

FTE Request by Position

# of FTE's	Service Area	Job Title	Estimated Timing	Paygrade	Annual Salary Midpoint	Benefit Costs	Biennium Request
6	Lending	Loan Servicing Associate Lead/Sr/Supervisor	7/1/2023	B05	\$ 67,829	\$ 26,362	\$ 188,381
		Loan Operations Supervisor/Manager	7/1/2023	B06	\$ 78,260	\$ 30,416	\$ 217,351
		Business Banking Associate II	7/1/2023	B03	\$ 50,086	\$ 19,466	\$ 139,104
		Loan Servicing Associate II	7/1/2023	B03	\$ 50,086	\$ 19,466	\$ 139,104
		Loan Servicing Associate III	7/1/2023	B04	\$ 57,399	\$ 22,308	\$ 159,414
		ADP - Lending (Level I Business Banker)	7/1/2023	B07	\$ 92,872	\$ 36,095	\$ 257,933
1	Business Dev.	University/Student Development Coordinator	7/1/2023	B05	\$ 67,829	\$ 26,362	\$ 188,381
1	Accounting	ADP - Accounting (Level III Staff Accountant)	7/1/2023	B06	\$ 78,260	\$ 30,416	\$ 217,351
2	Underwriting	Credit Analyst III	7/1/2023	B06	\$ 78,260	\$ 30,416	\$ 217,351
		Credit Analyst II	7/1/2023	B05	\$ 67,829	\$ 26,362	\$ 188,381
7	Collateral Valuation	Commercial Valuation Supervisor	7/1/2023	B08	\$ 106,433	\$ 41,365	\$ 295,596
		Agricultural Valuation Supervisor	7/1/2023	B08	\$ 106,433	\$ 41,365	\$ 295,596
		Collateral Valuation Analyst IV	7/1/2023	B07	\$ 92,872	\$ 36,095	\$ 257,933
		Collateral Valuation Analyst IV	7/1/2023	B07	\$ 92,872	\$ 36,095	\$ 257,933
		Collateral Valuation Analyst IV	7/1/2023	B07	\$ 92,872	\$ 36,095	\$ 257,933
		Collateral Valuation Analyst III	7/1/2023	B06	\$ 78,260	\$ 30,416	\$ 217,351
		Collateral Valuation Analyst III	7/1/2023	B06	\$ 78,260	\$ 30,416	\$ 217,351
17	Total						\$ 3,712,450
		Governor's proposed 8 FTE's					

FTE Request – BND Growth –2022 Statistics

Bank Overview

- Bank assets have grown from \$7.0 billion in 2018 to \$10.2 billion in 2022, a 46% increase.
- Total approved FTE's declined by 4.4%.
- BND initiated loans with 70 different lead banks (parent) and 207 different branches.
- In 2022, BND originated and renewed over \$2.8 billion in total loans.
- Combined loan portfolio is now \$5.4 billion
- BND structured investments for the \$2.0 billion in federal funds received

Commercial and Agriculture Lending

- 1,510 applications received. Dispositioned 1,364 loans / modifications.
- BND Total Commercial and Agriculture Loans: \$3.5 billion
- BND Renewal Total: \$1.3 billion
- BND New Origination Total: \$2.2 billion
- 162,004 Loan Payments totaling: \$2.4 billion
- 20,286 Loan Advances totaling: \$2.9 billion
- 32,665 Loan Student Loan Payments/Coupons totaling: \$20.4 million

Treasury and Trust Services

- 14,500 Customers for which BND holds bonds
- Settled 3,400 customer trades
- When combined with BNDs bond portfolio: \$15.0 billion in bonds held at BND
- This is a 9% increase from beginning and year and 44% increase since 2020

Operations Division

- ACH Originations: \$15.8 billion (\$3.7 million originated)
- ACH Received: \$9.1 billion (1,599,557 entries)
- Wire Incoming: \$33.1 billion (19,310 entries)
- Wire Outgoing: \$39.4 billion (23,172 originated)
- Images: \$59.4 billion (19,598,444)

Student Loans

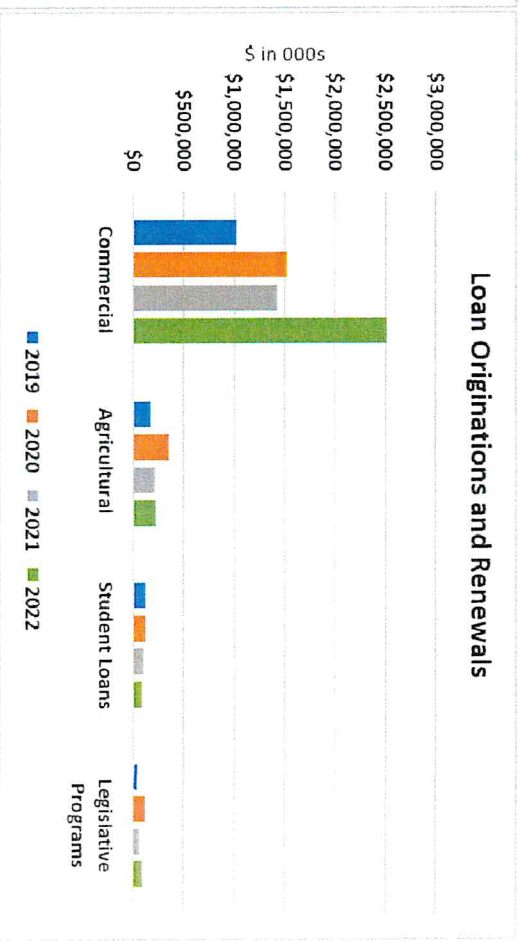
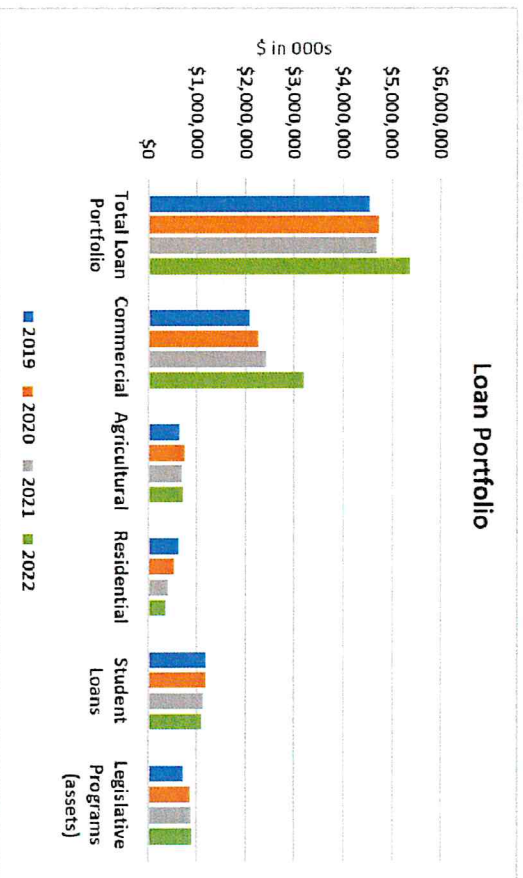
- 78,429 students, borrowers, and families served across all programs
- Total Student Loan portfolio \$1.1 billion
- 10,486 student loans initiated in 2022
- 26,147 phone calls; 12,808 emails; 500 chats; 203,935 visitors to websites for information
- 14,112 brochures and other materials distributed via various access and success touchpoints
- 67 Financial Literacy events with 2,213 students in attendance
- 151 College Application Month (CAM) events

Legislatively Directed Programs

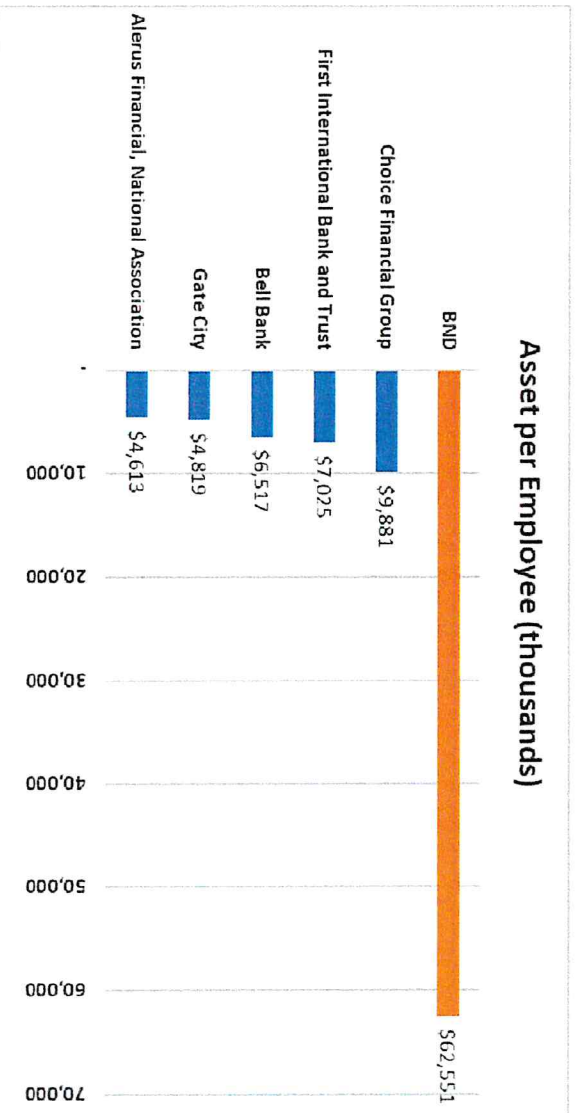
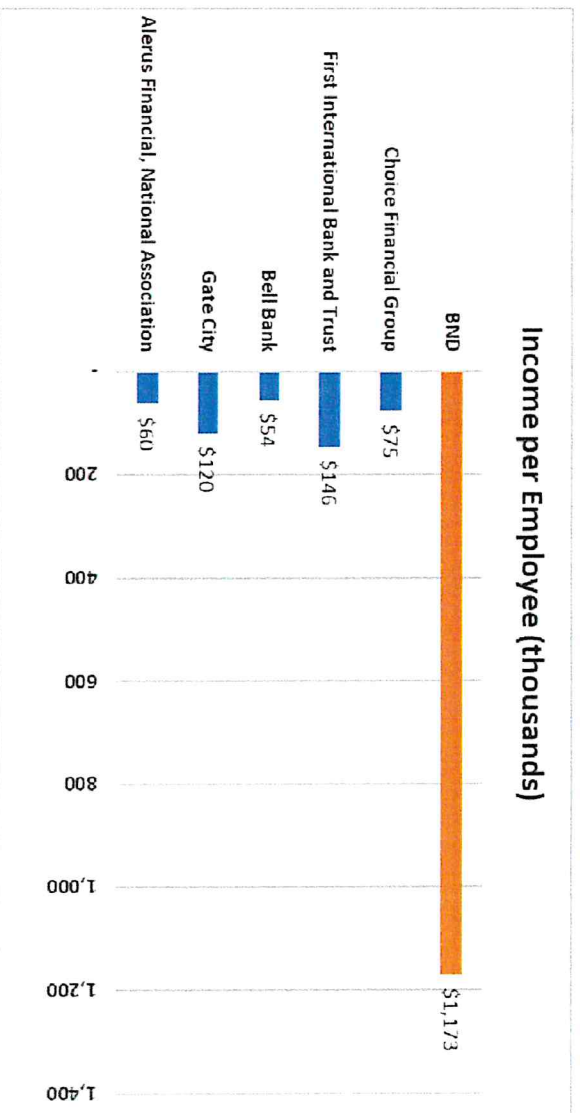
- Legislative directed programs have grown 131% since 2016 from \$391 million to \$904 million
- In 2022, BND provided 74 Legislatively directed loans totaling \$97.5 million
- BND implemented new administered loan programs for Clean Sustainable Energy Authority, Agriculture Diversification and Development Fund, established a Permanent Rebuilders Loan Fund and merged the BND-Water Infrastructure Loan Fund into the State Water Commission's Water Infrastructure Loan Fund.

FTE Request – Loan Growth

- 10 FTEs needed to support significant loan growth since 2019
- Loan portfolio up 18% since 2019
 - Commercial up 54%
- Loan originations and renewals up 112% since 2019
 - Commercial up 146% since 2019
- Continued growth of Legislatively Directed Programs
 - 23 programs vs 19 in 2019
 - \$904 million in total assets up 27% since 2019



BND Performance per Employee



FTE Request - Commercial Real Estate Evaluations

- 7 FTEs are expected to be required to meet demand. BND will hire additional staff only as warranted
- BND's collateral valuation services are paid for by ND financial institutions and will result in a net profit to BND
- A comprehensive feasibility study was completed utilizing various ranges of survey results of expected demand. Commercial evaluation services are the most significant valuation need for financial institutions across North Dakota
- Banks and credit unions, especially smaller ones, often lack the staffing, independence, expertise, and access to market data to complete real estate evaluations

BND 21-23 compared to 23-25 Budget Request

	Biennium Budget 21-23	Proposed Budget 23-25	Change	% Change
Operations	\$67,306,546	\$74,860,232	\$7,553,686	11.2%
Capital Assets	\$1,510,000	\$1,510,000	-	
Total	\$68,816,548	\$76,370,232	\$7,553,686	11.2%
FTEs	173	190	17	9.8%

	Biennium 19-21	Biennium 21-23
\$ in 000s	\$458,142	\$537,099
Revenue		
% Change		17.2%

- Revenue has grown by 17.2% to \$537 million over the 19-21 biennium
- \$3,712,450 for 17 additional FTE's – BND only adds FTEs as needed (includes benefits, no 6%/4%)
 - 7 - Collateral Valuation
 - 6 - Lending
 - 2 - Credit Administration
 - 1 - Business Development for a University/Student Development Coordinator
 - 1 - Staff Accountant
- \$986,312 - health insurance increase
- \$894,924 - accounts for the continuation of the 21-23 legislative salary increases along with additional costs related to employee turnover and recruitment
- \$804,000 - major IT related enhancements
- \$750,000 - equity increases given current market challenges
- \$406,000 - vendor inflation adjustments