CommonCENTS is a weekly e-newsletter that keeps you informed of current organization activities and community banking news, delivered to your email inbox every Friday.

Is everyone at your bank receiving CommonCENTS? If not, send a list of the names and email addresses that you would like added to the recipient list to klee@cbiaonline.org.

If you would like to submit news and events from your bank for inclusion in the weekly e-newsletter, please contact Krissy Lee at klee@cbiaonline.org.

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Want To Attend A Webinar?

Click MORE INFO for a full description or to register for the webinars shown here.

Visit cbiaonline.org for details on CBI webinars and other events, or call us at 515.453.1495 for more information.
UPCOMING EVENTS

MAR. 29  CBI Legislative Reception  REGISTER
MAR. 30-31  15th Annual LOT Conference  REGISTER
APR. 11  SHAZAM Conference  REGISTER
APR. 13  Iowa Division of Banking Day with the Superintendent
APR. 22-29  Money Smart Week  MORE INFO
APR. 30-MAY 3  ICBA Capital Summit  REGISTER
JUNE 1  CBI Peer Connection Forum  MORE INFO
JULY 19-21  CBI 46th Annual Convention  MORE INFO

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15th Annual Leadership Development Conference
March 30-31, 2017
Marriott Downtown - Des Moines

For more information and to register, visit cbiaonline.org

Featured Speakers

Ron Hansen
Superintendent
Iowa Division of Banking
Chairman & CEO
Liberty Trust & Savings Bank

Dave Roederer
Director
Iowa Department of Management

Trevor Ragan
Leadership Workshop
Speaker - "Train Ugly"
“Growth Mindset vs. Fixed Mindset”

Steve Chapman
Former President & CEO
Ruan Transportation Management

Session:
Presidents’ Panel

Rod Rowland
Landmands Bank
Audubon

Kurt Henstorf
First Heritage Bank
Shenandoah

Tom Bates
County Bank
Sigourney

Session:
"How to Navigate Your Legislator"

Jeff Boeyink
Partner, LS2 Group
CBI Lobbyist
Des Moines

Rep. Chip Baltimore
Congressman
Iowa House
Boone (R-Dist. 47)

Larry Winum
President
Glenwood State Bank - Glenwood

Thank You to the following 2017 Leadership Development Conference Sponsors!

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Farmers State Bank – Yale
Federation Bank - Washington, IA
Iowa Trust & Savings Bank – Emmetsburg

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Roundtable Breakfast Sponsor:
SHAZAM

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– Waterloo
West Bank – West Des Moines

Thank You to the following 2017 Leadership Development Conference Sponsors!
The Leaders of Tomorrow (LOT) is a program created by CBI to enhance the growth, leadership, and networking skills of future banking leaders. LOT also encourages the leadership development of the next generation of community bankers by annually presenting two scholarships to deserving high school seniors. The winning students will each be awarded a $1,000 scholarship. Applicants will be evaluated on character, academics, community involvement, and essay content.

Requirements - All applicants must:
• Work at or have a parent, grandparent, or guardian who works at a bank that is a CBI member (secondary relatives such as siblings, aunts/uncles or cousins are not eligible);
• Write a brief, one-page essay detailing what role community banks play in their hometown;
• Submit a copy of high school transcript and indicate class rank;
• Submit letters of recommendation from two non-relatives;
• Include all community or extra-curricular activities they participated in;
• Complete and return the scholarship application.

If you have a child, grandchild, or an employee who will be graduating high school this spring, please encourage them to apply to the LOT Scholarship Program. All applications must be postmarked by May 1, 2017. Or, apply online at cbiaonline.org. For more information, call CBI at 515.453.1495 or email Krissy Lee at klee@cbiaonline.org.

Support the Future of Community Banking in Iowa

Nominate a Graduating High School Senior for the LOT Scholarship Program

The LOT Scholarship Program is a program created by CBI to enhance the growth, leadership, and networking skills of future banking leaders. LOT also encourages the leadership development of the next generation of community bankers by annually presenting two scholarships to deserving high school seniors. The winning students will each be awarded a $1,000 scholarship. Applicants will be evaluated on character, academics, community involvement, and essay content.

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• Work at or have a parent, grandparent, or guardian who works at a bank that is a CBI member (secondary relatives such as siblings, aunts/uncles or cousins are not eligible);
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Sponsor the 2017 Money Smart Week Poster Contest At Your Bank
Marketing Kit Available Now

Since 1999, Community Bankers of Iowa has hosted the Money Smart Week Poster Contest as part of Community Banking Month festivities in April and the Money Smart Week campaign (this year, April 22-29, 2017), hosted by the Federal Reserve Bank of Chicago to increase financial literacy among children. Once again, it’s time to encourage schools and students in your communities to participate!

From now until April 22, students in 2nd through 6th grades may create a poster and return it to their local participating community bank. Poster designs should answer the theme question “Why is it important to know about money?” Judging criteria include creativity, message, and depiction of the theme.

Three prize places will be awarded: Grand Prize - a $600 Certificate of Deposit, 2nd & 3rd Places - each a $300 Certificate of Deposit (up last year from $500 and $200 respectively). The prize CDs will be set up by the bank who submitted the winning posters, but will be funded by the CBI Education Foundation.

To assist you in sponsoring the Poster Contest in your area, download CBI’s Money Smart Week Poster Contest Marketing Kit. This kit includes rules and guidelines flyers, display posters, poster entry labels, a sample press release for local community media, and more. To download marketing materials, visit our website at cbiaonline.org – look for “Money Smart Week Poster Contest” under the Events tab.

Teachers, parents and students should bring their completed poster entries to your participating bank branches in time to be displayed in your banks during Money Smart Week, April 22-29. Participating community banks should submit all poster entries to the CBI office for judging by Friday, May 5, 2017. All poster entries MUST have a completed poster entry label affixed to the back of the poster to be eligible—no exceptions! (Note: all posters submitted for judging cannot be returned.)

CBI will announce the 2017 Money Smart Week Poster Contest winners by May 15, 2017. If you have further questions, contact Krissy Lee at 515-453-1495 or klee@cbiaonline.org.
The debate over regulating the payments industry has become more important than ever with vigorous activity around regulatory rollback and repeal. Preventing price fixing and regulatory overreach in the banking profession are important considerations, but preserving the interest of community banks and credit unions should be at the heart of the debate.

In recent weeks, rhetoric supporting the idea that efforts to repeal Dodd-Frank should include a complete repeal of The Durbin Amendment has dominated the news. Much of the chatter is focused on pricing controls imposed under Durbin, with no consideration or little understanding of the second unaffiliated network requirement provision and prohibition on routing restrictions, which protects competition in the debit payments market.

What bankers know, and some of the op-ed authors have forgotten, is the best way to keep your costs in check is to make sure there is healthy competition between providers. The two unaffiliated network requirement and prohibition on routing restrictions do exactly that. They preserve the right to choice and flexibility for both bankers and merchants, and diminish influence that entities with significant market power would leverage to create longer-term damage in the market.

It is simply not true to suggest routing choice is only a benefit to merchants. The contention that merchants hold the only choice in routing a transaction falls apart when one simply turns over their debit card to see, plainly, it’s the bank or credit union that chooses its network partners.

So, what happens if that choice for the banks and credit unions is taken away? Without routing choice, smaller institutions, in particular, have no protection against punitive fees or costly brand mandates, and they will see costs go up sharply. That erodes interchange profit and creates a payments ecosystem where innovation is stifled.

The introduction of chip cards and tokenization like ApplePay™ or SamsungPay™ have, virtually overnight, inserted proprietary technology into what was an open, standards-based payments system. After the initial rollout of chip clearly showed undue influence of routing; the Federal Reserve had to step in and clarify rules to ensure compliance with the law.

What may be most puzzling is the effort by some to dismiss the safest transaction in the entire system, the PIN-based debit transaction. Globally, the largest networks extoll the security benefits of PIN, and advocate its use. One has to ask, then, “Why would anyone argue that PIN is harmful to community financial institutions and to consumers here in the U.S.?”

As a network and processor owned by community banks and credit unions, SHAZAM isn’t supportive of government price controls, even though most of our participants aren’t affected by Durbin’s interchange caps. However, we feel it’s critical community banks and credit unions maintain the benefit that comes from the requirements there be at least two unaffiliated routing choices for debit transactions along with the prohibition on routing restrictions.

The competition in the U.S. for debit processing services has allowed for innovation over the last 40 years. In addition, it serves as one of the last lines of defense for community financial institutions to have choice and flexibility, and enables their participation in electronic payments.

If the protection provided by Durbin is lost, the bank or credit union in your hometown may be significantly harmed. The dual-routing requirement and prohibition on routing restrictions in the Durbin Amendment protect the entire ecosystem from falling victim to those whose only motivation is their own bottom line.

Paul Waltz is President and CEO of CBI Endorsed Member SHAZAM Network. For more information visit www.shazam.net.
Reward Those Who Serve
Nominate an Iowa Community Banker for the Robert D. Dixon Founders’ Award

Over the last 46 years the leadership of CBI has provided direction, support, and guidance to your association. Without them, the spirit of the original founders would not have resulted in the useful organization serving you today. Each summer, we take a moment to honor one of those leaders with the Robert D. Dixon Founders’ Award, recognizing a community banker that has not only modeled the best in community leadership, but also in service to the community banking industry.

It is now that time for community bankers across the state to enter nominations for this prestigious award. Please take a moment to think about the bankers you have known who have demonstrated devotion, leadership and involvement with the community banking industry and CBI, and suggest someone for recognition this year.

The Robert D. Dixon Founders’ Award is an honor that will be recognized at a ceremony at CBI’s 46th Management Conference and Annual Convention, July 19-21, 2017 in Okoboji. The honoree will be featured in an issue of CBI’s weekly e-newsletter CommonCENTS, and the August edition of the Community Banker Update.

Make your nominations by May 22, 2017. The nomination form can be completed online and is found on the CBI website at cbiaonline.org, under “About CBI” and “Robert D. Dixon Founders’ Award”. There you may also download forms and submit to the CBI office by Mail: 1603 22nd St Suite 102, West Des Moines, IA 50266; by Fax at 515.453.1498; or by Email at dcaris@cbiaonline.org.

Please note that only CBI members are eligible to nominate for or to receive the Founders’ Award. Contact 515-453-1495 with questions.

Previous Robert D. Dixon Founders’ Award Recipients:

- 2015 - Robert J. Dixon
- 2015 - Marti Rodamaker
- 2014 - Steve Lane
- 2013 - Dale Torpey
- 2012 - C.E. Walsh
- 2011 - Kurt Henstorf
- 2010 - Larry Winum
- 2009 - James Brown
- 2008 - Harold Harms
- 2007 - Steven Tscherter
- 2006 - Arnold C. Schulz
- 2005 - O. Jay Thomson
- 2004 - Ollie Hansen

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CBI’s **Peer Groups** promote the exchange of information and ideas in a confidential and non-competitive environment, and create a network of industry professionals with similar experiences where you can ask questions and share best practices.

CBI provides administrative assistance including meeting details, speaker resources, and other expertise to the following functional, non-competitive peer groups:

- **Human Resources Peer Group**: This group covers topics such as employee incentive programs, HIPPA, interviewing, job descriptions, and performance reviews.
- **Marketing Peer Group**: Bring your experiences with imaging campaigns, incentive programs, branding, target marketing, websites/social media and more.
- **Operations Peer Group**: Audits, core systems, disaster recovery, information security issues, and IT exams are among issues dissected in this group.
- **Lending Peer Group**: Join this group to give your input on consumer credit, loan structure, documentation and review, mortgage markets, regulatory compliance concerns and other issues important to lenders.
- **NEW!! Retail Peer Group**: This newly formed peer group will discuss the retail banker’s responsibilities like account creation and management, developing business contacts, services promotion, financial advising and customer relationship management.

The ultimate goal of these forums is to help participants grow both professionally and personally and to improve the performance of their banks. Becoming a peer group member gives you access to insider information on what is (and is not) working in the banking industry in Iowa.

If you would like more information on any of CBI’s Functional Peer Groups, visit our website or contact us at 515.453.1495 or cbia@cbiaonline.org.

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**Get more information on all CBI Peer Groups by visiting cbiaonline.org.**

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— Ben Dvergsten, President, Security Trust and Savings Bank of Storm Lake

Security Trust and Savings Bank of Storm Lake is a large community bank headquartered in Storm Lake, IA. Chartered in 1908, the bank has grown to 20 employees and $200M in assets.
Contribute to the CBI Education Foundation by Taking Advantage of Special Storey Kenworthy Pricing!

Did you know? Endorsed Member Storey Kenworthy is CBI's Official Office Products Supplier. Now in our 6th year of partnership, Storey Kenworthy provides CBI members discounted pricing on hundreds of everyday office supplies and will create custom pricing programs for the items you use most. Best of all, a percentage of your purchases are given back to CBI to support our programs and services.

What does this all mean for you? As part of an ongoing commitment to our members, we are pleased to announce a special opportunity that is exclusive to CBI Members. Until March 31, 2017, Storey Kenworthy has committed a $25 donation to the CBI Education Foundation for every CBI member that is not a current customer and that allows Storey Kenworthy to provide a complimentary cost comparison of your current office supply program. Should you then choose to do business with Storey Kenworthy, you will receive $25 off your first order of $150 or more and they will donate an additional $25 to the Foundation!

Storey Kenworthy is a local, family-owned business that has been in Iowa for over 80 years. With ten locations statewide, Storey Kenworthy is able to provide you fast, free delivery on supplies with no minimum order required.

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We strongly encourage you to take advantage of this limited time offer to see all of the benefits Storey Kenworthy can provide for your bank. Contact Jessica Bartels at jbartels@storeykenworthy.com or 515-558-6059 for more details and how you can get started. And thank you for your continued support of the CBI Education Foundation!

Join the Discussion at CBI's Peer Connection Forum

June 1, 2017
Scheman Building - Ames, IA

CBI's Community Banking Peer Connection Forum is a learning, networking and discussion event for everyone staffing and supporting Iowa's community banks. This one-day event will feature educational sessions on issues important to community bankers and staff in the following functional groups:

- Marketing
- HR
- Operations
- IT
- Compliance
- Lending

LEARN MORE AT CBIAONLINE.ORG

Would you like to make a tax deductible donation to help ensure the future of community banking in Iowa?

Click here for more information or to download the Brochure and Donation Form.
April 2017 is Community Banking Month in Iowa. A nationwide celebration, Community Banking Month recognizes the many contributions community banks make to their customers and communities each and every day. Spread the word about what makes local businesses and your bank an integral part of your community and encourage your customers to Go Local!

Have you heard of “Go Local?”
The Go Local campaign was launched in October 2011 with people encouraging others to purchase local food and eat at restaurants that use local food sources. Since then, the program has celebrated many milestones and continues to grow in popularity and geographic reach. The movement has since spread to small businesses of all kinds.

Through the Go Local initiative, CBI strives to provide community bankers with access to resources and information to help them sustain their own community’s Go Local campaigns. With tips on partnering with local restaurants and small businesses, the Go Local initiative can have broader benefits than just generating business for the community banker. Go Local keeps business in the local community, generating revenue for small businesses, creating jobs and instilling a sense of community in all those who participate.

There are numerous ways to promote Community Banking Month and make your bank shine throughout April:

- **Use “Go Local”** as a way to open a conversation with new small businesses in town. By doing so, you can help differentiate your community bank from other financial institutions in your area.

- **When engaging in social media,** be sure to use the #BankLocally and #GoLocal hashtags to be a part of the conversation.

- **Offer to do an information session** for local prospective entrepreneurs who are interested in starting a small business. Outline how the application process works and how community banks like yours have the local expertise to help them get started.

- **Partner with the local chamber of commerce** or county government, hold a small business forum to help connect successful local small businesses with start-ups.

- **Partner with the local chamber of commerce** to host “Go Local” mixers to help connect small business owners with local providers to reward customers who shop locally.

- **Profile your small business customers** in your local advertising. Demonstrate that you are making a real difference in the community by supporting local small businesses.

- **Work with your small business customers** to host guest blog posts where you can share content and speak to new audiences on your blog as well as theirs.

- **Set up a place in your lobby** to highlight local small businesses your bank supports.

- **Have a contest** to encourage your consumer banking customers to use as many local merchants as possible. Offer prizes supplied by the small business owners.

- **Tie in new products and services.** While you are promoting Community Banking Month, include new services or products available to customers.

- **Share your bank’s “fascinating facts”**. Tell everyone what makes community banks like yours great. Print trivia about your bank or community banking so your customers can see the facts.

CBI offers more ideas in our Community Banking Month Marketing Toolkit to help you jump start your Community Banking Month and Go Local campaigns. Containing talking points, celebration and marketing ideas, social media tips, sample radio ads and more, the Toolkit is a great way to spread the word about the importance of community banks. Download it here.

No matter how you celebrate Community Banking Month, share your story with us! Enter CBI’s Community Banking Month Best-of-the-Best Competition [see opposite page] and show all of Iowa how your bank is supporting your community, spreading the community banking message and Making A Difference on Main Street!

Show Your Support
Go Local logo window clings are available to help you promote going local in your community. The clings are offered at no charge to CBI members. And while you’re at it, make sure you have your 2017 CBI Member decal proudly displayed as well!

To request Go Local or 2017 CBI Member window clings, email cbia@cbiaonline.org or call 515.453.1495.
How will your bank celebrate Community Banking Month and spread the “Making A Difference On Main Street” message? Enter CBI’s 2017 Best-of-the-Best Competition and let us know. Your bank could win a year of bragging rights and a pizza party for staff!

To enter, send us your photos, tweets, activities and whatever else tells us how your bank celebrated Community Banking Month in April, along with a completed 2017 CBI Best-of-the-Best Competition entry form. All submissions are due to the CBI office by May 12, 2017.

The winning bank will be announced and honored at the Kickoff Reception during our 46th Annual Convention in Okoboji in July, and will also be featured in the August edition of Community Banker Update and the CommonCENTS newsletters.

For more information, visit cbiaonline.org and check out Community Banking Month under the Events header.

Show us your photos, tweets, facebook posts, videos, pins...everything that tells us how your bank hosted Community Banking Month festivities. And remember...make sure to enter by May 12!

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The economic reset continues to ripple through the agriculture industry and rural America. The duration is uncertain as the economics appear to be trolling along the bottom. To compound matters, uncertainty in NAFTA, international relations and currency trades only elevate the level of risk for agriculture. A few years ago, a well-respected CEO of an agricultural lending institution said that strong lenders and lending institutions must follow the three C’s of credit: Be conservative in the good times, be courageous in the tough times and be consistent all the time. Well, given the current economic dynamic, now is a good time to examine what it means to be courageous.

**Teacher, Coach, Facilitator**

There are three characteristics required to be a courageous agricultural lender. First, many agricultural lenders may have the opportunity to be a teacher. It is quite likely that lenders will be called upon to explain difficult financial situations, outline options, alternatives, as well as possible outcomes. Courageous lenders must adapt to the customer’s comfort level with complex financial metrics and overall grasp of business financials.

Next, the role of a courageous agricultural lender will mirror coaching, at least in some ways. Yes, this includes encouragement and positive motivation. An understanding of the customer’s goals is critical. Lenders must also get to know the family, partners and other business relationships that could impact the bottom line. However, and perhaps most importantly, courageous agricultural lenders may need to show some “tough love” both in their assessment of the business and counsel to the customer. In other words, a good coach is firm with the team and players when warranted.

Finally, a strong agricultural lender serves as a good facilitator for the customer. Often, lenders must examine options and alternatives in order to customize the best possible outcome for a customer. Courageous lenders do not think in terms of a “cookie-cutter” approach. In fact, there may be situations where a lender utilizes a competitor’s offer to achieve the best solution for an individual customer’s needs.

**Denial**

The most difficult aspect of the job of a courageous agricultural lender is denying the request of a customer. Nevertheless, even when denying an account, the job of a courageous lender is not done. Perhaps there is an alternative solution with another institution which the lender could offer. At the very least, a courageous lender will outline suggestions for improvement or feedback on the customer’s current plan. One never knows, the customer could make adjustments and become eligible for future credit.

**Candid Communication**

A strong agricultural lender must be candid and transparent with the customer. In today’s economic environment, lenders often conduct burn rates on working capital. With no change in business strategy, this shows the customer how long it would take to burn through core equity, which is often in land. Sometimes this type of candid approach will upset the customer, but keep in mind that land and other accumulated wealth is commonly the retirement program for producers, which makes its preservation very personal. However, if a producer is on the road to financial ruin, a courageous lender speaks up. It can be a delicate and difficult situation, but some lenders have stories of irate producers that returned years later with a message of thanks. Candid communication from a courageous lender may just change the direction of a course otherwise headed for destruction.

**Teamwork**

The courageous lender and institution work well as a team. For example, the relationship officer works well with the back office analyst and those in charge of the processing paperwork are prompt and accurate. An attribute of the courageous institution is the commitment of the board and management teams to the industry through the economic cycles. The recent commodity super cycle attracted new lenders, producers and investors. On the lending side, the exit of many of these newly attracted lenders has created somewhat of a void, especially as the industry needs courageous lenders. In a courageous institution the Board of Directors should be reflective of the customer base. Around the country, many Board Directors continue to show their commitment to the industry by incorporating more women, minorities and younger members to match the changing demographics of agriculture.
**Lifelong Learning**
The courageous agricultural lender and institution are committed to lifelong learning. They are careful not to cut training and education during tough times. A strong institution is committed to training the new generation as well as the more experienced and seasoned staff.

A courageous agricultural lender is invested in education for his or her customers. Many institutions host educational programs for young and beginning farmers and ranchers. These opportunities develop the skills base needed to be successful in challenging economic environments. Education benefits the entire industry so it makes sense for a courageous lender to work with other alliances and even competitors to strengthen educational opportunities in quality, location or frequency.

**Quiet**
Finally, courageous lenders are intent listeners. They are astute at assessing communication styles and dynamics, and are respected and networked in the community. They are not overly dependent on technology, yet keep up on its progress and capabilities in the industry. In short, a courageous lender understands the value of human connection, which many times requires saying nothing. At the end of the day, one factor that becomes the real difference-maker is perspective. Courageous lenders and institutions, and those that operate by the 3 C’s of credit see the cup half-full instead of half-empty. They exhibit strong character and always take the high road. Whether it is education, tough love, listening or coaching, today’s economic times call for courageous agricultural lenders and institutions.

**Management Tip:**
While we focused on the courageous agricultural lender and institution, tough times also require courageous customers as well. Do they exhibit a courageous type of business mentality? Remember that success in any economic cycle requires working side-by-side. ■

*Farmer Mac is a vital part of the agricultural credit markets and was created to increase access to and reduce the cost of capital for the benefit of American agricultural and rural communities. Dr. Kohl serves as Professor Emeritus, Agricultural and Applied Economics at Virginia Tech, and writes "Dave's GPS", a regular newsletter on Ag economy for Farmer Mac. For more information on CBI Affiliate Member Farmer Mac, visit [www.farmermac.com](http://www.farmermac.com).*
Need a speaker for your next event or seminar? CBI has done the research for you! The 2017 CBI Speakers Bureau Guide, a comprehensive list of over 100 experts on community banking industry issues, has been compiled to assist you in finding that perfect presenter. This valuable resource contains contact information for each speaker, presentation topics, and more.

The CBI Speakers Bureau Guide is available EXCLUSIVELY to CBI members! For your convenience, the 2017 CBI Speakers Bureau Guide is completely digital and free of charge.

To download the 2017 CBI Speakers Bureau Guide, submit your request by filling out the form on our website. The file will automatically download, in Excel spreadsheet format. (Sorry, we cannot provide the Guide in any other format).

Get your copy of the 2017 CBI Speakers Bureau Guide today! For more info on the CBI Speakers Bureau or how to become a presenter, contact Jackie Haley at 515.453.1495 or jhaley@cbiaonline.org.

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Iowa Banking Superintendent Recognizes Students in National Bank Study

Iowa Division of Banking Superintendent Ron Hansen commended students from two Iowa universities, Iowa State University in Ames and Drake University in Des Moines, who will be competing in the 2017 Conference of State Bank Supervisors (CSBS) Community Bank Case Study Competition. Iowa State and Drake are 2 of the 32 colleges entered in the competition.

"The interest in business and economics these students have shown by entering this competition is a testament to the important role community banks play in Iowa's economy," said Hansen. "We are excited to see our state represented on a national stage. I also want the teams to know my colleagues at the Iowa Division of Banking and I will be cheering them on as they compete for this prestigious prize."

The Community Bank Case Study Competition provides first-hand knowledge of the banking industry and the challenges facing community banks to the students. Each team conducts an original case study in partnership with a local bank, evaluating the bank's management and board of directors succession planning.

The team from Iowa State University will be working with First National Bank, Ames, and the team from Drake University will be working with Central Bank, Storm Lake.

The students compete for a chance to have their work published in an academic journal, an opportunity to attend the CSBS-Federal Reserve Community Banking Research Conference, and an academic scholarship. Finalists will be announced in May. For more information on the 2017 Community Bank Case Study Competition, click here.

Hansen was recently re-appointed to his position as Superintendent by Governor Branstad. Pending Iowa Senate confirmation, he will begin his next term May 1.
The Iowa Agricultural Development Division is hosting free Beginning Farmer Workshops throughout the state. The workshops are open to anyone interested in learning more about beginning farmer programs in Iowa.

Each workshop will contain an overview of USDA-Farm Service Agency and Iowa Finance Authority Beginning Farmer Programs. It also includes CBI's Ag Lender panel discussion, a session offering best practices in preparing loan applications, cash flows, financial statements and more.

Find a workshop location near you (click a location date to view the online registration page):

April 4: Kirkwood Community College, Cedar Rapids
June 6: Muscatine Community College, Wilton

For questions, please contact Elizabeth Krugler.
Jeopardy (double entendre) question: What is 2000?

Yes indeed, the supply of debt issued by your favorite agencies has continued to dwindle in total. These bonds have for decades been a staple of well-structured community bank investment portfolios. As your industry’s profitability continues to grow, along with your bank’s footings, this may present some challenges for you portfolio managers out there.

Interestingly it’s not a uniform retreat by all issuers. In fact, several of the more familiar names have been growing. But as supply/demand forces collide to help define fair value, it may be useful to review what was, and is, the market for these instruments so that an informed community banker can make some good decisions on the behalf of his or her financial institution.

**Significant contribution**

It is easy to understand why this investment sector is popular. Agency bonds are simple to analyze, highly liquid, readily pledgeable, and available in virtually any maturity and callable configuration. Did I mention 20 percent risk-weighted? Their yields will of course be higher than a comparable Treasury bond, with the spread being a function of their maturity and call features. At the moment, a five-year agency that can be called in two years has an incremental yield of about 20 basis points (.20 percent) over the curve.

Still, the supply issues coupled with community banks’ growing familiarity with mortgage products and increased need for tax-free income have caused the average bank’s allocation to agencies to shrink. Ten years ago, about 30 percent of a typical community bank portfolio was comprised of these agencies. Today, the number is around 10 percent. Nonetheless, 10 percent of anything is significant.

**In the headlines**

What’s old news at this point is the two housing government-sponsored enterprises’ (GSEs’) status in legal limbo. Technically both Fannie Mae and Freddie Mac are in a conservatorship, and their earnings are being swept into the Treasury coffers to compensate the taxpayers for the risk we assume as stewards. Accompanying the conservatorship is a requirement that both GSEs shrink their mortgage holdings to $250 billion apiece by the end of 2017.

As their mortgages owned have shrunk since 2008, so have their borrowing needs. Freddie Mac, for example, cut its outstanding securitized debt by over $200 billion between 2012 and 2016. Fannie Mae’s debt dropped by almost $300 billion in that time. This is the major cause of the decline in the quantity of agency debt through 2016. (Total outstandings of all agencies for both 2015 and 2016 are just below $2.0 trillion.)

**On the way up**

Other agencies’ borrowing needs are increasing. The largest and most visible is the Federal Home Loan Bank (FHLB) System. This consortium of regional banks makes collateralized loans to “members,” which are mostly FDIC-insured depositories. In large part, loan demand at the members’ institutions determines the size of the advance book of a regional FHLB. The corollary to that is the FHLBs need to borrow most of the dollars required to match-fund the advances.

FHLB debt peaked in late 2007, just as the housing bubble burst. Between 2007 and 2011 advances and debt declined each year. Since then, however, FHLB borrowings have increased by about $300 billion, which partly replaces the falloff in Fannie/Freddie supply.

**Proof in the prices**

Accompanying the shrinkage in the supply of securities was the financial crisis of 2008-2009. As we well know, interest rates were stuck at historic lows for the better part of the last 10 years. Usually, as interest rates decline, the yields on “spread product”—everything except Treasuries—will fall at a slower rate. Stated another way, spreads tend to widen.

That didn’t happen on agencies between 2008 and 2016. And I must say that vindicated my faith in a free-market system in which informed buyers and sellers, and supply and demand, determine prices. The need for, and attractiveness of, these issues meant that prices rose with the benchmark Treasuries even through 500+ basis points of monetary easing.

Agency debt supply seems destined to be stable, but not grow, in the foreseeable future. As we engage a year in what appears to be a rising rate scenario, it will be interesting to see if spreads tighten on agency debt. Since they are still at historic lows, there seems to be little room for further spread shrinkage. These are all arguments for your community bank maintaining a suitable allocation to the government agency sector.
Recognize Your Community Banking Peers
Nominate the Next Up & Coming Community Banker of the Year

Annually the Community Bankers of Iowa’s Leaders of Tomorrow (LOT) group recognizes one community banker whose performance and achievements in banking have earned the respect of his or her peers as the Up & Coming Community Banker of the Year. Now is the time to recognize and nominate an individual in your bank who exemplifies the best of the future of independent community banking! Nominees will be evaluated on their individual achievements in banking, bank performance, and community involvement.

Requirements for consideration include:
• Nominated individuals should exemplify the best in the future of independent community banking and be an integral part of their institution’s leadership plan;
• Nominees must work at a bank that is a member of the Community Bankers of Iowa;
• Nominees should be a member of the Leaders of Tomorrow program (but it is not a requirement).

The Up & Coming Banker of the Year is an honor that will be recognized at a ceremony at CBI’s 46th Management Conference and Annual Convention, July 19-21, 2017 in Okoboji, Iowa. The honoree will be featured in an issue of CBI’s weekly e-newsletter CommonCENTS, and the August edition of the Community Banker Update.

Complete and return the nomination form by May 22, 2017, or make your nominations online. Forms can be downloaded on the CBI website. Submit forms to the CBI office by Mail: 1603 22nd St, Suite 102, West Des Moines, IA 50266; by Fax at 515.453.1498; or by Email at cbia@cbiaonline.org. Contact 515-453-1495 with questions.

Submit nominations online, or download a Nomination Form at cbiaonline.org.

Be Prepared for Upcoming Compliance Changes:
Enroll in the Community Bankers for Compliance Program

Today’s community bank compliance officer is charged with staying current with all the compliance rules and regulations and making sure they are being used effectively within the bank. For 14 years, the Community Bankers of Iowa has partnered with Community Bankers for Compliance (CBC), a program that offers the tools and information needed to implement compliance throughout your bank. The complexity regulatory changes makes it critical that your compliance officer is ready to deal with these changes as they occur.

The CBC program is the most successful and longest running compliance training program in the country and provides up-to-date information on compliance issues and developments in bank regulations, as well as proven techniques for maintaining your in-bank compliance program. Having received approval from regulatory agencies, the program has been instrumental in helping over 2,000 community bankers across the nation develop an increased understanding and ability to deal with regulatory issues.

Annual membership to the CBC Program includes five inter-related compliance services:

1. Live Regulatory Seminars. Two live seminars are provided throughout the year. A detailed manual is provided to each participant.

2. Webcasts - Regulatory Update. Four regulatory update sessions are presented in webcast format on separate days. Each webcast discusses current news and regulatory changes that may have an impact on community banks. Each webcast will be 1.5 hours, including questions and answers. A detailed manual, written in full narrative, will be provided.

3. Monthly Newsletter. The Compliance Update newsletter is sent to program members each month. It provides an update of compliance issues that impact community banks.

4. Compliance Hotline. Members of the program may visit Young & Associates’ website or call their toll-free number for compliance officer questions that arise on a daily basis. This service ensures that your bank is just a phone call away from the information you need in order to answer your compliance questions.

5. CBC Members-Only Web Page. This dedicated web page is reserved for banks that are registered members of the Community Bankers for Compliance Program. In it you will find special and timely information and tools that can be used to enhance the regulatory compliance function at your bank.

For more info or to register for the Community Bankers for Compliance program, visit our website at cbiaonline.org or contact Pretty Patel at 515.453.1495 or ppatel@cbiaonline.org.
How has it been a year already?
Written By: Rebeca Romero Rainey, Chairman of ICBA

Last year, I stood up on the convention stage so excited and humbled to be your ICBA chairman. Since then, it’s been a whirlwind of a year and even more exciting and humbling than I ever thought possible.

I’ve truly loved having the opportunity to visit and speak with so many of you over the past year. The stories that you’ve shared with me have touched my heart—especially the many parents and grandparents who’ve come up to me and said that I’ve been a role model for their sons and daughters who are now considering a career within the family community bank. You have no idea how honored I feel to have helped ensure that your family legacy lives on at your bank, like it has for my grandfather’s bank, my father’s bank, my bank, Centinel Bank of Taos.

Community banking has a bright future because of you—the community bankers who represent it.

Last year on the convention stage in New Orleans, I asked you to tell your story. I asked you to get engaged and advocate for our great industry. You did that. Thank you.

You got engaged and advocated because community banks matter. We know that community banks make a tremendously positive impact in our local communities and beyond. We help Main Street thrive. We help America thrive.

That’s why sharing your story has been so important. We can’t let anyone forget what we do for our customers and our communities, and the impact it has on our local economies. We make a real difference, and that’s why policymakers need to create and promote an environment where community banks can flourish. They need to look at ICBA’s mission statement and make it their priority as they try to unlock the full potential of America’s economic system.

I also want to thank you for your support and encouragement over the past year. Just like family, you have been there for me and provided such inspiration and compassion. You’ve showed the same support to my family, and for that I’m so grateful. Being ICBA chairman has been such an amazing opportunity for me, my family and for our bank. I will never forget this experience and will continue to be grateful for it.

“I want to thank you for your support and encouragement over the past year. Just like family, you have been there for me and provided such inspiration and compassion.”

It has been a blessed year, and you’ve made that possible. Thank you for being community bankers. Thank you for telling your story. Thank you for believing in our industry principles, and thank you for all you do to make community banking the revered industry it is.

I wish you continued success in your career as a community banker and look forward to our paths crossing once again.

Rebeca Romero Rainey is chairman and CEO of Centinel Bank of Taos, in Taos, N.M. Follow her on Twitter at @romerorainey.
Now is an exciting time to be an advocate of regulatory relief. ICBA has released its expanded and more aggressive Plan for Prosperity, and we have receptive audiences in Congress and the White House. The community banking push for an overhaul of our nation’s one-size-fits-all regulation is showing great promise. And before us stands the opportunity to see it through to the end.

Of course, our renewed push for the Plan for Prosperity and commonsense relief is not a new phenomenon. I have spent more than 30 years in the community banking industry and know the enormous effort that our industry has put into taking on overregulation. Indeed, we would not be so well positioned for regulatory relief today without decades of advocacy from our grassroots community banker advocates and full-time staff in Washington.

Community bankers have long advocated banking regulations targeted to our smaller size and traditional, less-complex business model. As relationship lenders with a vested interest in the success of our customers, we have chafed under banking policies designed for the largest and riskiest institutions. This seemingly endless regulatory onslaught has diverted resources from serving our customers and communities, hindered economic growth, and exacerbated industry consolidation.

Over the years we have made progress toward our goals, including FDIC assessment reform, mortgage and call report relief, and the 18-month exam cycle. But these advances come against an ever-rising tide of regulation that has swamped many community banks across the nation. Just as no single rule is fully responsible, no single reform is going to eliminate the burden. What we have long needed is a complete overhaul of our system to ensure tiered and proportionate community bank regulation. And that is exactly what the Plan for Prosperity sets out to accomplish.

ICBA’s multipronged agenda includes a comprehensive list of policies that can be quickly and easily advanced through Congress. It contains reforms to overly complex capital, mortgage, and small-business rules that inhibit access to capital. Further, it would strengthen accountability in bank exams, support cost-benefit analyses of new rules, and address arbitrary agricultural loan concentration limits to further promote lending and innovation.

Now is not the time to rest on our laurels. With our Plan for Prosperity before Congress, and House Financial Services Committee chairman Jeb Hensarling’s (R-Texas) pro-community bank Financial CHOICE Act on track, now is the time to speak up more forcefully than ever before. Now is the time to call on Congress to act, to meet with lawmakers face to face at the upcoming ICBA Capital Summit in Washington, and to ensure comprehensive regulatory relief is signed into law.

We have an excellent opportunity before us, but we cannot afford to look back some day and wish we had done more. We have been fighting too long—too hard—to settle for anything less than total victory.

Following Mr. Fine
More than 1,000 people are following Camden Fine’s tweets @Cam_Fine—are you?
The SHAZAM Forum provides attendees with the industry's latest information and trends so they can make informed choices based on the needs of their financial institution. Power your potential with inspirational speakers, informative sessions and networking events. Knowledgeable experts will enlighten you on topics such as fraud, crime response training, attitude adjustments and more.

Events and activities at the Forum include a SHAZAM facilities tour, tradeshow, networking receptions and a Casino Night.

Keynote speakers include Teresa Payton, former White House CIO, who will give the presentation "Combating Cybercrime in the Financial Services Industry", and Steve Rizzo, a motivational speaker presenting "Get Your Shift Together: How to Enjoy the Process".

Other General and Breakout session topics are:
- "Power Your Fraud Mitigation Potential" - Liz Little, Fraud Consultant - SHAZAM
- "Can the “Big Four” Core Banking Oligopoly Be Broken?" - Alan Buehler, Managing Director, Sales - SHAZAM
- "Internet of Things: Will You be Ready to Support a Device-Driven Future?" - Manish Nathwani, Senior Vice President, Product Development - SHAZAM
- Regulatory Compliance Panel and Roundtable Discussions

Breakout Sessions:
- "SHAZAM Crime Response Training: The Triple Threat" - Mike Burke, Robbery and Crisis Management Consultant - SHAZAM
- "How 'Smart' are Your Emotions?" - Jackie Rolow, EVP and Chief Talent Officer - SHAZAM
- "SHAZAM BOLT$: Soup to Nuts, the Value Continues to Grow" - Daniel Burke and Devin Gale, Product Managers - SHAZAM
- "Partners on Profitability: Reading Your SHAZAM Switch Bill to Determine Savings" - Diana Kern, Senior Trainer - SHAZAM

Registration is now open. For more information and to register, visit www.shazam.net/forum.

A tradition of excellence passed to the next generation.

“When management offered in 1987, I jumped at the chance to attend a school that would enable me to be prepared to be a part of bank management one day. It also created many lifelong friends and colleagues in banking around the state that offers a social network to lean on to get answers when needed.

I'm very proud to mention that my son Adam Parrott, now a vice president in his bank also graduated from the school and I attended his graduation ceremony as the first father/son graduates.

Our bank has sent many other employees to the school that enabled them to become a more vital part of our bank. All my employees come back from the school energized and ready to use the skills learned.”

Doug Parrott, CBS Inaugural Class
SHAZAM’s focused on strengthening community financial institutions by offering choice and flexibility for all your needs including core services and more. Call us today to learn more about SHAZAM.

Now that’s epic.
OMAHA, Neb. – The Creighton University Rural Mainstreet Index remained weak with a reading below growth neutral for the 18th straight month, according to the monthly survey of bank CEOs in rural areas of a 10-state region dependent on agriculture and/or energy.

**Overall:** The index, which ranges between 0 and 100 advanced to 45.8 from 42.8 in January. This is the highest overall index since September 2015.

“Weak farm commodity prices continue to squeeze Rural Mainstreet economies. However, the negatives are getting less negative. Over the past 12 months, livestock commodity prices have tumbled by 9.4 percent and grain commodity prices have slumped by 6.3 percent, both an improvement over last month,” said Ernie Goss, Jack A. MacAllister Chair in Regional Economics at Creighton University’s Heider College of Business.

Only 14.9 percent of bankers reported that their local economy was expanding. Approximately 34 percent indicated their local economy was in a recession with the remaining 51.1 percent indicating little or no economic growth.

According to Todd Douglas, CEO of the First National Bank in Pierre, South Dakota, “What we see in the agriculture industry is that farmers hurt the worst are those who farm small grain crops exclusively.” Douglas indicated operators that diversify in cattle, cattle feeding, hogs and other like type lines, are maintaining, or at least not experiencing as large a drop in net worth.

Farming and Ranching: The farmland and ranchland-price index for February dipped to a frail 33.0 from February’s 33.7. This is the 39th straight month the index has languished below growth neutral 50.0.

Bankers indicated that farmland prices in their area had declined by an average of 5.1 percent across the region over the past 12 months.

OMAHA, Neb. – The Creighton University Rural Mainstreet Index remained weak with a reading below growth neutral for the 19th straight month, according to the monthly survey of bank CEOs in rural areas of a 10-state region dependent on agriculture and/or energy.

**Overall:** The index, which ranges between 0 and 100 slipped to 45.3 for March from 45.8 in February. The last time the overall index was at or above growth neutral was August 2015.

“What weak farm commodity prices continue to squeeze Rural Mainstreet economies. Over the past 12 months, livestock commodity prices have tumbled by 6.6 percent and grain commodity prices have slumped by 0.9 percent. Thus, year over year price changes remain negative, but are now less negative than several months ago,” said Ernie Goss, Jack A. MacAllister Chair in Regional Economics at Creighton University’s Heider College of Business.

But there was a great deal of variability across the 10-state region. For example, Scott Twesksbury, president of Heartland State Bank in Edgeley, North Dakota reported, “Record 2016 crop yields have enabled most crop based farms to have a good economic year in our area, but concerns remain over projected profitability for 2017.

**Farming and Ranching:** The farmland and ranchland-price index for March dipped to a frail 33.0 from February’s 33.7. This is the 40th straight month the index has languished below growth neutral 50.0.

On average, bankers reported an average cash rent for cropland of $212 per acre, which is down 16 percent from last year.

According to Pete Haddeland, CEO First National Bank in Mahnomen, Minnesota, “Land rents in our area are working their way down.”

The March farm equipment-sales index increased to a still very weak 22.0 from 20.5 in February. This marks the fifth straight month that the reading has advanced.

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**February 2017 Survey Results at a Glance:**
- The overall index, while remaining below growth neutral, rose to its highest level since September 2015.
- More than one-third of bank CEOs reported their local economy remains in an economic downturn. Only 14.9 percent of bankers indicated their local economy was expanding.
- On average, farmland prices have declined by 5.1 percent over the past 12 months.
- Approximately 73.9 percent of bankers expect agriculture-equipment sales to continue to decline in their area over the next year.
- More than one-third of bank CEOs report that property taxes are a major economic problem for farmers in their area.
- Almost one-third of bankers expect that farmland prices will continue to fall in 2017.
- Average annual cash rents for crop acreage was $211 per acre, which is down 16 percent from last year according to bank CEOs.
- More than seven of 10 bank CEOs expect farmland prices to continue to decline in 2017.
- Almost one in six bankers expect such defaults to expand by more than 10 percent.

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**March 2017 Survey Results at a Glance:**
- The overall index fell below growth neutral for the 19th straight month.
- Rural Mainstreet businesses, not directly linked to farming, expanded employment for the month.
- Average annual cash rents for crop acreage was $211 per acre, which is down 16 percent from last year according to bank CEOs.
- More than seven of 10 bank CEOs expect farmland prices to continue to decline in 2017.
- Almost one in six bankers expect such defaults to expand by more than 10 percent.
Tables 1-3 summarize survey findings  
(click each table to view larger):

### Table 1: Rural Mainstreet Economy February/March 2017: One Year Ago and Last Two Months  
(index > 50 indicates expansion)

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Area economic index</td>
<td>37.0</td>
<td>40.2</td>
<td>42.8</td>
<td>45.8</td>
<td>45.3</td>
</tr>
<tr>
<td>Loan volume</td>
<td>48.9</td>
<td>70.7</td>
<td>52.4</td>
<td>50.1</td>
<td>58.4</td>
</tr>
<tr>
<td>Checking deposits</td>
<td>44.6</td>
<td>53.3</td>
<td>71.9</td>
<td>68.1</td>
<td>56.0</td>
</tr>
<tr>
<td>Certificates of deposit and savings instruments</td>
<td>39.8</td>
<td>39.1</td>
<td>43.9</td>
<td>46.8</td>
<td>47.6</td>
</tr>
<tr>
<td>Farmland prices</td>
<td>29.8</td>
<td>22.8</td>
<td>33.8</td>
<td>33.7</td>
<td>33.0</td>
</tr>
<tr>
<td>Farm equipment sales</td>
<td>11.3</td>
<td>6.7</td>
<td>16.7</td>
<td>20.5</td>
<td>22.0</td>
</tr>
<tr>
<td>Home sales</td>
<td>51.1</td>
<td>55.8</td>
<td>52.5</td>
<td>57.8</td>
<td>56.2</td>
</tr>
<tr>
<td>Hiring</td>
<td>48.9</td>
<td>51.2</td>
<td>52.5</td>
<td>54.3</td>
<td>59.6</td>
</tr>
<tr>
<td>Retail business</td>
<td>37.0</td>
<td>35.6</td>
<td>39.1</td>
<td>45.8</td>
<td>41.5</td>
</tr>
<tr>
<td>Confidence index (area economy six months out)</td>
<td>30.4</td>
<td>30.1</td>
<td>42.7</td>
<td>45.7</td>
<td>47.5</td>
</tr>
</tbody>
</table>

### Table 2: Rural Mainstreet Economy  
February 2017  
(Percentage of bankers reporting)

<table>
<thead>
<tr>
<th>How would you describe the economy in your area?</th>
<th>Deep recession</th>
<th>Modest downturn</th>
<th>Little or no economic growth</th>
<th>Modest economic growth</th>
<th>Strong economic growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.1%</td>
<td>31.9%</td>
<td>51.1%</td>
<td>14.9%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Significant reduction in sales</td>
<td></td>
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<td></td>
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<tr>
<td>In terms of agriculture equipment sales for dealers in your area for the next year, what do you expect?</td>
<td>32.5%</td>
<td>41.3%</td>
<td>21.7%</td>
<td>4.3%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Decreased</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>What has been the change in the price of an acre of crop land in your area over the past year?</td>
<td>17.0%</td>
<td>63.8%</td>
<td>8.5%</td>
<td>8.5%</td>
<td>2.1%</td>
</tr>
<tr>
<td>Decreased 10% - 20%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Decreased 1% - 9%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No change</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increased 10% - 20%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increased 1% - 9%</td>
<td></td>
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<td></td>
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<tr>
<td>Increased</td>
<td></td>
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</tbody>
</table>

### Table 3: Rural Mainstreet Economy  
March 2017  
(Percentage of bankers reporting)

<table>
<thead>
<tr>
<th>How big of an issue or problem are property taxes for farmers in your area?</th>
<th>Not an Issue</th>
<th>Not a Big Issue</th>
<th>An Important Issue</th>
<th>A Major Issue</th>
<th>The Top Issue</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9.5%</td>
<td>16.7%</td>
<td>42.9%</td>
<td>28.6%</td>
<td>2.3%</td>
</tr>
<tr>
<td></td>
<td>Below $100</td>
<td>$100-$199</td>
<td>$200-$249</td>
<td>$250-$299</td>
<td>Over $299</td>
</tr>
<tr>
<td>What is the average annual cash rent per acre for cropland (not pasture) in your area?</td>
<td>14.6%</td>
<td>14.7%</td>
<td>29.3%</td>
<td>36.6%</td>
<td>4.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Defaults Unchanged</th>
<th>Defaults rise 1% - 9%</th>
<th>Defaults rise 10% - 20%</th>
<th>Defaults rise Over 20%</th>
</tr>
</thead>
<tbody>
<tr>
<td>29.3%</td>
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For historical data and forecasts, visit: [www.creighton.edu/economicoutlook](http://www.creighton.edu/economicoutlook)  
Follow Ernie Goss on Twitter [www.twitter.com/erniegoss](http://www.twitter.com/erniegoss)
Learn Portfolio and Balance Sheet Management with Your Peers

ICBA Securities/Vining Sparks is holding their Balance Sheet Academy April 24-25, 2017 in Memphis, TN. This advanced seminar is designed to expose seasoned community bank portfolio and balance sheet managers to advanced products and concepts. The objective of this seminar is to enable the attendees to consistently outperform their peers.

The Balance Sheet Academy provides discussion and practical classroom exercises to equip the attendees for these demands. Discussion topics include:

- Bond Markets and Investment Product Review
- Asset/Liability Management and Impacts to Portfolio Management
- Using Interest Rate Products to Manage Balance Sheet Exposure
- Active Loan Portfolio Management
- Mortgage Investing: CMO's in Detail
- Navigating the Municipal Market
- Understanding Municipal Credit
- Day-To-Day Portfolio Management
- Economic and Interest Rate Environment
- Building and Executing Investment Portfolio Strategies
- Formulating Balance Sheet Strategies

Attendees will learn how the changing economic data impacts the bond market from the Vining Sparks Chief Economist and will also hear first-hand testimony from a fellow experienced community banker about successful balance sheet management.

Who Should Attend

The Balance Sheet Academy is structured for more experienced investment managers, particularly those who have attended ICBA Securities’ Bond Academy. It incorporates balance sheet strategies into the day-to-day management of an institution’s investment portfolio. Bank personnel with an intermediate level of understanding of investments who are integral to the investment process will benefit the most from this advanced course. New directors serving on the investment or asset-liability committee will also find this course beneficial.

Click here for more info and to register, or call (800) 422-6442 with questions.

Branch Innovation Forum to Be Held April 11

CBI Affiliate Member Data Business Equipment will host their 2017 Spring Branch Innovation Forum on Tuesday, April 11th at the Hilton Garden Inn in Johnston. You may choose to attend one of two sessions, to be held at either 9:30-11:30 am or 1:30-3:30 pm. Lunch will be provided for all attendees from Noon - 1:00 pm.

The forum will feature a host of solutions available for demonstration and evaluation. It will also have real world experience available from a panel of banking professionals. A branch design consultant from CBI Affiliate Member Adrenaline will share his insight to branch transformation trends and enhancing the customer experience.

For more information and to register, email Lauren Miller at Lmiller@databusinessequipment.com.

Drake University Offering Compliance and Risk Management Programs

Drake University Law School and Drake University’s College of Business and Public Administration are now offering a Professional Certificate in Compliance and Risk Management, a Master of Jurisprudence (MJ) in Compliance and Risk Management, and a Master of Laws (LLM) in Compliance and Risk Management.

The 12-credit Professional Certificate is for working professionals who desire significant learning in the area of Compliance and Risk Management. The 24-credit MJ in Compliance and Risk Management degree is intended for those who want an understanding of the law, but do not wish to practice law. These programs are designed for individuals who have received a bachelor’s degree, but have not earned a JD or its foreign equivalent.

The 24-credit LLM in Compliance and Risk Management is designed for students who have earned their JD, LLB, or comparable law degree. Required courses are scheduled to accommodate working professionals with some online components.

Click here to review the Professional Certificate or MJ program guide or here for the LLM guide, or for more information contact Drake Law, Office of Admission and Financial Aid at 1-800-44-DRAKE (37253), x2782 or 515-271-2782, email law-admit@drake.edu, or visit the Drake University website.
United Bankers’ Bank Welcomes Ed Usalis, JD, DFE as Vice President, BankValue

William C. Rosacker, President and CEO of United Bankers’ Bank (UBB) is pleased to announce the addition of Ed Usalis, JD, CFE, as Vice President, BankValue. Ed brings to UBB a distinguished history of management experience in the business valuation industry. Prior to joining UBB, he lead the business valuation and litigation support practices for the Minneapolis, MN based firms, Baker Tilly Virchow Krause and RSM McGladrey, Inc., in addition to establishing his own financial advisory firm of Northern Valuation in St. Paul, MN.

Usalis’ business valuation experience has included work in numerous industries including agriculture, chemicals, construction, franchising, health care, information technology, manufacturing, professional services, telecommunications, wholesale distribution, insurance and finance. In his new role, Ed will lead the BankValue team in providing financial advisory services tailored to the needs of community banks. Services offered include bank stock valuations, shareholder agreements, fairness opinions, market research and confidential merger and acquisition assistance.

“Ed’s extensive knowledge of business valuations, litigation support consulting and financial advisory services makes him a perfect fit for our BankValue team,” explains John Peterson, Executive VP, Chief Marketing Officer. “We’re thrilled to welcome Ed to UBB and look forward to sharing his high level of expertise with all of the community banks we serve.”

Usalis holds a Bachelor’s Degree in Economics & Finance from Creighton University, earned his MA at The Ohio State University–The Max M. Fisher College of Business, and holds a Doctor of Jurisprudence Degree from The Ohio State University Moritz College of Law.

About United Bankers’ Bank
Headquartered in Bloomington, MN, United Bankers’ Bank is the nation’s first bankers’ bank, and a full service provider of correspondent banking services to community banks in: Minnesota, North Dakota, South Dakota, Montana, Nebraska, Indiana, Iowa, Wyoming, Idaho, Ohio, Oregon, Washington, Michigan and Illinois. For more information on CBI Associate Member UBB please visit www.ubb.com.

Fairfax State Savings Bank and Bankhaus Add New Staff Member

Fairfax State Savings Bank is pleased to announce the addition of Gary Kline to their staff, effective immediately.

Gary Kline has joined the bank in the loan department as Vice President, Lending. Gary was most recently Vice President at Farmers Trust & Savings Bank in Williamsburg and has over 30 years of seasoned banking experience in commercial and agricultural lending. Gary grew up on a farm in West Central Illinois and holds a Bachelor of Science degree in Ag Business and a Master of Arts in Economics. Gary and his family reside in Williamsburg and he will be located in Fairfax State Savings Bank’s Main Amana office, Bankhaus.

About Fairfax State Savings Bank and Bankhaus
Since 1924, Fairfax State Savings Bank has been located in the heart of Fairfax, Iowa. The bank maintains a stable financial environment with assets of $150 million and provides a comprehensive selection of banking and financial products and services. The company understands the little things that make communities special: strong personal connections, a sense of pride in local growth and support, welcoming hospitality and sincere friendliness.

Find more information about CBI Member Fairfax State Savings Bank and Bankhaus at www.thebankhere.com or via Facebook and Twitter. Member FDIC. Equal Housing Lender. Bankhaus is a Division of Fairfax State Savings Bank.

CBI’s 46th Annual Convention
JULY 19–21, 2017
OKOBOJI, IOWA

GUEST SPEAKERS:
Economist TODD BUCHHOLZ
TIM ZIMMERMAN, ICBA Chairman (Elect)
Political Columnist A.B. STODDARD
Motivational Speaker DAVID NASTER

Registration will open later this Spring. Attendance at the 46th Annual Convention is open only to CBI Members. If you’d like to discuss becoming a CBI member, call us at 515-453-1495 or email cbia@cbiaonline.org.
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TRUSTED ADVISOR
DRIVEN RESULTS

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they are our most important partner & trusted advisor.”
- client feedback

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• Interest Rate Risk Modeling & ALM Support
• Interest Rate Risk Management & Hedging Solutions
• Loan Portfolio & SBA/USDA Trading Solutions
• Deposite & Wholesale Funding Support
• Investment Portfolio Support
• Executive Benefits & BOLI Solutions
• M&A and Investment Banking Support

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