



1136 West Divide Avenue  
PO Box 6128  
Bismarck ND 58506-6128  
Telephone: 701-258-7121 or 800-862-0672  
[www.icbnd.com](http://www.icbnd.com)

## 2021 ICBND Educational Sponsorship Opportunities

*Are you maximizing your company's visibility among  
community bankers across North Dakota?*

Independent Community Banks of North Dakota (ICBND) strives to provide the best possible educational and professional services to our local community bankers and members. This is made possible by our hard working staff and generous sponsors. Our sponsors help to fund our various educational programs, workshops and seminars. Not only is this a great way to support ICBND and the local community banks in North Dakota, it's also a way to raise awareness for your business and network with your current clients and meet new potential clients. Please take a moment and review all the sponsorship opportunities available; check mark next to the items of interests and return the form to our office or email to [info@icbnd.com](mailto:info@icbnd.com). You can also access this form on our website. Sponsorships are granted on a first come first served basis.

Benefits of sponsorships include:

- **Event Sponsorship:** 3 free registrations, full presentation time slot (up to 45 minutes) and registration list of all attendees prior to session
- **Evening/Social Sponsorship:** 2 free registrations, full presentation slot (up to 45 minutes) and registration list of all attendees prior to session
- **Lunch Sponsorship:** 1 free registration and 20 minute presentation time slot
- **Breakfast Sponsorship:** 1 free registration and 15 minute presentation time slot

All sponsorships can include handouts/reference material in registration packets and will have the recognition of their logo and name on all marketing materials for the particular seminar/event.

We understand that COVID-19 restrictions may alter our education event schedule. We will continue to work with each of our sponsors to ensure they receive the appropriate exposure they deserve. We appreciate your past support and look forward to continuing to work together for the benefit of community banking in 2021!



## 2021 Associate Member Virtual Showcases

New in 2021, ICBND will be hosting Associate Member Virtual Showcases, to give associate members exposure to ICBND's membership through a virtual platform. Below are details of the events.

- ICBND will feature three associate members during each showcase, and participation will be on a first come, first served basis.
- Each associate member will be given 15 minutes to present, via ZOOM, to ICBND's membership.
  - Presenters will be given a list of names and addresses of ICBND members that attended the showcase.
  - If there are additional handouts, webinar information, special offerings for attendees, etc., that the presenter would like to share, it can be done via ICBND staff approval.
- Associate member cost to participate - \$500
- Captive audience that is only tuned in to the associate member speaking.
- At the end of each presentation, a \$100 gift card will be drawn for ICBND members participating.
- Anticipated attendance: 30 ICBND members
- Dates for Associate Member Virtual Showcases  
(Please select which showcase you'd like to participate in)
  - March 17, 2021 at 1 p.m. (Central Time) - \$500*
  - June 9, 2021 at 1 p.m. (Central Time) - \$500*
  - September 15, 2021 at 1 p.m. (Central Time) - \$500*
  - December 8, 2021 at 1 p.m. (Central Time) - \$500*

## 2021 Education Sessions and Seminars

**We are interesting in a sponsorship. Please contact us if something comes up in the following topic:**

- **Sponsorship Opportunities**

\_\_\_\_\_  
 \_\_\_\_\_

### **Certified Frontline Professionals Session**

Target Audience: BSA/Compliance Officers, account representatives, tellers, head tellers, personal bankers, management and supervisors.

- October 2021
- This event will be a hybrid event held virtually and in person
- Estimated Attendees: 50
- **Sponsorship Opportunities**  
*Option to sponsor full day, or individual events throughout the day*
  - Event Sponsor - \$3,000 (\$3,500 value)**
    - Speaker Sponsor - \$2,500**
    - Lunch - \$1,000**

### **Women in Community Banking Summit**

- Target Audience: All levels of female community bankers who are looking to develop their skills and grow within the banking profession.
- May 3-4, 2021; Bismarck
- Estimated Attendees: 35 (overall)

- **Sponsorship Opportunities**  
*Option to sponsor full day, or individual events throughout the day*

**Event Sponsor - 12,000 (\$14,000 value)**

**Evening Social, Day 1 - \$1,500 - SOLD**

**Lunch, Day 2 - \$2,000**

**Speaker Kim Becking - \$3,500**

**Speaker Roxane Battle - \$3,500**

**Speaker Liz Uram - \$3,500**

**Emerging Leaders Development Group: Winter Session, Summer Conference, Fall Session**

- Target Audience: Community bankers who have dedicated themselves to the growth of independent banking and whose sights are set on expanding their leadership roles within their banks and communities.
- Winter Session - March 4, 2021; Grand Forks, ND
- Summer Conference - June 2-3, 2021; Bismarck, ND
- Fall Session - October 20, 2021; Williston, ND
- Estimated Attendees: 40-50
- **Sponsorship Opportunities**

**WINTER Session:**

**Lunch, Winter Session - \$500**

**Social and UND vs University of South Dakota football game. Winter Session Sponsorship includes three tickets to game - \$5,000**

**SUMMER Session:**

*Option to sponsor full day, or individual events throughout the day*

**Event Sponsorship, Day 1 - \$6,500 (\$7,000 value)**

**Lunch Day 1 - \$1,500**

**Day 1 Speaker Sponsorship - \$2,500**

**Evening Event - Larks Baseball Game w/Meal & Drinks, Sponsorship includes three tickets to game - \$3,000**

**Event Sponsorship, Day 2 - \$4,250 (\$4,750 value)**

**Breakfast Day 2 - \$750**

**Day 2 Speaker Sponsorship - \$2,500**

**Lunch Day 2 - \$1,500**

**FALL Session:**

**Lunch Fall Session - \$1,000**

**Community Bankers for Compliance, Spring Session and Fall Session**

- Target Audience: Compliance officers, customer service, lending and operations departments.
- April 13-14, 2021 Bismarck, ND
- September 21-22, 2021 Bismarck, ND
- Bismarck, ND
- Estimated Attendees: 35-40
- **Sponsorship Opportunities**  
*The following opportunities are available for both the April and September events.*

**Lunch Day 1 - \$1,500**

**Breakfast Day 2 - \$750**

**Lunch Day 2 - \$1,500**

### School of Agricultural Lending, Two-Year Course

- Target Audience: Lenders, risk managers, credit analysts, and other staff involved in the agricultural lending process.
- June 14-18, 2021; Bismarck State College, Bismarck
- Estimated Attendees: Limited to 40
- **Sponsorship Opportunities**  
*Option to sponsor full day, or individual events throughout the day*

**Break Day 1 - \$250**

**Event Sponsorship, Day 2 - \$4,050 (\$4,550 value)**

**Breakfast Day 2 - \$300**

**Break Day 2 - \$250**

**Lunch Day 2 - \$1,000**

**Day 2 Evening Event - Larks Baseball Game w/Meal & Drinks,  
Sponsorship includes three tickets to game - \$3,000**

**Event Sponsorship, Day 3 - \$1,250 (\$1,550 value)**

**Breakfast Day 3 - \$300**

**Break Day 3 - \$250**

**Lunch Day 3 - \$1,000**

**Event Sponsorship, Day 4 - \$2,750 (\$3,050 value)**

**Breakfast Day 4 - \$300**

**Break Day 4 - \$250**

**Lunch Day 4 - \$1,000**

**Day 4 Evening Social at The Lodge w/ Appetizers and Drinks -  
\$1,500**

**Breakfast Day 5 - \$300**

**Closing Keynote Speaker - \$2,500**

### David Osburn Commercial Lending Development Program

- Target Audience: Commercial lenders, credit analysts, loan documentation specialists, relationship managers, branch managers, assistant branch managers, private bankers and business development officers.
- May 18-19, 2021; Bismarck, ND
  - May 18 - "Key Ratio Analysis: Calculating and Interpreting the Numbers Correctly!"
  - May 19 - "Basic Personal & Business Tax Return Analysis"
- September 8-9, 2021; Bismarck, ND
  - Sept. 8 - "Advanced Cash Flow Analysis"
  - Sept. 9 - "Advanced Tax Return Analysis for the Banker"
- Estimated Attendees: 25
- **Sponsorship Opportunities**  
*The following opportunities are available for both the May and September event.*

**Event Sponsor - \$3,000 (\$3,500 value)**

**Speaker David Osburn - \$1,500**

**Lunch Day 1 - \$1,000**

**Lunch Day 2 - \$1,000**

Sponsor Information:

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

E-Mail: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

City State Zip: \_\_\_\_\_

Payment Method: Check Enclosed \_\_\_\_ Please invoice \_\_\_\_ Credit Card \_\_\_\_

Card Type: Visa \_\_\_\_ MasterCard \_\_\_\_ Name on Card \_\_\_\_\_

Billing address \_\_\_\_\_

Account #: \_\_\_\_\_

Exp: \_\_\_\_/\_\_\_\_

Thank you! Your support is appreciated!