

Reliabank - Celebrating 100 Years!

# RELIABANK

2020 - Our 100th Year!

*Celebrating 100 Years!*



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

Innovative Banking Solutions in a Changing World

FAMILY-OWNED

SUCCESS

DREAMS

HOMETOWN SERVICE

YOU CAN RELY ON US

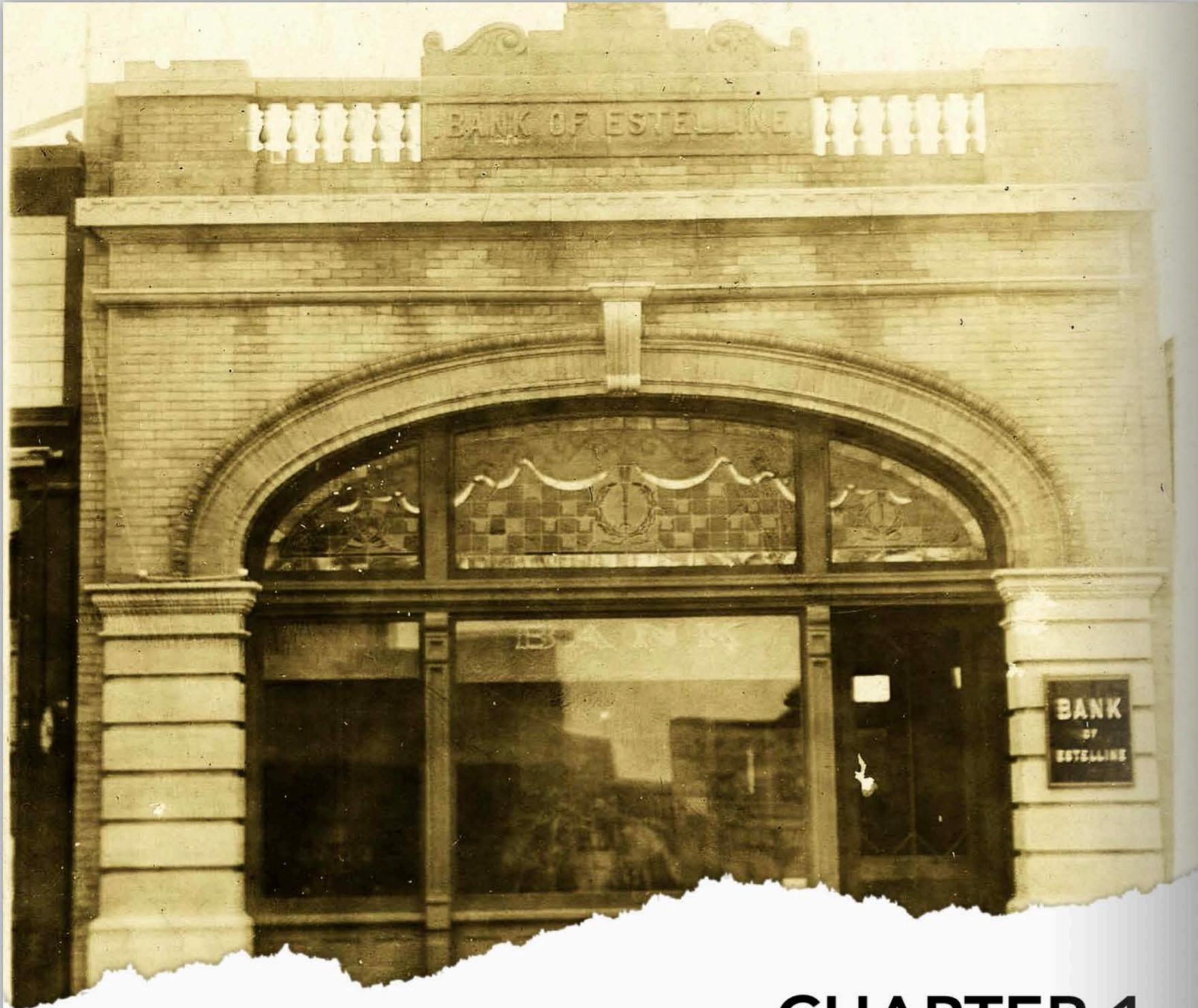
COMMUNITY



**RELIABANK**

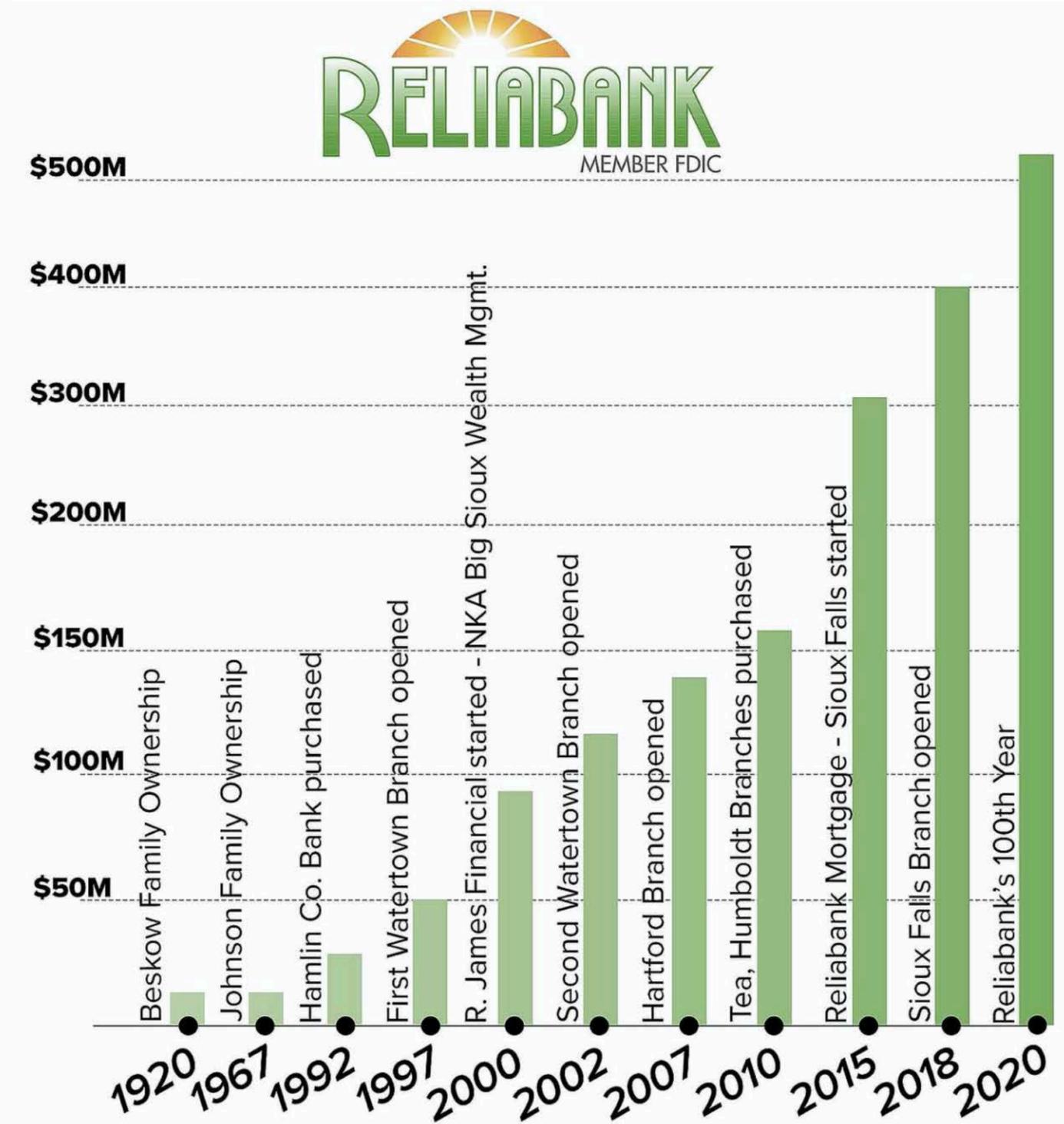
RELIABANK DAKOTA SINCE 1920

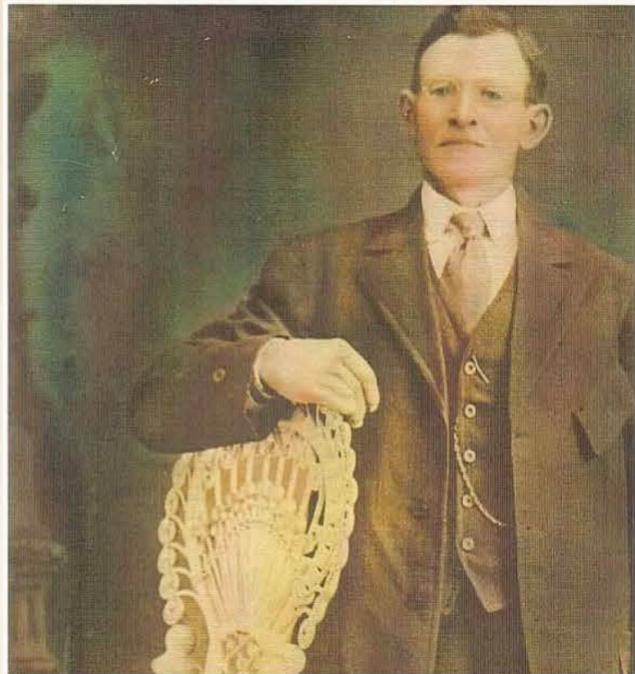
History book created by:  
David W. Johnson - Jan Johnson  
Reid Johnson - Zach Bauer



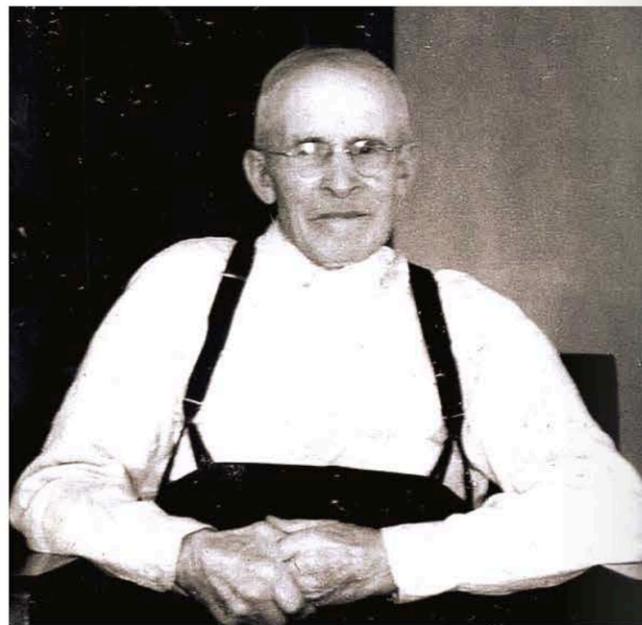
# CHAPTER 1

## Bank Ownership and Growth





Farmer Fred Beskow chartered the Farmers National Bank of South Shore, with capital of \$25,000, Sept 1, 1920. He brought the bank, with assets of \$69,281, to Strandburg in 1925. Al Boeder, longtime employee, wrote in 1974: "We moved the bank from Strandburg and were open for business in Estelline on Feb. 20, 1928; for some reason I still remember the charter number which was 11689."



The bank became state chartered June 3, 1944. By 1964, directors included (back, left) Lawrence "Boots" Gratz, Alfred Lundberg, Walter K. Johnson, (front) Fred Beskow, Merlaine Eisnach, and Albert Beskow. Myron Beskow, Fred's grandson, said that Fred was embarrassed when his brother Albert attended board meetings not wearing a suit. Fred's comment was: "Look at Albert. He owns bank stock but can't afford a suit." Times have changed!



Fred and Toni Beskow at their 50th Wedding Celebration.



Fred and Toni Beskow on their wedding day and at their 50th wedding celebration. Their grandsons, Darwin Giese and Paul Dummann, were the family speakers at the 100th anniversary celebration of Reliabank.



Walter K. Johnson joined the Beskow family for Toni's birthday party in November 1961. Walter, managing officer from 1944 and owner 1967-1976, said of Fred: "A story of this kind would be incomplete...if no mention were made of the one man who has guided (the bank) through its entire history...Fred Beskow...Many there are who have profited by his wisdom."





Walt and Gloria in 1970 and the family in 1957.



At left, Johnson Family 2010. (Back left) Harriet Scott, Cynthia, Wanda Lee, (front) Paul, Gloria and David. Walt Johnson announced the now "home-owned" bank in the Estelline Journal July 13, 1967. When Walt died Mar. 16, 1976, David became manager and worked for his family until 1988 when he and Cynthia formed Big Sioux Financial, a one-bank holding company, to buy the bank. David compared the purchase to a family farm where one sibling has been in charge of the operation and now wants to assume the responsibility for future expansion and improvement. Over the years, Gloria, Wanda, and Cynthia were Farmers State Bank directors, and Paul spent much of his career as a banker in Algona, IA.



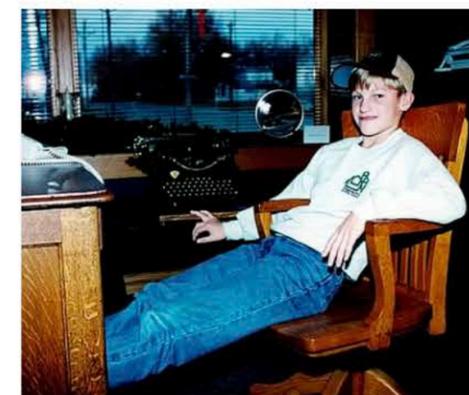
Ethan Johnson laying a brick during Watertown North construction in 1999.



Reid, David, Jan and Ethan Johnson in 2018 at the Sioux Falls branch grand opening.



The David W. Johnson family purchased Cynthia Johnson's stock in 2003. Reid and Jan Johnson at the Prairie Family Business conference in 2019.



Reid Johnson at the Hazel branch in 1995. Big Sioux Financial Purchased Hamlin County Bank of Hayti and Hazel in 1992. The combined assets of the three banks were \$32 million.

# FARMERS STATE BANK

LOANS  
SAVINGS  
INSURANCE



## CHAPTER 2 The Changing Look of Reliabank...

## ...As It Grows Through the Years



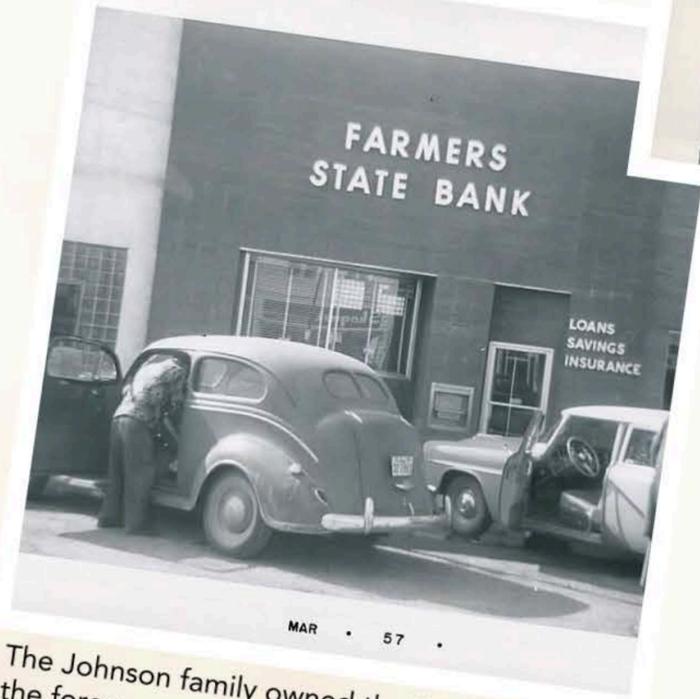
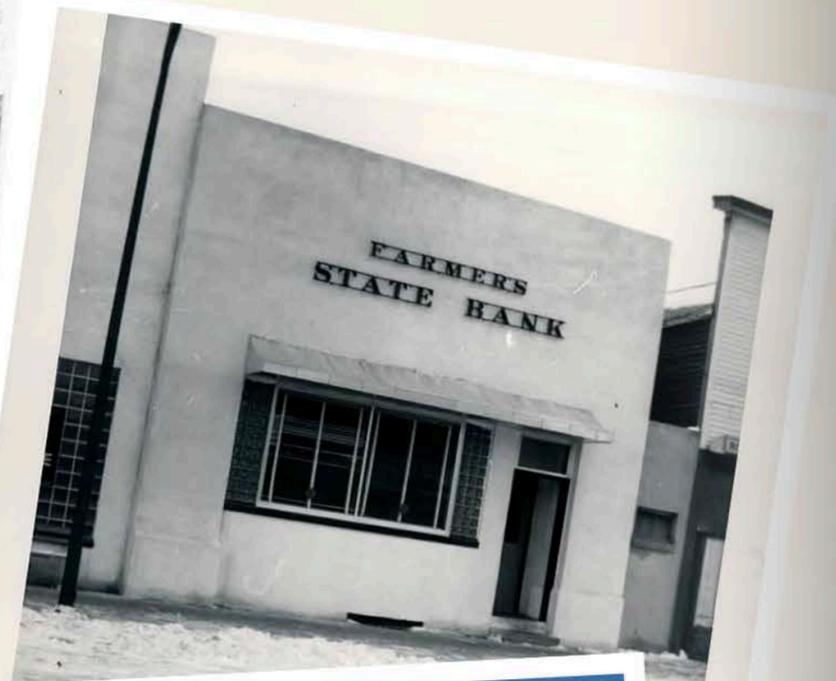
The Farmers National Bank was located in the center of Main Street in South Shore, SD, in 1920. Darwin Giese, grandson of Fred Beskow, says that Fred went broke with the bank in South Shore. Fred said, "If you lose your wallet in the oats field you don't go looking for it in the hay field." So he kept banking.

The laying of the foundation was captured in film in 1925 as Farmers National Bank prepared to move to Strandburg. Another bank, First State, was across the street. Farmers National Bank building is shown as the American Legion.





Farmers National Bank moved into the Bank of Estelline building in 1928. The bank façade was radically altered in 1948 after the archway began to give way.



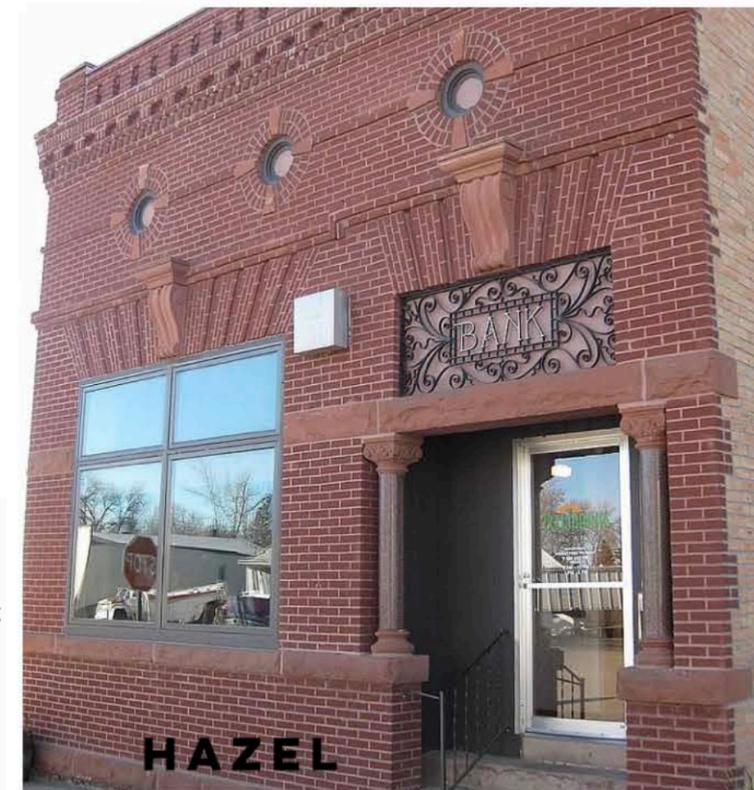
The Johnson family owned the 1939 Plymouth in the foreground until 2017. Oscar Johnson, David's grandfather, bought it new.



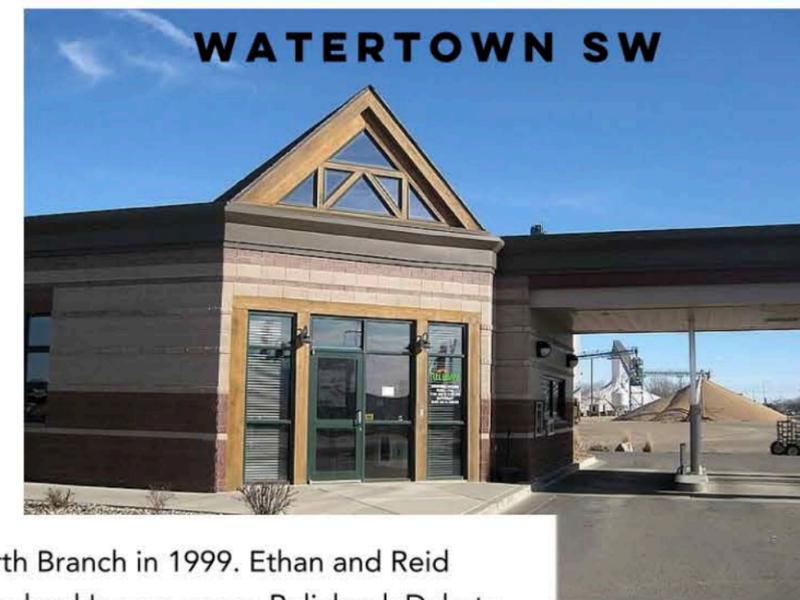
Now Reliabank, Farmers State Bank building expanded in 1974.



The bank completed the remodeling of the Hayti building in 1992 and the restoration of the Hazel building in 1995. Hazel's bank was restored to its 1901 appearance, when it was the First State Bank of Hazel, and placed on the National Register of Historic Places.



A temporary facility gave way to Watertown North Branch in 1999. Ethan and Reid Johnson stand in front of the sign showcasing the bank's new name, Reliabank Dakota, which was effective August 25, 1999. Bank officials stated that the previous name had served them well, but it was time for a change to appeal to a variety of customers. Watertown Southwest opened in 2002 and mirrored the North Branch architecturally.





HARTFORD



TEA



HUMBOLDT



SIoux FALLS

Reliabank expanded in the south, with branches in Hartford (de novo 2007), Tea and Humboldt (acquired 2010), and Sioux Falls (de novo 2018). The Sioux Falls branch also includes a mortgage department, which began in 2015.

## ...In a Fast-Moving Industry



David Johnson uses the newly installed ATM in the mid-90's to show board members how it works. Board included Arlen Berwald, Don Miller, David Johnson, Merlaine Eisnach, and Jan Johnson.

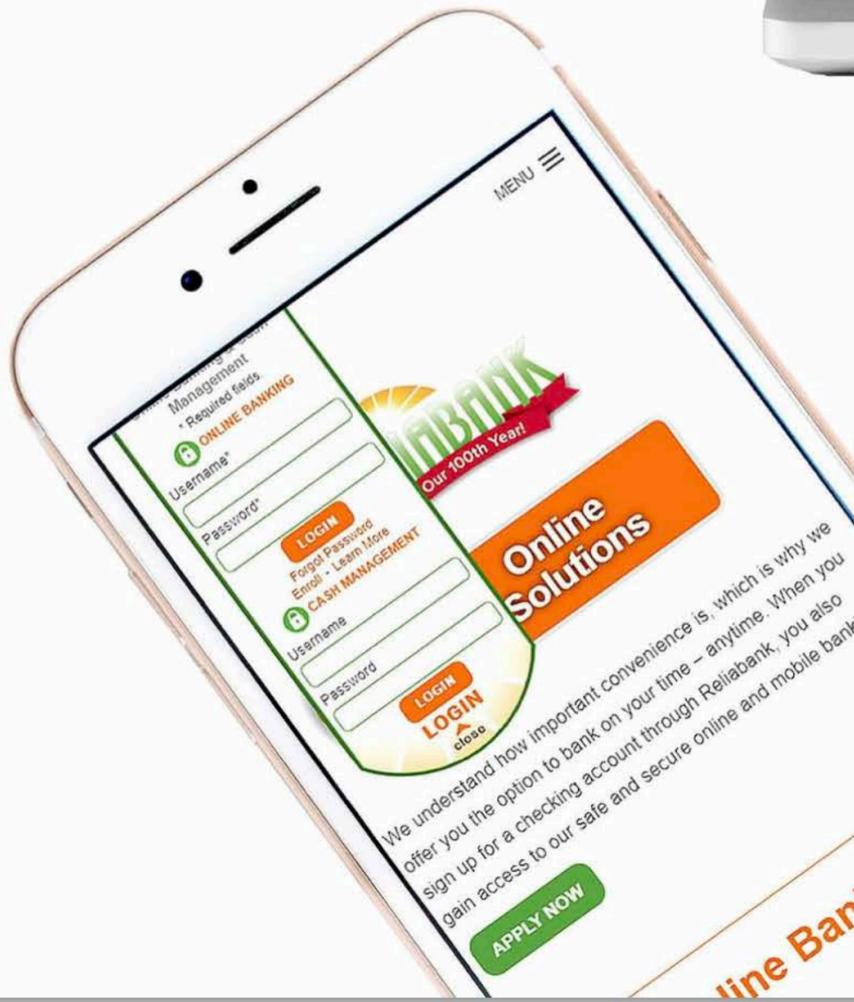
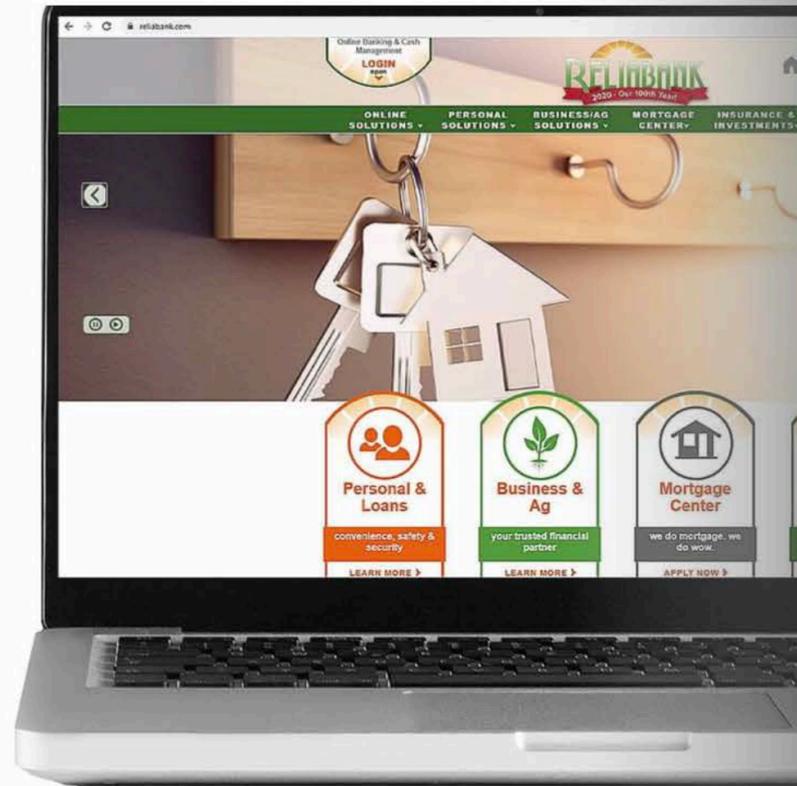


The first DeBold Night Depository, seen as "a progressive forward step" by the Estelline Journal, was installed in 1956 and is still in use in Estelline today.



The 1928 series National Bank Note, featuring the signatures of A.J. Boeder and Fred Beskow, was part of \$25,200 in circulated Estelline currency. The National Banking Act of 1863 empowered national banks to issue currency subject to federal oversight. The government retired the notes in 1935 in favor of Federal Reserve Notes and Silver Certificates.

With customers' convenience in mind, Reliabank developed its website, introduced internet banking and bill pay, went "real time" with phone and internet banking, created digital images of checks, and offered mobile banking in the first decade of the 21st Century.



2020

In its 100th year, Reliabank celebrates the digital world.

Reliabank's mobile banking products continue to grow to keep up with its customers' fast-paced lives. Reliabank advertising says: "Whether you have an iPhone, iPad, or Android device, we have the mobile banking solution that's right for you."

## CHAPTER 3

### The Faces of Reliabank

(Previous Page): Senior officers highlight WWYB: "We Want Your Business": (left) David Johnson, Mark Tetzlaff, Jane Swenson, David Ebbers, Jim Knadle, Willis DeWitt, and Hugh Bartels in 2000.



(Right) Bank Staff in 1975: Walter K. Johnson, Merlaine Eisnach, "Boots" Gratz, Jeanette Foster, Art Ornes, Audrey Linneman, and David Johnson.



Among long term Reliabankers are (top right) Merlaine Eisnach Amaine Johnson, Hugh Bartels, and David Ebbers in 2015, and (bottom, right) Lynn Phillips, Tari Korthour, Janelle Miller and De Rentsch in 2019.



Farmers State Bank shows the Hayti and Hazel transition in 1992. Carmen Jankord, Pat Biederstadt, and Cathy Smith enjoy a bank-sponsored trip to see the Minnesota Timberwolves in 1996. Several employees made the transition from Hamlin County Bank to Farmers State Bank.

(Left) Strategic planners, 2013, some with over 20 years with the bank: (top) David Ebbers, 35+; Bill Voecks; Reid Johnson; Dustin Padgett 20+; Lindsey Vetter; Jeremy Keizer; Su Benning, 20+; (bottom) Josh Hogue; Gary Grewing; Hugh Bartels, 20+; Jane Swenson, 20+; Bob Smithback; David Johnson, 40+; Jan Johnson, 25+; Mark Tetzlaff; Lisa Loomis, 25+; Cindy Fugere, 20+; Adam Lund; Claire Konold; and Don Miller, 40+. Other longtime staff includes Lisa Crocker, 20+; Walter K. Johnson, deceased, 20+; Susie Stroup, 20+; Cathy Smith, 25+; Carmen Jankord, 30+; Audrey Linneman, deceased, 30+; "Boots" Gratz, deceased, 40+; Jeanette Foster, 40+; Amaine Johnson, 40+; and Merlaine Eisnach, deceased, 50+.



Reid Johnson; Daniel Haugen; David and Jan Johnson; David Painter; Carissa Haugen; Dawson Johnson; Ethan Johnson; Eric Barnes; Steve Wiebenga; Kinsley, Peyton, and Jeremy Keizer; Kelly Baker; and Cole Grocott help serve brats and hot dogs at the Tea/West Central football game in 2019.

Eric Barnes, Blaine Fopma, and Jeremy, Kinsley, Peyton, and Ellyott Keizer show off the t-shirt gun used at basketball games in conjunction with the half-court shot contest sponsored by Reliabank to open Centennial festivities in 2020.



Joining Estelline High School student council president Harrison Wegner during the half-court shot contest are Courtney Parker, Lacey Bachman, David Johnson, David Ebbers, Josh Hogue, Reid and Maddox Johnson, Craig Harms, Michelle Schleusner, Loni Ching, and Lisa Loomis in early 2020.



## CHAPTER 4

### Reasons to Celebrate

# Ribbon Cuttings and Groundbreakings

(Previous page): Walt cuts the ribbon, joined by Gloria Johnson, Art Ornes, Merlaine Eisnach, and "Boots" Gratz, for the remodeled bank April 6, 1974.



Board members and employees dress in 1920's garb for the grand opening at Hayti in June 1993. Reid Johnson cuts the ribbon. Hazel's Grand Opening followed in 1996.



Groundbreaking (top left) in 1998, with Hugh Bartels cutting the ribbon for Watertown North in 1999. David Johnson said that years of experience came to the branch with former F&M bankers Hugh Bartels, Jane Swenson, Cindy Goette, Jim Knadle, Willis DeWitt, and Sandy Peterson, with Larry Peterson in insurance.



Grand openings occurred in 2008 in Hartford and 2011 in Humboldt and Tea, where David Johnson cuts the ribbon.



David, Gavin, Jan, Maddox, Ethan, Jacoby, and Reid Johnson take up shovels at the 2017 groundbreaking of the Sioux Falls branch, while Reid and Ethan Johnson hold the ribbon in Sept. 2018. Mayor Paul TenHaken (left of David and Jan Johnson) and chamber members join in. The mortgage office, now at the Sioux Falls branch, celebrated when it began in 2015.



Extended family at the grand opening Sept. 13, 2018. (Back) Reid and Jessi Johnson, Mark and Lesa Lee, Cynthia Johnson, Don and Harriet Scott, Todd Lee, Wanda Lee, Mike, Zach, and Jody Scott, (front) Ethan Johnson, Carmen Jidovu, Bryan and Meg Hentges, Jan and David Johnson, Russell and Mary Bjerke. Mark Lee, Zach Scott, and Jessi Johnson have further ties to the bank, with Mark serving as Sioux Falls Branch President 2017-2019 and as a director, Zach as a personal banker/loan officer, and Jessi in the mortgage department.



# Anniversaries



Walt Johnson hands out 18 K. Gold Ignition Keys to Howard Lee, First National Bank of Volga, and Charles Johnson, Bank of Bruce, during Farmers State Bank's 40th Anniversary celebration Sept. 24, 1960.



60th anniversary celebrants in 1980 include Don Miller, Cheryl Mitchell, "Boots" Gratz, Amaine Johnson, Gloria Johnson, David Johnson, Jeanette Foster, Audrey Linneman, Howard Peters, and Merlaine Eisnach.

1920 **Our 50th ANNIVERSARY** 1970 Year

**TIMES HAVE CHANGED**  
So Have Interest Rates

No bank pays more, many pay less.  
Talk to us!

**TIME TO JOIN THE PARADE**

- 4 1/2% ON PASSBOOK SAVINGS
- 5% ON 90 DAY CERTIFICATES
- 5 1/2% ON 12 MONTH CERTIFICATES
- 5 3/4% ON 2 YEAR CERTIFICATES

COME IN AND LET ONE OF OUR OFFICERS EXPLAIN OUR PLAN TO YOU

**THE FARMERS STATE BANK OF ESTELLINE**  
A FULL SERVICE BANK  
Estelline, South Dakota

FDIC A FULL SERVICE BANK



Watertown Reliabankers work at the Farm-Business Appreciation Banquet as part of the bank's 90th anniversary celebration. Reliabank prides itself on its connection to agriculture. "When I was a kid, I didn't know much about farming," Cynthia Johnson said, "Dad and I would look at the crops. He tried to teach me what everything was, but I wasn't a very good student. Dave would also teach me. He would hold barley and wheat and ask me which was which."



Jackie Zuiderhof and Nichole Bjerke, nieces of Dave and Jan Johnson, ride the float in Estelline in 1989 to celebrate South Dakota's Centennial.



Reliabank celebrates its 90th anniversary with a 1919 Model T Ford Depot Hack in the Watertown July 4, 2010, parade. Representing the bank are Gary Grewing, Hugh Bartels, Reid, Gavin, and Maddox Johnson.



The half-court shot contests kicked off the bank's Centennial celebrations in early 2020. David and Jan Johnson, Jessi Johnson, Jacoby Johnson, and Heather Christiansen from Sioux Falls Christian School booster club work at the contest sign-up table.



Reliabank participated in the St. Patrick's Day parade in Watertown March 2020.

Estelline bank window, April 2020. The COVID virus cancelled or postponed some Centennial events, but Reliabank employees stepped up to serve the community through CARES ACT Payroll Protection Plan loans and a plan to keep staff and customers safe.

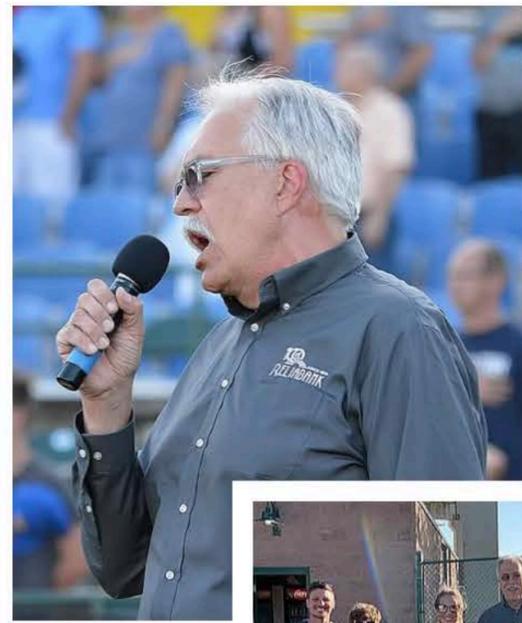


Time travelers meet present day family members: Jan and Dave Johnson welcome Harriet Scott, Wanda Lee, Cynthia Johnson, Rolf Hovey, and Mary Bjerke with hopes of a safe celebration of 100 years (Sept. 1, 1920-Aug. 30, 2020) at the bank's original location, South Shore, South Dakota.



David Johnson's band, 2nd Opinion, wearing 20's garb, entertains guests, while Reliabankers (back) Reid and Jessi Johnson, Alyza Haugen, Mark Lee, Cindy Fugere, (middle) Josh Hogue, Becky Campbell as a 1920's swimmer, Susie Stroup, Janelle Miller, Lindsey Vetter, (front) Jan Johnson as a 1920's flapper, David Johnson, Bill Voecks, Dustin Padgett, Kelly Baker, and Landon Vetter join the celebration.

# Special Occasions



Lisa Loomis (front, 2nd left) from marketing hosts customers at the Tulip Festival in Orange City, IA, in 1997.



Annual Reliabank events include trips to Target Field to see the Twins and Reliabank preparing food for community outings, teacher in-services, and bank gatherings. David Painter, Jeanette Miller, and Adam Lund (bottom left) enjoy a Reliabank outing, while Josh Hogue, Janelle Miller, Hugh Bartels, Claire Konold, Freeman Park and Gary Grewing grill.



(Clockwise, top): Reliabank's annual Zoo Day is popular with kids, including Braeyn Bachman and Jack Schleusner. David Johnson sings the National Anthem during a Sioux Falls Canaries baseball game, which was sponsored by Reliabank. Below, Reliabankers serve West Central teachers at the annual in-service luncheon in Hartford's city park in 2020, Kelly Baker and Cris Stratman grilling.





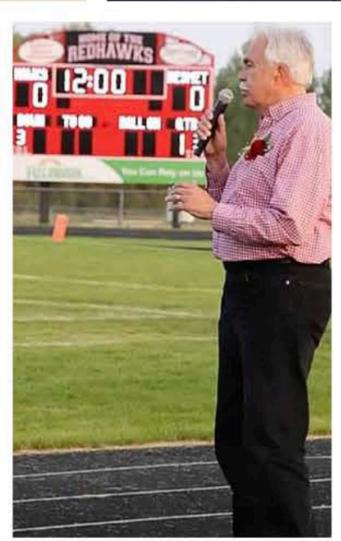
Reliabank annually hosts Back-to-School Bash in Tea. Jeanette Miller, Zach Bauer, Sara Halvorson, and Jennifer Lubenow work the event, while Brett Ewald prepares to be dunked.



Reid, Jan, David and Ethan Johnson display the Prairie Family Business Heritage Award at the annual conference in 2020. The award honors long-time businesses, like Reliabank, which has been under Johnson management since 1944.



Susie Stroup and Reid Johnson dress up for Halloween while Watertown Reliabankers participate in a local Trunk-or-Treat.



Estelline Alumni Association honors David and Jan Johnson during homecoming. Reliabank donated funds for a new Redhawk scoreboard in 2020.



(Photos clockwise from top) Reliabankers Val Engels, Tari Korthour, Char Olson; Laura Roos; Alyza Haugen, Brittany Ludens, and Jessi Johnson distribute some of the 800+ turkeys across all locations prior to Thanksgiving, 2020.





## CHAPTER 5 Reaching Into and Beyond Our Local Communities

## Local Involvement

Staff members Gladys Johnson, David Johnson, Joyce Freeseemann, and Lisa Loomis join Linda Thomas to refinish woodwork at the Estelline Library in 1996.



Reliabank's donation refurbished the theater in the Goss Opera House in Watertown.



Reliabank's scholarships have grown from one awarded in the 1990's to twenty-five in 2020. Lisa Loomis and Jan Johnson with scholarship winners Andrew Weber, Tasha Vohlken, and Alden Lehtola at Lake Area Tech in Watertown in 2019.



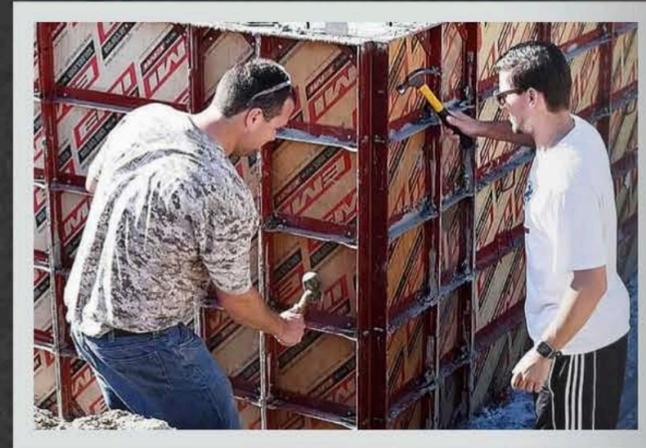
Reliabankers send off Ella and her family as sponsors of a wish through Make-A-Wish South Dakota. The Hayti-area family enjoyed sunny Florida in 2018.



(Clockwise, left): Watertown Reliabankers "pack for PACH" and sponsor a food drive, KXLG and Reliabank staff present winners with \$1000 checks during the 99 Days of Summer promotion, and Jeremy Keizer and Reid Johnson work on a Habitat for Humanity project.



Jenni White and Reid Johnson honor Tea's Teacher of the Year, Janice Gilbert. Reliabankers, including Val Engels and Pat Biederstadt, also work at farm and home shows.



Jan Johnson talks to festival goers at Reliabank's Pet Water Station during Sioux Falls Riverfest, while Gavin and Reid Johnson hold the donation check for SD Alzheimer's Association. Donors' contributions reflected Reid's triple jump distance.



David Johnson receives West Central School District's Friends of Education Award from Superintendent Brad Berens. Others pictured are David Painter, Reid Johnson and West Central school board member Craig Habben.





Reliabank sponsors music and local youth sports teams. (Clockwise, bottom left): Bank staff, friends, and family gather for the bank's sponsorship of the musician Annie Mack at a Sioux Falls Levitt concert. Team sponsorships include Tea's Tempo Soccer Club, Sioux Falls 6th Grade basketball team, and Watertown Rattlers baseball.



Lacey Bachman, McKay Parr, Tari Korthour, Neal Gunderson, Janelle Miller and Lindsey Vetter volunteer at the annual sensitive document shred event for customers in Watertown.



Reliabank donated funds for mattresses to Sleep in Heavenly Peace, an organization that provides beds to children in need.



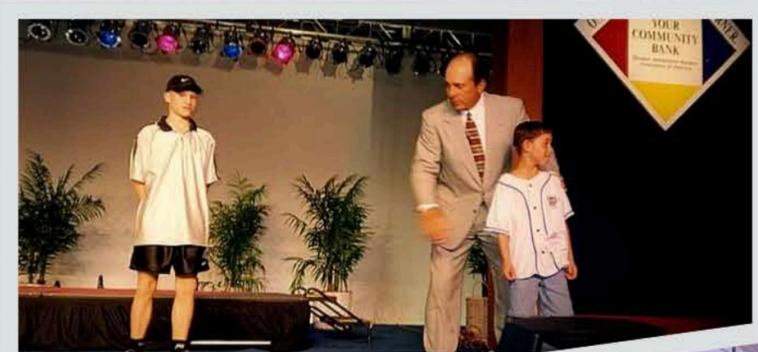
Reliabankers at the annual Make-A-Wish golf tournament fundraiser in Sioux Falls.

# State, National, and International



Paul, Walter K. and David (photo, 1974) held offices in state and national trade associations. Paul was president of the Iowa Bankers Association 1996-97, served as director and on various Iowa state committees 1982-1998, and served on Bankpac and Membership committees of the American Bankers Association (ABA) at various times from 1984-2005.

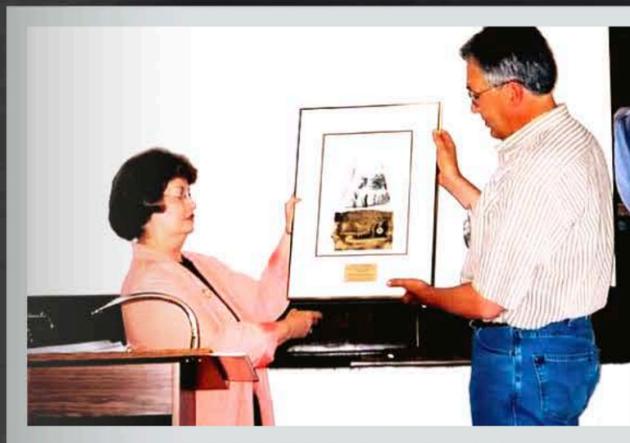
Gloria and Walter K. Johnson register at a bankers' convention in the 60's. Walt was the president of the South Dakota Bankers Association 1954-55, served on the legislative committees of the ABA and the Independent Bankers Association of America, and was the South Dakota representative of the American Bankers Association Legislative Council.



Honolulu Independent Community Bankers (ICBA) conventions: Reid and Ethan Johnson with Johnny Bench, Hall of Fame baseball player, in 1998, and David Johnson singing the national anthem in 2002 (Photo by David Haithcox). David served on the board of directors of the ICBA 1997-2003.

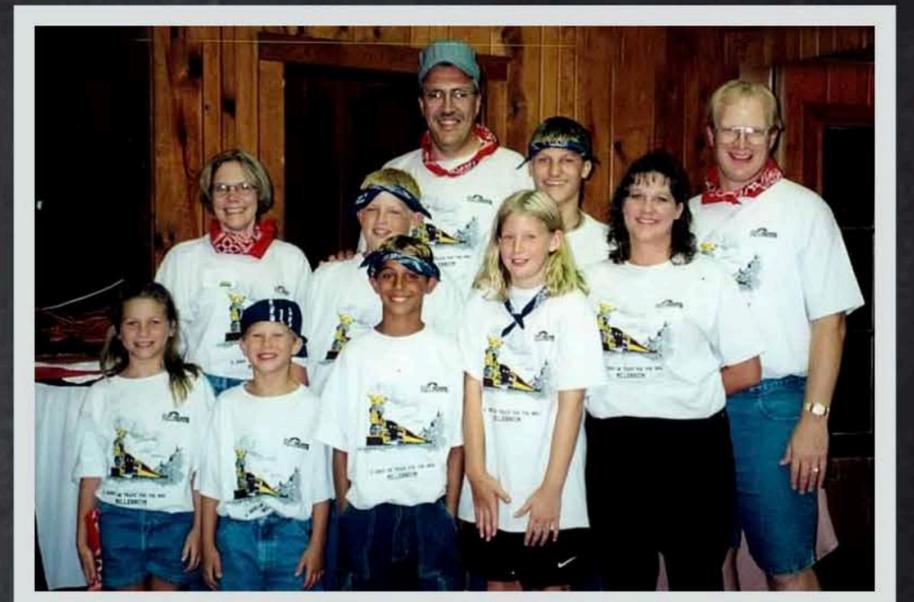


David W. Johnson shakes hands with Alan Greenspan, Federal Reserve Chairman, at a Washington, D.C. Reception in 1999.



ICBSD (ICBA state affiliate) Executive Director Ginger Adams presents David W. Johnson with artwork in 2004 at the annual retreat at Sylvan Lake Lodge in the Black Hills in appreciation of his six years of service on the board of directors of the ICBA. Josh Hogue has served on the board of directors of the ICBSD.

The Johnson and Ebbers families illustrate the theme: "Reliabank is on the right track for the new millennium" at the ICBSD Retreat in 2000. David Ebbers served on SDBA's Ag committee, while David Johnson, Jeremy Keizer, and Josh Hogue have served on SDBA's Legislative Committee.



**RELIABANK EXECS WHO HAVE SERVED AS ICBSD PRESIDENTS:  
DAVID W. JOHNSON, 1995-96  
DAVID J. EBBERS, 2003-04  
HUGH BARTELS, 2016-17**



*David - Thanks for your So. Dak. Banking Leadership!*  
*Tim Johnson 2005*

South Dakotan bankers, including David Johnson and Hugh Bartels, meet with their senator, Tim Johnson, Senate Banking Committee member, in 2005. David and Hugh served on ICBA committees, David on the Products and Services Committee and Hugh on the Payments and Technology Committee for five years and Regulation Review for two years. Hugh was also a director on the South Dakota Bankers Association Board 2000-2006.



Walter K. Johnson served two terms in South Dakota Senate 1957-61. Walt served as Hamlin County party chair for several years. "Walt and I rang every doorbell in Hamlin and Kingsbury County when Walt campaigned for Senate," Gloria Johnson said. Cynthia Johnson's postcard, featuring Ethan Johnson and herself, during a run for South Dakota House of Representatives in 2008 against eventual Governor Kristi Noem.



Alcester, SD, banker Roger McKellips and David Johnson taught USAID-sponsored banking in Tashkent, Uzbekistan, in 1995 and in Turkmenistan in 1996. "Prior to their Independence in 1991, Central Asian banks under the Soviet System were simply government accounting institutions that kept track of bartering transactions. So we needed to start with the basics," David said. (Right) Hugh Bartels served on the Investment Council and has been a Representative in the South Dakota Legislature since 2016.

