



Get on your horse!  
Register today!  
ICBND's 49th Annual Convention  
August 14-16, 2016

# Quick Look



- 3 Chairman & President Remarks
- 4,5 New Associate Profiles
- 7 Congratulations, Linda Echard
- 8 Fine Points by Camden R. Fine, President & CEO of ICBA
- 9 From the Chairman by Rebecca Romero Rainey, Chairman of ICBA
- 10 Portfolio Management by Jim Reber, President & CEO of ICBA Securities
- 11 Top Loan Producers Announced
- 14 SCORE Invitation
- 14 Big-Time Big: Fastest Growing Community Banks
- 16 Washington Watch by Joe Cormely, ICBA AVP
- 17 Marketing Today by Chris Lorence, ICBA EVP
- 18 2016 School of Agricultural Lending
- 19 ICBND Scholarship Recipient
- 22 ND Housing: "Affordable Housing a Key Consideration"
- 23 "Get a Grip on Technology" by Courtney Perez de la Vega, CSI
- 29 Social Security Policy Pilot Study
- 31 "4Tips for Risk-Based Due Diligence to Ease Vendor Management Burden...and Ensure Your Institutions Future by Steve Sanders, CSI
- 32-37 ICBND Members in the News
- 38-39 Classifieds
- 40 2016 ICBND Discounted Hotel Rates (updated)
- 30,41-43 Education Opportunities
- 44 Our Advertisers
- 44 ICBND Directory



Welcome Summer!

## Independent Community Banks of North Dakota

PO Box 6128  
Bismarck, ND 58506-6128

**701.258.7121**

[info@icbnd.com](mailto:info@icbnd.com)

[www.icbnd.com](http://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](mailto:Emily_tryon@hoeven.senate.gov)

**Ag Aide:** Cassie Bladow

[Cassie\\_bladow@hoeven.senate.gov](mailto:Cassie_bladow@hoeven.senate.gov)

### Senator Heidi Heitkamp

SH-110 Hart Senate Office Building  
Washington DC 20510  
Phone: 202-224-2043  
Fax: 202-224-7776

**Banking Aide:** Craig Radcliffe

[Craig\\_Radcliffe@heitkamp.senate.gov](mailto:Craig_Radcliffe@heitkamp.senate.gov)

**Ag Aide:** Tyler Jameson

[tyler\\_jameson@heitkamp.senate.gov](mailto:tyler_jameson@heitkamp.senate.gov)

### Congressman Kevin Cramer

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

**Banking Aide:** Adam Jorde

[adam.jorde@mail.house.gov](mailto:adam.jorde@mail.house.gov)

**Ag Aide:** Mark Gruman

[Mark\\_gruman@mail.house.gov](mailto:Mark_gruman@mail.house.gov)



**David Ludwig**  
Security First Bank of  
North Dakota  
Bismarck  
ICBND Chairman

My year as ICBND Chairman will end with the ICBND convention and the passing of the gavel to Rick Beall. ICBND has a great staff and a strong board of directors. The organization is in very good hands.

The 49<sup>th</sup> ICBND Convention is coming in August. Come to learn, play and socialize. We expect to have a good turnout with great speakers, entertainment and a building full of industry exhibitors.

We had our third year of our Ag lending School in June. Wendy did a wonderful job of organizing the 5 day event and she was able to get former governor and US Secretary of Agriculture, Ed Schafer to speak at the end. All of the two year graduates got their picture taken with Barry and Ed as they received their graduation certificates. This is one of many examples of ICBND filling a need for community banks.

A concern that I have along with many others is that the number of banks are decreasing by about 3% a year with no new banks being started. ICBA and ICBND work hard for the industry by providing representation and education. Banks have a lot to deal with when it comes to education, electronic banking, security, fraud prevention and regulation. Too much effort goes into fighting regulation from our overreaching federal government. The most recent example is the proposed rules for small dollar lending from the Consumer Financial Protection Bureau. It throws banks into the same pot with payday lenders and pawn shops. It would create new regulations, reporting requirements and costs. ICBA is already working on it. You will hear more about this over the next few months. Be ready to respond if asked. We don't need to report to another agency.

I look forward to seeing you at the convention.

## President's Remarks



**Barry D. Haugen**  
ICBND President

As I write this, we are in the home stretch of preparation for the 49<sup>th</sup> Annual ICBND Convention and Exhibition. It's fun to be part of the "buzz" around the office as the staff of your association works hard to make this a premier event and a special occasion for our members. If you've not already registered, please do so! It promises to be fun and informative as we've assembled a quality lineup of educational and networking events along with our outstanding associate member exhibits.

On the regulatory front, we're pleased to announce that a small contingent of ICBND member bankers will be meeting with Senator Heitkamp and CFPB Director Richard Cordray on August 10<sup>th</sup> in Bismarck. This is a great opportunity to share with Director Cordray the challenges of independent community banking in rural America under an increasingly burdensome regulatory regime. The CFPB has broad exemption authority, and we will continue to advocate use of that authority to tailor regulation to exempt or provide tiered regulatory requirements for community banks and their products and services. I'm hopeful that our member bankers' anecdotes of community banking in North Dakota will

impress upon Director Cordray and his staff that rules and regulations promulgated by the CFPB must provide community banks the flexibility to meet the unique needs of their customers. Again, this is a great opportunity to discuss issues with the Director on our turf and we promise to represent you well.

Politically and legislatively, these are interesting times. A special session of the North Dakota legislature will convene August 2<sup>nd</sup>. The focus of this 3 day special session will be to address the budget challenges that are primarily driven by lower ag and energy commodity prices. Rest assured that ICBND will be present and active during the special session watching out for the interests of our members and our industry.

As you well know, it's also campaign season. The ICBND Board and PAC committee have closely examined the statewide and legislative races and ICBankPAC contributions are being distributed to candidates who align with our interests. I'm very happy to report that because of your generosity and commitment to the ICBankPAC, we can and do make a difference in these races. Like it or not, money creates access and influence in the world of politics.

Have a great summer and I look forward to seeing you at the convention in a couple weeks!



## Welcome!

### Please *welcome* ICBND's newest Associate Members:

JLG Architects, Diversified Technologies, and BEK Communications Cooperative

#### JLG Architects

214 Broadway  
Fargo, ND 58102  
Website: [www.jlgarchitects.com](http://www.jlgarchitects.com)  
Contact: Tracy Jordre  
Email: [tjordre@jlgarchitects.com](mailto:tjordre@jlgarchitects.com)  
Phone: 701-364-0237  
Fax: 701-364-0228



JLG Architects is a 100-percent employee-owned full-service architecture firm with ten offices across North Dakota, Minnesota, and South Dakota. Founded in 1989, the firm has over 100 employee owners and has been named a 2015 Commercial and Retail "Giant of Architecture" by Building Design+Construction magazine, and a 2015 "Top 50 Architecture Firm in Business" by Architect magazine. For more information about JLG Architects, visit [www.jlgarchitects.com](http://www.jlgarchitects.com).

#### Diversified Technologies

1700 42<sup>nd</sup> St Sw  
Fargo, ND 58103  
Website: [www.dteck.com](http://www.dteck.com)  
Contact: Dan Hughes or Nick Dyrendahl  
Email: [Sales@dteck.com](mailto:Sales@dteck.com)  
Phone: 701-241-9700



Diversified Technologies is a complete managed IT service and hosting provider for Financial Institutions.

**Our services include:** Network Penetration and Vulnerability Testing | Social Engineering Testing and Training | Secure Hosting and Leasing options for Servers and Core Servers | Firewall Monitoring, Management, Logging, and Reporting | Multi Factor Authentication | Email Encryption and Security | Unlimited Remote Support | Patching and Reporting on Microsoft Updates and 3rd Party Patching | Asset Management | Active Directory Reporting | Network and Device Monitoring.

Diversified Technologies can custom design your network support contract specific to your banking needs. At Diversified Technologies we specialize in Financial Institutions. Diversified Technologies is one of the only IT companies in the Midwest with regular FDIC exams.



# BEK Communication Cooperative

200 East Broadway  
Steele, ND 58482

Website: [www.bektel.com](http://www.bektel.com)

Contact: Darwin Fettig

Phone: (701) 475-2361

Fax: (701) 475-2100

Email: [mailto:darwinf@bektel.com](mailto:mailto:darwinf@bektel.com)



BEK Communications was founded in 1952. It is a multi-faceted communications service company headquartered in Steele, North Dakota with branch offices in Bismarck and Valley City. The company provides fiber-based voice, internet, Ethernet and digital television services; voice and surveillance Cloud based services; live sports broadcasting on BEK Sports; and hospital and business communications solutions to more than 8,600 customers in North Dakota. The company emphasizes an intimate local service experience and a broad portfolio of high quality communications services at a reasonable price.



*The Pursuit of Health.*

THE TRIKE RIDE THAT BECAME THE BIKE RIDE THAT BECAME WEEKEND RIDES THAT BECAME THE TIME TO THINK TO DREAM AND TO DEVELOP HABITS YOU'LL NEVER REGRET.

 **ND**

**Introducing**  
**Be BlueElements**  
The six health dimensions that affect well-being

A more holistic approach to health and well-being.  
[www.BCBSND.com/BE](http://www.BCBSND.com/BE)

Blue Cross Blue Shield of North Dakota is an independent licensee of the Blue Cross & Blue Shield Association. Noridian Mutual Insurance Company





# The TITLE COMPANY

35 4<sup>TH</sup> STREET NORTH  
FARGO, ND 58102  
(701) 241-9282



## 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

## Sponsorship Opportunities

Independent Community Banks of North Dakota is currently looking for sponsors for our various seminars, and programs being held in 2016 and 2017 as well as our annual convention.

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

Opportunities for Sponsorship include:

- ⇒ Emerging Leaders Development Program
- ⇒ Community Bankers for Compliance Program
- ⇒ School of Agricultural Lending
- ⇒ Certified Frontline Seminars
- ⇒ BSA/AML Conference
- ⇒ 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](mailto:info@icbnd.com)

+

701-258-7121

+

[www.icbnd.com](http://www.icbnd.com)

## Congratulations!



ICBND and ICB Services would like to congratulate **Linda Echard**, former President and CEO of ICBA Bancard in her retirement. Linda designed and built ICBA Bancard and her foresight recognized credit cards, and later debit cards, as a valuable profit center for community banks and developed the program where community banks maintained total control and security of their customer relationships. We thank her along with all those community banks that have benefited from her work. **Congratulations, Linda!**



## LEADING THE WAY IN BRANCH TRANSFORMATION

Improve Efficiency ■ Increase Profitability ■ Reduce Costs

**DIEBOLD 9900**  
In-Lobby Teller Terminal  
Fast, Flexible and Smart

**GLORY QuickChange**  
Fully-Automated, Self-Service  
Coin Deposit

**GLORY Intelligent Recycler**  
Increase Efficiency, Profitability  
& Reduce Costs



Your Branch Transformation Partner  
Toll Free: 888-890-6661  
[bankersequipment.com](http://bankersequipment.com)



## FINE Points

# Our Bedrock Principles

Written by: Camden R. Fine, President and CEO of ICBA

Stop and consider: What changes has your community bank undergone recently? How about during the past five years? What about the last 10?

Most likely your community bank is larger today, both in accounts and assets, and also its influence within its market area. I also imagine that your bank's operations have become comparatively leaner while, paradoxically, also much more technologically complex. Its products and services, and advancing technology are driving and transforming its operations. Nearly everything is going digital throughout community banking. More and more operations are influenced by analytical computing. Access to nearly all information is easier, faster and almost instantaneous.

It is amazing when you look back and account for all that remarkable and dynamic change. Despite these transformations, however, I'm even more certain that the fundamental purpose and principles of your community bank business model haven't changed. That's because the bedrock upon which your business model is based is relationship banking where the best interests of your customers and communities remain paramount. This is what permanently defines your community bank. The community bank business model is distinct, special and needed more than ever in the financial services marketplace.

In an industry where community bank imposters linger, your community bank's authenticity is essential and inviolable. Your community bank won't compromise, and can't compromise, its fundamental principles. In fact, everything it does must adhere to and be guided by those principles. If I'm right about all of this, congratulations, you are a community banker. Be proud of it. Tell the world.

Just as community banks serve their customers and communities based on a principled business model, ICBA serves community banks in the same way. Still the only national trade association that exclusively serves the nation's community banks, ICBA was formed 86 years ago by and exclusively for the benefit of community banks. Our mission is and has always been crystal clear. Our actions are defined by our founding principles. Our positions cannot be compromised. Our voice is purely that of the nation's community banks.

ICBA is much more than an association for community banks. We are your trusted ally and advocate. Everything we do is for our members' best interests. From fighting regulatory overkill and excessive financial concentration to preserving our uniquely diversified financial system, time and again ICBA has been steadfast and true, always first and often alone. Our core mission and principles will not and cannot waver.

Certainly, ICBA has changed over the years and will continue to change. We will always seek new ways to work smarter and more effectively to help ensure that community banks flourish. The association knows that we can't rest on our past successes. Community banks are constantly changing, as is the world around us. While looking to the future, ICBA will continue to be your community bank's most trusted and most dynamic advocate. We are proud to serve only community banks, and we are proud to tell the world.

Join us. Work with us and beside us. Our strength is greater in our greater numbers. By working together, we will always have higher principles to promote, defend and live by.

---

**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.

---



# Season of Change

Written by: **Rebeca Romero Rainey**, Chairman of ICBA

---

## From the Chairman



Summer has finally arrived in Taos! The fruit trees are alive with colorful blossoms. The bees are grateful to greet the dandelion. And the fragrance of blooming lilacs and wild plums fill the air. I am eager to get the garden planted and fill the backyard with flowers—all signs that once again we can count on the annual cycle of nature's warmth and beauty after a cold winter in our high mountain community.

I enjoy my garden every day, but I know that the fleeting days of summer will inevitably give way to the beauty of the golden aspens and cold fall nights. The changing seasons are reminders that just around the river bend new beginnings lie in wait.

This cycle of change also holds true in the world of payments, in which mobile payments and chip card technology are fast becoming the new standard. The good news is that customers are relying more than ever on their financial institution for payment services. The bad news is that if your community bank can't fulfill their payments needs, they'll turn to a financial institution that can.

As we focus on making sure our payments services flourish, ICBA and its payments services subsidiary, ICBA Bancard, have been working to help community banks stay ahead of the shifting payments paradigm—and ensure a safe and secure payments ecosystem. For example, ICBA Bancard has hosted educational forums to promote best practices in new technology and partnered with key stakeholders to prepare for migration. ICBA's advocacy team, meanwhile continues to lead efforts with policymakers to preserve our role in the payments ecosystem and combat fraud.

ICBA's leadership on this issue has been consistent and effective. In April 2013, ICBA stated the need for same-day ACH payments, paving the way for NACHA's December 2014 proposed rule and the September 2015 adoption of same-day ACH transactions by the Federal Reserve.

ICBA has been supportive in the Federal Reserve's Payments Systems Improvement initiative serving on both its Faster and Secure Payments task forces. Consistently, ICBA advocates for face, safe, secure, bank-centric payments systems that enable banks to innovate easily and build upon the already-strong relationship they have with their customers.

Meanwhile, ICBA Bancard has provided more than 700,000 consumer-focused educational brochures and spent \$750,000 to support community banks' migration to chip cards. ICBA Bancard is also working with its partners and payment processors to facilitate the capability of Apple Pay, Samsung Pay and Android Pay to bring integrated mobile payments and e-commerce solutions to consumers.

What's next on the payments horizon is anyone's guess. But like a budding tulip blooming in the midst of a spring snowstorm, our industry is strong and resilient and ready to embrace the winds of change.

---

**Rebeca Romero Rainey** is chairman and CEO of Centinel Bank of Taos, in Taos, N.M.

## Portfolio Management



# Sandbags at the Ready?

Written by: Jim Reber, President and CEO of ICBA Securities

## Drop in market yields could unleash torrent of cash flow

In 11 years of writing investment columns, I at no time have been able to begin a sentence with this phrase: “Now that interest rates have finally risen ... .” In fact, we’re now at levels that have never been seen before, in particular for longer maturities. It’s astonishing, in fact, that our domestic yields are seen as alluring to foreign investors.

Nevertheless, there is another component of the yield story that has a tangible impact on community bank investment management. This is the tidal wave of cash flow that could be flowing across your community bank’s balance sheet in the weeks and months to come, compliments of borrower refinancing.

### Call exposure

Community bankers have always held an amount of “call risk.” This is the result of lending money to borrowers with no prepayment penalties. Lenders and their regulators understand this risk, and much energy and resources is expended just to quantify and manage this risk.

This risk is also embedded in most of the investments that a community bank owns. Somewhere around 80 percent of all investments have some amount of call risk. In the case of a callable agency, that risk is explicit; in the example of a mortgage-backed security (MBS), it is implied.

Small declines in interest rates (and just the passage of time) can produce a scenario in which a borrower, especially a government agency like the Federal Home Loan Bank (FHLB) System, can refinance its debt at lower rates. That’s exactly what happens when a community bank gets a bond called.

For MBSs, a larger drop in rates has to occur before the borrower refis, due to the relative inefficiency of a mortgage, but that clearly is what took place in record volumes in 2012-13. This refinance activity shows up in increased prepayments, and principal cash flows, on all types of MBSs.

### Expect excess cash

Since rates hit record lows in early July, you can expect the calls, explicit or otherwise, to begin showing up soon. Fannie Mae alone called over \$28 billion in agencies in the last 90 days, which is about 36 percent of its total callable debt. Some

of the issues had coupons as low as 0.50 percent.

More good news: Mortgages had already begun to prepay faster in 2016 before the recent drop in rates. Between January and June, the “speeds” on Fannie Mae 30-year 3.0 percent, 3.5 percent and 4.0 percent MBSs had more than doubled. At the moment, both 15- and 30-year posted rates have fallen by more than 50 basis points since the start of the year. The MBA Refi Index is now at its highest level in over three years.

### Plug the dike

Given the likelihood of increased portfolio cash flow, welcome or otherwise, now is a good time plan for the flood. There are several steps a prudent portfolio manager can take, none of which are particularly costly.

For one, you can totally eliminate call risk by buying—you guessed it—non-callable securities. The compression of all rates means that the incremental yield an investor gets by assuming call risk is at an historic low. Currently the difference in a “five-year two-year” callable agency and a five-year “bullet” is only about 10 basis points in yield.

Another is to buy bonds that have sufficient structure to limit their cash flow. Well-designed MBSs such as PACs, fixed rate SBA pools or multifamily pools known as DUS bonds can either deliver priority to cash flow, or contain prepayment penalties, that greatly decrease liquidity when you least need it. These products can be explained in detail by your favorite broker.

A final note is that many community banks may be OK with the upcoming surge in cash flow. Nationally, loan demand is up substantially from recent history, and borrowings from the FHLB have likewise increased. Still, it will pay to be prepared for the torrent of portfolio cash flow coming soon to your favorite community bank.

[Sidebar]

### Cash Flow Projections on Demand

Vining Sparks, the exclusive broker of ICBA Securities, has an interactive website that allows users to create customized projected cash flow tables and schedules on demand. To learn how to access these reports, contact your Vining Sparks sales rep or visit [www.viningsparks.com](http://www.viningsparks.com).

---

*Jim Reber is president and CEO of ICBA Securities and can be reached at 800-422-6442 or [jreber@icbasecurities.com](mailto:jreber@icbasecurities.com).*



Today's community banks on Main Street certainly provide an increasingly diverse range of financial products and services. However, no community bank can be successful—for its customers, communities and shareholders—without safely turning people's deposits into productive credit for others.

Invariably, the most successful community banks are those that consistently book the most solid loans. It's what community banks do better and more reliably than any financial service provider.

For these reasons, Independent Banker, for the past several years, has identified and highlighted community banks that have had the most recent success at generating the most solid loans.

Nothing is more fundamental to a community bank's success than successful lending. ICBA congratulates the member institutions for succeeding in the most fundamental performance of all—safely providing valuable credit to their customers and communities.

Once again, using a loans-to-assets ratio for 2015 call report data, ICBA developed listings to identify the most recent top loan producers among ICBA member community banks. Here are the categories and listings of those North Dakota member banks:

**Top 50 Overall Loan Producers:**

Community Banks with Less Than \$500 Million in Assets: **27th- First State Bank, Buxton, ND**

Community Banks with \$500 Million to \$1 Billion in Assets: **7th- Western State Bank, Devils Lake, ND**

Community Banks with \$1 Billion or More in Assets: **1st- Bell State Bank & Trust, Fargo, ND ~ 4th- Choice Financial, Fargo, ND ~ 43rd- Dacotah Bank, Valley City, ND**

**Top 25 Commercial Loan Producers:**

Community Banks with \$500 Million to \$1 Billion in Assets: **13th- Western State Bank, Devils Lake, ND**

**Top 25 Agriculture Loan Producers:**

Community Banks with Less Than \$500 Million in Assets: **3rd- Grant County State Bank, Carson ND**

Community Banks with \$500 Million to \$1 Billion in Assets: **17th- Dakota Community Bank & Trust, Hebron, ND**

Community Banks with \$1 Billion or More in Assets: **2nd- Choice Financial Group, Fargo, ND ~ 13th- American Bank Center, Dickinson, ND ~ 20th- Bell State Bank & Trust, Fargo, ND ~ 21st- First International Bank & Trust, Watford City, ND**

***Congratulations!***





## Consider **YOUR NEEDS** **MET**

SHAZAM is a financial services company offering you choice and flexibility to use the products and services that meet your needs, help you stay in control of your future and allow you to compete in the market. From debit cards to core processing to marketing services and more, **we deliver.**

Call SHAZAM today.

Delivering Unlimited Possibilities

855-314-1212 | shazam.net | @SHAZAMNetwork



## THE NATION'S — *FIRST* — BANKERS' BANK

### First For Your Success

United Bankers' Bank is proud to be the nation's first and the upper Midwest's largest bankers' bank, covering 12 states and serving over 800 community banks from the Pacific Northwest to the Great Lakes. We can't wait to share our passion for community banking with you!

**For more information, contact your  
North Dakota Calling Officer:**

**Todd Holzwarth**

VP Correspondent Banking

605.214.0957

todd.holzwarth@ubb.com



**First for Your Success™**

[www.ubb.com](http://www.ubb.com) • Member FDIC

800.752.8140

# BOND ACADEMY

Hosted by



October 24-25th, 2016  
Memphis, TN

The Bond Academy Level I is designed to provide community bankers with the basic knowledge needed to help plan and create effective investment portfolios.

A high performing investment portfolio can add up to an additional .25% ROA to your bank's bottom line. The learning objectives of Bond Academy Level I are aimed at providing you with the tools to understand how debt instruments work and their overall role in complementing the entire balance sheet.

This all new curriculum has been designed to equip a new portfolio manager with basic portfolio management issues. Specifically, fundamentals of bond pricing, valuation, and selection will be covered extensively. You'll learn the basics of the bank portfolio investment process.

#### You Will Learn:

- \* Bond basics, including bond pricing, duration, and price volatility
- \* Bond types, including agencies, municipals, mortgage securities and floating rate instruments
- \* The composition of a high performing investment portfolio
- \* To understand the rate market: yield curves, spreads, monetary policy
- \* How economic data affects the bond market
- \* How interest rate risk impacts portfolio management
- \* Portfolio strategies of laddering, barbells, riding the yield curve
- \* Day-to-day management techniques
- \* To evaluate investment portfolio performance

|                            |                    |                          |
|----------------------------|--------------------|--------------------------|
| <b>Monday, October 24</b>  | 8:00 AM - 5:00 PM  | Bond Academy             |
|                            | 6:00 PM - 9:00 PM  | Dinner at Owen Brennan's |
| <b>Tuesday, October 25</b> | 8:00 AM - 12:00 PM | Bond Academy             |
|                            | 12:00 PM           | Depart                   |

[Register Now](#)



**Dear Bank Presidents and bank employees:**

The Minot SCORE Chapter invites you to attend a “Bankers Luncheon” on September 28th, 2016. The luncheon will be held from 11:45am to 1:30pm at the Grand Hotel in Minot, ND.

Guest speaker will be Eric Hardmeyer, President and CEO of the Bank of ND.

Please respond to Joe Lukach on or before September 7, 2016 to reserve your seat or for more information: [lukachjoe@gmail.com](mailto:lukachjoe@gmail.com)

*SCORE is a resource partner of the US Small Business Administration and is proud to provide free and confidential mentoring to those individuals interested in opening a new business as well as those actively engaged in commerce. Minot SCORE has 26 dedicated volunteers with a wide range of experience and career fields to provide assistance to area entrepreneurs.*



Every community bank wants to grow, plans to grow and even expects to grow. But every community bank also grows in its own particular circumstances, under its own terms.

Some aim to grow organically—steadily winning new accounts and loans one customer at a time. Some grow by expanding their operations into entirely new markets. Other grow by acquiring a competitor's existing branches or overall operations. Most do so by pursuing a mix of options and opportunities as they present themselves.

ICBA has identified the 50 member community banks that grew their assets the most over the past two decades. The statistics of these fastest growing community banks are eye-popping, demonstrating that community banking is still growing and thriving all across the country.

*ICBND extends congratulations to **Choice Financial Group** named #18th and*



***Dakota Community Bank & Trust, NA** named #42nd on this list!*



**Our Expertise, Your Peace of Mind.**

When you send mortgage applicants to First Class Mortgage, our team represents you. With over 80 years of combined experience, our experts work to find competitive mortgages that meet your borrowers' budgets, goals and timelines, whether they are refinancing or buying a new home.

**Dan Van Winkle, Mortgage Consultant / Owner** NMLS 8495  
P 701-356-9898 TF 877-375-2016 [dan@firstclasscorp.com](mailto:dan@firstclasscorp.com)

**Have mortgage questions?**  
For questions on your bank's mortgage process or for more information, connect with Dan.  
Locations in Fargo & Grand Forks, ND

CONVENTIONAL • FHA • USDA • VA NMLS 2520 LEARNING OPPORTUNITY





**MEMBERSHIP**  
saves you money

We have partnered with NPP to bring you discount pricing on wireless service, travel, office and maintenance supplies and more.

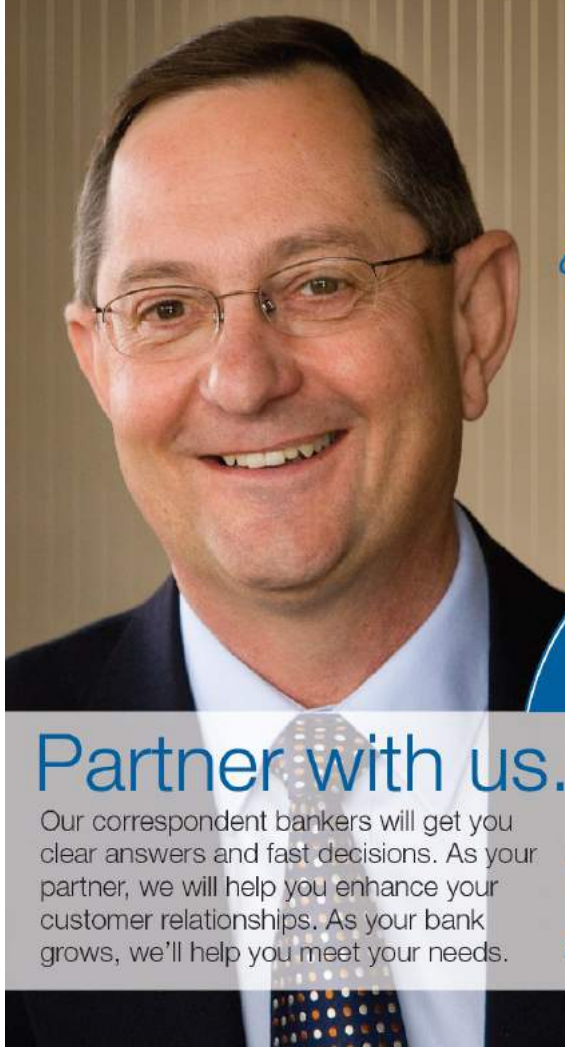


LEARN MORE >

*Our favorite attitude should be gratitude.*




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



Call me at  
701.371.3355  
*Gary Keller*


Based in Fargo, ND,  
serving North Dakota,  
Minnesota, Iowa and Colorado.



**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  11772

NORTH DAKOTA  
DEVELOPMENT FUND

**Flexible financing  
up to \$1,000,000  
for primary sector  
businesses.**




NDDevelopmentFund.com 701-328-5310





## Washington Watch

Joe Cormley



### ‘We the People’

#### A federal court questions the CFPB’s actions and constitutionality

Is the Consumer Financial Protection Bureau constitutional? That’s a question that has been hotly debated since the CFPB was established. Now a federal panel of judges is considering the same question.

In oral arguments in a recent federal court case, a panel of appellate judges voiced skepticism of the CFPB’s decision to increase an administrative penalty against a mortgage lender. But the judges also questioned the constitutionality of the bureau’s structure.

The U.S. Court of Appeals for the D.C. Circuit is considering the case *PHH Corporation v. Consumer Financial Protection Bureau*, in which mortgage lender PHH Corp. of Mt. Laurel, N.J., is appealing a June 2015 decision by CFPB Director Richard Cordray to increase a \$6 million administrative penalty against the company to \$109 million.

Cordray’s decision held that PHH violated the Real Estate Settlement Procedures Act by accepting payments for the referral of a settlement service business as part of a captive reinsurance arrangement. The decision followed the first appeal of an administrative trial before a CFPB administrative law judge.

PHH is challenging the penalty increase, in part by arguing that RESPA’s statute of limitations should have limited the CFPB’s administrative action. The lender has also charged that the bureau’s single-director structure and lack of congressional oversight of the agency’s budget violate the U.S. Constitution.

The CFPB maintains that its power to enforce RESPA and other rules under its jurisdiction through administrative actions, as opposed to a judicial proceeding, is unchecked by any statute of limitations. The bureau argues that it could theoretically impose a penalty on any company it regulates for misbehavior that went back decades.

ICBA and other trade groups filed an amicus brief in the case supporting PPH. The brief argues that the CFPB’s 2015 decision violates the plain text of RESPA, ignores years of interpretative guidance and the bureau’s own regulations, and raises the specter of further regulatory changes without notice, which could force smaller entities to exit the marketplace.

During oral arguments, the judges pushed back on the CFPB’s view of its open-ended authority to impose enforcement actions retroactively. The judges asked lawyers for both parties in the case to explain where they think a law is ambiguous to the statute of limitations where the line should be drawn.

While the CFPB maintained that Congress intended that there be no statute of limitations on the agency’s administrative actions, PHH’s counsel argued that the same statute of limitations that applies to RESPA judicial proceedings should have bound the bureau in its case against PHH. The judge’s line of questioning suggests that they may want to read a statute of limitations into the bureau’s ability pursue administrative actions under RESPA and perhaps other laws it enforces.

The judges also were very interested in the CFPB’s structure and how it compared with other independent agencies. PHH argued that the bureau’s unique structure—which places its budget outside of the control of Congress and only allows the director to be dismissed “for cause” as opposed to serving at the pleasure of the president—makes the agency unconstitutional as it virtually unaccountable to any elected official. Responding to a string of questions from the judges, the bureau’s counsel admitted that there is no other single-director agency in which the director can only be removed for cause and is not subject to the appropriations process.

A decision in the case is expected this later this year. It is impossible to predict where the court may land, but the tenor of the oral argument suggested that the judges were sympathetic to PPH’s positions. Given the stakes, no matter the outcome, an eventual appeal to the U.S. Supreme Court is likely.

---

**Joe Gormley** ([joseph.gormley@icba.org](mailto:joseph.gormley@icba.org)) is ICBA’s assistant vice president, regulatory counsel.

---



## Marketing Today

Chris Lorence

---

### Lights, Action, Video

#### Reaching people through mobile video is easy and cost effective

What, you might ask yourself, does community banking and live-streaming video have in common? A lot if you consider that 55 percent of people watch videos online every day, and 54 percent of senior executives share work-related videos with their colleagues at least weekly. With a little bit of fun, video could connect your bank with your current and future customers without much cost.

Are you ready for your close-up?

According to a 2015 HighQ Infographic, these and many other video-viewing statistics make for a compelling case for community bankers to consider a closer look at video as a great communication tool. By 2017, a majority of all Web traffic is expected to consist of videos; live-streaming activities and events will certainly be a considerable share of that traffic. As our schedules become increasingly condensed and our attention spans shorter, watching rather than reading is simply becoming more common. In a recent *Forbes* study involving senior corporate executives, 59 percent said if they were presented with text and a video on the same subject, they would prefer to watch the video.

So what makes interesting subject matter for a community bank created video?

One thing is certain: Authenticity matters most. Real people, not actors, are preferred; perfection is not demanded, nor is it required. So consider live-streaming events at your bank such as ribbon cuttings, milestone anniversaries, employee recognition ceremonies and customer appreciation events.

Imagine the fun of capturing the excitement of elementary school children on a field trip to your bank for the first time to see what's inside your vault. Their reactions would no doubt be priceless and scream community engagement. What about attending and live streaming the grand opening of a small business that your bank helped finance? Perhaps record a short

video—running no more than one or two minutes long—that introduces your bank's newest loan officer and gives him or her an opportunity to welcome customers to stop by and visit.

The possibilities are almost endless and don't require a tremendous amount of equipment, budget or even experience to get started. Today's mobile devices pack enough power to record a tremendous amount of video at the drop of a hat.

Need to edit the video? Most devices have access to a plethora of apps that let you simply and easily trim, merge and connect video takes. Interested in live streaming an event? You can reach a huge audience by streaming directly to your bank's Facebook page via Livestream (<https://apps.facebook.com/livestream>) for up to 30 minutes. If you prefer a Twitter live stream, use Periscope ([www.periscope.tv](http://www.periscope.tv)). To reach as many millennials as possible, use Vine (<https://vine.co>). The best part is these options are absolutely free!

Community banking is definitely about people. Thanks to mobile technology, reaching people through video has certainly become a whole lot more fun!

---

**Chris Lorence** ([chris.lorence@icba.org](mailto:chris.lorence@icba.org)) is ICBA's executive vice president and chief marketing officer.

---





# 2016 School of Agricultural Lending



Thirty-two North Dakota community bankers recently participated in ICBND's weeklong School of Agricultural Lending on the campus of Bismarck State College. Among those attending, fourteen graduated from the two-year program including Alison Vetter as the school's first graduating scholarship recipient.

ICBND's School of Agricultural Lending offers a timely ag lending curriculum that's particularly important in this period of challenging ag

commodity prices in our state. The program operates in partnership with the Agricultural Departments of Bismarck State College and North Dakota State University. In addition, ICBND member ag bankers contribute tremendously to the value of the program through their decades of ag lending experience across various economic cycles. Our featured Guest speaker at this year's session was former US Secretary of Agriculture and ND State Governor Ed Schafer.

ICBND continues to refine the content of the program as market conditions and lending dynamics change. We're confident the program will continue to provide our member bank ag lenders the tools they need to help effectively navigate their customers and loan portfolios through this downturn. So, please mark your calendars for June 19-23, 2017 for next year's school.



## 2017 Ag School: June 19-23

## ICBND proudly introduces you to Audree Gifford—ICBND School of Agricultural Lending's second scholarship winner!

ICBND is please to announce Audree Gifford as the second recipient of the ICBND School of Agricultural Lending scholarship. As the recipient, Audree received a scholarship to attend the ICBND School of Agricultural Lending in 2016 and in 2017. She will also receive a \$1000.00 scholarship to



# ICBND's Scholarship Recipient

Bismarck State College for her fall semester 2016 and a \$2,500.00 scholarship to attend NDSU second semester if enrolled full time with a GPA of 2.75 or above.

*Pictured: Wendy Ruud, VP ICBND; Audree Gifford, Scholarship Recipient; and Barry Haugen, President ICBND*

Audree is a graduate with the class of 2015 from Mandan High School and has completed her freshman year at Bismarck State College and is attending this fall for Agribusiness and hopes to continue her education through NDSU. She enjoys taking care of her family's small cattle herd, riding horse and lounging in her hammock. Her parents, Jesse and Marcia Gifford, older brother Wyatt and younger

sister Carlee are hardworking beekeepers with a small Black Angus herd. Audree has been involved in 4-H, FFA and the North Dakota Junior Angus Association and was ND Angus Queen. Her plans after college are to move back to the Mandan area to pursue a career in Ag Lending.



### Fifty Years Ago...

#### Top 10 Pop Hits of 1966

1. "The Ballad of the Green Berets" by Staff Sergeant Barry Sadler
2. "Cherish" by The Association
3. "(You're My) Soul and Inspiration" by the Righteous Brothers
4. "Reach Out, I'll Be There" by the Four Tops
5. "96 Tears" by The Mysterians
6. "Last Train to Clarksville" by the Monkees
7. "Monday, Monday" by The Mamas and The Papas
8. "You Can't Hurry Love" by the Supremes
9. "The Poor Side of Town" by Johnny Rivers
10. "California Dreamin'" by The Mamas and The Papas

The  
**advantage**  
Network

**A regional leader in EFT Services**

- Debit Cards
- ATM Driving
- In-house Card Production

*Committed to a relationship focused on your success.*

Contact Michael Hahn at (605) 335-5117 or [mjhahn@fnbsf.com](mailto:mjhahn@fnbsf.com)  
or Chuck Parsons at (605) 335-5266 or [crparsons@fnbsf.com](mailto:crparsons@fnbsf.com).

[www.advantage-network.com](http://www.advantage-network.com)

# WIN a Keurig Office Pro



Stop by the **ICB Purchasing Exchange** booth at the  
**ICBND 49th Annual Convention**  
August 14-16, 2016

Bring your samples of financial forms, envelopes, promotional items, etc. for free price quotes and to register for your chance to win a Keurig Office Pro machine!

If you are unable to attend the convention, please mail\* your samples to: **ICBPE**

**PO Box 6128**

**Bismarck ND 58506**

for your quotes and a chance to be entered into the drawing.



\*mailed entries must be received by August 10th, 2016.

Drawing held August 15th at the convention.

Retail value of the Keurig Office Pro machine: \$109.99

## HELPING LENDERS CREATE SMALL BUSINESS OPPORTUNITIES!

THE NORTH DAKOTA OPPORTUNITY FUND helps  
small businesses and manufacturers leverage the financing you  
provide to grow their businesses and create jobs. Call **701.667.7600**  
or go to [lewisandclarkrdc.org](http://lewisandclarkrdc.org) to learn more about the NDOF.



Do you have an ad to place? An article that is newsworthy?

We are always looking for interesting, informative, and credible articles and stories pertaining to Community Banking.

Please contact us at  
[info@icbnd.com](mailto:info@icbnd.com) or  
701-258-7121



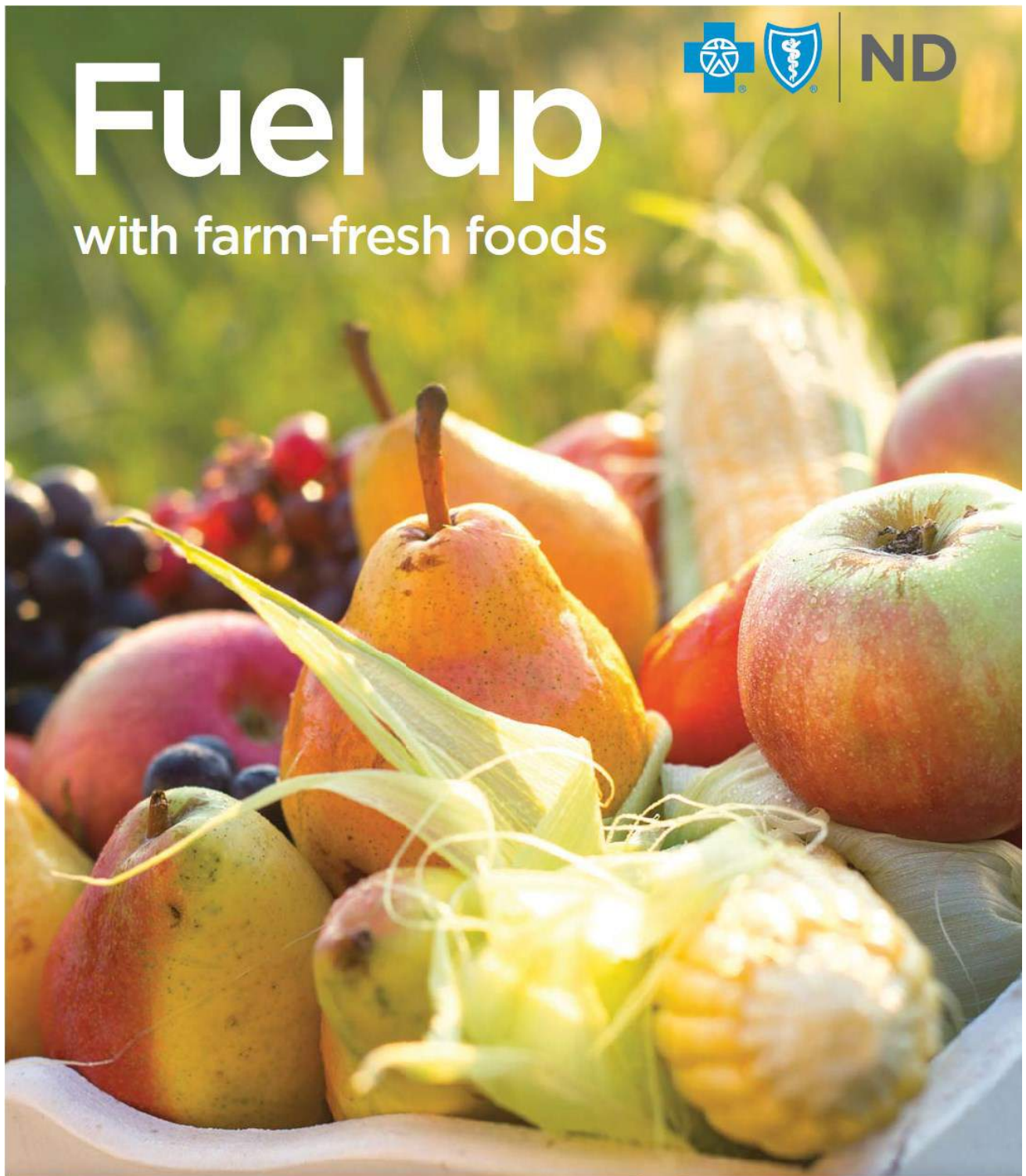


# Fuel up

with farm-fresh foods



ND



When it comes right down to it, food is energy, and fresh food provides high quality nutrition. Freshen up your eating by visiting farmers markets, perhaps backyard gardening yourself and learning about seasonal, local substitutions to fuel up smarter.

[www.BCBSND.com](http://www.BCBSND.com)

Blue Cross Blue Shield of North Dakota is an independent licensee of the Blue Cross & Blue Shield Association  
Noridian Mutual Insurance Company



**ND BANKS**  
BENEFIT TRUST

**Be BlueElements**



Monthly wellness materials are part of a comprehensive health and wellness platform, BlueElements, which focuses on six dimensions of well-being—physical, social, emotional, financial, professional and environmental.

**Sources:**  
U.S. Department of Health and Human Services  
American Heart Association  
NDSU Extension Service

29376702  
(2061) 5-16



## AFFORDABLE HOUSING A KEY CONSIDERATION

When making decisions about the future, having access to affordable housing is a key consideration for everyone from community and business leaders to workers and consumers.

"Without affordable housing, it is challenging for businesses to recruit and retain employees," says Jolene Kline, North Dakota Housing Finance Agency executive director. "And, seniors and disabled individuals need safe, suitable options to be able to remain in a community."

Through the support of state taxpayers, NDHFA's Housing Incentive Fund has proven to be an excellent resource in addressing the state's most critical housing needs. The program provides low-cost financing to developers of affordable housing.

"Since HIF's inception, we have allocated over \$89.6 million to 78 projects," said Kline. "These dollars have leveraged more than \$425 million in construction financing to support the development of 2,450 new housing units statewide." NDHFA is currently focused on fully capitalizing the program so it can honor commitments made to projects in Bismarck, Bowman, Devils Lake, Dickinson, Fargo, Gwinner, Minot, Valley City and Williston. The agency has until Dec. 31, 2016, to raise the \$3 million needed.

HIF contributors receive a dollar-for-dollar state income tax credit and can target contributions to a specific project or community. Contributions may qualify for a federal income tax deduction and as CRA; consult with your tax and compliance professionals to make that determination.

Learn more online at [www.ndhousingincentivefund.org](http://www.ndhousingincentivefund.org) or by contacting NDHFA at (800) 292-8621 or [hfainfo@nd.gov](mailto:hfainfo@nd.gov).



**Dave Mason**  
President-Bismarck Market  
First International Bank & Trust

**Congratulations  
on being named  
2016 Rising Star  
in Banking!**




**HELPING LENDERS MAKE HOME OWNERSHIP DREAMS COME TRUE!**

**THE DREAM FUND** can help your customers bridge gaps in their lending eligibility. Call **701.667.7600** or go to [communityworksnd.org](http://communityworksnd.org) to get more information about our single-family home financing program – now available statewide!

NMLS# 177084  



**COMMUNITYWORKS**  
NORTH DAKOTA



# GET A GRIP ON TECHNOLOGY: 6 KEY BENEFITS ONE BANK EXPERIENCED WITH MANAGED SERVICES

by Courtney Perez de la Vega

Financial institutions simultaneously deploy many different technologies, all of which must run smoothly and securely in order to best serve customers and protect their data. But for many community banks, holding on to staff who are equipped with the expertise and ability to manage these various systems is a difficult and expensive task.



It's true: finding qualified IT employees is increasingly challenging. The nationwide IT unemployment rate remains low at 3 percent, according to the [Tech Trends Q3 2015](#) report by Dice, a career site for technology and engineering professionals. But a deeper drill into the report reveals the unemployment rate for some IT specialties sits as low as .3 percent.

Citizens State Bank had decided years ago that a third-party [managed services provider](#) could help the bank not only solve IT staffing issues, but also achieve its technology strategies. Even so, the bank quickly learned that financial institutions have very specific needs that not all managed services providers can meet.

"We were using a vendor that we relied on for several years," said Alec Alexander, Citizens State's CFO/COO. "It was a good relationship, but there were things they just couldn't resolve. We had some ongoing regulatory concerns and the management of the hardware and software had some weaknesses."

The bank in Luling, Texas, decided to search for a more synergistic partnership. After fulfilling its due diligence, Citizens State ultimately chose a managed services provider that, fittingly, caters only to the financial services industry.

The bank employs a full slate of managed services tools: managed cloud, security and [IT systems solutions](#). Alexander says the combination has worked well for the bank: "We went through a complete reconfiguration from the ground up, from the wiring all the way through the bank. And the great thing about the full outsourcing is that everything is managed: hardware, software, vendor relationships on the Internet, the data and the broadband."

Alexander adds that having the bank's managed services partner take charge of its disaster recovery efforts has lifted a big weight from his shoulders. He goes on to tout the six main benefits that Citizens State has realized since partnering with an industry-focused provider:

- **Data Integrity.** Alexander calls this one of the bank's chief concerns. He mentions the time his provider correctly advised the bank against using a popular file-sharing service due to its high-level risk, adding he learned shortly thereafter that viruses had breached the service: "After that consultation, I went back to management and decided it's not something we should take the risk on, since you don't know who's managing the server on the other side. So, the data integrity has been huge."
- **Quick Resolution Time.** Alexander recalls an incident in which an employee received an email [infected with ransomware](#). Before the bank was even aware of it, its provider had handled the matter: "We received a ticket overnight, and by noon the next day, (our provider) was able to go in and rebuild from our back-up. It was an incident that could have been very bad, but it was handled and resolved very quickly."
- **Happy Auditors.** Alexander says the bank has had the same IT auditor since before its managed services switch. "Honestly, he was giddy the first exam when he came in (afterward), just because of all the improvements to the hardware, software, management, controls and expertise. The examiners are good with it as well. We gave them our reports, which had everything they needed on the patching and incidents, and they were really impressed."
- **Virtual CIO.** Says Alexander, "We [consult with our vCIO](#) often, and have monthly meetings to discuss new issues in the industry, like the cybersecurity assessment tool. We went through that thoroughly, and they helped us complete it very quickly with their knowledge and experience."
- **Core Platform Integration.** Alexander says having the bank's core and managed services solutions with one company creates ease and symmetry: "When we're addressing new updates, there's a concerted effort to be efficient—it's handled seamlessly."
- **A Joint Relationship.** "It's such a relief to have someone to manage our technology," Alexander says. "But it really is a joint relationship where we work together on projects and updates. The relationship makes the experience much better and more productive."

By the bank's standards, it's a win-win situation. Alexander says Citizens State's managed services provider, "set us up with the best and most appropriate servers and controls. We're in a good place."

*Courtney Perez de la Vega is director of Relationship Management for CSI Managed Services. In her role, Courtney is responsible for the overall client experience within Managed Services.*



## ICBA Members Receive Discounts of up to 39% on Selected Items

Member ID:141351622



ICBA Member Discounts for Personal and Professional Use



Order toll free: 800-757-8442

ICBA Member ID: 141351622

<http://www.dell.com/icba>

## BioFuels PACE Loans at work.

"A big motivator for this project was simply taking better care of our cows."

- Dwane and Jeremy Wanzek  
Jamestown, ND



Bank of North Dakota

[bnd.nd.gov](http://bnd.nd.gov)



Just a friendly reminder that if your bank has been the victim of any type of fraud please email the information to [info@icbnd.com](mailto:info@icbnd.com) with as many details as you can so we may in turn alert our fellow community bankers around the state. It seems that there are more counterfeit bills, checks, and suspicious activity including robberies in our state at an increasing rate these days.

Please stay safe and help us to keep all our North Dakota Community banks, customers and employees safe by getting us your information to pass on to our members.



## HELPING LENDERS FINANCE LONG-TERM FIXED ASSETS!

**THE SBA 504 LOAN** can be combined with bank financing to provide businesses 20-year fixed, low-rate loans for land, buildings, equipment and eligible closing costs. Call **701.667.7600** or go to **[lewisandclarkcdc.org](http://lewisandclarkcdc.org)** for more information. Together, we can strengthen your business community.

2014 SBA DISTRICT DIRECTOR AWARD WINNER

**LEWIS & CLARK**  
CERTIFIED DEVELOPMENT COMPANY

## Reserve the ICBND Mobile ATM Trailer for 2016

YOUR  
BANK  
NAME  
HERE\*



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 Email: [marilouv@icbnd.com](mailto:marilouv@icbnd.com)

Are you marking your 2016 calendar for special community events?

Will you need to borrow ICB Services Mobile ATM Trailer?

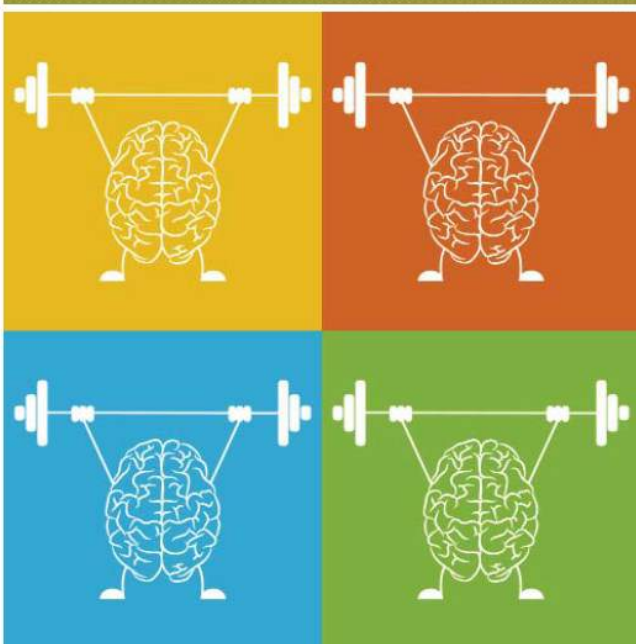
Be sure to call to reserve the portable ATM now!

Scheduled on a first come, first serve basis.



**RESERVE NOW**





## Exercising the Body and Brain

# Live Well, Work Well

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

**Studies have shown a strong relationship between the health of the body and the health of the brain. Exercise revs up complex processes inside the brain that can deter depression, help you stay calm and keep your mind sharp.**

### Exercise Boosts Mental Fitness

The brain has approximately 86 billion neurons designed to give orders to the rest of the body through chemical messengers called neurotransmitters. Studies show that deficiencies of two of these neurotransmitters (glutamate and gamma-aminobutyric acid, or GABA), can lead to mood disorders such as depression. However, moderate exercise can increase the amounts of the two neurotransmitters, contributing to increased mental fitness.

### Exercise Decreases Stress

When you're stressed, your brain secretes the "fight or flight" hormone, cortisol. Elevated cortisol levels can create a constant and unnecessary feeling of stress. But, if you exercise, you expose your body to "controlled stress," which helps regulate your brain's stress response, keeping you more calm.

### Exercise Slows the Brain's Aging Process

Your brain ages just like the rest of your body, but exercise can help the brain handle natural, age-related deterioration without taking a toll on your memory. Older adults who exercise have larger brain volumes than those who don't. Plus, the brain's hippocampus (which is responsible for memory and learning) is larger in people who are active. Exercising won't make you smarter, per se, but it will help you remember things better as you age. ■



## APPLE & CHICKEN SALAD

2 red apples  
2 celery stalks, diced  
2 skinless chicken breasts, cooked and diced  
¼ cup plain, nonfat Greek yogurt  
½ cup raisins  
¼ cup mayonnaise  
¼ tsp. salt  
⅛ tsp. ground black pepper  
16 lettuce leaves (Bibb, romaine, green or red leaf)

### Directions

Cut the apples into quarters, remove the cores and then chop the quarters into bite-sized pieces.

In a medium-sized bowl, mix all the ingredients except the lettuce.

Arrange four lettuce leaves on a plate and top with one-fourth of the salad mixture.

**Makes: 4 servings**

## Nutritional Information (per serving)

|                |        |
|----------------|--------|
| Total Calories | 290    |
| Total Fat      | 8 g    |
| Protein        | 25 g   |
| Carbohydrates  | 34 g   |
| Dietary Fiber  | 4 g    |
| Saturated Fat  | 2 g    |
| Sodium         | 330 mg |

Source: USDA



## 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)

## Zika: Why Men Should Be Concerned Too

More athletes are avoiding competing in Brazil's 2016 Olympics due to fears related to the Zika virus. Although the media has placed a high focus on the dangers for women who contract the virus, infectious disease experts agree—reproductively speaking—that men have the most reason for concern after visiting a country with a large Zika outbreak.

If a pregnant woman is bitten by a mosquito that carries the Zika virus, or if a woman becomes pregnant shortly after being bitten, her unborn baby runs the risk of being born with microcephaly, a severe, neurological birth disorder linked to Zika. But, the virus can also be found in the semen of infected men, and the amount of times the virus can be sexually transmitted is uncertain. This creates a chance of a man infecting his partner and putting their unborn baby at risk for microcephaly.

Because there is limited data, the Centers for Disease Control and Prevention (CDC) recommends that men who have been diagnosed with or who have had symptoms of Zika use condoms or abstain from sex for at least six months after symptoms occur. ■



# YOUR LOAN FEES COME BACK TO YOU.

## MORTGAGE SOLUTIONS

Come Grow Your Bank With Us.

ICBA Mortgage Solutions®, powered by LenderLive®, offers rebates on standard correspondent fees on mortgages purchased from ICBA member community banks. Earn more than \$4,000 year-after-year by simply growing your mortgage program with us! We offer an innovative suite of mortgage services designed to help community banks originate, process, close, fund and sell residential mortgage loans.

[icbaMortgageSolutions.com](http://icbaMortgageSolutions.com)



1.866.THE.ICBA

**ICBA**<sup>®</sup>  
MORTGAGE  
SOLUTIONS





# 40,000 FirstHome™ Loans

We couldn't have done it  
without you.

**NORTH DAKOTA**  
**housing**  
FINANCE AGENCY

[www.ndhfa.org](http://www.ndhfa.org) • [hfainfo@nd.gov](mailto:hfainfo@nd.gov)



The transition into adulthood is one of the most critical turns in life's journey. For foster children living with a disability, this period can be even more challenging. Social Security Administration is conducting a pilot study that will let these young people apply for Supplemental Security Income benefits sooner.

Since 2010, SSA rules have allowed foster children to apply for this program up to 90 days before his or her foster care eligibility will end. This lessens the risk that these young people will experience a gap in income support while we consider their application. However, in some instances the decision process can last longer than 90 days.

To address this concern, SSA has temporarily expanded the application window from 90 days to 180 days before foster care eligibility will cease. This year-long pilot will help them assess whether the longer period significantly reduces gaps in income support. After a year, SSA will decide whether to make this policy permanent. For more information, please visit our [spotlight page](#).

Social Security and Supplemental Security Income are bedrock programs that help millions of people at every stage of life. Thank you for your support as SSA works to make them as efficient and responsive as possible.



To have your announcements  
featured in the *Community Banker*  
classifieds please send your articles to  
[info@icbnd.com](mailto:info@icbnd.com)



**BUILD YOUR  
BUSINESS WITH  
A SMART  
APPROACH.**

Our integrated design - build  
process takes you from initial  
idea to open house

**FIND US ONLINE OR CALL TODAY**

**wild | crg**  
architecture | construction

**Wildly Smart Buildings**



[wildcrg.com](http://wildcrg.com)
701.293.8106
Let's talk about your bank.





## **ACH Audits and ACH Risk Assessments are like a day at the beach with the ACH Compliance Training Package!**

ICBND and ICBSD in collaboration with UMACHA are pleased to present a convenient and affordable solution for all your 2016 ACH compliance and risk management needs.

While Same Day ACH may be a big theme this year, it is equally important to be sure you complete your required annual audit and update your risk assessment if needed. To help you do so, our organizations are excited to offer this one-of-a-kind package, including your very own copy of UMACHA's 2016 ACH Audit Guide to aid you in meeting your NACHA Rules requirements. Better yet, this package features a special event available only to those who participate, where you can dial-in and ask UMACHA's ACH Rules experts any questions you have while completing your audit and risk assessment. This is one opportunity you cannot afford to miss!

### **Your beach bag includes:**



Two 90-minute recorded webinars on how to complete your annual audit (Recordings are available through 12/31/2016)



Live 90-minute webinar on ACH Risk Assessment approach (September 13, 2016 from 10:00 – 11:30 am CT, including a recording available through 12/31/2016)



Live open forum webinar (October 25, 2016 from 2:00 – 3:30 pm CT, recording through 12/31/2016)\*

*\* This live event will have education and compliance staff on hand to answer any questions*

**ALL THIS FOR \$500!**  
**DON'T DELAY, REGISTER TODAY!**  
**[WWW.ICBND.COM/EDUCATION-EVENTS/WEBINAR-SESSIONS](http://WWW.ICBND.COM/EDUCATION-EVENTS/WEBINAR-SESSIONS)**

Register Now

## 4 TIPS FOR RISK-BASED DUE DILIGENCE TO EASE VENDOR MANAGEMENT BURDEN ... ... AND ENSURE YOUR INSTITUTION'S FUTURE

by Steve Sanders

The recent [vendor management guidance issued by both the OCC](#) and the FFIEC has many banks feeling immense pressure. Typically, about 12 to 18 months after final guidance is published, examiners expect to see progress toward compliance with new requirements. So, for vendor management, that time is now. To make it easier, follow these four tips:

### 1. Don't Make Vendor Due Diligence Harder Than It Is

Using risk-based vendor due diligence focuses your effort where it's most beneficial:

1. Pull a list of all vendors from your accounts payable system
2. Classify them by "risk-based" categories:
  - **General vendors:** the majority of vendors
  - **GLBA vendors:** your sensitive data is in their hands
  - **Strategic vendors:** you cannot do business without them
3. Perform the appropriate level of due diligence, as described below
4. Repeat the due diligence at appropriate intervals (at least annually for strategic vendors)



### 2. General Vendor Due Diligence Should Be Quick and Painless

Any time you contract with a vendor, investigate the following factors and ensure all documentation is stored in a safe place, like a [dedicated vendor management repository](#):

- **Business Impact Analysis:** What happens to your bank if something happens to this vendor?
- **Business Type and Status:** Determine if the vendor is a legal entity, and of what type: corporation, LLC or sole proprietorship.
- **Insurance:** Confirm the vendor has general liability insurance and any specialty insurance needed for their function. Collect a copy of the insurance certificate(s).
- **Contract:** Develop a written agreement, signed by both parties.
- **Service Level Agreements:** Ensure both parties agree on performance metrics.
- **Relationship Owner:** Identify your employee who will own this relationship.

### 3. GLBA Vendor Due Diligence Should Focus on Protecting Your Data

In addition to the tasks for general vendors, conduct further due diligence on these vendors to ascertain their ability to protect your data as required by the Gramm-Leach Bliley Act, including:

- **Third-party Audit:** Request and review a copy of the vendor's current SOC report, if available.
- **Specific Contract Language:** Incorporate language about responsibility to safeguard confidential data and right to audit in the absence of an independent third-party audit.
- **Additional Insurance:** Confirm that the vendor has Cybersecurity and Errors and Omissions (E&O) coverage.
- **Bonding:** Confirm the vendor is bonded.
- **Confidentiality Agreements:** Draw up confidentiality agreements with all GLBA vendors.
- **Information Security:** In addition to contract agreements about information security, obtain a copy of the vendor's Information Security Policy.
- **Business Continuity and Disaster Recovery:** Review the vendor's BCP, including test results, to gain confidence they can protect your data in the event of any disaster.
- **Employee Background Checks:** Understand the vendor's hiring protocol, including whether they complete background checks for functions responsible for your data.
- **Vendor's Own Due Diligence:** Determine if the vendor is conducting adequate due diligence on subcontractors performing services for your bank.

### 4. Strategic Vendor Due Diligence Should Ensure Your Institution's Continuity

These vendors perform a critical function that is not easily replaced. While this category requires the most due diligence, it is usually a small number of vendors:

- **Financial Soundness:** Ensure there's a review of the company's financial statements by someone with extensive finance and accounting experience.
- **Ownership of the Company:** Determine who owns the company, and whether it's a domestic or foreign entity.
- **Contract Protections:** Use detailed language that ensures the continuity of the vendor's critical function(s).
- **Continuous Relationship Monitoring:** Identify how the vendor's performance will be monitored, and by whom.
- **Capacity:** Determine the vendor's capacity, i.e., how many other entities does it serve?
- **Legal and Compliance Issues:** Learn if the vendor has pending lawsuits or compliance violations, and review their history.
- **Mergers or Acquisitions:** Ensure your contract protects you if the vendor is involved in any mergers or acquisitions.
- **Corporate Image, News and Social Media:** Follow their brand in traditional and social media.
- **Alternative Vendor on Deck:** Identify another vendor who could take over if this vendor can no longer perform their critical function.

While time-consuming, it's in your institution's best interest to perform proper due diligence on all vendors. Otherwise, you could face both lost business and compliance violations—a double whammy no bank wants to face.

Steve Sanders, CSI vice president of Internal Audit, oversees the evaluation of risks associated with IT, financial and operational systems. Steve can be reached at [steve.sanders@csiweb.com](mailto:steve.sanders@csiweb.com).



# ICBND Members in the News

## CHOICE FINANCIAL

**Austin Smith** recently joined **Choice Financial** as a frontline customer service representative. This is Smith's first banking position but he participated on our Junior Bank Board. He is also currently attending University of North Dakota. Smith is originally from Canada and moved to the U.S. in 2006.



**Heather Renfrow** was recently promoted at **Choice Financial** to frontline specialist. Heather joined the Choice Financial team in November of 2015 as a CSR – Frontline for the Fargo branch.

**Alex Hagen** recently joined **Choice Financial** as a frontline customer service representative. This is Hagen's first job in banking but he is currently a student at NDSCS. Hagen is a Fargo native.



**Staci Holt** recently joined **Choice Financial** as an accounting specialist. This is Holt's first job in banking. She has a degree in Corporate and Community Fitness.



**Jenaah Nyhof** was recently promoted at **Choice Financial** to client account executive/claims manager for the Insurance Department. Jenaah joined Choice Financial as a client account manager in September of 2014. She works primarily with

commercial lines insurance between Fargo & Dickinson.



**Katie Marthaller** was recently promoted at **Choice Financial** to a senior frontline specialist. Colette joined Choice Financial in May of 2014 as a CSR-Teller.

**Brynn Fischer** recently joined **Choice Financial** as a frontline customer service representative. This is Fischer's first job in banking but she is currently attending North Dakota State University.



**Angie Thingvold** was recently promoted at **Choice Financial** to director of residential real estate operations. Angie joined the Choice Financial team in October of 2009 as a Loan Assistant for Grand

Forks. In November 2013, she was promoted to Commercial Lending Operations Specialist and in January of 2016 to Mortgage Processor III. She will now supervise both the in-house and secondary market operations.



**Dannelle Verghis** recently joined **Choice Financial** as a customer service representative/personal banker.

## FIRST WESTERN BANK & TRUST



**First Western Bank & Trust** is pleased to announce the addition of **Randy Schobinger** to First Western Insurance as an agent. Randy joined First Western Bank & Trust in March of 2016.



**First Western Bank & Trust** is pleased to announce the addition of **Chad Johnson** to the position of market president for our Bismarck Loan Production Office. Chad brings a wealth of experience & knowledge in

banking, he was most recently a business banker with the Bank of North Dakota for the past 12 years.



**First Western Bank & Trust** is pleased to announce the addition of **Rick Keller** to the position of vice president of business banking. Rick has over 20 years of banking experience and we are excited to put his expertise to use in our Bismarck Loan Production Office. He was most recently at Gate City Bank for 14 years.

## BANK OF NORTH DAKOTA



**Michelle Schwab** was hired as an electronic banking specialist in Operations at **BND**. Schwab previously worked for BNC National Bank where she was a Financial Service Representative and a Personal Banker.



**Dave Plum** accepted the credit review analyst position in Credit Administration at **BND**. Plum began his career with BND in October 1992 and was the collections manager for SLND since 1996.



**Char Skjonsby** has accepted an administrative staff officer role in the Education Market area at **BND**. Skjonsby has been the Student Loans of North Dakota Operations and Compliance Manager since 2009.



**Jeanne Thomas** has accepted the DEAL student loan processor position in New Loans at **BND**. Thomas has been a Student Loans of North Dakota Loan Status Processor since 2007.



# ICBND Members in the News



**Chris Schneider** has accepted the collections officer position in Customer Service at **BND**. Schneider began his career with BND in January 2015.

## BANK OF TIOGA



The **Bank of Tioga** is pleased to announce **Wendy Lenzen** as a consumer credit relationship manager, and she will be located at the Tioga, ND location. Lenzen's work experience includes over 10 years

within the banking industry. She first worked in her hometown bank in Warroad, MN, and then in 2004 worked in North Central, MN.

## CORNERSTONE BANK



**Cornerstone Bank** has named **Eric Carlson** SVP/chief financial officer. Carlson oversees the Audit, Finance, and Compliance Teams. Additionally, he serves on the Bank Management Board.

Carlson joined Cornerstone Bank in September 2015 and has over 21 years of experience in the financial services industry.

## STARION FINANCIAL

**Melea Telste** has been promoted to



commercial pre-closing specialist, providing complete pre-closing review of commercial and agricultural loan documentation to ensure accuracy, completeness, appropriate approval & compliance with

approved terms. Telste joined **Starion Financial** in 2008 as a business banking representative.



**Loretta Wall** has been promoted to administrative assistant. She began with the bank as a teller in 2011 in Bottineau when **Starion** acquired Security State Bank, where she had been since 2006. Upon relocating to Fargo last year, Wall continued working at Starion as a teller until assuming her new position.



**Kimberly Lattimore** joined Fargo's business banking team as a business banking representative. She works with new and existing customers, and provides sales and service support to business bankers.



**Tracy Roberts** is lending operations manager, vice president. She is responsible for the oversight and management of **Starion's** secondary market lending area, overseeing mortgage operations and serving as manager for the mortgage originators. She leads the team from the bank's Mandan branch.

**Paulette Albrecht** and **Michelle Engelhard**



are in the position of mortgage operations specialist II. In this position, they are responsible for bank-wide processing, closing and post-closing of mortgage loans; preparing mortgage files for underwriting; analyzing credit



documentation and informing lenders of underwriting decisions and conditions. Both work at the bank's Mandan branch. This is a promotion for **Albrecht** who joined **Starion** in November 2013 as a loan operations specialist and transferred to mortgage in December 2015.

**Engelhard** is a new member of the mortgage processing team.



**Sydney Radermacher** and **Connie Griffin** are each a mortgage operations specialists I. In this position, each is responsible for processing mortgage loans, preparing mortgage files for underwriting, analyzing credit

documentation and informing lender of underwriting decisions and conditions.

**Radermacher** was promoted to this position. She joined **Starion** in November 2014 as a teller and is currently located at the bank's branch on the corner of



Washington Street and Century Avenue.

**Griffin** joined the team at the Mandan branch. She has worked in the banking industry for nearly five years, including as a teller at **Starion** and elsewhere as a loan documentation specialist.

## WESTERN STATE BANK



**Danielle Smith** was recently promoted to personal banking officer at **Western State Bank**. Her duties include providing custom financial solutions and service to current and potential customers through retail loan and deposit

products. She previously served as a customer care banker at Western and has over seven years of banking experience.



**Rachel Chesley** recently joined **Western Equipment Finance** as a business development coordinator. Her primary responsibilities include assisting the sales and management teams to create opportunities for all

areas of the organization. Chesley will manage targeted finance relationships, coordinate the syndication processes, review new program opportunities and coordinate marketing initiatives.

# ICBND Members in the News

## WESTERN STATE BANK cont'd



**Kay Schmidt** recently joined **Western State Bank** as a human resource specialist. Her primary responsibilities include assisting with the organization's recruiting process, leave administration, wellness initiative, employee data management and human resources information system (HRIS) administration.



**Chad Baldock** was recently promoted to vice president/credit department manager at **Western State Bank**. His primary responsibilities include managing the credit department and underwriting commercial loans for all eight bank locations in North Dakota and Arizona.

Baldock joined Western in 2008. Prior to this promotion he served as assistant vice president/credit officer and co-team lead of the Credit Department.



**Dave Roeder** was recently promoted to assistant vice president/senior credit officer & loan sales manager at **Western State Bank**. His primary responsibilities include underwriting commercial loans and selling commercial loan participations to partner banks. Roeder joined

Western in 2003. He has 12 years of banking experience having served in various roles at the bank including credit analyst, business banking officer and most recently, credit officer and co-team lead of the Credit Department.



**Olivia Johnson** recently joined **Western State Bank** as a credit analyst. Her duties include analyzing commercial credits, assessing collateral values and assisting with credit administration efforts.



**MacKenzie Ness** recently joined **Western State Bank** as a customer service representative. Her duties include processing bank transactions, identifying customer needs and connecting with customers to create and deliver an exceptional customer

experience.



**Beth Prigelmeier** has recently transitioned to mortgage loan officer at **Western State Bank**. Her duties include originating residential loans. She joined Western in June 2015 as a personal banking officer.

## UNITED COMMUNITY BANK



**United Community Bank** is pleased to announce the recent hiring of **Ryan Pederson** as a vice president/ag loan officer in the Drake location. Ryan brings with him 19 years of Ag lending experience.

## BELL STATE BANK & TRUST

**Patty Bohnenstingl** has been promoted to vice president/banker support manager at **Bell State Bank & Trust**, located at



3100 13th Avenue South in Fargo. In her new position, she will be responsible for leading and managing the banker support team, which handles a full range of customer service activity. She will also create and monitor policies and procedures that enhance accuracy and high-quality customer service. She has 20 years' experience at Bell State Bank & Trust. She was most recently VP/branch manager at the Time Square location in Fargo.



**Shawn Tennyson** has been promoted to senior vice president of marketing at **Bell State Bank & Trust**, located at 3100 13th Avenue South in Fargo. In his new position, Tennyson is responsible for the company's overall marketing strategy, creative direction and campaign execution. He joined Bell State Bank & Trust in 2014 and previously served as project management director on the marketing team.

**Heather Heick** has been promoted to VP/branch manager at **Bell State Bank & Trust**, located at 5050 13th Avenue Southwest in Fargo. In her new position at the Time Square



location, she will manage the branch office banking services, operations and business development. In 2003 **Heick** joined **Bell State Bank & Trust** and held positions including retail trainer, personal banking officer and customer service representative. She most recently served as a human resources specialist.

## SHAZAM

As part of the Network's continued growth and expansion around the country, **SHAZAM** announced the hiring of **Steve Heston** as its new executive vice president & chief sales and marketing officer. Heston will lead SHAZAM's national sales force for EFT, core and merchant services, along with the company's in-house marketing agency and public relations efforts.

## CHOICE FINANCIAL

**Blair Sandy**, AVP RR Manager with **Choice Financial** in Bismarck and **Tim Ziemba**, Credit Analyst with **Choice Financial** in Fargo recently graduated from the Dakota School of Banking sponsored by the North Dakota Bankers Association (NDBA) and endorsed by the South Dakota Bankers Association (SDBA). In its 43<sup>rd</sup> year, the school trained 62 bank personnel. The school has been held on the campus of University of Jamestown in Jamestown, North Dakota, since 1997. Blair Sandy also earned the Dakota School of Banking, Outstanding Banker of 2016. This prestigious honor is given to the top performing student in each graduating class.



*Pictured: left, Blair Sandy and Tim Ziemba, right.*



## WESTERN STATE BANK

### WESTERN STATE BANK ANNOUNCES NEW ADMINISTRATIVE BUILDING

Western State Bank is excited to announce the ground breaking of a new Administration Building in West Fargo, located directly east of the West Fargo bank. The new 15,000 square-foot, two-story building will house Western State Bank's administrative departments including human resources, marketing, information technology, loan processors and executive management. This new addition will allow room for Western to continue to grow and serve as Your Hometown Bank.

Western State Bank made its first appearance in the West Fargo-Fargo area in 1999 when the West Fargo bank was built in the Pioneer Center. In 2007, Western State Bank added its Fargo location in the Western Center across from Target.

"The growth we've seen and continue to see throughout our organization wouldn't be possible without our customers and their continuous loyalty. We are committed to focus on growth opportunities that will allow us to better serve our customers and the addition of the new Administration Building will do just that," said Brian Houkom, Chief Executive Officer at Western State Bank.



Those pictured in the photo include (left to right): Mike Bannach, Western State Bank Market President; Andy Strand, Western State Bank President; Mark Simmons, City of West Fargo Commissioner; Rich Mattern, City of West Fargo Mayor; Rob Jordahl, President/Co-Owner of Meridian Commercial Construction, Inc.; Brian Houkom, Western State Bank, Chief Executive Officer; Brad Jacobson, President/Chief Operating Officer; Todd Heilman, Western State Bank Chief Financial Officer; Gary Lochow, Western State Bank Chief Credit/Chief Risk Officer; Ray Horne, Western State Bank Chairman of the Board.

## STARION FINANCIAL

### STARION FINANCIAL AWARDS SCHOLARSHIPS

Starion Financial awarded the Starion Community All-Star Scholarships to area high school seniors Anne Brien, Morgan Kersten and Alaynna Morin.

"Anne, Morgan and Alaynna are shining examples of Starion's core value of giving back to the community," explains Chuck Neubauer, Starion market president for Bottineau, Dunseith and Rolla. "We are so pleased to recognize these young ladies for their leadership and community service by helping with college costs."

Each student earned a \$500 scholarship to help in her pursuit of higher education. Applications were evaluated on:

- leadership and community service,
- the essay question "In your opinion, why is it important to be involved in and give back to your community?" and
- scholastic achievement.



**Anne Brien**, the daughter of David and Nancy Brien, will attend North Dakota State University to study animal science/pre-veterinary. A home-schooled student, Brien was a member of the basketball, volleyball and track teams for Mt. Pleasant High School in Rolla, and was team captain for basketball and volleyball. Brien has been active in 4-H for 12 years, including officer positions, and has served as a 4-H ambassador for more than two years.

**Morgan Kersten** is the daughter of Matthew and Heather Kersten. She plans to attend Dakota College at Bottineau to study nursing or occupational therapy. At Newberg High School, Kersten has been active in basketball and rodeo as well as pep club, Close Up, on the staff of the school yearbook and newspaper, and was senior class president. She is also a member of 4-H and, along with her club, made quilts for people with Alzheimer's and helped at the food pantry.



**Alaynna Morin**, the daughter of Bernard and Robin Morin, will attend University of North Dakota in the fall, majoring in pre-medicine. At St. John High School, she played volleyball and basketball, earning the hustle award for both, and has been active in FCCLA throughout high school. For the past five years, she has volunteered at the Dunseith nursing home and for six years participated in city-wide clean up.



## **BELL STATE BANK & TRUST**

### **BELL RECEIVES 5 STARS FROM 'NATION'S BANK RATING SERVICE'**

Bell State Bank & Trust has been rated a five-star bank by BauerFinancial, Inc., an independent bank research firm.

Taking financial data from federal regulators, a five-star rating means that a bank is financially sound and is operating well above its capital requirements. Bauer's five-star rating is the highest rating the firm awards and means that Bell State Bank & Trust is considered a trusted institution in terms of its financial strength.

Headquartered in Coral Gables, FL., BauerFinancial has been reporting on and analyzing the performance of U.S. financial institutions since 1983. The company's ratings are independently established. No institution pays for ratings, nor can an institution choose to be excluded.

Founded in 1966 and headquartered in Fargo, Bell State Bank & Trust is the largest independently owned bank in North Dakota, South Dakota and Minnesota, with 20 banking locations and more than \$3.5 billion in assets.

---

## **CORNERSTONE BANK**

### **CORNERSTONE BANK JOINS SIOUX FALLS MARKET**



Cornerstone Bank has purchased the First Interstate Bank location in Sioux Falls effective June 16. Seven team members at the Sioux Falls location have joined the Cornerstone Bank Team. They will continue to provide their accessible expertise to clients in their same office location (4930 South Western Avenue) with their same phone number (605-977-8500), but will have new email addresses, which can be found at <https://www.cornerstonebanks.net/mortgage/our-team>.

Cornerstone Bank President/CEO Pete Fullerton says, "Cornerstone Bank is excited to join the Sioux Falls market. We are proud to welcome the Sioux Falls mortgage experts to our team providing them with our powerful underwriting and transparent loan processing expertise."

With locations across North Dakota, Cornerstone Bank is a community bank that has been growing since 1952. One of North Dakota's ten largest financial institutions, Cornerstone Bank Holding Company is an \$800 million financial institution.

Cornerstone Bank provides an expansive product offering while staying true to their mission of providing access to financial experts who give straight answers and the best possible financial options.

---

## **DAKOTA CERTIFIED DEVELOPMENT CORPORATION**

Dakota Certified Development Corporation (CDC) held their Annual Meeting in their Fargo office on the morning of June 1, 2016. The entire Dakota CDC Board and the company's President and CEO, Steve Dusek, were in attendance. During the meeting, board elections were held. Board members elected to a three-year term running from 2016 to 2019 were Michael Connor of Starkweather, ND, Lori Gabriel of Mandan, ND, and Dan Jacobson of Fargo, ND. Officers for the coming year were also elected. Those officers elected for the 2016-2017 year are: Lori Gabriel of Mandan, ND as Chair, Andy Maragos of Minot, ND as Vice-Chair, and Dan Jacobson of Fargo, ND as Secretary/Treasurer.

The Dakota CDC Board is made up of Directors strategically represented throughout the entire State and Western Minnesota, who are committed to small business lending and economic growth in Dakota CDC's entire service area. Other current Directors who are part of the board this year include Past Chair John Phillips of Beulah, ND, Marlowe Johnson of Ottertail, MN, Jim Stai of Savage, MN, and Rich Becker of Grand Forks, ND. After the elections, the bulk of the Annual Meeting was spent in review of the past year and accomplishments met, the current outlook, and the upcoming year. The meeting was then adjourned and a thank you was extended to the Dakota CDC Board and Staff for yet another successful year.



## THE BANK OF TIOGA

### THE BANK OF TIOGA CELEBRATES TOP PERFORMING BANK RECOGNITION WITH \$100,000 COMMUNITY GIFT

The Bank of Tioga has earned the high performance standard of being the #2 top performing bank in the state among “C” Corporation banks in 2015. According to the FDIC call report, The Bank of Tioga ranked #2 in both ROE and ROA in the state of North Dakota among C-Corp banks. To celebrate, a gift of \$100,000 is being presented from The Bank of Tioga to the Tioga Area Economic Development Corporation as the initial funding for the purpose of building a new community center in Tioga.

To help share the excitement of this news The Bank of Tioga wants to recognize its loyal clients and dedicated employees and give back to the community for this project. For this reason, a gift of \$100,000 has been selected to start a fundraising effort to build a new community center in Tioga. The donation will be made to the Tioga Area Economic Development Corporation which has agreed to steer the project.

“We appreciate the vision and generosity shown by The Bank of Tioga in making this donation. A new community center is much desired by our citizens, and we intend to work with the City of Tioga and other interested parties to complete the planning and construction of the facility which would likely be situated on the current Farm Festival Building location,” said Chris Norgaard, President of the Tioga Area Economic Development Corporation.

The Bank of Tioga’s mission is to help ignite prosperity in the lives of others which strengthens local communities and preserves the viability and resurgence of community banking. Additionally, the bank strives to reinvest in its local communities. In 2015, The Bank of Tioga also presented a multi-year donations for building projects of \$100,000 to Tioga Medical Center and \$50,000 to Crosby Kids Daycare.

“We are excited to give back in a meaningful way. We are hopeful that this donation will serve as a catalyst to create enthusiasm and further participation to ultimately complete this project which would be an important visible sign of progress in our community and improve the quality of life for Tioga and surrounding residents,” said David Grubb, The Bank of Tioga Market President.



Pictured: David Grubb, The Bank of Tioga Market President and Chris Norgaard, The Tioga Area Economic Development Corporation President



## UNITED BANKERS' BANK

### UNITED BANKERS' BANK AND GREAT LAKES BANKERS' BANK COMPLETE MERGER

William C. Rosacker, President and CEO of United Bankers' Bank, is pleased to announce that as of Friday, July 22nd, 2016 the merger between Minnesota-based United Bankers' Bank (UBB) and Ohio-based Great Lakes Bankers Bank (GLBB) has officially been completed.

The merger of the two holding companies – United Bankers' Bancorporation, Inc. (UBBI), Bloomington, Minn., and Bankers Bancshares, Inc. (BBI), Worthington, Ohio, – along with their banks and respective subsidiaries, will now be able to provide enhanced correspondent products and services to community banks throughout Ohio and Michigan.

“By combining our two bankers’ banks, community banks in Ohio and Michigan now have a stronger, better capitalized partner to provide expanded services. I know I speak on behalf of the whole team at UBB when I say that we are all very excited to see the completion of this merger and look forward to building and expanding relationships in both Ohio and Michigan. I would like to thank Tom Tenwalde, Charlotte Martin, and the entire GLBB Board of Directors and staff for all of their hard work and professional collaboration throughout the merger process,” said William Rosacker, President and CEO of UBB, which now serves more than 1,000 community banks in 14 states.

“Simply put, the merger of these two institutions means community banks are now able to compete with anyone. That’s good for the banking industry. It’s good for our shareholders and customers. And it’s good for the communities they serve,” added Dick Behl, Chairman of UBBI and President of Farmers & Merchants State Bank of Scotland, S.D.

United Bankers' Bank will remain headquartered in Minnesota with a branch office, operational personnel and calling officers located in Worthington, Ohio.





## Starion Financial

Starion Financial is a growing community bank known for providing local leadership, personalized service and community loyalty. We foster a culture where you can grow both professionally and personally, and treat employees as our most important organizational asset.

### Private Banker

Located in Fargo, the Private banker manages private banking relationships by focusing on business development, lending and cross-selling of products to high-net-worth individuals. Serves as a trusted financial consultant and advisor to meet the full range of business and personal financial needs of the high-end client including proactive periodic contacts. Calls on potential private banking clients to develop new business relationships and works with existing clients to retain and expand relationships by providing high-quality service and offers solutions to business and personal needs.

Requires a Bachelor's degree in Business Administration, Finance, Economics or a related field. A minimum of five years of experience in private banking or a related field is required. Additional education and experience in business banking, lending and other finance-related areas is preferred.

### Business Banking Officer

Located in Fargo, the Business Banking Officer is responsible for soliciting, developing and managing commercial loan accounts which meet established lending policies and requirements, comply with applicable laws/regulations, and provide maximum profitability to the bank with a minimum of risk.

Qualified applicants will have a bachelor's degree and possess strong financial analysis, customer service and sales skills. Preferred candidates will have a minimum of 3 years of commercial lending experience and a working knowledge of documentation, compliance and regulatory standards. Familiarity with SBA loan programs is a plus, along with proficiency in using Microsoft Excel

Successful candidates will portray a professional image in the community, possess a high level of integrity and desire to be part of a team environment.

Starion Financial offers a competitive salary and a full comprehensive benefit package including health, life, dental, vision, health savings account, 401K, profit sharing, paid vacation, and holidays.

Join our team and work at a bank recognized as "Best of the Best" by IB magazine! Apply online at [www.starionfinancial.com/careers](http://www.starionfinancial.com/careers)

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

**Member FDIC**



To have your announcements featured in the *Community Banker* classifieds please send your articles to [info@icbnd.com](mailto:info@icbnd.com)

## First Western Bank & Trust

Job Title: **Computer Technician**  
Classification: **Non-Exempt, Non-Officer**  
Department: **Information Technology**

### **Position Overview**

Assist in providing support for First Western Bank and Trust's computer networks and software systems to ensure security and integrity of the data and programs that reside on those systems.

### **Qualifications**

- Associate's degree in computer or business related field or equivalent experience
- Two years' computer or technical support experience preferred
- Knowledge of computer hardware and software applications and operating systems
- Knowledge of computer maintenance, software support, network design

### **Skills/Abilities**

- Ability to make sound, well-informed and objective decisions to solve problems
- Ability to effectively communicate verbally and in writing at all levels of the bank
- Demonstrate organizational skills and is able to work independently to accomplish goals
- High level of integrity and the ability to exercise tactfulness in difficult situations

**For essential job functions and to apply online:**

[www.bankfirstwestern.com/careers](http://www.bankfirstwestern.com/careers)

**Member FDIC—EOE**

Job Title: **Associate Program Manager – Eden Prairie, MN**  
Classification: **Non-Exempt, Non-Officer**  
Status: **Full-time**

### **Position Overview**

Support Program Manager team by processing sales and providing customer service support to manufacturers, dealers, distributors and end-users. Responsibilities would be as a "floater" to Program Managers by providing daily back-up and intermittent fill-in support when out of the office.

### **Occasional duties**

- Provide primary account responsibilities when PM(s) are out of the office.
- Provide application entry duties when needed.
- Other duties as needed.

### **Qualifications**

- Bachelor's degree in Marketing, Communications or equivalent work experience
- Basic knowledge of equipment finance concepts (i.e. APR and time value of money)

### **Skills/Abilities**

- Creative thinking
- Positive attitude with sound judgment
- Strong communication skills
- Organizational, analytical and problem solving skills
- Skilled in computers and Microsoft Office suite of tools
- Professionally communicate with management, staff and public
- Prioritize and manage multiple projects
- Handle confidential information with discretion

**For essential job functions and to apply online:**

[www.bankfirstwestern.com/careers](http://www.bankfirstwestern.com/careers)

**Member FDIC—EOE**

## First Western Bank & Trust

Work with a long-standing organization -- First Western Bank & Trust -- to advance your career. We strive to provide a flexible and healthy work environment. First Western Bank & Trust is experiencing growth and expansion.

Due to this growth and expansion... **We need a Mortgage Lender in Minot and Bismarck.** The successful candidates will establish and maintain relationships with real estate agents, builders, etc. They will desire to serve customer needs and provide excellent customer service.

Please go to our website to apply: [www.bankfirstwestern.com](http://www.bankfirstwestern.com).

### Position Overview

Develop new mortgage loans for First Western Bank & Trust through originating, underwriting and closing loans, as well as maintaining and servicing existing mortgage customers with excellent customer service.

**Member FDIC –EOE**

## American Bank Center

### REGIONAL AG LENDING LEAD

Bismarck, ND

We are seeking an outstanding individual with a passion for what they do, the motivation to reach their fullest potential and the enthusiasm it takes to be a part of an amazing team. The successful candidate will be responsible for managing the agriculture banking team for the Bismarck region, including supervision of Ag Banking Officers, cultivating new and existing ag customer relationships, and promotion of special products and services. Bachelor's degree in business, finance, or related area with 3-5 years experience preferred.

Join us! Complete the application at [weareamerican.com](http://weareamerican.com) and submit online or mail to:

American Bank Center  
Attn: Human Resources  
PO Box 2197  
Bismarck, ND 58502

Application deadline is Aug 15th or when filled.

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



**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](http://thetitleteam.com) | 701.223.6835

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





# ICBND MEMBERS

## DISCOUNTED HOTEL RATES 2016

### BISMARCK

|   |
|---|
| <b>Ramada Bismarck Hotel and Conference Center</b> (701) 258-7000<br><i>ICBND Associate Member</i><br>1400 East Interchange Avenue-Bismarck<br>ICBND Member Rate.....\$85.00  |
| <b>Best Western- Ramkota Hotel</b> (701) 258-7700<br><i>ICBND Associate Member</i><br>800 South Third Street-Bismarck<br>ICBND Member Rate.....\$90.00                        |
| <b>La Quinta</b> (701) 751-3313<br>2240 North 12th Street-Bismarck<br>ICBND Member Rate (Sun-Thurs).....\$99.00   |
| <b>Radisson Hotel</b> (701) 255-6000<br>605 East Broadway-Bismarck<br>ICBND Member Rate.....Use Rate Code T-40593.....\$104.00  |
| <b>Holiday Inn</b> (701) 751-8240<br>3903 State Street-Bismarck<br>ICBND Member Rate.....\$99.00  |
| <b>Staybridge Suites</b> (701) 223-1499<br>2801 Gateway Avenue-Bismarck<br>ICBND Member Rate (Studio Queen).....\$129.99<br>ICBND Member Rate (One Bedroom King).....\$139.99 |
| <b>Expressway Suites</b> (701) 222-3311<br>180 East Bismarck Expressway-Bismarck<br>ICBND Member Rate.....\$89.95   |
| <b>Expressway Inn</b> (701) 222-2900<br>200 East Bismarck Expressway-Bismarck<br>ICBND Member Rate.....\$84.95  |
| <b>North Super 8</b> (701) 751-2550<br>1405 Skyline Way-Bismarck<br>ICBND Member Rate.....\$78.00   |

### MINOT

|   |
|---|
| <b>Grand Hotel</b> (701) 852-3161<br><i>ICBND Associate Member</i><br>1505 North Broadway-Minot<br>ICBND Member Rate.....\$89.00                |
| <b>Holiday Inn- Riverside</b> (701) 852-2504<br><i>ICBND Associate Member</i><br>2200 Burdick Expressway-Minot<br>ICBND Member Rate.....\$99.00 |

### FARGO

|   |
|---|
| <b>Expressway Suites</b> (701) 239-4303<br>4303 17th Avenue South-Fargo<br>ICBND Member Rate (Sun-Thurs).....\$74.95<br>ICBND Member Rate (Fri-Sat).....\$94.95   |
| <b>Ramada Plaza &amp; Suites &amp; Conference Center</b> (701) 277-9000<br>1635 42nd Street South-Fargo<br>ICBND Member Rate (Conventional Rm Sun-Thurs).....\$99.00<br>ICBND Member Rate (Two Rm Suites Sun-Thurs).....\$119.00<br>(Weekends: \$139 Conv. Rm/ \$159 Two Rm Suites) |
| <b>La Quinta</b> (701) 499-2000<br>2355 46th Street South-Fargo<br>ICBND Member Rate (Sun-Thurs).....\$75.00  |

### MEMBERS ONLY

*Hotel Discounts*  
Prices reflect savings  
of up to \$60 less than the Standard  
Room Rate!



*Please remember to call ahead for reservations and indicate your ICBND membership to obtain these special rates at the participating hotels listed.*

**Any employee from your bank/company may enjoy these discounted rates! Feel free to share this information.**

### MANDAN

|   |
|---|
| <b>Baymont Inn &amp; Suites</b> (701) 663-7401<br><i>ICBND Associate Member</i><br>2611 Old Red Trail (I-94 & Exit 152)-Mandan<br>ICBND Member Rate.....\$97.00 |
| <b>Comfort Inn &amp; Suites</b> (701) 751-7484<br>1516 27th St NW- Mandan<br>ICBND Member Rate.....\$79.00  |

### GRAND FORKS

|  |
|--|
| <b>Staybridge Suites</b> (701) 772-9000<br>1179 42nd St S-Grand Forks<br>ICBND Member Rate.....15% off             |
| <b>La Quinta</b> (701) 757-3600<br>4051 Garden View Drive-Grand Forks<br>ICBND Member Rate (Sun-Thurs).....\$79.00 |
| <b>Hilton Garden Inn</b> (701) 775-6000<br>4301 James Ray Drive-Grand Forks<br>ICBND Member Rate.....15% off       |
| <b>Baymont Inn &amp; Suites</b> (701) 757-2345<br>951 S 42nd St-Grand Forks<br>ICBND Member Rate.....15% off       |

### WILLISTON

|   |
|---|
| <b>Holiday Inn Express &amp; Suites</b> (701) 577-0400<br>415 38th St W-Williston<br>ICBND Member Rate .....Use ID #100295407.....15% off |
|---|

### DICKINSON

|   |
|---|
| <b>La Quinta</b> (701) 456-2500<br>552 12th St West-Dickinson<br>ICBND Member Rate (Sun-Thurs).....\$109.00 |
|---|

### MINNEAPOLIS

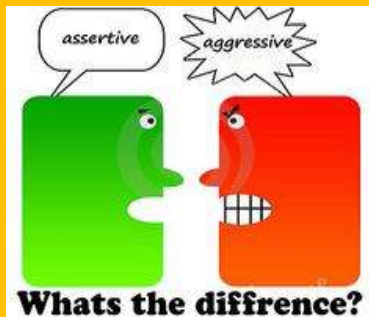
|  |
|--|
| <b>Four Points by Sheraton</b> (920) 684-4378<br>7745 Lyndale Avenue South Richfield, Minnesota<br>ICBND Member Corporate Rate.....\$99.00<br><a href="http://www.fourpointsminneapolisairport.com/set-banks-ND">www.fourpointsminneapolisairport.com/set-banks-ND</a> |
|--|

*Please note that all Member Rates are subject to availability and may not apply during weekends and/or special events.*



**BEST FOR BUSINESS**  
Ranked #1 hotel brand by Business Travel News.

## Live Seminars



### 2016 Fall Frontline Seminar

#### Assertive Not Aggressive

Learn How to Find Your Happy Place and  
Use Your Nice Voice at Work

**September 19-22, 2016**

Four Live Sessions with Full Buffet Meal at all locations

When people converse in clear, honest, and direct ways and respect the feelings and thoughts of others, the communication becomes the foundation for strong, healthy relationships that can withstand conflict and problems. Assertive communication is a skill that can be learned, but for many people, it takes practice. There are specific communication techniques that enhance managing the challenges of working with and living with others. Join us and learn these techniques that will be useful both at work and at home.

#### WHO SHOULD ATTEND

This seminar is designed for new BSA/Compliance Officers, account representatives, tellers, head tellers, personal bankers, management, and supervisors. **This is a Certified Frontline Program and counts toward your Frontline Certification.**

#### A COMMITMENT TO YOU

We take pride in knowing that the Frontline Training Curriculum session has been developed to meet the unique needs of the community bank. Therefore, it is through the high standards that the Independent Community Banks of North Dakota has developed over the years that we ask you to join us in this seminar.

#### 2016 DATES AND LOCATIONS:

|              |  |
|--------------|--|
| September 19 | Baymont Inn, 2611 Old Red Trail, Mandan              |
| September 20 | Grand Hotel, 1505 N Broadway, Minot                  |
| September 21 | Hilton Garden Inn, 4301 James Ray Drive, Grand Forks |
| September 22 | Gladstone Inn, 111 2nd Street NE, Jamestown          |

#### AGENDA

|                       |                              |
|-----------------------|------------------------------|
| 5:30 p.m.             | Registration and Buffet Meal |
| 6:15 p.m. - 8:15 p.m. | Seminar                      |

[Register Now](#)



# Educational Opportunities

## Webinars

|           |   |                      |  |
|-----------|---|----------------------|--|
| 8/2/2016  | <b>Quarterly Emerging Leader Series:</b><br>Establishing New Product & Service Controls<br>Brian Vitale, Compliance Advisory Services | 8/17/2016            | <b>Call Report Series:</b><br>Understanding Call Report Regulatory Capital: Standards, Ratios, Risk Weighting<br>Amanda C. Garnett, CliftonLarsonAllen LLP |
| 8/3/2016  | 15 Errors to Avoid When Conducting Internal Investigations<br>Barry Thompson, Thompson Consulting Group, LLC                          | 8/18/2016            | The Application Process for the New Mortgage Lender:<br>Mortgage Application 1003 Line-by-Line<br>Bill Elliott, Young & Associates, Inc.                   |
| 8/4/2016  | E-Mail Risks, Rules, Records & Regulations<br>Nancy Flynn, The ePolicy Institute™   | 8/19/2019<br>Morning | <b>SPECIAL EDITION</b><br>CECL Rules Finalized: Overview, Preparation Plan & Data Collection Considerations<br>Tommy Troyer, Young & Associates, Inc.      |
| 8/9/2016  | Legally Handling ATM & Debit Card Claims Under Regulation E<br>Elizabeth Fast, Spencer Fane LLP                                       | 8/23/2016            | <b>Audit Compliance Series:</b><br>Auditing for BSA Compliance<br>Ann Brode-Harner, Brode Consulting Services, Inc.  |
| 8/10/2016 | <b>SPECIAL EDITION</b><br>Saving for Education: Coverdell & College Savings Plans<br>Frank J. LaLoggia, LaLoggia Consulting, Inc.     | 8/25/2016            | Complying with Final Military Lending Act Rule Changes Effective October 3, 2016<br>Elizabeth Fast, Spencer Fane LLP                                       |
| 8/11/2016 | <b>HR Series:</b><br>Performance Management: Developing Future Leaders<br>Diane Pape Reed, CU Doctor                                  |                      |  |
| 8/16/2016 | Essential Compliance Regulations for the Frontline<br>Dawn Kincaid, Brode Consulting Services, Inc.                                   |                      |  |

## BND is your direct line for current issues that impact banking in North Dakota.

Stay updated with Your Direct Line conference call, featuring the state's business and government leaders. The conference call is every third Tuesday of the month, from 11-11:30 a.m. CT.

Sign up for Your Direct Line and receive email notifications with BND updates and upcoming conference call information.

[bnd.nd.gov/signup](http://bnd.nd.gov/signup)

**BND**  
Bank of North Dakota

# Educational Opportunities

## Webinars

8/26/2016 Morning **SPECIAL EDITION**  
Annual MLO Compliance Requirements & Auditing for SAFE Act  
Ann Brode-Harner, Brode Consulting Services, Inc.

8/30/2016 IRA Conversions & Recharacterizations: Understanding Requirements & Avoiding Errors  
Frank J. LaLoggia, LaLoggia Consulting, Inc.

8/31/2016 Protecting the SBA Guaranty Start to Finish  
Janet Dery, Starfield & Smith, PC

9/1/2016 Consumer Loan Documentation  
Ann Brode-Harner, Brode Consulting Services, Inc.

9/7/2016 **Debt Collection Series:**  
Best Practices for Garnishments & Levies: Getting It Right!  
Elizabeth Fast, Spencer Fane LLP

9/8/2016 Essential Compliance Requirements for Lenders  
Susan Costonis, Compliance Consulting and Training for Financial Institutions

9/9/2016 Morning **SPECIAL EDITION**  
HMDA Roadmap Part 1:  
Impact, Important Changes & Implementation Considerations for Lenders  
Susan Costonis, Compliance Consulting and Training for Financial Institutions

9/13/2016 **Cyber Series:**  
Mobile Remote Deposit Strategies: Technology, Deployment Models & Risks  
Lee Wetherington, Jack Henry & Associates, Inc.®

9/14/2016 Navigating Compliance Issues for Promotions, Bonuses, Contests & Sweepstakes  
Steven Van Beek, Howard & Howard Attorneys PLLC

9/15/2016 Writing Effective Credit Memos & Loan Narratives  
Ann Brode-Harner, Brode Consulting Services, Inc.

9/20/2016 ACH for the Frontline  
Jen Kirk, EPCOR

9/21/2016 MSB Due Diligence & Monitoring for Community Banks  
Adam Witmer, Young & Associates, Inc.

9/22/2016 Morning **Director Series:**  
Director & Officer Liability: Rules, Risks & Trends  
Jeffrey C. Gerrish, Gerrish McCreary Smith, Consultants & Attorneys

9/23/2016 Morning **SPECIAL EDITION**  
New Customer Due Diligence Rules for Beneficial Ownership: Implementation Game Plan  
Susan Costonis, Compliance Consulting and Training for Financial Institutions

9/27/2016 Maximizing LinkedIn to Build a "Social Selling" Culture  
Eric C. Cook, WSI Internet Consulting

9/28/2016 Handling Dormant Accounts, Unclaimed Property & Escheatment  
Elizabeth Fast, Spencer Fane LLP

9/29/2016 Clarifying Signature Card Confusion for Personal & Business Accounts: Compliance, Account Titling & Ownership  
Mary-Lou Heighes, Compliance Plus, Inc.

**Director Series are scheduled from 10:00-11:30 AM Central Time.**

**Most webinars are scheduled from 2:00-3:30 PM Central Time unless otherwise indicated.**

**Please check the brochure copy to confirm the time.**

*Remember for every **10** Webinars or Archived Webinar/Digital Downloads you purchase you will get one **FREE!***





# Thank you

## To our advertisers:

|                           |            |                               |          |
|---------------------------|------------|-------------------------------|----------|
| Bank of North Dakota      | 24 & 42    | Lewis & Clark RDC             | 20       |
| Bankers Equipment         | 7          | North Dakota Development Fund | 15       |
| Bell State Bank & Trust   | 15         | ND Banks Benefit Trust        | 21,26,27 |
| Blue Cross Blue Shield ND | 5          | ND Guaranty & Title Co        | 39       |
| CommunityWorks ND         | 22         | NDHFA                         | 29       |
| First Class Mortgage      | 14         | Shazam                        | 12       |
| ICBA Mortgage             | 28         | The Advantage Network         | 19       |
| ICB Purchasing Exchange   | 15, 20, 24 | The Title Company             | 6        |
| ICB Services Mobile ATM   | 25         | United Bankers Bank           | 12       |
| Lewis & Clark CDC         | 25         | Wild/CRG                      | 29       |

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 6 of this publication and contact ICBND at 701-258-7121 or Nanci at [info@icbnd.com](mailto:info@icbnd.com).

## 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  
fax: 701.258.9960

[info@icbnd.com](mailto:info@icbnd.com) [www.icbnd.com](http://www.icbnd.com)

### ICBND Office Hours:

#### Regular Business Hours

Mon-Fri  
8:30 am to 5 pm

#### Summer Hours

(Memorial—Labor Day)  
Mon-Fri  
8 am to 4 pm

### ICBND Staff

Barry D. Haugen  
President  
[barryh@icbnd.com](mailto:barryh@icbnd.com)

Wendy J. Ruud  
Vice President  
[wendyr@icbnd.com](mailto:wendyr@icbnd.com)

Nanci D. Fennern  
Office & Marketing  
Coordinator/*Community Banker* Editor  
[nancif@icbnd.com](mailto:nancif@icbnd.com) or  
[info@icbnd.com](mailto:info@icbnd.com)

Marilou Voegelé  
Director of Card Services  
[marilouv@icbnd.com](mailto:marilouv@icbnd.com)

Angie Olson  
Card Services Coordinator  
[angiet@icbnd.com](mailto:angiet@icbnd.com)

Bill Walker  
Card Services Specialist  
[cardservices@icbnd.com](mailto:cardservices@icbnd.com)

Lacey Kuhn  
ICB Purchasing  
Sales & Marketing Manager  
[laceyk@icbnd.com](mailto:laceyk@icbnd.com)

Jess Voegelé  
ICB Purchasing  
Office Manager/CSR  
[purchasing@icbnd.com](mailto:purchasing@icbnd.com)

### 2015-2016 ICBND Executive Committee

Chairman  
David Ludwig, Security First Bank of  
North Dakota, Bismarck  
[davidl@securityfirstbank.com](mailto:davidl@securityfirstbank.com)  
701-222-4444

Chairman Elect  
Rick Beall, Peoples State Bank of  
Velva, Minot  
[rick@psbvelva.com](mailto:rick@psbvelva.com)  
701-852-0328

Vice Chairman  
Tim Karsky, Choice Financial Group,  
Bismarck  
[t.karsky@choicefinancialgroup.com](mailto:t.karsky@choicefinancialgroup.com)  
701-595-2624

Immediate Past Chairman  
Tim Porter, Bank of North Dakota,  
Bismarck  
[tpporter@nd.gov](mailto:tpporter@nd.gov)  
701-328-5650

Past Chairman  
Robert Larson, American Bank  
Center, Underwood  
[rlarson@weareamerican.com](mailto:rlarson@weareamerican.com)  
701-442-3722