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Montana Best in Banking



# Montana's First Name in Banking

With deep roots and strong familial ties, Stockman Bank relies on local expertise to provide every Montanan with premier banking services.

In the aftermath of the Great Depression, banks considered struggling landowners like cattle rancher Bill Nefsy to be credit risks. To lending officers, agriculture seemed unreliable, but Nefsy was determined to reshape the financial landscape for his Montana neighbors.

He never considered himself a banker, but in 1953, Nefsy took a gamble and purchased controlling interest of the Miles City Bank in Eastern Montana. He began making loans, with special focus on agricultural loans, based on the character of the borrower and his own in-depth knowledge of Montana's unique market opportunities and challenges. Looking beyond quarterly earnings, he factored in temporary setbacks borrowers would inevitably experience due to uncontrollable acts of nature. Through the years, the unconventional bank became a lifeline for entrepreneurs of all kinds throughout Big Sky Country.

Under the leadership of the family's third generation and the dedication of the bank's employees, the institution, now Stockman Bank, operates the same way today. They

continue to embrace the nimble, inclusive, Montana community banking spirit started by Bill Nefsy almost 70 years ago.

One of the largest privately owned, independent banks in the United States, Stockman continues its Montana-only approach. From young families buying their first home to investors saving for retirement and developers with multimillion-dollar plans, each customer benefits from being able to look decision-makers in the eye. With a strong physical presence from the Great Plains to the Rocky Mountains, each of the bank's 35 full-service locations is managed by local professionals who hold traditional Western values and are empowered to provide the best possible service to every customer. They get to know their customers, understand their challenges, and assist them on a path towards financial success.

"We're not just a business. We are Montanans serving Montanans," says Bill Coffee, CEO and grandson of Nefsy.

## Advantages of Independence

With \$6 billion in assets as of 2022, financial



strength and private ownership make Stockman one of the most active lenders in the state year after year. The bank's independence frees it from the need to answer to outsiders or to wait unnecessarily while decision-makers in a distant city consider an application. It also gives Stockman the luxury of being patient and flexible. "We're not surprised when borrowers experience uneven cash flow. Good character will come through no matter the situation," says Coffee.

More importantly, Stockman has the intellectual capital that businesses of all kinds need to succeed in Montana. With

a lifetime of local experience, the lending officers are experts on the cultures, lifestyles, and regulatory environments unique to each region—information that can mean the difference between success and failure. Widely sought-after as a sounding board for everything from proper crop selection to working with government agencies, Stockman's bankers are legendary for their expertise and firsthand knowledge of their local markets.

While rapid growth is increasing demand for hotels, motels, resorts, and restaurants in Montana, it's hard to find any place in the state that has not been improved with the financial backing of Stockman. Its broad range of commercial lending includes residential development; large commercial projects, such as medical, multifamily, office buildings, and industrial; and business operating loans of all kinds. Not to mention all types of agricultural lending found in Big Sky Country.

## Five-Star Community Banking

With significant investments in technology, best-in-class products, value-added benefits, and efficient, state-of-the-art facilities everywhere Montanans work, live, or play, Stockman makes premier personal, agricultural, and business banking services easily accessible. This allows their customers to bank when, where, and how they want, from in-person banking to digital banking. More than 100 ATMs and a full range of innovative electronic banking options give personal, ag, and commercial customers 24/7 instant access from anywhere in the world.

In addition to traditional banking services, Stockman Wealth Management and Stockman Insurance deliver unbiased advice to help businesses and families meet their financial goals. Stockman Wealth Management is an SEC Registered Investment Advisor and is the largest independent registered investment advisory firm in Montana. Because independent Stockman Insurance represents over 30 insurance companies and has access to hundreds more, its professionals can build the right coverage to meet the need of each client—no cookie-cutter solutions.

It's all in an effort to help the community—Stockman's commitment extends far beyond its bank walls, reaching every corner of Montana. In June 2022, the



waters hadn't quit rising in major watersheds before the bank initiated a flood relief fund. Stockman made the initial contribution to the fund and matched a portion of customer and community donations received. The Red Lodge Area Community Foundation, the Park County Community Foundation, and the One Valley Ag Relief Fund each received approximately \$30,000 from the fund to assist with cleanup and recovery. During the COVID-19 pandemic, while other financial institutions waited for the first round of the Paycheck Protection Program (PPP) to begin, Stockman bankers worked around the clock securing approved PPP loans for small businesses—placing these businesses among the nation's first to receive job-saving funds. In addition to banking and financial support, Stockman's employees volunteer thousands of hours each year in time, expertise, and leadership.

Although now among the elite financial institutions in the country, the Stockman family refuses to allow the bank to become another stodgy legacy corporation. "My mother, Virginia Nefsy Coffee, always insists our No. 1 mission is over-the-top service. Cultivating one-on-one relationships with depositors and borrowers, no matter the size of their account, is our unwavering commitment," says Coffee.

Strong customer service with a focus on making each community served by Stockman a better place, Coffee's sister, Caren Coffee, EVP, makes sure they are fulfilling the obligations of a true independent community bank. With Coffee's children, Colton and Abby, now on staff, the Nefsy commitment to service is a lasting legacy.

Based on its impressive performance, customer satisfaction rating, financial advice, and more, Stockman is recognized as one of the country's preeminent financial institutions.

- Named one of World's Best Banks in 2022 by *Forbes*
- Named one of the Top 50 Performing Banks of 2021 with assets between \$2 and \$10 billion by *American Banker*
- Named as Best-in-State Banks for 2021 by *Forbes*
- Named a Lending Institution of the Year in 2021 by NeighborWorks Montana
- Ranked as a top 50 performing community bank with assets between \$3 and \$10 billion in 2020 by S&P Global Market Intelligence
- Rated a 5-star Bank by BauerFinancial
- Recognized as the largest family-owned, privately held community bank in Montana
- Ranked the 18th largest agricultural lender in the nation
- Recognized as the largest agricultural bank in Montana



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