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## What Was, Isn't

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As of October, Dakota MAC has exceeded \$500 million in Dakota MAC loans. It has taken us almost 25 years to grow the portfolio to this level. It started with a dream that Denny Everson had and now there are others, like myself that have the pleasure and responsibility of extending that dream. A sincere thank you to our clients, investors, and bank management; without you, none of this would have been possible.

I inserted a chart below of Dakota MAC's growth over the past 9 years. It took us nearly 20 years to reach \$250 million in 2012 and 5 years later we doubled that number to \$500 million. So, what will the next \$500 million look like?

A big part of what has worked for us the past 24+ years will continue to work in the future; however, we must be mindful, honest, and open to change. We must be willing to challenge ourselves on WHO, WHERE, WHY, WHEN, and even WHAT we do. Are you willing to challenge yourself on WHO, WHERE, WHY, WHEN, and WHAT will position your operation for the next 25 years?

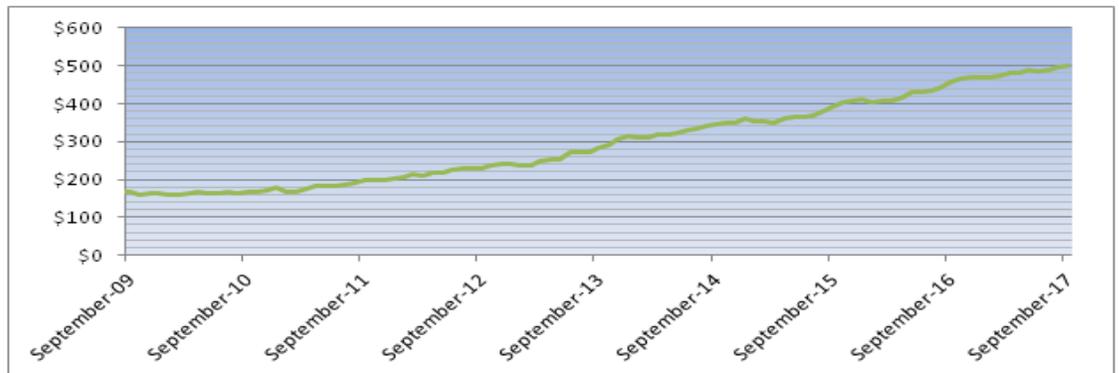
When I think of change and adapting to change, I think of a speech a guidance counselor gave at a local high school a few years ago. He used the phrase, "WHAT WAS, ISN'T" and his point was what worked for one child may or may not work for another child or student. For instance, what works for Sally in school may be totally different than what works for her brother Jimmy.

I often think of that message, how it relates to my job, how we flourish with clients and co-workers, and how we strategically plan as a company. It serves as a reminder that all of us are unique; we all have our strengths, and what works for one may or may not work for others. We need to continue to leverage our strengths, while identifying our weaknesses, but not focusing or dwelling on either. This doesn't mean we should change just to change or stop doing what is working, but we should keep our eyes open because the target is always moving.

Until the next DIRT.

Jeff

Proud sponsor of the  
Nebraska Game Day Show





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## State of the Farm- by Jim Persinger

As fall harvest begins, it reminds me that year-end is not far away. One of the “best practices” I have noticed from a handful of our clients is the completion of their own “State of the Farm” summary. There is not a specific format; however, input from all key stakeholders is imperative. No one can tell your story better than those who have lived it. Examples include: a summary of operations along with the challenges and victories experienced in that year, planting results, growing conditions, harvest results, capital purchases/sales, marketing, labor, management and changes implemented to the operation.

We have found the first year is the toughest, but after that clients look forward to completing the summary for the next year. You can start to build a nice archive of historical reports you can refer to over time with family members as well as documenting operational history for future generations.

The annual summary of your operation is shared with others from the Bank and enhances our understanding of your challenges, opportunities, and goals.

May you have a safe and bountiful harvest.

## Credit Monitoring - by Corey Maaland

In today’s busy world, it seems our to-do lists are always filled with many important items. Monitoring your credit bureau and score should also be included. It is more important than ever to keep your personal information safe and watch accounts for unauthorized activity. In the ag industry, we often feel we are not at risk for identify theft, due to the fact we live and work in rural areas. But identity theft is the fastest growing crime in the United States, and protecting yourself and your credit score is vital. ID thieves buy and sell the data around the world to scammers through the dark web.

In the past, consumers usually only looked at their credit scores when applying for loans at their bank, car dealership, or credit card company. With the recent data breaches in the news, you need to know how to regularly monitor your own credit information. You can pull your own credit report from [www.annualcreditreport.com](http://www.annualcreditreport.com). You may pull one free report per year from all three bureaus. Some recommend you go to one site every 3 - 4 months and pull a free credit report from one of the three credit bureaus to review for accurate information and unauthorized loans or credit card accounts. If you notice any suspicious activity, contact your bank immediately.

First Dakota has resources available in a simple format that may be helpful for you as you try to monitor your credit. These resources are located at [www.FirstDakota.com/Resources/Scams-Alerts](http://www.FirstDakota.com/Resources/Scams-Alerts). There are a lot of question and answer items and discussions pertaining to fraud alerts and credit freezes and how to implement them.

The Federal Trade Commission also has a wealth of resources regarding ID Theft. The website address is [www.ftc.gov](http://www.ftc.gov).



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