

Brian Gilbert

Professional experience

Jan. 2010-Present FNBSF Sioux Falls, SD

Ag Banking Manager/SVP

- Manage Ag/Correspondent Banking in all aspects including growth, credit culture, and profitability.
- Loans grew from \$80MM to over \$650MM in total loans.
- Deposits grew from \$10MM to \$135MM.
- Secondary market sales grew from zero to \$250MM.
- Serve on Loan Committee, Loan Policy & Supervisory, ALCO and Reserve Adequacy Committee.

Sept. 2006-2010 FNBSF Sioux Falls, SD

Loan Officer/AVP/VP

- Maintain a 50-Million-dollar diverse loan portfolio.
- Continue to grow portfolio through existing and new relationships.
- Responsible for coordinating multiple customer events and marketing tools.
- Mentor junior lenders within Agriculture department.

Oct. 2004-Sept.2006 Cofina Financial, LLC Sioux Falls, SD

Credit Manager

- Managed credit team and processors, while continuing to manage a personal portfolio in excess of \$30 million dollars consisting of complex agricultural accounts.
- Served as a member of the loan committee.
- Responsible for implementing and organizing new processes and procedures in a changing business model.

May 2002-Sept. 2004 Cofina Financial, LLC (fka Fin-Ag, Inc)

Credit Analyst/Loan Officer

- Managed a producer agricultural portfolio in excess of 20 million dollars.
- Served over 45 customers with excellent retention.
- Personal portfolio included complex, diverse operations.
- Analyzed and processed credits for Country Loan Officers with total commitments in excess of 30 million dollars.

Education

2008-2010 **SW Graduate School of Banking**
Dallas, TX
Graduate School Banking Degree with high honors

Sept. 1998-May 2002 **South Dakota State University**
Brookings, SD
B.S. in Economics and Agricultural Business

July 2005-August 2005 **Member Services**
Inver Grove Heights, MN
Management Essentials Certificate

**Volunteer
experience**

Independent Community Bankers of America
Independent Community Bankers of South Dakota
Cattlemens Foundation Board Member
South Dakota State University Board of Trustees
Team Buche Cares Foundation Board Member
Sioux Falls Stockyards Ag Experience
Saint Mary Catholic School Fundraising Committee
Sioux Empire United Way
Sioux Empire Chamber Ag Committee