

South Dakota Bankers Association

Associate Members



Connecting
Businesses in the Banking Industry

2011 Special Section



SDBA Associate Members



We would like to recognize a vital segment of the South Dakota Bankers Association – our associate members. Associate members are board-approved organizations that provide significant and ongoing services to the South Dakota banking industry. The SDBA appreciates the assistance and support it receives from its associate members. We encourage member banks to utilize the products and services offered by these companies who support the SDBA through associate membership, sponsorships and participation in various SDBA events.

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◆ Accounting & Auditing

Custom Consulting

1001 W Golden Eagle Street, Sioux Falls, SD 57108-4839

- Gale Javers Wray (customg@sio.midco.net) ☎ 605/334-2324
- Tiffany Mellick (customtm@sio.midco.net) ☎ 605/940-4241

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Eide Bailly LLP

200 E 10th St, Suite 500, Sioux Falls, SD 57104

www.eidebailly.com

- Greg Honl (ghonl@eidebailly.com) ☎ 888/777-2015
- Doug Peterson (dmpeterson@eidebailly.com) ☎ 605/367-6723
- 24 Second Ave SW, Aberdeen, SD 57402 ☎ 888/777-2015
- Ken Wolff (kwolff@eidebailly.com) ☎ 605/622-4216
- Mark Engelhart (mengelhart@eidebailly.com) ☎ 605/622-4214

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www.larsonallen.com

220 S 6th St, Suite 300, Minneapolis, MN 55402

Neil Falken, Principal, CPA
nfalken@larsonallen.com

☎ 612/376-4532

The LarsonAllen Financial Institutions Group is a leader in providing accounting, tax, audit, compliance and other consulting services to financial institutions. Our experience is unparalleled in the financial institutions industry. We will help you meet the challenges of changing environment.

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www.mcgladrey.com

110 S Phillips Ave, Suite 300, Sioux Falls, SD 57104

Jon Schulte, Partner
jon.schulte@mcgladrey.com

☎ 605/336-0753

Pierre McGladrey Network Office

711 Wells Ave, PO Box 130

Pierre, SD 57501-0130

Bill Hoffert

bill.hoffert@pch-llp.com

☎ 605/224-8826

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◆ Bank Equipment & Systems

3D Security, Inc.

www.3dsec.com

47185 Wild Clover Circle, Suite 200

Sioux Falls, SD 57107-6473

Jerry Scholl, Vice President

jerry@3dsec.com

☎ 888/923-5333

3D Security is a full-line bank equipment supplier. We handle vaults, safes, drive-up equipment, bullet resistant windows, deal drawers, cash and teller lockers, under-counter steel cabinets, fire file cabinets, safe

deposit boxes, night depositories, alarm, CCTV and access control. We combine common sense, experience, and a company that takes time to know your business and listen to your needs. Please give 3D Security an opportunity on your next project or need to upgrade or replace.

Advantage Network, The

www.advantage-network.com

100 S Phillips Ave, Sioux Falls, SD 57104-6745

Joey Rotert, Business Development Officer
jwrotert@fnbsf.com

☎ 605/335-5117

The Advantage Network is a regional provider of EFT services. Our products and services include debit and stored-value programs, ATM driving and monitoring, and in-house card production. Through superior member support and individualized strategies, The Advantage Network provides real business solutions that deliver measurable results.

BankOnHold

www.bankonhold.com

3508 French Park Drive, Suite 1

Edmond, OK 73034-7263

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Brian Robinson, VP Sales/Marketing

brobinson@onholdworx.com

☎ 800/460-4653

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Dakota Security Systems, Inc.

www.dakotasecurity.com

2201 E 54th Street N,

Sioux Falls, SD 57104-5543

★Endorsed Vendor

Carl Anderson or Chuck Risty,

Regional Account Managers

sales@dakotasecurity.com

☎ 605/271-7000

Sales, service and installation of security equipment such as vault doors, modular vault rooms, money chests, night depositories, teller lockers, safe deposit boxes, under-counter equipment, drive-up equipment, alarms, CCTV cameras, digital video recorders and fire resistive files. All brands of equipment serviced. Service contracts and locksmith services available. Member of FSPA, AIOA, ASIS.

Diebold, Inc.

www.diebold.com

7219 W Chesapeake Lane, Sioux Falls, SD 57106

Tim Riedemann, Account Representative

tim.riedemann@diebold.com

☎ 605/254-2723

Diebold provides financial institutions with a full line of banking equipment including modular vaults, safes, safe deposit boxes, under-counter equipment, drive-up equipment, remote teller systems, after-hour depositories, electronic security systems, digital video recorders, ATMs, and teller cash dispensers/recyclers. Diebold also offers more than just equipment sales.

► Service: Diebold's South Dakota service team provides service coverage to the entire state and receives ongoing training enabling them to service all types of banking equipment.

► ATM Program Management: Diebold manages ATM programs ranging in size from one ATM to 100 ATMs. Let Diebold manage your self-service channel so that you can focus on your core business. We'll increase your equipment uptime, lower your total cost of ownership, and simplify your operation by providing one contact point and one invoice.

► Event Monitoring: The Diebold Event Monitoring Centers are wholly owned by Diebold, not passed on to an outsourced third party. Diebold's alarm and logical network security monitoring stations provide 24x7 event monitoring for banks of all sizes. 96 percent of Diebold's alarm monitoring center clients are financial institutions.

► Network and Logical Security: network security hardware, software, penetration testing, log monitoring, compliance consulting, etc.

► Check 21 Solutions: Diebold offers a complete line of imaging solutions including local and remote capture, document imaging, item processing, and much more.

Money Handling Machines, Inc Louis Ferrin, EVP Sales/ Marketing
www.moneyhandlingmachines.com louisf@moneyhandlingmachines.com
8727 Irvington Rd, Omaha, NE 68122-2406 ☎ 402/571-5577

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◆ Benefits & Retirement

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www.deltadentalsd.com
PO Box 1157
Pierre, SD 57501-1157

★ Endorsed Vendor
Scott Jones, President
scott.jones@deltadentalsd.com
☎ 605/224-7345

Delta Dental provides group dental benefit programs, including the South Dakota Bankers Insurance & Services dental plan.

Entrust Midwest LLC

Todd Grill, Certified IRA Specialist CISP, Pr.
www.theentrustgroup.com tgrill@theentrustgroup.com
12800 Industrial Park Blvd, Suite 220, www.entrust.com
Plymouth, MN 55441-3929 ☎ 763/559-5363

Entrust Midwest LLC is a licensed affiliate of the national company, The Entrust Group, providing third-party administration and recordkeeping for self-directed retirement plans.

Fringe Benefits Design

www.fbdmn.com
7760 France Ave, Suite 810
Bloomington, MN 55435-5916

★ Endorsed Vendor
Kevin Miller, President
kevin.miller@fbdmn.com
☎ 800/880-7626

Fringe Benefits Design provides full service employee benefits including: recordkeeping, investment and compliance services for qualified and non-qualified retirement plans and cafeteria plans, group insurance; other financial planning services.

NFP Renaissance Bank Advisors

www.rba-nfp.com

2801 W Brandy Wine Circle,
Sioux Falls, SD 57108-1519

★ Endorsed Vendor
Eric Wallace or Glenn Rasmussen
eric@rbabenefits.com or glenn@rbabenefits.com

☎ 605/310-5785
☎ 605/321-6232

Renaissance Bank Advisors (RBA), a wholly owned subsidiary of National Financial Partners (NFP), is a full service provider of executive benefit and bank-owned life insurance (BOLI) programs. We bring community bankers a package of integrated advisory services that were developed out of the recognition that bankers deserve more than retail products and mass marketing. We believe that our clients are best served by a team of qualified advisors bringing education, not by individual brokers representing products. Our collective experience as one of the leading BOLI providers throughout the early decades of BOLI qualifies us to recognize the needs of today's mature marketplace. Our objective is simple but sincere, to provide the long-term commitment necessary to properly service each of our client's BOLI programs. At RBA, we provide a new approach to benefit plan and BOLI management, emphasizing not just advisory services but also dedicated administration. Our proprietary online administration system offers banks an unmatched technological platform for delivery of timely and accurate plan information. Our clients enjoy 24/7 access and automated report generation for their asset accounting, benefit reporting, compliance updates, carrier information, and vendor due diligence. We encourage you to participate in one of our weekly webinars, or contact us to request your own personalized demonstration.

◆ Consultants

Ascensus

www.ascensus.com
PO Box 979
Brainerd, MN 56401-0979

★ Endorsed Vendor
Jane Weizenegger, Assn. Relationship Mgr.
jane.weizenegger@ascensus.com
☎ 800/346-3860

Ascensus has been a respected leader in the IRA, qualified retirement plan and health savings account industries and understands the complexities and needs of the retirement marketplace. Ascensus is your single source for industry leading documents, publications, consulting services, education and comprehensive consumer-friendly Internet

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Copper River Group, The

www.copperwombat.com
4840 Amber Valley Parkway, Suite A
Fargo, ND 58104-8400

Dan Fisher, President/CEO
dan@copperwombat.com
☎ 701-293-6222

Headquartered in Fargo, The Copper River Group is a consulting firm that focuses on community banks. Our specialty is providing consultative support in strategic technology planning, information technology and payments systems. With more than 30 years of banking and technology experience, The Copper River Group has the experience to assist your organization in making the right technology decision, selecting the right vendor and negotiating contract terms that will help you remain competitive in the marketplace.

DairyNet Inc.

www.dairynetinc.com
151 Airport Ave,
Brookings, SD 57006-1852

★ Endorsed Vendor
Daniel Little, CEO
dllittle@dairynetinc.com
☎ 605/697-3000

With more than 40 years of combined experience, the DairyNet team of consultants is dedicated to meet the financial goals of today's growing agricultural industry. DairyNet Inc. is the only regional financial and management consulting firm with a licensed veterinarian on staff. We specialize in analytical approaches to understand changes in profitability and efficiency. Our Web-based profitability tools facilitate the collection of health, production and financial data to generate real-time information for profitable management decision making. We provide: on farm evaluations, SWOT analyses, feasibility studies, business plans, expert witness services, generational transfer planning, restructure/liquidation support services, gross margin marketing assessments and production-based cash flow projections (integrated with WebEquity). DairyNet Inc. is truly your "Partner in Production Efficiency."

Kirk Gross Company

www.kirkgross.com
PO Box 2097, Waterloo, IA 50704-2097

Chuck Yagla, Director of Marketing & PR
chuckyagla@kirkgross.com
☎ 319/234-6641

Kirk Gross Company is a turnkey design-build organization specializing in the designing, building, remodeling, furnishing and providing signage for financial institutions throughout the Midwest.

Maize & Blue Consulting, LLC

www.maizeblueconsulting.com
7612 W Emily St, Sioux Falls, SD 57106-4709

Darrin Suess, Owner
darrin.suess@maizeblueconsulting.com
☎ 605/261-1615

Maize & Blue Consulting, LLC offers services to assist in developing, maintaining and auditing an effective information security program, including: information security audits, IT risk assessments, information security program guidance, information security training, vendor due diligence, vendor monitoring, IT project support, PCI readiness assessments and ISO 27001 audits.

Secure Banking Solutions LLC

www.protectmybank.com
700 S Washington Ave, Suite 200
Madison, SD 57042

★ Endorsed Vendor
Rick Olivier, VP Sales
rick@protectmybank.com
☎ 605/270-3321

SBS is a leading information security consulting and auditing firm; SBS has also produced an industry-leading automated product for information security – TRAC™. The SBS service offerings include: IT auditing, penetration testing, vulnerability assessments, social engineering tests, security awareness training, IT policy and procedure development, business continuity planning and testing, incident response planning and testing, and other consulting services. The TRAC™ security suite offers banks automated solutions for information risk assessments, information security programs, and third party (vendor) management.

Superior Consulting, LLC

www.superiorconsultingllc.com
8615 W Grinn Place, Sioux Falls, SD 57106-4787

Terisa Heiman, Sr. Consultant, CRCM
theiman@superiorconsultingllc.com
☎ 417/887-2124

Superior Consulting LLC offers a full range of review and consulting services in information technology, consumer compliance and BSA, loan administration and loan review, as well as offering comprehensive on-site regulatory training. We offer superior services, customized to the needs

of community banks at competitive rates, currently serving more than 100 clients.

Vantage Point Solutions Kelly Pfeifer, Banking Services Manager
www.vps-network.com *kelly.pfeifer@vantagepnt.com*
2211 N Minnesota St, Mitchell, SD 57301-5521 ☎ 605/995-1777

Vantage Point Solutions provides technology-based engineering and consulting services for enterprise and the banking industry. VPS specializes in information technology design and security, monitoring, troubleshooting and support.

Wild & Associates Kent Wild, President
www.wildarch.com *kentwild@wildarch.com*
500 2nd Ave N, Suite 514, Fargo, ND 58102-4850 ☎ 701/293-8106

Wild & Associates provides architecture, interior design and construction services specializing in bank construction and renovation.

◆ Correspondent Banking

Fifth Third Bank Lynn Hebel, Vice President
www.53.com *lynn.hebel@53.com*
4701 Sunne Point, Eagan, MN 55122-2620 ☎ 651/454-5353

Fifth Third Bank's Correspondent Banking Group has more than 100 years of experience in providing correspondent banking services. Our focus is on delivering a comprehensive suite of core banking services to the financial institution market. Primary services include, but are not limited to: cash letter, EFT processing, treasury management, lending, investment management, securities and international services.

State Bank & Trust Gene Uher
www.statebanks.com *guher@statebanks.com*
PO Box 89607, Sioux Falls, SD 57109 ☎ 605/201-1864

Correspondent banking/participation loans.

United Bankers' Bank James Lee, VP Corresp. Banking Officer
www.ubb.com or Todd Holzwarth, VP Lending
james.lee@ubb.com or *todd.holzwarth@ubb.com*
5024 S Bur Oak Place, ☎ 605/254-3716
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www.wellsfargo.com/correspondentbanking
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www.zionscbg.com *mike.jensen@zionsbank.com*
One S Main St, Salt Lake City, UT 84133 ☎ 801/844-7846

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◆ Education

Lake Area Technical Institute Kelly McDaniel
www.lakeareatech.edu *mcdaniek@lakeareatech.edu*
230 11th Street NE, Watertown, SD 57201-2869 ☎ 605/882-5284

The Banking/Finance program at Lake Area Tech trains students for the banking industry. The students graduate with an associate degree in ag banking, consumer banking or accounting.

Northern State University Willard Broucek, Ph.D., Dean
www.northern.edu *broucekw@northern.edu*
1200 S Jay, Aberdeen, SD 57401-7155 ☎ 605/626-2400

With the support of the Governor of South Dakota, the financial services industry throughout the state and financial support from the Great Plains Foundation, Northern State University developed a Major in Banking and Financial Services. The goal of this program, which is being delivered on the Aberdeen Campus and University Center in Sioux Falls, is to prepare students to become leaders in the growing and rapidly changing financial services industry. Program focus has been to weave teaching done in traditional business classes such as finance, accounting and marketing, with courses focused in financial services such as regulation and compliance, commercial and consumer lending, and asset and liability management. Combining traditional academic rigor with periodic classroom visits from practicing professionals, students can expect a well-rounded education that will help fast forward their careers.

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PO Box 1081 *mzolnowsky@sdba.com*
Pierre, SD 57501 ☎ 605/280-0912

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Bank Financial Services Group Mark Blake, Regional Manager
www.bfsgroup.com *mblake@bfsgroup.com*
8000 W 78th St, Suite 100, Edina MN 55439-2535 ☎ 800/931-7782

Bank Financial Services Group works with banks to design, implement, administer and finance meaningful executive benefit plans through the use of bank owned life insurance (BOLI).

Central States Health & Life Co. of Omaha ★Endorsed Vendor
www.cso.com Brian Stamp, Regional Manager
2909 N Oak Road *bstamp@cso.com*
Brandon, SD 57005-1098 ☎ 605/366-7100

Central States Health and Life Company of Omaha (CSO) is a mutual company that has been providing solid insurance protection to policy owners for 75 years. A pioneer in credit life and disability insurance, CSO currently does business with nearly 1,800 institutions in the United States.

Dakota Homestead Title Insurance Co. Janel Van Ruler
www.dakotahomestead.com *jivanruler@dakotahomestead.com*
315 S Phillips Ave, Sioux Falls, SD 57104-6318 ☎ 800/425-0388

Dakota Homestead Title Insurance Company is a regional title insurance underwriting company, domiciled in South Dakota. We take pride in serving the states of South Dakota, Arizona, Arkansas, Colorado, Connecticut, Indiana, Kansas, Massachusetts, Minnesota, Missouri, Nebraska, New Mexico, North Dakota and Wyoming. For all your title insurance needs, please request Dakota Homestead.

Fischer Rounds & Associates Inc.

www.fischerrounds.com
PO Box 218, Pierre, SD 57501-0218

Karl Fischer, President
☎ 605/224-9223

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Spectrum Financial Services, Inc.

www.spectrum-fs.com
9290 W Dodge Road, Suite 203, Omaha, NE 68114

Tom McAndrews, President
mcandrewst@hotmail.com
☎ 402/933-4699

Spectrum Financial Services, Inc. is an independent, full-service insurance agency specializing in the delivery of core credit-related insurance products and services for community banks and their customers throughout the Midwest. Since 1978, Spectrum has provided fee income opportunities, including single premium credit life reinsurance programs, through Spectrum Life Insurance Company, as well as other credit-related insurance products and services designed to develop and grow bank fee income, reduce or eliminate risk from the bank's portfolio and reduce loan operation expense. Products offered include: single premium credit life, accident & health (including reinsurance opportunities through Spectrum Life Insurance Company); home equity open end; closed end MOB; mortgage life & disability; mortgage disaster; term life insurance (Internet based); group term life direct mail; lenders single interest; collateral protection; blanket mortgage fire; forced order fire; flood determination (Internet based); GAP; involuntary unemployment insurance; "thank you" AD&D insurance (\$3,000 free to customer); annuities (Internet based); employer worksite supplemental insurance; identity theft protection – blanket and upgrade options; and auto extended warranty.

Travelers

www.travelers.com
385 Washington St, MC 104F, St. Paul, MN 55102

Patty Schutz, Underwriter
pschutz@travelers.com
☎ 651/310-5403

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www.usaa.com
9800 Fredericksburg Rd
San Antonio, TX 78288-0001

Robert Huxel, Director Government Relations
robert.huxel@usaa.com
☎ 210/498-1264

USAA, a diversified financial services group of companies, is among the leading providers of financial planning, insurance, investments and banking products to members of the U.S. military.

van Wagenen Financial Services

www.vanwagenen.com
6483 City West Parkway
Eden Prairie, MN 55344-3246

Shane Bellefy,
Director of Business Development
sales@vanwagenen.com
☎ 952/833-9100

van Wagenen Financial Services, Inc., has been insuring financial institutions risk's for more than 75 years. From the nation's first blanket single interest policy to the most effective insurance tracking system in the industry, van Wagenen continues to outpace its competitors in mitigating risk for financial institutions.

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www.wellmark.com
PO Box 5023, Sioux Falls, SD 57117-5023

Elizabeth Mendelson, Director of Sales
mendelsoned@wellmark.com
☎ 605/373-7444

Group health insurance available through the South Dakota Bankers Insurance & Services. For more information on the SDBA's Group Health Plan, contact Mike Feimer or Michelle Guthmiller, SDBIS, at 800/221-7551 or 605/660-2341 (cell).

◆ Investment Services

Dougherty & Company LLC

www.doughertymarkets.com
90 S 7th St, Suite 4300,
Minneapolis, MN 55402-4108

Jeff Jacobson, Senior Vice President
jjacobson@doughertymarkets.com
☎ 612/376-4000

Dougherty & Company is a full-service investment banking firm offering a wide array of investment products and services to institutions and individuals nationwide. In conjunction with its affiliates, Dougherty Funding, Dougherty Mortgage and Dougherty Equipment Finance, Dougherty & Company is uniquely positioned to meet the debt financing needs of a wide variety of banking clients. The common thread that runs through every aspect of Dougherty & Company and sets us apart from the competition is a consistent focus on market niches in which we can distinguish ourselves.

Investment Centers of America, Inc.

www.joinica.com
PO Box 2796, Bismarck, ND 58502-2796

Barbara Becker, Regional VP
barb.becker@investmentcenters.com
☎ 701/471-4176

ICA is one of the oldest third party providers in the country offering full brokerage services through community banks. ICA has been working with community banks since 1985 and currently has more than 200 relationships in a 24-state area. Under this program, the main objectives are to retain relationships with existing customers; attract new customers to the bank; provide new non-deposit fee income to the bank; position the bank to offer what customers are looking for now and in the future. Call toll-free 800/711-7389.

Morgan Stanley Smith Barney

Michael Bertram, Financial Advisor
300 Cherapa Place, Suite 503, Sioux Falls, SD 57103

michael.bertram@morganstanleymithbarney.com
☎ 800/869-6565

Mike Bertram, financial advisor at Morgan Stanley Smith Barney, works with institutions across the upper Midwest to help select suitable securities and position their portfolios within their investment policy, to help reach their specific goals. I work to develop a thorough understanding of each institution's unique situation and then work closely with our Capital Markets Group in New York to bring the knowledge and experience of one of the leading global wealth management firms to support the objectives of our clients. Along with our underwriters in various capital markets, research analysts, economists and strategists, we are able to offer our clients a large selection of securities that can meet their specific criteria. Morgan Stanley Smith Barney LLC. Member SIPC.

◆ Law Firms

Boyce, Greenfield, Pashby & Welk LLP

www.bgpw.com
101 N Phillips Ave, Suite 600, Sioux Falls, SD 57104

Sherri Rotert
sroter@bgpw.com
☎ 605/336-2424

Founded in 1878, Boyce, Greenfield, Pashby & Welk, LLP is the oldest, continuously practicing law firm in Sioux Falls, S.D. We represent both regional and locally-owned banks in various transactions, such as commercial loans, foreclosures and workouts, as well as in matters related to operating any financial institution, such as regulatory and compliance issues, strategic planning and acquisitions and mergers. As nationally-recognized bond counsel, we represent counties, school boards and other governmental entities issuing or refinancing tax exempt bonds and capital outlay certificates, as well as financial institutions participating in such financings. We also have worked extensively with financial institutions in the course of representing our various corporate clients and real estate developers, and we frequently work with trust departments in the course of our trust and estate planning practice. In addition to our transactional expertise, our firm's litigation attorneys have extensive experience practicing before state and federal courts, as well as regulatory agencies and alternative dispute resolution forums. The breadth of our experience enables us to provide our clients with high-quality, cost effective legal advice tailored to their particular needs.

Davenport, Evans, Hurwitz & Smith, LLP Charles D. Gullickson
www.dehs.com *cgullickson@dehs.com*
206 W 14th St, Sioux Falls, SD 57104-6858 ☎ 605/336-2880

Davenport, Evans, Hurwitz & Smith, LLP is a full service firm with a team of banking and lending lawyers dedicated to service of South Dakota's financial institutions. We provide legal assistance with bank formation, mergers and acquisitions, lending transactions, regulatory and compliance issues, electronic commerce, privacy laws, and workouts and bankruptcy. The firm's lawyers have extensive experience before the South Dakota Banking Commission and all federal banking regulatory agencies on matters ranging from applications of all types to cease and desist enforcement actions. We also have expertise in federal and state tax matters affecting banks, including tax planning, compliance and audit assistance. Due to Davenport's extensive financial institutions practice, lawyers in the firm have wide experience with areas of growing significance to financial institutions, such as workers compensation, other employment-related matters and strategic planning. We are also nationally-recognized bond counsel in connection with tax exempt bond financing. Davenport also has extensive experience in like-kind transactions that may prove useful to banks involved as intermediaries in such transactions. Our lawyers practice before federal and state courts and regulatory agencies.

May, Adam, Gerdes & Thompson LLP Brett Koenecke
www.magt.com Partner and SDBA Counsel
PO Box 160 *koenecke@magt.com*
Pierre, SD 57501-0160 ☎ 605/224-8803

General counsel to South Dakota Bankers Association, Pierre, SD; BankWest, Pierre, SD; Dakota State Bank, Blunt, SD; The Office of The Governor; Investor Owned Electric Companies in South Dakota; South Dakota Medical Association; South Dakota Dental Association; South Dakota Public Assurance Alliance and South Dakota Public Entity Pool for Liability. A full service and general practice firm; commercial services including commercial litigation; bankruptcy practice with an emphasis on creditor representation; tax and estate planning; all aspects of litigation practice in state, federal and tribal courts; lobbying and government relations.

Woods Fuller Shultz & Smith, P.C. Michael Williamson,
www.woodsfuller.com Director of Business Development & Marketing
300 S Phillips Ave, Suite 300 *michael.williamson@woodsfuller.com*
Sioux Falls, SD 57104-6322 ☎ 605/336-3890

Woods, Fuller, Shultz & Smith P.C. is a team of legal professionals committed to providing quality legal services since the firm's inception in 1887. Our clients come from all over the world, but our roots are in South Dakota. We advise both lenders and borrowers in all aspects of commercial loan and credit transactions, including secured and unsecured lending, asset based and real estate lending, mezzanine and subordinated lending, equipment leases, and letters of credit. Our attorneys are also experienced in representing lenders in connection with workouts of troubled loans, foreclosures and borrower bankruptcies. Finally, the firm represents buyers and sellers of financial institutions and provides regulatory and compliance advice to banks and savings and loan companies.

◆ Loan Services

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www.1stdistrict.org/fddc *paula@1stdistrict.org*
PO Box 1207, Watertown SD 57201-6207 ☎ 605/882-5115

First District Development Company (FDDC) is a non-profit corporation promoting economic development and job creation in South Dakota. Established in 1983 as a certified development company, FDDC is licensed by the Small Business Administration to offer the SBA 504 loan program. Working in conjunction with local banks, FDDC provides long-term financing to small businesses for real estate acquisition, construction and equipment purchases. FDDC originates, packages, processes, closes and services the 504 loans – working directly with the lender and the borrower.

◆ Other Financial Services & Misc.

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www.actioncollectionagency.com *r Raff@actioncollectionagency.com*
PO Box 675, Sioux Falls, SD 57101-0675 ☎ 605/335-3090

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Federal Home Loan Bank of Des Moines Robert Perez, Regional VP
www.fhlbdm.com *rperez@fhlbdm.com*
Skywalk Level, 801 Walnut St, Suite 200
Des Moines, IA 50309 ☎ 800/544-3452, ext. 1181

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First Data Troy Muckerheide, Sales Executive - Western Region
www.firstdata.com *troy.muckerheide@firstdata.com*
2700 Cherry Creek South Dr Apt 210
Denver, CO 80209-5046 ☎ 720/570-7859

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FTN Financial Sally Pace, Senior Vice President
www.ftnfinancial.com *sally.pace@ftnfinancial.com*
845 Crossover Lane, Suite 150, Memphis, TN 38117 ☎ 901/435-7956

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SD Chamber of Commerce & Industry David Owen, President
www.sdchamber.biz *contactus@sdchamber.biz*
PO Box 190, Pierre, SD 57501-0190 ☎ 605/224-6161

"Voice of South Dakota Business," lobbies full-time, year-around on behalf of business community, on economic development, taxation, workers compensation, employer issues, environmental issues as they affect business and free enterprise issues. Also places emphasis on educating youth about free enterprise system through Youth Business Adventure (YBA) and encourages new entrepreneurship in SD by its Giant Vision Competition held annually.

SD Housing Development Authority Mark Lauseng, Exec. Dir.
www.sdhda.org *mark@sdhda.org*
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SD Rural Enterprise, Inc. Beth Davis, President
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South Dakota Rural Enterprise is a private, not-for-profit corporation building community opportunity across South Dakota through innovative capital, leadership and resource programs for communities, economic development organizations and revolving loan funds.

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Chicago, IL 60622-1704 ☎ 773/342-2559

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CoSentry Steve Bruggeman, Account Manager
www.cosentry.com *sbruggeman@cosentry.com*
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Vernon Brown, Marketing Manager
vernon.brown@sdncommunications.com
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jkirkland@secureworks.com
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Steve Thomas, Account Executive II
stthomas@shazam.net
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annie.hartmann@adlerllc.com
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peter.j.randazzo@citi.com
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Ascensus

Jane Weizenegger, Association Relationship Mgr.
jane.weizenegger@ascensus.com ☎ 800/346-3860

For the complete listing, see page 4.

For an IRA audit, contact Mike Nelson, president of JM Consultants. You will get a comprehensive written report detailing how to correct any errors, as well as suggestions on how to change your files and procedures. Call 218/831-1858 or email M88nelson@hotmail.com.



BancInsure

Mike Zolnowsky, Independent Sales Agent
mzolnowsky@sdba.com ☎ 605/280-0912

For the complete listing, see page 5.



BankOnHold

Brian Robinson, VP Sales/Marketing
brobinson@onholdworx.com ☎ 800/460-4653

For the complete listing, see page 3.



Central States Health & Life Company of Omaha

Brian Stamp, Regional Manager
bstamp@cso.com ☎ 605/366-7100

For the complete listing, see page 5.



DairyNet Inc.

Daniel Little, CEO
dlittle@dairynetinc.com ☎ 605/697-3000

For the complete listing, see page 4.



Dakota Security Systems

Carl Anderson or Chuck Risty, Regional Account Managers
sales@dakotasecurity.com ☎ 605/271-7000

For the complete listing, see page 3.



Delta Dental of SD

Scott Jones, President
scott.jones@deltadentalsd.com ☎ 605/224-7345

For the complete listing, see page 4.



Deluxe Financial Services

Terry Davin, Account Manager
Terry.Davin@deluxe.com ☎ 800/332-4234 Ext. 159071

For the complete listing, see page 8.

Federal Flood Certification Corp.

www.fedflood.com
4000 Horizon Way, Irving, TX 75063

Marshall Jobe
mjobe@fedflood.com ☎ 214/441-5920



With experience in lending, real estate and regulatory matters, Federal Flood's founders believed that competence, attention to detail and a commitment to customer service were values that were needed in the flood services marketplace. These same core values endure today in every aspect of the business, contributing to Federal Flood's growth since it was started in 1992.

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SDBA, PO Box 1081, Pierre, SD 57501

Alisa DeMers, SDBA
ademers@sdba.com ☎ 605/224-1653



FinCrime (Financial Crimes Network) is an online database and clearinghouse that allows banks to share information regarding financial crimes with other banks across the country and with law enforcement officers. FinCrime is a free service to SDBA members.



Fringe Benefits Design

Kevin Miller, President
kevin.miller@fbdmn.com ☎ 800/880-7626

For the complete listing, see page 4.

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PO Box 7086, Yankton, SD 57078

Mike Feimer
mfeimer@sdba.com ☎ 800/221-7551



Group accidental death and disability insurance available through South Dakota Bankers Insurance & Services.



NFP Renaissance Bank Advisors

Eric Wallace or Glenn Rasmussen
eric@rbabenefits.com ☎ 605/310-5785
glenn@rbabenefits.com ☎ 605/321-6232

For the complete listing, see page 4.

Office Depot

Kimberlee Vandenbroucke, Territory Development Mgr.
https://odams.officedepot.com/registrations/bancsource.php
2809 South 125th Ave, kimberlee.vandenbroucke@officedepot.com
Suite 390, Omaha, NE 68144 ☎ 402/926-0166 Ext. 214



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david.hanna@paystubz.com ☎ 605/721-2480
dan.hanna@paystubz.com ☎ 605/359-7225

For the complete listing, see page 9.

Reliance Standard

www.rsli.com
SD Bankers Insurance & Services
PO Box 7086, Yankton, SD 57078

Mike Feimer
mfeimer@sdba.com
☎ 800/221-7551



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Secure Banking Solutions LLC

Rick Olivier, VP Sales
rick@protectmybank.com ☎ 605/270-3321

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SecureWorks

Jamie Kirkland, Account Executive
jkirkland@secureworks.com
☎ 404/486-4481

For the complete listing, see page 9.



Strunk and Associates LP

Edgar Millan, Vice President
emillan@strunklp.com ☎ 773/342-2559

For the complete listing, see page 8.

Thumbprint Signature Program

www.sdba.com/SDBA/Products/Thumbprint/thumbprint.htm
SDBA, PO Box 1081, Pierre, SD 57501

Nadine Kepford, SDBA
nkepford@sdba.com
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Wellmark Blue Cross & Blue Shield of SD

Elizabeth Mendelson, Director of Sales
mendelsoned@wellmark.com ☎ 605/373-7444

For the complete listing, see page 6.



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SDBIS is a subsidiary of the South Dakota Bankers Association.



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Connecting Businesses in the Banking Industry

As the professional and trade association for South Dakota's financial services industry, the South Dakota Bankers Association (SDBA) serves as an advocate promoting and enhancing the profitability, leadership and image of the state's banks.

SDBA associate members are board-approved organizations that provide significant and ongoing services to the South Dakota banking industry. Becoming an associate member of the SDBA increases your company's visibility and credibility with the state's banking industry executives and decision makers.

Associate members enjoy priority promotional, advertising 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. Benefits of SDBA associate membership include:

■ Attend SDBA Events at Member Rates

Associate members have the opportunity to attend SDBA events at member rates, such as the annual convention, conferences, schools and seminars. Associate members also receive advance notice of all SDBA advertising, exhibit and sponsorship opportunities.

■ Complimentary Subscription to *South Dakota Banker* Plus Advertising Discount

The SDBA's monthly *South Dakota Banker* magazine provides information on important events and trends in the banking industry. Associate members receive a 10 percent discount on advertising they place in the magazine.

■ Complimentary Copy of *South Dakota Bank Directory*

This annual directory is an indispensable reference tool for financial executives and those conducting business with financial decision makers in South Dakota. Advertising is also available.

■ Listing in *South Dakota Bank Directory*

The directory contains a prominent associate member section that includes a complete description and contact information for each associate member.

■ Listing on the SDBA Website

Associate members are listed on the SDBA's website at www.sdba.com with links to their sites. Advertising is also available in the *SDBA E-News*.

■ Associate Members Special Section

Associate members are featured in a special section in the April edition of *South Dakota Banker*. The listing includes contact information and a company narrative.

■ Bank Mailing Labels

The SDBA, upon request, provides associate members with one set of CEO mailing labels during the year to market their products directly to the bank CEOs.

Applying for Associate Membership

If your company has a product or service to offer the South Dakota banking industry, you are welcome to join the SDBA. Complete the associate membership application at www.sdba.com or call the SDBA at (605) 224-1653. Your completed application will be reviewed at the next SDBA Board of Directors meeting. Associate membership dues are \$500 annually. If you have any questions, contact Alisa DeMers, SDBA, at (605) 224-1653 or ademers@sdba.com.



South Dakota Bankers Association

PO Box 1081, 109 W. Missouri Ave., Pierre, SD 57501-1081

Phone: (800) 726-7322 or (605) 224-1653 Web site: www.sdba.com