



News and views from your agribusiness partners at First Dakota

August 2023

## Be a Champion!

Have you ever been on a championship team? Are you on one today? We look forward to seeing you at DakotaFest, August 15 - 17. Make it a priority to stop by on Wednesday the 16th from 9:00 to 12:00. During that time, we will host retired SDSU Head Football Coach John Stiegelmeier in our building on the corner of 2nd and Main. Coach will be there with the 2022 FCS National Championship Trophy. We will offer photos for you with Coach and the championship trophy along with opportunities to visit with Coach Stiegelmeier about the keys to the success of the SDSU football program and the University as a whole. We hope you can attend and participate in this unique opportunity.

Over my lifetime, I have been fortunate to be on several championship teams. These teams have ranged from multiple high school and collegiate athletic teams, teams in my career, and most importantly, my family team, which gives me significant pride. My takeaways from these life experiences give me these reflections about key ingredients for a team to be a champion.

- **Competitive Stamina.** To be a championship-level team, members of the team must have a competitive edge. They must be driven to win. They must strive to achieve their goals and do everything possible to help the team reach its goals. True championship teams fully commit to putting the team's goals ahead of their own.
- **Confidence without arrogance.** The team and its members must have humility and understanding that they are not perfect. Perfection doesn't exist. There is always something to be learned or improved upon. Without this firm belief, complacency will set in. However, high levels of confidence are vital. Each team member must

BY NATE FRANZEN,  
AGRIBUSINESS DIVISION PRESIDENT



believe in themselves and the team's ability to get the job done. A constant drive to improve and fight complacency is key to team performance.

- **Control the controllables.** Fight resistance, internally and externally. Just wearing the same uniform does not make a team. Championship teams never allow outside forces to impact their performance. They always band together to perform at their highest potential. When one team member is under attack, the team is under attack. The team's bond is its greatest asset.
- **Communication, trust, and respect.** You will never be a championship-level team until all members communicate effectively, trust, and truly respect each other. These things take constant effort and attention. Team building exercises are quite effective in bringing improvement. An effective strategic planning process will also enhance communication, trust, and respect. These items cannot be faked. You either genuinely care or you don't.
- **Leaders and high performers set the tone.** The best players must lead by example. They demonstrate their ongoing drive to be a champion. They don't become complacent. They don't just talk the talk, but they also walk the walk. Great teams discipline themselves and understand and respect the process. With these characteristics and a "shared vision," the possibilities for your team are limitless.

Every day I have great job satisfaction. The primary reason for this is my First Dakota team. We have many of these key championship team ingredients. We are constantly trying to get better so we can better serve

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you. I hope your farm or ranch team has these characteristics as well. If not, it's never too late to take steps to get there. Your First Dakota Ag banking team stands ready to assist you in any way we can. Good luck as you head into harvest and the final stretch of the 2023 growing season. See you at DakotaFest!

## Truly Blessed!



BY GARY AMBUR  
VP - PIERRE AG BANKING

This year, 2023, is my 40th year of Ag Lending. I am truly blessed, not by what I have done, but by the relationships with customers and co-workers throughout the years. I may be biased, having grown up and lived all of my life in central and western South Dakota, but I know through experience that there are no better people than people from small towns tied to Agriculture. I have shared many cookies, brownies, coffee, and meals at my customer's kitchen tables, where grace was rarely excluded. I have customers I call when having a bad day and tell them I need to do an inspection because I know their upbeat, positive nature, and their wives' cookies will raise my spirits. I have attended funerals and been a pallbearer a couple of times. I had a grown man cry in my office, who then, seven years later, during an inspection, thanked me and advised me that he did not understand in the beginning, but now he does. This individual is very successful today because he accepted the challenge and changed how he operated. I have rode around with brothers who operate together and have seen their selflessness and love for each other — that is truly special and rare. Since I am not perfect, I have had to call my customers and apologize for something that should not have happened, only to find understanding. I have found over the years these customers are really good people and the reason I love what I do.

The principles that have guided me throughout my career are:

- My decisions are based on a three-legged stool. Every decision I make includes these three items, and if my decision does not have these three things, it is a bad decision.
  1. Does it help my customer? I do not help my customers if I loan them money they can't pay back or burdens them. The kindest thing I can do is have the tough conversation and help them follow and understand the numbers — the numbers tell us the correct answer. The cruelest thing I can do is not have the conversation.
  2. Does it protect the bank's interest? We have to do things right on the bank's side, like file proper security documents, complete inspections, analyze the bank's risk, and ensure we follow the banking regulations.
  3. Does the bank make money in the transaction/relationship and is it fiscally responsible? This is honesty. First Dakota has to price loans and services so they can keep doing what they do — supporting Agriculture.
- I take ownership of my customers which I define as “getting in their boat with them.” I get to know their operation really well. I openly give them my thoughts, feedback, and options, but it is also understood that they drive the boat — I will never tell them what to do.
- Everyone eventually hits adversity or a financial issue — no one seems to be excluded from this. I help navigate these rough spots, as these can be tough things to deal with. It's not just a business; it can involve identities, where they live, where they grew up, where they raised their kids, and the land that was possibly their parents and grandparents. My goal is always to help, and my nature is that I never shy away from the tough stuff. I have found that attitude is critical, and some people can do what they must to get back to the top. But at some point, most of us need help, advice, and direction.

Eight years ago, when First Dakota came to Pierre, they called me, and I listened. I listened because, throughout my career, I had already strived to do what First Dakota was doing. They led in Agriculture. They were active in banking schools and sharing their knowledge. They were doing innovative things that other lenders were not doing. In 1995, I attended a Dakota MAC meeting for bankers. At that meeting, they planned to partner with other banks for long-term real estate loans. They offered incentives for closing loans, and I accepted the challenge. With hard work in developing that partnership with Dakota MAC, my wife and I were blessed to go on a Bahama cruise. Then in 1998, I personally took out a Dakota MAC loan to purchase my sister's corporate stock in our family's farm, and I still own the family farm today.

With that call eight years ago, I decided to join the First Dakota team. At that stage of my career, I did not need to change jobs. I had worked for my current employer for 22 years and was happy in my position. I moved to First Dakota because, in my opinion, no other lender has the products, services, and expertise that First Dakota has. I am truly blessed. I could not take care of my customers as well as I do without the products, services, and team that First Dakota has to support me.

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# The Power Is In Your Pocket

BY DOUG ALLERDINGS  
BERESFORD LOCATION MANAGER



Technology has certainly changed or altered the way or method we use on each pass of the field, from planting to harvest! In recent farm visits with customers, I noted that the planter had three monitor screens visible, and the combine had a monitor with several pages of information displaying several updated and monitored stats, including current and field totals.

In addition to the increased technology in our farming equipment, we usually all carry a small computer in our pocket via our cell phones. With our phones, we can access anything on the Internet, including regular market updates, check rainfall amounts, GPS, access repair manuals — or better yet, Youtube videos on how to repair anything from your tractor to your washing machine. Of course, it can also make calls and texts.

First Dakota also offers a selection of online options accessible via that computer in your pocket. You can do all of the following and so much more through First Dakota's Mobile Banking app:

- Check balances and transfer funds
- Get notices of checks clearing
- Manage your debit card
- Set balance alerts
- Pay bills
- Make a deposit

If you currently do not have Digital Banking, you can sign up on our website – [FirstDakota.com/digital-banking](https://FirstDakota.com/digital-banking) or stop by your First Dakota location and ask one of our employees to assist you in getting set up.

## Congratulations, Wayne!



Wayne Williamson started with First Dakota in 1996 and has had a stellar career. He began as a Business Development Officer and evolved into Senior Ag Credit Manager with a strong expertise in credit administration, problem loan management, and litigation. His legal expertise has added significant value to the Bank

many times over the years. Wayne's contributions to the success of the Bank and the Ag Banking Division have been substantial.

As Wayne retires from a 52 year career in Ag finance, we want to express our heartfelt appreciation for his expertise, leadership, and work ethic. We will all miss his energy, enthusiasm, and most of all, his unfailing dedication to helping First Dakota function a little better every day. Congratulations, Wayne and wishing you the best in your retirement!

### *Growing American Farmers and Ranchers®* **AGRIVISIONS<sup>®</sup> 2024** EMERGING FARMER PROGRAM

**Join us in 2024.** As a participant you will:

- Expand your knowledge of the Ag industry
- Expand your knowledge of capital, break evens, marketing and aspects of finance
- Grow a stronger appreciation and understanding of the resources in Agriculture
- Appreciate the need to be a life-long learner in Agriculture
- Network with other farmers, ranchers, and industry leaders around the area

**We are currently taking registrations for the 2024 session.** To register, contact your Ag Banker or go to [FirstDakota.com/banking-investment/agriversions-emerging-farmer-and-rancher-program](https://FirstDakota.com/banking-investment/agriversions-emerging-farmer-and-rancher-program).

# MYCHOICE CD

With a MyChoice CD, it is a **CD special every day!** You not only get a great rate but also have the flexibility to choose a maturity date that aligns with your savings goals and life events. Call or stop in and have a Universal Banker **custom design a MyChoice CD** today!





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Yankton, SD 57078

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Elk Point	605-356-0289
Kimball	605-778-6218
Mitchell (North)	605-996-3364
Mitchell (Norway)	605-996-3364
Parkston	605-928-3077
Pierre	605-224-5817
Salem	605-425-3111
Sioux Falls (Downtown)	605-333-8200
Sioux Falls (East)	605-333-8282
Sioux Falls (Louise)	605-333-8295
Sioux Falls (South)	605-333-8210
Vermillion	605-624-5555
Wagner	605-384-5456
Yankton (Downtown)	605-665-7432
Yankton (North)	605-665-4999

### Loan Production Offices

Columbus, NE	402-563-2326
Halbur, IA	515-314-7066
Hastings, NE	402-463-4637
Ogallala, NE	308-284-3260
Watertown, SD	605-753-5880



August 15 - 17

2300 Spruce Street  
Mitchell  
Booth 223 - 2nd and Main



### Join us at Dakotafest

Stop by our booth anytime on August 15 - 17 for good conversation, popcorn, and peanuts. We would enjoy chatting with you and hearing your thoughts on the latest industry trends. Don't hesitate to drop by and say hello. We look forward to seeing you there!

### Special event!

Stop by our booth on Wednesday, August 16 from 9:00 - 12:00 to get your professional photo with Coach Stiegelmeier and the 2022 FCS National Championship Trophy. Join us for some tailgating fun a few weeks early!