



America's Only Bank: Owned by the State
Serving North Dakota for 106 Years
Senate Appropriations - SB 2014

Bank of North Dakota

About BND

BND partners with local financial institutions to “participate” in loans and who serve as the distribution channel for BND programs.

MISSION STATEMENT

To deliver quality, sound financial services that promote agriculture, commerce and industry in North Dakota.

VISION STATEMENT

Bank of North Dakota is an agile partner that creates financial solutions for current and emerging economic needs.



Mission Prioritization and Stacking

Our “Balanced” Mission Drives the Role of BND Within the State

1. Risk Managers

- 1. Liquidity Risk
- 2. IRRM Risk
- 3. Credit Risk

} **The Big “3”**

2. Provider of Liquidity Access

(\$4B in Securities for Liquidity Management)

3. Fund “Multipliers” for Economic Development

(Multiply \$8B State Deposits into \$10B in Comm/Ag Loans for Economic Development and Return)

4. Processors of Funds Flow and Special Programs (\$1B)

5. Generate Return to State

**Simplest Form: Total Return to State
= ROA+COF adjusted to Assets**

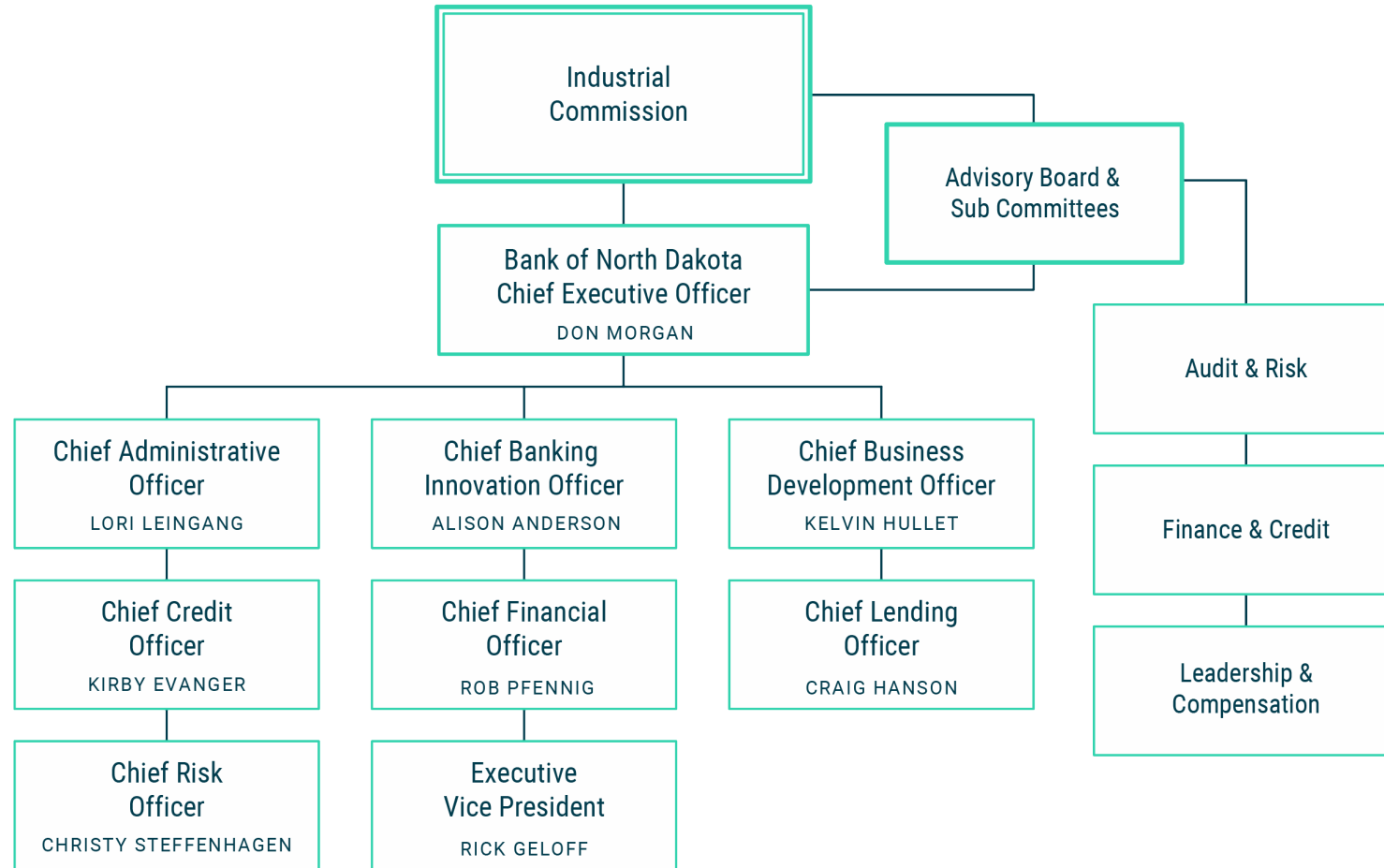
2% ROA + 2% ACOF = 4% Return

‘or’

\$400 million per year on \$10 billion in assets

BND Organizational Structure

ND Century Code 6-09



Key Accomplishments

- Successful transition in leadership from Todd Steinwand to Don Morgan.
- Record loan portfolio of \$6.1 billion, 14.5% growth since 2022
 - Commercial portfolio +27.0%
 - Match program +60%
 - Pace programs +50.0%
 - Ag portfolio +11.9%
- Supported the state's cattle ranchers issuing 190 loans for \$16.7 million through the Livestock Rebuilders Program.
- Completed a Legislatively directed study on Sustainability. The STAND report provides a roadmap for the state on policy issues and provides a framework for the state to tell its story.
- Played a significant role in the cash management study.
- Implementation of a robust capital policy.
- Legislative-Directed programs have grown to 26 with over \$1.1 billion in total assets.
- BND continues to administer the various revolving loan funds and disburse loans for LIFT in coordination with the Department of Commerce.
- Maintain S&P Rating A+
- No findings in the Bank's 2023 FASB audit.

Strategic Priorities

Strong Banking

- Protect the State’s “working capital” in a volatile/polarized world
- Strong banking practices, principles and policies at all times
- Evolved, robust enterprise risk management that drives strategy and capital
- Strong banking partnerships throughout the State
- Strong state agency partnerships with robust financial advisership

Public Affairs

- “Tell the story” of the BND mission
- Proactive solutions with partner agencies, Industrial Commission and Legislature
- Financial literacy

Digital Transformation and Innovation

- Embrace technology evolution (AI, cloud computing, blockchain, digital niche embedded banking)

Cybersecurity & Data Privacy

- Embrace robust & evolving cybersecurity technology

Talent Management

- Attract, develop, and retain
- Embrace changing workforce dynamics
- Support workforce housing and childcare needs statewide

Energy & Ag

- Support and promote capital flow to all forms of sustainable energy
- Support evolution of base-load power needs of the future
- Support and promote evolution of traditional ag practices
- Support and promote emerging ag industries; regenerative, organic, micro-niche



BND 

Bank *of* North Dakota

thebndstory.nd.gov



BND 

Bank *of* North Dakota

thebndstory.nd.gov

BND Proposed 2025-2027 Biennium Budget

Bank of North Dakota Bank Appropriation Request 2025-2027 Biennium

Line Item	2023-25	OMB Proposed			BND Proposed			Change Package
	Biennium Appropriation	2025-27 Budget	Change from prior Biennium	Change	2025-27 Budget	Change from OMB Proposed	Change	
BND Operations (1)	\$ 73,329,746 *	\$ 70,606,179	\$ (2,723,567)	-3.7%	\$ 73,794,669	\$ 3,188,490	4.5%	\$ 3,188,490
Capital Assets (2)	1,510,000	1,510,000	-	0.0%	1,510,000	-	0.0%	-
Contingency	3,000,000	3,000,000	-	0.0%	3,000,000	-	0.0%	-
	<u>\$ 77,839,746</u>	<u>\$ 75,116,179</u>	<u>\$ (2,723,567)</u>	<u>-3.5%</u>	<u>\$ 78,304,669</u>	<u>\$ 3,188,490</u>	<u>4.2%</u>	<u>\$ 3,188,490</u>
(1) BND Operations:								
Salaries and Benefits	\$ 45,275,085	\$ 45,275,085	\$ -	0.0%	\$ 48,463,575	\$ 3,188,490	7.0%	\$ 3,188,490
IT & System Costs	19,628,366	16,904,799	(2,723,567)	-13.9%	16,904,799	-	0.0%	-
Operating Expenses	7,218,845	7,218,845	-	0.0%	7,218,845	-	0.0%	-
Occupancy and Equipment	1,207,450	1,207,450	-	0.0%	1,207,450	-	0.0%	-
Other Operating Expenses	<u>\$ 28,054,661</u>	<u>\$ 25,331,094</u>	<u>\$ (2,723,567)</u>	<u>-9.7%</u>	<u>\$ 25,331,094</u>	<u>\$ -</u>	<u>0.0%</u>	<u>\$ -</u>
BND Operations								
(2) Capital Budget includes:								
Building	\$ -	\$ -	\$ -	n/a	\$ 1,010,000	\$ 1,010,000	n/a	\$ 1,010,000
Office Equipment	250,000	250,000	-	0.0%	250,000	-	0.0%	-
IT Equipment	-	-	-	n/a	-	-	n/a	-
Software	1,260,000	1,260,000	-	0.0%	250,000	(1,010,000)	-80.2%	(1,010,000)
	<u>\$ 1,510,000</u>	<u>\$ 1,510,000</u>	<u>\$ -</u>	<u>0.0%</u>	<u>\$ 1,510,000</u>	<u>\$ -</u>	<u>0.0%</u>	<u>\$ -</u>

- Office of Management and Budget proposed a 3% budget cut.
- BND reduced its operating expenses for the proposed 2025-27 biennium budget to match the requested 3% cut.
- BND is requesting a change package of \$3,188,490 for a true-up of compensation costs.
 - \$641,643 - 4% legislatively approved salary increase was implemented 7.1.24 and not included in OMBs proposed budget.
 - \$438,905 - 7 positions in OMBs budget excluded health insurance costs.
 - \$2,107,942 – prior years reclassifications to accommodate 26% loan growth and 6 additional legislatively directed programs as well as compensation package decisions approved by IC

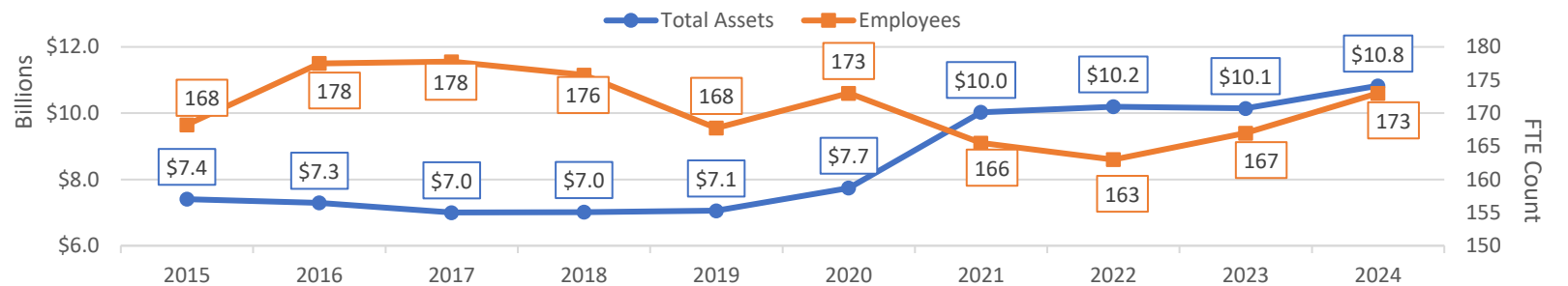
FTE Overview – as of 12/31/24

FTE Overview

21-23 Biennium	23-25 Biennium	25-27 Biennium
173	187	187

- 23-25 biennium
14 additional FTE's
- 2024 restructured collateral valuation due to lower volume
 - Reallocated three FTE's
- Current FTE's as of 12/31
 - 173
 - Pending start = 1
 - Intention to fill = 13
 - Lending and credit administration due to loan growth

Total Assets & Employees



FTE Overview



Bank of North Dakota	Approved FTEs	New FTE Request	Turnover Rate	Vacancy Rate
21-23 Biennium	173	0	9.5%	
23-25 Biennium	187	14	6.1%	3.3%
25-27 Biennium	187	0		

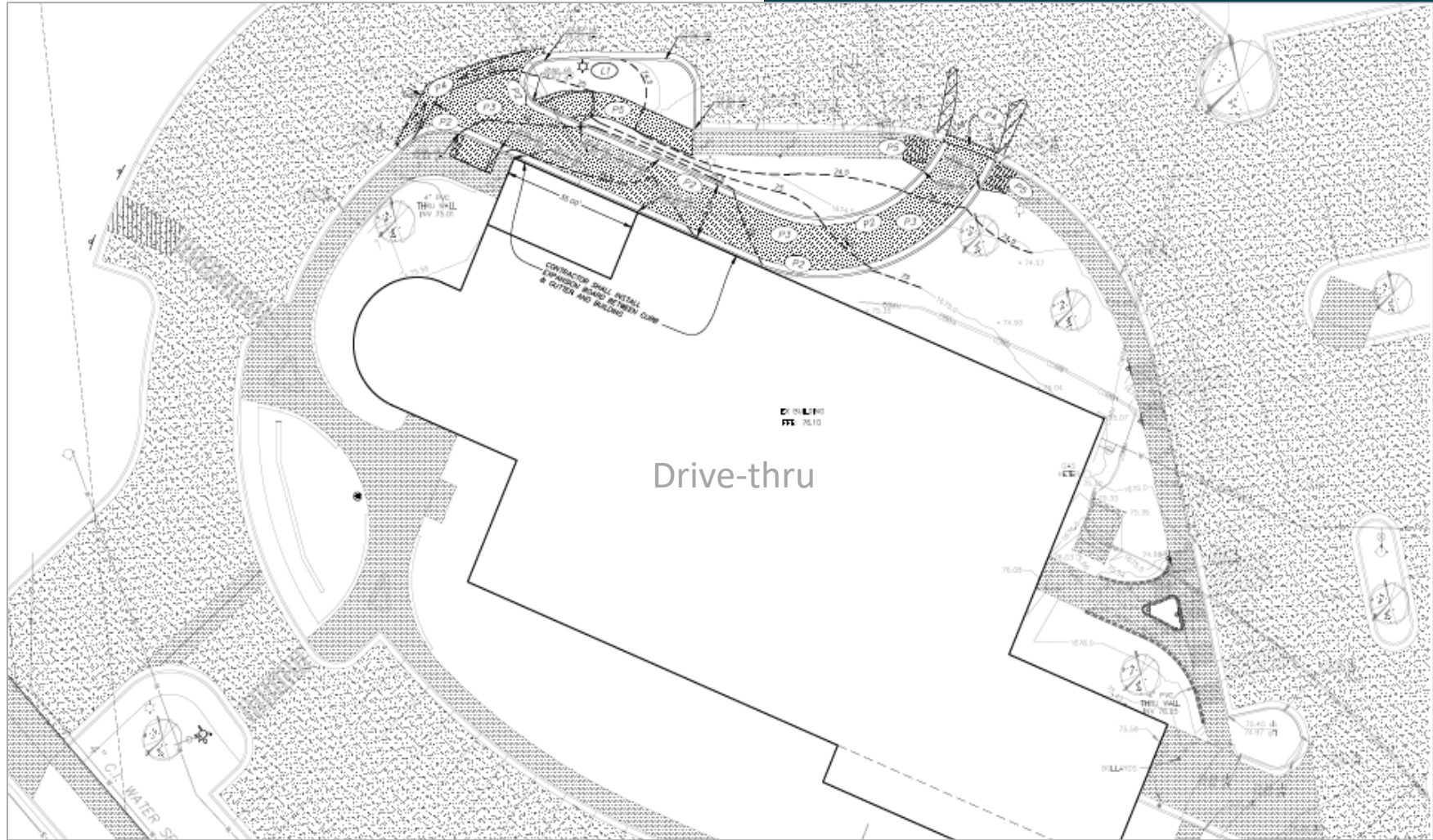
Projected Vacancy Pool Savings = \$698,721

Utilization of 14 Additional FTE's from 23-25 Biennium					
# of FTE's	FTE approved as	Job title filled as	Position #	Hire date	Anticipated hire date
1	Commercial Valuation Supervisor	FI Market Manager - NC9426	00031910	5/1/2024	
1	Credit Underwriter IV	Business Banker I - NC9422	00031911	7/1/2024	
1	Loan Servicing Supervisor	Loan Quality Control Specialist - NC9558	00031906	7/8/2024	
1	Collateral Valuation Analyst III	Compliance Officer III - NC9456	00031908	9/3/2024	
1	Loan Servicing Associate III	Public Information Specialist I	00032011	10/28/2024	
1	Loan Servicing Associate II	Loan Quality Control Specialist - NC9558	00031907		2/15/2025
1	Collateral Valuation Analyst IV	Business Banker I - NC9422	00031912		3/1/2025
1	Collateral Valuation Analyst IV	Facility Manager	00032008		3/1/2025
1	Staff Accountant III	Bank Ops Processing Supervisor	00032013		4/1/2025
1	Business Banking Associate I	Student Loan Rep II	00032010		6/1/2025
1	Loan Operations Supervisor	Business Banker I - NC9422	00031913		7/1/2025
1	Business Banking Associate II	Loan Servicing Associate II	00032012		11/1/2025
1	Agricultural Valuation Supervisor	Business Banker I - NC9422	00031914		11/1/2025
1	Credit Underwriter III	Credit Underwriter III	00032009		11/1/2025
14				5	9

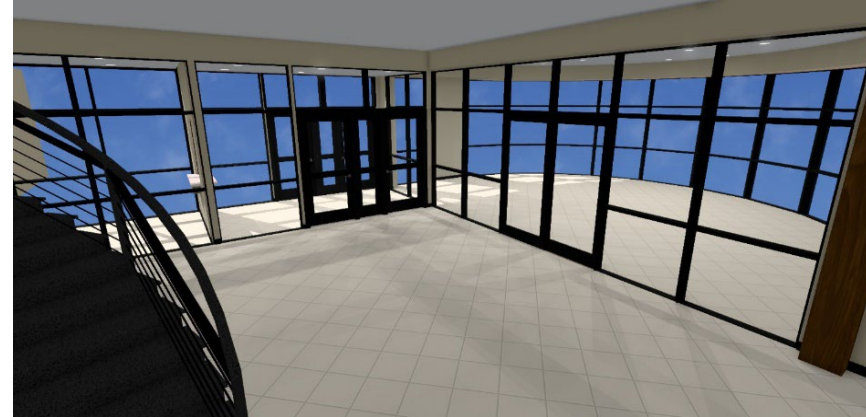
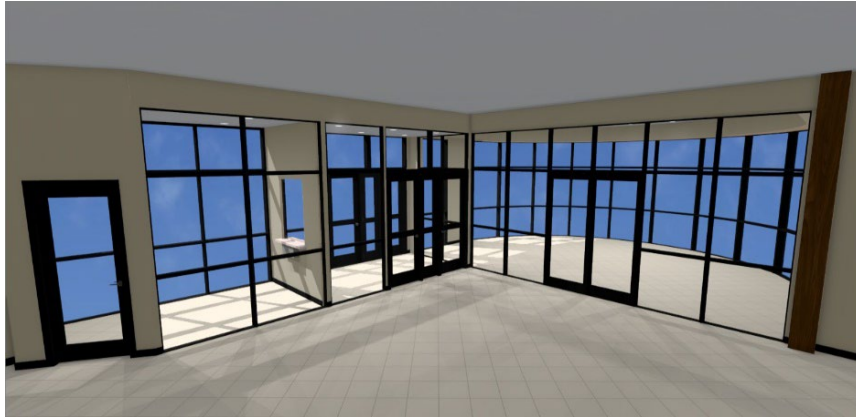
Capital Expenditures

Project	23-25 Biennium	23-25 Biennium	25-27 Biennium	25-27 Biennium	25-27 Biennium
	Budget	Projected Spend	Budget as submitted	Change Package	Total
Office Equipment	\$ 250,000	\$ 205,000	\$ 250,000		\$ 250,000
Software	1,260,000	100,000	260,000		260,000
Building Refresh (carpet, walls, etc.)		-	848,000	2,468,299	3,316,299
Furniture		82,000	75,000	65,000	140,000
Drive Thru		221,000	-		-
Teller Line reconfiguration		-	50,000		50,000
Lobby Remodel		167,000	27,000		27,000
ECO HVAC Install - 1x State unification fee			-	100,000	100,000
Total	\$ 1,510,000	\$ 775,000	\$ 1,510,000	\$ 2,633,299	\$ 4,143,299

Drive-thru



Lobby Remodel



Capital Policy

Intent of the Capital Policy

The overall purpose of the Bank's capital policy is to ensure the safety and soundness of the Bank, ensure the Bank can meet its mission and objectives and is aligned with industry best practices. A strong capital policy benefits the Bank by providing a framework for achieving its mission and strategic plan objectives consistent with maintaining regulatory guidance and providing for the safety and soundness of the Bank's depositors and operations.

The development of this capital policy was driven by the following factors:

1. The size and complexity of the Bank's operations has reached a critical juncture where a robust, dynamic, industry best practice capital policy is prudent for continued safe and sound operations.
2. The Department of Financial Institutions, as part of its biennial review recommended BND develop a capital policy as a best practice.
3. The legislature as part of the HB 1014 in the 68th legislative session included language in section 28 to "consider developing procedures or adopting legislative rules for introducing bills and amendments related to the use of Bank of North Dakota Profits".
4. To create a dividend policy that provides a level of funding for use by the legislature while maintaining appropriate capital levels at BND to mitigate risk and comply with industry best practices and continued safe and sound operations.

Bank Management, Advisory Board, and the Industrial Commission together, establish policies, procedures, and controls that mitigate material risks such as economic, interest rate volatility, credit, liquidity requirements, competitive environment changes, financial, operational, cybersecurity, and reputational risk. The Bank must be prepared to respond quickly to unforeseen major events such as interest rate shock environments, natural disasters, economic disruptions, and state budget deficits.

2023-2025 Biennium – Capital Dividends

23-25 Biennium	
2021 & 2022 Calendar Yr. Earnings	335,321,000
Dividends:	
General Fund	140,000,000
BND Buydown Programs	60,000,000
Skilled Workforce/Dual Credit	8,300,000
UND SBDC	1,500,000
AGPUC	3,000,000
Statewide Interoperable Radio	20,000,000
Infrastructure Revolving Loan Fund*	52,000,000
Creation of Permanent Disaster Program	20,000,000
Rwish	10,000,000
FHLB Housing Grant	1,281,553
Total Dividends	316,081,553
Dividend Percentage	94.3%

**carry-over from 15-17 session*

2025-2027 Biennium – Capital Dividends

Year End 2024 - Projected	
Average Assets	10,657,084
Tier 1 Capital	1,288,617
Tier 1 Leverage Ratio	12.1%

BND Tier 1 Guideline	12.0%
----------------------	-------

25-27 Biennium	
2023 & 2024 Earnings	392,739,000
Anticipated Dividends	
General Fund	140,000,000
BND Buydown Programs	60,000,000
Skilled Workforce/Dual Credit	8,300,000
UND SBDC	1,500,000
AGPUC	3,000,000
Total Dividends	212,800,000
<i>Dividend Percentage</i>	<i>54.2%</i>

Total Return to the State	
BND 2023 & 2024 Earnings	392,739,000
Interest Paid to State Agencies	254,307,784
Total Return to the State	647,046,784

Legislatively-Directed Loan Programs

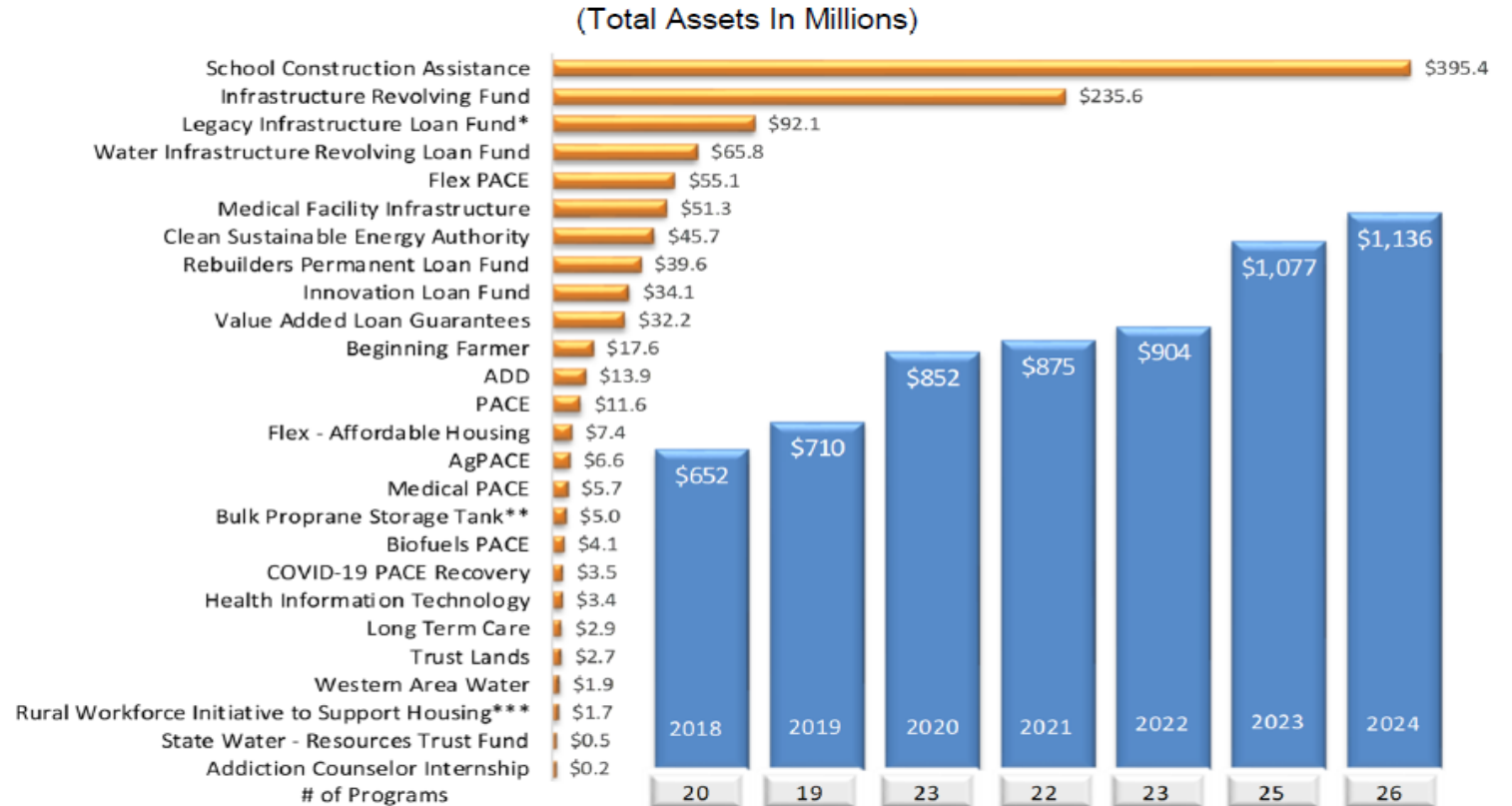
BND Currently administers \$1.1 billion in net assets for legislative-directed loan programs. These programs serve a wide range of purposes, including school construction, water projects, general and medical infrastructure, and disaster recovery.

*Legacy Investment Loan Fund created in December 2023. Loans purchased from Infrastructure Revolving Loan Fund.

**SB 2242 created the Bulk Propane Storage Tank Revolving Loan Fund (BPST) during the 68th Legislative Session. This special fund was established by transferring \$5 million in cash from the Strategic Investment and Improvements Fund (SILF).

***Rural Workforce Initiative to Support Housing was created in November 2024 to help rural communities with the construction of market-rate housing for the workforce when a company is locating or expanding in a community of 20,000 and under in population. BND has committed \$10 million of capital for the program.

BND administers 26 programs and \$1.1 billion in assets for the Legislature



Amendments

Open Records Requests

6-08.1-02. Exemptions.

This chapter does not apply to any of the following:

7. The release by the Industrial Commission, in its capacity as the managing body of the Bank of North Dakota, of the following:
 - a. The name of any person who has obtained approval for direct ~~or indirect~~ financing or security, including a loan guarantee or a letter of credit, through the Bank of North Dakota primarily for purposes other than personal, family, or household purposes.
 - b. The amount of any financing or security referenced in subdivision a.
 - c. The amount of any net write off or loan forgiveness ~~associated with the financing or security referenced in subdivision a~~ which the industrial commission determines is uncollectible.
 - d. The program under which any financing or security referenced in subdivision a was made.

Amendments

PACE Program Buydown Increase

6-09.14-04. Fund moneys - Eligible uses.

1. The fund moneys may be used to participate in an interest rate buydown on a loan to a new or expanding business for the following eligible uses:
 - a. Purchase of real property and equipment.
 - b. Expansion of facilities.
 - c. Working capital.
 - d. Inventory.

The loan funds cannot be used to refinance any existing debt or for the relocation of the business within North Dakota.

2. The community shall determine the amount of the interest rate buydown and apply to the Bank of North Dakota for participation from the partnership in assisting community expansion fund. The funds for the community's portion of the buydown may come from a local development corporation, contributions, community funds, future dedicated tax programs, or any other community source.
3. The fund participation portion in the buydown must be determined by the Bank of North Dakota based on economic conditions in the city or county in which the business is located.
4. The maximum amount from the fund in the interest rate buydown may not exceed five hundred thousand dollars ~~per loan~~ unless the project is deemed to have a substantial economic impact.
5. Projects deemed to have a substantial impact and qualified as a primary sector business may receive an additional \$1,000,000 in interest rate buydown with no required community match.
6. The fund participation must be limited to the amount required to buy down the interest to five hundred basis points below the national prime interest rate.
7. The Bank of North Dakota shall adopt rules to implement this chapter.

Amendments

Spending Authority For Employee Training Sessions

Spending Authority. Notwithstanding any other provision of law, the Bank may spend funds of up to \$50,000 per biennium for the purpose of four employee training sessions per biennium to include the purchase of food and non-alcoholic beverages.