

Community Banker

ICBND

INDEPENDENT COMMUNITY BANKS
of NORTH DAKOTA

Official Newsletter of the INDEPENDENT COMMUNITY BANKS of NORTH DAKOTA

Nov/Dec 2015 Issue



Happy Thanksgiving

During this Thanksgiving holiday, ICBND gratefully thanks those who have made our progress possible.

May your Thanksgiving be one of gratitude and of taking time to remember the things you are appreciative of.

PO Box 6128; Bismarck, ND 58506 + Email: info@icbnd.com + Phone: 701-258-7121 + icbnd.com

Quick Look

- 3 Chairman & President Remarks
- 4-5 Associate Profiles
- 6 Social Security Administration
- 6 Gate City and Jeremiah Program
- 8 Wild, Wild Tech
by Camden Fine, ICBA President/CEO
- 9 Tech is King
by Jack Hartings, ICBA Chairman
- 11 Farm Financial Stability Loan Program Approval
- 11 BND New Organizational Structure
- 14 Washington Watch - Credit Union Busting
by James Kendrick, ICBA Vice President of
Accounting & Capital Policy
- 15 Marketing Today - Leveraging Listings
by Chris Lorence, ICBA Exec. Vice President &
Chief Marketing Officer
- 16 ICBA Statement on Freddie Mac Third-Quarter Loss
- 18 Second Quarter Taxable Sales and
Purchases Slowed in ND
- 20 School for Ag Lending Date Announcement
- 21 2016 Community Bankers for Compliance Date
Announcement
- 22 Past Association Presidents and Chairmen
- 24 ICBA Supports House Passage of Pro-Community
Bank Amendments
- 26-31 ICBND Members in the News
- 32-33 Classifieds
- 34 Federal Tax Credits Support Affordable Housing
Development
- 35 Educational Opportunities
- 36 Advertisers
- 36 ICBND Directory



Independent Community Banks of North Dakota

PO Box 6128
Bismarck, ND 58506-6128

701.258.7121

info@icbnd.com

www.icbnd.com

Senator John Hoeven

338 Russell Senate Office Building
Washington DC 20510
Phone: 202-224-2551
Fax: 202-224-7999

Banking Aide: Emily Tryon

Emily_tryon@hoeven.senate.gov

Ag Aide: Cassie Bladow

Cassie_bladow@hoeven.senate.gov

Senator Heidi Heitkamp

SH-502 Hart Senate Office Building
Washington DC 20510
Phone: 202-224-2043
Fax: 202-224-7776

Banking Aide: Craig Radcliffe

Craig_Radcliffe@heitkamp.senate.gov

Ag Aide: Jack Huerter

Jack_huerter@heitkamp.senate.gov

Congressman Kevin Cramer

1032 Longworth House Office Building
Washington DC 20515
Phone: 202-225-2611
Fax: 202-226-0893

Banking Aide: Chris Marohl

Chris.marohl@mail.house.gov

Ag Aide: Mark Gruman

Mark.gruman@mail.house.gov



David Ludwig
Security First Bank of
North Dakota
Bismarck
ICBND Chairman

Since the financial crisis, there has been a 14% decline in the number of banks. About 500 banks failed during this time.

The decline has been going on for years. Today, it is mostly from mergers and the fact that the number of new banks has dropped to almost nothing. The lack of new banks can be blamed on a weak economy, low profitability from low rates, higher capital requirements and the same regulatory burden that causes smaller banks to merge with larger banks. We can assume the economy will improve and rates will go up but what about the regulatory burden?

North Dakota didn't feel the same financial downturn as other parts of the

country and we didn't have the bank failures.

There have been mergers in the state reducing the number of banks without any new banks starting up and so ICBND has to work hard to add eligible new bank members. We have seen an increase in the number of associate members. Associate members are a big part of our annual convention, they provide products and services to our banks, some are on our committees, some use our services, some help with our educational programs and they pay dues. Keep your eyes open for potential associate members and let Barry and Wendy know if you have any good candidates.

President's Remarks



Barry D. Haugen
ICBND President

It's hard to believe, but we're already in the midst of the holiday season and 2016 is within arm's reach. Rather than lament about the passing of time, I'd rather take some time and reflect on ICBND activities this past year.

I'm happy to say that your association had a very successful 2015. The 64th North Dakota Legislative Session consumed much of our attention the first several months of the year. ICBND members fared well this past session including property and income tax relief along with ICBND-sponsored legislation changing the Good Funds Law to specifically allow funding flexibility at closing for certain real property transactions. While the state session adjourned in the spring, our advocacy work is never done enhancing the political presence, influence and reputation of independent community banking at the local, state and national levels.

Because of your active participation and support, ICBND was able to offer 27 live education sessions and over 130 webinars this year. Quality, timely and unique education remains a critical service to our

members. On that note, 2015 marked the second year of the ICBND School of Agricultural Lending with 39 participants, 18 of whom completed their second year in the program. We've limited enrollment to 40 for 2016, so please get your registration in early. Ag lenders are going to need a full "toolbox" in this challenging market!

You will also soon be receiving information regarding our upcoming Construction Lending School scheduled for April 5-6 at the Heritage Center in Bismarck. We will be putting the finishing touches on curriculum, presenters and instructors the next few weeks.

As always, please take advantage of the ICBND Purchasing Exchange for all your office supplies, equipment, furnishings and promotional items. Let Lacey and Jess simplify your life some by being your one-stop procurement shop. Additionally, if your bank is considering a credit card program, there's no better time than now to call Marilou at ICB Services, Inc. to learn more about how to bolster your service offerings, interest income and interchange revenue.

Finally, and most importantly, have a safe and happy holiday season!

Welcome!

Please welcome ICBND's newest
Associate Members:

Middaugh and Associates

1019 5th Ave South
Fargo, ND 58108
Website: www.damiddaugh.com
Contact: David Middaugh, Registered Representative
Contact: Jason Middaugh, Registered Representative
Telephone: (701) 235-7023
Fax: (701) 280-9607
E-mail: dmiddaugh@cfsbd.com
E-mail: jmiddaugh@cfsbd.com



Middaugh and Associates is a privately owned, full service insurance brokerage firm specializing in employer-provided and voluntary benefits for companies of all sizes across a broad array of industries.

Affiliated with over 50 of the largest national insurance companies, Middaugh and Associates specialize in providing customized solutions for companies looking for group and individual insurance products and benefit plans which will meet the unique needs of their employees.

Middaugh and Associates aspire to their in-depth industry knowledge allowing them to offer creative and flexible solutions with quality and price-sensitive insurance products and benefit plans for clients.

Wallwork Financial

401 38th Street SW
Fargo, ND 58103
Website: www.wallworkfinancial.com
Contact: Steven Lausch, General Manager
Phone: (701) 76-7444
Email: steve.lausch@wallworkfinancial.com



Wallwork Financial is one of the largest independently owned lease and finance companies in the US specializing in commercial transportation equipment. Wallwork Financial is currently doing business in over 35 states, providing lease and finance options on all types of commercial equipment including semi-trucks, trailers, construction, logging, and agricultural equipment, regardless of the manufacturer. They are a great resource for questions about the transportation industry. Their parent company Wallwork Inc. has been in the heavy truck, trailer, automotive business since 1922.

Sallyport Commercial Finance LLC

14100 Southwest Freeway, Ste 210

Sugar Land, TX 77478

Ph: (832) 939-9450

Fax: (932) 939-9449

Contact: Elliot Smith

Email: esmith@sallyportcf.com

Website: www.sallyportcf.com



Sallyport Commercial Finance LLC (SCF) helps its partner banks both mitigate risk and harness their clients' growth potential, particularly in the oilfield service sector. Specifically Sallyport CF partners with banks to provide factoring and asset based lending solutions for clients, where they want to maintain/gain the main depository relationship. SCF private equity parent company is owned by a former energy executive, please feel free to see the heritage section (www.sallyportcf.com/heritage/) of our website for more information. Their team is very energy focused, with the goal of helping entrepreneurs through the good times as well as the bad. They are looking to build a long term partnership with community banks in North Dakota.

Piper Jaffray & Co.

800 Nicollet Mall Ste 1000

Minneapolis MN 55402

Website: www.piperjaffray.com

Phone: (612) 303-0675

Direct Line: (952) 240-0595

Contact: Nick Mellby

Email: Nicholas.P.Mellby@pjc.com



Based in Minneapolis and founded in 1895, Piper Jaffray is an investment banking and fixed income securities firm specializing in balance sheet strategy and investment portfolio services for financial institutions. Our team understands the challenges that independent community banks in North Dakota will face in 2016. We recognize that effective investment recommendations are based on balance sheet needs and maximizing long-term NII.

Our comprehensive products and services target banks' unique objectives of profitability, risk and liquidity. We provide advanced balance sheet and investment portfolio analytics, interest rate risk analysis, conference call strategy discussions and the full array of taxable and tax-exempt fixed income securities with a top-tier ranking in bank-qualified issuance. Our objective is to provide a comprehensive risk management analysis with specific strategy recommendations for increasing your overall performance.

Piper Jaffray & Co. Since 1895. Member SIPC and NYSE. Learn more at www.piperjaffray.com. Piper Jaffray corporate headquarters is located at 800 Nicollet Mall, Minneapolis, MN 55402.



Social Security

Each year, Social Security calculates the automatic cost-of-living adjustment (COLA), if any, that program beneficiaries will receive the following year. For years when there is a Social Security COLA, this adjustment is intended to keep inflation from eroding the purchasing power of Social Security and Supplemental Security Income benefits. The law does not provide for a Social Security COLA for 2016. The Social Security Act requires Social Security Administration to base this calculation on changes in the [Consumer Price Index for Urban Wage Earners and Clerical Workers](#), known as the CPI-W. Because the CPI-W has not increased, there will be no COLA for 2016. For important details and related information concerning this announcement, please see our [press release](#).

Gate City Bank and Jeremiah Program receive \$300,000 in housing grants



Twenty homes will be built or improved in North Dakota as a result of the 2015 Federal Home Loan Bank of Des Moines (FHLB Des Moines) Strong Communities Fund and its Competitive Affordable Housing Program.

The Bank recently awarded \$19.3 million in housing grants to projects located within its district, consisting of 13 states and three U.S. Pacific territories. FHLB Des Moines member Gate City Bank and Jeremiah Program were among the funding recipients and received \$300,000 in housing grants.

FHLB Des Moines commits 10 percent of its annual net income to the development of affordable housing. As part of the Bank's Strong Communities Fund, the 2015 Competitive Affordable Housing Program will bring quality housing to both urban and rural communities.

For a complete listing of 2015 Competitive Affordable Housing Program grant recipients, please visit the FHLB Des Moines [website](#). For more information, contact the Bank's Community Investment Department by calling 800.544.3452, ext. 1173.

Discover the Serkland Difference: Leadership, Experience, Quality, Value



10 Roberts St. N., PO Box 6017
Fargo, ND 58108

Our team of banking lawyers are experienced, zealous advocates for bankers and creditors.

Representation includes:

- Advice about loan documentation
- Lien acquisition and perfection
- Loan workouts and settlements
- Meditation
- Foreclosure of real estate mortgages and personal property security interests
- Trust and Estate Administration
- Fiduciary Liability
- Representation in bankruptcy court
- General collection
- Commercial litigation
- Lender liability prevention and defense
- Appearances before the state banking board and regulatory bodies

701-232-8957
SERKLANDLAW.COM



ROGER J. MINCH
rminch@serklandlaw.com



TIMOTHY G. RICHARD
trichard@serklandlaw.com



BERLY D. NELSON
bnelson@serklandlaw.com



KASEY D. McNARY
kmcnary@serklandlaw.com



Sponsorship Opportunities

Independent Community Banks of North Dakota is currently looking for sponsors for our various seminars, and programs being held in 2016 as well as our annual convention.

Sponsorships for these programs would cover expenses such as food, hotel, travel, speakers/exhibitors, and more. Recognition will be given to those sponsoring the event, along with the opportunity to address the attendees & handout company information!

Opportunities for Sponsorship include:

- The Emerging Leaders Development Program
- The Community Bankers for Compliance Program
- The School of Ag Lending
- Frontline Seminars
- Construction Lending School
- ICBND 2016 Annual Convention and events
..And Much More!!

For more information on how you can become a sponsor please contact us at:

info@icbnd.com

+

701-258-7121

+

www.icbnd.com



Wild, Wild Tech

Written by: Camden Fine, President and CEO of ICBA

FINE Points



Mobile, mobile, everywhere, but barely time to think.

Welcome to mobile mania. Financial innovation is booming. It's freewheeling and chaotic. It also continues to transform the operational and competitive contours of our industry.

Mobile technology combined with Internet connectivity results in a lot of data. Think about it. With email, search engines and mobile geolocation, companies have data on who you are, where you are, what sites you visit, what you have bought and what you are planning to buy. And many of those companies want to offer various bank-like services.

Community banking in today's rapidly digitizing world is rife with powerful rewards, but also with challenges and uncertainties too. Fortunately, community banks are patiently and prudently adopting powerful mobile and information technology in wondrous ways. Your institutions have all the technology that any consumer or business could need or that any other reputable financial company is providing. But we all need to tell that story more.

Certainly, community banks have valuable, reliable technology partners, and we increasingly have formidable technology competitors too. So-called FinTech firms are creating new digital platforms for consumers and businesses to easily access new providers of loans, payments, investments and financial data (and even digital currencies). These non-FDIC-insured companies, including marketplace lenders, are enticing consumers to bypass FDIC-insured mainstream banks for new-fangled, sometimes risky or harmful products. Many of these leverage data analytics in highly sophisticated ways. We cannot take them lightly.

Within this disruptive environment of financial technology innovation, what should ICBA and community banks do to continue delivering the best, most convenient and safest technology for our customers? ICBA sees three key priorities.

1. Promote bank-centric payments. As an industry and as a country, we have to continue

advocating the benefits of a bank-centric payments system. Banks are proven, secure intermediaries for moving money. The value of our tested controls, security protocols and protections, including federal deposit insurance, must be understood and supported by consumers and policymakers alike. We cannot allow random disruption or disintermediation from infant technology firms to undermine our longstanding banking and payments systems.

2. Uphold uniform standards for everyone. Consumers need and deserve the same safety and reliability from all financial services providers. Consistent compliance of consumer protections must be enforced for bank and nonbank providers. Federal and state regulatory frameworks for the licensing and regulation of FinTech products and services should be the same as those for the banking industry.

3. Continue innovating. As an industry we can't stop innovating—with our trusted partners and within our own institutions. While maximizing our nimbleness, we have to capitalize on our proven, longstanding business model while also adopting the best tools the digital world provides. This includes modernizing our existing banking and payments infrastructure. In short, we have to be high-tech and high-touch.

Of course, pursuing these priorities will require navigating the complexities of today's galloping financial innovation. But what's certain is that digital banking and ongoing technology innovation are here to stay, which is wonderful and daunting at the same time. But we're up to the challenge. We may have to lean into today's digital world together, but the opportunities for doing so will remain as rewarding for us and our customers as ever before.

Camden R. Fine is President and CEO of the Independent Community Bankers of America® (ICBA), a national trade association representing the interests of more than 6,500 community banks.

Tech is King

Written by: Jack Hartings, Chairman of ICBA

From the Chairman



Our customers love technology. At least, that's what I've found to be true at The Peoples Bank Co. in Coldwater, Ohio. Like many of you, I'm amazed at where technology has taken our business, and I look forward to seeing where it continues to take us. Without a doubt, technology has the ability to catapult our business to the next level and deepen our customer relationships.

Community banks have a huge advantage in the technology space. We are the total package. We are relationship lenders that do everything in our power to best serve our customers and our communities. Our customers love the fact that we look out for their best interests and the interests of our community. It's this relationship banking experience and trust that community bank customers have come to expect and appreciate. So, when you take this strong foundation of trust, service and relationships, and add it in with powerful, efficient and 24-hour a day/seven days a week technology—something that people love—you have a winning equation and something that customers will undoubtedly treasure and respond to for years to come.

All of this talk of technology takes me back to 2013 when The Peoples Bank launched its mobile banking service. As a community banker, my top concern was how our customers would respond to it. Would they have questions? Would they use it? Would my more senior customers need assistance with understanding and using it?

With these questions circling in my mind, I kept asking our staff to see if anyone had called in with questions about our new mobile banking service. One day passed, no; three days passed, no; two weeks passed, no. I was thinking, "Well, if we aren't getting questions, maybe customers aren't interested or just aren't taking advantage of it." So, we checked the

numbers and it turned out that there were more than 250 customers using the product in the first month, and today we have more than 1,400 mobile banking users.

Wow—not only were our customers interested in the product and using it, but they didn't have any questions. They love technology and knew how to leverage it!

I tell you this story because, at first, I was a bit skeptical. I cling to the traditional values of community banking but also realize that the future is coming and technology is part of that future. Community bank customers have become accustomed to the best possible products and customer service, and it's up to us to keep that tradition going while leveraging the benefits that technology has to offer. Our customers expect these services from us.

Now is the time to embrace what technological innovation has to offer and use it as a tool for continuing to make the community bank experience the best it can be. Whether it's at the branch, online or via a smartphone app, the community bank experience should not be limited to branch hours. Technology is another way to reach your customers. It's that simple.

Jack Hartings is president and CEO of The Peoples Bank Co. in Coldwater, Ohio.

M E R R Y
Christmas

Wishing you and yours
a Very Merry Christmas
and Blessings for a
Happy New Year.

ICBND Staff

Barry, Wendy and Nanci
& ICBND Board of Directors

Industrial Commission Approves Farm Financial Stability Loan Program

BISMARCK - The North Dakota Industrial Commission approved guidelines for Bank of North Dakota (BND) to offer a Farm Financial Stability Loan Program today. The loans will assist North Dakota farmers who have been impacted by low commodity prices or below-average crop production. It may be used to replenish working capital, term out operating carryover or restructure existing term debts to provide cash flow relief.

“We have seen a significant drop in crop prices, with the trend continuing in 2015,” said Gov. Jack Dalrymple. “Agriculture is a primary contributor to the state’s economy with nearly one of every four workers employed in agriculture or an agriculture-related industry. Providing timely support is essential for our farmers and for our economy as a whole.”

According to the Department of Agribusiness and Applied Economics at North Dakota State University, from 2012 to 2014, the average price of spring wheat dropped 34 percent, soybeans dropped 32 percent and corn decreased by 49 percent. Overhead prices remained consistent over the same period. As a result, median net farm income decreased from \$239,455 in 2012 to \$54,666 in 2014.

The borrower must be a North Dakota resident whose principal occupation is farming. Evidence of a cash flow shortage in 2014 or 2015 must be provided and there must be an operating line for the 2016 crop year approved. Interested borrowers should visit with their local lender to apply.

“BND’s new program will provide up to \$300 million in loans,” said Agriculture Commissioner Doug Goehring. “By working with local lenders, farmers are able to restructure their current debt load with lower interest rates to maintain a viable operation.”

The agricultural industry is among the primary contributors to the state’s economy. It ranks first in the nation in the production of spring wheat, durum, barley, sunflowers, dry edible beans, pinto beans, flaxseed, canola and honey. Nearly 90 percent of North Dakota’s land area is comprised of farms and ranches.

“North Dakotans have a strong agricultural heritage which continues to grow and diversify through value-added agriculture initiatives and the use of technology,” said Attorney General Wayne Stenehjem. “This program advances the historic role of the Bank of North Dakota to help farmers continue this essential work.”

BND developed the program in response to requests from lenders and agriculture leaders across the state.

“Farmers should apply with their local lender. Applications will be available starting December 1 and can be completed through June 30, 2016,” said Eric Hardmeyer, president of the Bank of North Dakota. “The originating financial institution will service the loan.”

More details about the loan program are available at www.banknd.nd.gov or by calling Bank of North Dakota at 701.328.5780.

BND announces new organizational structure

In its 2015-2017 strategic plan, Bank of North Dakota (BND) updated its vision statement: “BND is an agile partner that creates financial solutions to current and emerging economic needs.”

As the Bank began to implement this vision, it became clear that some organizational structure changes would allow BND to better serve its constituents and customers with the agility it intended. To this end, BND is adopting a new structure that allows the Bank to strengthen relationships and streamline loan processes.

Under the former structure, Lending Services was involved in every stage of the loan. This area has been split into two divisions: Business Development, led by Todd Steinwand; and Credit Administration, led by Kirby Evanger.

Within Business Development, there are three lead positions, emphasizing BND’s three market segments: Financial Institutions will be led by Bob Humann, Government Agency and Economic Development will be managed by Kelvin Hullett and Education will be led by Shirley Glass.

Within Credit Administration, Wally Erhardt will manage Student Loans of North Dakota, the Bank’s guarantor agency. Mark Weide will lead the Special Assets/Late Stage Collections division and David Falkenstein will continue as Credit Review Manager.

“BND continues to fulfill its mission to support agriculture, commerce and industry in North Dakota,” states BND President Eric Hardmeyer. “I believe our stakeholders will find the new structure more effective and quicker to respond.”



Holiday Stress: Eating Healthy

Live Well, Work Well

Health and Wellness tips for your work, home and life
brought to you by ND BANKS Benefit Trust.

Holidays such as Thanksgiving, Christmas and New Year's bring to mind thoughts of family, friends, fun and food. However, each year, millions of Americans struggle to maintain their waistlines during the holidays while surrounded by tempting holiday treats.

Holiday Parties

By following the healthy tips below, you will be on your way to enjoying all your holiday parties, while also staying in control of your eating. For example:

- Do not leave the house on an empty stomach—it promotes overeating.
- Avoid standing near the food table, a sure-fire way to overindulge.
- Make socializing your top priority; conversation will keep you occupied and away from the food.
- Limit your drinking; alcohol increases hunger and lowers willpower.
- Offer a low-calorie alternative; for example, if you have volunteered to bring a dessert, bring fruit rather than a cheesecake.
- Listen to your stomach; reduce your portion sizes and stop eating when you feel satisfied rather than stuffed.



Cooking and Baking

If you are the one hosting, use that to your advantage—it puts you in control of what will be served. For example, substitute high-fat or calorie-laden ingredients with healthier choices, such as using an egg substitute rather than a whole egg. There can also be a downfall when it comes to hosting: the temptation to sample the food while you are preparing it. To help you resist the urge to snack while cooking:

- Keep your mouth occupied with a piece of sugar-free gum or sip tea to reduce your urge to sample while you cook.
- Prepare foods on a full stomach. You will not be as tempted to taste what you are making.

Cocktails and Beverages

Before you reach for the eggnog, remember that some mixed drinks may have as many calories as a dessert. It's fine to indulge in some holiday spirits, but keep the following suggestions in mind:

- Pace yourself; drink water or seltzer between drinks. The more you drink, the more the temptation to snack increases.
- Try ice water with lemon or non-caffeinated soft drinks.
- Consume mixed drinks with diet soda, club soda or tonic when possible.



ND BANKS
BENEFIT TRUST

Contact Angi Day at (701) 223-5303 or
angi@ndba.com for more information on
ND BANKS Benefit Trust.

(Article provided by Zywave
Broker Briefcase)





Washington Watch

James Kendrick

Credit Union Busting

Take on NCUA's attempt to skirt Congress on credit union business lending

ICBA and community bankers across the nation recently launched a volley of opposition to the tax-exempt credit union industry's latest attempt to expand its lending authority. While Capitol Hill has repeatedly rejected credit union efforts to expand into commercial lending, the National Credit Union Administration is attempting another end run around the legislative branch on behalf of the industry it regulates.

The NCUA proposal would expand loopholes to the credit union cap on business-lending authority. In comment letters to the agency, ICBA and community bankers laid out a litany of problems with the proposal, including how it would circumvent Congress, jeopardize the safety and soundness of credit unions and place undue risks on U.S. taxpayers.

Indecent proposal

The NCUA's proposed rule would replace strict requirements and limitations on commercial lending by federally insured credit unions with abstract principles that would provide a much more open lending framework. While federal law caps member business lending at 12.25 percent of a credit union's total assets, the regulator's proposal would apply additional flexibility to the cap and would even entertain the idea of moving beyond the statutory cap altogether.

Among its provisions, the proposed rule would eliminate a requirement that borrowers personally guarantee loans, remove explicit loan-to-value limits and allow loans to a single borrower to total up to 25 percent of the lender's net worth. It also would lift limits on construction and development loans and clarify that nonmember loan participations will not count against the cap.

Credit unions would be required to establish a risk-management platform with a rating system and a commercial loan policy that addresses the particulars of how commercial loans would be originated. However, credit unions with total assets of less than \$250 million and total commercial loans that do not exceed 15 percent of net worth would not be required to adopt a commercial loan policy.

Combating mission creep

ICBA and community bankers wrote in formal comment letters that expanding lending credit union authority while relaxing regulatory oversight would defy congressional intent and continue the tax-subsidized industry's ongoing mission creep into commercial banking. While the 12.25 percent statutory cap should be inflexible, the proposed rule would expand on existing loopholes, which could

allow large credit unions to engage in millions or even billions of dollars of business loans outside the cap.

ICBA called on the NCUA to demonstrate a need for these relaxed standards and to retain its personal guarantee requirement for borrowers as well as collateral and security requirements for member business loans. Given its lack of confidence in credit union business lending, ICBA wrote, the NCUA should answer why it proposes weakening critical prudential safeguards.

Bottom line: The NCUA's continued efforts to weaken business lending limits flout Congress and disregard the risks that come with originating commercial loans. Meanwhile, community banks that engage in commercial lending operate under a lending framework that has stood the test of time and is subject to constant regulator and examiner scrutiny. If the credit union industry wants to expand further into commercial lending, it should first build the framework needed to perform high-quality underwriting and management—while also forgoing its broad tax and regulatory exemptions.

Community Bankers Sound Off

The National Credit Union Administration's board of directors, in action that would circumvent the will of Congress, has proposed a regulatory rule to expand the small-business lending capacity of federal tax-exempt credit unions. Hundreds of community bankers across the country have joined ICBA in filing comment letters strongly opposing the proposal for multiple reasons.

"NCUA should not undermine specific limitations by Congress nor expand taxpayer liability. ... In 1998, Congress made it clear that credit unions should be focused on consumer lending, not commercial lending." —Rick Goedert, 1st State Bank in Saginaw, Mich.

"The NCUA should not grant powers that Congress has regularly rejected." —Neal Prokosch, Citizens Alliance Bank in Lake Lillian, Minn.

"Extending the reach of credit union commercial activity is a fundamental distortion of the credit union mission and should have no place in the marketplace." —Robert Meyerson, Harvest Bank in Kimball, Minn.

"Increasing the business lending cap for credit unions is reminiscent in some ways of the deregulation of the savings and loan industry decades ago. Then, as now, institutions that were not equipped to underwrite commercial loans under the supervision of a regulatory agency that was not equipped to provide effective oversight of that type of lending created catastrophic results for the American taxpayers." —Robert W. Hoxworth, First National Bank Texas in Killeen, Texas

"I believe NCUA must continue its role as regulator of, and not as a cheerleader for, those it regulates. This proposal creating a loophole for [federal credit unions] on the [member business lending] limit exhibits the latter behavior." —Robert Becker, Black River Country Bank in Black River Falls, Wis.

"Our bank, and other community banks like ours, are fully capable of addressing the business lending needs of our area businesses, and we do so every day." —Jeffery Savage, Franklin Savings Bank in Franklin, N.H.

Read more comment letters on NCUA's website, www.ncua.gov

James Kendrick, ICBA Vice President of
Accounting & Capital Policy



Marketing Today

Chris Lorence

Leveraging Listings

Three easy steps to be seen widely on the Web

The World Wide Web has matured quite a bit since its integration into everyday life. Modern search engines have tamed the unruly, organized the ostensible and helped pinpoint a position. Today, young and old harness the power of the Internet to add value to their lives. It's now mission critical for community banks to not only have a website but to have an accurate, informative and connected presence that can be found outside of the traditional Web domain.

Whether researching a great restaurant, finding a place to live or considering financial service providers, many consumers and small businesses rely heavily on what is presented to them on the Web. Having a website and plastering the familiar www-dot address on everything from T-shirts to billboards is helpful, but it doesn't connect with someone searching for a loan online by typing a generic term such as "mortgage rates." A sophisticated and popular search engine like Google has the ability not only to present information from around the world but also to gather local information based on geolocation indicators.

So how can a community bank with limited resources and expertise get seen more widely on the Web? By leveraging online listings in three simple steps.

Step 1: Register your bank's information with Google My Business (www.google.com/business). No matter how large or small your bank is, it should claim and maximize its listing within one of the world's largest search engines. By providing basic information, your bank's listing will automatically display your hours and locations with precise GPS mapping and allow you to add unique content and descriptors. This easy-to-manage listing will present your bank's information during Web searches that link directly back to your Web page. The best part about this site—it's *free*!

Step 2: Connect your community bank with financial information aggregators and real estate listing services. Consumers and small businesses now gravitate toward—and are often pushed directly to—experts on special aggregator sites like NerdWallet (www.nerdwallet.com), Bank Rate

(www.bankrate.com) and Credio (www.credio.com). These one-stop shopping sites conveniently list financial-provider information at little to no cost while providing consumers information such as the loans, interest rates and fee schedules available from banks as well as their contact information. Most important, these sites will use geolocation to present your community bank's information to ideal customers—those living in and near your ZIP Code *or* those relocating to your area.

Additionally, consumers seeking to buy a home or to relocate to an area often use real estate listing sites such as Zillow (www.zillow.com) and Realtor (www.realtor.com). These invaluable sites provide not only excellent information about homes for sale but also information from both local and national mortgage providers. If your bank makes mortgage loans, it should be listed on these sites as a competitive local provider.

Step 3. Assign someone today to ensure that your bank appears on these sites, and then stay on top of those listings to keep them current and accurate.

Chris Lorence is ICBA's Executive Vice President and Chief Marketing Officer.





CELEBRATING
75
YEARS
WORKING WITH YOU
AND FOR YOU

It all adds up to

Choice

Employees want options. When you choose coverage from Blue Cross Blue Shield of North Dakota you're giving unmatched access to health care at home and away, plus award winning service from fellow North Dakotans.

99.6%

DOCTORS
Nearly every one
in North Dakota

99.9%

HOSPITALS
Rural and urban,
across the state

50

STATES
Broad coverage
across the country

200

COUNTRIES
Worldwide acceptance
of BCBSND coverage

10

LOCATIONS
Service centers
across North Dakota

1K

EMPLOYEES
Working with you
and for you

ND

Allow us to share the choices available to your organization.
800-342-4718 • www.BCBSND.com

Blue Cross Blue Shield of North Dakota is an independent licensee of the Blue Cross & Blue Shield Association

Northland Mutual Insurance Company



NEWS

For Immediate Release

Media Contacts:

Aleis Stokes
(aleis.stokes@icba.org)
202-821-4457
[@AleisStokes](https://twitter.com/AleisStokes)

Jessica Wallace
(jessica.wallace@icba.org)
202-821-4328
[@ICBA_Jessica](https://twitter.com/ICBA_Jessica)

ICBA Statement on Freddie Mac Third-Quarter Loss

Washington, D.C. (Nov. 3, 2015)—Independent Community Bankers of America® (ICBA) President and CEO Camden R. Fine today released the following statement on Freddie Mac's reported \$475 million third-quarter net loss.

"Today's announcement by Freddie Mac that it has incurred a \$475 million loss during the third quarter should be a warning that potential future losses by Freddie Mac or Fannie Mae could require additional draws from the U.S. Treasury to prop up their operations.

"ICBA once again urges the Federal Housing Finance Agency to require both government-sponsored enterprises to develop and implement a plan to rebuild their capital. This would support and sustain their operations, and it would protect taxpayers and the U.S. housing market from unnecessary disruptions.

"Siphoning off all earnings to the U.S. Treasury unnecessarily puts both Fannie Mae and Freddie Mac in danger of failure once again. Implementing housing-finance reform while building capital at the enterprises to support their safety and soundness are not mutually exclusive objectives, and they both should be pursued expeditiously."

About ICBA

The Independent Community Bankers of America®, the nation's voice for more than 6,000 community banks of all sizes and charter types, is dedicated exclusively to representing the interests of the community banking industry and its membership through effective advocacy, best-in-class education and high-quality products and services.

DISCOUNT PRICING

for ICBND MEMBERS



The Independent Community Banks of North Dakota partners with NPP to provide discounts on products and services. NPP negotiates the rates, and makes them available to ICB of North Dakota members.

NPP MEMBERSHIP IS FREE.

Available products include:

Wireless Service	Legal Services
Facility Maintenance Supplies	Tech Devices
Travel	and more...



Access the nation's largest and most reliable 4G LTE network.

Corporate Discount - 22% discount on eligible wireless calling plans \$34.99 and higher (five line minimum, two corporate lines required).

\$20 for 3GB data on 3G/4G devices or \$30 for 5GB with Mobile Hotspot on 4G smartphone devices for corporate subscribers.

Text Message Offer - 250 per month for free, 500 per month for \$5, or unlimited per month for \$10.

Employee Discount - Up to 18% discount on eligible wireless calling plans \$34.99 and higher (15% discount, plus 3% if enrolled in paperless billing and My Verizon).

Accessories - 25% discount on select accessories.

**Eligibility Requirement: Company must offer one or more of the following financial services: banking, accounting, investment, securities, brokerage, or insurance advising and services.*

All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless' Agreement with Customer including, but not limited to, Customer eligibility requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions.



The nation's leading provider of online legal document services and legal plans to families and small businesses.

15% discount for NPP members.



Exclusive savings with the world's largest online travel agency.

Save 10% on hotel bookings—over and above Expedia's industry leading prices.



Discount pricing on IT solutions. Everything from computers and other hardware to licensing for software.

Potential for **improved discounts** when bulk purchasing.



Discounts on Industrial Coatings, Chemical Coatings, Architectural Coatings and Paint Supplies.

HOW TO GET STARTED

Signing up to be an NPP member is free and easy:

- Visit www.mynpp.com, click on "Join Now."
- Select "Company" then "Finance."
- Select "Independent Community Banks of North Dakota" from the Association dropdown menu and complete enrollment.



mynpp.com
800.810.3909
customerservice@mynpp.com

© 2015 National Purchasing Partners



Second Quarter Taxable Sales and Purchases Slowed in North Dakota

BISMARCK, N.D. – Tax Commissioner Ryan Rauschenberger today released the 2015 second quarter taxable sales and purchases report, and it reflects a slowdown in activity for some industry sectors. Taxable sales and purchases were \$5.901 billion for April, May and June of 2015, a drop of 16.07 percent over those months in 2014.

“The state has experienced a decline in oil exploration activity due to the low oil prices,” stated Rauschenberger. “We anticipated that the second quarter taxable sales and purchases would be reflective of the decrease in activity.”

Rauschenberger went on to point out that taxable sales and purchases are still strong and reflect a significant amount of economic activity in the state. North Dakota has experienced exponential growth in taxable sales and purchases for the past several years. When viewed with a longer-term perspective, second quarter 2015 taxable sales and purchases are still over 70 percent higher than the second quarter of 2010.

Six of the 15 major industry sectors reported taxable sales and purchases gains when compared to the second quarter a year ago, with the most notable decline in the mining and oil extraction sector (decrease of 31.43 percent).

“Although taxable sales and purchases for the second quarter are down overall, it is encouraging to see that three of our four most populated cities saw an increase,” added Rauschenberger.

Of the most populated cities, Grand Forks, Minot and Fargo all saw increases in second quarter taxable sales and purchases, with Bismarck decreasing by about 2 percent.

Of the 50 largest cities in North Dakota, the highest percent increases for the second quarter of 2015 (compared to the second quarter of 2014) were as follows:

- Walhalla – Increase of 54.56 percent
- Cavalier – Increase of 37.73 percent
- Lincoln – Increase of 13.86 percent
- Wahpeton – Increase of 7.79 percent
- Ellendale – Increase of 7.23 percent

Counties with the highest percent increases for the second quarter of 2015 (compared to the second quarter of 2014) were as follows:

- Sheridan County – Increase of 45.17 percent
- Sargent County – Increase of 38.21 percent
- Kidder County – Increase of 36.55 percent
- Burke County – Increase of 35.71 percent
- Pembina County – Increase of 25.7 percent

The complete second quarter 2015 North Dakota Sales and Use Tax Statistical Report can be accessed online at www.nd.gov/tax.





Reserve the ICBND Mobile ATM Trailer for 2016



Are you marking your 2016 calendar for special community events?
Will you need to borrow ICB Services Mobile ATM Trailer?
Be sure to call to reserve the portable ATM now!
Scheduled on a first come, first serve basis.



Also available when your bank-owned ATM is out of service or in the case of a disaster, i.e. Fire, Tornado or Flood. This ATM trailer comes equipped with Verizon Mobile Communication, Emergency Battery Operation, Wheel & Hitch Locks, Multiple Cameras and DVR, Heat and Air Conditioning.

There is no rental costs to the individual bank that borrows the trailer. Your bank will be responsible for the travel expenses associated with picking up and returning the trailer for storage as well as insuring the trailer when it is in your bank's possession.

For more details and to check availability call:

Marilou Voegelé

ICB Services

701-258-8326

marilouv@icbnd.com



ICBND School of Agricultural Lending

June 20 - 24, 2016

Bismarck State College, Bismarck

ICBND is very excited to work with Bismarck State College (BSC) and North Dakota State University (NDSU) to offer our members a two-year School of Agricultural Lending. The 2016 session will be held June 20-24, at Bismarck State College campus.

The ICBND School of Agricultural Lending will provide:

- **Practical, hands-on curriculum designed for learning by doing and for easy application at the bank**
- **Case studies**
- **Small class size to increase networking opportunities and personalized instruction**
- **A school designed and governed by bankers and taught by experienced bankers, consultants and college professors**
- **Reasonable enrollment fees and an academic atmosphere conducive to a simulating learning experience.**

The curriculum for the ICBND School of Agricultural Lending is designed to provide you with the practical aspects of agricultural credit & finance, farm management, marketing & related subjects. The core curriculum was developed by local North Dakota Community Ag Lenders in conjunction with NDSU and BSC Agribusiness faculty.

2016 COMMUNITY BANKERS FOR COMPLIANCE PROGRAM

Guidance for structuring and maintaining a strong in-bank compliance program.

March 29 - 30, 2016

October 25 - 26, 2016

Both sessions will be held at:

**Radisson Hotel - 605 E. Broadway Ave. - Bismarck, ND 58501
(701) 255-6000**



Presented By:



Sponsored By:





In Honor of Past Association Presidents and Chairmen

Independent Community Bankers of North Dakota has been strong and deep-rooted since 1967, thanks to the skilled leadership of past presidents and chairmen. Following is a list of the leaders who built the Association.

1967	T.W. Sette, Bismarck	1991	Terry Jorde, Cando
1968	Dick Grenz, Strasburg, Bismarck	1992	Dennis White, Valley City
1969	John Banker, Mohall	1993	Randy Streifel, Powers Lake
1970	Don Baertsch, Beach	1994	Pat Fisher, Jamestown
1971	Paul Pederson, Page	1995	Jeff Campbell, Dunseith
1972	Don Miller, Grand Forks	1996	Craig Larson, Bismarck
1973	Leonard Jorgenson, Kenmare	1997	Robert Sorenson, Stanley
1974	Will Summers, Jamestown, Bismarck	1998	Howard Schaan, Harvey
1975	Alvin Haas, Bismarck	1999	DeWayne Streyle, Leeds
1976	Gary Hanisch, Crosby	2000	Jon Mund, Milnor
1977	James Kuchar, Devils Lake	2001	Rich Campbell, Minot
1978	Gene Rich, Fargo	2002	Brian Houkom, Devils Lake
1979	Bob Hansen, Steele	2003	Kent Lovell, Ashley
1980	Jack Hoeven, Minot	2004	Nancy Baerwald, Cando
1981	Duane Anderson, Dickinson	2005	Gale Skjoiten, Hatton
1982	Jim Jorgenson, Kenmare	2006	Richard Beall, Velva
1983	James Walth, Halliday - Deerwood, MN	2007	Dave McAdoo, Williston
1984	John Brown, Wimbledon	2008	Scott Tewksbury, Edgeley
1985	Gary Nelson, Stanley	2009	Gordon Hoffner, Beulah
1986	Kelly Dakken, Drayton	2010	Mary Erman, Bismarck
1987	Chet Folkert, Velva	2011	Jerry Hauff, Bismarck
1988	Myron Pfeifle, Bismarck	2012	Brenda Foster, Minot
1989	Terry McNea, Hatton	2013	Robert Larson, Underwood
1990	Jim Goetz, Center	2014	Tim Porter, Bismarck

A heartfelt THANK YOU to all of you!

Season's Greetings

Best wishes for happiness
in the new year

BND
Bank of North Dakota

Conventional | FHA | USDA | VA

Mortgage Questions?

First Class Mortgage has your answer.

Call Dan for more information on
how he can answer questions on
the mortgage process for your bank.

NMLS #8495

Dan VanWinkle | 877.375.2016
www.FirstClassCorp.com

 **First Class**
MORTGAGE
NMLS #: 2520

Locations in Fargo & Grand Forks



NEWS
For Immediate Release

ICBA Supports House Passage of Pro-Community Bank Amendments

Amendments to highway bill support local economies, avoid costly precedent

Washington, D.C. (Nov. 5, 2015)—The Independent Community Bankers of America® (ICBA) today announced its strong support for two House-passed amendments to highway funding legislation. The amendments provide much-needed regulatory relief to promote local economic growth and maintain current dividend rates paid on Federal Reserve Bank stock.

“The ICBA-advocated amendments to the House highway bill advance bipartisan regulatory relief already approved by the House and remove a backdoor tax hike on community bank members of the Federal Reserve,” ICBA President and CEO Camden R. Fine said. “ICBA and community bankers nationwide call on the House and Senate to include these amendments in the final highway-funding

measure they send to the president.”

An amendment offered by Reps. Randy Neugebauer (R-Texas) and Bill Huizenga (R-Mich.) removes a proposed 75 percent cut to dividends paid on Federal Reserve Bank stock that would have tangible and dramatic consequences for local economies. This funding proposal, which would force local community banks to pay for federal highways, would recklessly alter a 100-year system to tap a one-time source of funding for the nation’s transportation infrastructure.

A separate amendment offered by House Financial Services Chairman Jeb Hensarling (R-Texas) includes several provisions from ICBA’s Plan for Prosperity that have already passed the House on a broad bipartisan basis. These provisions would eliminate redundant privacy notice requirements, expand the 18-month exam cycle and allow thrift holding companies to take advantage of new Securities and Exchange Commission registration thresholds—common-sense measures that address community bank overregulation and benefit local customers and communities.

ICBA will continue working to preserve these amendments as House and Senate lawmakers negotiate a final highway bill.

About ICBA

The Independent Community Bankers of America®, the nation’s voice for more than 6,000 community banks of all sizes and charter types, is dedicated exclusively to representing the interests of the community banking industry and its membership through effective advocacy, best-in-class education and high-quality products and services.

Commercial and ag participation loans | Bank stock & ownership loans | Bank building financing | Business & personal loans for bankers

Call me at
701.371.3355

Tom Ishaug

Bell
State Bank & Trust
bellbanks.com

Partner with us.

Our correspondent bankers will get you clear answers and fast decisions. As your partner, we will help you enhance your customer relationships. As your bank grows, we'll help you meet your needs.

*Together, let's
make it happen.*

Member FDIC  11098



**NORTH DAKOTA
GUARANTY
& TITLE CO.**

One Mission. One Name.

North Dakota Guaranty & Title Co. proudly announces the transition to one name for all eight North Dakota locations.

- North Dakota Guaranty & Title Co., Bismarck
- Dickinson Guaranty & Title Co., Dickinson
- Dunn County Guaranty & Title Co., Killdeer
- Mandan Guaranty & Title Co., Mandan
- McKenzie County Guaranty & Title Co., Watford City
- Minot Guaranty & Escrow Co., Minot
- Renville County Guaranty & Title Co., Mohall
- North Dakota Guaranty & Title Co., Williston

From one location to the next, NDGT offices share the same mission: to provide the best service in every market in which we participate. As always, one mission and – very soon – one name. Watch for signage changes at your local North Dakota Guaranty & Title Co. office.

thetitleteam.com | 701.223.6835

BISMARCK • DICKINSON • DUNN COUNTY • MANDAN • MINOT
RENVILLE COUNTY • WATFORD CITY • WILLISTON • SIDNEY, MT



Merry Christmas from ICB Services.

**Thank you for
your patronage.**



**Marilou,
Angie & Bill**

ICBND Members in the News

AMERICAN BANK CENTER

American Bank Center recently announced the promotion of **Nadine Schaff** to Mortgage Banking Manager. Schaff has been with American Bank Center for 22 years. She started her career in 1993 as a Mortgage Loan Processor. Since then she has held many different positions as a Mortgage Loan Servicer, Mortgage Banking Officer and, most recently, as Mortgage Banking Supervisor.



Schaff will be responsible for overseeing the bank's mortgage banking portfolio, promoting special products and services, as well as analyzing existing loans and cultivating relationships for future real estate loans.

BELL STATE BANK & TRUST

Nick Schneider has been hired as Senior Network Engineer at **Bell State Bank & Trust**, located at 3100 13th Avenue South in Fargo. In his new position, Schneider will design, implement and support local and wide area network connections.



Doug Millar has been hired as Business Systems Analyst II at **Bell State Bank & Trust**, located at 3100 13th Avenue South in Fargo. In his new position, Millar will manage projects and assist business partners with implementing new



or updated processes.

Marci Horack has been promoted to Personal Banker with **Bell State Bank & Trust**, located at 2704 North Broadway in Fargo. In her new position, Horack will sell and grow deposit accounts and work with



customers on consumer loans and other retail banking services. She joined Bell in January 2014.

BELL STATE BANK & TRUST



Carrie Bjorge has been hired as VP/ Assistant Controller at **Bell State Bank & Trust**, located at 3100 13th Avenue South in Fargo. In her new position, Bjorge will oversee accounting functions including budgeting and



financial reporting. She most recently held the controller position and has been in banking for 15 years.

Perry Rassler has been hired as SVP/ Business Banking Officer at **Bell State Bank & Trust**, located at 5500 Wayzata Blvd in Minneapolis. In his new position, Rassler's



responsibilities will include underwriting, documenting and administering a loan portfolio of commercial, industrial and service oriented customers. His focus will be to understand the needs of our business clients and recommend financing or depository services that will help them meet their needs and business objectives.

Debbie Oakland has been hired as VP/ Mortgage Loan Officer at **Bell State Bank & Trust**, located at 3100 13th Avenue South in Fargo. In her new position, Oakland will

CORNERSTONE BANK

assist customers with home purchases and refinancing.

Kevin Strege has joined **Cornerstone Bank** as a VP of Business Banking, with responsibilities in the Watford City, New Town, and Bismarck markets. Strege has 30 years of experience in the financial services industry, 26 of that in the Bismarck-Mandan community.



CORNERSTONE BANK

Cornerstone Bank is pleased to announce that **Thomas Boden** has joined them as a Mortgage Loan Processor - Opener in



Fargo. He comes to Cornerstone Bank with over 3 years of customer service experience previously working at Discovery Benefits. Mr. Boden has a Musical Education and Marketing degree from NDSU.



Morgan Hanneman has joined **Cornerstone Bank** as a Finance & Banking Intern in Fargo. Morgan is currently attending MSUM pursuing a degree in Finance. She comes to Cornerstone Bank with over a year of customer service experience.



Philip Nelson has joined **Cornerstone Bank** as a Mortgage Loan Originator in Bismarck. He will be working with Jon Leet on the Cornerstone Mortgage Team. He comes to Cornerstone Bank with over 5 years of customer service experience and recently earned his MBA in finance from the University of Mary.

STARION FINANCIAL

Starion Financial has hired **Laura Pettie** as



a Business Banking Representative at the Bottineau branch. In this position, she provides new & existing customers excellent service; offers administrative, sales & service support to business bankers; & works on special projects as needed.



Melissa Werner has transitioned back into the position of Personal Banking Officer after serving as Retail Training Coordinator for nearly a year. Werner joined **Starion Financial** in May 2007.

ICBND Members in the News

STARION FINANCIAL

André Boucher and **Kellan Schmaltz** are now Personal Bankers with Starion. As Personal Bankers, Boucher and Schmaltz are responsible for establishing and developing long-term banking relationships with consumer clients.



Boucher is located at the Bismarck branch on the corner of Century Avenue and Washington Street. Boucher joined Starion in 2012 as a teller and was promoted to virtual banker in 2013.



Schmaltz is now a Personal Banker at the Mandan branch. He joined Starion in January 2015 as a teller supervisor in Mandan. He has several years of retail and management experience.

Shawn Dillon and **Samantha Olson** have been promoted to serve as virtual bankers.



As virtual bankers, they provide assistance to customer inquiries received via phone, email, starionfinancial.com and online chat.

Dillon joined **Starion Financial** in August 2014 as a full-time teller and has several years of retail experience.



Olson joined **Starion Financial** in July 2014 as a part-time teller. She has several years of retail experience.

WESTERN STATE BANK

Carly Ronningen recently joined **Western State Bank** as a Loan and Deposit



Representative. Her primary duties include performing loan and deposit data functions in accordance with the organization's mission, values and team guidelines.



Casey Locken recently joined **Western Equipment Finance** as a Staff Accountant. Her primary responsibilities include completing the funding & booking on lease contracts, reconciling various lease accounts, posting customer lease payments, preparing

lease accounting reports and answering customer inquiries.



Darrin Wollitz recently joined **Western State Bank** as a Customer Service Representative. His duties include processing customer transactions, identifying customer needs and connecting

with customers to create and deliver an exceptional customer experience.

FIRST WESTERN BANK & TRUST



Candi Ziegler has recently joined **First Western Bank & Trust** on their Systems and Network Team as of July of 2015. Candi Ziegler has made Minot home.

FIRST WESTERN BANK & TRUST

First Western Bank & Trust team is pleased to have



Michael King as part of their team as a Business Banking Officer as of October 1st, 2015. Michael has more than 15 years experience working in the lending and financial services fields.

First Western Bank & Trust welcomed **Jordan Dalby** to their team as a Consumer



Lender in May of 2015. Jordan has been in the banking industry for the past 5 years and has had experience with mortgage, agricultural, and consumer loans.

WIDMER ROEL



Matthew M'Lachlan has joined the audit department of **Widmer Roel**, a public accounting and business advisory firm with offices in Fargo, Bismarck and Hazen, N.D.

M'Lachlan, as a Staff Accountant, provides audit and accounting services.



Michael Brossart has joined the audit department of **Widmer Roel**, a public accounting and business advisory firm with offices in Fargo, Bismarck and Hazen, N.D. Brossart, as a Staff Accountant, provides audit and accounting services.



Jacob Stevens has joined the audit department of **Widmer Roel**, a public accounting and business advisory firm with offices in Fargo, Bismarck and Hazen, N.D. Stevens, as a Staff Accountant, provides audit and accounting services.

as a Staff Accountant, provides audit and accounting services.

*The Community Banker
Together We Prosper*

To have your employees featured in the *Member in the News* please send your articles and photos to info@icbnd.com

ICBND Members in the News

DACOTAH BANK

Mark Oberlander has been promoted to Senior Agricultural Banker at **Dacotah Bank** in Valley City, Market President Dick Gulmon announced recently. Oberlander will continue to assist Barnes County farmers with their financing and serve on the local Valley City management team. Oberlander has been with Dacotah Bank for 16 years.



WESTERN STATE BANK

Heather Lipson recently joined **Western State Bank** as a Customer Service Representative. Her duties include processing customer transactions, identifying customer needs and connecting with customers to create and deliver an exceptional customer experience.



SHAZAM

The National Automated Clearing House Association (NACHA) announced **SHAZAM's** Vice President of Risk and Financial Services, **Kevin Christensen**, has been elected to the NACHA board of directors. The board of directors oversees the governance and administration of NACHA in its capacity as industry trade association and ACH Network administrator. To this end, the board provides guidance and addresses issues of strategic significance to the ACH Network and the national association.

Christensen brings a broad range of experience to his seat on the NACHA board. At SHAZAM, Christensen's responsibilities include ensuring the network's compliance with federal and state regulations, card brand operating rules and Payment Card Industry (PCI) standards. His risk services team works with financial institutions and merchants to provide a variety of audit, compliance, security and sponsorship services to minimize risk. Christensen joined SHAZAM in 2004 as the senior internal audit manager and became the vice president of audit in 2008, transitioning to his current role in 2015.



CHOICE FINANCIAL

Brooks Grotte was recently promoted to Assistant Vice President – Credit at **Choice Financial**, Bismarck location. Grotte joined Choice Financial as a Credit Analyst in the Grand Forks market in September 2014. He has more than nine years experience in credit underwriting.



Todd Olson was recently hired by **Choice Financial** as a Credit Analyst in the Grand Forks market. Olson has over 4 years work and internship experience with the FDIC and other financial institutions.



Jordan Cook and **Kristina Holtgard** were promoted at **Choice Financial** in Fargo.

Jordan Cook was recently promoted to Assistant Vice President – Business/Ag Banker. Cook joined Choice Financial as Credit Banker in January 2013.



Kristina Holtgard was promoted to Client Account Manager I with **Choice Financial Insurance** and joined Choice Financial in 2012 as a Customer Service Representative.



Heather Anderson, **Honey Bueno**, and **Brian Schmidt**, were hired at **Choice Financial** in Fargo. **Heather Anderson** was hired as a Frontline Specialist for the Fargo market. Anderson has previous experience in the customer service industry.



Honey Bueno joined **Choice Financial Insurance** as an Accounting Specialist at the Fargo location. Bueno has previous experience in the insurance industry and is licensed in property, casualty, life and health insurance.



Brian Schmidt was hired as a Personal Banker for the West Fargo location. Schmidt has previous experience in the banking industry.



Brooke Downs and **Katie Hoffmann** were promoted at the organization's Langdon location. **Brooke Downs** was promoted to Credit Tech/CSR Job Share. Downs joined Choice Financial in 2003

as a Customer Service Representative and has also served as a Frontline Operations Manager and Administrative Assistant.



Katie Hoffmann was promoted to Credit Tech/ Frontline Specialist Job Share. She was hired in May 2014. Hoffmann brings previous experience as a mortgage processing intern.

ICBND Members in the News

CHOICE FINANCIAL

Elisha Ferguson, Lysette Lopez and Jeramie Risky have been promoted at Choice Financial.



Elisha Ferguson has been promoted to Mortgage Processor. She joined Choice in November 2013 as a Frontline Customer Service Representative.



Jeramie Risky has been promoted to AVP of Ag Lending. He joined Choice Financial in August 2012 as an Ag Banking Officer.



Lysette Lopez has been promoted to Frontline Specialist. She joined Choice as a Customer Service Representative-Frontline in May 2015.

LaRae Horgan was promoted at Choice



Financial in Walhalla. Horgan was promoted to Senior Frontline Specialist. She joined Choice in March 2014 as a Frontline Specialist.

Jennifer Lano and Kylie Simonsen were promoted at Choice Financial in LaMoure.



Jennifer Lano was recently promoted to Loan Assistant. She previously joined Choice as a Customer Service Representative in June 2011, most recently serving as Personal Banker.



Kylie Simonsen has been promoted to Frontline Specialist for both the LaMoure and Ellendale locations. She joined Choice in May 2014 as a Customer Service Representative-Frontline at the Ellendale location.

ICBND

Please join the ICBND Staff and Board of Director's in welcoming **Nanci D Fennern** as ICBND's Office and Marketing Coordinator effective September 1, 2015. Nanci has over 37 years in banking and financial services.



FIRST INTERNATIONAL BANK & TRUST



First International Bank & Trust is proud to become a member of the Bismarck community. The temporary location of the Bismarck branch, opened on July 15 and located at 1533 North 12th Street, celebrated with a ribbon cutting ceremony (pictured) on October 4, 2015. FIB&T looks forward to investing in the Bismarck community with plans to break ground for the permanent location later this year. The Bismarck branch will be FIB&T's 24th location throughout North Dakota, Minnesota and Arizona.

Ribbon cutting ceremony in Bismarck, 10/4/15
Steve Stenehj, CEO/Chairman with wife Gretchen.
David Mason, Bismarck Market President.

ICBND Members in the News

FIRST INTERNATIONALS BANK & TRUST

First International Bank & Trust Expands in Watford City

Watford City, ND -- First International Bank & Trust (FIB&T) is excited to announce that they are opening a second location of their hometown of Watford City, ND. The new branch, called Fox Hills, will be opening in March of 2016, and will be located at 313 Fox Hills Parkway N. FIB&T looks forward to further investing in the Watford City community. The Fox Hills branch will be FIB&T's 25th location throughout North Dakota, Minnesota and Arizona.

First International Bank & Trust offers a wide array of service offerings and experienced professionals that provide personal attention to help customers find the right solution for any financial situation. FIB&T offers personal and business banking, trust, insurance and mortgage services.



First International Bank & Trust Donates \$150,000 to the Jeremiah Program

First International Bank & Trust is proud to announce that they have donated \$150,000 to the Jeremiah Program. This contribution will be put towards a permanent housing facility in Fargo for low-income women. The funding for this initiative is now in place and ground will be broken next spring for the facility.

The Jeremiah Program plans to build a multi-floor facility, with the top two floors being housing for 20 low-income mothers and their children. The bottom floor will include on-site education for kids. This new campus in Fargo will have an overall positive influence in the Fargo-Moorhead area.

The Jeremiah Program is an organization that helps transition people from poverty to prosperity two generations at a time. The program started in the twin cities 20 years ago and it offers young women the opportunity to have a place to live as they pursue a college degree.

THE BANK OF TIOGA



The Bank of Tioga is proud to announce its recent \$100,000 donation to **Tioga Medical Center**. Pictured is The Bank of Tioga's Market President, **David Grubb** presenting a donation check to Tioga Medical Center's VP/COO/CFO, **Ryan Mickelsen** and CEO, **Randall Pederson**.

"Tioga Medical Center is essential to the health and well-being of our community. We are honored to be able to give back to them in this way and help with the construction of the new clinic," said David Grubb, The Bank of Tioga Market President.

Tioga Medical Center serves Tioga and the surrounding area and was instituted for the primary purpose of administering complete health care. Restorative, physical, mental, social, and spiritual facilities are available to each individual admitted, to aid in recovery and enrich their life.

"We would like to thank The Bank of Tioga for their ongoing support of Tioga Medical Center. The Bank of Tioga has been a generous bank, and we are very grateful for this donation and their involvement within our local community," stated Randall Pederson, Tioga Medical Center CEO.

WESTERN STATE BANK

WESTERN STATE BANK DONATES TO THE SHEYENNE MUSTANGS

Western State Bank recently made a \$1,300 contribution to the West Fargo Sheyenne Mustangs Booster Club.

Western State Bank developed a program to give back to the Sheyenne Mustangs throughout the school year. During the Sheyenne Mustang's varsity football season, Western donated \$10 for each point scored by the Mustangs during regular season home games. The Sheyenne Mustangs will use the donation for various school activities throughout the year.

"Western is committed to giving back to our community, especially our local schools. Supporting the West Fargo Sheyenne Mustangs is very important to us. We take pride in having the opportunity to give back to the West Fargo school system and support its students," said Mike Bannach, Market President.



ICBND Members in the News

AMERICAN BANK CENTER

American Bank Center contributed \$300,000 to the state's Housing Incentive Fund (HIF) in November to support the development of affordable housing projects in Dickinson and Minot.

"As a local bank, we see first-hand the housing challenges being faced in the communities we serve. We are proud to partner with the Housing Finance Agency to support its goal of providing safe and affordable housing for all North Dakota residents," said Stan Koppinger, American Bank Center president and CEO.

Since the HIF program began in 2011, American Bank Center has been a consistent supporter, contributing \$770,000 in total to the fund. The bank split its most recent contribution between Lincoln Park Townhomes in Dickinson and Park South Apartments in Minot.

"We are grateful for American Bank Center's continued commitment to HIF," said Jolene Kline, NDHFA executive director. "With their support, we are able to advance the state's efforts to provide housing for all North Dakotans. I encourage more businesses and individuals to make a contribution this year, so we can move all of our HIF projects forward."

Capitalized by contributions from state taxpayers, HIF provides developers of affordable rental housing with low-cost financing if they agree to set-aside units for essential service workers and low- to moderate-income households. Individuals and businesses that contribute to HIF receive a dollar-for-dollar state tax credit. Contributions can be targeted to a specific project or community.

To honor the commitments it made in July, NDHFA must raise \$30 million by Dec. 31, 2016. More information on HIF is available online at www.ndhousingincentivefund.org or by contacting NDHFA at (800) 292-8621 or hfainfo@nd.gov.

CHOICE FINANCIAL



CHOICE FINANCIAL MAKES GOT NO MILK DONATION

Choice Financial recently donated \$6,000 to the Fargo Public Schools Development Foundation for the Got No Milk program. The Fargo Public Schools Development Foundation partners with the community to help as many students as possible each year.

Milk costs 35 cents per carton. This cost adds up to \$30 per semester or \$60 per year for each child. The Got No Milk program provides milk to students who would not be able to participate in the mid-morning milk break without the help of the community.

"It's a really good feeling to know we are helping out kids that might otherwise be left out. We are happy to support the Fargo Public Schools Development Foundation and Got No Milk," said Fargo Market President Gerry Brossart.

WESTERN STATE BANK



Western State Bank was recently awarded Rebuilding Together's 2015 Builder Award. This award is given to local organizations that have served and supported Rebuilding Together throughout the year. Western State Bank was among five local organizations that received the award.

Kelly Engstrom, Mortgage Loan Officer at Western State Bank, was awarded the 2015 Builder Award for individuals. Engstrom was recognized for her involvement with Claws for a Cause, an annual event held by Rebuilding Together. Engstrom served on the Claws for a Cause event committee and helped gather local organizations to sponsor the event. Engstrom was among four individuals who received the individual Builder Award.

Rebuilding Together is a local organization whose mission is to bring volunteers and communities together to improve the homes and lives of homeowners in need. Rebuilding Together offers home repair and renovation services to low-income families, especially the elderly, people with disabilities and Veterans.

NOTE:

ICBND has been provided a limited number of copies of **Eide Bailly's 2015 ND Bank Salary Survey and Fringe Benefit Survey**. Participants already paid the survey participant fee and received a copy. If you did not participate in the survey, Eide Bailly has authorized ICBND to market copies of the survey for \$300 to member banks, \$400 for associate members, and \$500 to non-member banks. The survey covers over 50 positions grouped by bank asset size and community population size. For your copy contact barryh@icbnd.com.

Bank of North Dakota

The **Bank of North Dakota** is looking for a Director of Risk Management. Hiring Salary: \$119,000 to \$140,000 annually. Reporting Structure: This position reports administratively to the President / CEO and functionally to the Advisory Board Audit Committee.

Summary of Work

Provide leadership and advise the President and Advisory Board on risk management affairs related to BND. Responsible for leading the enterprise risk management function. Responsible for directing the risk assessment of the bank's assets; directing and

performing various internal audits and compliance testing. This position will also be responsible for managing BND's insurance portfolio.

Minimum Qualifications

Requires a bachelor's degree in accounting, business administration, banking and finance, economics or related field or its equivalency and at least five years of high level experience in a diverse financial environment.

Additional, in-depth work experience may be substituted for a degree.

Must have demonstrated leadership skills and increasing levels of responsibility, in the primary areas included in Bank of North Dakota's Risk Management Service Area (enterprise risk management, internal audit, and / or compliance).

Must have the ability to work closely and successfully with employees throughout the organization in identifying needs and developing effective plans to achieve Bank of North Dakota's goals and objectives; the ability to communicate clearly and concisely, both verbally and in writing, with others at all levels in a professional organization; be highly motivated with the ability to make timely and effective decisions.

Preferred Qualifications

- Desired professional experience: Enterprise Risk Management
- Risk management experience in a banking environment
- Desired professional certifications include:
 - Certified Public Accountant
 - Certified Internal Auditor
 - Certified Information Systems Auditor
- Other certifications relevant to the areas of responsibility

For Responsibilities and more information and to Apply: Complete your application by clicking [here](#). Please attach a cover letter and resume with your application. Deadline for application is Wednesday December 2, 2015 at 11:59pm. If you have questions on the position or the application process please contact Eric Wingenbach at 701-328-5730 or email ewingenbach@nd.gov.

Advertise with ICBND



Connect with local Community Bankers

The Independent Community Banks of North Dakota "Community Banker" allows your advertisements to be seen by the top Community Bankers in North Dakota.

Each issue of the "Community Banker" is distributed to over 600 recipients which include ICBND Bank Presidents and employees along with the numerous Associate Members. The "Community Banker" engages it's members with leading industry news, community banking updates on the federal and legislative levels, educational events and opportunities, member recognition, as well as ICB Purchasing Exchange and ICB Card Services news and updates.

Advertising in the "Community Banker" can help to grow your business and create lasting relationships with business professionals in the Banking Industry. For more information: <https://www.icbnd.com/get-involved/advertising>



The "Community Banker" is published 6 times annually.

To view previous newsletters go to:
<https://www.icbnd.com/news-advocacy/newsletters>

Together We Prosper

American Bank Center

American Bank Center has the following openings:

Bismarck/Mandan:

- ⇒ Part-time Teller
- ⇒ Desktop Support

Devils Lake

- ⇒ Part-time Teller

Dickinson

- ⇒ Loan Servicing Assistant

Minot

- ⇒ Part-time Teller
- ⇒ Trust Associate

To apply, complete employment application at

www.weareamerican.com and send to:

American Bank Center

P.O. Box 2197

Bismarck, ND 58502

ATTENTION: Human Resources

American Bank Center is an Equal Opportunity Employer and will not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identify, or national origin. American Bank Center is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. Member FDIC

Western State Bank

Western State Bank is in search of the following:

West Fargo/Fargo

- ⇒ Mortgage Underwriter
- ⇒ Information Technology Intern
- ⇒ Human Resources Intern
- ⇒ Consumer/Real Estate Loan Processor
- ⇒ Mortgage Loan Officer

Devils Lake

- ⇒ Credit Analyst Administrator
- ⇒ Customer Service Representative
- ⇒ Collections Specialist

Towner

- ⇒ Customer Service Representative

Please apply online at www.westernbanks.com, at the "About us", "Career opportunities" tab.

Western State Bank is an EEOE and Affirmative Action Employer/Member FDIC



To have your announcements featured in the *Community Banker* classifieds please send your articles to info@icbnd.com

Starion Financial

Starion Financial has the following positions open:

Bismarck/Mandan:

- ⇒ Human Resources Officer
- ⇒ Mortgage Operations Specialist
- ⇒ Retail/Mortgage Administrative Assistant
- ⇒ Mortgage Banking Manager
- ⇒ Credit Analyst
- ⇒ Commercial Loan Operations Manager, VP
- ⇒ Systems Administrator
- ⇒ Private Banker
- ⇒ Accounting Specialist

Fargo

- ⇒ Credit Analyst
- ⇒ Business Banking Representative
- ⇒ Administrative Assistant
- ⇒ Commercial Loan Operations Manager, VP

Oakes

- ⇒ Custodian

Starion Financial is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. Member FDIC.

Apply online at www.starionfinancial.com or

Contact Human Resources

humanresources@starionfinancial.com

701-250-1441

The Bank of Tioga

The Bank of Tioga has the following positions open:

- ⇒ Branch Concierge
- ⇒ Client Service Representative
- ⇒ Financial Literacy Coordinator
- ⇒ Senior Commercial Lender

At The Bank of Tioga, our number one priority is providing the best banking experience for our clients. If you think you've got what it takes to help us be the best, then we're looking for you!

Read the full job description and apply online at <http://www.thebankoftioga.com/about-us/careers.html>

The Bank of Tioga is an EEO Employer/Vet/Disabled. Member FDIC

FEDERAL TAX CREDITS SUPPORT AFFORDABLE HOUSING DEVELOPMENT

BISMARCK, ND - The Industrial Commission announced today that North Dakota Housing Finance Agency (NDHFA) has awarded \$2.6 million in federal Low Income Housing Tax Credits (LIHTC) to five multifamily housing developers.

“The LIHTC program is an important means for channeling investment into our state to create affordable housing for seniors, disabled individuals and lower-wage workers,” said commission members in a joint statement. The commission, consisting of Governor Jack Dalrymple as chairman, Agriculture Commissioner Doug Goehring and Attorney General Wayne Stenehjem, oversees NDHFA.

The federal tax credits are awarded annually through a competitive application process. NDHFA received nine applications for the 2016 credits. The 173 units that the allocations support will be located in Bismarck, Belcourt, Fargo, Wahpeton and Watford City.

“LIHTC enables developers to reduce the amount of debt needed to finance construction, thereby ensuring continued availability of affordable rental units for the individuals and families who need this housing the most,” said Jolene Kline, NDHFA executive director.

Through the LIHTC program, the property owners receive an annual federal tax credit for 10 years. In return, the projects must be affordable for households at or below 60 percent of area median income for at least 15 years.

The 2016 credits will bring an estimated \$23 million in equity to the projects.

A self-supporting state agency, NDHFA finances the creation and rehabilitation of affordable housing across North Dakota. More information on the agency’s development resources is available online at www.ndhfa.org.



Supporting North Dakota's farmers

The **Farm Financial Stability Loan** provides below-market interest rates and extended terms to North Dakota farmers who have been impacted by low commodity prices or below-average crop production.

Applications will be accepted from December 1, 2015 to June 30, 2016 or until the program maximum of \$300 million is reached, whichever comes first. Learn more at bnd.nd.gov or call 1.800.472.2166 ext. 328.5780



Educational Opportunities

Webinars

- 12/2/2015 **Advanced ACH Specialist Series:**
Regulation E Error Resolution Rules Versus NACHA Operating Rules: Obligations, Consumer Disputes & Case Studies
Luann S. Kohlmann, PAR/WACHA
- 12/3/2015 Call Reporting for New Preparers & Reviewers
Amanda C. Garnett, CliftonLarsonAllen, LLP
- 12/4/2015 **SPECIAL EDITION:**
Morning Examining the Proposed Federal Changes to Overtime Pay Exemptions & the Potential Impact to Community Banks
Elizabeth Fast, Bankers Choice
- 12/8/2015 **BSA Compliance Series:**
BSA Risks: Policy, Law Enforcement & Regulator Issues (slight title modification)
Susan Costonis, Compliance Consulting and Training for Financial Institutions
- 12/9/2015 Managing Accounts & Records for Nonresident Aliens:
Opening, Identifying, Monitoring & Tax Reporting
Ann Brode-Harner, Brode Consulting Services, Inc.
- 12/10/2015 Safe Deposit Issues: Drilling, Unpaid Rent, Death & Unclaimed Property
Elizabeth Fast, Bankers Choice
- 12/15/2015 **New Accounts Series:**
Opening Donation, Benevolent & Other Accounts for Nonprofit Organizations & Corporations
Linda Quick, Quick Training Solutions
- 12/16/2015 Exercising the Bank's Right of Setoff on Deposit Accounts & Loans
Elizabeth Fast, Bankers Choice
- 12/17/2015 Appraisals & Evaluations: Guidelines, Regulatory Concerns & FAQs
S. Wayne Linder, Young & Associates, Inc.
- 12/18/2015 **SPECIAL EDITION:**
Morning Revised TRID Mortgage Exam
Procedures: Reviewing September 15, 2015 Changes
Ann Brode-Harner, Brode Consulting Services, Inc.
- 1/5/2016 New Unauthorized ACH Rules: Impact on Return Rates & Fee Thresholds
Michele L. Barlow, PAR/WACHA
- 1/7/2016 Record Retention & Destruction Rules: Electronic & Paper
Elizabeth Fast, Bankers Choice
- 1/12/2016 Avoiding Compliance Violations in Advertising
Steven Van Beek, Howard & Howard Attorneys PLLC
- 1/13/2016 **Debt Collection Series:**
The Essentials of Collection Law
David A. Reed, Reed & Jolly, PLLC
- 1/14/2016 **Cyber Series:**
Maximizing Cyber Security Soundness & Minimizing Incidents
Randall J. Romes, CliftonLarsonAllen LLP

- 1/20/2016 IRA & HSA Update & Review 2016
Frank J. LaLoggia, LaLoggia Consulting, Inc.
- 1/21/2016 Adjustable Rate Mortgage (ARM) Rule Changes Effective April 1, 2016
Bill Elliott, Young & Associates, Inc.
- 1/26/2016 Demystifying Rules for TRID Tolerances
Steven Van Beek, Howard & Howard Attorneys PLLC
- 1/27/2016 Completing the CTR Line-by-Line
Mary-Lou Heighes, Compliance Plus, Inc.
- 1/28/2016 **Director Series:**
Morning Managing Reports to the Board: Requirements, Timing, Delivery Options, Risks & Concerns
Ann Brode-Harner, Brode Consulting Services, Inc.

Live Seminars

2016 COMMUNITY BANKERS FOR COMPLIANCE:
This program will provide your bank with up-to-date information on the ever-changing bank regulations, as well as guidance for structuring and maintaining your strong in-bank compliance program.

March 29-30, 2016

October 25-26, 2016

Radisson Hotel, Bismarck

Presented by Young & Associates, Inc.

Sponsored by ICBND

SCHOOL OF AG LENDING

June 20-24, 2016

Bismarck State College

Bismarck

You can register for
these courses online at

www.icbnd.com

Remember for every 10
Telephone/Webcasts you
purchase you will get the 11th
Session **FREE**

Thank you

To our advertisers:

Bank of North Dakota	23 & 34	North Dakota Banks	
Bell State Bank & Trust	24	Benefit Trust	12 & 13
BSBC of ND	16	North Dakota	
First Class Mortgage	23	Guaranty & Title Co.	25
ICB Purchasing Exchange	17	Serkland Law Firm	6
ICB Services Mobile ATM	19		

The *Community Banker* can be an effective advertising vehicle for companies marketing to the financial industry. If your company would like more information on how to place an ad in the *Community Banker*, Please refer to page 32 of this publication and contact ICBND at 701-258-7121.

ICBND Directory

Together We Prosper



Community Banker is the official publication of the Independent Community Banks of North Dakota. Deadline for submission and advertisements is the 5th of the month prior to publication.

Send your items to:

Community Banker
PO Box 6128
Bismarck, ND 58506-6128
tel: 701.258.7121
800.862.0672

info@icbnd.com www.icbnd.com

ICBND Office Hours:

Regular Business Hours
Mon-Fri
8:30 am to 5 pm

ICBND Staff

Barry D. Haugen
President
barryh@icbnd.com

Wendy J. Ruud
Vice President
wendyr@icbnd.com

Nanci D. Fennern
Office & Marketing
Coordinator/Community
Banker Editor
nancif@icbnd.com or
info@icbnd.com

Marilou Voegelé
Director of Card Services
marilouv@icbnd.com

Angie Olson
Card Services Coordinator
angiet@icbnd.com

Bill Walker
Card Services Specialist
cardservices@icbnd.com

Lacey Kuhn
ICB Purchasing
Sales & Marketing Manager
laceyk@icbnd.com

Jess Voegelé
ICB Purchasing
Office Manager/CSR
purchasing@icbnd.com

2015-2016 ICBND

Executive Committee

Chairman
David Ludwig, Security First Bank of
North Dakota, Bismarck
davidl@securityfirstbank.com
701-222-4444

Chairman Elect
Rick Beall, Peoples State Bank of
Vela, Minot
rick@psbvelva.com
701-852-0328

Vice Chairman
Tim Karsky, Choice Financial Group,
Bismarck
t.karsky@choicefinancialgroup.com
701-595-2624

Immediate Past Chairman
Tim Porter, Bank of North Dakota,
Bismarck
tpporter@nd.gov
701-328-5650

Past Chairman
Robert Larson, American Bank
Center, Underwood
rlarson@weareamerican.com
701-442-3722