

DO WE LEARN MORE FROM FAILURE OR SUCCESS?

Who doesn't like to win? I know I do, but the older I get, the more I wish I would have failed more, or at a minimum given myself the opportunity to fail. I'll never forget the feeling of being 10 years old and in Peewee baseball in Madison, Nebraska. I was in the on-deck circle and preparing myself to face a tall (I swear he was 7 feet tall as a 10 year old) left-handed pitcher from Scribner, Nebraska. When I got to the plate we were down by one run, the bases were loaded, and there were two outs. Oh, did I mention that I wasn't very good at baseball?!?! I remember telling myself, don't swing, maybe he'll walk or hit you. At this point, I was desperate and willing to take a pitch to the chin or ribs. Ball one was followed by ball two, but ball two was followed by STRIKE ONE. Oh no, should I swing if the next one is in the strike zone? The windup, the pitch, "BALL THREE," the umpire exclaimed. Please, one more ball... one more ball... one more ball. And the pitch... "BALL FOUR, TAKE YOUR BASE," yelled the umpire.

Yes, I didn't mess up; the game is tied! The game went into extra innings, but Scribner eventually won. I remember riding my bike home that day. The first part of the bike ride I was satisfied that I didn't strike out, but by the time I got home, I was disappointed in myself because I had failed to swing. What would have happened if I would have swung for the fence? Granted, I may have struck out, but what if I would have hit the game winning double? Almost 40 years later that still haunts me and I wish I would have swung.

Today in agriculture, we are witnessing clients making decisions and implementing changes in an effort to make themselves viable. Too many times in my article I can focus on what clients aren't doing, but this one is dedicated to the ones that are courageous enough to make changes (i.e. take a swing) and deal with the consequences of failing or hopefully the thrill of success. Some of these changes that I have witnessed deal with labor, acquiring or reducing assets, locking in interest rates, further diversifying their operation, or making marketing decisions, just to name a few. Many of our clients had financial success in 2018 because of calculated decisions they made to accept change and take on risk their operation could afford; however, some are still tweaking their operation and hopefully this will lead to long-term viability. DON'T GIVE UP.

A colleague of mine once said, "Doing nothing is a decision too," and I totally agree. Not swinging that bat 40 years ago was a decision to do nothing and hope for the best. The pitcher could have put it on a tee, and I still wouldn't have swung. Here is my message; Failing is OK. It will make you stronger and it will make you better. Go take a chance and you will feel better about yourself. Start small and build from there. Trust that you are surrounded by people that will respect you even more if you demonstrate the willingness to try, and if you fail, TRY AGAIN.

Until the next DIRT...



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WEATHER THE STORM AND DIG DEEPER

BY: BOYD MIGNERY

In farming and ranching circles you always hear, "You don't want to turn away moisture," but when is enough... enough????

We understand between snowstorms, bitter cold temperatures, rain, and in some places horrible flooding that you, our valued clients, have had your hands full. Many of you continue to work day in and day out to take care of livestock. We understand many of you are simply trying to figure out how to rebuild from the natural disasters that have occurred.

Dakota MAC did not introduce the "DIG DEEPER" ad campaign in the fall of 2018 simply because we thought it would catch your attention on the radio. We sincerely believe in the message that together we can all "DIG DEEPER", we believe that you as producers on the front line are right now reaching way down deep in yourself to find a way to get through. To quote Jeff Wolfgram, Dakota MAC Manager, "DIGGING DEEPER is staring into the face of fear, while always having faith and courage. It is accepting risks – such as weather – that are out of your control. It is the ability to withstand tough times and come out even stronger."

We know coping with the stress in these unprecedented conditions is taking a toll on you. Sometimes you just need to talk to someone to share what you have been through this winter and spring. We are here. Don't be afraid to reach out to your Dakota Mac trusted advisor. Together we can and will DIG DEEPER!

OUR TEAM



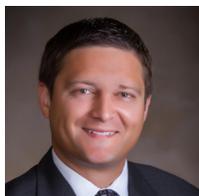
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SERVICING ACTIONS

BY: STEPHANIE SIEBRANDT, SERVICING COORDINATOR



Dakota MAC was developed to originate and service long-term agricultural real estate loans. We realize situations change and Dakota MAC remains open to all types of servicing requests.

A total of 85 servicing requests were initiated and completed in 2018. Over 40% of those servicing requests involved releasing ground; as clients had paid down on loans and wanted to free up collateral to use with new loans or to sell for cash.

An additional 86 servicing requests were initiated and then withdrawn, and we have 25 requests that are still actively moving toward completion. So far in 2019, we have already completed 22 servicing actions.

The Dakota MAC team works to ensure the servicing process goes smoothly and quickly for both the officer and the client. To provide consistency, we follow a standard servicing fee guide. Large, complex or multi-site properties may have higher fees, and the final fee is shown in the approval letter or communicated at the time of approval.

When you have a servicing request, please consult with your loan officer or you may call our Dakota MAC headquarters directly at 1-800-682-4578.



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