

South Dakota Banker

Your Premier Source to South Dakota's Financial Services Industry | May 2017

Ag Bankers Gather in Pierre

*L-R: Robbie Williams, Ipswich State Bank;
Keith Knuppe, First State Bank of Warner; and
Denny Everson, First Dakota National Bank, Yankton*

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BY PAUL DOMKE | President/CEO/CCO | Heartland State Bank, Redfield

Send Your Bankers to Quad States Convention



Here we come Rapid City! The 2017 Quad States Convention is fast approaching, and while there has been much information sent out about the event, I want to mention some important reasons to attend.

The first four-state convention was held four years ago and was wildly successful from the perspective of bankers, vendors and speakers. With the shrinking number of banks, the ability for South Dakota, North Dakota, Montana and Wyoming to get together provides us with more resources to make everything a bit better. And speaking of the shrinking number of banks, I hope that all bankers give thought to sending more staff as it is a rewarding investment.

Networking with bankers from South Dakota is

always great, and the opportunity to network with people from the other states brings a whole new dimension and perspective.

The SDBA's strategic plan includes looking for opportunities to partner in different things such as educational opportunities and providing products and services. I am looking forward to having conversations on more ways to partner with others.

The staff at the SDBA has put together a tremendous schedule of events at the Quad States Convention. (See page 9.) I look forward to seeing you and a large group from your bank there! ■

Paul Domke is president/CEO/CCO of Heartland State Bank in Redfield. Domke can be reached at 605.475.5500 or pdomke@hsbsd.com.

SDBA Board of Director Jerry Nachtigal Passes Away



Jerry Nachtigal, 57, of Sioux Falls, passed away Sunday, April 16, 2017, at Sanford USD Medical Center in Sioux Falls. A director on the SDBA Board of Directors, Nachtigal was senior vice president of public affairs for Citibank, Sioux Falls.

Nachtigal grew up in Brookings and received a bachelor's degree in journalism from South

Dakota State University (SDSU) in 1981. Shortly after graduation, he joined the Associated Press as a correspondent. His 19-year career with the AP led to assignments in Aberdeen, S.D., Kansas City and Springfield, Mo., and Phoenix, Ariz. Nachtigal was known for the humor, insight and humanity he brought to his writing.

In 1999, he was hired as communications director for Gov. Mel Carnahan of Missouri. While in this position, Nachtigal had the distinction of serving as spokesman for three different governors. He handled the difficult announcement of the death of Gov. Carnahan and two others in a plane crash in October 2000 with emotion and grace.

In 2002, Nachtigal moved to South Dakota to serve as press spokesman for James Abbott's unsuccessful bid for governor. He was subsequently hired as senior vice president of public affairs for Citibank.

In this position, he served on a number of boards, including the Sioux Falls YMCA, SDSU Foundation Council of Trustees, Delta Dental of South Dakota Foundation and as a member of the Sioux Falls 2025 Downtown Plan Advisory Committee. Nachtigal especially enjoyed the philanthropic aspect of his assignment, serving as the face of Citibank in charitable efforts.

Nachtigal was also instrumental in helping to bring a new indoor community tennis center to the Sioux Falls community. While not an avid player of the lifelong sport, he understood the significance of bringing more recreation options to the community and the economic impact that comes with hosting tournaments and bringing in visitors to the region.

Nachtigal was proud of his hometown of Brookings, of being a South Dakotan and of his association with SDSU, where he served on its Board of Trustees and agonized over the results of every football or basketball game. He was especially proud that his alma mater named the Nachtigals as the SDSU Family of the Year in 2005.

Nachtigal was an avid outdoorsman, enjoying hunting, fishing and birding. He was a lifelong Minnesota Vikings and Twins fan and a lover of baseball.

Nachtigal is survived by his wife Ann Nachtigal, who works for Great Western Bank, and their children Libby, Reid and Jack, all of Sioux Falls. Memorials may be directed to the SDSU Foundation for a scholarship fund in Nachtigal's name. ■

Review of 100-Year-Old Tax Exemptions Needed



It has been some time since I touched on the issue of federal tax reform and the ages-old exemptions enjoyed by growth-focused credit unions and Farm Credit System lenders.

Despite the fact that Congress seems to have an on-again, off-again interest moving forward on business tax reform legislation, I thought it might be a good time to put a renewed focus on a question that should be central to any tax reform debate. Does the business model of modern-day credit unions or Farm Credit System (FCS) lenders support continuation of 80 and 100-year-old tax exemptions? Due in part to a recent congressional hearing on Farm Credit System's activities, I focus my attention this month on their lending activities and tax exemption.

In the March 30, 2017, issue of Farm Credit Watch (FCW), Bert Ely reported on questions posed to Farm Credit System witnesses including FCA Chairman Dallas Tonsager by members of the Agricultural Appropriations subcommittee of the House Appropriations Committee during a Feb. 28, 2017, hearing. With Ely's permission, here is a reprint of several paragraphs:

"Many questions were posed to Tonsager and Hall about FCS lending practices, including large loans to large borrowers, lending (or lack thereof) to YBS (young, beginning and small) farmers, and similar – entity lending, such as CoBank's \$725 million loan to Verizon in 2013. Rep. Rosa DeLauro of Connecticut referenced an FCW article about the extent of FCS lending to large borrowers, citing data I reported on the magnitude of such FCS lending as of the end of 2015. The next article provides an update on such lending at year-end 2016. Rep. DeLauro also posed an extremely important question: Should income limits be applied to FCS borrowers? While acknowledging that the FCS has "some advantages that have been given to it that are important," Tonsager sidestepped DeLauro's suggestion about imposing income limits on FCS borrowers. Given how little the FCS lends to smaller farming operations – see below – that is a legitimate question to ask.

"FCS increasingly focused on making very large loans. As FCW readers know so well, the FCS increasingly focuses on making very large loans to large corporate borrowers despite how much it touts its lending to YBS borrowers. A table on page 54 in the FCS's 2016 Annual Information Statement reinforces this point. Of the FCS total increase, from year-end 2015 to year-end 2016, in loans outstanding of \$12.88 billion, or 5.5 percent, loans to borrowers with at least \$25 million in loans outstanding accounted for \$8.6 billion, or two-thirds of that increase. Loans to 60 borrowers, each in excess of \$250 million, totaled \$25.22 billion, for an average loan balance of \$420.3 million. These are hardly loans to the typical family farm or even to relatively large farming operations.

"At the top end of the scale, at Dec. 31, 2016, there were two FCS credit exposures in the \$1 billion to \$1.5 billion size range compared to one such exposure in that size range at year-end 2015. Additionally, the FCS had eight credit exposures in the \$750 million to \$1 billion size range at year-end 2016 compared to six such exposures at the prior year-end. At the low end of FCS loan-size categories, loans under \$250,000 accounted for just 13 percent of the total amount the FCS had lent as of the end of 2016 compared to 14 percent at the prior year-end. The FCS's relatively modest increase during 2016 in loans to those who borrowed \$250,000 or less – \$282 million – accounted for just 2.2 percent of the FCS's total loan growth during 2016, a further indication of the FCS's increased tilt towards providing taxpayer-subsidized credit to large and often non-agricultural borrowers."

As the son of Hamlin County farmer, I have some working knowledge of the capital it takes to operate an average size farm. Some of the numbers contained in the latest annual report by the Federal Farm Credit Banks Funding Corporation are startling.

Congress created the Farm Credit System 100 years ago out of concerns that fledgling ag producers could have problems finding a bank that would make a long-term, ag real estate-secured loan. Along with that commitment to fund necessary real estate purchases by small and beginning farmers and ranchers, Congress exempted 100 percent of Farm Credit System lenders' income generated by ag real estate secured loans from the federal income tax and any state or local income taxes.

It is difficult for me to believe that World War I era members of Congress could have envisioned a government-sponsored direct lender having a loan portfolio totaling a quarter of a trillion dollars. It seems improbable that Congress would have looked favorably upon an exemption that today means \$5 billion of FCS income would carry a paltry effective federal/combined rate of tax of less than 5 percent. Especially when a significant portion of that income is being generated on loans of \$25 million-plus.

At the end of CY2016, FCS lending to borrowers, each of whom owed at least \$25 million, totaled nearly \$80 billion. In total, 910 borrowers owed FCS \$79.9 billion – an average of \$87.8 million each. I have no way of knowing just how much of the income generated by each of those loans was exempt from all federal and state taxation because the loan might be secured by ag real estate. What I do know is that the combined effective tax rate of the entire system was 3.5 percent for 2016.

What competing bank, or for that matter, what main street business enjoys that kind of a tax break? A current day look at the beneficiaries of this 100-year-old tax exemption is clearly in order. ■

Will Obamacare be repealed?



Well, the first attempt to repeal Obamacare fell on its face. The next attempt will succeed.

There is a real problem with politicians thinking they understand the most complex, multifaceted, broken health care system in the world. They really do not understand it, and the proof is in Obamacare and the only single-payer system (VA) that do not work. No one will address the real issue—the outrageous costs charged by the providers and pharmaceutical companies.

However, as we have seen, there is a businessman in the Oval Office now. There will be no more leading from behind; instead we are addressing the problems head on. First people are given a chance to promote their agenda, but if that does not work then the business logic steps in to address the issues. It's about time.

We have just witnessed Congressman Paul Ryan putting forth his answer to repeal and replace Obamacare. It fell far short of expectations, and well intentioned Republican groups boycotted this bill and offered a more direct approach. Congressman Ryan had to pull his bill

and explain to the White House what happened. Logic prevailed, and Ryan is now listening to and developing a more direct alternative.

In January, I had a lengthy discussion with Sen. Mike Rounds and sent him a list of 15 items that should be considered in repealing and replacing Obamacare. Sen. Rounds is not on the committee directly active with this mission. However, one of the major points we discussed was the formation of a 50-state, high-risk pool supported with federal and state funding. I was very happy to see that state high-risk pools are in the next proposal as it is one way to help lower premiums.

The new House bill has not been shared in its entirety, but my biggest concern is I do not see any controls being put on the cost of health care, and that is really the biggest driver. You can tell people they will be getting tax credits, they can go across state lines, they can keep children on their plans up to age 26, you can expand health savings accounts etc., but it really does not affect the real systemic problem of health care which is “the cost.” Unless this gets addressed, we will not manage our health care system. Congress must utilize CMS (Medicare pricing) to make health care affordable for all.

This is my top five to do list, which will actually drive down costs and make health insurance available to those that want it.

1. Get all states involved and reestablish the 35-state, high-risk pools and mandate all states establish a high-risk pool. There is a built-in funding system already in place.
2. Utilize Medicare/Medicaid (CMS pricing) for people that do not qualify for underwritten health coverage. This will help the states' high-risk pools to lower cost for service.
3. Eliminate Obamacare mandates and taxes.
4. Eliminate medical facilities (hospitals and doctor groups) from owning insurance companies. This will reestablish third-party “true insurance companies” to be able to negotiate pricing down for procedures. This is very important.
5. Mandate on drug companies that sell overseas that there cannot be more than a 25 percent differential in the drugs sold in the United States over what they sell it for in other countries. Note: A course of Sovaldi, the drug used to cure Hepatitis C, is priced at \$84,000 in the United States but is available for less than \$900 in India, Saudi Arabia and Egypt. The U.S. must stop paying for other countries prescription drugs. ■

Mike Feimer is president of the South Dakota Bankers Insurance & Services (SDBIS), Inc. Feimer can be reached at 605.660.2341 or mfeimer@sdba.com.

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Three Elected to SDBA Board of Directors

Congratulations to the following bankers who were elected to serve on the SDBA Board of Directors. They began serving their three-year terms on May 1, 2017.

Steve Bumann, BankWest, Pierre



Steve Bumann is serving his second term on the SDBA Board of Directors, representing banks in Group IV.

Banking Career:

Steve Bumann is the CFO for BankWest in Pierre, where he has worked for 33 years. After graduating from the University of South Dakota with an accounting degree in 1975, Bumann worked for the Department of Legislative Audit in Pierre for two years. After passing the CPA exam, he next worked for a local CPA firm for seven years. He began working at BankWest in 1984 as vice president of finance.

Community Involvement:

Bumann is heavily involved in activities at Community Bible Church, serves on Avera St. Mary's Foundation Board, and is an active member and past president of the Pierre Area Chamber of Commerce. He also served on the Pierre School Board for seven years in the 1990s.

Family:

Bumann and his wife, Deb, have been married for 33 years. They have four grown children: Aaron, Michael, Brian and Elizabeth.

Goals as an SDBA Director:

Banking in general and community banking in particular are in danger of being regulated out of existence, and Bumann wants to work hard to protect the future of banking. He would like to see community banking continue to provide tremendous career opportunities for youth. ■

Shawn Rost, First Interstate Bank, Rapid City



Shawn Rost is serving his second term on the SDBA Board of Directors, representing banks in Group V.

Banking Career:

Shawn Rost has worked for First Interstate Bank (formerly First Western Bank) for 25 years. He first worked at the bank as an intern during his last semester at Black Hills State University, where he graduated with a degree in business administration. He was hired a year later as a consumer loan officer in Spearfish. Rost was promoted to Deadwood branch president in 2000 and was named Northern Hills market president and Sturgis market president in March 2013. In April 2016, Rost became the Rapid City market president.

Community Involvement:

Rost is on the board of the Northern Hills Training Center in Spearfish. He is past president of the Deadwood Chamber of Commerce and a past officer of Neighbor Works Dakota Home Resources, Deadwood Economic Development, Dakota Land Trust and many other non-profit organizations.

Family:

Rost and his wife, Susan, have three children: Hunter, a senior at the University of Wyoming; Tanner, a sophomore at Arizona State University; and Traven, a first grader in Rapid City.

Goals as an SDBA Director:

Rost looks forward to continuing to work with bankers along with our congressional delegation to find ways to modify the Dodd Frank Act. He also wants to work at leveling the playing field for all banks when it comes to taxation. ■

Craig Davis, First National Bank, Pierre



Craig Davis is serving his first term on the SDBA Board of Directors, representing banks in the Large Community Bank Category.

Banking Career:

Craig Davis is the president/CEO of First National Bank in Pierre. After graduating from the University of Nebraska-Lincoln with a finance degree in 1991, he worked briefly for ITI (now known as FiServ) in Lincoln. He returned to Pierre in late 1991 and began his career with First National Bank as a loan review officer. Davis was later promoted to commercial lending and also served as the bank's senior credit officer. Davis was named president/CEO in 2010.

Community Involvement:

Davis has been very involved in his community. He is a past president of the Pierre Chamber of Commerce and a past board member of the Pierre Economic Development Corporation, the Boys and Girls Club, Junior Achievement and the United Way. Davis is currently a seven-year board member of the Oahe Hockey Association and serves as the director of league play/scheduling.

Family:

Davis and his wife, Beth, have two children: Caden, age 16, and Avery, age 14, both in the Pierre School District.

Goals as an SDBA Director:

Davis wants to work to find a way to ensure that community banks of all sizes in South Dakota are viable now and well into the future and also wants to help invoke change in the regulatory arena. He also looks forward to networking with fellow SDBA members. ■



Dakota School of Banking

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First-Year

Course Highlights:

Banking Law
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Presenting with Impact
Sales Management
Technology and Operations

Second-Year

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<http://bit.ly/2ku75bv>.

The 2017 session of the Dakota School of Banking will be held June 18–23 on the campus of University of Jamestown. Classes will be held in the Unruh and Sheldon Center for Business and Computer Science, a \$4.5 million facility that features state-of-the-art classrooms and computer labs.

The Dakota School of Banking provides a focused education of the banking industry. Students enroll for two years, attending one week each summer. The first-year session provides students with a general overview of the banking industry and banking departments. The second-year session builds on this general banking knowledge and adds a computerized bank management simulation. Bankers at all levels benefit from the well-rounded curriculum that builds on fundamental skills and focuses on emerging trends. In 2017, DSB will celebrate its 44th year.

We will be **BANKING BEYOND BORDERS** at the 2017 Quad States Convention June 4-6 at the Rushmore Plaza Civic Center in Rapid City, S.D. This year's event will include bankers from South Dakota, North Dakota, Montana and Wyoming—we're not in Kansas anymore!

In today's global marketplace, we are **BANKING BEYOND BORDERS**. To stay ahead of the competition, the banking industry must operate efficiently and stay up-to-speed on regulatory requirements within a quickly-changing landscape. There are things banks can take advantage of to stand out from the rest—leadership and communication tools, technology and changing customer service models.

These ideas and more will be explored by nationally-acclaimed speakers at this year's **BANKING BEYOND BORDERS** Quad States Convention. As we travel beyond the borders of our communities, we can also learn through networking with our banking counterparts from four states and our business partners.

While there is no place like home, we invite you to explore **BANKING BEYOND BORDERS** in the "Emerald City" of the Black Hills of South Dakota. For more details and to register, visit www.quadstatesconvention.com.



Paul Domke
SDBA Chairman



Tom Stennes
NDBA Chairman



Sam Waters
MBA Chairman



Gary Crum
WBA President

Sunday, June 4

12-4 pm	Exhibitor Registration & Exhibit Hall Setup
4-8 pm	Convention Registration Open
6-8:30 pm	Opening Party in Exhibit Hall

Monday, June 5

7-7:30 am	Fellowship Breakfast
7:30-8:30 am	Fellowship Speaker: Chad Greenway
9-10 am	General Session: AmyK Hutchens
9-10:45 am	Spouse/Guest: Self Defense Class

10:30-11 am	General Session: Dorothy Savarese
12 pm	Golf Tournament or Afternoon Tours
6-10 pm	Emerald City Theme Party in Exhibit Hall <i>Here is your chance to dress as your favorite Wizard of Oz character.</i>

Tuesday, June 6

6-7 am	Fun Run/Walk or Sunrise Yoga
7-8 am	Continental Breakfast
8-9:15 am	General Session: Trent Fleming

8-10:30 am	Spouse/Guest: Breakfast with Holly Hoffman
9:30-10:45 am	General Session: David Peterson
11-12:15 pm	Breakout Sessions
12:30-2:15 pm	Association Business Luncheons
2:30-3:45 pm	Breakout Sessions
2:30-5 pm	Spouse/Guest: Downtown Shopping
6-7 pm	Reception
7-8 pm	Banquet
8-10:30 pm	Deuces Wild Dueling Pianos

* Program subject to change.



2017 Quad States Convention

**TUESDAY MORNING
SPEAKER**

David L. Peterson

Start With “Why?”: A Transformational Examination of the Future of Financial Services



As financial institutions strategize the future of changing customers and service models, the question should always begin with “why?”. Why will millennials be interested in banking with us? Why would they want to talk with a bank representative? Why would they use the same types of accounts and processes that their parents and grandparents did? By starting with “why,” you can be prepared to effectively compete and serve new customers in innovative ways. This session will highlight the strategic opportunities financial institutions are facing, present specific transformational strategies, and provide a framework to strategically address the changes needed to address all the “whys.”

David L. Peterson is the chief strategic officer of i7strategies, an independent strategic planning and consulting firm for financial services and electronic payment initiatives. He is the original founder of Goldleaf Technologies, a leading provider of electronic payments software and services to independent financial institutions in the U.S.

Peterson will also present the breakout session “Who Moved My Customers? Transforming Branches and Retail Engagement” on Tuesday afternoon.

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Ag Bankers Gather in Pierre

April 12-14, 2017



Former Minnesota Vikings linebacker Chad Greenway (right) autographs a jersey for Doug Long, BankWest, Winner.



L-R: Curt Everson, SDBA, Pierre; Dr. Barry Flinchbaugh; and Nate Franzen, First Dakota National Bank, Yankton.



L-R: Western Dakota Bank employees Karma Nash and Rusty Gebhardt, Timber Lake, and Jeana Sayler, Dacotah Bank, Mobridge.



L-R: MetaBank employees Kevin Moe, Greg Olson and Lindsey Schoeberl, all from Brookings.



L-R: Don Burwitz, Security Savings Bank, Canton, and Allen Teel, Farmers State Bank, Stickney.



L-R: BankWest employees Nicole Gordon, Pierre; Jesse Foster, Pierre; Hayden Handcock, Onida; and Tori Walz, Mitchell.



L-R: Tammy Stone, Commercial State Bank, Wagner, and Teresa Veflin, Plains Commerce Bank, Watertown.



L-R: Craig Walker, Citizens State Bank, Arlington; Jared Zimprich, Great Western Bank, Watertown; and Jeff Davis, Bryant State Bank, Bryant.



L-R: Heartland State Bank employees Joseph Lutter, Redfield; Scott Domke, Redfield; Randy Buchholz, Tulare; and Cameron Becker, Farmers State Bank, Marion.



First PREMIER Bank employees with Chad Greenway (center). L-R: Matt Heeringa, Sioux Falls; Daniel Larson, Wakonda; John McGrath, Sioux Falls; and Dana Dykhouse, Sioux Falls.

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Speaker Chad Greenway, former Minnesota Vikings linebacker, sponsored by First PREMIER Bank.



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Sponsor and exhibitor Larry Jones, Farmer Mac, Washington, D.C.



Exhibitor Jeff Zimprich and Colette Kessler, Natural Resources Conservation Service, Huron.



Exhibitor Kelly Pfeifer, Vantage Point Solutions, Mitchell.



National Ag Banker School instructors Nate Franzen and Denny Everson, First Dakota National Bank, Yankton.



Exhibitor Dana Kleinsasser, USDA Rural Development, Huron.



Exhibitor Will Walter and Lori Tonak, SD Center for Farm/Ranch Management, Mitchell.



Presenter AmyK Hutchens, sponsored by the Federal Home Loan Bank of Des Moines.



Exhibitor Lee Friesen, Diversified Crop Insurance Services, Jacksonville, Ill.



Exhibitor Trisha Viss, Dakota BUSINESS Finance, Sioux Falls.



Exhibitor Tate Struve, Stewart-Peterson, West Bend, Wis.



Sen. Mike Rounds made a surprise visit to address bankers.



Presenter Andy Gottschalk, HedgersEdge.com.

High Numbers Attend This Year's Conference

Ag bankers gathered in Pierre April 12-14 for the SDBA's 2017 Agricultural Credit Conference at the Ramkota Hotel & Conference Center.

Kevin Van Trump with The Van Trump Report kicked off the conference on Wednesday with a session on ag markets. He told attendees that they need to realign their thinking regarding the markets, as they have dramatically changed.

Malcolm DeKryger, Belstra Milling Co., spoke about his company's work to bridge the gap between disconnected consumers and agriculture at Fair Oaks Farm. DeKryger said farmers must be willing to show their farm and procedures to the public at any time.

Andy Gottschalk, HedgersEdge.com, provided an outlook on livestock. He said that one lesson those in the industry need to learn is that when it's this easy to make money, you need to get out.

Chad Greenway, former linebacker for the Minnesota Vikings, wrapped up the conference with his session on teamwork and relationship building. Greenway spoke about growing up on a farm near Mount Vernon and the values it taught him, which helped prepare him for his success in the NFL.

Mark your calendars for the SDBA 2018 Agricultural Credit Conference set for April 11-13 at the Ramkota Hotel & Conference Center in Pierre. ■

Thank You Sponsors

- First PREMIER Bank – presenter Chad Greenway
- Federal Home Loan Bank of Des Moines – presenter AmyK Hutchens
- Farmer Mac – presenter Kevin Van Trump
- Dakota Prairie Bank – Wednesday evening reception
- Conterra Asset Management – Thursday morning break
- Bankers' Bank of the West – Friday morning break

Thank You Exhibitors

- Conterra Asset Management
- Dakota BUSINESS Finance
- Diversified Crop Insurance Services
- Farmer Mac
- Natural Resources Conservation Service
- SD Center for Farm/Ranch Management
- Stewart-Peterson
- USDA Rural Development
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‘Can You Hear Me?’ Scam Hooks Victims With a Single Word

Fraudsters Diversify from Fake Tech Support to Voice Capture

By Mathew J. Schwartz, Executive Editor, DataBreachToday & Europe



Don't pick up the phone to answer calls from unknown numbers. Instead, let them go to voicemail.

That's the operational security advice being promulgated to Americans by the U.S. Federal Communications Commission in response to an ongoing series of attacks designed to trick victims into uttering a single word.

The FCC says in a March 27, 2017, alert that the scam centers on tricking victims into saying the word "yes," which fraudsters record and later use to attempt to make fraudulent charges on a person's utility or credit card accounts.

"The scam begins when a consumer answers a call and the person at the end of the line asks, 'Can you hear me?' The caller then records the consumer's 'Yes' response and thus obtains a voice signature," the FCC warns. "This signature can later be used by the scammers to pretend to be the consumer and authorize fraudulent charges via telephone."

Fake Tech Support

This isn't the first time that fraudsters have "weaponized" the telephone.

Scammers have long phoned consumers, pretending to be from a government agency such as the Internal Revenue Service. Another frequent ploy is pretending to be from the support department of a technology firm, such as Microsoft or Facebook, and then trying to get victims to pay for bogus security software meant to fix nonexistent problems on their PC (see *Researcher Unleashes Ransomware on Tech-Support Scammers*).

Authorities have made some related arrests. Last year, Indian police arrested 70 suspects as part of an investigation into a fake IRS call center scam.

Also last year, the FTC announced a \$10 million settlement with a Florida-based tech-support scheme, run by an organization called Inbound Call Experts, also known as Advanced Tech support. The FTC and the state of Florida said the organization ran "services falsely claiming to find viruses and malware on consumers' computers."



Researchers Study Scammers

In a recent paper, "Dial One for Scam: A Large-Scale Analysis of Technical Support Scams," researchers at the State University of New York at Stony Brook described how the tech-support version of these scams work, as well as how they might be disrupted by targeting the infrastructure on which scammers rely.

"Scammers use specific words in the content of a scam page to convince the users that their machines are infected with a virus," the researchers say.

The Stony Brook researchers designed a tool called ROBOVIC—for robotic victim—that found that of 5 million domains that it successfully connected to during a 36-week period beginning in September 2015, it logged 22,000 URLs as serving tech-support scams, connecting to a total of about 8,700 unique domain names.

But those 22,000 different web pages used a total of only 1,600 phone numbers, of which 90 percent were connected to one of four VoIP services: Bandwidth, RingRevenue, Twilio and WiTel.

The researchers also phoned 60 scam telephone numbers to log the social engineering tactics—aka trickery—used by scammers. The researchers found that on average, scammers waited until 17 minutes of a call elapsed before offering their services in exchange for money. Most would offer support packages that ranged from a one-time fix to multi-year support, with costs ranging from \$69.99 to \$999.99. Scammers would typically offer multiple options, then try to persuade victims to pick the middle-priced one, the researchers found.

Freelance attacks appear to be rare. "Through the process of interacting with 60 different scammers, we are now convinced that most, if not all, scammers are part of organized call centers," the researchers write.

Fake Support is Lucrative

These attacks are relatively easy to launch, inexpensive to run, potentially very lucrative and show no signs of stopping.

Peter Kruse, head of the security group at Danish IT-security firm CSIS, warned via Twitter that multiple websites were pretending to be related to the technical support group from Czech anti-virus software developer Avast and urging individuals to call one of the listed phone numbers.

Needless to say, these numbers don't lead to Avast, which develops free security software that's used by many consumers. Instead, the numbers go to call centers tied to fraudsters. Avast has repeatedly warned that this a well-worn scam, with attackers often claiming to be connected to Avast, Dell, Microsoft, Symantec or other technology firms.

Advice for Victims

There's no way to prevent criminals from running these types of scams.

But law enforcement and consumer rights groups

have long urged victims to file a report, even if they didn't suffer any financial damage as a result.

For anyone targeted by the "yes" scam, the FCC recommends immediately reporting the incident to the Better Business Bureau's Scam Tracker and to the FCC Consumer Help Center. The FCC's site also offers advice on tools for blocking robocalls, texts and marketing calls.

Anyone who thinks they may have been the victim of phone scammers, for example, by paying for fake tech support, can file a fraud report with their credit card company.

Authorities also recommend they report the attempt to relevant authorities, such as the FBI's IC3 Internet Complaint Center or to the U.K.'s ActionFraud. Law enforcement agencies use these reports as a form of crowdsourcing, helping them secure funding to battle these types of scams, as well as take them down. ■

***Source:** www.BankInfoSecurity.com

Mathew J. Schwartz is an award-winning journalist with two decades of experience in magazines, newspapers and electronic media. He has covered the information security and privacy sector throughout his career. Before joining Information Security Media Group in 2014, where he now serves as the executive editor of DataBreachToday and for European news coverage, Schwartz was the information security beat reporter for InformationWeek and a frequent contributor to DarkReading, amongst other publications. He lives in Scotland.



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Cornerstone Bank Expands into South Dakota

L-R: Crissy Scharffenberg, Evan Ingebrigtsen, Kathy Reed and Paul Lems



"We grow as we find the right people to grow with us." That is how Cornerstone Bank Chairman Gary Petersen summed up Cornerstone Bank's expansion into Sioux Falls and Aberdeen, S.D.

Cornerstone Bank in Sioux Falls is a full-service bank led by Sioux Falls Market President Evan Ingebrigtsen. He brings 37 years of experience in banking and bank leadership.

Working with Ingebrigtsen are VP-Business Banker Paul Lems, who brings more than 16 years of banking experience; Business Banking Associate Crissy Scharffenberg, who brings more than 15 years of banking experience; and Administrative Assistant Kathy Reed, who brings more than 50 years of banking experience. They join Dick Groeger, who heads up Cornerstone's robust home mortgage team with some of the most experienced mortgage lenders in the market.

The entire Sioux Falls team embodies Cornerstone's vision of being who people turn to when they're making important decisions about their money. They offer a wealth of knowledge and experience to not only help businesses and individuals get ahead, but they take the time to figure out where customers want to go.

Cornerstone Bank's Sioux Falls location is at 4930 S. Western Ave.

Meanwhile in Aberdeen, the Cornerstone Mortgage office is lead by Home Mortgage Consultant MeChelle Lang with more than 22 years of experience in the home lending field. Lang is joined by Home Mortgage Assistant Donna Alberts, who brings more than 18 years of experience in the financial services industry.



L-R: MeChelle Lang and Donna Alberts

From pre-qualification to closing the loan, Lang and Alberts work alongside homebuyers to help them achieve their home ownership dreams. In addition to loan programs for buying a home, there are also programs for building, remodeling or refinancing. Cornerstone Mortgage in Aberdeen is located at 205 Sixth Ave. SE, Suite 102 in the Lamont Office Building.

Growth is no stranger to Cornerstone, whose origin goes back to 1952 with Lakeside Bank Holding Company. In December 2014, Cornerstone Bank Holding Company and Lakeside Bank Holding Company merged, bringing together the assets and expertise of two storied North Dakota community-based financial institutions.

Cornerstone Holding Company, based in North Dakota, is the parent company of Cornerstone Bank. One of North Dakota's 10 largest financial institutions, Cornerstone Holding Company is an \$820 million financial institution. ■

Nour Joins First PREMIER Bank Executive Management Team



Tony Nour has been promoted to senior vice president, relationship banking at First PREMIER Bank, Sioux Falls, and selected to join the bank's executive management team. With 17 years of banking experience, Nour will provide overall leadership, direction and support for First

PREMIER's core community banking teams, including personal, business, private and mortgage banking.

"Tony brings a wide range of experiences to this new role. Not only has he been successful over the years, Tony has helped others around him succeed," says Dave Rozenboom, president, First PREMIER Bank. "We're excited Tony will be part of our executive

management team as we look to the future and plan for continued growth at First PREMIER Bank."

Nour is a graduate of Dakota State University with an MBA from the University of South Dakota. He has served in numerous positions since joining First PREMIER Bank in 2011. Nour is a graduate of both Leadership Sioux Falls and Leadership South Dakota. He currently serves on the board for Volunteers of America. He is chair of the Sioux Falls Prayer Breakfast, a member of the Downtown Rotary and has served in a number of volunteer roles with the Sioux Empire United Way.

First PREMIER Bank is a full-service community bank with more than \$1.5 billion in assets. ■

Hill Receives GSBC Scholarship



Mavrick Hill, Commercial State Bank, Wagner, is the recipient of a Future Leaders Scholarship at the Graduate School of Banking at Colorado (GSBC).

A loan officer, Hill began working at the bank in May 2013 as a loan officer trainee. He graduated from South

Dakota State University with a bachelor of science degree in arts and sciences. He has attended both the SDBA's National School for Beginning Ag Lenders and the National School for Experienced Ag Lenders.

Hill has been involved with the South Dakota Army National Guard for six years and the Dante Fire Department for four years, in addition to several other volunteer projects in Wagner.

The scholarship pays \$1,360 of the annual tuition each year. The 2017 school session will be held July 16-28 at the University of Colorado in Boulder. Learn more about GSBC and how to apply at www.gsbcolorado.org. ■

Van Duyn Receives GSB Scholarship



The Graduate School of Banking (GSB) at the University of Wisconsin-Madison has selected MetaBank to receive a Banker Advisory Board Scholarship, and the bank has selected Ryan Van Duyn as its recipient.

Van Duyn has 18 years of experience in the banking industry and joined MetaBank in 2011. He is a vice president and senior credit analyst assisting with credit for the bank's Sioux Empire market.

Originally from Colton, Van Duyn graduated from South Dakota State University with a degree in economics and the University of South Dakota with an MBA. He and his wife, Amanda, live in Brandon with their son, Drew, and daughter, Josey.

The scholarship pays \$1,300 of the annual tuition for each of three GSB sessions, for a total of \$3,900. The 2017 school session will be held July 30-Aug. 11. Learn more about GSB and how to apply at www.gsb.org. ■

Franzen Testifies on 2018 Farm Bill, Credit Issues

The ABA testified before the House of Representatives Agriculture Committee's Commodity Exchanges, Energy and Credit Subcommittee on April 4, offering the banking industry's perspective on credit issues in the upcoming Farm Bill and the importance of credit for rural communities. The hearing was conducted by Chairman Austin Scott and Ranking Member David Scott.



Nate Franzen, president of agribusiness at First Dakota National Bank in Yankton, S.D., testified on behalf of the ABA. First Dakota National Bank is a family-owned and locally-controlled community bank with \$890 million in agricultural lending.

Franzen emphasized the critical role banks play in the agricultural economy as a primary source of credit to the nation's farmers and ranchers.

"Banks continue to be one of the first places that farmers and ranchers turn when looking for agricultural loans," Franzen said. "To bankers, agricultural lending is good business, and we make credit available to all who can demonstrate they have a sound business plan and the ability to repay."

Franzen also discussed the successes of the 2014 Farm Bill, including its protection of crop insurance, the Conservation Reserve Program (CRP), and the removal of term limits on FSA Guaranteed Loan Programs. However, he expressed concerns about the changing agricultural landscape and identified several essential reforms for inclusion in the upcoming Farm Bill to help the industry

overcome the challenges ahead.

"The most important change that should be made to the next Farm Bill is an increase to the current loan limit on FSA Guaranteed Loans," Franzen said, referring to the current \$1.399 million limit. "The formula for indexing the programs has not kept up with the increasing costs of agriculture. It is much more costly for a young, beginning or small farmer to get into agriculture, and the guaranteed loan programs need to reflect that reality."

Additionally, Franzen suggested the bill help modernize the loan programs by upgrading and improving technology, as well as addressing the rapid retirement rates of FSA staff. Franzen also advocated that the Farm Bill serve as a vehicle to improve Farmer Mac—an important partner for the banking industry.

"Farmer Mac is a valuable tool in the toolbox for agricultural bankers because it provides another avenue for banks to increase credit availability," said Franzen. "With the agricultural economy potentially going through some stressful times in the near future, Farmer Mac will need legislative changes. ABA believes the most needed change is the removal of the current 1,000 acre limitation."

Franzen expressed concern about the growing size, complexity and tax advantages of the Farm Credit System—a government-sponsored enterprise like Fannie Mae and Freddie Mac—and called for it to refocus its mission on helping farmers and ranchers in need of subsidized credit.

For Franzen's full testimony, visit www.aba.com/Advocacy/Testimonies/Documents/FranzenTestimonyCreditSubcommittee2017.pdf. ■

classifieds

ACH Compliance Services Associate Director, UMACHA, Minneapolis/St. Paul, Minn.

The Upper Midwest ACH Association (UMACHA) is a nonprofit, electronic payments based association, located in the Minneapolis/St. Paul area. UMACHA serves financial institutions and companies in the Ninth Federal Reserve District. Primary services include education, information and problem solving services, and compliance based services dealing with the ACH network, along with check image processing. RESPONSIBILITIES: Schedule and complete ACH audits for member financial institutions when contracted. Schedule and complete ACH risk assessments for members when contracted. Complete RDC risk assessments for members when contracted. Travel at least 50 percent of the time (seasonal based on the deadlines for each service). Review and update the compliance services tools at least yearly. NECESSARY SKILLS INCLUDE: AAP (accredited ACH professional) required as well as any audit certifications or accreditations. Check, image and RDC knowledge preferred. Two-plus years of experience in financial institution (bank or credit union) audit, operations or compliance. Two-year degree in accounting, finance or business, or commensurate experience. Self-motivated, able to work independently. Strong communications skills; verbal, presentational and written. Forward your resume and salary requirements to Angi Farren, EVP & COO, at angif@umacha.org. Visit www.umacha.org. ■

Bank Secrecy Act Officer, Hilltop National Bank, Casper, Wyo.

Responsible for developing, implementing and administering all aspects of the Bank Secrecy Act compliance. Reviews and writes BSA, AML, OFAC and CIP related policies and procedures. Three years of experience and/or training including an in-depth background in Bank Secrecy Act compliance. Bachelor's degree from a college or university; or the equivalent combination of education and experience. Professional accreditation related to compliance preferred. No recruiters, please. Send confidential resume and letter of interest to hrrdirector@hilltopnationalbank.com or mail to HR Director PO Box 50566 Casper, WY 82605. All qualified applicants will receive

consideration for employment without regards to race, color, religion, gender, or national origin. We are an equal opportunity employer of individuals with disabilities and protected veterans. ■

Branch Manager, Plains Commerce Bank, Mitchell, S.D.

Plains Commerce Bank is looking for an experienced, energetic, self-motivated person to fill a full-time branch manager position in Mitchell, S.D., location. Responsibilities of a successful candidate include (but are not limited to): manager duties including the oversight of daily operation of the branch, business development, supervisory duties of branch employees and monthly auditing, identifying, pursuing and developing potential loan customers, servicing accounts of current customers, preparing and presenting loan requests, representing and promoting a positive image of the bank in the community through involvement and or participation in the community, charitable organizations, and agencies. Candidate must also be goal-oriented, focused on problem solving with attention to detail, ability to work in a team environment, must possess personal computer skills with the ability to learn new software programs, and must be available and willing to travel to offsite locations. Prior branch management and lending experience preferred. Visit <http://www.plainscommerce.com/about/careerstosapply>. Member FDIC. Equal Housing Lender. ■

Business Banker, Plains Commerce Bank, Hoven, S.D.

Plains Commerce Bank is looking for an experienced, energetic, self-motivated person to fill a full-time business banker position in our Hoven, S.D., location. Qualities of the successful candidate include an agricultural background with prior ag lending experience preferred, strong relationship management and interpersonal skills, commitment and enthusiasm for community banking, general computer skills with the ability to learn new programs, and a team player who is able to work under pressure. Candidate will be responsible for identifying, pursuing, and developing potential loan customers, preparing and presenting potential loan requests, performing inspections, cash flows, business plans, maintaining loan files and documentation, and representing and promoting a positive image of

the bank through involvement and/or participation in the community, charitable organizations, and agencies. Some travel will be required. Visit <http://www.plainscommerce.com/about/careerstosapply>. Member FDIC. Equal Housing Lender. ■

Business Credit Analyst, First National Bank, Pierre, S.D.

First National Bank in Pierre, S.D., has an opening for a business credit analyst. The successful candidate will display a strong desire to work for an organization that consistently sets the standard in banking for our local markets. For the individual with a four-year degree in a business related field (economics, finance, accounting or business administration) this will be a great opportunity to further your knowledge and skills in a banking career. The position will handle a variety of functions with special emphasis on analyzing our commercial customer's financial condition. For this position, a few of the attributes needed to achieve a high level of success would be a strong sense of business opportunities, strong communication skills, together with the creativity, energy and enthusiasm necessary to formulate and implement business development strategies. In our organization, this position will allow for personal career growth thru upward movement, such as to becoming a commercial lender or personal banker. The successful applicant will receive a competitive salary and benefits package after passing pre-employment screening including credit history and criminal background check. Please submit resume to Matt Judson, First National Bank, PO Box 730, Pierre, SD 57501. EOE ■

Compliance Officer, Dakota Prairie Bank, Fort Pierre, S.D.

Dakota Prairie Bank is a family-owned institution serving Central South Dakota with offices in Fort Pierre, Presho and Draper. We are looking for a highly-motivated individual to manage and administer the bank's compliance program to ensure compliance with all applicable regulations, maintain policy and procedure, implement new or changed compliance regulations, and provide staff training and ongoing support to all departments. Successful candidates will possess the following: bachelor's degree with minimum of three years related experience or equivalent combination of education and experience. Experience must include

compliance in all areas, operational, deposits and lending, including TRID. Strong knowledge of bank regulations, services, policies and procedures. Effective communication skills. Industry certification in compliance preferred but not necessary. Competitive compensation negotiable based on qualifications and generous benefit package included. Please visit our website at www.dakotaprairiebank.com for detailed job description, qualifications and application. Any questions may be directed to Erica Sundall at 605-895-2595. Submit your resume or application to Dakota Prairie Bank, PO BOX 790, Fort Pierre, SD 57532. Successful applicants must pass pre-employment screening including credit history and criminal background check. EEOC ■

Controller, CAPITAL Services, Sioux Falls, S.D.

Are you an experienced CPA looking for an opportunity to lead the accounting functions for an innovative payment portfolio management and servicing company? Your primary responsibilities will be to maintain financial records in accordance with GAAP, preparation of financial reporting (external and internal), tax functions, month-end closing, internal controls, administration, servicing unit costs and managing accounting staff. Candidates must have a CPA designation, at least five years of work experience with an in-depth understanding of accounting that is required for multiples entities and prior management experience. To apply visit www.capitalsvcs.com. ■

Senior Internal Audit Officer, CorTrust Bank, Mitchell, S.D.

Must have depth of knowledge related to the subprime credit card industry. Possess the capability to plan and execute audits from beginning to end, including pre-planning, by providing timely and accurate audit results to management. Offer insight related to industry risks and mitigating controls. Communicate well with all levels of management. Provide recommendations to increase efficiency and cost savings. Perform administrative management functions over the non-exempt assistant internal auditor. Evaluate internal controls and review departments to ensure compliance with applicable policies/procedures. Document and support audit work with

limited supervision. Train new auditors in audit methods, documentation and compliance. Perform administrative management functions, including report writing and summary discussions of the non-exempt assistant internal auditor's work. Understand empowerment and credit policy guidelines and how the guidelines are applied to processes and procedures. Understand changes in the subprime industry including, but not limited to state and federal regulations and how the changes impact processes and procedures. Understand system changes implemented by third-party vendors and how the changes impact processes and procedures. Must be well versed in the fundamental principles of banking and possess a strong understanding of bank-related compliance regulations, including those related to subprime credit cards. Apply online at www.cortrustbank.com/careers/open-positions. ■

Senior Lender, First National Bank of Omaha, Yankton, S.D.

First National Bank of Omaha has an exciting opportunity in Yankton, S.D., as a senior lender. This position will ensure quality business development and marketing. Using sound business and banking practices, provide coaching and mentoring for lenders in sourcing/structuring credits to grow a quality loan portfolio. Establish, track and report calling goals, growth development goals, overall portfolio growth and retention goals. Education and/or Experience: Minimum of bachelor's degree in business, finance, or related field or equivalent experience. Seven to 10 years of commercial and/or ag lending experience. Experience as credit analyst highly desired. If interested please apply at our website at www.firstnational.com and reference req # 37-14143. ■

Senior Loan Officer, United Southwest Bank, Cottonwood, Minn.

United Southwest Bank is seeking a senior lending officer who is responsible for the bank's loan portfolio. Experience required in all areas of lending with primary focus in agricultural lending. A solid understanding of commercial, real estate and consumer lending would be beneficial. Primary duties would include providing customer service to the bank's clientele, supervising

lending staff and making sure lending compliance and policies are followed to maintain a sound credit culture. Additional duties would be to identify, collect or work out past due and problem loans. The ideal candidate would be able to lead our lending staff, provide excellent customer service, develop and grow customer relationships, and be involved in the community. Qualifications: four-year education degree or equivalent work experience, agricultural experience, eight-plus year previous lending experience, and knowledge of SBA and FSA guaranteed loans would be helpful. Resume can be sent to: contact@unietdswbank.com or mailed to: United Southwest Bank, PO Box 288, Cottonwood MN 56229. Please no employment agency inquiries will be accepted. United Southwest Bank is an Equal Opportunity Employer ■

Senior Programmer, CorTrust Bank, Mitchell, S.D.

CorTrust Bank is looking for a talented senior level programmer to create secure and functional coding solutions for both simple applications and complex information and operating systems. The ideal candidate will have proven experience in developing applications, attention to detail and an analytical mindset toward solving business process inefficiencies through automation. Collaborate with business subject matter experts to produce software designs. Formulate program specifications and basic prototypes. Transform software designs and specifications into high functioning code. Integrate individual software solutions to higher level systems. Test code to ensure it produces the desirable results and perform debugging. Perform upgrades to make software and systems more secure and efficient. Create documentation of systems/applications for user support. Requirements: Proven experience as a full stack developer or relevant role. Ability to program in languages such as C++, C#, Perl, T-SQL, XML. Experience in developing web applications using ASP. NET, MVC, Javascript, JQuery. Excellent knowledge with relational databases, especially MS SQL. An analytical mindset and critical thinking. Demonstrable ability to discover and fix errors in code. BS/BA in computer science, software engineering or relevant discipline. Apply online at www.cortrustbank.com/careers/open-positions. ■

If you have a job opening at your bank or something to sell, send your classified listing via email to ademers@sdba.com and we will post it on the SDBA website, print it in one issue of South Dakota Banker and include it in the SDBA eNews. This service is free to member banks and associate members (200 word limit). The fee is \$50 for nonmembers. Questions, call 605.224.1653.

Seminars/Conferences/Webinars/Schools

SDBA Events

2017 Quad States Convention

June 4-6, 2017: Rushmore Plaza Civic Center, Rapid City

Dakota School of Banking

June 18-23, 2017: University of Jamestown, Jamestown, N.D.

2017 National School for Beginning Ag Lenders

June 19-22, 2017: Black Hills State University, Spearfish, S.D.

SDBA 2017 IRA School

Sept. 6-8, 2017: Clubhouse Hotel & Suites, Sioux Falls

SDBA 2017 Bank Technology Conference

Sept. 19-20, 2017: Ramkota Inn, Sioux Falls

Bank Security Management Training

Oct. 5, 2017: Sheraton Sioux Falls, Sioux Falls

Webinars

The following are available as live webinars and/or recorded seminars. For more information and additional webinars, visit www.sdba.com/webinars.

- May 8, 2017: Federal Compliance School OnDemand with Live Streaming
- May 8, 2017: Officer Calling: Prospecting, Preparing & Presentation
- May 9, 2017: Customer Identification Programs and Customer Due Diligence: Update
- May 9, 2017: Fair Lending Hot Topics in 2017 – What's On the Horizon?
- May 10, 2017: Call Reports: RC-C Loan Coding and Related RC-R Reporting
- May 10, 2017: Providing Accurate and Timely Adverse Action Notices
- May 11, 2017: Controlling the Risks of Power of Attorney Documents
- May 12, 2017: Bank Call Report Preparation for Beginners – Part 2
- May 15, 2017: Problem Loan Workout in Today's Market
- May 16, 2017: Living Trust Documents
- May 17, 2017: Basic Underwriting
- May 18, 2017: Escrows
- May 18, 2017: CRE Lending: Cash Flow Analysis & Cap Rates
- May 19, 2017: Bank Call Report Preparation for Beginners – Part 3
- May 22, 2017: For Salespeople: Learn How Top Producing Bankers Prospect for Business

- May 23, 2017: Regulation DD (Truth in Savings): Common Errors
- May 24, 2017: MLA Essentials
- May 25, 2017: Regulatory Pressure on Third Party Management
- May 25, 2017: Compliance Perspectives
- May 26, 2017: Bank Call Report Preparation for Beginner – Part 4
- June 2, 2017: Bank Call Report Preparation for Beginners – Part 5
- June 5, 2017: Writing an Effective Credit Memorandum
- June 6, 2017: Notary Public
- June 6, 2017: Completing Three Key Risk Assessments
- June 7, 2017: Prepaid Accounts
- June 7, 2017: Basic Real Estate Loan Documentation
- June 7, 2017: Jack's Compliance Resource TBD (Lending)
- June 8, 2017: Writing New Accounts Procedures with New CDD
- June 12, 2017: Introduction to Consumer Lending
- June 13, 2017: Call Center Training
- June 14, 2017: Creating and Protecting Your Salaried-Exempt Status
- June 14, 2017: ACH Risk Management & Compliance Part 1
- June 16, 2017: ACH Risk Management & Compliance Part 2

Banking Schools

2017 National School for Beginning Ag Lenders

June 19-22, 2017: Black Hills State University, Spearfish, S.D.

Graduate School of Banking at Colorado

July 16-28, 2017: University of Colorado-Boulder

Graduate School of Banking at Wisconsin

July 30-Aug. 11, 2017: University of Wisconsin-Madison

SDBA 2017 IRA School

Sept. 6-8, 2017: Clubhouse Hotel & Suites, Sioux Falls

GSB Financial Managers School

Sept. 10-15, 2017: University of Wisconsin-Madison

GSB Bank Technology Security School

Oct. 15-20, 2017: Dallas, Texas

GSB Advanced IT Forum

Oct. 24-26, 2017: University of Wisconsin-Madison

For more details and to register for a training, visit the SDBA's online event calendar at www.sdba.com.

South Dakota Bankers Association 2018 Scenes of South Dakota Calendar



The South Dakota Bankers Association is pleased to offer you the Scenes of South Dakota Calendar. This calendar will feature photos of South Dakota submitted by South Dakota bankers, their family members and customers. Your bank logo and name can be printed on each calendar to display in homes and businesses all year long. **Calendar orders are due by September 1, 2017, to get the low price of \$1.19* per calendar. Each order will have an additional \$25.00 production charge.**

The Scenes of South Dakota calendars are exclusive to SDBA member banks. These calendars are a great opportunity to thank your customers for their business and promote your bank. The SDBA logo is also included to emphasize the strength and security of South Dakota's banking industry. Please see the information below and order today! All orders will be shipped November 1, 2017.

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Bank logo and/or name to imprint needs to be provided in an Illustrator EPS or high resolution (300 dpi) TIF or JPG file and emailed to {email address}. Please supply all linked art and fonts required to print your file.**

- ☐ Black bank logo (FREE) ☐ Color logo (add \$100 to order)
(Please provide bank logo/name according to file requirements above.)

Would you like a proof emailed to you? ☐ Yes ☐ No, I do not need to see a proof.

Special Requests: _____

**\$65.00/hour (prorated) charge may apply if logo or imprint design changes need to be made to artwork supplied.

HOW TO SUBMIT YOUR ORDER

MAIL TO:

South Dakota
Bankers Association
ATTN: Alisa DeMers
PO Box 1081
Pierre, SD 57501

FAX TO:

605.224.7835

EMAIL TO:

ademers@sdba.com

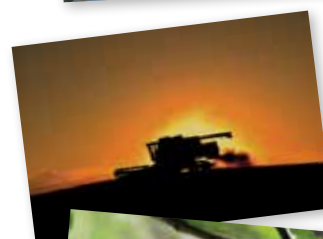
PHONE:

800.726.7322

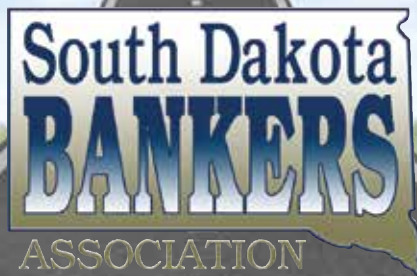
WEBSITE:

www.sdba.com/calendar

***Pricing Information:** Orders placed by September 1, 2017 receive the low price of \$1.19 per calendar. After September 1, price is \$1.49. Each order will have an additional \$25.00 production charge (layout for press run, in-house press proof, boxing, labeling), plus shipping. Logo will be black unless color is requested. Send no money now. Orders will be billed when shipped. Orders cannot be accepted after September 15, 2017.



What will the new Congress bring to IRAs?



SDBA 2017 IRA School

September 6-8, 2017

Clubhouse Hotel & Suites | Sioux Falls, South Dakota

Register at www.sdba.com

- New: 60 Rollover Exception Self-Certification
- Update on Fiduciary Responsibility Regulations
- Beneficiary/Death Distribution/Reporting
- Transfers Versus Direct Rollovers
- Direct Rollover of Qualified Plan Money
- Review of 2015 IRA Rollover Rule
- 1099-R and 5498 Updates/Changes
- Health Savings Accounts
- SEPS and SIMPLEs

Traditional IRA | Roth IRA | SEP-IRA | SIMPLE-IRA | HSA