

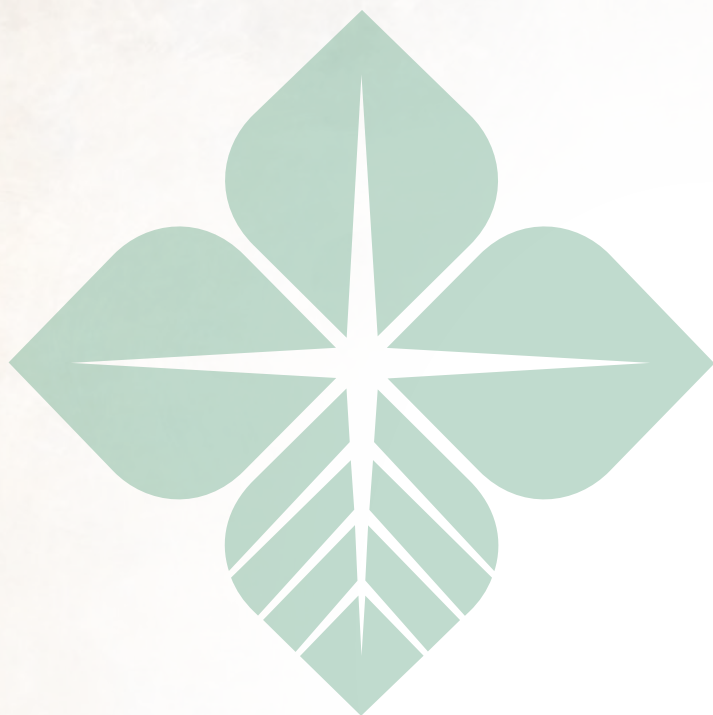
# INSIDE

**FARM CREDIT SERVICES**  
SPRING 2019





# IN THIS ISSUE



CEO Notes	3
2019 Annual Meeting	3
New CEO Named	4
Pat-NOW Community Grant Fund	5
Crop Insurance	6
Technology Update	9
Risk Management	10
Call for Candidates	10
Products & Services	11
Rural Community Grant Fund	12
Retirements	13
FCS Employees	14
FCS Scholarships Awarded	15



Minot: 852-1265 | Bottineau: 228-3731 | Carrington: 652-2836 | Crosby: 965-2265 | Rugby: 776-5863 | Williston: 774-0055

Bowbells Crop Insurance: 377-3703 | Ward County Crop Insurance - 852-5432

**Non-Discrimination Statement:** Farm Credit Services of ND is an equal opportunity provider. In accordance with Federal law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating on the basis of race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs).

# FOND *Farewell*



• Claude Sem •

**A**fter 40 years with the Farm Credit System I have decided to retire effective July 1 of this year. I could not have chosen a better career that started back in 1979. I graduated from North Dakota State University, got married and started my job at Farm Credit all within a week. Some would say after all that there is nothing to look

forward to, but actually it was just the beginning. I have seen many cycles in the ag economy over the years, and have learned from each of them. Living through the 1980's with double digit interest rates is something I hope we never see again. I could, however, stomach \$20 wheat.

I have many fond memories of farmers and ranchers that made this job very special. Thank you for being a part of Farm Credit Services, but most of all, thank you for your friendship. Farm Credit Services has a sound foundation and has its priorities in the right place centered around you, the farmer. Again, thanks for making this job the best job in town and don't be surprised if I knock on your door one day.

## 2019 FCS OF ND ANNUAL MEETING PROGRAM AND MAIL IN BALLOT PROCESS

The Board of Directors of Farm Credit Services of North Dakota has approved changes to its annual meeting to now include a mail in ballot to elect its directors. While the past process to elect our directors has served us well, the board of directors felt a mail in ballot would result in a greater percentage of our customers voting for the candidate of their choice. It has been common to see only 4-5% of our membership vote in the election process. It is our goal to increase that percentage significantly.

There will still be an annual meeting with the nominating committee presenting the slate of candidates and an opportunity for nominations from the floor. However, instead of voting at the annual meeting, the ballot will be finalized at the meeting and then mailed to voting stockholders. This will then give stockholders an opportunity to participate in the election by completing the ballot and mailing it in. Voting and mail in ballot procedures will be included in the information sent to each voting stockholder.

---

**The 2019 annual meeting  
has been scheduled for  
June 25, 2019, 3:00pm at  
The Grand in Minot, ND.**

---

There will be no meal or entertainment at the meeting. We will keep you informed as this new voting process is implemented. Thank you again for being a part of our election process.



## FARM CREDIT SERVICES OF NORTH DAKOTA NAMES

# Gordon D. Hanson Chief Executive Officer



The Board of Directors of Farm Credit Services of North Dakota is pleased and excited to announce the appointment of Gordon D. Hanson to the role of President and Chief Executive Officer effective July 1, 2019.

Hanson has worked with Farm Credit institutions for over 32 years, serving most recently as Senior Vice President and Chief Risk Officer for Farm Credit Mid-America. Prior to joining Farm Credit Mid-America in January 2014, he served the Farm Credit Administration for 27 years in various capacities, with the last seven years as the agency's Credit Risk Program Manager. He also previously managed a farming operation in Colorado.

Hanson has a bachelor's degree in Agricultural Economics from North Dakota State University, and completed the Graduate School of Banking program at the University of Wisconsin-Madison. He is also

a commissioned Federal Bank Examiner and a Certified Financial Planner™. Gordon and his wife Gina have been married for almost 30 years and have three children.

"I grew up on a family farm in northwest Minnesota and went to both the University of North Dakota and North Dakota State University," Hanson stated. "I am very excited to return to North Dakota and partner with the Board of Directors, management and staff of Farm Credit Services of ND in serving the farmers and ranchers throughout this region."

Hanson will replace Claude Sem, who has served as CEO since January 2000. Sem started his career with the Farm Credit system in 1979 and has held various positions within the Farm Credit System throughout his career.



# PAT-NOW COMMUNITY FUND AWARDS LOCAL AREA GRANTS



DURING THE REVIEW SESSION FOR THE PERIOD ENDING DECEMBER 2018, THE FOLLOWING GRANTS WERE AWARDED.

\$2,466

**FORTUNA RURAL FIRE PROTECTION DISTRICT**  
MAINTENANCE TOOLS

\$5,000

**WESTHOPE CLINIC**  
RENOVATIONS AND REPAIRS TO REOPEN THE CLINIC

\$7,500

**HAPPY HOUR SENIOR CITIZENS OF RYDER**  
ELECTRICAL REPLACEMENT AND REPAIR

\$10,000

**MERCY MEDICAL CENTER - WILLISTON**  
PANDA WARMER FOR THE NURSERY

Farm Credit Services of ND is proud to announce recent Pat-NOW Community Fund (PNCF) grants awarded to local area businesses and organizations.

Farm Credit strongly believes it's important to give back to the community. "Farm Credit is pleased to provide Pat-NOW Community grant funds to these local organizations," says Claude Sem, CEO. "Our Pat-NOW Community Fund continues to provide assistance for worthy programs and projects that strengthen and support our rural communities," he adds.

The year to date total funds awarded as of December 2018 is \$99,966. The Pat-NOW Community Fund of \$100,000 is funded annually by Farm Credit Services of ND. Applications are reviewed three times a year and grants will be considered for up to \$10,000, or possibly higher based on special request. For more information on the PNCF, and for the online application, visit our website at [www.farmcreditnd.com](http://www.farmcreditnd.com).





# CROP INSURANCE

## HAIL INSURANCE FOCUS

At Farm Credit Services of North Dakota, we care about you and your farming operation. From lending services to life insurance to crop insurance we are looking at your specific needs and fitting the best alternatives to those needs.

This is the time of year where your hail insurance needs really come into focus. Hail is an insured cause of loss under your MPCl policy, but when you look closely, there are still unprotected portions, or deductibles.

Hail is one peril that is most likely to totally destroy a part of your crop and leave the rest looking fine. In fact, most specific crop hail or named peril losses are 35% or less. This means a typical hail loss will hit your pocketbook, but rarely trigger a MPCl claim. At Farm Credit Services of ND, our team of licensed agents can help tailor a program to fill those gaps. The hail insurance products we offer range from “first-stone” to “deductible type” policies or a combination.

## DO I NEED THE COVERAGE?

Here are a few things to think about when deciding if you need hail insurance in 2019.

- Does your MPCl cover your inputs?
- What is your Unit Structure – Enterprise or Optional Unit?
- How much coverage do I need? Or want?
- Am I concerned about a small hail loss?
- Do I want to protect my profits from a hail loss?
- Or do I want coverage strictly for a hail wipeout?
- When's the best time for me to buy Hail Insurance?

“The popularity and increase of Enterprise Units has really brought the importance of hail insurance into focus,” says Becky Braaten, SVP Insurance Services. “With Enterprise Units, it makes it hard to collect a MPCl loss on individual fields that may be hit hard by hail. Hail Products can be designed to work with your MPCl Policy and still protect your bottom line.”

As a good risk manager, it is important to protect the bottom line of your farming operation. “Our team of licensed agents can help you take a closer look at your risk tolerance and coverage needs to help tailor a policy to fit your overall risk management needs,” says Braaten. “At Farm Credit Services of ND, we are focused on you and your operation.”

## 2019 CROP INSURANCE ELECTION PRICES

Barley	\$3.13
Canola	\$.171
Corn	(G) \$4.00 (S) \$30.50
Dry Peas	(G/Y) \$.11 (L) \$.16 (Lg Kab) \$.17 (Sm Kab) \$.14
Flax	\$9.45
Soybeans	\$9.54
Sunflowers	(O) \$.167 (C) \$.225
Wheat	\$5.77
Durum	\$5.98
Oats	\$2.40

## REPLANT REMINDERS

From an early hail storm to a late frost, your Multi-Peril Crop Insurance policy has a built-in Replant Option you can utilize. If something happens to your crop and there is still time to replant, call your FCS agent immediately. "Insurance companies realize timing is crucial on a replant claim. They have adjusters that can be out in your field the next day after the claim is called in," says Nick Dreyer, FCS Minot Insurance Supervisor.

If replanting takes place 10 days after the crop's Final Plant Date, the producer is allowed to replant to another crop. If it is within the 10-day window, you may be required to replant to the crop that was damaged.

Your insurance company will determine if it is practical to replant by assessing factors, including moisture availability, marketing window, condition of the field and if the crop will attain maturity prior to the end of the insurance period. Replant option payments are based on the crop and calculated by using the lesser of a set guarantee or a set bushel amount.

The replanting payment per acre will not exceed the amounts in the chart below.

CROP	LESSER OF	OR
Barley	20% of Guarantee	5 bushels
Buckwheat	20% of Guarantee	2 bushels
Canola	20% of Guarantee	175 lbs
Corn	20% of Guarantee	8 bushels (1 ton for silage)
Dry Beans	10% of Guarantee	120 lbs
Dry Peas	20% of Guarantee	200 lbs
Flax	20% of Guarantee	2 bushels
Mustard	20% of Guarantee	175 lbs
Oats	20% of Guarantee	5 bushels
Soybeans	20% of Guarantee	3 bushels
Sugar Beets	10% of Guarantee	\$110.00
Sunflowers	20% of Guarantee	175 lbs
Wheat	20% of Guarantee	4 bushels



Replant payments are paid at the same percentage as the crop that is insured. Below is an example:

Wheat – \$5.77 projected price, 70% level with 40bu APH, 75% (crop share).  
Wheat uses the lesser of 20% of guarantee or a set 4 bu standard.

In this case the replant payment would be:

$\$5.77 \times 4 \text{ bu} \times 75\% \text{ share} = \$17.31/\text{acre replant payment.}$

## ROTATION REMINDERS

CROP	ROTATION REQUIREMENTS Insurance will not attach to any acreage which	YEAR BETWEEN
SUNFLOWERS	Sunflower, canola, crambe, dry beans, safflower, mustard, or rapeseed planted previous crop year	1 year off
CANOLA	Canola, crambe, chickpeas, dry beans, mustard, rapeseed, sunflowers were planted previous 2 year	2 years off
	1 year out is insurable with a 5 or 10% surcharge, varies by county, to acreage and moderately resistant or resistant to blackleg (MR-R)	1 year off
SOYBEANS	Can go on any ground – no rotation requirements	
MUSTARD (When Insurable)	Crambe, mustard, canola, chickpeas, dry beans, rapeseed, or sunflower planted previous year	1 year off
DRY PEAS	Field peas planted in either of the previous 2 years OR	2 years off
Green & Yellow	Chickpeas or lentils planted the previous year	1 year off
Lentils	Lentils planted in either of the previous 2 years OR chickpeas or field peas planted the previous year	2 years off 1 year off
Garbonzo	Chickpeas (Garbanzo) have been planted in any of the 3 preceding years. Note: seed must be treated with recommended fungicides to prevent ascochyta blight, pythium, and any other seed diseases.	3 years off
DRY BEANS	Dry beans, canola, crambe, mustard, rapeseed, soybeans or sunflowers planted in the previous year	1 year off



# ACREAGE REPORTING REMINDERS

The last day to report your acreage for MPCl is July 15th. To help avoid errors, however, you should report your 2019 acreage as early as possible. Keep in mind the following as you prepare your Acreage Report:

- Any Prevented Planting needs to be reported by the Final Plant Date of each crop
- Verify rotations for insurability
- Verify shares, shareholders
- Verify farm numbers and legal descriptions
- List all insurable and uninsurable acres
- Check all tax ID's that are listed on your policy
- Bring all necessary paperwork to your agent
  - Maps and 578's
  - Canola receipts/tags for shortened rotation
  - Identification of Added Land
  - Grain contracts if required

**PLEASE NOTE** that incorrect information can reduce your coverage and void a policy altogether. You may revise your planted acreage information prior to July 15th without obtaining company approval. Any revisions after that date requires an inspection to determine the appraised potential of the crop. The crop must exceed 90% of your APH to be approved.

## THANK YOU FOR YOUR BUSINESS!

Thank you for putting your trust and crop insurance business with Farm Credit Services of ND! We appreciate your continued cooperation and patience in getting our team of crop Insurance Specialists the information and paperwork we need. We appreciate your business! Because of you, we exist.

## RECORD KEEPING

Crop insurance records, including acreage and production documentation, must be maintained for seven years plus the current crop year. If you revise acres and/or production from a prior year, then you must maintain those records a total of eight years from the date of correction.

### Here are a few quick tips to follow during spring's work and harvest:

- Keep track of seed dates and acreage on your maps
- Report same acreage to FSA and your crop insurance agent
- Keep a load log of all harvested production. Include harvest dates, number of loads, unit harvested, as well as where the crop is stored
- Mark tickets on sold production with the unit number and section it came from
- Mark bins
- Make sure you have adjuster measure any prior year production if you want to commingle with this year's grain







# TECHNOLOGY UPDATE



• Dan Beyer •

Coming this fall, Farm Credit Services of North Dakota will be implementing a customer portal that will allow for a multitude of services that can be transacted electronically.

First and foremost it includes an updated online banking system. For those who are users of our current online banking system, you will notice quite a change. This updated system will allow customers to initiate transactions between accounts more efficiently and timely. It will have increased robust capabilities and customers will have a streamlined look to better view account balances and expanded customer account information. Current users will need to re-enroll when the new system is in place. Enrollment instructions will be sent out at a later date.

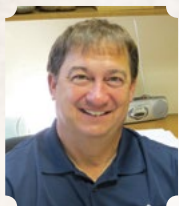
We are also excited that a user-friendly mobile app will be part of this rollout. Whether you use a smartphone or tablet, viewing your account details and transaction history will be available on these platforms. Remote deposit is another feature that will allow for more convenience for our customers.

Beyond the online banking, a secure electronic environment will allow greater ease of customers' ability to share information with us in a secure manner. Protecting your information and confidentiality is our highest priority. Today's customers are demanding more of this service, and we are happy to say we will be delivering. Look for more detailed information coming soon.



# RISK

# MANAGEMENT >>>



• Todd Erickson •

Farmers and ranchers across our territory are consistently dealing with risks associated with agriculture. Some of the risks are uncontrollable, while others may be minimized by proper use of available risk management tools.

Mother Nature does not always cooperate to bring timely rains or available sunshine to grow and produce. However, there are many insurance products available to help offset the loss of production such as Multi-Peril Crop Insurance (MPCI), Crop Hail Insurance, and Pasture Rangeland Forage (PRF) just to name a few. Farm Credit Services of ND has many licensed agents who can assist and help find the correct product for your operation.

Another form of risk management relates to interest rate risk. 2018 brought a year of Federal Reserve interest rate increases, with four of them absorbed by FCS of ND on variable rate products. While 2019 is forecasted for minimal interest rate increases, this may be a good opportunity to visit with your loan officer about converting some of your loans to a fixed rate product. This will help offset increased interest rate expense to your business and provide a stable repayment plan, making it easier to budget. We offer many fixed and adjustable rate products that can work for almost any loan terms.

Although commodity prices are not where most producers want them to be, there are still opportunities to lock in some profit as prices rally. Starting with a proper marketing plan is key to help guide you through the up and down markets and manage commodity risk. The use of a marketing expert can be advantageous to help you manage the risk of falling prices that could hinder your repayment ability. They can also work on hedging your risk with some different products to spur some sales when you hit the targets you set up in your marketing plan. Your loan officer can also be a good resource. They can run profit/loss scenarios as well as help keep the lines of communication open for future marketing opportunities.

**The most important  
asset you have to your  
business is yourself.**

By continually ensuring you have good health, life and disability insurance plans in place, will help minimize risk if an unfortunate event occurs. If you are in the transition stages of your career, I urge you to work with professionals who can ensure you set up your estate to minimize your tax risk, along with setting up a plan that YOU as the owner have as your objective.

Thank you for your business.



**FARM CREDIT SERVICES OF  
NORTH DAKOTA WANTS YOU!**

If you are interested in running for a position on the Board of Directors, please contact Kathy Berg, SVP Human Resources, at [kathy.berg@farmcreditnd.com](mailto:kathy.berg@farmcreditnd.com) or by calling 800-264-1265.



# Farm Credit Services

## ALL THE PRODUCTS & SERVICES TO MEET YOUR NEEDS

Farm Credit Services of North Dakota provides short, intermediate and long-term credit to farmers, ranchers and ag-related businesses.

FCS of ND also offers life and disability insurance, crop-hail insurance, multi-peril crop insurance, real estate fee appraisals, and expertise in estate planning.

We offer the most comprehensive credit and insurance packages tailored for the agricultural industry. Here is a list of the products and services we offer. Be sure to visit with our staff to see how they can work for you!



### REAL ESTATE LOANS

Long-term credit for land, land improvements, buildings and facilities.

### OPERATING LOANS

Short and intermediate credit for operating purchases, family living and feeder livestock.

### TERM LOANS

Intermediate term credit for capital purchases such as machinery, breeding livestock, irrigation systems and vehicles.

### LEASING SERVICES

A financing alternative for cash flow, tax advantages and other considerations: lease livestock, facilities, farm equipment, vehicles, computers, irrigation systems and specialty equipment.

### YOUNG & BEGINNING FARMER LOANS

Programs and resources to help finance young or beginning farmers or ranchers.

### FAMILY FARM PROGRAM

Designed especially to assist farmers in bringing the next generation into the business. A partnership between the seller, buyer and FCS, provides a low cost plan to transfer the farm from one generation to another or from one farmer to another.

### LIFE & DISABILITY INSURANCE

Affordable life and disability insurance coverage to protect your family's income, home and acreage in the event of illness, injury or death.

## Products & Services

### CROP INSURANCE

Multi-peril, revenue protection and hail insurance policies that can help protect your investment against crop loss or damage.

### APPRAISAL SERVICE

Certified real estate and chattel appraisers experienced to give quality rural appraisals.

### ESTATE PLANNING

Through an alliance, we can provide you with information and advice to help you make decisions on transferring farm assets and meeting retirement goals.

### FUNDS HELD

Park excess funds in this account and earn interest until you make a withdrawal.

### FARM CASH MANAGEMENT

A flexible product that links your revolving line of credit with an AgriBank money market investment or it can simply serve as a stand-alone money market investment account alternative.

### ELECTRONIC BANKING

Simple, convenient, and secure access to your account information 24 hours a day, 7 days a week through telephone or internet service.

### CREDIT LINE — CHECK WRITING

A convenient way to access your pre-approved line of credit simply by writing a check.

### DISBURSEMENT CARD

Disburses funds straight from your operating loan to pay farm expenses.







# RURAL COMMUNITY *Grant Fund*

## SUPPORTING WESTERN NORTH DAKOTA COMMUNITIES

Farm Credit organizations in western North Dakota announced 13 grants totaling \$143,204 to worthy programs that will improve lives in local communities through the Rural Community Grant Fund (RCGF).

The fund was established as a partnership between Farm Credit Services of Mandan and Farm Credit Services of North Dakota – the two largest providers of agricultural loans in western North Dakota – and AgriBank Farm Credit Bank, their St. Paul, Minn.-based funding bank, to help communities impacted by mineral development.

“Western North Dakota has many individuals that give back to their communities, to those we are forever indebted,” says Claude Sem, CEO – Farm Credit Services of North Dakota. “These grant funds help those organizations that tirelessly give of their time to help build better communities,” he adds. Since the inception of the Rural Community Grant Fund in 2012, over \$4 million has been awarded.

Grants support critical community needs such as healthcare, safety, access to housing, education and economic development.

The Rural Community Grant Fund is accepting applications for programs that meet the needs of communities in western North Dakota. Interested parties should apply at [www.AgriBank.com](http://www.AgriBank.com), [www.farmcreditnd.com](http://www.farmcreditnd.com) or [www.farmcreditmandan.com](http://www.farmcreditmandan.com).

## LATEST GRANTS:

AS OF DECEMBER 2018

**\$26,000** **KILLDEER AREA AMBULANCE SERVICE**  
COMMUNICATIONS EQUIPMENT

**\$20,000** **CROSBY RURAL FIRE**  
**PROTECTION DISTRICT**  
FIRE DEPARTMENT EQUIPMENT

**\$19,000** **FORTUNA RURAL FIRE**  
**PROTECTION DISTRICT**  
EQUIPMENT REPLACEMENT

**\$15,304** **ARNEGARD RURAL FIRE DISTRICT**  
FIRE HALL EQUIPMENT

**\$15,000** **DIVIDE COUNTY AG**  
**IMPROVEMENT ASSOCIATION**  
NDAWN WEATHER STATION INSTALLATION

**\$10,000** **ARTHUR SOLIE AMERICAN LEGION**  
**POST 121 IN PARSHALL**  
STRUCTURE REPAIR

**\$10,000** **ST. ANDREW'S HEALTH**  
**CENTER IN BOTTINEAU**  
A HEMATOLOGY ANALYZER

**\$8,400** **BEULAH RURAL FIRE DEPARTMENT**  
EQUIPMENT REPLACEMENT

**\$6,000** **COMMUNITY ACTION**  
**PARTNERSHIP IN DICKINSON**  
COMMODITY SUPPLEMENTAL  
FOODS PROGRAM TRAILER

**\$5,000** **BELFIELD SENIOR**  
**CITIZENS ACTIVITY CLUB**  
STRUCTURE REPAIR OF THE SENIOR  
ACTIVITY CENTER

**\$4,000** **BOTTINEAU FAMILY CRISIS CENTER**  
STRUCTURE MODIFICATIONS

**\$2,500** **CHI ST. ALEXIUS HEALTH – DICKINSON**  
INFANT HEARING SCREENER

**\$2,000** **NORTH DAKOTA JUVENILE DRUG**  
**COURT ASSOCIATION IN MINOT**  
JUVENILE DRUG COURT  
INCENTIVE PROGRAM



# Congratulations!

## Retirement this way

Farm Credit Services of North Dakota is proud to recognize the following employees on their recent retirements. We thank them for all their hard work and dedication during their many years of service.

**And boy – there are lots of years of good experience here!**



### ***Myrna Bartsch*** *Traded her work shoes for flip flops!*

Myrna Bartsch was with Federal Land Bank/Farm Credit Services for over thirty-four years. She began her career as an Accountant and loved her position so much that she remained in her role for her entire career. Myrna retired the end of December 2018. She contributed immensely to the association over the years and was a valuable asset to Farm Credit.



### ***Dave Brossart*** *Happy trails!*

Dave Brossart began his journey with Farm Credit Services over thirty-nine years ago as a Loan Officer for the Production Credit Association (PCA) in the Bottineau office. He then worked his way up to Branch Manager for Bottineau and Rugby. In 1996, Dave was again promoted and moved to the Minot office where he held the position of Credit Service Department (CSD) Manager. Dave was then promoted to AVP of Credit, where he has worked for the last eighteen years. Dave contributed over thirty-nine years of experience to Farm Credit before his retirement in November 2018. His achievements will not be forgotten.



### ***Tom Erdmann*** *Good luck, Mr. Mayor!*

Tom Erdmann began his career in June 1973 as a loan officer for the Production Credit Association (PCA) of Minot in the Minot office. In August 1977, he accepted a Branch Manager position for PCA in the Carrington Branch. From 1984 to 1986, he was appointed the Branch Manager for the Carrington, Rugby and Bottineau offices. In 1986, when it became Farm Credit Services, he was assigned specifically to the Carrington office and remained as Branch Supervisor until his retirement in April 2019. We applaud his many years of experience and dedication.

***All the best as you move on to the next  
chapters of your lives. Congratulations and  
happy retirement to all of you!***

# EMPLOYEES



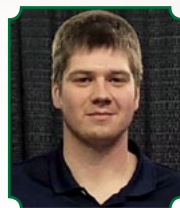
## *Garret Roen*

Garret started with Farm Credit Services in November of 2018 as a loan officer in the Minot branch. He grew up on a farm and ranch near Douglas, ND, and graduated from high school in Minot in 2013. Garret attended North Dakota State University and earned a BS degree in Agricultural Economics in May of 2018. He also received a minor in animal science. He was a part of the Farm Credit Fellows program at NDSU in 2018. While attending NDSU he was member of the NDSU rodeo team and was the president of the NDSU Rodeo Club. He married his wife Emily in June of 2018. In his free time, he enjoys spending time with family, working with cattle, helping on the farm and riding horse with his wife.



## *Maxim Sementsov*

Maxim joined Farm Credit Services as an accountant in December 2018. He grew up in Moscow, Russia, and graduated from the Russian Technological University in 2010 with a BS in Finance, Auditing and Accounting. He also attended the College of Central Florida and received an AA degree in Business Administration as well as Minot State University with a BS in Accounting in 2015. Currently he is pursuing his CPA license. Maxim has been married for almost 2 years and has a 4-month-old son. In his spare time, he enjoys spending time with family and sporting activities such as wrestling, jiu-jitsu and weight-lifting. He loves traveling to different countries and appreciates good food! During tax season, he also helps people with preparing their tax returns.



## *James Swiggum*

James began working at Farm Credit Services of North Dakota in January of 2019 as a loan officer in the Rugby office. He was born and raised in Bemidji, MN, and graduated from Bemidji High School in 2015. He grew up working on his grandparents commercial cow/calf operation, and showing cattle in 4-H. James continues to stay involved and help on the weekends when he can. He attended North Dakota State University and earned a Bachelor's degree in Agricultural Economics, graduating in December 2018. He was a member of the NDSU rodeo team and competed in team roping. In his free time, he enjoys helping on the farm, team roping and hunting/fishing. James says he is excited to join a great organization and work with farmers/ranchers in the Rugby area.



## *Jay Hendrickson*

Jay was recently named the Carrington Branch Supervisor. He started with Farm Credit Services in August 1986 as a loan officer in the Carrington branch. This was his first (and only) job after graduating from North Dakota State University with a degree in Agricultural Economics. Jay grew up in Ada, MN, where he graduated from high school. His father was a teacher and they lived in Ada during the school year, then during the summers the family moved back to Sheyenne, ND, where they operated his grandparents small family farm. August will mark his 33rd anniversary with Farm Credit Services and he and his wife Georgia will celebrate their 30th wedding anniversary. They have two grown children, Skyler and Cole, who both graduated from NDSU. Over the years, he has been on numerous Carrington area boards including the Carrington School Board, the Carrington Golf Board, the Carrington Chamber of Commerce and a Trinity Lutheran Church Trustee. In his spare time, Jay enjoys hunting, fishing and gardening.





## *Ryan Entzel*

Ryan joined Farm Credit Services in March as a system administrator. He grew up in Rhame, ND and then moved to Minot to attend Minot State University where he graduated with a degree in Computer Science in 2008. He previously worked for InfoTech as a Software Developer for 3 years and then for LTC Solution where he was a Software Developer and managed the network at Somerset Court for 8 years. During his free time he likes to hunt, fish, travel and spend time with his nieces and nephews. In the summer months Ryan enjoys heading out on the road riding his motorcycle.



## *Laurie Bjertness*

Laurie joined Farm Credit Services in February as receptionist in the Minot office. Before working at FCS she worked as an administrative assistant at Food Services of America for 20 years and Cognizant (formally ING) for 15 years. Prior to that she was at Kalix in Minot as a receptionist. Her favorite time is spent with her grandchildren, family and friends. Her hobbies include camping, reading, traveling and scrapbooking. Laurie and her husband Dana have been married 37 years and have two children and two grandchildren she loves to spoil!



## *Shawn Murphy*

Shawn joined Farm Credit Services as a credit analyst and was recently named Vice President of Credit. Before starting at FCS of ND, he was a loan officer with American Bank Center. Shawn was born and raised in Berthold, ND. He attended North Dakota State University to pursue a degree in agriculture. While attending college, he was the NDSU mascot from 2008-2011. In 2011, Shawn graduated from NDSU with a degree in Ag Economics. He currently resides on the family farm by Carpio with his wife and 2 kids.



# SIX COLLEGE SCHOLARSHIPS AWARDED IN 2019

Farm Credit Services of North Dakota has awarded six high school seniors in our 17 county territory with \$1,000 each to help with their college expenses in the fall of 2019.

McKayla Jones – Bowdon, Tessa Larson – Alamo, Grace Solemsaas – Sherwood, Jacob Strobel – Denhoff, Austin Tonneson – Bottineau and Benjamin Van Berkomp – Burlington, were chosen for their outstanding scholastic and leadership achievements during high school.

Selection was based on academic record, personal attributes, vocational promise, leadership and financial need. Applicants were also required to be from an actively farming and/or ranching family, or planning to pursue a career in farming or some aspect of agriculture.

## Congratulations to our Scholarship Recipients!



*McKayla Jones*



*Tessa Larson*



*Grace Solemsaas*



*Jacob Strobel*



*Austin Tonneson*



*Benjamin Van Berkomp*



**Farm Credit Services  
of North Dakota**

3100 10th St. SW • Box 70  
Minot, ND 58702

PRSRT STD  
U.S. POSTAGE  
**PAID**  
BISMARCK, ND  
PERMIT NO. 433



**Farm Credit Services  
of North Dakota**



- ◆ LOANS
- ◆ LEASES
- ◆ APPRAISALS
- ◆ MULTI-PERIL CROP INSURANCE
- ◆ HAIL INSURANCE
- ◆ LIFE INSURANCE

Farm Credit Services of North Dakota is an equal opportunity provider and employer.



FINANCING RURAL COMMUNITIES

◆ FOR OVER 100 YEARS. ◆

**MINOT**  
701-852-1265

**BOTTINEAU**  
701-228-3731

**CARRINGTON**  
701-652-2836

**CROSBY**  
701-965-2265

**RUGBY**  
701-776-5863

**WILLISTON**  
701-774-0055

**BOWBELLS CROP  
INSURANCE**  
701-377-3703

**WARD COUNTY  
CROP INSURANCE**  
701-852-5432