DIVISION OF BANKING INDUSTRY OVERVIEW
General Information

• State Chartered Banks: 45

• Total Assets: $27,754,714
  – Largest Bank: Great Western Bank, Sioux Falls ($12,568,651,000)
  – Smallest Bank: Farmers State Bank, Hosmer ($19,477,000)
SD Banking Profile

**Total Assets vs. Total Deposits**

- **Total Assets**
- **Total Deposits**

**SD Bank Charters vs. Bank Locations**

- **# of Charters**
- **# of Locations**
2019 BANK TRANSACTIONS

- Exchange State Bank, Luverne, MN merger with Security Savings Bank, Canton, SD
- Campbell County Bank, Herried, SD merger with Menno State Bank (pending)
- Branch application Dakota Prairie Bank, Fort Pierre, SD (White River, SD)
- Branch application Plains Commerce Bank, Hoven, SD (Sioux Falls, SD)
- Branch application Security State Bank, Tyndall, SD (Viborg, SD)
- Branch application Great Western Bank, Sioux Falls, SD (Cedar Rapids, IA)
- Branch relocation application Merchants State Bank, Freeman, SD (Viborg, SD branch)
Number of Banks per Category

- Under $50M: 10
- $50M-$99M: 1
- $100M-$299M: 13
- $300M-$499M: 2
- $500M-$999M: 5
- $1B-4.99B: 4
- Over $5B: 1

Number of Banks

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Asset Composition

Total Asset Composition ($000)

- Cash: $367,355
- Total Securities: $832,794
- Net Loans and Leases: $820,525
- Premises and Fixed Assets: $718,203
- OREO: $3,611,115
- Intangible Assets: $20,725,179
- All Other Assets: $718,203

*Includes all State-chartered banks – 45 charters
Capital

*Includes all State-chartered banks – 45 charters
Asset Quality

*Includes all State-chartered banks – 45 charters
Earnings

*Includes all State-chartered banks – 45 charters
Loan Volume and Funding

- Net LN & LS to Assets: 65.91% (Average), 69.44% (Median)
- Core Deposits to Assets: 75.70% (Average), 77.80% (Median)

*Includes all State-chartered banks – 45 charters
Bank Examination Hours

Exam Hours

# Exams
Bank Examination Staff

Banking Staff Tenure

- 10+ years
- 7-10 years
- 5-7 years
- 3-5 years
- <3 years
- Writing

Dates:
- 06/01/2012
- 12/31/2014
- 11/18/2015
- 09/01/2016
- 09/09/2017
- 10/19/2018
- 05/10/2019
Trust Company Profile

Billion

$350

$300

$250

$200

$150

$100

$50

$-

Trust Companies


$ - $50 $100 $150 $200 $250 $300 $350

Trust Assets

Trust Companies

0 20 40 60 80 100 120


$ - $50 $100 $150 $200 $250 $300 $350

Trust Assets

Trust Companies
Trust Department Profile

![Graph showing the growth of Trust Assets and Trust Departments from 2004 to 2018. The graph displays a significant increase in trust departments from 2013 onwards, while trust assets show a steady growth with minor fluctuations.]
Trust Staffing

- Total: 331 employees
- Public: 199 employees
- Department: 116 employees
- Private: 16 employees
Public vs. Private Trust Companies

Employees

- Public
- Departments
- Private

2015: 10, 93
2016: 10, 97
2017: 12, 97
2018: 16, 116

2015-2018

- Public
- Departments
- Private
Public vs. Private Trust Assets

Billions

<table>
<thead>
<tr>
<th>Year</th>
<th>Private</th>
<th>Public</th>
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<tbody>
<tr>
<td>2014</td>
<td>150</td>
<td>100</td>
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<tr>
<td>2015</td>
<td>125</td>
<td>175</td>
</tr>
<tr>
<td>2016</td>
<td>110</td>
<td>190</td>
</tr>
<tr>
<td>2017</td>
<td>105</td>
<td>200</td>
</tr>
<tr>
<td>2018</td>
<td>110</td>
<td>210</td>
</tr>
</tbody>
</table>
Managed vs. Non-Managed Assets

Billions

- Custodial Assets
- Directed Assets
- Discretionary Assets

Years:
- 2014
- 2015
- 2016
- 2017
- 2018
# Trust Company Situs

## Active Presence
- Private Companies: 8
- Public Companies: 37

## Contracted Presence
- Private Companies: 30
- Public Companies: 20

## Limited Presence
- Private Companies: 1
- Public Companies: 1
Trust Company Composite Ratings

![Bar Chart]

- **Strong:**
  - Private: 7
  - Public: 2

- **Satisfactory:**
  - Private: 0
  - Public: 32

- **Unsatisfactory:**
  - Private: 29
  - Public: 0

- **Not Rated:**
  - Private: 12
  - Public: 8
Trust Company Examination Stats

- **# of Examinations**
- **2014**: 5 Private Exams, 11 Public Exams
- **2015**: 8 Private Exams, 15 Public Exams
- **2016**: 9 Private Exams, 21 Public Exams
- **2017**: 10 Private Exams, 18 Public Exams
- **2018**: 12 Private Exams, 28 Public Exams

- **Full-Time Trust Examiners**
- **2014**: 10
- **2015**: 10
- **2016**: 10
- **2017**: 10
- **2018**: 10
Trust Service Offices

# of Offices

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>Public</th>
<th>Private</th>
<th>Host States</th>
</tr>
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<tbody>
<tr>
<td>2014</td>
<td>26</td>
<td>24</td>
<td>2</td>
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<td>2015</td>
<td>30</td>
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<td>2016</td>
<td>32</td>
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<td>2</td>
</tr>
<tr>
<td>2017</td>
<td>38</td>
<td>35</td>
<td>3</td>
<td>20</td>
</tr>
<tr>
<td>2018</td>
<td>39</td>
<td>36</td>
<td>3</td>
<td>20</td>
</tr>
</tbody>
</table>

Legend:
- Green: Total
- Blue: Public
- Red: Private
- Yellow: Host States
Trust Examination Staff

# of Examiners

- <1 year
- 1-3 years
- 4-10 years
- 10+ years

Writers

SD Licensee Profile

Total # Regulated Licensees – 3,757

- Money Lenders
- Mortgage Lenders
- Mortgage Brokers
- Mortgage Loan Originators
- Money Transmitters
Licensee Examination Efforts

• Mortgage
  – Experiencing consolidation in the industry
  – Nonbank mortgage servicing prudential standards

• Money Lender
  – Continue exams on regular intervals
  – Focus on compliance with BSA/AML laws

• Money Transmitter
  – Review exams from home states
  – Conduct BSA reviews of authorized delegates in SD
Division Locations

South Dakota Division of Banking

1601 N. Harrison Avenue, Suite 1
Pierre, SD 57501
Ph: 605-773-3421; Fax: 1-866-326-7504

1500 W. 51st Street, Suite 102
Sioux Falls, SD 57105
Wrap UP

• Questions?