

BOLItracker™ Peer Group Report

Prepared Exclusively for Dakota Community Bank, N.A.

Peer Group: North & South Dakota Community Banks (DACB)*

Industry Group: All Community Banks**
Information as of: December 31, 2010

information as of. December 51, 2010								
	Your Bank	Peer Group Average	Industry Group Average					
BOLI Cash Value (\$000s)	\$5,093	\$4,118	\$6,548					
BOLI as % of Capital ⁽¹⁾	12.8%	18.3%	19.7%					
Current Net Interest Return ⁽²⁾	3.74%	3.77%	3.74%					
Recent Purchases ⁽³⁾ (\$000s)	\$375	\$0,627	\$1,839					
No.(%) of Purchasers	1 (100%)	11 (20%)	558 (22%)					
Remaining Capacity (\$000s)	\$4,866	\$5,458	\$3,785					
Number of Banks ⁽⁴⁾	1	55	2,512					

^{*}Peer Group DACB is all 55 North & South Dakota banks with less than \$2 billion in assets and more than \$1 million of BOLI; *Industry Group is all 2,512 banks in the country with less than \$2 billion in assets and more than \$1 million of BOLI; (1)Tier 1 for OTS and FDIC primary regulators; Tier1+LLR for OCC and FED primary regulators; (2)Net Interest Returns are net of death benefit proceeds and are based on 12-months ending December 31, 2010; Your Current Net Interest Return is an estimate based upon reported increases in cash value for 3 of the 4 quarters ending December 31, 2010; (3)Recent Purchases show the total for your bank and the average for the Peer Group (among those making purchases) for the 24-month period ending December 31, 2010; Recent Purchases for your bank have been estimated from publicly available information; and (4) Data is aggregated for all multi-bank holding companies which are assumed to have the Federal Reserve as their primary regulator. As of December 31, 2010, there was an aggregate of \$144.4 billion of cash values inforce in the U.S. among all size banks and bank holding companies.

Observations

- 1. Your BOLI cash value as a percentage of capital of 12.8% is **below** the average for your Industry Group.
- 2. Your current net interest return of 3.74% is **within** the average for your Peer Group.

Please visit our website at www.bolisolutionsgroup.com for more information about BOLltracker™.



BOLItracker™ Peer Group Report

North & South Dakota Community Banks (DACB) as of 12/31/10

BOLItracker™: All the information contained in this Peer Group Report was extracted from a proprietary database called BOLItracker™ containing detailed historical information about banks and bank-owned life insurance for every bank in the country. The database has been carefully populated after a thorough analysis of public information found in all of the following sources:

- 1. SEC filings
- 2. FDIC Call Reports
- 3. Thrift Financial Reports
- 4. Federal Reserve filings
- 5. Annual Reports
- 6. websites, and
- 7. requests for information sent to individual banks.

BOLI Solutions Group has devoted considerable time and money to ensure the accuracy of the reported information. However, the accuracy of the BOLItracker[™] database depends upon the accuracy of the information reported by the bank. Please report any inaccuracies about reported information for your bank to us so that we may correct the information in our BOLItracker[™] database.

Peer Group DACB: includes all banks with headquarters in North & South Dakota with less than \$2 billion in assets and more than \$1 million of BOLI cash values as of December 31, 2010. Multi-bank holding companies are aggregated. The information shown in the attached table includes each bank in the Peer Group.

% of Capital: represents BOLI cash values expressed as a percentage of specified capital. For banks and holding companies with the OCC or FED as the primary regulator, specified capital is considered to be Tier 1 capital plus the Allowance for Loan and Lease Losses. For banks or thrifts with the OTS or FDIC as the primary regulator, specified capital is considered to be Tier 1 capital only.

Interagency Statement 2004-56: requires that the Board of Directors of the bank monitor its BOLI holdings at least annually to ensure they are consistent with safe and sound banking practices. It also requires that an institution compare its BOLI holdings relative to capital relative to the holdings of its peers to assess whether it is an outlier. This report is an objective and unbiased comparison with your peer group. You have our permission to make copies of this report to share with your management team and members of your Board of Directors.



Recent Purchases: The table below shows the aggregate BOLI purchases among all banks in the country with less than \$2 billion in assets. This table shows only new purchases and does not include BOLI purchases resulting from a §1035 exchange of cash values from one insurance company to another.

BOLItracker™ Aggregate BOLI Purchases by Quarter (\$000s)* For All Banks with Less Than \$2 Billion in Assets

Quarter	2008	2009	2010
1	\$251,931	\$72,643	\$137,582
2	\$197,122	\$68,604	\$125,584
3	\$120,512	\$80,636	\$127,315
4	<u>\$226,911</u>	<u>\$180,471</u>	<u>\$247,621</u>
All	\$796,476	\$402,354	\$638,102

^{*}includes 6,585 holding companies, banks and thrifts with less than \$2 billion in assets as of 12/31/10

BOLItracker™ Aggregate BOLI Purchases by Quarter (\$000s)* For North & South Dakota Community Banks

Quarter	2008	2009	2010
1	\$6,200	\$750	\$1,050
2	\$6,950	\$0	\$0
3	\$650	\$1,800	\$0
4	<u>\$600</u>	<u>\$15,728</u>	<u>\$2,095</u>
All	\$14,400	\$3,750	\$3,145

^{*}includes the 55 North & South Dakota Community Banks included in this report.



Net Interest Returns: have been calculated after a thorough and careful analysis of current and historical changes in cash values and reported BOLI noninterest income and are shown in the table for the 12-month period ending 12/31/10. These net interest returns are net of cost of insurance charges, do not include death benefits received by the bank and exclude non-recurring interest credits. This methodology is used to facilitate comparison between banks and is not intended to reflect the overall economic return to the bank. It is important to note that about 20% of all community banks report BOLI interest income before cost of insurance charges are deducted. The method used for calculating net interest returns for each bank is shown as a footnote in the attached table.

Net Interest Return Trends: As the following table shows, aggregate net interest returns on BOLI for community banks have been quite stable and very attractive over the past several years, particularly when actual realized returns are grossed-up and considered on a pre-tax equivalent basis. A very high percentage of banks included in your peer group table own general account or hybrid general account BOLI policies. Some banks own stable-value wrapped separate account BOLI policies. Aggregate returns for separate account BOLI policies have underperformed general account returns over the past two years. The dramatic fall-off of realized net interest returns for large banks in 2008 and 2009 is attributable to the fact that a high percentage of this business is stable-value wrapped separate account policies that has experienced deterioration in market values and therefore credited returns.

Comparison of BOLI Average Net Interest Returns for All Banks with \$1 Million or More of BOLI

Asset Size	2006	2007	2008	2009	2010
Less than \$2 billion*	3.81%	3.92%	3.94%	3.85%	3.74%
More than \$2 billion**	4.07%	4.12%	3.49%	3.43%	3.41%

^{*} average net interest return for 2,089 banks

^{**} average net interest return for 191 banks



North & South Dakota Community Banks (DACB)¹ as of 12/31/10

	<u>BOLI</u>							
		•	as % of	Assets	BOLI	BOLI Net		
Financial Institution	<u>City</u>	<u>St.</u>	<u>Capital</u>	<u>(\$000s)</u>	<u>(\$000s)</u>	Interest ²	Method ³	
Alerus Financial Corporation	Grand Forks	ND	15.3%	\$1,112,219	\$13,346	3.91%	Α	
American Bank and Trust	Huron	SD	16.6%	\$287,314	\$4,580	3.46%	С	
American Federal Bank	Fargo	ND	5.1%	\$412,332	\$1,606		Χ	
American State Bank & Trust Company	Williston	ND	18.6%	\$392,769	\$4,959	4.55%	С	
BankStar Financial	Elkton	SD	28.5%	\$57,949	\$1,372	2.08%	С	
BankWest, Inc.	Pierre	SD	4.4%	\$743,483	\$2,954	4.45%	Α	
BNCCORP, Inc.	Bismarck	ND	19.0%	\$745,184	\$13,620	3.97%	Α	
Campbell County Bank	Herreid	SD	22.8%	\$90,494	\$2,480	3.65%	E	
Capitol Bancorporation, Inc.	Britton	SD	1.7%	\$653,027	\$2,528		Χ	
Citizens State Bank - Midwest	Cavalier	ND	25.1%	\$146,417	\$2,725	2.83%	С	
Commercial Bank of Mott	Mott	ND	22.5%	\$71,751	\$1,224	4.08%	С	
Commercial State Bank	Wagner	SD	19.6%	\$123,330	\$2,310		Χ	
CorTrust Bank, N.A.	Mitchell	SD	2.9%	\$622,931	\$2,081	2.11%	С	
Dacotah Bank	Aberdeen	SD	3.9%	\$1,801,691	\$6,698		Χ	
Dakota Community Bank, N.A.	Hebron	ND	12.8%	\$467,142	\$5,093	3.74%	D	
DNB National Bank	Clear Lake	SD	29.3%	\$56,177	\$2,057	2.85%	Α	
Farmers & Merchants State Bank	Plankinton	SD	16.7%	\$71,408	\$1,126	4.26%	С	
Farmers State Bank of Canton	Canton	SD	34.5%	\$43,285	\$1,568	3.98%	С	
Farmers State Bank of Turton	Turton	SD	56.3%	\$20,638	\$1,500	4.24%	С	
First Dakota Financial Corporation	Yankton	SD	17.2%	\$787,708	\$13,686	3.56%	Α	
First International Bank & Trust	Watford City	ND	11.8%	\$978,893	\$9,976	4.61%	Е	
First National Bank	Philip	SD	23.5%	\$161,128	\$4,896	2.86%	С	
First PREMIER Bank	Sioux Falls	SD	0.8%	\$1,114,878	\$1,403		Χ	
First Savings Bank	Beresford	SD	4.2%	\$439,460	\$2,455	3.76%	С	
First Sleepy Eye Bancorporation, Inc.	Sioux Falls	SD	3.3%	\$270,627	\$1,060	4.74%	С	
First State Bank of Roscoe	Roscoe	SD	23.1%	\$87,338	\$1,718	4.63%	Α	
First State Bank of Warner	Warner	SD	36.3%	\$48,635	\$1,437	3.68%	С	
First United Bank	Park River	ND	11.4%	\$166,971	\$1,799	4.04%	В	
First Western Bank and Trust	Minot	ND	14.1%	\$654,013	\$8,241	2.68%	С	
Fishback Financial Corporation	Brookings	SD	18.0%	\$1,552,138	\$29,622	4.07%	D	
Fulton State Bank	Mitchell	SD	17.4%	\$50,698	\$1,036	3.81%	С	
Great Plains Bank	Eureka	SD	16.4%	\$89,786	\$1,282		Χ	
Heartland State Bank	Edgeley	ND	21.9%	\$59,208	\$1,247	3.83%	С	
HF Financial Corp.	Sioux Falls	SD	13.8%	\$1,223,973	\$15,425	3.72%	С	
Ipswich State Bank	Ipswich	SD	24.4%	\$51,126	\$1,938	3.93%	D	
Kirkwood Bancorporation Co.	Bismarck	ND	7.3%	\$194,692	\$1,720	4.05%	С	
Lakeside Bank Holding Company	New Town	ND	15.0%	\$265,122	\$3,242	4.68%	С	
McIntosh County Bank Holding Co., Inc.	Ashley	ND	40.0%	\$79,727	\$3,188	2.91%	С	
Merchants State Bank	Freeman	SD	18.6%	\$126,211	\$2,038	3.50%	С	
Miner County Bank	Howard	SD	33.3%	\$38,633	\$1,404	4.08%	С	
Minnehaha Banshares, Inc.	Sioux Falls	SD	8.0%	\$1,093,291	\$10,926	2.99%	В	
-1 -		-			1-	-		



Northeast Bancorp, Inc.	Brandon	SD	12.8%	\$85,055	\$1,164	3.01%	С
Peoples State Bank	Westhope	ND	21.6%	\$63,689	\$1,224	3.38%	Α
Pioneer Bank & Trust	Spearfish	SD	14.6%	\$418,583	\$6,164	5.78%	Α
Quoin Financial Bank	Miller	SD	24.5%	\$126,429	\$2,834	3.85%	С
Security First Bank	Lincoln	NE	6.3%	\$815,778	\$4,278	3.99%	С
Security First Bank of North Dakota	Mandan	ND	20.4%	\$129,765	\$2,579	3.87%	С
Security State Bank	Dunseith	ND	26.7%	\$61,825	\$1,218		Χ
State Bank of Bottineau	Bottineau	ND	42.4%	\$50,287	\$1,787	3.90%	Α
The Bank of Tioga	Tioga	ND	32.6%	\$89,444	\$2,462	4.23%	С
The Citizens State Bank of Finley	Finley	ND	12.5%	\$114,791	\$1,229	3.89%	С
The Dakota Western Bank	Bowman	ND	9.2%	\$182,080	\$1,615	4.15%	Α
Union State Bank of Hazen	Hazen	ND	22.3%	\$91,555	\$1,940	2.43%	С
Unison Bank	Jamestown	ND	15.9%	\$218,633	\$2,883	4.08%	С
United Community Bank of North Dakota	Minot	ND	9.5%	\$203,130	\$1,559	4.07%	С

¹Peer Group DACB is all 55 North & South Dakota Community Banks with less than \$2 billion in assets and more than \$1 million of BOLI;

³Method A: This method is used where net interest income is available and generally matches increases in cash values and there are no apparent significant BOLI purchases or deaths during the year.

Method B: This method annualizes reported BOLI net interest income for 3 out of 4 quarters. It is used where there are apparent BOLI purchases or obvious death claims in only one quarter and there is sufficient information to exclude net death proceeds from net interest income in 3 out of 4 quarters.

Method C: This method assumes that the percentage growth in cash values during the year is a result of interest earnings credited to the policies. It is used where net interest income information is not available (or is reported on a gross basis), there are no apparent death claims or BOLI purchases during the year and quarterly returns are fairly consistent from one period to the next.

Method D: This method annualizes quarterly changes in reported cash values for 3 out of 4 quarters. It is used where net interest income is not available (or is reported on a gross basis) and there are apparent death claims or BOLI purchases in one quarter.

Method E: This method annualizes reported BOLI net interest income for 2 out of 4 quarters. It is used where net interest income for BOLI is available and there are apparent death claims or significant BOLI purchases in 2 out of 4 quarters.

Method F: This method annualizes quarterly changes in reported cash values for 2 out of 4 quarters. It is used where net interest income is not available (or is reported on a gross basis) and there are apparent death claims or BOLI purchases in 2 out of 4 quarters.

Method X: This method omits information whenever there is insufficient information to estimate net interest returns with a high degree of accuracy. This may result for a variety of reasons, such as BOLI purchases in at least 3 out of 4 quarters, erratic reported net interest returns or unusual patterns of cash value growth. This effectively removes BOLI informally funding multiple investment choice nonqualified deferred compensation plans from our interest rate averages.

Mel G. Todd, FSA BOLI Solutions Group 823 North Elm Street Suite 100 Greensboro, NC 27401 (336) 378-9192 mtodd@bolisg.com John C. Ramsey, Esq. BOLI Solutions Group 145 Penn Avenue P.O. Box 329 Salem, OH 44460 (330) 337-9000 jramsey@bolisg.com

² for the 12-month period ending 12/31/10;