

# DIRT

A QUARTERLY NEWSLETTER BY DAKOTA MAC

May 2023

## HELLO, IOWA!

Is spring finally here? What a brutal winter we have all endured. I hope this latest DIRT finds you all happy, healthy, and safe. If you are like me, you have more than a bit of spring fever, especially after having been cooped up since November.

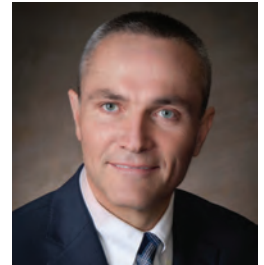
Dakota MAC continues to look for new ways to grow our business and expand our footprint. We have exciting news to share: We are now in Iowa! Caleb Hopkins joined our team in March, and we opened an office in Halbur, Iowa. Since his start date, I have been impressed with his understanding of finances, passion for agriculture, connections in Iowa and beyond, and drive to do things right. He hit the ground running and has already closed his first loan!

Adding Caleb opens up the “east” for Dakota MAC and First Dakota. It is the first time we have had



- Key:
- First Dakota location
  - Dakota MAC Headquarters
  - Loan Production Office

BY JEFF WOLFGAM  
DAKOTA MAC MANAGER  
& SENIOR VICE PRESIDENT



a presence in Iowa, and I am excited about helping farmers, ranchers, and investors in the Cyclone state (Caleb is an Iowa State graduate), or is it the Hawkeye state?

Our seven Loan Production Officers are unique, built on their “I AM” — personal beliefs and style on successfully orchestrating, originating, and serving farmers and ranchers and their loans. Caleb, for example, has over a decade of Ag banking experience, including a management role with his previous employer. As I reflect on the backgrounds of our other Loan Production Officers, it reminds me just how diverse they are, yet similar in many ways.

How well do you know your LPO? For National Ag Week, we did a “two truths - one lie” quiz for our employees. We wanted to give you a chance to see how well you know your LPO. Take a few moments to complete the LPO quiz featured later in this newsletter. Please go to [dakotamac.com/get-to-know-your-lpo](http://dakotamac.com/get-to-know-your-lpo) for the answers. I admit I didn’t get a 100% when I took it.

When asked what it takes to be a successful Dakota MAC Loan Production Officer, I respond that you must be a highly motivated self-starter with solid integrity and the courage, commitment, competitive drive, and confidence to persevere. Some say the only difference between crazy and courageous is that courageous has a plan. Some may have suggested when Dakota MAC opened our first office in Elgin, Nebraska, in 1999 that we were crazy, and there have been times I may have agreed. 😊

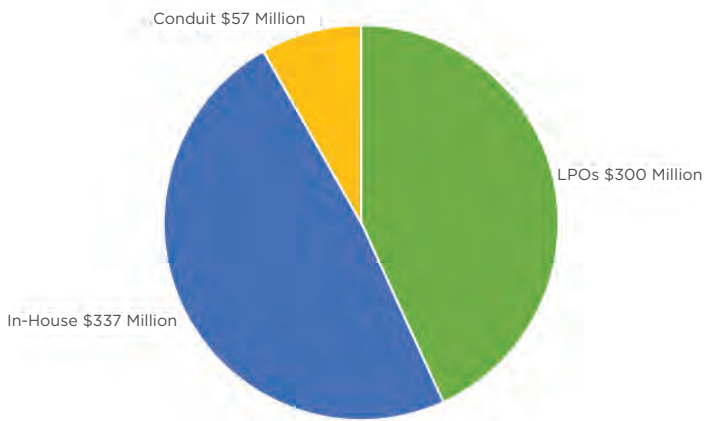
Of our total Dakota MAC managed assets of \$694 Million, our seven Loan Production Officers service \$300 Million (see graph). The relationships stretch over ten states: Minnesota, North Dakota, South

Continued on next page

## LPO Managed Assets



## Dakota MAC Managed Assets



Dakota, Nebraska, Iowa, Missouri, Montana, Kansas, Colorado, and Wyoming. Pretty impressive, if you ask me, but how can a team of seven do so much?

As I highlight Caleb, and rightfully so, he joins our other LPOs in their appreciation for our team in Yankton. We had an intern this past summer that described our Yankton team of nine individuals, excluding me, as the “backbone” of Dakota MAC. The Dakota MAC “baseball team” that supports our officers and clients is truly remarkable. I am inspired by the passion and expertise they bring to the office daily. As other competitors are trying to replicate what we do and figure out our secret sauce, I can tell you a big part of it is our Yankton staff.

With over 135 years of experience at First Dakota/ Dakota MAC, you won't find a better team! For starters, they have put up with me for many years, which is a feat in itself. Without them, our success would not be possible, and we wouldn't be able to add quality people, like Caleb.



Pictured: Back: (left to right) April Steinberg, Erica Foxhoven, Jodi Payer, Jeff Wolfram, Stephanie Siebrandt, Nicole Monroe, Shane Pick. Front: Rosalie Lammers, Sheila Schieffer, and Sarah Hewes.

Underwriting Team: Sarah Hewes and Nicole Monroe review credit requests and work to obtain loan approvals.

Closing team: Erica Foxhoven, Shane Pick, and Rosalie Lammers work with the loan from approval through closing.

Servicing Team: Jodi Payer, April Steinberg, Sheila Schieffer, and Stephanie Siebrandt help with payments, insurance, annual reviews, servicing actions, and secondary market servicing requirements.

They are the friendly voice on the phone, the author of the knowledgeable e-mail, and the creator of the accurate billing you receive. More than anything, they are the unsung and silent heroes in Yankton.

Who is the unsung hero or support staff member of your operation? Maybe a hired hand, a landlord, or a neighbor who unconditionally helps but never expects anything for it. That type of stewardship is what makes me so proud to be a part of this department and the Ag industry; hopefully, our care, culture, and gratitude are felt by your operation. Thank you for being a client of ours.

Until the Next DIRT.

Jeff

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For up-to-date Ag information follow us on Twitter at @DakotaMAC93.

## TWO TRUTHS AND A LIE - GET TO KNOW YOUR LPO

Pick the statement that is not true for each Loan Production Officer.

### Nathan Sparks - Mitchell, SD

- A. I've financed the purchase of an off-the-grid ranch in SW Oregon.
- B. I've climbed Mount Kilimanjaro.
- C. I've originated over \$317MM with DMAC.

### Corey Maaland - Watertown, SD

- A. I tried bull dogging, but gave it up.
- B. My first rodeo ever, was at Lincoln, NE in college.
- C. I have been training horses since I was 14.

### Nick Rennau - Hastings, NE

- A. Scott Frost's dad, the late Larry Frost, was my driver's education instructor.
- B. I was born on Easter Sunday.
- C. Larry Frost was my favorite teacher.

### Nick Luchsinger - Columbus, NE

- A. I have physically and lawfully arrested dozens of people and still have my initial set of cuffs and carry my cuff key with me every day for luck.
- B. I was a Crisis Negotiation Team region leader for three state prisons dealing with hostage, barricaded, and suicidal inmates. I was also certified by the FBI as a Negotiator and trained multiple state troopers in this area.
- C. I got an aggravated DUI in college on my way home from the Report Inn bar and it almost derailed my entire professional career.

### Jim Persinger - Ogallala, NE

- A. I am an Auctioneer and help with benefit auctions.
- B. I like drama.
- C. I recently was 4.4 seconds to win the Steer Wrestling in a National Senior Pro Rodeo round.

### Caleb Hopkins - Halbur, IA

- A. I have raised sheep.
- B. I am an avid Iowa Hawkeye fan.
- C. I raced figure 8 cars back in the day.

### Boyd Mignery - Hastings, NE

- A. I broke my hip 3 times and you only have 2.
- B. I qualified for the Mid-States Rodeo Finals in Steer Wrestling.
- C. I was on a flight from Denver to North Platte, NE that lost an engine mid-flight and spent over half of the trip looking out the window at a propeller not turning.



Use this QR code to view the answers at [DakotaMac.com/get-to-know-your-lpo](http://DakotaMac.com/get-to-know-your-lpo).

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6-year fixed	8.09%	6-year fixed	7.19%
7-year fixed	8.09%	7-year fixed	8.29%

Rates good through May 31, 2023.  
Subject to change.



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