

# INDEPENDENT COMMUNITY BANKS OF NORTH DAKOTA



## 2023 ASSOCIATE MEMBER DIRECTORY

***“Together We Prosper”***

A listing of ICBND Associate Members who provide exceptional services, products, and support to our Member Banks.

We encourage all ICBND Bank Members to support these superbly referenced, Board-Approved businesses for all of your community banking needs.

# About Us



The Independent Community Banks of North Dakota is the only statewide association exclusively representing the independent community banks of North Dakota. We enable our member banks to provide competitive, profitable, high-quality financial services to their communities.

ICBND is driven by the needs of its members. Our mission is to be a proactive industry advocate before state, federal, legislative and regulatory bodies; to promote the importance of community banks to local, state, and national economies; and to create cooperative products, services, and educational offerings to assist our members to compete and flourish in a constantly changing financial services marketplace.

We offer a variety of educational resources and professional services for member banks, host an annual convention, offer affordable payment solutions for credit card and merchant programs through ICB Services, Inc., and give members access to ICB Marketing Solutions which includes discounts on promotional items, shipping, and office supplies.







## President's Note



**Barry Haugen, ICBND President**

We at ICBND are driven by the needs of our members. Our mission is to be a proactive industry advocate before state, federal, legislative and regulatory bodies; to promote the importance of community banks to local, state, and national economies; and to create cooperative products, services, and educational offerings to assist our members to compete and flourish in a constantly changing financial services marketplace.

In addition, please make sure to join us at the 55th Annual Convention, on Sunday, August 6th, through Tuesday, August 8th, 2023, in Bismarck, ND.

**ICBND 55<sup>TH</sup> ANNUAL CONVENTION**

**COMMUNITY BANKS:  
YOUR COUNTRY NEEDS YOU!**

**AUGUST 6-8, 2023**

**BISMARCK HOTEL & CONFERENCE CENTER  
BISMARCK, ND**

# Member Benefits



- We actively promote the interests of community banking before the state legislature through bill drafting and written and oral testimony.
- We regularly communicate with member banks on legislative issues of importance to inform and, if needed, mobilize support on key issues.
- We offer quality educational opportunities at discounted member rates through live webinars, archived webinars with digital download sessions as well as classroom seminars throughout the year. Take part in annual programs including the Community Bankers for Compliance Program, Emerging Leaders Development Program, Certified Frontline Professional Series, and the 2-year School of Agricultural Lending sponsored by ICBND, North Dakota State University and Bismarck State College.
- Our members receive discounts on promotional items, custom furniture, banking forms and office supplies through our ICB Marketing Solutions.
- The ICB Card Services Program enables your bank to offer an affordable Visa credit card program to your customers. Our card program is customized to each member bank and the credit card receivables are retained by you. Save money with shared program fees and let the ICB Card Services still handle all the administrative and compliance services.
- Complimentary electronic mailing of the *Community Banker* newsletter which contains significant news and information pertinent to the banking industry.
- A free listing on our website. This provides your bank with excellent exposure web wide. We include your bank's name, address, and a direct link to your own website.
- Exclusive opportunity to attend the ICBND's Annual Convention and Exposition. Here you will receive outstanding educational sessions, find out what's new from our Associate Members during the exposition, and have fun connecting with old friends and making new acquaintances.
- Direct access to our Associate Member directory for reference when selecting your suppliers and consultants.
- Discounted hotel rates through participating North Dakota hotels.



# Associate Member Benefits



- We will help promote your business by referrals to all our bank members.
- Company description, logo, and contact information listed with a direct link to your website in the **ICBND Associate Member Directory**. This directory is accessible on-line to all of our bank members. Our bankers refer to this directory first when selecting their suppliers and consultants.
- Discounted advertising rates in our newsletter the *Community Banker*. This newsletter is electronically sent to over 800 email addresses. See page 48 & 49 for more information.
- Submit articles of industry importance for placement in the *Community Banker* free of charge.
- Discounted member rate for all educational offerings which include live sessions and webinars.
- An exclusive opportunity to exhibit at the annual ICBND Convention and Exposition. Over 300 attendees come to this renowned event each year.
- Sponsorship opportunities at live educational sessions throughout the year and at the annual convention to get your name in front of attendees even more.
- Our members receive discounts on promotional items, custom furniture, forms and office supplies through our ICB Marketing Solutions. See page 13 for more information.
- Discounted hotel rates through participating North Dakota hotels. See page 42 & 43.
- Associate membership is \$700.00 annually with a discount that applies if paid prior to January 15th of each year.
- ICBND currently has 50 bank members ranging in total asset size from \$35 million to \$10 billion.



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## ICBND Directory

*Together We Prosper*



### Independent Community Banks of North Dakota

1136 West Divide Ave.  
PO Box 6128  
Bismarck, ND 58506-6128

Phone: 701.258.7121  
800.862.0672

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

### ICBND Office Hours:

**Business Hours**  
Monday-Friday  
8:00 am to 5:00 pm

### ICBND Staff

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

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[cardser-vices@icbnd.com](mailto:cardser-vices@icbnd.com)

### 2022- 2023 ICBND Executive Committee

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Liberty State Bank, Powers Lake  
[bradstreifel@nccray.net](mailto:bradstreifel@nccray.net)  
701-464-5421

**Jason Johnson**  
Chairman Elect  
First International Bank & Trust  
[Jason.johnson@fibt.com](mailto:Jason.johnson@fibt.com)  
701-751-8579

**Charlotte Aldinger**  
Vice Chairman  
Commercial Bank of Mott  
[Charlotte.aldinger@cbmott.com](mailto:Charlotte.aldinger@cbmott.com)  
701-824-2593

**Dawn Flaten**  
Immediate Past Chairman  
Dakota Heritage Bank, Hope  
[dflaten@dhbanknd.com](mailto:dflaten@dhbanknd.com)  
701-945-2397

**Chad Aberle**  
Past Chairman  
Bravera, Finley  
[caberle@bravera.bank](mailto:caberle@bravera.bank)  
701-524-1921

ICBND encourages all of you, our Member Banks, to refer to your Associate Members FIRST to fulfill your community bank's needs.

If you would like to recommend a worthy company for Associate Membership with us, please forward their contact information to:

ICBND  
Attn: Lindsay Kinnischtzke  
PO Box 6128 Bismarck, ND 58506-6128  
[info@icbnd.com](mailto:info@icbnd.com)  
Phone: (701) 258-7121  
[www.icbnd.com](http://www.icbnd.com)

*\*Associate Members must complete an application and provide three community bank references in order to be considered for membership by the ICBND Member Services Committee. Final approval to be deemed by the ICBND Board of Directors.*

# ICBND *Endorsed Associate Members*

ICBND Endorsed

## Independent Community Bankers of America

1615 L Street NW, Suite 900  
Washington, DC 20036  
Website: [www.icba.org](http://www.icba.org)  
Phone: (866) 843-4222  
Email: [info@icba.org](mailto:info@icba.org)



ICBA is the nation's voice for community banks with its mission to create and promote an environment where community banks flourish. We are dedicated exclusively to representing the interests of the community banking industry and its membership through effective advocacy, best-in-class education, and innovative products and services.



## ICBA Bancard/TCM Bank

1615 L Street, NW, Suite 900  
Washington, DC 20036  
Website: [www.icbabancard.org](http://www.icbabancard.org)  
Phone: (800) 242-4770  
Email: [bancard@icba.org](mailto:bancard@icba.org)



ICBA Bancard® is the payment services subsidiary of the Independent Community Bankers of America and has been providing payments solutions to the nation's community banks since 1985. ICBA Bancard offers community banks comprehensive and affordable payments solutions (credit, debit, merchant, and small-business payments solutions) with the best group pricing, service levels, and unique benefits that would otherwise not be available to individual banks. ICBA Bancard provides unique services like its Fraud Loss Protection Plan and tools that help community banks flourish, like the recently launched Digital Payments Transformation report and workbook. ICBA Bancard's advocacy, education, and marketing support are valued benefits to clients of all sizes that trust ICBA Bancard for their payments needs.

3501 E Frontage Rd. Ste. 2000  
Tampa, FL 33607  
Website: [tcmbank.com](http://tcmbank.com)  
Phone: (866) 861-7669  
Email: [TCMBank@tcmbank.com](mailto:TCMBank@tcmbank.com)

TCM Bank, N.A., a subsidiary of ICBA Bancard, provides credit card services along with portfolio acquisition and agent bank sponsorship for community banks nationwide. Through the Total Card Management® credit card program, TCM offers superior community bank service along with compliance relief, improved market positioning, speed-to-market technology, and marketing support—all with no risk and zero liability. TCM Bank partners with nearly 750 community banks across the U.S. and is proud to meet the credit card needs of more than 530,000 cardholders.

## ICBND *Endorsed Associate Members*

ICBND Endorsed

### ICBA Securities

775 Ridge Lake Blvd., Ste. 175  
Memphis, TN 38120  
Website: [www.icbasecurities.com](http://www.icbasecurities.com)  
Contact: Jim Reber, President/CEO  
Email: [jreber@icbasecurities.com](mailto:jreber@icbasecurities.com)  
Twitter: @ICBASecurities  
LinkedIn: ICBA Securities  
Phone: (800) 422-6442



ICBA Securities provides a full suite of investment products and services for community banks through its exclusively endorsed broker, Stifel. Included are traditional debt securities, interest rate products, whole loans, and M&A and bank valuation services. Stifel also has state-of-the-art asset/liability and bond accounting products. It offers investment banking services through KBW. ICBA Securities, a wholly owned subsidiary of the ICBA, provides a full calendar of educational events for community bankers and investment professionals. ICBA Securities is endorsed by 34 affiliated state banking associations, and is the only broker/dealer owned by the community banking industry.



### Dakota Carrier Network

ICBND Endorsed

#### **Bismarck**

4202 Coleman St.  
Bismarck, ND 58501  
Contact: Troy Walker – Director of Sales & Marketing  
Phone: (701) 323-3014  
Email: [twalker@dakotacarrier.com](mailto:twalker@dakotacarrier.com)  
Contact: Jennifer Guthmiller – Commercial Sales Manager  
Phone: (701) 323-3035  
Email: [jguthmiller@dakotacarrier.com](mailto:jguthmiller@dakotacarrier.com)



#### **Fargo**

3901 Great Plains Drive S  
Fargo, ND 58104  
Website: [www.dakotacarrier.com](http://www.dakotacarrier.com)

DCN and its 13 owner companies operate North Dakota's most robust fiber optic network with more than 65,000 miles of fiber. Formed by the state's independent broadband companies in 1996, DCN serves as the single point of contact for broadband, Ethernet, and internet services to businesses, government, and other companies throughout the state and beyond. DCN has industry-leading, state-of-the-art tier III data centers in Fargo and Bismarck, providing secure environments for co-location and cloud computing. In collaboration with its owners, DCN brings connectivity to more than 375 North Dakota communities and has made our state the first in the nation to provide one-gigabit service to all public K-12 schools and higher education institutions statewide.



# ICBND Endorsed Associate Members

## ICB Marketing Solutions

ICBND Endorsed

1136 West Divide Avenue  
PO Box 6128  
Bismarck, ND 58506  
Website: [www.icbnd.com](http://www.icbnd.com)  
Contact: Lacey Kuhn, Sales & Marketing Manager  
Email: [laceyk@icbnd.com](mailto:laceyk@icbnd.com)  
Contact: Jess Voegelé, Office Manager  
Email: [purchasing@icbnd.com](mailto:purchasing@icbnd.com)  
Phone: (701) 258-8748



ICB Marketing Solutions is an affiliated enterprise of Independent Community Banks of North Dakota and offers a full array of banking supplies at discounts of 20%-30% or more on items including: custom forms, cash tickets, envelopes, statement paper, promotional items, fire files, imprinted cups & napkins, calendars, customer & staff appreciation gifts and much more!

ICB Marketing Solutions can also offer member banks and associate members substantial savings on a broad range of office supplies through our partnership with Staples. Now your employees can also take advantage of these great savings! Another partnership our members and their employees can take advantage of is our UPS/Unishippers program. Simply by linking in to our master account, our members can see savings on average of 18%-30% on all of your shipping needs.

ICB Marketing Solutions has also partnered with National Purchasing Partners to provide discounts on products and services. NPP negotiates the rates, and makes them available to ICBND members. NPP is a free service and includes companies like: Verizon Wireless, 1-800 Flowers, ADP, Harry & David, HP & Microsoft, Priceline and many more! Signing up is easy. Just call or email us for more information.

Not only can ICB Marketing Solutions save your business money, we can also save you time. To learn more about the ICB Marketing Solutions and how it can benefit your business, call Lacey or Jess at 701-258-8748.



## ICB Services, Inc.

ICBND Endorsed

1136 West Divide Avenue  
Bismarck, ND 58501  
Website: [www.icbnd.com](http://www.icbnd.com)  
Contact: Angie Olson, Director of Card Services  
Email: [angiet@icbnd.com](mailto:angiet@icbnd.com)  
Contact: Bill Walker, Credit Card Coordinator  
Email: [billw@icbnd.com](mailto:billw@icbnd.com)  
Phone: (701) 258-8326  
Phone: (877) 301-0984



ICB Services, Inc. is a full service agent bank program offering credit card services to the Great Plains and Western regions. Our members are able to tailor a credit card program to suit their banks individual needs. Rates and fees are chosen by the bank and the receivables belong to you. Choose from VISA Classic, Gold, Platinum and Business products. ICB Services offers training, compliance assistance, online software and cutting edge enhancements for VISA products. Contact ICB Services, Inc. for more information. ICB Services, Inc. is an affiliate program through ICBA Bancard.

## ICBND *Endorsed Associate Members*

ICBND Endorsed

### NFP

3433 Heartwood Circle  
Mandan, ND 58554  
Website: [www.nfp.com](http://www.nfp.com)  
Contact: Jodi Brown, Account Executive  
Phone: (701) 751-2687  
Cell: (701) 516-3538  
Email: [jodi.brown@nfp.com](mailto:jodi.brown@nfp.com)



IBIS Insurance is now aligned with NFP. NFP is a leading insurance broker and consultant that provides employee benefits; specialized property and casualty, such as Financial Institution Bond, Management Professional Liability, Cyber Liability etc., retirement, and individual private client solutions through our licensed subsidiaries and affiliates. Our expertise is matched by our commitment to each client's goals and is enhanced by our investments in innovative technologies in the insurance brokerage and consulting space.



ICBND Endorsed

### Travelers

385 Washington Street – SB04B  
St. Paul, MN 55102  
Website: [www.travelers.com](http://www.travelers.com)  
Contact: Patty Schutz, Bond & Specialty Insurance  
Phone: (651) 310-5403  
Direct: (651) 728-3014  
Fax: (877) 268-9121  
Email: [pschutz@travelers.com](mailto:pschutz@travelers.com)



Travelers provides complete insurance solutions for financial institutions through local independent agents. Travelers is rated "Superior" A++ By A.M. Best and is endorsed as the national preferred provider to the Independent Community Bankers of America (ICBA).



### Ascensus

7651 Universal Rd  
Baxter, MN 56425  
Website: [www.ascensus.com](http://www.ascensus.com)  
Contact: Myko Hillesheim  
Email: [Myko.Hillesheim@ascensus.com](mailto:Myko.Hillesheim@ascensus.com)  
Phone: (218) 825-5879



Ascensus is the industry's leading administrator of tax-favored plans for healthcare, retirement and college savings plans for over 6 million Americans. Founded in 1975, Ascensus currently provides products and solutions for HSAs, IRAs and Employer Retirement Plans to more than 7,200 financial institutions nationwide. Our nearly 40 years of experience with retirement plans and our expertise with Health Savings Accounts since their inception nearly a decade ago is unparalleled in the industry.

### Automated Systems, Inc.

1201 Libra Drive  
Lincoln, NE 68512  
Website: [www.asiweb.com](http://www.asiweb.com)  
Contact: Walker Anderson  
Email: [Walker.Anderson@asiweb.com](mailto:Walker.Anderson@asiweb.com)  
Phone: (402) 420-6000



Apiture is a leading cloud-native provider of digital banking solutions created to empower financial institutions to accelerate their digital transformation while enhancing the overall user experience. Apiture has served the market for over twenty years offering a feature rich platform to provide a single solution for increased access and control of data. Apiture's solutions include competitive retail and commercial digital experiences across channels including online, mobile, and device. They currently serve hundreds of banks across the U.S..

### Bank Holding Company Association

945 Winnetka Ave N Suite 145  
Minneapolis, MN 55427  
Website: [www.thebhca.org](http://www.thebhca.org)  
Contact: Tom Bengtson, Managing Director  
Paula Norris, Administrator  
Phone: (952) 835-2275  
Phone: (800) 813-4754  
Email: [tom@thebhca.org](mailto:tom@thebhca.org)  
Email: [paula@thebhca.org](mailto:paula@thebhca.org)



The Bank Holding Company Association exists to provide education and business connections critical to the vitality of bank holding companies. Founded in 1981, the BHCA welcomes members from around the country. Companies that serve bank owners, their holding companies and banks, are welcomed as Associate Members.



### Bankers Equipment Service, Inc.

**Burnsville**

11561 12<sup>th</sup> Avenue South  
Burnsville, MN 55337

**Moorhead**

3505 8<sup>th</sup> Street South, Suite 1B  
Moorhead, MN 56560



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

Contact: Chris Komorouski

Phone: (952)-890-7310

Email: [ckomorouski@bankersequipment.com](mailto:ckomorouski@bankersequipment.com)

With over 80 years of experience serving the Financial Industry, Bankers Equipment Service are experts in helping their clients increase efficiency, profitability and improving customer engagement. They provide a comprehensive range of financial solutions combined with experienced installation, training and ongoing support. As a premier partner and certified dealer for the leading branch transformation manufacturers in the world, Bankers Equipment is committed to providing the largest selection of quality solutions for their customers.

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### Barret School of Banking

650 East Parkway South

Memphis, TN 38104

Website: [barretbanking.org](http://barretbanking.org)

Phone: (901) 321-4000

Contact: Chris Kelley, Executive Director

Email: [chris@barretbanking.org](mailto:chris@barretbanking.org)



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### BEK Communication Cooperative

923 East Interstate Ave  
Bismarck, ND 58503  
Website: [www.bek.coop](http://www.bek.coop)  
Contact: Ryan Heinsohn  
Phone: (701) 475-2361  
Email: [ryanh@bektel.coop](mailto:ryanh@bektel.coop)



BEK Communications Cooperative began as a member-owned, rural telephone cooperative in Steele, North Dakota in 1952. Today, BEK offers a variety of communications solutions for both residential and commercial customer across the state: **BEK Connect** offers unified, secure, cloud-based businesses communication solutions, including voice and video calling, virtual meeting rooms, and chat functionality. **CyberNet Security by BEK** protects systems, networks, and programs from digital attacks. **BEK** provides fiber-based, voice, Gigabit broadband, and IP television services, along with cloud-based security, automation, surveillance, voice, and storage services. **BEK TV** is the largest producer of sports and news programming in North Dakota, streaming all broadcasts across the world. Log onto [bek.coop](http://bek.coop) to learn more.

### BHG Bank Network

10234 W State Rd 84  
Davie, FL 33324  
Website: [www.BHGLoanHub.com](http://www.BHGLoanHub.com)  
Phone: (954) 332-6285  
Contact: Keith Gruebele, EVP,  
Institutional Relationships  
Email: [kgruebele@bhg-inc.com](mailto:kgruebele@bhg-inc.com)



Since 2001, BHG has been the #1 source for high quality loans across the country, originating and funding over \$350 Million in high quality loans every month. Today, over 1500 bank partners purchase on average \$1.5MM in loans EVERY HOUR from BHG and our partners have earned over \$1 Billion in interest income with BHG loans purchased through our state of the art Loan HUB. BHG's high-earning, top credit profile borrowers and our unique credit enhancements have resulted in ZERO Losses to our partners in our core loan program since our inception 21 years ago! As members of the BHG Bank Network, banks get access to fee income opportunities, joint venture programs, compliance and regulatory support, industry leading technology offerings and access to our family of companies offering products and services designed to support your bank.

### Bismarck Hotel & Conference Center

800 South 3rd Street  
Bismarck, ND 58504  
Website: [www.thebismarckhotel.com](http://www.thebismarckhotel.com)  
Phone: (701) 258-7700  
Contact: Sandy Gimbel, Director of Sales & Catering  
Email: [sgimbel@ramkotabismarck.com](mailto:sgimbel@ramkotabismarck.com)



Bismarck Hotel & Conference Center features: 305 guest rooms, voice mail/irons/ironing boards/coffee makers/refrigerators/microwaves, high speed internet wireless or hardwire (free of charge) in all rooms, free airport shuttle, Seasons Café, 25,000 square feet of meeting space, Nickels Lounge & Casino, indoor pool featuring a 150 ft. water slide, whirlpool, sauna, health club, 35" TV's in all rooms, and an Arcade. We are located directly across from Kirkwood Mall and have the friendliest staff in the region. We are a smoke free facility.

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### BlueCross BlueShield of North Dakota

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Fargo, ND 58121

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

Contact: Jason Sauvageau, Account Manager

Email: [Jason.Sauvageau@bcbsnd.com](mailto:Jason.Sauvageau@bcbsnd.com)

Phone: (701) 258-1352



**BlueCross  
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of North Dakota

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### **Brady Martz & Associates, PC**

#### **Minot**

24 West Central  
Minot, ND 58701

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

Contact: Tory Hill or Ryan Bakke

Phone: (701) 852-0196

Fax: (701) 839-5452

Email: [tory.hill@bradymartz.com](mailto:tory.hill@bradymartz.com) or [ryan.bakke@bradymartz.com](mailto:ryan.bakke@bradymartz.com)

# BradyMartz

**Grand Forks:** 401 DeMers Avenue, Ste. 300, Grand Forks, ND 58201  
[charles.jacobi@bradymartz.com](mailto:charles.jacobi@bradymartz.com)—Phone: (701) 795-7475

**Bismarck:** 207 East Broadway, Bismarck, ND 58501  
[stacy.dutoit@bradymartz.com](mailto:stacy.dutoit@bradymartz.com)—Phone (701) 223-1717

**Fargo:** 2537 S University Drive, Fargo, ND 58103  
[jon.reimer@bradymartz.com](mailto:jon.reimer@bradymartz.com)—Phone (701) 839-3056

Brady Martz offers a broad range of services to financial institutions. These services include financial statement audits, directors examinations, agreed-upon procedures, consumer compliance consulting, loan file reviews, IT security and general control audits, tax preparation, call report assistance, trust department examinations, and consulting related engagements specific to mergers and acquisitions, strategic planning, succession planning, and tax planning.

### **Brown & Brown**

1125 17th Street, Suite 1450  
Denver, CO 80202

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

Contact: Justin Troupe, Senior Vice President

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Phone: (720) 279-3400



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### CapFirst Equipment Finance, Inc.

3266 Oak Ridge Loop East  
West Fargo, ND 58078  
Website: [www.capfirstef.com](http://www.capfirstef.com)  
Phone: (701) 639-7209  
Contact: David Suppes, President  
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Contact: Andy Erickson, VP Business Development  
Email: [aerickson@capfirstef.com](mailto:aerickson@capfirstef.com)



CapFirst is an independent equipment finance company providing equipment finance solutions to commercial, ag and municipal entities in the upper Midwest. CapFirst partners with banks that do not have an equipment finance division allowing them to offer an equipment lease finance product to its customers through participation in its no-cost Bank Lease Program. In addition, CapFirst also provides asset opportunities to those bank partners looking for additional earning assets and/or looking to diversify its existing loan portfolio through funding of transactions originated by CapFirst.

### Colliers Securities LLC

120 North Third Street Suite 150  
PO Box 2157  
Bismarck, ND 58502  
Website: [www.colliers.com](http://www.colliers.com)  
Contact: Kim Beckman  
Local Phone: (701) 222-4411  
Phone: (866) 793-8594  
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### Computer Services, Inc.

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Paducah, KY 42001  
Phone: (800) 545-4274  
Website: [www.csiweb.com](http://www.csiweb.com)  
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### Community Bankers Webinar Network

825 Great Northern Blvd. Ste. 203

Helena, MT 59601

Phone: (406) 442-2585

Website: <https://financialedinc.com/>

Contact: Brook Feist, Vice President/Webinar Network Coordinator

Email: [brook@financialedinc.com](mailto:brook@financialedinc.com)



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### Connecting Point

**Bismarck Location:**

1680 E Capitol Ave, Suite B

Bismarck, ND 58501

Phone: (701) 258-6689

(800) 719-4607

Website: [www.connectingpoint.biz](http://www.connectingpoint.biz)

Contact: Traci Knight

Email: [tknight@connectingpoint.biz](mailto:tknight@connectingpoint.biz)



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### Convergent Technologies

4005 Pheasant Ridge Drive

Minneapolis, MN 55449

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

Contact: Jeff Ritchie

Phone: (763) 784-6504

Email: [Jeff.Ritchie@Convergent.com](mailto:Jeff.Ritchie@Convergent.com)



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### Crescent Mortgage Company

6600 Peachtree Dunwoody Road NE  
600 Embassy Row, Suite 650  
Atlanta, GA 30328

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

Contact: Rick McKinley, Vice President—MN, ND, SD, IA, WI & MI

Email: [rmckinley@crescentmortgage.net](mailto:rmckinley@crescentmortgage.net)

Cell/Direct: (763) 458-4051

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A wholly owned subsidiary of CresCom Bank (Myrtle Beach, SC) and headquartered in Atlanta, GA, Crescent Mortgage Company is a leading national wholesale and correspondent mortgage lender. Crescent's primary customers include Community Banks, Credit Unions, and high quality Independent Mortgage Lenders in 45 states. "We are totally committed to daily exceeding the expectations of our customers."

Rick McKinley, Vice President, is based out of Minneapolis. He has been with Crescent since the beginning of 2012 and in the banking and lending industry since 1993.

### Crowley Fleck PLLP Attorneys

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Crowley Fleck has offices in Bismarck and Williston, six cities in Montana, and three in Wyoming, with over 165 attorneys firm-wide. We have extensive experience advising banks on a full range of regulatory and compliance matters, assisting with negotiation and documentation of loan transactions, workouts, collections, UCC remedies, foreclosures, creditors rights in bankruptcy, compliance, trust administration, public finance, and working on mergers and acquisitions of financial institutions.

### Dakota Business Lending

5630 36th Ave S

Fargo, ND 58104

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

Contact: Steve M. Dusek, President/CEO

Phone: (701) 293-8892

Email: [sdusek@dakotabusinesslending.com](mailto:sdusek@dakotabusinesslending.com)



At Dakota Business Lending, we know that small business ownership is an adventure. Along the road to success, a first-rate financing partner can provide the momentum needed to make a difference in the lives of people, building partnerships that make a difference. We have been providing creative financing options to businesses across the state of ND and in western MN since 1982. Offering flexible, customized loans that are an attractive alternative to conventional financing, Dakota Business Lending has 35-plus years of experience in developing strategies tailored to YOUR story and YOUR dream. Since inception, we have provided over \$500 million in loans with total project impact exceeding \$1 billion to small businesses and local economies.



### Dakota Business Solutions

4912 Harbor Trl SE  
Mandan, ND 58554  
Website: [www.dbsbusiness.net](http://www.dbsbusiness.net)  
Contact: Kelly Heinert, Owner  
Phone: (701) 220-6706  
Cell: (701) 516-0516  
Email: [Kelly@dakotabusinessinc.com](mailto:Kelly@dakotabusinessinc.com)



Dakota Business  
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Mandan, ND 58554  
Website: [www.datrue.com](http://www.datrue.com)  
Contact: Terry Fields, General Manager  
Phone: (701) 663-8930  
(800) 279-7493  
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20 W. 2nd Ave.  
Hutchinson, KS 67501  
Website: [www.datacenterinc.com](http://www.datacenterinc.com)  
Contact: Layne Hanson, Vice President of National Sales  
Phone: (620) 694-1113  
Email: [lhanson@datacenterinc.com](mailto:lhanson@datacenterinc.com)



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### DCI Credit Services, Inc.

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Bismarck, ND 58501  
Website: [www.d cicredit.com](http://www.d cicredit.com)  
Contact: Kayla Gonzalez, Sales & Business Development  
Phone: (701)-456-2310  
Email: [kayla@dcicredit.com](mailto:kayla@dcicredit.com)



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Fargo, ND 58103  
Phone: (701) 239-8500  
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Bismarck Location:  
1730 Burnt Boat Loop, Ste 100  
Bismarck, ND 58502  
Phone: (701) 255-1091  
Contact: Darrell Lingle  
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Website: [www.eidebailly.com/FI](http://www.eidebailly.com/FI)



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### Executive Benefits Network

3600 Minnesota Drive, Ste 600  
Edina, MN 55435  
Website: [www.ebn-design.com](http://www.ebn-design.com)  
Contact: Joshua Miskovich, Regional Managing Director  
Phone: (218) 969-2770  
Email: [jmiskovich@ebn-design.com](mailto:jmiskovich@ebn-design.com)



Executive Benefits Network specializes in the design, administration, and informal financing of Nonqualified Executive Compensation and Benefit plans, as well as the procurement of Bank Owned Life Insurance (BOLI) programs.

### Federal Home Loan Bank of Des Moines

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Des Moines, IA 50309  
Phone: (800) 544-3452 (Press "0" for operator)  
Local Phone: (515) 412-2100  
Fax: (515) 699-1293

**Sioux Falls Location:**

6900 W Sagamore Circle  
Sioux Falls, SD 57106  
Phone: (515) 412-2438  
(605) 759-4320  
Contact: James Lee, Vice President-Member Services  
Email: [jlee@fhlbdm.com](mailto:jlee@fhlbdm.com)  
Website: [www.fhlbdm.com](http://www.fhlbdm.com)



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### First Class Mortgage

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Fargo, ND 58103  
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NMLS 2520  
Contact: Dan Van Winkle  
Phone: (701) 356-9898  
Fax: (701) 356-0344  
Email: [dan@firstclasscorp.com](mailto:dan@firstclasscorp.com)



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Contact: Rob James, Business Development Officer  
Email: [RobertJames@gulfbank.com](mailto:RobertJames@gulfbank.com)  
Phone: (303) 587-3641



Gulf Coast Business Credit "GCBC" is one of the largest accounts receivable finance and asset-based lending firms in the United States. GCBC provides commercial lenders with products that allow them to say "yes" to credit more frequently. We partner with banks throughout the country offering referral programs designated to help institutions achieve growth through new accounts, non-interest income, higher profitability, and increased client retention.

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### Heartland Trust Company

1202 27<sup>th</sup> St S  
PO Box 9135  
Fargo, ND 58106-9135  
Website: [www.heartlandtrust.com](http://www.heartlandtrust.com)  
Contact: Jon Benson, Trust Officer  
Phone: (701) 235-2002  
(877) 333-3494  
Fax: (701) 235-8771  
Email: [jon@heartlandtrust.com](mailto:jon@heartlandtrust.com)



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### High Point Networks

728 East Beaton Drive Suite 200  
West Fargo, ND 58078  
Website: [www.highpointnetworks.com](http://www.highpointnetworks.com)  
Phone: (701) 282-6459  
Contact: Tom McDougall, President & CEO  
Email: [tom@highpointnetworks.com](mailto:tom@highpointnetworks.com)



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High Point Networks is based in West Fargo, ND, and has regional offices in: Bismarck, ND; Sioux Falls, SD; Brookings, SD; Billings, MT; Detroit Lakes, MN; Minneapolis, MN; Denver, CO; Pueblo, CO; Tulsa, OK; and Omaha, NE..

### HTG Architects

505 E Main Ave, Suite 250-B  
Bismarck, ND 58501  
Website: [www.htg-architects.com](http://www.htg-architects.com)  
Contact: Dan Schaff, VP of Operations  
Phone: (701) 751-4558  
Email: [dschaff@htg-architects.com](mailto:dschaff@htg-architects.com)  
Contact: Jeff Pflipsen, Financial Expert  
Phone: (612) 747-0301  
Email: [jpflipsen@htg-architects.com](mailto:jpflipsen@htg-architects.com)



Since 1959, HTG Architects provides responsible advice and real solutions. Through architectural and related consulting services, HTG helps financial institutions maximize profits. Our expertise includes over 2,700 projects, including programming, feasibility studies, tenant build-outs, remodelings, new buildings, and site selection studies. Everything we do begins with Service and ends with relationships. In every project, our goal is to create a Solution that makes a Difference.



### Jack Henry

663 W Hwy 60  
Monett, MO 65708

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

Contact: Rob Thompson, Marketing Contract

Phone: (704) 357-0298

Email: [RThompson@jackhenry.com](mailto:RThompson@jackhenry.com)

Contact: Haley Little, Billing Contact

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Company Description: Jack Henry™ is a well-rounded financial technology company that strengthens the connections between people and their financial institutions through technology and services that reduce the barriers to financial health – with the purpose of empowering people and communities to gain the financial freedom to move forward. Visit [jackhenry.com](http://jackhenry.com) to learn more.

### Kinetic Leasing, Inc.

2575 41st Street S., Suite #1

Fargo, ND 58104

Contact: Al Hintz

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

Email: [ahintz@kineticlease.com](mailto:ahintz@kineticlease.com)

Telephone: (800) 558-7337 or (701) 476-0221

Fax: (701) 476-0277



Kinetic Leasing is an independent general equipment lease finance company which creates flexible equipment leasing solutions for banks and its customers. Kinetic Leasing enters into partnerships with community banks (over 100+) and provides a customized bank lease program for these banks. This partnership allows the community bank to offer a full service equipment lease product to its customers without incurring any costs associated with operating its own leasing division.

### Lake Agassiz Development Group

417 Main Avenue

Fargo, ND 58103

Web Site: [www.lakeagassizcdc.com](http://www.lakeagassizcdc.com)

Contact: Amber Metz, Executive Director

Phone: 701-235-1197

Fax: 701-235-6706

E-mail: [amber@lakeagassiz.com](mailto:amber@lakeagassiz.com)



The Lake Agassiz Certified Development Company (LACDC) was founded in 2004 specifically to administer the SBA 504 Program; a program to deliver fixed rate financing for real estate and equipment. Through its affiliated companies Lake Agassiz strives to always back North Dakota's ambition.



### Lewis & Clark Development Group

200 1<sup>st</sup> Avenue NW, Suite 100

Mandan, ND 58554

Phone: (701) 667-7600

Website: [www.lcdgroup.org](http://www.lcdgroup.org)

Contact: Brent Ekstrom, Executive Director

Email: [brent@lcdgroup.org](mailto:brent@lcdgroup.org)



The Lewis & Clark Development Group is a collaboration of three separate non-profit organizations, Lewis & Clark Regional Development Council (LCRDC), the Lewis & Clark Certified Development Company (LCCDC), and CommunityWorks North Dakota (CWND), joined to provide programs and loans to support businesses, local governments, and individuals in expanding affordable housing opportunities and advancing economic and community development across North Dakota. Each of these three entities serves specific purposes and offers unique services but share staff and resources.

LCRDC provides business loans under a host of revolving loan funds it has created and grants to cities.

LCCDC works with the SBA and private-sector lenders to provide financing to small businesses through the SBA/504 Loan Program, which provides growing businesses with long-term, fixed-rate financing for major fixed assets such as land and buildings.

CWND works with banks and prospective homeowners by providing affordable first and second mortgages for individuals and financing for predevelopment, acquisition, and construction of multi-family low-income housing.

### Main Street, Inc.

920 19<sup>th</sup> Street North

Birmingham, AL 35203

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

Contact: Jenny Wilson, Marketing Coordinator

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### Marco

2906 Morrison Ave Suite 1

Bismarck, ND 58504

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

Contact: Kevin Johnson, Technology Advisor

Direct Phone: (701) 250-2102

Office Phone: (800) 847-3098

Email: [kevin.johnson@marconet.com](mailto:kevin.johnson@marconet.com)



Marco is a leading technology services company that specializes in business IT services, cloud services, managed services, telecom carrier services, copiers/printers, phone systems, document management and audio/video systems.



### MinnKota Secured Document Destruction

809 4th Ave N  
Fargo, ND 58102  
Website: [www.minnkota.biz](http://www.minnkota.biz)  
Contact: Mary Aldrich, Sales Manager  
Phone: (701) 293-8428  
Fax: (701) 293-0813  
Email: [maldrich@minnkota.biz](mailto:maldrich@minnkota.biz)



MinnKota is a National Association of Information Destruction (NAID) “AAA” certified plant-based (off-site) and mobile (on-site) service provider. MinnKota’s shredding services conveniently destroy everything you need discarded. MinnKota provides on-site and plant-based shredding services for parts of North Dakota and Western Minnesota. All personnel adhere to policies and procedures required by NAID to maintain a good standing as a NAID certified member. MinnKota also has an endorsement from NAID for Hard Drive Destruction and Non-Paper Media.

MinnKota’s Sales Manager, Mary Aldrich, is a NAID Certified Secure Destruction Specialist. The CSDS accreditation is issued to NAID professionals who have demonstrated exceptional knowledge and expertise in secure data disposal. To become a CSDS, candidates must pass a rigorous exam about regulatory and compliance as well as physical and operational information destruction security standards. By working with Mary, you rely on an industry leader who is among the most knowledgeable and well-trained in the secure data destruction industry.

### Moody’s Analytics

1010 N 102nd St, Suite 100  
Omaha, NE 68114  
Website: [www.moodyanalytics.com](http://www.moodyanalytics.com)  
Contact: Doug Johnson, Director—Ag Strategist  
Phone: (402) 344-5217  
Email: [douglas.johnson@moody.com](mailto:douglas.johnson@moody.com)



Moody’s Analytics provides financial intelligence and analytical tools to help business leaders make better, faster decisions. Our deep risk expertise, expansive information resources, and innovative application of technology help our clients confidently navigate an evolving marketplace. We are known for our industry-leading and award-winning solutions, made up of research, data, software, and professional services, assembled to deliver a seamless customer experience. We create confidence in thousands of organizations worldwide, with our commitment to excellence, open mindset approach, and focus on meeting customer needs.





### Network Center, Inc.

3487 S University Drive  
Fargo, ND 58104

Website: [www.netcenter.net](http://www.netcenter.net)

Contact: Bruce Donarski, Account Executive

Phone: (701) 235-0940

(800) 723-5353

Email: [bruce.donarski@netcenter.net](mailto:bruce.donarski@netcenter.net)

Contact: Steve Stenerson, Account Executive

Email: [steve.stenerson@netcenter.net](mailto:steve.stenerson@netcenter.net)



Network Center, Inc. is a complete technology solution provider that has been delivering advanced secure networking solutions to financial services companies throughout the Midwest since 1986. Network Center, Inc. partners with industry leading manufacturers providing business solutions for virtualization, VoIP communications, backup and disaster recovery, security, penetration testing, network assessments, real-time network monitoring, intranets, hosting, cloud solutions, mobile apps, and website development. Our service team and 24/7 help desk provide support to over 200 customers in the banking industry. Network Center, Inc.'s experience in the industry will help alleviate your regulatory concerns. We welcome you to find out why so many banks have entrusted their network to our dedicated team of professionals.

### Newcleus, LLC

411 South State St, 3rd Floor  
Newtown, PA 18940

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

Contact: Brian Watterson, Regional Managing Director

Email: [bwatterson@newcleus.com](mailto:bwatterson@newcleus.com)

Phone: (630) 731-1079

Contact: Amy Feminella, Director of Marketing

Email: [afeminella@newcleus.com](mailto:afeminella@newcleus.com)

Phone: (267) 291-2130

Contact: Whit Stewart, Chief Partnership Officer

Email: [wstewart@newcleus.com](mailto:wstewart@newcleus.com)

Phone: (267) 291-2130

Contact: Daniel Barbaree, President & CEO

Email: [dbarbaree@newcleus.com](mailto:dbarbaree@newcleus.com)

Phone: (267) 291-2130



Newcleus, LLC sells, designs and administers compensation, benefit, investment and financing strategies.



### NewVision Security, LLC

3320 Hamilton Street, Unit 5  
Bismarck, ND 58503  
Website: [www.newvisionnd.com](http://www.newvisionnd.com)  
Contact: Cameron Fleck, Owner/President  
Phone: (701) 222-8888  
Email: [Cameron@newvisionnd.com](mailto:Cameron@newvisionnd.com)



NewVision Security LLC provides burglar alarms, fire alarms, CCTV's and key-card access. We design, install, and service all of the low voltage systems for banking facilities.

### ND Banks Benefit Trust

PO Box 1438  
Bismarck, ND 58502-1438  
Website: [www.ndba.com/ndbanks-benefit-trust/](http://www.ndba.com/ndbanks-benefit-trust/)  
Contact: Angi Day, Benefits Coordinator  
Phone: (701) 223-5303  
Email: [angi@ndba.com](mailto:angi@ndba.com)



The NDBBT is a self-funded benefits trust created as a solution to the increasing costs and challenges involved in providing quality health coverage to member banks and their employees. Our goal is to research benefit plan options in the areas of health, dental, vision and overall wellbeing to provide the best benefits at the lowest cost available to our members. Sponsored by the ICBND and NDDBA - this is a service run by bankers for banks!

### North Dakota Development Fund

1600 East Century Avenue, Suite 6  
PO Box 2057  
Bismarck, ND 58502-2057  
Website: [www.commerce.nd.gov/economic-development-finance/development-fund](http://www.commerce.nd.gov/economic-development-finance/development-fund)  
Contact: Jessica Nygaard, CEO  
Email: [jnygaard@nd.gov](mailto:jnygaard@nd.gov)  
Phone: (701) 595-4949  
Contact: Hannah Lange, Venture Financing Manager  
Email: [hlange@nd.gov](mailto:hlange@nd.gov)  
Phone: (701) 328-7254  
Contact: Samantha Mattson, Venture and Credit Analyst  
Email: [smattson@nd.gov](mailto:smattson@nd.gov)  
Phone: (701) 328-7252



The North Dakota Development Fund, a division of the Department of Economic Development and Finance of the North Dakota Department of Commerce, is a statewide nonprofit development corporation. It has the authority to take equity positions in, to provide loans to, or to use other innovative financing mechanisms to provide capital for a new or expanding businesses in this state, or relocating businesses to this state. The corporation's principal mission is to provide flexible financing to catalyze the development and expansion of businesses in the state of North Dakota. The Fund is responsible for the administration and management of the following funds, as defined by legislation, and are administered by the North Dakota Development Fund's Board of Directors:

- A. Development Fund
- B. Regional Rural Revolving Loan Fund
- C. Rural Growth Incentive Program
- D. Child Care Loan Program

The Fund staff is responsible for the administration and management of the Angel Match Program through the State Small Business Credit Initiative.



### North Dakota Housing Finance Agency

PO Box 1535  
Bismarck, ND 58502-1535  
Website: [www.ndhfa.org](http://www.ndhfa.org)  
Phone: (701) 328-8080  
(800) 292-8621  
Fax: (701) 328-8090  
Email: [hfainfo@nd.gov](mailto:hfainfo@nd.gov)



A public financial institution, North Dakota Housing Finance Agency offers affordable mortgage financing for low-to-moderate-income households, assures the continued availability of low-income rental units, and provides rural communities with the technical and financial assistance required to address local housing needs.

### North Dakota Recorders Information Network (NDRIN)

1351 Page Drive, Suite 106  
Fargo, ND 58103  
Website: [www.ndrin.com](http://www.ndrin.com)  
Phone: (701) 364-1280  
Contact: Vicki Kubat, County Recorder  
Email: [vkubat@nd.gov](mailto:vkubat@nd.gov)  
Email: [support@ndrin.com](mailto:support@ndrin.com)



North Dakota Recorders Information Network (NDRIN) is a computerized central repository which houses the real estate records of participating North Dakota County Recorders' offices. NDRIN is now publishing documents for 50 counties. The repository is the "salt mine" for storage of digital images and information, safeguarding our irreplaceable county records. The repository system allows each county to publish land records and data to the internet through the use of the NDRIN website [www.ndrin.com](http://www.ndrin.com).

There are nominal monthly service fees involved for subscribers. With computer technology evermore in the forefront of the workplace, the NDRIN website can only be a useful, more important tool for the business world. NDRIN never closes, and records can be accessed 24/7 365 days a year from any computer connected to the internet.

### North Dakota Women's Business Center

2720 East Broadway Ave  
Bismarck, ND 58501  
Website: [www.ndwbc.com](http://www.ndwbc.com)  
Phone: (701) 223-0707  
Email: [info@ctbnd.com](mailto:info@ctbnd.com)



The North Dakota Women's Business Center is the leading voice, resource, and partner for women business owners. We are dedicated to amplifying the economic voice of our clients through advocacy efforts and by creating equitable access to critical resources like opportunity, funding, knowledge, and support. NDWBC offers a variety of training and support options to women business owners across the state including free one-on-one business coaching, Business Leadership and Industry Intensives, the Women's Business Summit, and more.



### Northland Securities, Inc.

150 South Fifth Street Suite 3300

Minneapolis, MN 55402

Phone: (800) 851-2920

Fax: (612) 851-5955

Contact: Dave Bergum, Director, Fixed Income

Email: [dbergum@northlandsecurities.com](mailto:dbergum@northlandsecurities.com)

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



Northland Securities, Inc. is a privately held full-service broker dealer, headquartered in Minneapolis, MN. Composed of industry veterans, the company specializes in underwriting municipal bonds and placing commercial loans with community banks through Northland Networks, Inc. an affiliate. In addition to investments, Northland offers bank advisory services for portfolio analysis and asset liability management.

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### Olson & Burns, PC

PO Box 1180

Minot, ND 58702-1180

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

Contact: Richard P. Olson, Attorney

Phone: (701) 839-1740

Fax: (701) 838-5315

Email: [olsonpc@minotlaw.com](mailto:olsonpc@minotlaw.com)



Olson & Burns, PC produces ICBND's legal newsletter Community Bankers Advisor. The firm has a strong emphasis on a general commercial practice, regularly representing more than thirty North Dakota banks in litigation, bankruptcy, and transactional and regulatory matters. Olson & Burns, PC does not represent debtors in bankruptcies or actions adverse to financial institutions.

### Pifer's Auction & Realty

1506 29th Ave S

Moorhead, MN 56560

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

Phone: (218) 477-1968

Toll free: (800) 700-4099

Fax: (218) 477-1969

Contact: Kevin Pifer

Email: [kpifer@pifers.com](mailto:kpifer@pifers.com)



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800 Nicollet Mall Suite 1000  
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Website: [www.pipersandler.com](http://www.pipersandler.com)  
Phone: (612) 303-0675  
Direct Line: (952) 240-0595  
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### QwickRate

1350 Church Street Ext NW #200  
Marietta, GA 30060  
Website: [www.qwickrate.com](http://www.qwickrate.com)  
Contact: Melissa Wallace, Senior Account Executive  
Phone: (678) 797-4088  
Email: [melissa.wallace@qwickrate.com](mailto:melissa.wallace@qwickrate.com)



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3303 E Main Ave  
PO Box 5521  
Bismarck, ND 58501  
Phone: (701) 328-6161  
Phone: (800) 732-0557  
Website: [www.roughriderindustries.com](http://www.roughriderindustries.com)  
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### SBS CyberSecurity

700 S. Washington Avenue, Suite 200  
Madison, SD 57042  
Phone: (605) 923-8722  
Fax: (605) 427-8029  
Website: [www.sbscyber.com](http://www.sbscyber.com)  
Contact: Rick Olivier, Senior Account Executive  
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### Serkland Law Firm

10 Roberts Street  
PO Box 6017  
Fargo, ND 58108-6017  
Website: [www.serklandlaw.com](http://www.serklandlaw.com)  
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The Serkland Law Firm began in 1888 and during its long history has represented lenders and other creditors such as agricultural lenders, insurance companies, national commercial lenders, and leasing companies in North Dakota and Minnesota. It has extensive experience in loan documentation, lien acquisition and perfection, loan servicing, loan workouts and settlements, loan restructuring, collections, foreclosure of real estate mortgages and personal property security interests (replevin / claim and delivery), representation in bankruptcy court, commercial litigation, mediation, arbitration, lender liability prevention and defense, and appearances before the state banking board. The firm also has experience with bank and branch formation, officers and director representation, and mergers. It is a leader in presenting educational programs for the bar association, banking and credit union organizations, and its clients. Serkland Law Firm's attorneys are licensed in North Dakota and Minnesota, with some attorneys holding licenses to practice in South Dakota and Arizona.

### SHAZAM

6700 Pioneer Parkway  
Johnston, IA 50131  
Website: [www.shazam.net](http://www.shazam.net)  
Contact: John Peck, Regional Director of Sales, EFT  
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Cell: (763) 250-3741



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### Stinson LLP

50 South Sixth Street, Suite 2600  
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### The Advantage Network

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Sioux Falls, SD 57104  
Website: [www.advantage-Network.com](http://www.advantage-Network.com)  
Contact: Teresa Thill, Advantage Network Manager  
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### The Title Team

400 East Broadway Avenue, Suite 102  
Bismarck, ND 58501  
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Fax: (701) 224-1571  
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We are comprised of 28 locations across the upper Midwest. Together, our family of companies create The Title Team - experienced professionals who offer complete title services. Our mission is to provide the best service in every market in which we participate. No matter what the title needs are, we will go the extra mile to help coordinate title services in Montana, North Dakota, Minnesota & Wisconsin.



### UMACHA (Upper Midwest Automated Clearing House Association)

7100 Northland Circle, Suite 407  
Brooklyn Park, MN 55428

Website: [www.umacha.org](http://www.umacha.org)

Phone: (800) 348-3692

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Conference Website: [www.navigatingpayments.org](http://www.navigatingpayments.org)



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Contact: Nicole Prelgo, Marketing & Communications

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### United Bankers' Bank

1650 W 82nd St Suite 1500

Bloomington, MN 55431

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

Contact: Todd Schultze, VP Correspondent Banking Officer

Email: [todd.schultze@ubb.com](mailto:todd.schultze@ubb.com)

Work Cell: (952) 885-9510



Contact: Jay Syverson, Sr VP, Regional Sales Manager

Email: [jays@ubb.com](mailto:jays@ubb.com)

Work Cell: (952) 885-9497

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### USDA Rural Development

PO Box 1737  
Bismarck, ND 58502-1737  
Phone: (701) 530-2065  
Fax: (855) 427-8188

Website: [www.rd.usda.gov/nd](http://www.rd.usda.gov/nd)

Contact: Denise Sundeen, Business and Cooperative Program Director

Email: [denise.sundeen@nd.usda.gov](mailto:denise.sundeen@nd.usda.gov)



**United States  
Department of  
Agriculture**

USDA Rural Development's mission supports rural communities by improving economic opportunities, community infrastructure, environmental health, and the sustainability of agricultural production. USDA provides guaranteed loans to lenders to improve the economic and environmental climate in rural communities. This purpose is achieved by bolstering the existing private credit structure through the guarantee of quality loans which will provide lasting community benefits. Guaranteed loans are available for business, energy, essential public facilities and services such as water and sewer systems, community facilities, and single family and multi-family housing. USDA also provides technical assistance to assist communities undertake community empowerment programs.

### U.S. Small Business Administration

657 2<sup>nd</sup> Avenue North, Room 360  
Fargo, ND 58102

Phone: (701) 239-5131

Website: [www.sba.gov/nd](http://www.sba.gov/nd)

Contact: Deb Kantrud, Lender Relations Specialist

Phone: (701) 239-5497

Email: [deborah.kantrud@sba.gov](mailto:deborah.kantrud@sba.gov)



U.S. Small Business  
Administration

As the nation's go-to resource and voice for small business, the SBA provides counseling, capital, and contracting expertise so businesses can confidently start, grow, expand, or recover. Access to capital is provided through loan guarantees offered to participating lenders. Counseling and contracting expertise is offered through SBA offices and a network of resource partners. SBA also provides low-interest loans to homeowners, renters and businesses of all sizes for physical and economic damage caused by a declared disaster.

### Vantage Point Solutions

2211 N Minnesota Street  
Mitchell, SD 57301

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

Contact: Kelly Pfeifer, Customer Relations Manager

Email: [Kelly.Pfeifer@vantagepnt.com](mailto:Kelly.Pfeifer@vantagepnt.com)

Mobile: (605) 770-5065; Main: (605) 995-1796

Contact: Natalie Reed, Banking Division Manager

Email: [Natalie.Reed@vantagepnt.com](mailto:Natalie.Reed@vantagepnt.com)

Mobile: (605) 359-2374



Vantage Point Solutions has industry experts and comprehensive services to help financial institutions face compliance, audit, technology, and security challenges. Our team stays up to date on recent regulatory changes, significant and emerging IT and security risks, and state-of-the-art technology solutions, to offer a wholistic approach to protecting your organization.



### Vericast



15955 La Cantera Parkway  
San Antonio, TX 78256  
Website: [www.vericast.com](http://www.vericast.com)  
Contact: Christine Ahlgren, Director, Trade Association  
Strategy & Engagement  
Phone: (617) 240-8987  
Email: [Christine.Ahlgren@vericast.com](mailto:Christine.Ahlgren@vericast.com)

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### Wallwork Financial



401 38th Street SW  
Fargo, ND 58103  
Website: [www.wallworkfinancial.com](http://www.wallworkfinancial.com)  
Contact: Kelly J. Geiger, General Manager  
Phone: (701) 476-7444  
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### Widmer Roel PC

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Widmer Roel PC, a CPA firm, provides tax and strategic planning, bank valuations, tax return preparation, audits, directors exams, holding company applications and reports along with other regulatory reports for banks.

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### Winthrop & Weinstine, P.A.

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### Wipfli LLP

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Website: [www.wipfli.com](http://www.wipfli.com)  
Email: [mcarlson@wipfli.com](mailto:mcarlson@wipfli.com)  
Phone: 952-548-3400  
Fax: (651) 636-6087



Wipfli LLP ranks among the top 20 accounting and business consulting firms in the nation. For 90 years, Wipfli's financial institutions practice has educated, advised, and assisted community banks with successfully navigating the complex and ever-changing environment they face. Our practice includes certified internal auditors, certified compliance specialists, certified trust auditors, certified information technology specialists, former bankers and bank regulators, and licensed certified public accounts with the background knowledge and consulting experience necessary to provide top-rate services. Wipfli helps financial institutions with their regulatory compliance, profit improvement, risk management, strategic planning, IT services/cybersecurity, HR consulting, and audit and tax needs.

### Young & Associates, Inc.

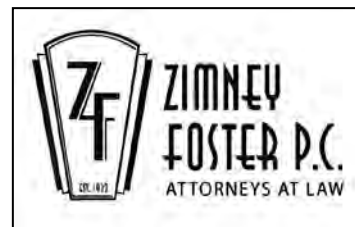
131 East Main Street  
Kent, OH 44240  
Website: [www.younginc.com](http://www.younginc.com)  
Contact: Jerry Sutherin, President  
Phone: (330) 678-0524  
(800) 525-9775  
Fax: (330) 678-6219  
Email: [jsutherin@younginc.com](mailto:jsutherin@younginc.com)



Community bank consulting firm providing consulting, education, and outsourcing services in areas such as capital planning, mergers/acquisitions, stock valuation, strategic planning, liquidity planning, branching/expansion, profit enhancement, IT, internal audit, lending, and compliance. We offer a variety of bank policies and products, covering management, planning, lending, training, and compliance.

### Zimney Foster P.C.

3100 S. Columbia Rd., Suite 200  
Grand Forks, ND 58201-6062  
Website: [www.northdakotalaw.net](http://www.northdakotalaw.net)  
Contact: John Schroeder  
Contact: Tracy Kennedy  
Phone: (701) 772-8111  
Fax: (701) 772-7328  
Email: [firm@northdakotalaw.net](mailto:firm@northdakotalaw.net)



UCC Secured Transactions ~ Participation Agreements ~ Loan Documentation ~ Bankruptcy ~ Loan File Reviews ~ Loan Workouts ~ Foreclosure ~ Title Insurance & Examinations ~ Regulatory Compliance ~ Trust & Estate Advice and Litigation ~ Employment and HR Compliance ~ Mergers, Acquisitions, and Regulator Matters



# ICBND MEMBERS

DISCOUNTED HOTEL RATES 2023

## BISMARCK

<b>Bismarck Hotel &amp; Conference Center</b>	(701) 258-7700
<b>ICBND Associate Member</b>	
800 South Third Street-Bismarck	
ICBND Member Rate.....	\$90.00
<b>Comfort Inn</b>	(701) 223-4009
929 Gateway Ave-Bismarck	
ICBND Member Rate.....	\$89.00
Newly renovated! Call front desk and ask for ICBND rate.	
<b>Everspring Inn &amp; Suites</b>	(701) 222-2900
200 East Bismarck Expressway-Bismarck	
ICBND Member Rate.....	\$79.95
<b>Expressway Suites</b>	(701) 222-3311
180 East Bismarck Expressway-Bismarck	
ICBND Member Rate.....	\$99.95
<b>Hampton Inn &amp; Suites Bis Northwest</b>	(701) 751-5656
2020 Schafer Street-Bismarck	
ICBND Member Rate .....	12% off the best available rate
Booking Link: <a href="https://www.hilton.com/en/book/reservation/deeplink?cityhccn=GFKGHG&amp;corporateCode=3083275&amp;flexibleDates=true">Available Rooms - Hampton Inn and Suites Bismarck Northwest (hilton.com) corporate Code=0003229030</a>	
Hotel: Hampton Inn & Suites Bismarck/Northwest—Company Name: Independent Community Banks of North Dakota	
<b>Holiday Inn</b>	(701) 751-8240
3903 State Street-Bismarck	
ICBND Member Rate... Single King/Double Queen.....	\$99.00
Direct Code is ILIC5, Corporate ID 100323805	
<a href="https://www.holidayinn.com/redirect?path=hd&amp;brandCode=HI&amp;localeCode=en&amp;hotelCode=BISSB&amp;rateCode=ILIC5&amp;PMID=9502056&amp;corpNum=100323805&amp;cn=no&amp;viewfullsite=true">https://www.holidayinn.com/redirect?path=hd&amp;brandCode=HI&amp;localeCode=en&amp;hotelCode=BISSB&amp;rateCode=ILIC5&amp;PMID=9502056&amp;corpNum=100323805&amp;cn=no&amp;viewfullsite=true</a>	
<b>Main Stay Suites</b>	(701) 223-9119
2507 N 9th St-Bismarck	
ICBND Member Rate .....	\$109.00
All suites feature fully equipped kitchen, Waterpark and more! Call front desk and ask for ICBND rate.	
<b>Radisson Hotel</b>	(701) 255-6000
605 East Broadway-Bismarck	
ICBND Member Rate.....	\$94.00
Corporate Account ID Code 40593—either Standard or Executive Rooms	
<b>Ramada</b>	(701) 258-7000
1400 East Interchange Avenue-Bismarck	
ICBND Member Rate.....	\$79.00
<b>Quality Inn</b>	(701) 223-1911
1030 E Interstate Ave-Bismarck	
ICBND Member Rate .....	Queen/Double Beds .... \$74.00
Call front desk and ask for ICBND rate.	
<b>Wingate by Wyndham Bismarck</b>	(701) 751-2373
1421 Skyline Blvd-Bismarck	
ICBND Member Rate(Corp ID 1000044019).....	15% off best available night rate
Link: <a href="https://www.wyndhamhotels.com">Wingate by Wyndham Bismarck   Bismarck, ND Hotels (wyndhamhotels.com)</a>	
Rate Plan Code LB50; Corp IC #1000044019	

## MEMBERS ONLY

Please remember to call ahead for reservations and indicate your ICBND (Independent Community Banks of North Dakota) membership to obtain these special rates at the participating hotels listed.

Please note that all Member Rates are subject to availability and may not apply during weekends and/or special events unless otherwise noted. All rates are plus tax.

*Whenever possible we encourage you to consider Associate Members first.*

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

## DICKINSON

<b>Hawthorn Suites Dickinson</b>	(701) 279-2129
1170 Roughrider Blvd-Dickinson	
ICBND Member Rate.....	\$94.99
<a href="https://www.wyndhamhotels.com">Hawthorn Suites by Wyndham Dickinson   Dickinson, ND Hotels (wyndhamhotels.com)</a>	
<b>La Quinta</b>	(701) 456-2500
552 12th St West-Dickinson	
ICBND Member Rate (Sun-Thurs).....	\$89.00
<b>Roosevelt Grand Dakota Hotel</b>	(701) 483-5600
532 15th St W-Dickinson	
ICBND Member Rate.....	10% off Corp rate of date for any available room type (ask for Corp rate)

## GRAND FORKS

<b>Hilton Garden Inn</b>	(701) 775-6000
4301 James Ray Drive-Grand Forks	
ICBND Member Rate.....	10% off Best Available Rate
Booking Link: <a href="https://www.hilton.com/en/book/reservation/deeplink?cityhccn=GFKGHG&amp;corporateCode=3083275&amp;flexibleDates=true">https://www.hilton.com/en/book/reservation/deeplink?cityhccn=GFKGHG&amp;corporateCode=3083275&amp;flexibleDates=true</a>	
Hotel: Hilton Garden Inn Grand Forks-UND	
Company Name: Independent Community Banks of ND	
<b>Staybridge Suites</b>	(701) 772-9000
1175 42nd St S-Grand Forks	
ICBND Member Rate/ID 100323805 .....	15% off Best Flexible Rate

## MANDAN

<b>Baymont Inn &amp; Suites</b>	(701) 663-7401
2611 Old Red Trail (I-94 & Exit 152)-Mandan	
ICBND Member Rate.....	\$79.00
<b>Comfort Inn &amp; Suites</b>	(701) 751-7484
1516 27th St NW- Mandan	
ICBND Member Rate.....	\$89.00
<a href="https://www.comfortinn.com/res/en-US/html/ArrivalInfo?hotel=ND084&amp;srp=ICBND&amp;pu=no">http://www.comfortinn.com/res/en-US/html/ArrivalInfo?hotel=ND084&amp;srp=ICBND&amp;pu=no</a>	





# ICBND MEMBERS

DISCOUNTED HOTEL RATES 2023

## FARGO

### **Delta Hotels by Marriott Fargo (701) 277-9000**

1635 42nd Street South-Fargo  
ICBND Member Rate ..... 15% Discount  
Please use only the online reservation link for ICBND discount  
<https://www.marriott.com/event-reservations/reservation-link.mi?id=1562007809766&key=CORP&app=resvlink>  
Will show as Icbc rate (Independent Community Banks Corporate rate)

### **Expressway Suites (701) 239-4303**

4303 17th Avenue South-Fargo  
ICBND Member Rate ..... \$84.95  
ICBND Blackout Periods ..... \$117.95  
Free breakfast buffet daily/2 free drinks(beer or wine)Monday evening only

### **Four Points by Sheraton Fargo Medical Ctr (701)364-0000**

5064 23rd Ave S  
ICBND Member Rate..... 15% Discount  
Call front desk and ask for ICBND rate.

### **Hampton Inn & Suites Fargo Medical Ctr (701) 356-8070**

4776 Agassiz Crossing South-Fargo  
ICBND Member Rate..... 15% Discount  
Call front desk and ask for ICBND rate.

### **Hilton Garden Inn (701) 499-6000**

4351 17th Ave S-Fargo  
ICBND Member Rate ..... \$109.00  
[published standard corporate rate \$189]  
Online Reservations Corporate Account 3083275  
[https://secure3.hilton.com/en\\_US/gi/reservation/book.htm?execution=e1s1](https://secure3.hilton.com/en_US/gi/reservation/book.htm?execution=e1s1)

### **Ramada by Wyndham (701) 235-3333**

3333 13th Ave S-Fargo  
ICBND Member Rate ..... \$79.00

## WEST FARGO

### **Doubletree by Hilton (701) 551-0120**

825 E Beaton Drive-West Fargo  
ICBND Member Rate..... 15% Discount

### **Homewood Suites by Hilton (701) 551-5800**

805 E Beaton Drive-West Fargo  
ICBND Member Rate ..... 15% Discount

### **Microtel Inn & Suites by Wyndham (701) 446-8989**

705 23rd Ave East-West Fargo  
Rate Plan LBIB for ICBND rates - Free Grab n' Go breakfast daily  
[www.wyndhamhotels.com/hotels/47681?corporate\\_id=1000060576](http://www.wyndhamhotels.com/hotels/47681?corporate_id=1000060576)

## WILLISTON

### **Candlewood Suites (701) 572-3716**

3716 6th Ave West-Williston  
ICBND Member Rate ..... 15% Discount  
[www.candlewoodsuites.com/willistonnorth](http://www.candlewoodsuites.com/willistonnorth)

### **Clarion Hotel & Suites (701) 774-1179**

1505 15th Ave West-Williston  
ICBND Member Rate ..... \$79.00

### **Hawthorn Suites Williston (701) 557-3701**

3701 4th Ave. West-Williston  
ICBND Member Rate ..... \$89.00  
<https://www.wyndhamhotels.com/hawthorn-extended-stay/williston-north-dakota/hawthorn-suites-by-wyndham-williston/overview>

### **Holiday Inn Express & Suites (701) 577-0400**

415 38th St W-Williston  
ICBND Member Rate ..... 15% off Best Available Rate  
<https://www.ihg.com/holidayinnexpress/hotels/us/en/williston/isnwi/hotel/detail> use ID #100295407

## MINOT

### **Clarion Hotel & Conference Center (701) 852-2504**

2200 Burdick Expressway-Minot  
ICBND Member Rate..... \$79.00

### **Grand Hotel (701) 852-3161**

1505 North Broadway-Minot  
ICBND Member Rate..... \$74.00  
Call front desk and ask for ICBND rate.

### **Microtel Inn-& Suites by Wyndham (701) 839-2200**

414 37th Ave SW-Minot  
ICBND Member Rate..... \$69.00

## MINNEAPOLIS

### **Four Points by Sheraton (612) 861-1000**

7745 Lyndale Avenue South  
Richfield, Minnesota  
ICBND Member Corporate Rate..... \$104.00  
[www.fourpointsminneapolisairport.com/set-banks-ND](http://www.fourpointsminneapolisairport.com/set-banks-ND)  
Call front desk and ask for ICBND rate.

*Please note that all Member Rates are subject to availability and may not apply during weekends and/or special events unless otherwise noted. All rates are plus tax.*



# 2023 ICBND Webinar Schedule

VISIT [WWW.ICBND.COM](http://WWW.ICBND.COM) FOR MORE INFORMATION ON EACH WEBINAR



Webinar Link ([financialedinc.com](http://financialedinc.com))



### SAVE THE DATES!

Feb. 17	Winter Emerging Leaders Devel. Group Session, <b>Grand Forks</b>
Feb. 23	Comm. Bankers for Compliance - Regulatory Update, <b>Virtual</b>
April 11-12	Comm. Bankers for Compliance - Spring Session, <b>Bismarck</b>
May 3-4	Women in Community Banking Summit, <b>Bismarck</b>
May 11	Comm. Bankers for Compliance - Regulatory Update, <b>Virtual</b>
June 12-16	School of Agriculture Lending, <b>Bismarck</b>
June 21-22	Summer Emerging Leaders Development Group Session, <b>Fargo</b>
June 27-28	Essentials of Credit Analysis School, <b>Fargo</b>
Aug. 6-8	ICBND 55th Annual Convention, <b>Bismarck</b>
Sept. 7	Comm. Bankers for Compliance - Regulatory Update, <b>Virtual</b>
Sept. 13	Fall Emerging Leaders Devel. Group Session, <b>Beulah</b>
Sept. 27	Management & HR Summit, <b>Bismarck</b>
Oct. 17-18	Comm. Bankers for Compliance - Fall Session, <b>Bismarck</b>
Oct. 25-26	Real Estate Construction Lending Workshop, <b>Bismarck</b>
Nov. 9	Comm. Bankers for Compliance Regulatory Update, <b>Virtual</b>
Ongoing	Educational Webinars Powered by FinEd, <b>Virtual</b>



## 2023 Education Opportunities

*\*Schedule subject to change\**



# Sponsor ICBND Educational Events and Seminars

## 2023 ICBND Educational Sponsorship Opportunities

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

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

Benefits of sponsorships include:

- Breakfast Sponsorship: 1 free registration, 15 minute presentation time
- Lunch Sponsorship: 1 free registration, 20 minute presentation time and ½ page ad (horizontal 7 ½" w X 4 ¾" h) in the *Community Banker* newsletter
- Evening/Social Sponsorship: 2 free registrations, full presentation slot (up to 45 minutes), ½ page ad (horizontal 7 ½" w X 4 ¾" h) in the *Community Banker* newsletter, and registration list of all attendees prior to session.

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

We appreciate your past support and look forward to continuing to work together for the benefit of community banking in 2023!



# 2023 ICBND Seminars

VISIT [WWW.ICBND.COM](http://WWW.ICBND.COM) FOR MORE INFORMATION

## EMERGING LEADERS DEVELOPMENT



- **Winter Session** - Feb. 17, in Grand Forks, ND
- **Summer Leadership Conference** - June 21-22, in Fargo, ND
- **Fall Session** - Sept. 13, in Beulah/Hazen, ND

The ICBND Emerging Leaders Development Program was designed specifically for the future community bank leader. It will develop strong performers who will drive growth, innovation and change for their community bank. Members of

this program will benefit through individual self-discovery, personal and professional growth and career development. The Emerging Leaders program aims to support North Dakota's community banks in the development of its people so that these bankers will become impactful leaders of influence—for the bank, themselves and their communities.

## COMMUNITY BANKERS FOR COMPLIANCE PROGRAM



- **Spring Session:** April 11-12, in Bismarck, ND
- **Fall Session:** Oct. 17-18, in Bismarck, ND
- **Quarterly Regulatory Update Webinars:** Feb. 23, May 11, Sept. 7 and Nov. 9

The Community Bankers for Compliance Program (CBC) is the most successful and longest running compliance training program in the country. The CBC Program will provide your bank with up-to-date information on the ever-changing bank

regulations, as well as guidance for structuring and maintaining your in-bank compliance program. In addition, it provides a forum where those responsible for regulatory compliance can discuss issues and exchange ideas with other community bankers.

## WOMEN IN COMMUNITY BANKING SUMMIT



**May 3-4, in Bismarck, ND**

ICBND recognizes the powerful influence and potential of women in the banking profession, along with all women in business. We also recognize the many challenges they face on a daily basis. This summit helps restore your passion for work and home and find a renewed sense of purpose. You learn how to set yourself apart from the competition, motivate yourself to deal with stress and change, form stronger teams, embrace change, inspire accountability and more! Don't miss this opportunity for invaluable networking, powerful information and a great career move. Not only do you benefit both

personally and professionally, you'll leave the conference motivated, energized and inspired!

We also encourage you to invite local business women to attend this valuable session with you at a discounted rate!

# 2023 ICBND Seminars

VISIT [WWW.ICBND.COM](http://WWW.ICBND.COM) FOR MORE INFORMATION

## SCHOOL OF AGRICULTURAL LENDING



**June 12-16**, at Bismarck State College- Bismarck, ND

ICBND is excited to partner with Bismarck State College and North Dakota State University to offer a two-year School of Agriculture Lending. The ICBND School of Agriculture Lending will provide:

- Practical, hands-on curriculum designed for learning by doing and for easy application at the bank
- Case studies - AgBank Simulator
- Small class size to increase networking opportunities and personalized instruction
- Designed and governed by bankers and taught by experienced bankers, consultants, and college professors
- Designed to provide you with the practical aspects of

## MANAGEMENT & HR SUMMIT



**September 27**, in Bismarck, ND

This in-depth training is uniquely designed for both the experienced manager and those transitioning into new leadership roles. HR staff, branch managers, market presidents and policy makers within your institution are also highly encouraged to attend! Session topics include:

- Management Basics
- Conflict Resolution & Employee Corrective Action
- Workplace Harassment
- Management of Leave Requests
- Accommodation Requests Under the ADA
- Workplace Policies & Handbooks

## BARETT SCHOOL OF BANKING SESSIONS



**ICBND's alliance with Barret School of Banking provides many educational opportunities including:**

- Ag Lending 201– TBD dates and On-Demand Session
- Barret Graduate School– May 21-26, 2023
- Building Sales Culture– On-Demand Session
- Commercial Lending Academy—March 20-24, 2023 and On-Demand Session
- Consumer Lending Academy: On-Demand Session
- Understanding Bank Profitability– TBD dates and On-Demand Session



# 2023 ICBND ADVERTISING

VISIT [WWW.ICBND.COM](http://WWW.ICBND.COM) FOR MORE INFORMATION

## COMMUNITY BANKER NEWSLETTER



### 2023 ADVERTISING OPPORTUNITIES

#### CONNECT WITH LOCAL COMMUNITY BANKERS

The Independent Community Banks of North Dakota “Community Banker” newsletter allows your advertisements to be seen by top Community Bankers in North Dakota.

Each issue of the “Community Banker” is distributed to over 800 recipients which include ICBND member bank presidents, CEOs and employees along with the numerous associate members. The newsletter engages its members with leading industry news, community banking updates on federal and legislative levels, educational events and opportunities, member recognition, as well as ICB Purchasing Exchange and ICB Card Services news and updates.



Advertising in the “Community Banker” can help grow your business and create lasting relationships with business professionals in the banking industry. For more information and to place an order for advertising email [info@icbnd.com](mailto:info@icbnd.com)



701-258-7121



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



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



# 2023

## COMMUNITY BANKER NEWSLETTER ADVERTISING FORM



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

Contact Name \_\_\_\_\_

Title \_\_\_\_\_

Email \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_

☐ Invoice Full Amount \$ \_\_\_\_\_ cost/year

☐ Invoice after each Issue \$ \_\_\_\_\_ cost/issue

Signature \_\_\_\_\_ Date \_\_\_\_\_

### ICBND Member Pricing

AD SIZE	1 ISSUE	3 ISSUES	6 ISSUES
1/4 Page	\$220 <input type="checkbox"/>	\$510 <input type="checkbox"/>	\$865 <input type="checkbox"/>
1/2 Page	\$330 <input type="checkbox"/>	\$760 <input type="checkbox"/>	\$1295 <input type="checkbox"/>
Full Page	\$550 <input type="checkbox"/>	\$1265 <input type="checkbox"/>	\$2145 <input type="checkbox"/>
Back Cover Full Page	\$650 <input type="checkbox"/>	\$1800 <input type="checkbox"/>	\$3000 <input type="checkbox"/>

### ICBND NON-Member Pricing

AD SIZE	1 ISSUE	3 ISSUES	6 ISSUES
1/4 Page	\$520 <input type="checkbox"/>	\$810 <input type="checkbox"/>	\$1165 <input type="checkbox"/>
1/2 Page	\$630 <input type="checkbox"/>	\$1060 <input type="checkbox"/>	\$1595 <input type="checkbox"/>
Full Page	\$850 <input type="checkbox"/>	\$1565 <input type="checkbox"/>	\$2445 <input type="checkbox"/>
Back Cover Full Page	\$950 <input type="checkbox"/>	\$2000 <input type="checkbox"/>	\$3300 <input type="checkbox"/>

### PLEASE CHECK 2023 ISSUE DATES

Jan/Feb	<input type="checkbox"/>
March/April	<input type="checkbox"/>
May/June	<input type="checkbox"/>
July/Aug	<input type="checkbox"/>
Sept/Oct	<input type="checkbox"/>
Nov/Dec	<input type="checkbox"/>

**Deadline:** Closing date for display ad copy is the 15th of the issue month. Example, For the March/April issue, the deadline would be March 15th.

**Payment Terms:** Billed pricing is subject to change at any time. Payment is due within 30 days from the invoice date. Prepaid pricing will be locked into prices shown.

**Back  
Cover  
Full  
Page**

8 1/4" x  
10 5/8"

**Full  
Page**

7 1/2" x  
9 3/4"

**Half  
Page**

7 1/2" x  
4 3/4"

**Quarter  
Page**

3 5/8" x  
4 3/4"

**AD SIZES**

Submission of the necessary information may be done by emailing a copy of your ad to [info@icbnd.com](mailto:info@icbnd.com)  
 Electronic Files: Preferred .jpg Acceptable: .pdf \*If you cannot provide an electronic file, please call 701-258-7121.  
 If you have any questions, or for more information, please call the ICBND office (701) 258-7121.

**Joint Liability:** Publisher reserves the right to hold advertiser and/or its advertising agency jointly and severally responsible for such monies as is due and payable to publisher. Advertiser shall be entitled to no damages for advertisements placed incorrectly within the newsletter, but shall be entitled to reimbursement on any payments made in excess of that which should have been required for placement of the advertisement as printed. Publisher reserves the right to reject any advertisement; censor copy, change border rules, and repeat last previous copy published which will fill space ordered when change of copy is not received before the closing date. Preferred position contracts are not cancelable. Other contracts may be canceled by advertiser or agency on 3 days written notice and payment in full including the difference between contract rate and the short rates as earned by the insertions used.



701-258-7121



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



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



# 2023 ICBND CONVENTION

VISIT [WWW.ICBND.COM](http://WWW.ICBND.COM) FOR MORE INFORMATION

## 55th Annual ICBND Convention

### 2023 Sponsorship Application

August 6-8, 2023 – Bismarck Hotel & Conference Center, Bismarck, ND

Benefits of Sponsorship	PLATINUM	GOLD	SILVER	BRONZE
	\$7,500 - Above	\$5,000-\$7,499	\$2,000-\$4,999	\$500-\$1,999
Recognition in the Convention Issue of the Community Banker	✓ Listing with logo	✓ Listing only	✓ Listing only	✓ Listing only
Recognition in the Convention Brochure	✓ Listing with logo	✓ Listing only	✓ Listing only	✓ Listing only
Listing on the Sponsorship Sign	✓ Listing with logo	✓ Listing only	✓ Listing only	✓ Listing only
Listing on the Convention Event Sign	✓ Listing with logo	✓ Listing only	✓ Listing only	✓ Listing only
Verbal recognition at event	✓ Verbal recognition and introduction of representatives	✓ Verbal recognition only	✓ Verbal recognition only	✓ Verbal recognition only
Free Golf Registration	✓ Three (3) Free Golf Registration	✓ Two (2) Free Golf Registration	✓ One (1) Free Golf Registration	
Free Full Convention Registration	✓ Three (3) Free Full Convention Registrations	✓ Two (2) Free Full Convention Registrations		
Discount on Exhibit Booth	✓ FREE 8 x 10 booth			

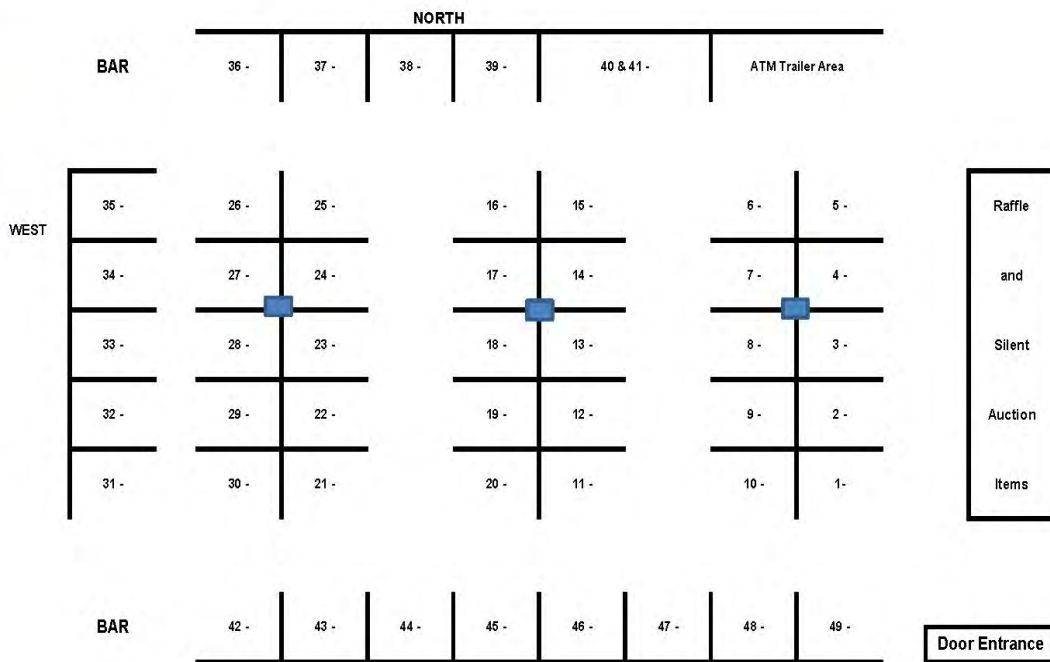
☒ COUNT US IN for \$ \_\_\_\_\_ [amount] I would like to sponsor the following event(s):

In order to process your application, all of the information listed below must be completed [please print or type]. Logos, if applicable, should be sent electronically in a "JPEG" format to: [jessiep@icbnd.com](mailto:jessiep@icbnd.com). **Please return with check payable to:** Independent Community Banks of North Dakota, Attn: Jessie Pfaff, PO Box 6128, Bismarck, ND 58506.

Contact Name				Contact Title	
Company					
Address					
City		State		Zip Code	
Phone			Email		

# ICBND 55<sup>TH</sup> ANNUAL CONVENTION

## Exhibit Map



Grand Pacific/Lanbom

# COMMUNITY BANKS: YOUR COUNTRY NEEDS YOU!

## AUGUST 6-8, 2023

**BISMARCK HOTEL & CONFERENCE CENTER  
BISMARCK, ND**





**ICBND 55<sup>TH</sup> ANNUAL CONVENTION**



**COMMUNITY BANKS:  
YOUR COUNTRY NEEDS YOU!**

**AUGUST 6-8, 2023**

**BISMARCK HOTEL & CONFERENCE CENTER  
BISMARCK, ND**

