and volunteering locally. I personally feel fruitful committing my time to area boards, supporting local non-profits events and advocating. I am always happy to lend a hand to help."

Dacotah Bank's first wish recipient was in 2011 and that child's wish was to meet Rachel Ray. Since then, wishes have ranged from a trip to Disney World, a sensory room makeover and even a pizza party for their entire school!



The most recent wish Dacotah Bank sponsored was for 5-year-old, Crue. In December of 2022, Crue was diagnosed with Sanfilippo Syndrome. In mid-April, Make-A-Wish held a wish reveal to surprise him and his family with a trip to Disney World! The family spent five days at Disney at the end of the April. Dacotah Bank is planning to host an open house at the Watertown branch for Crue and his family to share cupcakes, memories and pictures of their special trip in the near future!

The Dacotah Bank Charity Golf Tournament, Golf for a Wish, is held during the month of July each year, and this year it is set for July 7, 2023. The tournament is a 4-person scramble and limited to 36 teams with supper and prizes following. There are hole and corporate sponsorships available. If you are interested in sponsoring or registering for the event, email Brock Asmussen at Brock.Asmussen@dacotahbank.com.



Dacotah Bank Inc. has \$3.6 billion in assets and the sole shareholder of Dacotah Bank, with 35 branches across SD, MN & ND. ■■■



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

sdba events.....

behind the scenes.....

UPCOMING EVENTS

Experienced Ag Bankers School

June 26-29, 2023 | Spearfish, S.D

The National School for Experienced Ag Bankers is a seminar for experienced ag bankers who want to further develop their ag lending skills, learn new skills, confirm existing methodology and meet fellow bankers who share the same career path. Taught by a nationally-recognized faculty of bankers, academics and other real-world ag banking practitioners, this program is focused on ag lending opportunities and challenges that are relevant to ag bankers from across the United States.

Set in beautiful Spearfish, S.D., right in the center of the United States, students will have ample time to enjoy the scenic Black Hills of South Dakota. Whether you enjoy hiking in Spearfish Canyon, rock climbing in the Black Hills National Forrest, viewing monuments such as Mount Rushmore and Crazy Horse, or just testing your luck at the tables in historic Deadwood, S.D., Spearfish has you covered! Go to www.visitspearfish.com for more details.

For more information and to register, visit www.sdba.com/events. 📊

SDBA Ag Credit Conference

July 19-20, 2023 | Pierre, S.D.

The SDBA will present the 2023 Agricultural Credit Conference on July 19-20. This conference focuses on the unique needs of ag bankers and the desire for quality information and training to better serve their customers. Attendees will benefit from a day and a half of presentations from nationally recognized speakers, network with more than 125 banking peers and meet several exhibitors who offer products and services geared toward ag banking. New or experienced ag lenders, as well as CEOs, will all benefit from this conference.

For more information and to register, visit www.sdba.com/events. 📊

The Road to Convention 2023...

By Halley Lee, SDBA Vice President

Each month leading up to the 2023 SDBA/NDBA Convention, SDBA VP Halley Lee will share updates and insights throughout the planning phase of this event.



Time Flies

By the time you read this, our course will be charted, our bags will be packed (almost) and we will be ready to hit the road to join you all for the annual SDBA/NDBA Annual Convention! We are so excited to host you all in Sioux Falls June 4-6.

They say time flies when you're having fun. We must be having a RIOT because these past convention-planning months have flown by at warp speed! We've secured venues, hired speakers, arranged activities, collaborated with our business partners and designed décor. We've pivoted, re-done, rearranged, shifted focus and changed course. And now the table is set. We will be ready and waiting for you all on June 4.

Come prepared to learn. We have a fabulous cadre of speakers waiting to enlighten you all. Come prepared to explore. Our business partners will be available to showcase what's new and exciting in the banking world. Come prepared to connect. We'll have golf, outings, receptions and parties for you to catch up with old friends and make new ones. Come prepared to have FUN! There will be games, music, celebrations, food and beverages and lots more.

It has been our pleasure to put this event together for you. We hope to see you next month as we work together to see "Where to Next?". So set your GPS for Sioux Falls, load up on travel snacks (you know it's a well know fact that calories consumed while travelling do not count!), gas up and cruise on over. We'll leave the light on for you! 📊

ANTICIPATING AN EVENT?

View all upcoming events and details under the Events tab at www.sdba.com

Where to



Featured Speaker



JOE SULLIVAN

CEO
Market Insights, Inc.

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Joe Sullivan is the CEO and Founder of Market Insights, Inc. – a consulting firm that helps bring clarity to the complex choices faced by community-based financial institutions by providing market-specific, data-driven insights and strategies that will position their institutions for sustainable growth. As a consultant, author, and professional speaker with over 30 years of experience, the themes of growth, innovation and motivation can be found throughout Joe's work.

He has been invited to share his insights with international, national, regional and state associations/leagues as keynote and workshop presenter. Joe is a founding faculty member for the Graduate School of Banking at Univ. of Wisconsin (Digital Banking School). He also teaches at the Ohio Bankers League Management School and Washington Bankers Association (Fintech Executive Development Program). He has presented to hundreds of audiences on human connection, disruption, fintech, consumer trends, delivery system planning, marketing, leadership and personal empowerment.

Joe's passion, energetic style and practical approach engages his audiences and consistently makes him a top-rated speaker. His unique perspective comes from working side-by-side with executives and marketers around the U.S. in the development of successful growth strategies. Joe incorporates these frontline experiences into his presentations and offers insights that challenge conventional thinking, creating a sense of excited urgency with his audiences.

Come and join us...

June 4-6 for the 2023 SDBA/NDBA Annual Convention in Sioux Falls where we will explore

Where to



and look back on the past 30 years as we celebrate our associations' partnership since 1993!



South Dakota



Left to right: (standing) Kelly Gerber, Deb Gates, Theresa Hanson, Dona Mae Johnson, Cathy Collins-Adler, Jeanine Dyce
Left to right: (sitting) Gary Palmer, Jeff Rodman

North Dakota



Left to right: Marie Hoerner, Nancy Eckman, Angi Day, Peg Schadler, Ann Gravesen-Reich, Jim Schlosser, Cheryl Thompson, Kent Morrow, Bill Reller, Michele Hoff, Lesley Keller

Sunday, June 4

5:00–7:00 p.m.

Welcome Party

📍 R Wine Bar

Monday, June 5

7:00 a.m.

Registration Opens

📍 Convention Center Concourse

7:30–9:30 a.m.

Breakfast Around the World

📍 Convention Center Concourse

9:00–10:30 a.m.

Emerging Leader Breakfast

📍 Queen City Bakery

11:00 a.m.

Golf Tournament

📍 Country Club of Sioux Falls/Elmwood Golf Course

11:00 a.m.

Lunch & a Movie

📍 State Theatre

5:00–7:30 p.m.

Opening Gathering & Tradeshow

📍 Convention Center Exhibit Hall 2

Tuesday, June 6 (Events located at CC Exhibit Hall 1 unless otherwise noted.)

7:00 a.m.

Registration Opens

📍 Convention Center Concourse

7:00–8:00 a.m.

Breakfast with Exhibitors

📍 Convention Center Exhibit Hall 2

8:00–8:15 a.m.

Welcome/National Anthem

8:15–9:00 a.m.

Kirsten Sutton

9:00–9:45 a.m.

Alyson Van Hooser

9:45–10:00 a.m.

Bankers in Action

10:00–10:20 a.m.

Break with Exhibitors

📍 Convention Center Exhibit Hall 2

10:20–11:10 a.m.

Joseph M. Santos

11:10–11:25 a.m.

Bankers in Action

11:25–12:15 p.m.

Buzz Sessions

12:15–1:30 p.m.

SDBA & NDBA Business Luncheons

📍 Convention Center Ballrooms A & B

1:30–4:00 p.m.

Guest Shopping

📍 Downtown

1:30–2:20 p.m.

Joe Micallef

2:20–2:35 p.m.

Bankers in Action

2:35–2:50 p.m.

Break

2:50–3:40 p.m.

Joe Sullivan

3:40–4:45 p.m.

Wayne Lee

4:45–7:00 p.m.

30-Year Celebration

📍 Convention Center Exhibit Hall 2

Where to



Featured Speaker



WAYNE LEE

Keynote Speaker/Hypnotist
Wayne Lee Enterprises Inc.

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One of North America's premier Corporate Presenters, Entertainers, and Peak Performance Experts, Wayne Lee helps his audience achieve sustainable peak performance through the art and science of a positive mindset. For over 25 years, Wayne has given 6,000+ global organizations the power to achieve what seemed impossible yesterday. As a five-time Canadian amateur wrestling champion, hypnotist and a former classroom school teacher, Wayne brings his unique perspective on the mindset that is needed to deal with change, take more risks, and bring one's full creative self to work and their personal life.

In his highly interactive presentation, Wayne will help you tap into your subconscious mind to remove the self-limiting beliefs that keep you stuck or disengaged at work and in your personal life. Using hypnosis and visualization you will be guided to unleash your unlimited potential and perform at higher levels. At the end of his session you will have learned the 3 words to take out of your vocabulary, how to create unstoppable confidence and an exercise to help you accelerate where you want to go next.



washington update.....

BY ROB NICHOLS

President and CEO | American Bankers Association

nichols@aba.com

America's Banks are Stronger Together

The U.S. banking system has long been the envy of the world. The reasons for this are many, but at the core, it's because our nation has cultivated a vibrant, thriving financial services sector made up of banks of all sizes, charters, business models and risk profiles.

Each one of these institutions has an important role to play in the overall economic ecosystem: from the community bank guiding a family through the purchase of a first home, to the midsize bank helping a small business manage its cashflows, to the regional bank providing commercial loans to promote the building of new retail centers and office spaces, to the large, globally active institution that supplies credit to multinational firms that provide thousands of jobs in the U.S.

The breadth and diversity of our financial services sector is something no one should ever take for granted.

That's why ABA joined forces with the nation's 51 state bankers associations to deliver a powerful message to members of Congress in the aftermath of the Silicon Valley Bank and Signature Bank failures in March: the U.S. banking system remains the deepest and most resilient in the world, and policymakers in Washington need to keep it that way for the good of the country. That message continues to hold true in the wake of the unfortunate failure of First Republic Bank in early May.


The sudden and swift collapse of these institutions is something that both banks and bank policymakers can and must learn from. But in recent days, there have been some in Washington who have seized this opportunity to advance misguided policy proposals—many of which have nothing to do with the failures of these banks. These include proposals that would make it significantly harder for community banks to compete, and new capital requirements for larger banks that would limit their ability to lend at a time of economic uncertainty.

The policy response to these failures should not place America's competitive, thriving banking system at risk. Rather, we must seek solutions that preserve that competitive landscape and ensure that banks of all sizes with diverse business models are allowed to compete and succeed in serving the needs of their communities.

To achieve that goal, we all must stand together as an industry, and resist efforts to divide us.

Past experience has taught us that we are stronger and most effective in our advocacy when we speak with one voice, and that there can be harmful consequences when we don't.

In the days to come, there will be many conversations about the future of banking regulation, about potential changes to the deposit insurance system and what we can do to preserve the depth and diversity of our banking system.

By speaking with a united voice on these and other issues, we can move our industry forward and work with policymakers to understand what happened at SVB, Signature and First Republic, but, even more importantly, we can reinforce the overwhelming strength and resilience of the U.S. banking sector and lift up the work our nation's banks do every day to make our communities better. 

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Todd Holzwarth

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Section 1071 Final Rule – What You Need to Know

Victoria E. Stephen, JD, CRCM Senior Vice President and Deputy General Counsel



Victoria serves as Senior Vice President and Deputy General Counsel for Compliance Alliance. Since joining C/A in 2015, Victoria's played a role in various facets of the organization, including leading our team of hotline attorneys and compliance officers, developing new products for members, and trainings, both internal and external. She was the first editor of ACCESS magazine and took a leading role in the website development team.

Whether you were counting down the minutes until its release or hoping it would be put off as long as possible, it's finally here – the Section 1071 Final Rule. The Final Rule caps a more than 10-year wait from the enactment of the original statute which prescribed these requirements in the 2010 Dodd-Frank Act, and it was released a mere day before the CFPB's publication deadline.

Surprisingly, perhaps, there were several changes from the Proposed Rule to the Final Rule that should provide some much-needed relief to community banks. However, the majority of the rules were finalized as proposed, so for those institutions who fall within the rules' scope, it will still be quite the mountain to climb until compliance day.

What Changed from Proposed to Final?

Many were happy to see that the final rule contained some key changes from the proposal issued in September 2021. According to the CFPB, the changes reflect the consideration of more than 2,100 public comments on the Proposed Rule, as well as extensive public input predating the proposal.

Threshold Increase

Undoubtedly, the biggest and most welcome change from the proposal is the threshold increase. Whereas the Proposed Rule called for institutions to be covered when making as few as 25 covered loans per year, the Final Rule increases this all the way to 100 per year. To be clear, this still covers a large majority of bank small business lending, and those under the threshold should note that the CFPB made clear that "Lenders originating less than 100 loans per year will still be required to adhere to fair lending laws." Of course, we always knew that banks are subject to fair lending laws regardless of the number of loans originated, but the question will be how the CFPB and/or other regulators may interpret this assertion in this new Section 1071 world.

Phased Implementation

Probably the second most welcome change is the phased implementation, which means that even for those institutions that are covered, some do not have to collect and report until 2026 and 2027, respectively. Specifically, the Final Rule includes compliance date "tiers" for when a covered financial institution must begin collecting and reporting data:

Tier	Annual originations in 2022 & 2023	Data collection start date	Data reporting start date
Tier 1	2,500 or more covered credit transactions	1-Oct-24	1-Jun-25
Tier 2	500 – 2,499 covered credit transactions	1-Apr-25	1-Jun-26
Tier 3	100 - 499 covered credit transactions	1-Jan-26	1-Jun-27

Note that even if your institution originated fewer than 100 covered originations in 2022 or 2023, if you originate at least 100 covered originations in 2024 and 2025, you still must collect and otherwise comply with the rule starting on January 1, 2026.

Additionally, the bank must have a method to determine how many covered credit transactions it originated in order to determine its appropriate compliance tier. If the bank happens to not have readily available information needed to make this determination, the Final Rule says that it can use "any reasonable method to estimate its covered originations" for 2022 and 2023, and provides several examples of this.

Visual Observation Requirement

A third important change from the Proposed Rule is that the bank will no longer be required (or allowed) to collect a business owners' demographic information by way of visual observation or surname. This made many breathe a huge sigh of relief as the idea of trying to collect ethnicity and race through these means raised a variety of concerns during the time of the Proposed Rule. So, under the Final Rule, this information will only be able to be collected directly from the applicant(s) and not through any other means.

What data points does this cover?

It is interesting that the original 2010 Dodd-Frank statute which enacted the 1071 rule required 13 data points, which have now ballooned in the Final Rule to be reportable through 81 data fields. One notable change in the data points for the final rule is the addition of "LGBTQI+" business status. Whereas in the Proposed Rule there were two separate data points for business status – one for women-owned and one for minority-owned—the Final Rule just includes one data point for business status which encompasses all three of these:

... The Bureau notes that proposed § 1002.107(a)(19), "women-owned business status," has been combined with proposed § 1002.107(a)(18), "minority-owned business status," and the final § 1002.107(a)(18) 274 data point now addresses "minority-owned, women-owned, and LGBTQI+-owned business statuses." As a result, the data points in proposed § 1002.107(20) and (21) have been renumbered as final § 1002.107(19) and (20). ...p. 274: https://files.consumerfinance.gov/f/documents/cfpb_1071-final-rule.pdf

While we can't reasonably cover them all here, the remaining data points were similar to the Proposed Rule and may be reviewed in the CFPB's Data Points Chart linked below.

What transactions are covered?

Covered Credit Transactions

Very generally, a covered credit transaction is an

extension of business credit under Regulation B, but with certain exclusions, some specifically for purposes of Section 1071, such as:

- Trade credit;
- HMDA-reportable transactions;
- Insurance premium financing;
- Public utilities credit;
- Securities credit;
- Certain incidental credit;
- Factoring;
- Leases;
- Consumer-designated credit used for business or agricultural purposes;
- Purchases of a credit transaction;
- Purchases of an interest in a pool of credit transactions; and
- Purchases of a partial interest in a credit transaction (such as a loan participation agreement).

Despite the length of this list of exclusions, the definition is still extremely broad and covers a wide variety of transactions, including closed-end loans, open-end lines of credit, credit cards, merchant cash advances, and various credit products used for agricultural purposes.

Covered Originations

A very important thing to note in this area is that “covered originations” for purposes of determining institutional coverage and compliance dates is narrower than the above. A common question we have been getting on the Hotline is whether extensions and renewals should be counted. For this purpose, extensions, renewals, and certain other loan amendments are not considered covered originations even if they increase the credit line or credit amount of the existing transaction.

What else should I be thinking about?

Firewall

A very unique aspect of this rule is the so-called “firewall” provision, which bears mentioning here. In general, employees and officers should be prohibited from accessing the following responses if that employee or officer is involved in making any determination about the application:

- The applicant’s minority-owned, women-owned, and LGBTQI+-owned business statuses; and
- Its principal owners’ ethnicity, race, and sex.

There are limited exceptions to this firewall requirement, including a notice allowance, and the Final Rule also prohibits the bank from disclosing this demographic information to other parties, again, with limited exceptions.

Safe Harbors

Interestingly, the Final Rule has a safe harbor for certain incorrect census tracts, NAICS codes, and application dates. It also has a safe harbor regarding incorrect determinations of small business status, covered credit transactions, and covered applications.

For example, if the bank initially determines that an applicant is a small business, but then later concludes the applicant is not a small business, the bank would not be in violation if, at the time the bank collected the demographic data, it had a “reasonable basis for believing that the application was from a small business.”

Action Plan

Now that the Final Rule has arrived, there are a variety of questions and action steps our members should be

considering, such as:

- Is my bank covered under the new Final Rule? If so, what is the bank’s mandatory compliance date?
- How will this affect the bank’s Compliance Management System (CMS)? What policies, procedures, and other governance documents or materials may need to be amended?
- Is everyone well informed of the changes and their effects, including the Board, senior management, business lines, and other stakeholders?
- What type of training is planned and for whom?
- What do the bank’s business lending processes look like currently and what change management will be required to implement these changes correctly and in a timely manner?
- Has the bank established relationships with any vendors? Do the modules or other software offered need to be tailored to meet the bank’s needs?
- What will the institution be employing for data integrity purposes?
- What does a tailored project implementation plan look like for my institution?

Other Resources

In addition to the Final Rule itself, the CFPB published a bevy of other accompanying materials.

One is a Fact Sheet, which outlines the history of the Section 1071 rulemaking and the various policy objectives driving it.

Another is a Policy Statement which indicates “...that the CFPB intends to focus its supervisory and enforcement activities...on ensuring that covered lenders do not discourage small business loan applicants from providing responsive data, including...ECOA-mandated demographic data requests...”

The CFPB also published a Filing Instructions Guide which provides an overview of the filing process, instructions for what to enter in each data field, validation requirements that must be met before the register can be filed, and additional resources to assist with inquiries.

A Data Points Chart provides a visual guide to the various data point fields and their respective regulatory references, along with a brief description and filing instructions for each.

An Executive Summary lays out an overview of the main facets of the Final Rule. Compliance Alliance will be publishing its own summary of the Final Rule very soon.

Finally, a Key Dates chart provides a visual representation of the three compliance tiers and their respective mandatory compliance collection and reporting dates.

Note that there are some additional tools on the CFPB’s resources page, and more may be added in the future.

We’re here to help!

It goes without saying that this is just an extremely brief overview of all the Final Rule entails. As you approach your compliance date, or just work to determine whether your institution may be covered at all, we’re here to help! Feel free to reach out to our compliance Hotline by chat, email, or phone and one of our advisors will be happy to walk through your questions with you. 🌈



VGM Forbin Doubles Down on Financial Institution Marketing by Adding forbinfi - a New Focused Brand to its Menu of Services

VGM Forbin is thrilled to announce a new, dedicated brand and team – forbinfi - here to serve financial institution (FI) clients at an ever higher, more strategic level.

VGM Forbin has been a recognized player in the financial website space for many years, providing development, hosting, digital marketing, and managed IT services to over 150 FIs nationwide. And with that deeply unique understanding of the industry, it was a natural transition to offer an even more holistic menu of marketing and communication services.

“We’re so happy to be in this position – the financial industry is one that we’re passionate about, and with the existing tools and success we’ve had within VGM Forbin, combining additional resources inside VGM with key team members who have expertise in this space, creating forbinfi just made sense. I want to be very clear though, VGM Forbin will still exist and is as strong as ever for all our non-financial clients – they are the pillar of our success, so both brands will continue to be experts when it comes to strategy, design, content, SEO/SEM, website development and SECURITY, none of that will be sacrificed – only enhanced,” stated Lindy Tentinger, President of VGM Forbin.

forbinfi has made the commitment to learn all there is to know about FIs...meaning, they speak the language – acronyms and all. With parent company VGM’s full roster of marketing resources (and the best people in the business!) forbinfi now offers a full-suite of services in marketing, digital, and IT, including strategic marketing planning, campaign and product development, new market entry strategies, creative, content, branding, website, digital, and email advertising, merger and acquisition communications, managed IT, cybersecurity, and much more - all with compliance and ROI in mind.

With a specific root in website development and digital strategy, forbinfi can help FIs design secure sites that are a true reflection of their organization, culture, and everything in between. “We still depend on websites to be the ‘hub’ of the marketing wheel, one that sets the tone for the brand, and helps to deliver on a superior user experience – and really function as a 24/7 branch,” states Business Development Manager, Bailey Ronnebaum.

Because forbinfi strives to be the one-stop-shop marketing and communication resource for the financial industry, they also have a sophisticated print and mail house under their umbrella, so FI clients can enjoy the latest and greatest in direct mail trends, custom giveaways and more - with expert management and

competitive pricing.

“I’m excited about all the challenges we can solve for our FI customers. I’ve been in financial marketing since 2007, and can’t wait to bring our knowledge, strategies, trends, and tools to the table beyond web. This industry can be complex, so our goal is to provide anyone who partners with us less learning curve and more ROI,” said Tentinger.

forbinfi strives to be the go-to agency for full-service financial marketing solutions. With decades of industry experience, we can help you plan, create, measure and report on ROI-focused strategies that will differentiate you in the market. From strategic marketing planning to website development, digital marketing, creative, content, training, PR, or merger and acquisition communication our team is here to help you innovate, implement, and EXCEED your goals! 🌟

DAVENPORT EVANS LAWYERS

Davenport Evans Announces Eight 2023 Scholarship Recipients

Davenport Evans has announced its 2023 scholarship recipients. For over 35 years, the firm has awarded eight annual scholarships totaling \$20,000 to be used at institutions of higher learning in the state of South Dakota. Scholarships are awarded through the Sioux Falls Area Community Foundation.

“The firm recognizes that our best and brightest high school seniors are the future of South Dakota and key to growing our economy,” explained Davenport Evans lawyer Vince Roche. “That’s a primary reason why we are committed to encouraging those students to attend one of our fine in-state institutions of higher learning, with the hope that some of them will ultimately put down roots in a local community.” Davenport Evans lawyer Mitch Peterson was, himself, a past Davenport Evans scholar!

Congratulations to each of the following Davenport Evans Scholars:

- Grace Barnett, O’Gorman High School, planning to attend South Dakota State University
- Kennadi Engel, Roosevelt High School, planning to attend Augustana University
- Amber House, Brandon Valley High School, planning to attend Augustana University
- Elizabeth Johnson, West Central High School, planning to attend the University of South Dakota
- Chase Jones, Dell Rapids High School, planning to attend South Dakota State University
- Payton Pickering, O’Gorman High School, planning to attend University of South Dakota
- Sanjeev Shyam, Roosevelt High School, planning to attend Augustana University
- Allie Weber, Roosevelt High School, planning to attend South Dakota State University 🌟



Pioneer Bank & Trust President/ CEO Named to the National Community Depository Institutions Advisory Council



Dylan Clarkson

Dylan S. Clarkson, President and CEO of Pioneer Bank & Trust, has been named to the national Community Depository Institutions Advisory Council, which meets directly with the Board of Governors of the Federal Reserve, including its Chair, Jerome Powell.

Mr. Clarkson, who was appointed to the Federal Reserve Bank of Minneapolis Community Depository

Institutions Advisory Council in 2021 and now serves as its Chair, will represent that district at the Federal Reserve. In this capacity, Clarkson will provide important insights on issues and conditions that affect community depository institutions with assets of less than \$10 billion.

"I am honored to serve at the national level, in a similar role to the work we do in the 9th District," commented, Clarkson. "Community banks are the financial life-blood of this country. It is a privilege to have a seat at the table, representing our region and meeting directly with the Fed."

The Community Depository Institutions Advisory Council (CDIAC) was established in 2010 by the Board of Governors to provide input to the Board on the economy, lending conditions, and other issues. The seven Board Members of The Federal Reserve comprise the Federal Open Market Committee (FOMC) along with the President of the Federal Reserve Bank of New York and four of the nine Federal Reserve Bank district Presidents.

Pioneer Bank & Trust was founded by brothers F.M. and H.W. Clarkson in Buffalo, South Dakota in 1913. Today, it serves five communities at eight locations in Western South Dakota including Belle Fourche, Buffalo, Spearfish, Sturgis and Rapid City. Dylan S. Clarkson, its fourth-generation President/CEO, is also Vice Chair of the South Dakota Bankers Association, The Chair of the Board of Directors of OneHeart Rapid City, and the Conference of State Bank Supervisors - Banker Advisory Board member. 📊

HAVE AN ANNOUNCEMENT?

Share information from your bank or business about promotions, achievements and other news! Submit your Bank Notes stories and photos to events@sdba.com.



BankWest Opens Spearfish Branch

A South Dakota bank, whose history pre-dates the granting of statehood, is taking a unique approach to opening its newest branch in Spearfish.

BankWest President, Chairman and CEO Charles H. Burke III said, "Our management team has worked through a variety of experiences as we've opened 19 full-service banks throughout the state. In Spearfish, we initially entered the market in 2014 with the opening of our insurance agency, then expanded to include mortgage services in 2017, and added lending services in 2021."

Burke said in order to offer a full-service location in Spearfish, the bank needed to secure a location that would provide convenient access for customers while also meeting the lobby, office, and operational needs of the bank. He said they were fortunate to find an excellent location in the former Black Hills Urgent Care building at 120 E. Michigan Street. Following an extensive remodel, the main floor of the building will become BankWest's permanent home, while the medical practices on the second floor will remain in place.

"While our new building will be ideal for both customers and employees in the long run, the need to remodel created a short-term challenge to our plans for opening the bank this spring," Burke said. "Our solution to this challenge was to open the temporary branch currently located in our parking lot on the east side of our Michigan Street location." The temporary building is a 14' X 40' mobile unit that includes a teller line, offices for lenders, and the operational equipment required to provide bank services.

BankWest's Northern Hills Manager Casey Derflinger currently oversees banking operations at the Spearfish location. He said, "We couldn't wait to get our doors open in Spearfish, and the temporary facility allowed us to do that as soon as possible. BankWest's brand of community banking is a perfect fit to support the diverse needs of Spearfish area residents, businesses, and ag operators. We've assembled an experienced team of financial professionals who share the philosophy that there's no financial goal too large or too small for them to assist their customers with."

In addition to Derflinger, BankWest employees include Business Development Officer Daryl Knott, Universal Banker Linsey Eckhart, and Universal Banker Noah Loerzel. BankWest's Spearfish branch is now open from 8 a.m. to 5 p.m., Monday through Friday, at 120 E. Michigan Street.

BankWest is a full-service, independent community bank with 19 branches in 16 South Dakota communities including: Armour, Colman, Delmont, Geddes, Gregory, Kadoka, Kennebec, Madison, Mitchell, Onida, Pierre, Rapid City, Selby, Spearfish, Tripp, and Winner. It also has stand-alone insurance offices in Murdo, Philip, Presho, Rapid City, Salem, and Spearfish. 📊

classifieds....

BSA Investigator, First Bank & Trust, Remote or Sioux Falls, S.D.

First Bank & Trust is looking for an individual to fill a BSA Investigator position. This person is responsible for receiving and properly documenting and investigating potential suspicious or fraudulent activity as referred by partners. This person should have a bachelor's degree, plus four years of previous related work experience or the equivalent. This person should have knowledge of all applicable federal and state laws, regulations, and regulatory guidance documents as they pertain to BSA. This person should have strong written and verbal communication skills, strong analytical and problem-solving skills. This person will need to work independently or as a team member. For more information about this position and to apply online, please visit our website at www.bankeasy.com/careers. ■

Compliance and BSA Officer, Premier Bank, Rock Valley, I.A.

Premier Bank is looking for a Compliance and BSA Officer for our five locations in Iowa and South Dakota. This position, based out of Rock Valley, IA, is responsible for overseeing the compliance of laws and regulations as they apply to the financial institution. This includes identifying compliance responsibilities, organizing and directing the compliance function, preparing detailed reports for management, Board of Directors and Compliance Committee, and relaying relevant compliance related information to the attention of executive management so that changes in policy and procedures can be made. Required skills include in-depth knowledge of deposit and lending compliance and operations; attention to detail; ability and desire to coach and develop employees to meet compliance requirements; strategic leadership and change management skills; critical thinking; excellent verbal and written communication skills; problem solving; teamwork and time management. An Associates or Bachelor's Degree in related field plus three to five years of community banking experience is recommended. Continuing education to maintain job knowledge is required. To apply, send a resume to Jessy Paulson at jessy.paulson@epremierbank.com. ■

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BTHQ's newest partner Whistle works to help employers in the industry increase employee engagement, reduce turnover, and improve overall retention. This platform is offered as a discounted solution to complement BTHQ's recruitment offerings.



Events/Webinars/Schools

SDBA EVENTS

2023 SDBA/ NDBA Annual Convention
June 4-6, 2023 | Sioux Falls

SDBA Agriculture Credit Conference
July 19-20, 2023 | Pierre

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.

Loan Modifications: What Are the Compliance Issues?
May 22, 2023

How to Manage your ACH Origination Risk
May 23, 2023

High Risk Customers--Cannabis, Virtual Currency, Charities and Private ATMs
May 23, 2023

Fair Lending Review
May 24, 2023

Excel Explained: Pivot Tables 101
May 24, 2023

Compliance Responsibilities when a Mortgage is in Default: Dealing with Foreclosures and Loss Mitigation
May 25, 2023

Bank Facilitation Mastery: Expert Strategies for Professional Success
May 25, 2023

E-Sign for Lenders - Challenges & Solutions
May 30, 2023

Controlling a Borrower's Business Without Taking Control Through the Loan Agreement
May 31, 2023

The Business Case for DEI in Banking
May 31, 2023

The Role of the Information Security Officer
June 1, 2023

Best-Ever Compliance Checklists for Commercial Loans
June 1, 2023

The Flood Disaster Protection Act - Understanding the Basics
June 5, 2023

Understanding the Role of the Notary Public
June 6, 2023

6 Cs to a Lender's Decision-Making Process
June 6, 2023

1071 Small Business Data Collection and Submission: Deep Dive and Operational Impacts
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Bi-Monthly Compliance Briefing - June
June 7, 2023

Excel Explained: Financial Reporting Tips and Tricks
June 7, 2023

The Role of Board Secretary
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Creating Exceptional Customer Experiences
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Workplace Violence - 2 Part Series
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CRE Appraisals: Regulations and the Review Process
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Alert! FinCEN Issues Initial Beneficial Ownership Information Reporting Guidance
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The Top 10 IT Audit Recommendations from 2022
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Opening Deposit Accounts Online
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Treasury Management: A Powerful Tool to Increase Deposits and Fee Income
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Commercial Lending Program
June 16, 2023

SCHOOLS

Dakota School of Banking
June 11-16, 2023 | Jamestown, N.D.

National School for Experienced Ag Bankers
June 26-29, 2023 | Spearfish

GSBC Community Bankers Summit
July 24-26 2023 | Boulder, Colo.

Graduate School of Banking Colorado
July 16-28, 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.

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.



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