As you all know, we are in a new era in commodity prices. $7.00 corn is long gone and most experts say, “not likely to return anytime soon.” Low grain prices are expected to persist. On the other hand, livestock prices are at or near record highs. What does all of this mean - higher volatility, larger price swings, and ultimately greater risk. With greater risk comes increased opportunities for return, but also higher risk of loss and financial set backs. First Dakota stands committed to agriculture through good times and bad. We are a true Ag Bank. That means we do not get hot and cold during good times or bad. How can we stay committed to agriculture even in the toughest of times? This is a fair question. The answer is an “all in” multiple facet approach.

First and foremost are our PEOPLE. When I refer to people I mean our Ownership, our Leadership, and our Ag Finance team. First Dakota’s leadership team and ownership group understand we must live by the three C’s of exceptional Ag Banking. We will be Conservative in the good times, Courageous in the bad times, and Consistent all the time. That is our ultimate focus in all that we do. We work hard to assure our team is passionate about agriculture and has strong agricultural expertise. Several are ag producers themselves. Many have significant years of experience in Ag finance. We work hard to keep employee turnover very low so our team understands the Bank’s culture and approach to adding value with our clients. We invest regularly in training for our team members so they are informed and knowledgeable. At the end of the day, we have high performance standards and do not tolerate falling short. All of this gives us the PEOPLE to assist our clients in maneuvering through the best of times and the toughest of times in our industry.

The second key to our commitment is PROCESS. We take a very proactive approach. Experience has taught us that being proactive always pays the highest dividends. Planning ahead, goal setting, and follow through have continued to position us well. Our new “Keep Farmers Farming” department is a great example of how we continue to strive to help our clients at the highest level. When management makes adjustments today to proactively take advantage of opportunities or minimize foreseeable challenges; the business will always be better positioned for long-term success. Sometimes this means we need to have “tough conversations” with you - our client. We are committed to doing this when we believe it is productive to helping you survive and thrive. At times, the perception is these “tough conversations” mean we are getting cold feet. To the contrary, we know all businesses go through tough times. Those businesses always do better when they deal with those challenges head on and proactively instead of procrastinating.
THROUGH THICK AND THIN - CONTINUED...

Third, our PRODUCTS AND SERVICES. We have a very complete line of products and services to help you. Dakota MAC has your complete source of fixed rate real estate financing options. We will again be in a rising rate environment someday. Many believe sooner than later. Dakota MAC gives us the fixed rate options to help you manage that risk. As the first Preferred Lender in the country with the FSA (Farm Service Agency) guaranteed loan program, we have all of the tools needed to help you bridge the gap in challenging times. IronCountry gives you very competitive machinery and equipment financing options. Our AgriVisions Beginning Farmer program helps educate the next generation of Ag producers; so they are ready to lead and manage their operations, for long-term success into the future, as they begin to transition into key roles within their Ag operations. Our Keep Farmers Farming program provides legacy consulting services with a focus on Strategic Planning, Succession Planning, and Estate Planning. All of these products and services compliment our traditional operating line of credit, livestock, and facility financing options to give you the best choices to position your operation for success.

It is because of PEOPLE, PROCESS, and a complete line of PRODUCTS AND SERVICES that we can remain confident in our commitment to serve the Ag industry through good times and bad. Long-term commitment does not mean we will make every loan nor do business with every Ag producer. However, it does mean we will stay committed to our clients that do the right things to survive and thrive. Often the challenging times in a business can be looked back on as the times that make us the best we can be. Take pride in knowing that and enjoy the journey!

On behalf of First Dakota National Bank and our entire Ag Team, “Merry Christmas and Happy New Year.”

IS YOUR LEGACY SET TO LAST FOR GENERATIONS?

Transitioning your legacy is all about giving “Life” to your hard work. Keep Farmers Farming helps farm families with their transition plans through strategic planning, operational succession planning and estate planning to ensure a planned transition is in place and is actively taking place. Transition is all about leadership. Leadership is a choice and a choice that will impact the level of success of the legacy transition. A well thought out plan increases the likelihood of “Family Unity” for all the generations to come. The overall amount of wealth in production agriculture today has created both opportunities and challenges as we look at the overall values of the estates and how transition is impacted by both taxes and the effort to create “Family Unity”. Keep Farmers Farming facilitates the discussion to find the right solutions to both tax mitigation and “Family Unity” which helps find peace of mind.
Managing for Success in the Shifting Ag Environment

Featuring Dr. Brent Gloy

Founding Director Purdue Center for Commercial Agriculture and Co-Founder Ag Economic Insights - www.ageconomists.com

After many years of high commodity prices with strong profitability, the landscape in the row-crop sector has shifted dramatically. Dr. Gloy will provide a short and long-term economic perspective and strategies to position for long-term success. Dr. Brent Gloy is an agriculture economist specializing in agriculture finance and agri-business management. The majority of his research has focused on issues related to supply and demand for credit and farmland values. Dr. Gloy has held tenured faculty positions in agriculture economics at Purdue University and Cornell University. He is currently operating his family farming operation in Southwest Nebraska. Brent received his masters and doctorate degrees in agricultural economics from Purdue University and his undergraduate degree from the University of Nebraska-Lincoln.

Join us for one of these sessions

MONDAY, JANUARY 26, 2015

Best Western Kelly Inn
1607 East Highway 50
Yankton, SD

6:30PM - 7:00PM registration
7:00PM Dr. Gloy

TUESDAY, JANUARY 27, 2015

Crooks Community Center
470th Avenue coming from south 701 South West Avenue
Crooks, SD

11:45AM - 1:00PM light lunch and registration
1:00PM Dr. Gloy

TUESDAY, JANUARY 27, 2015

Mitchell Technical Institute Technology Center
1800 East Spruce
Mitchell, SD

6:30PM - 7:00PM registration
7:00PM Dr. Gloy

Please call 800.657.5826 or 605.665.4904 to RSVP.
Come see us at the Dakota Farm Show.

January 6-8, 2015

Booth 454
DakotaDome - Vermillion, SD

Register for a chance to win Beef Bucks!

TEXT YOUR ACCOUNT... IT TEXTS BACK!

With First Dakota’s Text Banking, you can text basic commands to 895-49 to receive your account balances and last 4 transactions. This is a very easy and quick way to check your balances and recent transactions.

Don’t have a smart phone? No problem.

Text Banking can be used with any mobile device that has texting capabilities.

For more information, visit www.FirstDakota.com/TextBanking

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Mitchell (Norway) 605-996-3364
Oacoma 605-234-5005
Parkston 605-928-3077
Salem 605-425-3111
Sioux Falls (Downtown) 605-333-8200
Sioux Falls (Louise) 605-333-8295
Sioux Falls (East) 605-333-8282
Vermillion 605-624-5555
Wagner 605-384-5456
Yankton (Downtown) 605-665-7432
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