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ASSOCIATION**



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Upcoming NDBA Events

JULY 2024						
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AUGUST 2024						
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June 2024

24-27 **National School for Ag Bankers**
Spearfish SD

July 2024

14-26 **Graduate School of Banking at Colorado**
Boulder CO

Jul 28 - **Graduate School of Banking - Wisconsin**
Madison WI

August 2024

6-8 **Fraud Academy - Virtual**

September 2024

9-12 **Regional Member Meetings**
Four Locations!

25 **Peer Group Consortium - Bismarck ND**

October 2024

2-3 **Ag Credit Conference - Fargo**

15-16 **Effective Leadership Training - Bismarck**

21 **IRA Essentials - Radisson Hotel, Bismarck**

22 **Advanced IRAs - Radisson Hotel, Bismarck**

23 **IRA Essentials - Delta Hotel by Marriott, Fargo**

24 **Advanced IRAs - Delta Hotel by Marriott, Fargo**

25 **HSA Workshop - Delta Hotel by Marriott, Fargo**

February 2025

26 **Fundamentals of Commercial Lending**
Virtual via Zoom

March 2025

26 **Analyzing Repayment Sources**
Virtual via Zoom

OCTOBER 2024						
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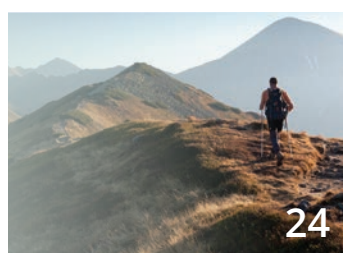
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Mission Statement

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BANKING ARTICLES



CFPB Issues Rule Proposing the Removal of Medical Bills from Credit Reports

The CFPB has proposed a rule to prohibit lenders from considering medical debt and remove medical bills from most credit reports. The goal, the bureau said, is to increase privacy protections, increase credit scores and loan approvals, and prevent debt collectors from using credit reporting “to coerce people to pay.” The CFPB began the rulemaking in September last year, and it is expected that the bureau may issue additional proposals to implement other credit reporting changes the CFPB discussed at that time.

The CFPB’s proposed rule would prohibit credit reporting agencies from sharing information about medical debts with lenders and prohibit lenders from making lending decisions based on medical information. In 2003, Congress restricted lenders from obtaining or using medical information, including information about debts, through the Fair and Accurate Credit Transactions Act. Federal agencies subsequently issued a special regulatory exception to allow creditors to use medical debts in their credit decisions. The CFPB proposes reversing this policy. In support, the CFPB cited its own research claiming that information about medical debt was less predictive of creditworthiness than other types of debt. Notably, that report did not find medical debt had no predictive value.

The proposed rule would define “medical debt information” to exclude debt owed to third-party lenders and instead apply to debt the consumer owes directly to a healthcare provider, including after such debt has been sold on the secondary market. As a result, the rule would not prohibit use or reporting of information about debts for medical care charged to credit cards, including medical credit cards offered specifically for the payment of medical services.

Read more: <https://www.consumerfinance.gov/rules-policy/rules-under-development/prohibition-on-creditors-and-consumer-reporting-agencies-concerning-medical-information-regulation-v/>

CFPB’s Chopra: Credit Unions Should be Subject to CRA Scrutiny

There should be a “level playing field” when it comes to credit unions being subject to Community Reinvestment Act requirements, CFPB Director Rohit Chopra said during a hearing of the House Financial Services Committee. The federal government currently does not include credit unions in the CRA, though several states impose CRA-like regulations on those institutions (the CFPB issued a summary of state-level CRA laws last fall).

Chopra, who was testifying as part of the bureau’s semiannual report to Congress, was asked by Rep. Emanuel Cleaver (D-Mo.) about the difference in regulatory status, noting that banks have been “demanding” that credit unions be subject to CRA-like requirements for as long as he’s been in Congress – 20 years.

“We have seen many states enact CRA for certain nonbanks ... many of those institutions that are not banks are getting a lot of direct or indirect benefits, and we should really see if a more level playing field is appropriate,” Chopra said. “The majority of mortgage lending is now outside of banks and so we should really look hard, whether by Congress or continue by the states.” Chopra added that while banks may not always agree with the CFPB, this is an area where “they would also agree that we should have stronger CRA requirements for other mortgage lenders that enjoy those benefits.”

FinCEN Releases FY 2023 Bank Secrecy Act Data

The Financial Crimes Enforcement Network received approximately 4.6 million suspicious activity reports in fiscal year 2023, for an average of 12,600 reports a day, the agency said in its year-in-review report. The report provides an overview of

FinCEN's collection and use of Bank Secrecy Act data, including its work with law enforcement and national security agencies. Among other things, the report shows that more than half of SARs filed in FY 2023 – some 2.5 million reports – came from depository institutions. The agency also received 20.8 million currency transaction reports in that same time frame, for an average of 57,000 reports a day. Depository institutions provided the majority of CTRs, at 17.6 million.

More than 85% of investigations that IRS-Criminal Investigation recommended for prosecution over the past two years concerned a primary subject with a related BSA filing, according to the report. Nearly 14% of all IRS-CI investigations in FY 2023 originated from BSA data. At the same time, more than 15% of active FBI investigations were linked to SARs and CTRs. Regarding the type of activity reported in SARs, approximately 1.75 million reports related to fraud, 1.63 million related to money laundering and 1.31 million related to structuring, although the largest category was “other suspicious activity” potentially identified by financial institutions at 3.17 million reports.

Read more: https://www.fincen.gov/sites/default/files/shared/FinCEN_Infographic_Public_508FINAL_2024_June_7.pdf

Biden Nominates FDIC Chair

President Biden has nominated Christy Goldsmith Romero to be chairwoman of the FDIC. If confirmed by the Senate, Romero will succeed current FDIC Chairman Martin Gruenberg, who recently announced his decision to resign.

Romero has been a commissioner at the Commodity Futures Trading Commission since March 2022. She previously spent 12 years at the Treasury Department, including a decade as the special inspector general for the Troubled Asset Relief Program. Before that, she served for six years at the Securities and Exchange Commission, including as counsel to two SEC chairs, Mary Schapiro and Christopher Cox. She is also a former adjunct professor of law at Georgetown University Law Center and University of Virginia Law School, where she taught courses in securities regulation, cryptocurrency regulation and federal oversight.

Biden also announced three other nominations. CFTC Commissioner Kristin Johnson was nominated as assistant secretary for financial institutions at the Treasury Department. SEC Commissioner Caroline Crenshaw was nominated to a new term on the commission. Hawaii Insurance Commissioner Gordon Ito was nominated to be a member of the Financial Stability Oversight Council.

Read more: <https://www.whitehouse.gov/briefing-room/statements-releases/2024/06/13/president-biden-announces-key-nominees-76/>

Treasury Department Seeks Comment on AI Use in Financial Services

The Treasury Department has issued a request for information on the use of artificial intelligence in the financial services sector. Specifically, the department is seeking public input on the current use of AI by financial institutions and other actors in the sector. It is also seeking comment on the opportunities and risks presented by developments and applications of the technology.

The request was released the same day the Financial Stability Oversight Council and Brookings Institution kicked off a two-day conference on AI and financial stability. In opening remarks at the conference, Treasury Secretary Janet Yellen said federal regulators are not “seeking to reinvent the wheel” when addressing AI risks. “That said, there are also new issues to confront, and this is a rapidly evolving field,” she said. “We have our work cut out for us and are pursuing a variety of initiatives to identify and address emerging risks.”

Read more: <https://home.treasury.gov/system/files/136/Treasury-AI-RFI-financial-sector-2024.pdf>

OCC Encourages Banks to Promote Financial Health of Customers

The OCC has released a report detailing ways that banks can promote the financial health of their customers. The voluntary recommendations are neither proposed regulations nor supervisory guidance. Instead, they are meant to be a starting point for the banking sector, according to Acting Comptroller of the Currency Michael Hsu.

“I believe we can do better and truly put consumers front and center by measuring their financial health and supporting their efforts to improve it,” Hsu said during a speech at a financial health conference in Chicago.

The report defines financial health as stability in day-to-day finances, resilience to withstand and recover from financial shocks, and security for the future. Hsu said banks can promote financial health by better aligning their product offerings to meet customer needs; by enhancing their customer relationships through offerings such as helping depositors pay their bills on time; and by supporting the mental well-being of their customers and communities. The report makes several specific recommendations, such as offering low- or no-cost transaction accounts, including Bank On accounts. However, it also calls for banks to eliminate fees for overdraft services – a policy priority for the current administration.

Read more: <https://www.occ.gov/publications-and-resources/publications/community-affairs/community-developments-insights/pub-insights-jun-2024.pdf>

CFPB Finalizing Rule on Personal Financial Data Rights Under Section 1033

The CFPB has issued a partial final rule on consumer data rights under Section 1033 of the Consumer Financial Protection Act, which “establishes minimum attributes a standard-setting body must possess to receive CFPB recognition and to issue consensus standards when the full rule is finalized.”

The CFPB is finalizing certain provisions of its Required Rulemaking on Personal Financial Data Rights (Personal Financial Data Rights rule), which, among other proposed provisions in the rule, sought to promote fair, open, and inclusive industry standard-setting. The CFPB proposed that standards adopted by CFPB-recognized standard setters might be used to facilitate implementation of a final Personal Financial Data Rights rule. This rule revises and finalizes part of proposed § 1033.131 (definitions) and all of proposed § 1033.141 (attributes a standard-setting body must demonstrate in order to be recognized by the CFPB). Included with this rule is a step-by-step guide for how standard setters apply for recognition and how the CFPB will evaluate applications.

The final rule is effective 30 days after date of publication in the Federal Register.

Read more: https://files.consumerfinance.gov/f/documents/cfpb_personal-financial-data-rights_final-rule_2024-06.pdf

NDBA, ABA, State Bankers Associations to OCC: Competition among State-Chartered and National Banks is Vital to Economy

NDBA joined the ABA and the 51 other state banking associations compelling the Office of the Comptroller of the Currency (OCC) to defend “its nearly exclusive national bank visitorial powers against encroachment by state authorities and otherwise preserving the essential powers of national banks amid a range of harmful and often conflicting state laws.”

Read more: <https://www.aba.com/-/media/documents/letters-to-congress-and-regulators/troccebankpreemption20240509.pdf>

Recent FDIC Signage Webinar Slides Available

On May 30, the FDIC held the first of four webinars for bank staff and officers on its new rule governing the use of the FDIC name and logo by financial institutions. The PowerPoint

presentation from the first session, which covered requirements for FDIC-insured institutions’ use of FDIC official signs, including digital media, is now available.

Read more: <https://www.fdic.gov/resources/deposit-insurance/banker-webinar/index.html>

CFPB Warns Against Certain Terms in Financial Service Contracts

The CFPB has released a circular that warns against unlawful or unenforceable terms and conditions in contracts for consumer financial products or services. In a statement, the bureau said that many contracts include terms and conditions claiming to limit consumer rights and protections. One such term is a general liability waiver, “which purports to fully insulate companies from suits even though most states have laws that create hosts of exemptions to these waivers.”

Under the Dodd-Frank Act, “a representation or omission is deceptive if it is likely to mislead a reasonable consumer and is material,” according to the CFPB. The bureau said that its examiners have identified several violations in contract terms and conditions.

“For example, the CFPB found that a respondent bank engaged in a deceptive practice under the [Dodd-Frank Act] when it represented to consumers that because they signed a deposit agreement including broad language directing the bank not to contest legal process, consumers had waived their right to hold the bank liable for improperly responding to garnishment notices; in fact, regardless of the language in the account agreement, consumers had the right to challenge the garnishments,” it said.

Read more: <https://www.consumerfinance.gov/compliance/circulars/consumer-financial-protection-circular-2024-03/>

FDIC Finds VITA Sites Willing to Direct Unbanked to Financial Institutions

A new FDIC survey found most Volunteer Tax Assistance Provider sites are willing to provide their unbanked clients with a list of local financial institutions that offer Bank On accounts, even if the sites are not partnered with any institutions. VITA sites offer free tax preparation services to low-income households. Some sites partner with banks and other financial institutions to help the unbanked establish bank accounts to receive their tax refunds, but not all sites seek out partnerships. The survey explored barriers to providing banking services at VITA sites.

Roughly a third of respondent sites with banking partners met their partners through an event or network, such as Bank On

coalitions or local community organizations, according to the survey. About a quarter of sites formed their partnerships because of an initiative of the partner bank or credit union. Roughly two in three VITA sites were willing to direct unbanked clients to financial institutions with Bank On accounts, regardless of whether the sites had existing banking partnerships.

The FDIC also asked VITA sites what practices were most useful for helping clients open bank accounts. Around 71% of locations that used on-site phones, virtual conferences, mobile apps or paper forms described the practice as “very useful.” Eighty-six percent of sites that use referrals, and 85% that used alternative methods such as government or trusted websites, described the practice as very useful.

Read more: <https://www.consumerfinance.gov/1071-rule/>

CFPB to Require Nonbanks to Register Consumer Protection Orders

The CFPB has finalized a rule requiring certain nonbanks to register information about their company with the bureau along with any agency or court orders concerning consumer protection violations, with that information to be kept by the bureau in a public registry. The CFPB will also require covered nonbanks to file annual reports regarding compliance with the orders issued against them.

In a statement, the CFPB said that while banks, credit unions and many mortgage companies are known to regulators and the public, many other financial companies are not licensed or registered. The bureau added that Congress gave it the authority to register nonbanks, with the rule the first time it has exercised that authority. The rule is effective Sept. 14, with registration to begin Oct. 16.

In comments last year while the rule was still under review, ABA raised concerns about CFPB statements that it may next consider imposing similar reporting requirements on banks. The Dodd-Frank Act exempts depository institutions from the CFPB’s registration authority, the association said. There is also no need for such requirements, it added, as the bureau has acknowledged there already are four regulatory agencies that regularly publish consumer compliance information on banks and credit unions, and the largest banks are subject to CFPB supervision.

Read more: https://files.consumerfinance.gov/f/documents/cfpb_nonbank-registration-orders-final-rule_executive-summary.pdf

AARP Survey Details Generational Differences in Banking Habits, Fraud Experiences

Nearly half (48%) of U.S. adults report having been a victim or intended victim of financial exploitation in the past, according to a new report from AARP. While adults ages 18 to 49 are more likely than older adults to lose money from financial exploitation, older adults are more likely to lose larger amounts, according to the report’s findings.

The report compares 2014 and 2023 surveys of U.S. adults ages 18-49 and ages 50 and older, which revealed generational differences in banking practices, financial exploitation experiences and desire for industry protections. Among those who experienced exploitation, three in five (61%) adults older than 50 were more likely to have expressed greater trust in their financial institution based on how it handled the situation, compared with just 41% in 2014.

Sixty-three percent of people over 50 bank online or via a mobile application at least weekly, but adults 18-49 are two-and-a-half times as likely to do so daily. More than nine in 10 (92%) adults ages 50 and older want the employees of their financial institution to be trained to recognize and stop financial exploitation, up from 85% in 2014. Seven in 10 (67%) adults are at least somewhat more likely to use a bank or credit union recognized for having taken proven steps to prevent financial exploitation.

Read more: <https://www.aarp.org/pri/topics/work-finances-retirement/fraud-consumer-protection/banks-credit-unions-serve-protect-older-adults/>

CFPB Launches Public Inquiry into Mortgage Closing Costs

The CFPB has launched a public inquiry into so-called “junk fees” associated with mortgage closing costs to “understand why closing costs are increasing, who is benefiting, and how costs for borrowers and lenders could be lowered.” The bureau also cited its research concluding that borrowers paid a median amount of \$6,000 in closing costs as of 2022.

Specifically, the CFPB is seeking public feedback on which fees related to mortgage closing costs are subject to competition; how the fees are set and who profits from them; and how fees are changing and how they affect customers. The findings from the inquiry will inform possible rulemaking, guidance and other policy, according to the bureau. Comments are due within 60 days of the request for comment being published in the Federal Register.

In a joint statement, ABA, the Housing Policy Council and Mortgage Bankers Association said that a discussion about policies that maintain healthy and competitive mortgage markets makes sense. However, they noted that the CFPB already conducted a formal review and evaluation of its mortgage disclosure rules and praised them for improving borrower understanding and facilitating the ability to shop among lenders. The industry invested considerable resources into implementing those rules, they added.

“If the CFPB is now modifying its previous position and is considering changing this complex regulatory disclosure regime, a rulemaking process governed by the Administrative Procedure Act – and supported by a robust cost-benefit analysis – is the only appropriate vehicle to initiate that work,” the groups said. “Such a rulemaking process would allow for the proper level of engagement to produce changes that benefit consumers and do not add compliance costs and lead to negative unintended consequences.”

Read more: https://files.consumerfinance.gov/f/documents/cfpb_rfi-closing-costs_2024-05.pdf

Business Groups Challenge Labor Department Overtime Rule

Nine national associations joined local businesses and business groups in filing a legal challenge to stop the Department of Labor’s new overtime final rule from taking effect. The rule, issued April 23, would dramatically increase the number of employees who are subject to the Fair Labor Standards Act’s minimum wage and overtime requirements.

The rule increases the salary level below which an employee is automatically subject to the FLSA’s overtime and minimum wage requirements, from the existing \$35,568 threshold to \$43,888 as of July 1, and then to \$58,656 as of Jan. 1, 2025. The plaintiffs said that the rule contravenes the court’s 2017 order that permanently enjoined the final rule issued by President Obama’s DOL, which also raised the salary level significantly.

Read more: <https://strgnfibcom.blob.core.windows.net/nfibcom/2024.05.22-Doc-1-Complaint-and-Civil-Cover-Sheet-4893-5654-1121-1.pdf>

Debit Cards Remain Most Popular Payment Product

The debit card “is still king” when it comes to overall customer use and satisfaction, according to a new survey by J.D. Power. The survey found that 72% of customers say they use a debit card at the point of sale, which was higher than other payment options, such as cash, credit cards and digital wallets. Debit cards also had the highest percentage of customers (68%) with a favorable impression of the payment method.

Customers under 40 years old remain the most likely users of debit cards and most were likely to have a favorable view of the product, according to the survey. Security is also important to debit card users, with card issuers whose customers feel informed about security policies and protections receiving the greatest boost in their customer satisfaction scores.

Read more: <https://www.jdpower.com/business/resources/debit-cards-still-lead-customer-satisfaction-and-utilization-even-use-digital>

FHLB Releases 2023 Report to Congress

The Federal Housing Finance Agency issued its 2023 Report to Congress, a report required by law. The report describes FHFA’s actions in carrying out its statutory responsibilities, including a description of the financial safety and soundness of the entities it regulates – Fannie Mae, Freddie Mac, the 11 Federal Home Loan Banks and the FHLB Office of Finance.

In addition to the customary reporting on the financial condition of FHFA’s regulated entities and their mission activities, the report for the first time includes information on FHFA’s implementation of the Prior Approval for Enterprise Products regulation and provides recommendations that emerged from the agency’s recent report on the FHLB system.

Read more: <https://www.fhfa.gov/sites/default/files/2024-06/FHFA-2023-Annual-Report-to-Congress.pdf>

FHA Announces Cybersecurity Reporting Requirement for Approved Lenders

The Federal Housing Administration has issued a new policy requiring FHA-approved lenders to report a “significant cybersecurity incident” to the Department of Housing and Urban Development within 12 hours of detecting the incident. The policy change was announced in a mortgagee letter. The agency defines a significant cybersecurity incident as one that actually or potentially jeopardizes the confidentiality, integrity or availability of information within a lender’s systems, or affects the ability of the lender to meet its obligations under applicable FHA program requirements.

According to the letter, cyber incidents must be reported to both HUD’s FHA Resource Center and HUD’s Security Operations Center. Reports must include information such as a description of the incident and its effect on potentially identifiable information. Lenders must also report any effects on their information technology infrastructure and their response to the incident, including whether law enforcement has been notified.

Read more: <https://www.hud.gov/sites/dfiles/OCHCO/documents/2024-10hsgml.pdf>

CFPB to Define Buy Now, Pay Later Providers as Credit Card Providers

The CFPB has issued an interpretive rule to define lenders who provide buy now, pay later products as credit card providers under the Truth in Lending Act. As a result, BNPL lenders will be required to provide consumers with options currently available to credit card holders, such as the ability to dispute merchant charges through the creditor.

In a statement, CFPB said the BNPL industry has expanded rapidly in recent years. (A Federal Reserve survey released Tuesday found that 14% of U.S. adults last year said they had used a BNPL product in the past 12 months.) Like conventional credit cards, BNPL combines payment processing and credit services, while charging transaction fees to merchants, the bureau said. “Because BNPL lenders will typically meet criteria under existing law and regulation as traditional credit card providers, they need to extend many of the same rights and protections as classic credit card providers.”

As a result of the interpretive rule, BNPL lenders must investigate disputes that consumers initiate, refund returned products or canceled services, and provide billing statements, according to the CFPB. The bureau added that it is accepting public comments on the rule through Aug. 1.

Read more: https://files.consumerfinance.gov/f/documents/cfpb_bnpl-interpretive-rule_2024-05.pdf

Illinois Passes Limits on Payment Card Interchange Fees

Illinois lawmakers passed and the Governor has signed a state budget that includes a ban on the collection of credit and debit card interchange fees for sales taxes, excise taxes and tips for services. The ban, which is scheduled to take effect on July 1, 2025, would be the first of its kind in the nation.

The ban was a late addition to a package of tax changes approved by state lawmakers as part of a proposed \$53.1 billion state budget for fiscal year 2025. Illinois retailers currently receive a 1.75% discount on the sales taxes they collect. Gov. J.B. Pritzker proposed capping that discount at \$1,000 a month – a plan that received considerable pushback from state retailers. The ban on interchange fees is likely meant to offset the losses retailers will incur once the new cap goes into effect.

Quarterly Banking Profile: Banking Net Income \$64.2 Billion in Q1 2024

The banking industry reported net income of \$64.2 billion in the first quarter of 2024, an increase of \$28.4 billion or 79.5% from the previous quarter, according to the FDIC’s most recent Quarterly Banking Profile.

A 13.3% decline in noninterest expense was the primary cause for the rise in net income, the FDIC said. That drop was driven by a decline in the expense related to the special assessment to recover the loss to the Deposit Insurance Fund resulting from the agency’s decision to protect uninsured depositors following the Silicon Valley Bank and Signature Bank failures. Higher noninterest income and lower provision expenses also contributed to the increase in net income.

Quarterly net income for the 4,128 community banks insured by the FDIC was \$6.3 billion in Q1, an increase of \$363.2 million or 6.1% from the previous quarter, the agency said. Lower realized losses on the sale of securities, and lower noninterest and provision expenses, offset lower noninterest and net interest income, it added.

Domestic deposits increased \$190.7 billion or 1.1% in Q1, marking a second consecutive quarterly increase. Estimated insured deposits increased \$114.9 billion or 1.1% while estimated uninsured domestic deposits increased \$63.3 billion or 0.9%. The DIF balance increased \$3.5 billion to \$125.3 billion, primarily driven by assessment revenue. The reserve ratio increased two basis points to 1.17%.

The total number of FDIC-insured institutions declined by 19 during the quarter to 4,568, the FDIC said. One bank opened, four banks did not file a Call Report and 16 institutions merged with other banks.

Read more: <https://www.fdic.gov/analysis/quarterly-banking-profile/qbp/2024mar/>



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NDBA is proud to partner with the **Kentucky Bankers Association** to offer this Fraud Academy Virtual Live Event in August.

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Register at www.fraudacademyhq.com.

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The lodging block closes on **August 16**.

For more information and to register, [Click here](#).



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October - November 2024

State Banking Association Members*: \$2,275, \$2,775 after September 6

Non-Members: \$3,275, \$3,775 after September 6

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Welcome

NDBA's New Associate Members

Alkami Technology

Contact: Andrew Walberg
252 Wagon Trail N
Powell, OH 43065

Alkami is a leading Digital Banking provider, serving over 280 financial institutions across the U.S. Alkami primes banks for growth by augmenting the personal touch account holders love with bleeding-edge digital banking services.



Legacy Talent Development Inc

Contact: Jeanne Masseth
4315 Borden Harbor Pl. SE
Mandan, ND 58554



Legacy Talent Development specializes in growing leaders while driving business results. Our wheelhouses are delivering high-impact workplace mentoring and coaching high-achieving professionals.

Our mentoring initiatives foster knowledge sharing and collaboration, bolster leadership skills, improve employee engagement and reduce employee turnover. Each program is uniquely aligned to the bank's culture and people strategy to fuel the talent pipeline.

Jeanne Masseth serves as trusted thoughts partner to high-achieving professionals. Her coaching provides leaders with insight, accountability and deep self-awareness. Jeanne propels clients to solve problems, make better decisions, set goals and take strategic action around making those goals a reality. Ultimately, her clients gain absolute clarity and achieve even greater levels of success.

Jeanne earned an MBA. She's a member of the International Coaching Federation, ICF AZ Chapter and maintains PCC (Professional Certified Coach) and SHRM-SCP designations.

Credit Card Solutions Inc.

Contact: Brian Jones
4102 14th Ave. N, Ste 23
Fargo, ND 58102



Based in Fargo ND, Card Care Systems, Inc. is an ATM processing and service company that has been operating since 1997. We currently process ATMs in 14 states with over 500 placements. Our focus is to offer our customers the most flexible options for ATM placement. Long-term contractual arrangements are not required, which offers the best option for success and assurance of prompt service and repair.

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- Replacement and upgrades
- Teller drawer repair
- Time lock service
- Drive up equipment maintenance and repair

Scenic Sign Corporation

Contact: Daryl Kirt
828 S 5th St
Sauk Rapids, MN 56379

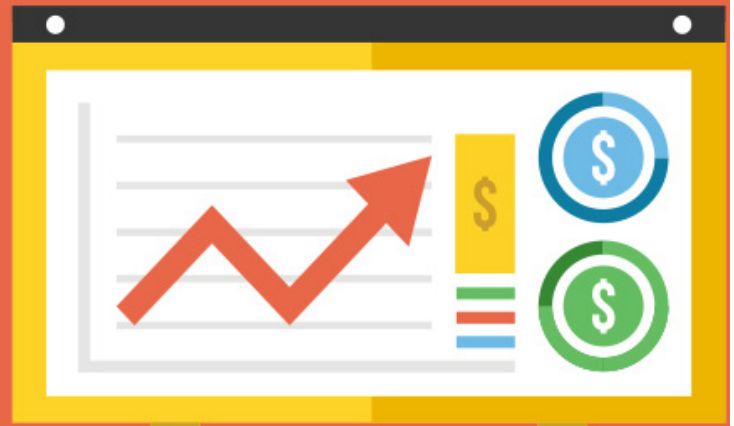


Scenic Sign Corporation is a custom sign manufacturer that specializes in creating uniquely innovative and high quality sign solutions for our clients. We have sales, design, manufacturing, installation and service all under one roof. This allows us to control the quality of product that we provide.

NDBA encourages member banks to utilize the products and services provided by NDBA Associate Members. Each Associate Member is approved by the NDBA Board of Directors.

If you should have any questions or would like more information on the North Dakota Bankers Association's Associate Members, please contact Ann Reich at 701.223.5303 or ann@ndba.com.

PROFESSIONAL TRAINING



North Dakota Bankers Association

Education Events

For more information regarding these educational opportunities, visit www.ndba.com or contact Dorothy Lick, SVP of Education, North Dakota Bankers Association, 701.223.5303.

EVENT	DATE	LOCATION	WHO SHOULD ATTEND?
Fraud Academy In partnership with Kentucky Bankers Association	August 6-8	Virtual	Employees from all levels of banking, operations personal, front line personnel, BSA officers, compliance officers, deposit specialist, and security officers.
NDBA Regional Member Meetings	September 9-12	Grand Forks - Fargo - Bismarck - Minot	All NDBA Members!
NDBA Peer Group Consortium	September 25	National Energy Center of Excellence, Bismarck	Those involved in individual peer groups (Audit, HR, Compliance, Fraud, IT, ERM, Communications/ Marketing, Teller Supervisors) are encouraged to attend.
Internal Audit School In partnership with Texas Bankers Association & Review Alliance Inc.	September 30-October 2	Virtual	New to intermediate level internal auditors. Also an excellent refresher for experienced personnel to keep them abreast of current techniques and procedures.
NDBA Ag Credit Conference	October 2-3	Hilton Garden Inn, Fargo	Both entry-level and experienced ag lenders will gain valuable information.
Effective Leadership	October 15-16	Courtyard by Marriott, Bismarck	Individuals in leadership roles who want to increase their effectiveness – executives, managers at all levels, project managers, team leaders and supervisors – will reap many benefits from this presentation.
IRA Essentials	October 21 October 23	Radisson Hotel, Bismarck Delta Hotel, Fargo	IRA Essentials gives attendees a solid foundation of IRA knowledge. This is a beginner's session; no previous IRA knowledge is assumed.
Advanced IRAs	October 22 October 24	Radisson Hotel, Bismarck Delta Hotel, Fargo	This is an advanced session; previous IRA knowledge is assumed.
HSA Workshop	October 25	Delta Hotel by Marriott, Fargo	This is a beginner's session; no previous HSA knowledge is assumed.

ONLINE EDUCATION



Upcoming Bank Webinars

EVENT	DATE
Loan Structuring Basics	Monday, July 1st, 2024
Reporting Critical Information Security Areas Upstream	Tuesday, July 2nd, 2024
Disaster Proofing Excel Spreadsheets	Tuesday, July 2nd, 2024
Problem Loan Identification	Monday, July 8th, 2024
Do's and Don'ts of Signature Card Contracts	Tuesday, July 9th, 2024
Understanding HMDA Compliance from A to Z All Day Streaming	Wednesday, July 10th, 2024
You've Been Served: Best Practices in Processing Subpoenas, Garnishments, and Tax Levies	Wednesday, July 10th, 2024
Deciphering FedNow®: ISO® 20022 Messaging, Exception item and Return Processing	Wednesday, July 10th, 2024
The Effects of Climate Change on Banking: What You Should Be Preparing For	Thursday, July 11th, 2024
Encouraging the Next Generation of Women Leaders	Thursday, July 11th, 2024
Privacy and Information Security – Critical Rules for Bankers	Friday, July 12th, 2024

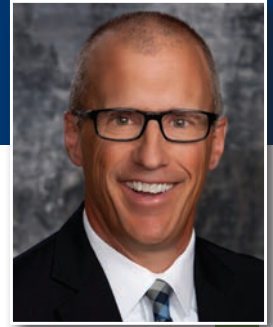
EVENT	DATE
Compliance Management System Essentials	Monday, July 15th, 2024
BSA and OFAC Training for Customer Service Representatives	Tuesday, July 16th, 2024
Understanding HELOC Requirements	Tuesday, July 16th, 2024
Complaints Programs: Why They Are a Key Risk Mitigant for Your Institution	Wednesday, July 17th, 2024
Internal Controls over Financial Reporting - 2 Part Series	"July 17, 2024 July 18, 2024"
Processing Garnishments on Accounts Containing Federal Benefit Payments	Thursday, July 18th, 2024
Preventing and Responding to Robbery	Friday, July 19th, 2024
Opening Deposit Accounts Online	Tuesday, July 23rd, 2024
Compliance Requirements for Records Management and Retention	Wednesday, July 24th, 2024

NDBA offers convenient bank training and access to timely topics through a variety of webinars.

For more information, [click here](#).

From the CORNER CHAIR

Pete Jahner | NDBA CHAIR | Kirkwood Bank and Trust, Bismarck



GRATITUDE! That's what comes to mind when I think about my last year as NDBA Chair. I can't believe how fast one year has gone since Kathy passed the gavel to me. I have listened to numerous former chairs who went before me say that "Going through the chairs provides back more than you could ever give" ... and that really sums it up for me!

I need to acknowledge and thank a few people who helped me throughout this last year:

First, my work family at Kirkwood Bank & Trust. They helped me out quite a bit while I was fulfilling my NDBA duties. I am truly blessed to work with such a great group of people!

Secondly, the staff at NDBA. The quality is second to none. Thank you to Rick, Dorothy, Ann, Jackie, Lisa, Jolene, Angi, and Tracy Kennedy. Our association is fortunate to have the knowledge and experience they possess. What really stood out to me is their attention to detail. I am living proof they can make anyone look like they know what they are doing! I would also like to single out Rick. This year really impressed on me how connected he is to our state and national leaders, his fellow state association leaders, and the ABA.

Finally, I would like to thank my fellow Board members. I have enjoyed getting to know all of you and have learned a lot from you during our meetings and roundtable discussions.

There were many moments that stuck out to me during this last year, but I thought I would briefly discuss four of them.

- Regional Member Meetings: I met so many fellow bankers from around the state. Who could forget the incredible message we received from our keynote speaker, Aaron Davis "THE DAYS GO SLOW AND THE YEARS GO FAST!"
- At the NDBA October Board Meeting in Grand Forks, I was fortunate to speak to a banking class at UND, my alma mater. Touring the new Nistler College of Business, donating clothing to the Freeman Professional Closet and having lunch with the students were valuable experiences.
- Meeting and visiting with some of my fellow bankers who received longevity awards. These included bankers with 20, 30 and 40 years of service. One that really stuck out to me was Ruth Palczewski of Dakota Western Bank of Bowman... 50 years! I thought 50 years was a long time until I read Ann Reich's article in the NDBA Bulletin about Marilyn Elhard... 70 years! Marilyn works for Dakota Heritage Bank in Gackle. She has been at the same location since she began her career. If you haven't seen or read the article yet - I would encourage you to do so - IT IS INSPIRING!
- I attended the ABA Washington D.C. summit for the first time. If you have never attended, I would encourage you to do so. With the tsunami of new regulations coming our way, your voice is more important than ever. I was also impressed with our emerging leaders. As I have mentioned before, our banks are filled with young talent. The future of our industry is in good hands!



A final note for those who attended this year's annual convention: If your water bottle is full, don't forget to pour some of your water in someone's empty bottle. You could be the difference!

Best wishes to our newly elected NDBA chair, Deneen Axtman. I have enjoyed getting to know her and her family over the past two years. She is very strategic and will be a great leader for NDBA!

All the best,

Pete

A handwritten signature in blue ink, appearing to read "Pete Jahner".



NDBA 2024-2025 Officers



Rob Nichols
President and CEO
American Bankers Association
nichols@aba.com



WASHINGTON UPDATE



The 'Other' CRA: A Lesser-Known Tool in the Policy Toolbox

The banking agencies are tasked with writing implementing regulations for the laws enacted by Congress, but they do not have free reign. In creating these rules, regulators must act within the boundaries of their statutory authority or run the risk of legal challenge—and ABA has not been afraid to hold them accountable in court when they get it wrong. But Congress can also hold agencies accountable when there are policy disagreements by simply overriding final rules.

In ABA's view, regulators have exceeded their authority in several recent regulatory actions, including the 1071 final rule, the credit card late fee final rule, the new Community Reinvestment Act final rule, and the expansion of UDAAP authority via an update to an examination manual.

When I addressed bankers at the 2024 ABA Washington Summit earlier this year, I assured them that ABA would use every tool in our toolbox to push back against the "regulatory tsunami" that regulators have unleashed upon the banking industry. Litigation is obviously a tool that we've been forced to use now several times – as evidenced by our four current legal challenges against bank regulators – but it isn't the only option.

Among the other tools available is a lesser-known mechanism called the Congressional Review Act—which we sometimes refer to as "the other CRA."

The Congressional Review Act was enacted in 1996 to provide Congress with an avenue for overturning certain federal regulatory actions, but inexperience with the new law and divided government meant it was only used once in its first 21 years. During the Trump administration, however, when Congress and the White House were controlled by the same party, the CRA was used successfully 16 times. Highlights included ABA-backed resolutions to overturn the CFPB's rule effectively banning the use of mandatory arbitration for financial products – a rule that ABA strongly opposed – and a resolution to nullify the bureau's 2013 indirect auto lending guidance, after the Government Accountability Office issued a formal decision in 2017 that the guidance constituted a rule.

Congress passed CRA resolutions three more times during the Biden administration, and lawmakers continue to introduce them. Recently, ABA supported a CRA challenge to the CFPB's 1071 final rule. That CRA challenge was passed by a bipartisan majority in both the House and Senate – and though President Biden ultimately vetoed the measure, it sent a strong and clear signal that Congress disagreed with the bureau's rule.

In addition, a resolution of disapproval under the CRA was also passed in May to invalidate the Securities and Exchange Commission's Staff Accounting Bulletin 121, which changed the way that banks and other publicly traded entities are expected to account for digital assets held in custody. ABA is also supporting a CRA challenge to the CFPB's recently finalized credit card late fee rule. The House Financial Services Committee favorably reported that resolution of disapproval in April.

The Congressional Review Act is so powerful because resolutions can move to the Senate floor quickly through an expedited "fast track" procedure and that, once on the floor, a resolution requires only a

simple majority vote to pass – not 60 votes, like most legislation. This fast-track process stipulates a specific timeframe during which rules issued in this Congress can be invalidated by the next Congress: the rule must be issued during a window of 60 session or legislative days prior to Congress' adjournment at the end of the year in order for the next Congress to have an opportunity to invalidate the rule. We are now nearing the window where any final rules that are issued by the agencies could be challenged under the CRA in the next Congress – yet another reason why electoral outcomes matter.

However the elections shake out in November, ABA's focus will remain unchanged: supporting a policy environment that supports America's banks in their mission to supply credit to their customers, clients and communities. And we'll continue to use every tool in the toolbox to ensure that our broad and diverse banking sector can continue to thrive.

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INSPIRING POSSIBILITY. TOGETHER.

The banking industry's connection, commitment, and sense of community is **LIMITLESS**. This was the theme of the 2024 NDBA/SDBA Annual Convention, held June 3-5 in Fargo.

Over 300 North Dakota and South Dakota bankers, business partners, and guests gathered to build relationships and experience much of what Fargo has to offer. The dynamic convention informed, inspired, and provided plenty of fun!

Brewhalla, a food and entertainment wonderland, hosted the "Welcome to Fargo" party Monday night. Tuesday morning, convention attendees enjoyed a coffee-house style breakfast in the exhibit hall before taking part in the Destination Downtown Fargo Tour or the BankPAC golf tournament, which was relocated to Suite Shots due to wet conditions. Tuesday's opening party in the exhibit hall

Limitless

included 55 companies showcasing their products. Wednesday's program included separate NDBA and SDBA Business Breakfasts, keynote speaker Hunter Pinke, economist Fritz Meyer, ABA Immediate Past Chair Dan Robb, an A.I. update from ABA's Brooke Ybarra, as well as Buzz Session roundtable discussions, and a timely panel discussion on fraud. Rob Ferre, who served as emcee for the day, delivered a high-energy closing keynote and led the Best Game Show Ever.

Special thanks to the bankers, exhibitors, sponsors, and business partners who took part in this year's convention.

Mark your calendars for the Quad States Convention June 9-11, 2025, in Rapid City, SD.





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Several NDBA board members and bankers were recognized for their years of service during the Annual Convention Business Breakfast in Fargo on June 5. We look forward to presenting additional service awards at the 2024 NDBA Regional Member Meetings this fall.

OUTGOING NDBA DIRECTORS



Ryan Hertz
Dacotah Bank, Minot



Patrick Lorenson
First United Bank, Fargo



Christie Huber Obenauer
Union State Bank, Hazen

NOT PICTURED

Outgoing NDBA Directors
Brian L. Johnson – Choice Bank, Grand Forks
Kim Settler – Gate City Bank, Fargo

and outgoing NDBA Services Director,
Kelly Hoeven – The Union Bank, Glen Ullin

SERVICE AWARDS



Kirby Evanger - 20 years
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Bismarck



Jim Leier - 40 years
Bank of North Dakota
Bismarck



Kelly Rachel - 40 years
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LIVE WELL. WORK WELL.

MONTHLY HEALTH & WELLNESS NEWSLETTER

JUNE 2024 EDITION

Explore the Great Outdoors

Spending even a few moments outside daily can significantly improve your physical health by reducing muscle tension, regulating sleep and improving your work performance. Experiencing the outdoors—specifically, green spaces—can also provide some mental health benefits, including reduced anxiety and depression symptoms, decreased stress levels and improved overall mood.

The Environmental Protection Agency reports that the average American spends only 7% of their life outdoors, with the rest spent inside.



It may seem difficult to incorporate fresh air into your daily routine, so here are a few tips to spend more time in the great outdoors this summer:

Find time throughout the day to be outside.

Try to walk or do a similar activity before or after your workday. Alternatively, enjoy lunch outside instead of eating at your desk during the workweek. If working remotely, you could join virtual meetings outside in a quiet place with little background noise or try “walking meetings” with teammates. Focus on finding small ways to incorporate fresh air into each day.

Move your workout outside.

If you usually run on the treadmill, consider jogging around your neighborhood instead. Additionally, doing bodyweight or free weight exercises in your backyard or at a park can give you the same workout you would get in the gym but allow you to spend more time outside.

Focus on the quality—not quantity—of your time outdoors.

While outside, try to really listen to and look at what’s around you. Are there birds chirping? What color are the flowers? An intentional presence outdoors can help you feel more connected to nature and increase the benefits you receive from the fresh air.

Find someone to explore with

It can be much easier to start a new habit when you have someone to do it with. As such, consider getting together with a partner or a group of friends to participate in outdoor activities.

Bring nature indoors.

Even when you can’t get outside for very long, you can still bring little pieces of the outdoors into your home. Think about purchasing a few house plants to place around your home or starting an indoor herb garden.

Spending time outdoors can improve your physical and mental health, so take advantage of the longer summer days and get outside.

LIVE WELL. WORK WELL.

MONTHLY HEALTH & WELLNESS NEWSLETTER

JUNE 2024 EDITION



MONTHLY RECIPE

FARMERS MARKET SALSA

Makes: 8 servings

EWG Releases Its Dirty Dozen List

The Environmental Working Group (EWG) reports that 75% of all conventional fresh produce sampled this year had residue of potentially harmful pesticides. The “[Dirty Dozen](#)” items contain 95% of samples with pesticides. Each year, the EWG releases its Dirty Dozen report ranking pesticide residue levels based on samples taken by federal agencies. The EWG also compiles a “[Clean Fifteen](#)” list, with avocados and sweet corn leading the list.

Whether organic or not, all properly handled fresh produce is considered safe to eat, so don’t let the Dirty Dozen scare you away. Do your best to get your daily dose of healthy fruits and vegetables while still being an informed shopper. If you’re still uneasy about pesticides after scrubbing your produce, frozen or canned versions can be a great alternative. Ultimately, it comes down to finding what works best for your household and budget.

The 2024 Dirty Dozen

- | | |
|-------------------------------------|-------------------------|
| 1. Strawberries | 1. Nectarines |
| 2. Spinach | 2. Apples |
| 3. Kale, collard and mustard greens | 3. Bell and hot peppers |
| 4. Grapes | 4. Cherries |
| 5. Peaches | 5. Blueberries |
| 6. Pears | 6. Green beans |

INGREDIENTS

- ½ cup corn (fresh or frozen)
- 15 oz. can low-sodium black beans (drained and rinsed)
- 1 cup tomatoes (diced)
- ½ cup yellow or red onion (diced)
- ½ cup green pepper (diced)
- 2 Tbsp. lime juice
- 2 garlic cloves (finely chopped)
- ½ cup picante sauce

PREPARATIONS

1. Combine all ingredients in a large bowl. Chill until serving time.
2. Drain before serving.
3. Serve with low-fat baked tortilla chips or fresh vegetables

NUTRITIONAL INFORMATION

(per serving)
Total calories: 73
Total fat: 0 g
Protein: 4 g
Sodium: 202 mg
Carbohydrate: 14 g
Dietary fiber: 5 g
Saturated fat: 0 g
Total sugars: 3 g

Source: MyPlate

Study Finds That Women Get More Benefits From Exercise Than Men

New study findings from the Centers for Disease Control and Prevention confirm that regular physical activity can prolong life and lower the risk of death. However, they also revealed that women experience greater benefits from exercise than men at lower amounts.

Researchers found that while men were more likely to engage in physical activity than women, women who did so had a 24% lower risk of dying from any cause compared to inactive women. Physically active men had only a 15% lower risk than their inactive counterparts. Furthermore, the most beneficial amount of moderate-to-vigorous physical activity (e.g., brisk walking and cycling) was around five hours per week, though there were also benefits for women starting at just half that weekly amount. Women also saw a more significant reduction in mortality risk when incorporating muscle-strengthening activities (e.g., weightlifting) than men did.

Always talk to your doctor before starting an exercise regimen.

HOME OFFICE ERGONOMICS IS THE KEY TO A HEALTHY OFFICE (AND HEAD) SPACE



If you're working from home, you may find that your home office just isn't cutting it. By prioritizing proper office ergonomics, not only will you feel more comfortable while working, you'll also have peace of mind knowing that you're taking care of your body and mind a healthy working environment.

SAY GOODBYE TO DESK PAIN WITH THESE HOME OFFICE ERGONOMIC TIPS

If you work behind a desk for extended periods of time, you might have experienced pain in your neck, back, wrists or fingers. However, you don't have to resign yourself to a career of discomfort. By following proper office ergonomics, you can create a comfortable, healthy workspace.

- **Chair:** Adjust your chair so your feet rest flat on the floor or on a footrest and your thighs are parallel to the floor. Your arms should rest gently on the armrests with your shoulders relaxed.
- **Keyboard and mouse:** Position your mouse within easy reach and on the same surface as your keyboard. Keyboard shortcuts can reduce extended mouse use. Alternate the hand you use to operate the mouse when possible.
- **Phone:** If you frequently talk on the phone and type or write at the same time, place your phone on speaker or use a headset instead of cradling the phone between your head and neck.
- **Desk:** Make sure there's clearance for your knees, legs and feet under your desk. Use a footrest if necessary and pad the edge of your desk or use a wrist rest if it has a hard edge.
- **Monitor:** Place your monitor directly in front of you with the top of the screen at or slightly below eye level and the monitor directly behind your keyboard. Place your monitor so the brightest light source is to the side.

An ergonomically friendly office space can:

- Increase energy levels and productivity
- Improve focus and concentration
- Promote better sleep
- Lower the risk of long-term physical and mental health conditions
- Reduce muscle, joint and eye strain





Equipping yourself with the right tools

can change a basic home office into a brilliant base of productivity.

FROM BASIC TO BRILLIANT: SIX HOME OFFICE ADDITIONS YOU DIDN'T KNOW YOU NEEDED

Beyond the home office basics, there are some unique additions that can take your workspace to the next level. Treating yourself to these add-ons will not only boost your comfort but also reduce the risk of long-term health problems. Your body — and mind — will thank you!

- 1 Standing desk:** Alternating between sitting and standing reduces the risk of back pain, neck pain and other issues associated with prolonged sitting.
- 2 Ergonomic keyboard and mouse:** Ergonomic keyboards and mice are designed to reduce the strain that can lead to conditions such as carpal tunnel syndrome.
- 3 Footrest:** A footrest can alleviate pressure on your lower back and improve circulation in your legs, reducing the risk of blood clots.
- 4 Monitor arm:** A monitor arm allows you to adjust the height and angle of your computer screen, reducing eye strain and neck pain.
- 5 Air purifier:** Poor indoor air quality can have negative effects on your health, causing headaches, allergies and other respiratory problems.
- 6 Noise-canceling headphones:** Using headphones can help you stay focused and productive, even if you work in a noisy environment.

Sources: Ergonomics Health, Mayo Clinic, WebMD

Ergonomics 101: Take control of your home office health with HealthyBlue powered by WebMD

Improve your home office ergonomics by logging in to HealthyBlue and watching WebMD's recorded webinar on ergonomics. You'll learn about the risks of poor ergonomics and techniques to enhance your posture and prevent injuries.

Don't have a HealthyBlue account? Sign up through the BCBSND member portal. This resource is included in your health plan and offered to members and their dependents (ages 18+) at no cost!



The monthly wellness topics are part of BlueElements—a health and wellness platform that encompasses six areas—physical, social, emotional, financial, professional and environmental.



ND

Blue Cross Blue Shield of North Dakota complies with applicable Federal civil rights laws and does not discriminate on the basis of race, color, national origin, age, disability, or sex. This information is available in alternate formats, free of charge, by calling Member Services at 1-844-363-8457 (toll-free) or through the North Dakota Relay at 1-800-366-6888 or 711.

ATENCIÓN: Si habla español, tiene a su disposición servicios gratuitos de asistencia lingüística. Llame al 1-844-363-8457 (TTY: 1-800-366-6888).
ACHTUNG: Wenn Sie Deutsch sprechen, stehen Ihnen kostenlos sprachliche Hilfsdienstleistungen zur Verfügung. Rufnummer: 1-844-363-8457 (TTY: 1-800-366-6888).

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

BND-24-0665948B • 5-24 URAC 9.1



Join us... July 2024 Webinars

Boost your emotional health by joining us for live webinars led by Learn to Live's clinical team.

Everyone is Having Fun in the Sun – Why Don't I?: Do you experience a pattern of low mood setting in when summer comes rather than the fun in the sun that others seem to be enjoying? Although Seasonal Affective Disorder (SAD) occurs mostly in the winter, some experience those feelings during the summer. This can be referred to as Reverse SAD. Time spent indoors avoiding heat, disrupted sleep, and late nights can lead to the struggles that those with Reverse SAD experience. Join us for this 15-minutes and we'll share research-supported strategies to boost your mood.

[Wednesday, July 10th: 12-12:15pm CST/1-1:15pm EST](#)

Getting Unstuck: Do you often feel stuck or powerless in times of uncertainty? In this webinar, the Learn to Live team will help you assess your own challenges and share powerful strategies to help you thrive despite the unknown. You will learn practical ways to restore your wellbeing through specific actions and an intentional approach to difficult thoughts and emotions.

[Wednesday, July 17th: 12-12:30pm CST/1-1:30pm EST](#)

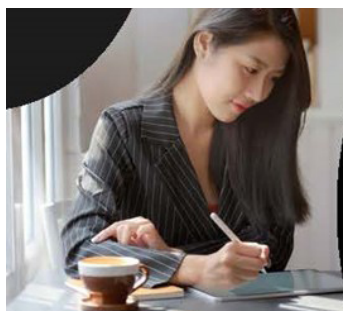
Mindful Eating: The Learn to Live Clinical Team explains how certain triggers can lead to mindless eating, what mindful eating can look like and its advantages, and some next steps to consider for success when thinking about food and eating.

[Tuesday, July 23rd: 11:30am-12pm CST/12:30-1pm EST](#)

To Register:

Click the link for the webinar of your choosing and use the access code **BLUEND**. Upon registering, you will receive a confirmation email from Zoom.






ABA Facilitated Online Training Courses

High-quality, interactive, digital courses featuring group collaboration and a virtual instructor, with fixed start and end dates.

GET STARTED



Upcoming ABA Facilitated Online Courses

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- Peer interaction in the learning community with the instructor and other students keeps you actively engaged and motivated
- Experienced industry professionals provide frequent feedback and context to your learning
- Convenient weekly schedule with no required meeting times means you decide when to work on course assignments

Consumer Lending | [click here](#)

July 8, 2024 – October 25, 2024

Member Price: \$590 (with text)

Ideal for those new to consumer lending, as well as current lenders who want to enhance their knowledge. The course covers forming a loan policy, generating applications, learning about the credit investigation, and understanding the evaluation of and decisions that go into every loan application.

The Banking Industry | [click here](#)

July 8, 2024 – August 2, 2024

Member Price: \$255 (readings included)

The Banking Industry is an essential introduction to the business of banking. The course covers the evolution of banking since the 2008 financial crisis, the role of banks in the U.S. economy, and the environment in which banks operate and compete. It provides a look into various banking career tracks to inspire, prepare and motivate new bankers. The course also covers innovations in financial products.

Analyzing Financial Statements | [click here](#)

July 22, 2024 – November 8, 2024

Member Price: \$1,050 (with text)

A practical introduction to financial statement analysis from the perspective of the commercial loan officer. Gain the skills needed to effectively assess the risks related to a customer—current and prospective—and evaluate possible sources of repayment for the loan.

Building Customer Relationships | [click here](#)

July 29, 2024 – August 23, 2024

Member Price: \$255 (readings included)

Suitable for anyone who wants to learn more about the commercial lending process—the backbone of most banks' lending portfolios. Learn what goes into making a successful commercial loan and how to manage a customer relationship once the loan is approved.

Managing the Bank's Investment Portfolio | [click here](#)

July 29, 2024 – August 30, 2024

Member Price: \$1,070 (with text)

Fundamentals for understanding how a bank's investment portfolio is managed. Objectives and composition of investment portfolios, and common bank investments are covered, focusing on their risk and return profiles. Various investment strategies are described and the development of bank investment policies is discussed.



Dakota School of Banking Marks 50 Years

In its 50th year, the Dakota School of Banking trained 72 bankers, with a record-setting second-year class of forty bankers. The school, sponsored by the North Dakota Bankers Association (NDBA) and endorsed by the South Dakota Bankers Association (SDBA), was held June 11-16 on the University of Jamestown campus in Jamestown, ND, where it has been held since 1997.

"NDBA is excited to see great demand for the Dakota School of Banking," said Dorothy Lick, NDBA senior vice president of education. "Each banker gets a well-rounded educational experience, valuable banking skills, and a lifelong network of peers."

Students at the Dakota School of Banking are enrolled for two years, attending one week each summer. The first-year session provides a general overview of the banking industry and the departments that make up a bank. The second-year session builds on the general banking knowledge gained in the first year and adds a computerized bank management simulation to reinforce technical and functional management skills. Instructors at the school include bankers, attorneys, accountants, and consultants. Sessions combine lecture, hands-on activities, and testing.

Two new instructors joined the DSB faculty: **Lindsay Mack**, SVP HR & Training Director at Cornerstone Bank in Fargo, and **Mark Jensen**, SVP Risk Officer at Western State Bank in West Fargo. A highlight for second-year students was an afternoon effective leadership session presented by bank management consultant **Mark Stenson** of Rochester, MN.

Mark your calendars... The 51st session of the Dakota School of Banking will be held June 1-6, 2025, at University of Jamestown.



Congratulations to the 2024 DSB Graduates!

First row (seated): **Adrianna Wetzel**, First Western Bank & Trust, Minot; **Kayla Palmer**, Union State Bank, Hazen; **Megan Carlson**, TruCommunity Bank, Garrison; **Kayla Macheledt**, TruCommunity Bank, Garrison; **Laura Ascherman**, First International Bank & Trust, Moorhead MN; **Danielle Vetter**, Dacotah Bank, Minot; **Megan Hanson**, The Goose River Bank, Mayville; **Sarah Crutchfield**, BND, and **Nicole Dinger**, Bank Forward, New Rockford.

Second row: **Tyler Giffey**, BND; **Mysty Schaunaman**, McIntosh County Bank, Ashley; **Michelle Orton**, Bravera Bank, Dickinson; **Terra Jordan**, Bank Forward, Fargo; **Melissa Liebenow**, BankNorth, Enderlin; **Hannah Newhouse**, Cornerstone Bank, Fargo; **Michelle Samek**, Bank Forward, Jamestown; **Lisa Hartje**, First International Bank & Trust, Mandan; **Kim Vietmeier**, BND; and **Nick Kasper**, Bell Bank, Fargo.

Third row: **Natasha Basol**, First State Bank, Portland; **Tiffany Lewis**, Richland State Bank, Bruce SD; **Annie Ness**, Bank Forward, Valley City; **Kasey Smith**, First Interstate Bank, Rapid City SD; **Victoria Hoppe**, American State Bank & Trust Company, Williston; **John Jarding**, Eide Bailly LLP, Sioux Falls SD; **Derek Hulm**, Bravera Bank, Bismarck; **Christine Melton**, First International Bank and Trust, Minot; **Jennifer Bickel**, BND; **Jesse Dvorak**, Bell Bank, Fargo; and **Landon Wutzke**, Bravera Bank, Bismarck.

Fourth row: **Jake Lind**, Cornerstone Bank, Fargo; **Jake Markel**, First Western Bank & Trust, Bismarck; **Josh Elder**, The Union Bank, Wilton; **Austin Reed**, Dakota Heritage Bank, Hillsboro; **Andrew Steinwand**, Dacotah Bank, Bismarck; **Phil Hettick**, First State Bank of Roscoe, Roscoe SD; **Kasey Okke**, Merchants Bank, Rugby; **Jon Harrenga**, First International Bank & Trust, Fargo; **Austin Maanum**, Frandsen Bank & Trust, Clinton MN; and **Gaige Dunn**, BankNorth, LaMoure.



Kayla Palmer, Union State Bank, Hazen, was named the 2024 Dakota School of Banking Outstanding Banker. She is pictured with Instructor Tom Capouch, First State Bank, Portland.



First-Year Students

First row (seated): **Austin Wicklund**, VISIONBank, Fargo; **Lindsey Forkel**, BankNorth, Warner, SD; **Lex Armstrong**, Citizens State Bank of Lankin, Lankin; **Kristi Entzi**, BND; **Amy Ratajczak**, Bank Forward, Fargo; **Krystall Atkinson**, BND; **Madison Kranz**, First International Bank & Trust, Minot; and **Bethany Eberhardt**, Bank Forward, Cooperstown.

Second row: **Matthew Olson**, First International Bank & Trust, Fargo; **Brandy Sorenson**, Bell Bank, Fargo; **Lindsay Hoff**, TruCommunity Bank, Washburn; **Ashley Johnson**, Western State Bank, West Fargo; **McKayla Weston-Walters**, Eide Bailly LLP,

Fargo; **Stacy Rosevold**, First State Bank, Buxton; **Beth IntVeld**, BND; **Nicole Nogowski**, Cornerstone Bank, Fargo; **Kristen Wagner**, TruCommunity Bank, Turtle Lake; and **Michelle Harm**, Union State Bank, Hazen.

Third row: **Chase VanKeulen**, Minnwest Bank, Marshall, MN; **Eric Hull**, First International Bank & Trust, West Fargo; **Eric Watne**, BND; **Anthony Wahler**, Lincoln State Bank, Hankinson; **Devon Smith**, BND; **Kane Perrin**, Bravera Bank, Bismarck; **Dontae Gardner**, First International Bank & Trust, Fargo; **Andrew Nephew**, Bank Forward, Fargo; **Tiffany Hatcher**, Bravera Bank, Cooperstown; **Jon Dufault**, Bravera Bank, Northwood; **Tim Brooke**, Bravera Bank, Dickinson; **Colton Lloyd**, Bell Bank, Fargo; **Will Brand**, Bravera, Minot; and **Nicole Rudie**, BankNorth, Casselton.

BankExec Teams



CEO Panel

Above:

DSB CEO Panel: **Gary Petersen**, Cornerstone Bank, Bismarck; **Bernie Sinner**, Bank North, Casselton; **Christie Huber Obenauer**, Union State Bank, Hazen; and **Jamie Nelson**, TruCommunity Bank, Washburn.

Below:

2024 DSB Instructors and Staff

(l to r): Gus Schlepp, Tom Capouch, Perry Haralson, and Sue Faller.



Top BankExec Team

Left Photo:

The 2024 Top BankExec Team (l to r): **Tyler Giffey**, Bank of North Dakota; **Austin Reed**, Dakota Heritage Bank, Hillsboro; **Lisa Hartje**, First International Bank & Trust, Mandan; **Michelle Orton**, Bravera Bank, Dickinson; and **Tiffany Lewis**, Richland State Bank, Bruce, SD; pictured with BankExec instructor **Tom Capouch**.



DSB Instructors & Staff

Dakota School of Banking

Special thanks to the DSB Faculty:

Ryan Ames, Zimney Foster PC, Grand Forks

Richard Beck, Ft. Wayne, IN

Tom Capouch, First State Bank, Portland

Cody Delzer, SBS Cybersecurity, Madison SD

Perry Haralson, Cornhusker Bank, Lincoln NE

Mark Jensen, Western State Bank, West Fargo

Tracy Kennedy, Zimney Foster PC, Grand Forks

Mary Locken, Bell Bank, Fargo

Lindsay Mack, Cornerstone Bank, Fargo

Alison Molony, Dale Carnegie Training, Fargo

Ann Rockswold, Eide Bailly LLP, Fargo

Carolene Severson, ND Department of Financial Institutions, Fargo

Jeremy Skoglund, Western State Bank, West Fargo

Mark Stenson, Stenson Management Consulting, Rochester MN



"In addition to excellent topics, I met wonderful people and established new friendships."



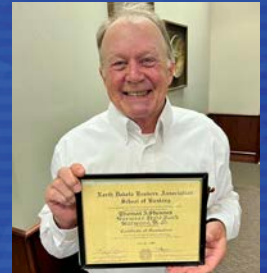
"I enjoyed working with so many different people and getting to know them on a more personal level."



"The classroom content was top notch."



"I enjoyed learning how the different departments of the bank work together to reach the ultimate goal."



"School and classes were awesome!"

"DSB was very beneficial. Lots of expertise from instructors and a great experience understanding the decisions that go into running a bank!"



"Great group of people with hopefully long-lasting connections."

What is your bank doing to help North Dakota become the most financially literate state by 2027?

Join the statewide effort to help our residents learn their money personality and apply it to improve their financial well-being.



Take your customers, ages 15 and up, to a new level of financial literacy with SmartWithMyMoney.nd.gov.

This is a free resource available to all North Dakotans. You can co-brand promotional materials and social media posts to encourage your customers and community. Consider presentations to your local business customers with our established PowerPoint.

NORTH
Dakota
Be Legendary.

To request materials, email janelschmitz@nd.gov
or call Janel Schmitz at 701.328.5880.

North Dakota Bankers Association Selects Superior IRA & HSA as Exclusive, Endorsed Partner for IRA and HSA Training and Administration

As of June 1, 2024, Superior IRA & HSA, LLC is the newly endorsed partner for IRA and HSA training and support services for NDBA member banks. Superior provides a broad array of support solutions to assist the banks of North Dakota with their IRA and Health Savings Account programs. Superior has built the most modern, efficient, and cost-effective platform in the history of the industry utilizing cloud-based, API-driven technology. Seventeen North Dakota banks have already partnered with Superior IRA & HSA.

IRA & HSA Training

Superior is also partnering with NDBA to provide in-person training for IRAs and HSAs, like what has been offered in previous years. There are sessions scheduled in Bismarck and Fargo coming up in October, including IRA Fundamentals (full day), Advanced IRAs (full day), and HSA Workshop (1/2 day). Heidi LeMieur, industry veteran and Superior's Head of Compliance & Training, will be conducting these sessions. Heidi has 25+ years of experience training and speaking on IRAs, HSAs, and retirement plans and has conducted training sessions all over the country. She joined Superior in early 2023.

Exceptional Service

Superior has reimaged the service model for IRAs and HSAs, using a blend of technology and good old-fashioned experience. Our client support team has an average of over 16 years of experience supporting IRAs and HSAs. Superior offers the classic telephone support that most banks are used to, but also offers live chat during normal business hours, support via email, and 24-hour access to our online knowledgebase. Our average wait times consistently clock at less than 60 seconds.

Today's Technology

Superior's cutting-edge and highly-configurable platform facilitates transactions utilizing a modern and staff-friendly user interface. The streamlined workflows check compliance thoroughly through every step of a transaction and are designed to only show options that are relevant to the specific customer doing the transaction. The removes the guesswork commonly involved when staff do IRA and HSA transactions on outdated third-party platforms or on most core systems. Simplified workflows reduce staff's anxiety when doing transactions such as contributions, distributions, and setting up new accounts.

Superior Results

Superior's innovative solutions offer your bank an opportunity to "leave the driving to us" by offering a fully administered option. Superior can take on the complicated components of servicing IRAs and HSAs, such as tax reporting, beneficiary claims, and Required Minimum Distribution (RMD) support.

Contact Jason Bain today to learn more about how Superior can assist your bank with IRAs and HSAs.

jason.bain@superiorira.com
(218)-330-5099
www.superiorira.com





Superior IRA & HSA is
now the NDBA-
endorsed vendor for
IRA and HSA services!



Helping North Dakota
Banks for Over 20 Years

Jason Bain
SVP – Sales
(218)-330-5099
jason.bain@superiorira.com

Contact Jason to find
out more about
leveraging the power of
Superior IRA & HSA to
streamline your IRA and
HSA programs.

NDBA IRA and HSA Training

IRA Fundamentals – October 21, Bismarck
Advanced IRAs – October 22, Bismarck

IRA Fundamentals – October 23, Fargo
Advanced IRAs – October 24, Fargo
HSA Workshop (1/2 Day) – October 25, Fargo



Meet Your Instructor
Heidi LeMieur, CISP
Vice President –
Compliance &
Training





**October
15-16, 2024**

Courtyard by Marriott
Bismarck ND

Schedule

October 15

8:00 am – 5:00 pm

October 16

8:00 am – noon

Continental breakfast
provided both days.
Lunch provided Tuesday.

Dress: Feel free to
dress comfortably in
business casual or
casual attire.

Hotel

Courtyard by Marriott
Bismarck, ND

NDBA Rate: \$139
Reserve by October 1

Phone: 701.223.6667
Online Reservations:
<https://bit.ly/3HrR8ya>

Registration

\$695 per person

After September 23 add \$50.

Program will be limited
to **28 participants**.

**Visit ndba.com to
register.**

**Leadership is about people, and effective leaders
understand the demands on today's work force.**

Effective Leadership

Leaders need practical tools that work.

Effective Leadership trains leaders how to utilize the most effective leadership style in any given situation using the four leadership styles:

Directing | Coaching | Supporting | Delegating

This proven, practical leadership model will help ensure high performance of your team to fulfill the goals of the organization and contribute toward the growth of individuals. This training seminar will help you:

- **Recognize** your leadership style and your employees' competence and commitment levels to determine how to build motivation, confidence and productivity;
- **Improve** communication to promote high performance;
- **Achieve** greater employee productivity by infusing energy, self-reliance and drive;
- **Create** a collaborative, enthusiastic work environment;
- **Increase** effectiveness in setting goals, providing clear direction, listening, observing, monitoring & giving feedback;
- **Retain & develop** your most talented employees by being more responsive to their development needs.

Effective Leadership

Individuals in leadership roles who want to increase their effectiveness – executives, managers at all levels, project managers, team leaders and supervisors – will reap many benefits from this presentation by Mark Stenson. This new generation of leadership training emerged from research and feedback from thousands of managers, and has been proven and tested in the real world.

About Mark Stenson



Mark Stenson is the president of Stenson Management Consulting. Mark has 36 years of experience in the financial services industry and consults with 17 community banks across the country in areas of performance-based compensation, strategic planning and management development. In addition, he speaks at numerous conferences, conventions and schools. Mark is the former President & CEO of First American Trust Company in western Minnesota.

Rave Reviews!

"Mark's leadership classes have been extraordinary. His presentation never gets old. New staff members are "blown away" by the class the first time they take it."

"I have been using the information almost daily! I found it to be extremely useful. This seminar could not have been more timely as we strive to grow our business and face the need to properly empower our people."

"The seminar was very relevant to how things should be run in the bank. I appreciate all the tools you have given me..."

"By far a 5!! (out of 5). This helped me tremendously!"

"The skills learned in this program are strongly beneficial at work and at home. It is a value at 2 to 3 times the price!"

"Mark's situational leadership course has dramatically improved our leadership skills. We are all speaking the same leadership language, so both supervisors and staff have a clear understanding of expectations, roles, and goals. The presentation holds the attention of the participants, so the retention of the information is excellent."

NDBA Registration | Effective Leadership Seminar: October 15-16, 2024

Registration: \$695 per person After September 23, add \$50.

Bank: _____

Contact Person: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Registrants

1. Name: _____

Branch: _____ Email: _____

2. Name: _____

Branch: _____ Email: _____

Send to North Dakota Bankers Association

Email: ndba@ndba.com

or Mail: PO Box 1438, Bismarck ND 58502

Total due: \$ _____

☐ Will send a check.

☐ Request an invoice.

☐ Pay by credit card. (NDBA will call for info.)

Questions? Contact Dorothy Lick with NDBA: 701.595.7757 or dorothy@ndba.com

Balance Sheet Strategies for a Better 2024



The Baker Group

Greg Tomaszewicz

Associate Partner and Senior Financial Analyst
The Baker Group



The rapidly changing environment of the last two years has left many financial institutions in a state of increased uncertainty. Rising cost of funds, declining liquidity, and a higher rate environment are some of the main pressure points financial institutions have struggled to overcome heading into 2024. This in turn has left many balance sheets unprepared for a potential falling rate environment that many economists are warning about.

Even though the Fed may be done increasing interest rates, it's not too late for institutions to protect their balance sheets from the potential change in rates. There are several core areas institutions should focus on in 2024 to better position their balance sheets for the increasingly dynamic marketplace.

Proactively Pricing Loans and Deposits

After over a decade of low interest rates, it's not hard to see why many institutions have lost touch with having proactive discussions on loan and deposit pricing. With the return of a more dynamic rate environment, it's more important than ever to focus on our core product lines to ensure they are being priced appropriately, not just from a competitive standpoint but also for our balance sheet risks and objectives.

Loan Pricing: There are several factors to consider when pricing loans:

- **Cost of Funding:** Cost of funds is not locked in at the time of loan closing. Are we factoring for potentially higher wholesale liquidity costs?
- **Operating Costs:** Costs to service loans, compensate originators, or even marketing expenses all chip away at our potential returns.

- **Risk Premiums:** Most institutions employ risk-based pricing, but are we regularly evaluating those tiers to see if our pricing lines up with performance?
- **Profit Margins:** At the end of the day, earnings grow net worth. We need to ensure our pricing on loans aligns with our goals for our net worth ratio and R.O.A expectations.

Deposit Pricing: There are several factors to consider when pricing deposits:

- **Cost of Funds vs Cost of Servicing:** Just because the rate is 0% does not mean it doesn't cost us anything to service the deposit. Are we factoring in deposit expenses when understanding our actual cost?
- **Source of New Deposits:** Are we targeting more money from our current depositors or money from new depositors?
- **Market Share:** Most Americans today have some sort of banking relationship. If we plan to grow our market share, we may have to consider other strategies of getting that relationship that are not just higher deposit rates.
- **Tier Structures:** Just like risk tiers on loans, we need to regularly evaluate the appropriateness of our deposit tiers.
- **Wholesale Alternatives:** When pricing deposits, we need to be aware of what the wholesale market is doing.

Investment Portfolio

With tight liquidity conditions facing many institutions, it has been difficult to focus on investments. The higher rate environment has given us access to yields not seen since 2007, yet few are taking part in that market and are instead allowing

those investments to roll into cash. With the inversion in the yield curve, income may not be suffering, but we are losing some of the hedges our portfolio provides.

- **Liquidity:** The portfolio not only provides liquidity from cash flows or selling investments, but they are also the easiest assets to pledge to secure lines of credit.
- **Gains in Times of Falling Rates:** The gains from investments purchased in a higher rate environment can offset losses or supplement income as rates fall.
- **Margin Protection:** Probably the most important aspect of the investment portfolio is the ability to add protection that our loans cannot give us. We can offset the risks of falling rates by locking in longer term yields with investments designed with less optionality or features that protect against falling rates.

Loan Participations

The loan participation market has long been used as a tool to help manage the risks associated with our retail loan portfolio.

For Sellers:

- **Additional Liquidity Source:** The ability to sell loans allows institutions to generate ongoing liquidity to support loan growth, without affecting net worth.
- **Improve IRR Positioning:** Institutions can shorten or lengthen the duration of their portfolio by altering their loan portfolio mix.
- **Improved Lending Flexibility:** The ability to write loans outside of lending or concentration limits and add off-balance sheet revenue sources.

For Buyers:

- **Increase Net Loan Yields:** The ability to buy loans at a rate the local market may not support.
- **Improve IRR Positioning:** Institutions can shorten or lengthen the duration of their portfolio by altering their loan portfolio mix.
- **Improve Loan Diversification:** Add or grow loan products not supported by the retail market and diversify credit or geographic concentrations.

The key to selling loan participations is having a portfolio that is priced to market conditions, hence the importance of proactive pricing strategies mentioned earlier.

Improving and Empowering Board/ALCO Discussions

With the size and complexity of most institutions increasing, there is a growing importance to make sure all key decision makers engage in the strategic conversations going on in board and ALCO meetings. Personnel who are making decisions on our loan and deposit pricing as well as investments should all be included to understand the impact of their decisions on the balance sheet and ALM.

At the end of the day, institutions need to focus on our core business lines and ALM results. The ALM should drive discussions on which risks/opportunities need to be addressed. We need to realign those conversations so that they are happening proactively. This ensures that the decisions being made are done so in the context of our individual balance sheet and not reactively to outside forces. In this way, institutions can better position themselves for the more dynamic environment facing us in 2024 and beyond.

Greg Tomaszewicz is an Associate Partner and Senior Financial Analyst with The Baker Group. Prior to joining the firm in 2018, Greg spent twelve years working for a fixed income broker/dealer in New York, where he helped financial institutions across the country in evaluating their balance sheet risks and opportunities. In addition, he worked to develop new analytics to aid those clients in meeting the challenges of an ever-changing economic environment. Greg holds a bachelor's degree in economics from Stony Brook University. Contact: 800-937-2257, GregT@GoBaker.com.

45th ANNIVERSARY

The Baker Group Is **COMMITTED** to **COMMUNITY** Banks



The Baker Group was founded by a community banker in 1979 with the express purpose of serving and supporting community banks nationwide. Over the last forty-five years, our commitment to that mission has not wavered. We now help more than one-thousand community banks across the country manage their balance sheets, interest rate risk, and investment portfolios.

Some in our industry openly advocate for fewer community banks in the U.S., going so far as to say we should have just a few dozen mega banks. *We cannot disagree more strongly!*

Community banks are the lifeblood of America and the communities they serve. Show us a thriving city or town anywhere and we promise there will be a strong community bank at the heart of that town, lending to small businesses, helping farmers, donating to charities, and supporting the community in countless ways. Without community banks, America as we know it would look much different, and not in a good way.

Community banks reflect the communities they serve—whether suburban, rural, interurban, agricultural, resort, military, or any other demographic. They are the backbone of these distinct micro-economies that abound throughout this great country. As long as these diverse communities exist, the need will remain for local institutions that understand the nuances of each specific community, from deposit products, to lending programs, to cash management. Without community banks, many customers would be left with an inefficient cookie-cutter banking system not structured to meet the unique needs of the communities they are supposed to serve.

The Baker Group remains committed to supporting community banks, the banking associations that advocate for them, and our shared mission of strengthening local communities across America. We are customer focused and industry responsive, providing honest and insightful guidance through strategic balance sheet and investment solutions.

Join us at our *45th Anniversary Interest Rate Risk and Investment Strategies Seminar* in Scottsdale, AZ, November 7-8, 2024.

Visit www.GoBaker.com or call Dale Sheller at 844.213.0486 to find out how The Baker Group can assist your community bank in defining and meeting your unique financial objectives.

The
BakerGroup

www.GoBaker.com | 844.213.0486

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Your pro will take on the workload and perform the functions of a CISO or ISO.

Cole Kratovil

cole.kratovil@sbscyber.com | 605.270.7925

To learn more, visit www.sbscyber.com today!



Death, Taxes, and Financial Privacy?

Carol Ann Warren
JD - Associate General Counsel
Compliance Alliance



As the saying goes, there are two things for certain in life, “death and taxes.” When customers pass away, the bank has many issues to deal with related to the death of an accountholder, such as probate, payable on death accounts, family members, etc. One of the main questions related to death is what information the bank can divulge without violating the Right to Financial Privacy Act (RFPA) and the Gramm Leach Bliley Act (GLBA).

RFPA was enacted in 1978. The goal of RFPA is to limit the circumstances in which a government entity can access financial information. Ultimately, the government can only access financial information in response to specific authorization by the consumer, subpoena, warrant, or a formal written request from a government entity.

The RFPA does not extend past the death of the customer. While not explicitly stated in the regulation itself, there have been many court cases and opinions that solidify this point. The bank must protect this information prior to death, but it is not bound by the confines of RFPA after death.

While that may be true, this likely does not give the bank the opportunity to freely release personally identifiable information to the general public or the government. The bank will ultimately need policies and procedures in place to protect the financial information of the deceased to protect the bank, the individual’s estate, and the bank’s goodwill.

GLBA was enacted in 1999 and is facilitated through Regulation P. This law took RFPA a step further. Regulation P provides protections specifically for consumers who obtain

financial products from financial institutions. This regulation requires banks to send certain disclosures related to privacy, information sharing, and information disclosure.

Under GLBA and Regulation P, the law and regulation are silent as to the death of an individual and whether the requirements still apply. Furthermore, this has not been litigated, so there is not a case law precedent, like there is with RFPA. Fortunately, the regulation gives some insight into this issue.

A customer under Regulation P is referred to as a “Consumer”, which is defined as “(1) Consumer means an individual who obtains or has obtained a financial product or service from you that is to be used primarily for personal, family, or household purposes, or that individual’s legal representative.” 12 CFR § 1016.3(e)(1). Therefore, there is an argument that the Regulation may extend past death the death of a consumer due to the inclusion of the “legal representative” text.

As most bankers know, this is not the “end” of the customer relationship. There are many considerations and responsibilities for the bank. The bank must pay payable-on-death (P.O.D) accounts to the intended beneficiaries, facilitate estate accounts, communicate with executors, and comply with applicable court orders. Ultimately, this leads to the question of what information the bank may divulge and to whom may the bank divulge that information.

Under RFPA, the bank will generally be allowed to communicate with Federal government entities. For example, if the individual is receiving VA benefits, the bank has a responsibility to return those benefits after the bank receives notice of the death of the account holder. The bank would be allowed to divulge that the recipient has passed and that the funds are to be returned.

Under GLBA, while the conservative argument is to keep those Regulation P protections in place, certain exceptions apply to divulging information to interested parties.

“a) Exceptions to opt out requirements. The requirements for initial notice in § 1016.4(a)(2), for the opt out in §§ 1016.7 and 1016.10, and for service providers and joint marketing in § 1016.13 do not apply when you disclose nonpublic personal information:

- (1) With the consent or at the direction of the consumer, provided that the consumer has not revoked the consent or direction;

- (2)

...

- (iv) To persons holding a legal or beneficial interest relating to the consumer; or

- (v) To persons acting in a fiduciary or representative capacity on behalf of the consumer;” [12 CFR 1016.15\(a\)\(2\)](#)

Based on the above, the bank would be able to divulge information if the bank has prior consent from the consumer, if there is a beneficiary or related interest to that individual, or to a fiduciary or representative, which would include executors. The bank will likely need to verify the identity of these individuals and have appropriate due diligence procedures in place prior to revealing private banking information. This may include court orders identifying the executor or driver’s licenses for P.O.D. beneficiaries. There

is not a lot of regulatory guidance on what is required. Therefore, this will be more of a matter of internal policy.

As the saying goes, taxes and death are inevitable, but hopefully, the bank will be prepared to handle the death of an account holder. The bank will want to have policies and procedures in place when the bank receives notice of a deceased customer, but the bank has options to divulge information to those with interests in the applicable accounts. The bank will want to weigh those policies and procedures with safety and soundness considerations. When death inevitably arises in the banking world, the bank does have options.

Carol Ann Warren serves as Associate General Counsel for Compliance Alliance. She graduated cum laude from Mississippi College with a Bachelor of Finance. She earned a Juris Doctorate and a Master of Business Administration through a joint degree program at Mississippi College School of Law and Mississippi College. Carol Ann is a licensed attorney in Mississippi, Tennessee, and Texas.



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BANK

HAPPENINGS



Adams

First United Bank is pleased to announce the promotion of **Amber Skorheim** to the position of loan officer. Skorheim will be stepping into the role previously held by John Clapp who is retiring at the end of June after 49 years of dedicated service. Skorheim has been with First United Bank since 2019. She is a 2023 graduate of the Dakota School of Banking and also holds a Bachelor of Business Administration from Mayville State University.



Amber Skorheim

Bismarck

Zach Johnson joined the **Bank of North Dakota** team as treasury associate. He graduated from UND with a degree in business administration and is currently attending University of Mary and will graduate in December 2024 with an MBA.



Zach Johnson

Bank of North Dakota recently promoted **Nicole Koons** to credit underwriter IV. Nicole has been with BND since August 2021.



Nicole Koons

Kaylen Hausauer accepted the financial institutions market manager position in the lending service area at **Bank of North Dakota**. Kaylen has been with BND since May 2012.



Kaylen Hausauer

Bismarck

Bank of North Dakota (BND) reported total assets of \$10.1 billion at year-end 2023, consistent with the previous year. With record profits of \$192.7 million, an increase of \$1.5 million from 2022, the Bank also had an excellent return on investment of 18.2%. BND's profits are utilized to support loan participations with partner financial institutions and to support disaster recovery programs. Profits may also be used to support legislatively directed loan programs and capital transfers to the general fund as needed. Excess earnings are retained and accumulated to fund capital.

Standard & Poor's (S&P) affirmed the Bank's credit rating as A+/Stable in its annual review released toward the end of 2023.

This year, the Bank originated and renewed 10,734 loans for more than \$2.5 billion, bringing the amount of the total lending portfolio to \$5.8 billion, a new record for BND. The total portfolio increased by \$394 million from last year. BND delivers both agriculture and commercial loans through 72 different financial institutions and their 218 branch offices. Included in these loan numbers are the ranchers who were assisted through the Livestock Rebuilders Loan. The program helped replenish approximately 16,000 head of cattle lost in the state due to the 2021 drought.

In addition to these portfolios, BND administers more than \$1 billion in legislative-directed loan programs, including school construction, state infrastructure, water projects and disaster recovery.

Complete copies of the 2023 Annual Report are available at www.bnd.nd.gov.

Devils Lake

First United Bank is pleased to announce the promotion of **Susan Harder** to the position of risk management officer. Harder has been with First United Bank since 2019 and has over 25 years of banking experience. She is also a certified bank secrecy officer.



Susan Harder

Fargo

Preston Braathen joined the **Bank of North Dakota** team as business banker. He graduated from University of North Dakota with a degree in business administration.



Preston Braathen

Grand Forks & Rochester, MN

Alerus Financial Corporation and HMN Financial, Inc. jointly announced that Alerus will acquire, in an all-stock merger, HMNF, a savings and loan holding company headquartered in Rochester, Minnesota, and the parent company of Home Federal Savings Bank. Under the terms of the Merger Agreement, HMNF will merge with and into Alerus and Home Federal will merge with and into Alerus' wholly-owned bank subsidiary, Alerus Financial, National Association, in a transaction valued at approximately \$116.4 million. The transaction is expected to close in the fourth quarter of 2024.

Williston

American State Bank & Trust Company recently announced the addition of **Shiloh Wilburn** to the bank's trust department as trust operations officer. Wilburn has 10 years of banking experience. She is currently pursuing an accounting degree from Western Governor's University.



Shiloh Wilburn

associate HAPPENINGS

Bismarck

North Dakota Housing Finance Agency (NDHFA) announces the planned distribution of \$200,000 through its Helping Housing Across North Dakota (Helping HAND) program.

The 2024 Helping HAND grant distribution follows:

- Community Action Partnership, Dickinson/Williston, \$20,699
- Community Action Partnership, Minot, \$19,615
- Dakota Prairie Community Action Agency, Devils Lake, \$15,727
- Red River Valley Community Action, Grand Forks, \$25,183
- Southeastern ND Community Action Agency, Fargo, \$49,350
- Community Action Region VI, Jamestown, \$13,391
- Community Action Program Region VII, Bismarck, \$30,969
- Trenton Indian Service Area, Trenton, \$7,333
- Turtle Mountain Band of Chippewa, Belcourt, \$7,333
- Red River Valley Habitat for Humanity, Grand Forks, \$4,000
- Lake Agassiz Habitat for Humanity, Moorhead, \$4,000
- Rebuilding Together Fargo/Moorhead Area, Fargo, \$1,200
- Rebuilding Together Greater Bismarck/Mandan, Bismarck \$1,200

Helping HAND grants are provided to targeted community groups with existing single-family housing rehabilitation programs and play a vital role in assisting households with limited means. To qualify, households must have an income of 80% or less than the U.S. Department of Housing and Urban Development's median for the county in which the home is located. Matching funds of at least 25% of a rehab project's total cost are required to access the grant dollars.

North Dakota Housing Finance Agency has provided over \$6.7 million in grants through Helping HAND, leveraging more than \$50 million and helping over 8,000 lower-income individuals and families across North Dakota. Roof replacement stands out as the most common rehab project.

Fargo

Dakota Carrier Network (DCN) has hired **Callie Thompson** as an accounting technician.

Thompson earned a bachelor's degree in accounting and financial services and banking from the University of Mary, Bismarck. She has more than three years of experience, having served as an intern, accounting analyst, and accounts payable specialist at an electric cooperative and electrical supplies company.



Callie Thompson

Fargo

Kevin Wangen joined **Heartland Trust Company** in 2013 and has been promoted to wealth management officer. Wangen recently successfully completed his CFP® certification.

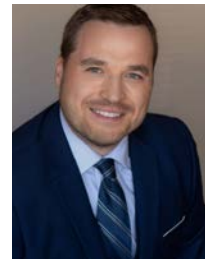
Ethan Linder joined **Heartland Trust Company** in 2020 and has been promoted to wealth management associate.

Heartland Trust Company recently hired **Barb Hilde**. She graduated from Mayville State with an AA degree in legal secretary. She started her banking career in Grafton.

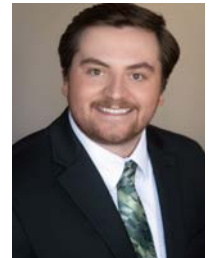
Heartland Trust Company recently hired **Hannah Lorentz** as administrative associate/personal trusts. She graduated from Perham High School and brings a wealth of experience to our team. She earned a bachelor's degree in business administration from Minnesota State University Moorhead and has a professional background in real estate marketing and title/escrow services.

Heartland Trust Company recently hired **Kim Hovland** as administrative associate/personal trusts. She graduated from North Dakota State University.

Heartland Trust Company recently hired **Brianna McAleer** as trust officer. She earned her BS in economics from Colorado College and later obtained her JD from the University of North Dakota School of Law, where she served as an associate editor of the law review.



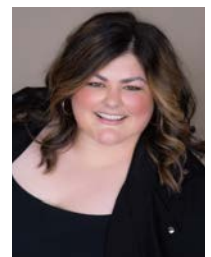
Kevin Wangen



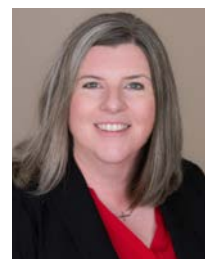
Ethan Linder



Barb Hilde



Hannah Lorentz



Kim Hovland



Brianna McAleer

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- Bank Performance Analysis
- Regulatory Environment
- The Future of Community Banking

STRATEGIC MARKETING CURRICULUM

- Strategic Marketing Planning
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The cost is \$25 to run in two consecutive issues of the Bulletin
and be posted on NDBA's website for 6 weeks.

Compliance Officer Winger, Fosston, Bemidji, Plummer, East Grand Forks or Gary MN



Ultima Bank
MINNESOTA

Ultima Bank Minnesota is seeking a Compliance Officer. Duties include:

- Ongoing development, administration and monitoring of the Compliance Program that ensures the bank's compliance with laws, regulatory standards and rules governing banking.
- Responsible for the overall compliance function of the bank – maintain compliance with BSA and other policies – complete audits and reports for Senior Management, Board of Directors and Regulators.
- Conduct and track trainings and act as a resource for Bank staff on compliance topics & related questions.
- Perform other related duties as assigned.

Skills:

- 3+ years of experience working in a compliance position is preferred.
- Two or Four year degree preferred.
- Knowledge of compliance laws, regulations and internal control requirements.
- Banking and/or lending experience a plus.
- Must be organized, able to multi-task, possess good communications skills (both written and verbal) and proficient in MS Office.

Full time position with competitive wage and benefits package. To apply, email resume to rebecca@ultimabank.com

Ag Credit Officer Fargo ND

BANK ➤
FORWARD

At Bank Forward, our greatest asset is our employees. Working for a widely respected company with a rich tradition, in an atmosphere of enthusiasm, positivity, with a culture grounded in teamwork focused on the future is what can be expected at Bank Forward...It's Simply the Forward Way!

Compensation: Starting at \$82,000 or greater annually, depending on experience.

Benefits: Health (Traditional and High Deductible plan options), Dental, Vision, Medical & Dependent Care FSA, HSA, 401k, Employee Stock Ownership, Company paid Life and Long-term Disability Insurance, Voluntary paid benefits, Paid Time Off, Holidays, Extended Medical Absence Leave.

Work Hours: Monday through Friday 8-5pm.

Skills / Requirements / Qualifications:

- Acts as a resource for bank officers in the credit administration process by analyzing and spreading of financial statements for potential new clients and providing preliminary recommendations as to the feasibility of the credit request.
- Assists lenders with the preparation of loan committee presentations, credit reviews and problem loan summaries.
- Acts as a resource for bank officers in the credit administration process.
- Spread and analyze financial statements for existing and prospective clients. Provide preliminary recommendation regarding the feasibility of the credit request.
- Prepare independent, written credit evaluation of new, renewal or modification loan proposals as well as annual credit reviews.
- Identify trends and analyze performance in order to develop an assessment of credit risks.
- As required, monitor credit quality through the review financial information such as interim financial statements, to provide early warning of possible deterioration.
- Provide input to lending officers on terms under which a credit request could be structured including costs, repayment methods and collateral requirements.
- Develop and maintain a thorough understanding of the Bank's credit policies, procedures, processes and manage to best practices.
- Knowledge, skill, and mental development equivalent to the completion of a four-year college degree in Accounting, Finance, or a related field and five years of credit, lending, or banking experience.

Resumes can be sent to: humanresources@bankforward.com

Market President Bismarck ND



Market President Overview of Responsibilities

Direct and manage First Western Bank & Trust's Bismarck Region's retail, commercial, and ag banking activities to fulfill growth objectives and policies.

- Responsible for budget-planning, loan growth, and deposit growth
- Provide leadership and personal involvement in the local community to develop business relationships and represent the bank as a responsible business citizen
- Provide leadership for entire staff in developing and attaining individual goals
- Oversee Bismarck Region's lending function and maintain strong commercial, agriculture, and consumer portfolios
- Guide bankers in meeting loan portfolio growth, sustainability goals, and detecting deteriorating loan quality
- Administer individual loan portfolio; secure and process both large and complex loans based on loan policies and procedures
- Prepare and deliver presentations on credit and credit related items to the Board of Directors
- Responsible for Bismarck Region's credit quality and collection functions

Qualifications

- Bachelor's degree in Business Administration or finance related field
- At least 5 to 10 years' experience in bank lending, loan review, compliance or finance
- Strong understanding of financial statements
- Knowledge of loan policies and regulations
- Knowledge of credit policies and standards
- Additional certification or lending credentials a plus

Skills/Abilities

- Managerial skills to develop and direct employees
- Excellent oral and written communications skills
- Demonstrate professionalism
- Integrity
- Ability to define problems, facts and draw valid conclusions
- Strong analytical, problem solving and decision-making skills
- Highly organized to prioritize and achieve goals
- Computer proficiency

To apply, go to www.firstwestern.bank/careers/

First Western Bank & Trust is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, age, disability, genetic information, marital status, or veteran status.

Digital Banking Manager Fargo ND



At Bank Forward, our greatest asset is our employees. Working for a widely respected company with a rich tradition, in an atmosphere of enthusiasm, positivity, with a culture grounded in teamwork focused on the future is what can be expected at Bank Forward...It's Simply the Forward Way!

Compensation: Starting at \$65,000+, depending on experience.

Benefits: Health (Traditional and High Deductible plan options), Dental, Vision, Medical & Dependent Care FSA, HSA, 401k, Employee Stock Ownership, Company paid Life and Long-term Disability Insurance, Voluntary paid benefits, Paid Time Off, Holidays, Extended Medical Absence Leave.

Work Hours: Monday through Friday 8-5pm.

Skills / Requirements / Qualifications:

- Develops and executes a digital banking strategy that aligns with the overall strategic objectives of the bank, including identifying new digital services, improving existing ones, and staying up to date with industry trends.
- Oversees the day-to-day operations of the digital banking department including customer support, operating systems support, and employee support.
- Manages digital banking departmental staffing, including supervision, career development, evaluation, and corrective action.
- Analyzes data for key trends, usage, transaction volumes, incident management, and customer satisfaction. Provides recommendations for product, service, and/or process enhancements.
- Prepares reports on the performance of digital banking services to management and/or the board of directors.
- Leads department projects and ensures projects are completely timely and within budget.
- Collaborates with team, marketing, and other departments to develop digital customer engagement and marketing strategies to strengthen customer relationships and provide financial service and product offerings relevant to customer needs.
- Collaborates with service providers to maintain and update digital banking platforms and infrastructure.
- Position requires a bachelor's degree in business, accounting, finance or banking or equivalent combination of education and experience. Position prefers a minimum of five years of experience in financial services, preferably in bank operations or digital banking.

Resumes can be sent to: humanresources@bankforward.com

Internal Auditor Fargo & Mandan, ND; Middleton, WI



Full job description: www.starionbank.com/careers.

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Internal Auditor Responsibilities:

- Assist with completion of risk assessments of business processes
- Coordinate external audits and examinations
- Complete internal audits per audit schedule
- Evaluate the effectiveness of internal controls
- Assess accuracy of financial records
- Confirm the efficiency of operations
- Ensure compliance with laws, regulations, and policies and procedures
- Make reports and recommendations for corrective actions

Internal Auditor Requirements:

- One to three years of auditing experience (preferred)
- Bachelor's degree in accounting, finance, economics, or related field
- General understanding of banking laws, regulations, and processes
- Working knowledge of audit principles and standards
- Ability to work independently, multitask, and work cooperatively with others
- Strong analytical and critical thinking skills
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Starion Bank is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities.

Deposit Operations Specialist Glen Ullin



Position Summary

The Deposit Operations Specialist performs a variety of clerical functions relating to check processing, deposits, withdrawals and payments. A Deposit Operations Specialist finds errors and makes appropriate reconciliations, adjustments, and corrections. They will possess a moderate understanding of general aspects of banking. They will handle complex problems and have the ability to effectively communicate problem resolution with internal staff and customers.

Internal Auditor Requirements:

- Overdraft Management – including processing NSF's.
- Reconcile non-post of checking, savings, general ledger, and certificates of deposits to proper accounts and transaction codes.
- Process ACH exceptions, returns along with ACH disputes.
- Process return items.
- Process Stop Payments.
- Process check adjustments.
- Process incoming and outgoing domestic and international wire transfers.
- Balance general ledger accounts.
- Review mobile deposit transactions.
- Ensure accuracy of customers deposit corrections.
- Other duties as assigned.

Minimum Qualifications (Knowledge, Skills, and Abilities)

- One to two years of bookkeeping and/or operations experience.
- Excellent Customer service skills.
- Must be able to multi-task
- Proficient mathematical and problem solving skills.
- Typical skills needed in an office environment. These include computer skills (Outlook, Word and Excel) communication skills, as well as utilization of basic office equipment.

Job Type: Full-time

Benefits: 401(k), 401(k) matching, Dental insurance, Health insurance, Health savings account, Paid time off, Vision insurance.

Schedule: 8 hour shift - Monday to Friday

Please apply at www.theunionbank.com.

Business Banker III Bismarck



Summary of Work

This position will serve as a primary contact for financial institutions and will manage a loan portfolio. This role is responsible for building relationships with financial institutions as well as internally with related departments and be responsible for representing BND through community involvement and industry events.

Market Analysis/Outreach:

- Responsible for building strong relationships with financial institutions in the assigned market. This position will educate financial institutions on BND products and services and will be responsible for identifying needs and how BND products and services can meet those needs.
- Increase BND's visibility in the banking community.
- Attend various banking and related meetings to communicate BND's services and role in the state's development.
- For non-credit needs, position will function as a liaison between BND internal service areas and various financial institutions, collaborate on presentations and help facilitate meetings.

Portfolio Management:

- This position requires fielding calls from financial institutions on major service issues and collect on-going information.
- Work with originating lender on modifications to existing loans.
- Review loan files for documentation deficiencies and exceptions.
- Maintain delinquency records, problem loan strategies, and loan files.

- Contact originating lender to provide assistance and guidance in resolving delinquent and workout credits.
- Maintain, complete, or review necessary computer input records.

Credit Analysis/Approval:

- Analyze financial data for credit worthiness, may include spreading financial statements as necessary, calculating ratio and cashflows, and discussing with originating lender.
- Verify loan requests are within the program guidelines and overall mission of the bank.
- Verify loans are structured and maintained to provide profitability and minimize risk to the bank as well as recommend approval or denial of loan requests to senior management on those requests in excess of business banker's individual lending authority.
- Make loan presentations to various loan committees depending upon the size of the credit request.
- Review commitment or rejection letters to originating lenders.

Responsibilities include structuring credits, taking loan applications, obtaining financial information, performing site inspections, negotiating rates and fees (service and origination), managing the loan closing package and follow-up on outstanding items in conjunction with the Loan Administration and Credit Administration areas in the loan approval process.

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Securities

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Choosing a partner to help your financial institution achieve success is a big decision. You need a trusted advisor who is experienced, attentive, and invested in helping you accomplish your goals. Brady Martz & Associates has a dedicated team of experts with the capacity to assist you as little or as often as you need.

The Brady Martz logo, consisting of the words "Brady Martz" in a bold, green, sans-serif font, set against a dark blue circular background with a green border.

The financial institutions sector is complex and ever-changing. Banks and credit unions are constantly impacted by regulatory changes, updated accounting standards, and new legislation. Oftentimes, keeping up can seem like an impossible task. Brady Martz has industry experts ready to make life easier for our clients, with a friendly approach to financial and business advisory services, crafting personalized solutions tailored to your individual needs. Our priority is to get to know you and the ins and outs of your institution to better prepare you for both the challenges and opportunities of the future.



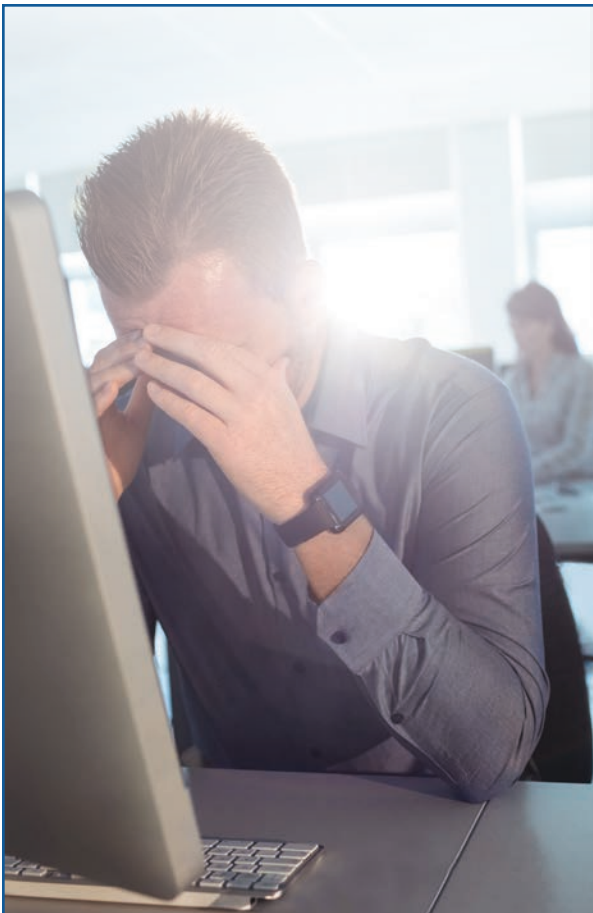
Ryan Bakke, CPA
Financial Institutions Practice
Segment Lead
Shareholder

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ZACH STOVER

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JACK SIEGEL

Account Representative for North Dakota
jack.siegel@arcticwolf.com
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END CYBER RISK



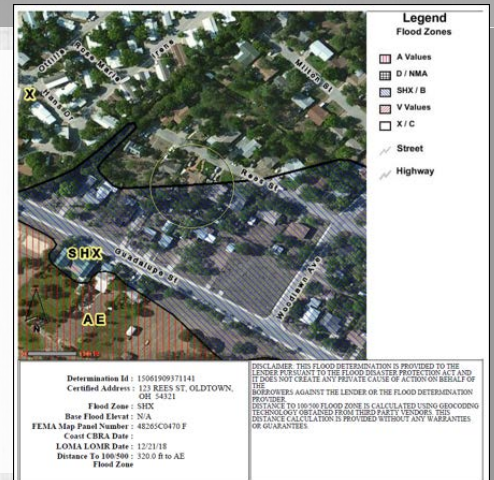
Flooding **Outside** Special Flood Hazard Areas



*Seeing is believing. A visual representation of a building location in relation to the **Special Flood Hazard Area (SFHA)** can be a valuable aid in conveying the need for flood insurance, when structure(s) are within the **SFHA**, or to help borrowers make an informed decision when the structure(s) are outside the **SFHA**.*

Risk Factor

It's estimated that approximately **40%*** of all properties not located within a **SFHA** will flood at some point. So with this in mind, one can see why it would be important to understand how close all structures on a property lie in relation to the *nearest SFHA*. In many of these instances a standard Flood Hazard Determination Form for a property does not give enough detail to the borrower or lender, and may leave them unaware of the potential risk of flooding the property faces.



Quick & Accurate

By utilizing an **aerial Map Copy**, the lender can see the distance to the next hazardous zone from any structure on the property. Due to the nature of the risk, it's important that lenders review accurate and easy-to-read maps. A **clear Map Copy** provides beneficial information regarding *nearby SFHAs* that may not directly affect the primary structure or structures.



*The benefits to ordering an easy-to-read **aerial Map Copy** along with your flood zone determination extend beyond just being able to see the multiple structures on a property and can significantly reduce the risk for the borrower and lender. If you are not using a vendor who can provide you with an **aerial Map Copy** along with your flood zone determination, reach out to **DataVerify Flood Services**. We can provide the digital lift that lenders and borrowers need to work through all the uncertainties surrounding **SFHAs**.*



Contact your Flood Services experts today at
800-841-0662 or learnmore@dataverifyflood.com.

*<https://www.floodsmart.gov/flood-insurance/why>





NDBA
Services
INCORPORATED



NDBA ENDORSED BUSINESS PARTNERS

NDBA is pleased to partner with companies involved in the banking industry. Endorsed business partners are approved by the NDBA Services Board based on the caliber of a company and its products and services.

Win for North Dakota Banks

- Use the buying power of North Dakota banks working together through the association
- Build long-lasting relationships with companies that have a record of success
- Learn from industry experts that support, speak, and exhibit at NDBA events

Allied Solutions

www.alliedsolutions.net

Fargo ND

Contact: Steve Owens, Client Development Manager

Phone: 612-845-4282

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Allied Solutions

IntraFi

www.intrafi.com

Arlington VA

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IntraFi

Arctic Wolf

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Eden Prairie MI

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Phone: 612-304-0875

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**ARCTIC
WOLF**

Midwest Bankers Insurance Services

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Eden Prairie MN

Contact: Adam Dawson, Regional Sales Manager

Phone: 952-261-8978

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The Baker Group

www.gobaker.com

Oklahoma City OK

Contact: Jantz Kinzer, Managing Director

Phone: 405-415-7255

jantz@gobaker.com



ODP Business Solutions

www.odpbusiness.com

Austin TX

Contact: Kimberly Gilbert, Senior Inside Sales Representative

Phone: 855-337-6811 (12815)

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Compliance Alliance

www.compliancealliance.org

Austin TX

Contact: Brittney Stacey, Director of Membership Development

Phone: 833-683-0701

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SBS Cybersecurity

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Madison SD

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BHG Bank Network

www.bhgloanhub.com

Davie FL

Contact: Keith Gruebele, EVP/Institutional Relationships

Phone: 954-263-6399

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Superior IRA & HSA

www.superiorira.com

Perham, MN

Contact: Jason Bain, SVP - Sales

Phone: 218-330-5099

jason.bain@superiorira.com



DataVerify Flood Services

www.flood.dataverify.com

Norwalk OH

Contact: Teri Sizemore, National Sales Executive

Phone: 419-660-8589

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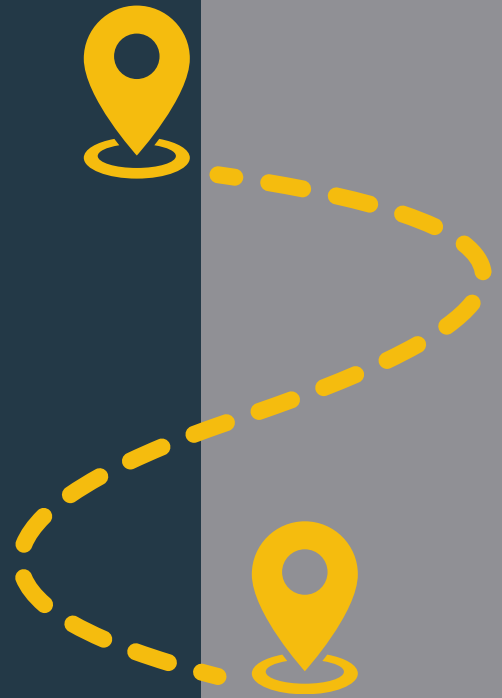


Simplifying the Path to FedCash® E-Manifests

Becoming FedCash E-Manifest Ready is needed to do business with the Federal Reserve long term and for modernizing the cash supply chain.

Part of the industry-wide Cash Visibility initiative, the Fed Cash E-Manifest Service creates a framework to identify, track, and share data about cash packages as they move through the cash supply chain. The result is replacing paper manifests with electronic manifests, known as E-Manifests.

Not sure where to start? With Rochester as your guide, the path is clear and simple. Our *E-Manifest Preparation Service* puts your financial institution in the right place for the Federal Reserve's new standard operating procedure.



Visit go.rochesterarmoredcar.com/cashvisibilitypreparation for more information.

Rochester simplifies the path to FedCash® E-Manifests.

Rochester's *E-Manifest Preparation Service* puts your financial institution in the right place for the Federal Reserve's new standard operating procedure. We lead financial institutions like yours through three necessary steps to a final destination of being FedCash E-Manifest Ready.

We secure your GSI Company Prefix, assign Global Location Numbers for your various branches, and manage that data within the Rochester system. This allows Rochester to prepare the *What to Expect* file for connection with the Federal Reserve for you.

1
GS1 Company Prefix

2
Global Location Numbers

3
WTE File Prep & Formatting



ROCHESTER
ARMORED CAR
DELIVERING MORE THAN YOU EXPECT

Take the first step on the path to being FedCash® E-Manifest Ready!

Visit: go.rochesterarmoredcar.com/cashvisibilitypreparation