

# INSIDE

**FARM CREDIT SERVICES**  
SUMMER 2020



New Farm Credit  
**Ca\$h Dividend\$**  
program approved!  
See page 3 for more details!



# IN THIS ISSUE



CEO's Corner	3
Annual Election Results	3
Crop Insurance	4
Coronavirus Food Assistance Program Deadline	6
Rural Community Grant Fund	8
Rural Resilience Course	9
Online Banking & Technology Update	10
Pat-NOW Community Fund	11
Brady & Binde Farm Operation	12
FCS Employees	14
Timing Your Production & Marketing	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

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## FARM CREDIT Ca\$h DIVIDEND\$!

A huge **THANK YOU** to Farm Credit Services of North Dakota (FCSND) voting stockholders for approving revised bylaws that equip your Board of Directors to authorize **cash dividends** to our stockholder-customers via a new patronage program. The following provides background and context for this watershed event:

### WHY?

- We have a tremendously strong capital position (way above average for commercial banks and other lenders) . . . and want to share this financial benefit with our current and future customers.
- A fundamental cooperative principle is sharing the success of the cooperative with its stockholder-customers. This new cash dividends program will further increase our ability to do just that.

### WHY NOW?

- Farmers and ranchers are in the midst of a prolonged ag economic downturn. We believe they deserve every benefit and advantage possible. That is exactly what we intend to deliver!
- After several years of low ag commodity prices and related economic challenges, farmers and ranchers were greeted with even more uncertainty in 2020 due to the national and global COVID-19 pandemic. Seems like a great time to develop and deliver a major new customer benefit!

### KEY RELATED INFORMATION

- **We will NOT increase interest rates because of implementing this program. We already have the capital strength to support this initiative. Our strategic direction includes continued very competitive interest rates PLUS cash dividends.**
- The amount of our cash dividends will be governed by annual decisions by our Board of Directors (similar to other cooperatives). However, it is noteworthy that our firm intent is to establish and maintain a substantial cash dividend program for the benefit of our current and future customers.

We believe this is a bold and highly-beneficial development for our customers. If you currently do not have a lending relationship with FCSND, now is a great time to contact one of our lending staff to explore what FCSND can do for you and your operation.

Watch for more details to come. And in the meantime, you can contemplate...**How will you use your Farm Credit Ca\$h Dividend\$?**

## Farm Credit Services of ND 2020



### ELECTION RESULTS & VOTE ON BYLAW UPDATES

Farm Credit Services of North Dakota held its 2020 annual meeting on Tuesday, June 23, 2020, at The Grand in Minot, ND where candidates for the director election were finalized. Proposed Capitalization Bylaw Amendments were also discussed.

Subsequent to the annual meeting ballots were mailed to voting stockholders on July 7, 2020. Information on the proposed Capitalization Bylaw Amendments and a notice of the August 4th shareholder meeting to consider the proposed Bylaw Amendments was mailed to all shareholders on July 7th, 2020. Balloting closed August 3, 2020 for the board member and nominating committee elections and August 4, 2020 for the Capitalization Bylaw Amendments. The stockholders of Farm Credit Services of North Dakota elected one director, five nominating committee members, and approved the Capitalization Bylaw Amendments.

Congratulations to Mark Martinson, Rolette, ND who was re-elected to a four-year term on the Board of Directors.

Stockholders re-elected Mark Birdsall, Berthold; Alan Effertz, Velva; Dean Schoenberg, Mohall; and Robert Schaefer, Glenburn; and newly elected Austin Hager, Karlsruhe, for one-year terms on the nominating committee.

Stockholders also passed the Capitalization Bylaw Amendments which supports the implementation of a new **"Farm Credit Ca\$h Dividend\$"** program.

Thank you to all the stockholders who participated in our mail-in and online election process. Your voice was heard!



# CROP INSURANCE

## CUTTING OUT CLAIM CHAOS

Severe weather can destroy crops, prevent farmers from planting or prohibit them from harvesting. Whether a producer experiences loss due to a major disaster, or a more localized weather peril like hail, there are steps they should take to ensure their claim can be worked promptly and they receive their indemnity quickly.

To help ensure a quick resolution of the claim, producers should be prepared to provide information and documentation supporting the losses, which may include farm records, scale tickets, load logs, etc. Detailed and organized records will help make filing a crop insurance claim run smoothly.

### PRODUCTION LOSSES:

If you feel you have crop damage that will adversely affect your yield or crop value, you should contact your crop insurance agent to file a claim. Contact your agent within 72 hours after discovery of damage, but not later than 15 days after the end of the insurance period, BY CROP INSURANCE UNIT. For most crops, the end of the insurance period is the earlier of:

- 1) Harvest of the crop by unit
- 2) Destruction of the crop by unit or
- 3) The calendar date for the end of insurance

If you believe you will have unharvested grain in the field after the End of Insurance deadline, please alert your crop insurance agent so that an appraisal can be done. (See table below for End of Insurance deadlines.)

Silage Corn, Dry Peas	Sept 30th
Forage, Potatoes	Oct 15th
Wheat, Barley, Canola, Flax, Oats, Rye, Dry Beans & Mustard, Buckwheat, Chickpeas	Oct 31st
Sugar Beets	Nov 15th
Sunflowers	Nov 30th
Grain Corn, Soybeans	Dec 10th

### CLAIM TIPS:

- Keep production separate for each insurance unit (county, crop, section and share) using a written ledger recording loads for each unit with the field name, date of harvest, truck used and weight.
- Mark your scale tickets by unit, remember that splitting tickets is not allowed for claim purposes. Assembly sheets will be required.
- Mark your bins or storage structure using a permanent marker to identify the depth of grain from each unit.
- If you have any prior year's production in bins and plan to add new crop to it, please notify us immediately. This production must be measured by an adjuster prior to commingling.
- Company inspection and approval is required:
  - Prior to destruction of any insured crop.
  - If final use is different than intended use, an appraisal must be done (e.g., corn is cut for silage instead of harvested for grain or haying oats).

Report production to your crop insurance representative right after harvest to update your APH information and to check for a potential revenue loss.

### REVENUE LOSS ONLY:

If the loss is due only to a price decline, the deadline to report a claim is extended to 45 days after the harvest price has been announced.

### HAIL LOSS:

Crop Hail policies offer protection from hail, fire, lightening damage, transit accidents and vandalism. If you think you have received hail damage, or damage from another covered peril, contact your agent immediately. Once your notice of loss is received, an adjuster will be assigned to inspect the damage. If the damage occurs early in the season, you and your adjuster may agree to defer adjustment until a more accurate assessment can be made.

And as always, if you have any questions regarding claims or acceptable records, don't hesitate to give your Farm Credit Crop Insurance Specialist a call!



# PRODUCTION REPORTING PROCEDURES

## HARVEST RECORDS

For load records you must maintain a ledger, recording loads of grain identified by unit and field number, date of harvest, identity of the vehicle or wagon, and weight or estimated bushel volume per load. Other acceptable records to back up farm stored production include grain cart records, scale records or combine hoppers. The adjuster must be able to identify total bushels in the structure and be able to cross-reference with the load records.

## ELEVATOR TICKETS

If delivered at harvest, mark section on each ticket. Note: Only one section per ticket. Avoid split tickets. For loss purposes, a ticket containing production from more than one section/unit cannot be split and those units have to be combined for the following year.

## PRODUCTION REPORTING PROCEDURES

It is very important to keep accurate and up to date harvest records on all of your production so in the event of an APH audit, you have the required information to maintain your unit structure. You must also retain and be able to provide complete records including planting, replanting, inputs, production, harvesting and disposition of the insured crop on each unit for three years.

## PROCEDURES FOR POLICYHOLDERS IN REPORTING THEIR YIELDS:

- **5% Tolerance:** The policyholder must report each unit's actual yield within 5% of what the Approved Insurance Provider (AIP) determines to be correct based on acceptable records or they will receive an Assigned Yield for the entire crop/county.
- **Upon review,** the policyholder must provide the AIP with acceptable production records that they had when they reported yields to their agent. If the insured cannot provide acceptable records that they had at the time they reported yields to their agent, the insured will receive an Assigned Yield for the entire crop/county.
- **Acceptable records for APH purposes are:**

### Hard Records

- These are actual hard copy verification records (third party verification) such as:
  - Assembly sheets, elevator tickets, bin measurements or silage appraisals by adjuster

### Soft Records

- These records are used as a "support system" for any hard copy records
- Soft records alone are not acceptable for APH audits
- Soft records work in conjunction with hard records and include:
  - Truckload logs, hopper records, or grain carts that are documented by weight tickets



# CORONAVIRUS FOOD ASSISTANCE PROGRAM DEADLINE

Time is running out to sign up for the Coronavirus Food Assistance Program (CFAP) by September 11, 2020. The USDA is providing support to farmers and ranchers whose operation was impacted by the coronavirus for declining commodities that suffered a 5% or greater national price loss. Your county Farm Service Agency has the applications and Farm Credit Services Insurance agents can help you find the background information needed.

Part of the application process is documenting your total 2019 crop production. You will be paid based on predetermined rates for crops that were not sold as of January 15, 2020, not to exceed 50% of your total 2019 production. Ranchers will be paid based on their

cattle sales between January 15, 2020, and April 15, 2020, and their inventory between April 16, 2020, and May 14, 2020. It's important to know that if you sold grain production and/or cattle close to the January 15, 2020, date, and felt you were negatively impacted by COVID-19, you can appeal to the county FSA committee.

Funds were paid out to farmers and ranchers at 80% of their total payment. In August, the USDA announced the remaining 20% would be paid out at a later date. Remember, your county USDA Service Center has the applications and the deadline is September 11, 2020. For more information about the CFAP program visit [www.farmers.gov/cfap](http://www.farmers.gov/cfap)

Payment per commodity = (Units x 50% x CARES Rate) + (Units x 50% x CCC Rate)

**Units** = Smaller of 1) 50% of a producer's 2019 total production **OR**  
2) 2019 unpriced inventory as of Jan. 15, 2020

The following table lists livestock payment rates for CFAP.

Commodity	Unit of Measure	CARES Act Payment Rate	CCC Payment Rate
Malting Barley	BU	\$0.34	\$0.37
Canola	LB	\$0.01	\$0.01
Corn	BU	\$0.32	\$0.35
Millet	BU	\$0.31	\$0.34
Oats	BU	\$0.15	\$0.17
Sorghum	BU	\$0.30	\$0.32
Soybeans	BU	\$0.45	\$0.50
Sunflowers	LB	\$0.02	\$0.02
Durum Wheat	BU	\$0.19	\$0.20
HRS Wheat	BU	\$0.18	\$0.20

Eligible Livestock	Unit of Measure	CARES Act Part 1 Payment Rate	CCC Part 2 Payment Rate
Feeder Cattle: Less than 600 Pounds	Head	\$102	\$33
Feeder Cattle: 600 Pounds or More	Head	\$139	\$33
Slaughter Cattle: Fed Cattle	Head	\$214	\$33
Slaughter Cattle: Mature	Head	\$92	\$33
All Other Cattle	Head	\$102	\$33
Pigs: Less Than 120 Pounds	Head	\$28	\$17
Pigs: 120 Pounds or More	Head	\$18	\$17
All Sheep Less Than 2 Years Old	Head	\$33	\$7
Durum Wheat	BU	\$0.19	\$0.20
HRS Wheat	BU	\$0.18	\$0.20

## THANK YOU FOR YOUR BUSINESS!

Thank you for putting your trust and crop insurance business with FCS of North Dakota! 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! **Crop insurance is what we do!**



## PRICE LOSS COVERAGE YIELD UPDATE

The 2018 Farm Bill does allow a one-time PLC yield update for the 2020 program year. The deadline to update the PLC yields is September 30, 2020. The update will use your crop history from 2013 to 2017. Owners can request to update their PLC yields no matter what program has been elected for 2019.

PLC projected payment rates for 2019 as of 7/10/2020. Payment rates may change.

Commodity	Unit	Publishing date for final 2019/2020 MYA Price	Reference Price	Projected 2019/2020 Market Year Average	Projected PLC Payment Rate
Wheat	Bushel	8/28/20	\$5.50	\$4.58	\$0.92
Barley	Bushel	8/28/20	\$4.95	\$4.70	\$0.25
Oats	Bushel	8/28/20	\$2.40	\$2.88	\$0.00
Corn	Bushel	9/30/20	\$3.70	\$3.60	\$0.10
Grain Sorghum	Bushel	9/30/20	\$3.95	\$3.25	\$0.70
Soybeans	Bushel	9/30/20	\$8.40	\$8.55	\$0.00
Dry Peas	Pound	9/30/20	\$0.1100	\$0.0975	\$0.0125
Lentils	Pound	9/30/20	\$0.2233	\$0.1575	\$0.0658
Canola	Pound	9/30/20	\$0.2015	\$0.1470	\$0.0545
Large Chickpeas	Pound	11/30/20	\$0.2477	\$0.1800	\$0.0677
Small Chickpeas	Pound	11/30/20	\$0.2060	\$0.1550	\$0.0510
Sunflower Seed	Pound	11/30/20	\$0.2015	\$0.1920	\$0.0095
Flaxseed	Bushel	11/30/20	\$11.284	\$9.070	\$2.214
Mustard Seed	Pound	11/30/20	\$0.2317	\$0.3050	\$0.0000
Rapeseed	Pound	11/30/20	\$0.2317	\$0.1880	\$0.0437
Safflower	Pound	11/30/20	\$0.2015	\$0.2170	\$0.0000
Crambe	Pound	11/30/20	\$0.2317	\$0.2260	\$0.0057

Source: United States Department of Agriculture Farm Service Agency ([www.fsa.usda.gov](http://www.fsa.usda.gov))

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.



# RURAL COMMUNITY *Grant Fund*

## SUPPORTING WESTERN NORTH DAKOTA COMMUNITIES

Farm Credit organizations in western North Dakota announced 14 grants totaling \$173,630 to worthy programs that will improve lives in local communities through the Rural Community Grant Fund.

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.

“Farm Credit Services of North Dakota is proud to support these worthy organizations that deliver essential services to our rural communities,” says Gordon Hanson, CEO – Farm Credit Services of North Dakota. “The impact they have is far-reaching and helps provide a variety of needed resources,” he adds.

Grants support critical community needs such as healthcare, safety, access to housing and emergency services.

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 JULY 2020

**\$35,000**

**RICHARDTON RURAL FIRE PROTECTION DISTRICT** A NEW FIRE TRUCK FOR WILDLAND OPERATIONS

**\$25,000**

**HAZEN FIRE RESCUE** UPGRADED FIREFIGHTER PERSONAL SAFETY GEAR

**\$15,000**

**KENMARE HOUSING CORPORATION** ROOF REPAIR ON MULTI-FAMILY HOUSING

**\$11,000**

**MINOT AREA MEN'S WINTER REFUGE** FACILITIES AND INFRASTRUCTURE IMPROVEMENTS

**\$10,000**

**NORTH DAKOTA SAFETY COUNCIL, INC.** NEW CPR TRAINING EQUIPMENT

**\$10,000**

**COLUMBUS RURAL FIRE PROTECTION DISTRICT** WATER TANKER REPLACEMENT CHASSIS

**\$10,000**

**CROSBY RURAL FIRE PROTECTION DISTRICT** FIREFIGHTING EQUIPMENT

**\$10,000**

**MOUNTRAIL COUNTY HEALTH FOUNDATION** NEW MEDICAL EQUIPMENT

**\$10,000**

**NORTHWEST LANDOWNERS ASSOCIATION** TECHNOLOGY UPGRADES

**\$10,000**

**PORTAL INTERNATIONAL FIRE DEPARTMENT** UPGRADE FIREFIGHTER PERSONAL SAFETY GEAR

**\$9,870**

**NORTH DAKOTA ASSOCIATION FOR THE DISABLED INC.** SECURITY SYSTEM AT A CRISIS RESIDENTIAL UNIT

**\$8,891**

**WILLISTON PUBLIC SCHOOL DISTRICT #1** FENCING TO SECURE PROPERTY INCLUDING STUDENT GARDENS AND GREENHOUSE

**\$5,000**

**DIVIDE COUNTY SHERIFF'S OFFICE** TECHNOLOGY UPGRADES

**\$3,869**

**BENEFIT FUND OF THE MCKENZIE COUNTY HEALTHCARE SYSTEMS** MEDICAL EQUIPMENT



# Rural Resilience Course Strengthens Farmers' Community Safety Net

**Farmers and ranchers are no strangers to hard times.**

Producers regularly experience fluctuating commodity prices, trade disruptions and extreme weather events that make their already challenging jobs even harder. The COVID-19 pandemic and its economic disruptions have only compounded the situation, increasing farmers' stress.

But misconceptions about "toughness," perceived stigma around seeking help, isolation and lack of mental health services in rural communities mean rural residents are often reluctant to discuss the hardships they face and may not know where they can turn for help. Farmers need resources to help them manage their own stress and support other members of their community.

Farming is a stressful job – even in good times. Farm Credit recognizes that the COVID-19 pandemic and resulting economic turmoil caused even more stress for farmers and ranchers, and that's why Farm Credit, the American Farm Bureau Federation (AFBF) and National Farmers Union (NFU) have joined together with Michigan State University Extension (MSU Extension) and University of Illinois Extension (Illinois Extension) to create Rural Resilience, a free, online training course to help farmers, as well as their families and neighbors, cope with this mounting stress.

## Rural Resilience Training

The curriculum teaches participants to understand the sources of stress, manage their own stress, learn the warning signs of stress and suicide, identify effective communication strategies, and connect farmers and ranchers with appropriate mental health and other resources. The course is free and accessible to the public.

## Strength Means Asking for Support and Supporting Neighbors

The phrase "safety net" used in an agricultural context usually leads to a discussion about economic support for farmers, such as crop insurance or federal assistance programs. However, decreasing the stigma surrounding mental health enhances another type of safety net for farmers: community. And through the Rural Resilience curriculum, the aim is to build even stronger rural communities by educating individuals about how to support their peers.

## Farm Credit: Cooperatives That Care

As a farmer-owned cooperative, Farm Credit is dedicated to the success of its customer-owners, and that means a farmer's mental health is just as important as their farm business's financial health. Many of our committed employees are farmers and ranchers themselves, living in the same communities that they serve and possessing first-hand knowledge of the stress their customers face.

This training will help participants learn strategies for communicating with producers and others experiencing financial stress as well as ways to help manage their own stress by taking advantage of this free training and using the tools provided to seek support as we all navigate this unprecedented situation.



- **TO LEARN MORE** about Farm Credit's commitment to farmers' and ranchers' well-being and the Rural Resilience course, as well as register for the training, visit <https://farmcredit.com/rural-resilience>.
- **IF YOU ARE FACING CHALLENGING TIMES** and need support, visit NFU's Farm Crisis Center and AFBF's Farm State of Mind for hotlines, mediation resources, disaster assistance and more.

# ONLINE BANKING

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## & Technology Update



• Dan Beyer •

### MAKING A DIFFERENCE FOR OUR CUSTOMERS

The Pandemic has impacted all of our lives and affected all of us in one way or another. While it changed the way we conducted our business at FCSND, we did not have any breakdowns in providing customer service. With modern technology and an awesome Information Technology (IT) department, our staff was able to continue to process loans and disburse funds without disruption. A great thanks to our dedicated staff who highly value the relationship they have with you, the customer-owners of our cooperative.

We appreciate your business and strive to continue to find ways to make a difference for you. Our online banking system is slated to be upgraded in October, providing you further flexibility. If you haven't signed up yet, stop into one of our offices and speak to our staff about getting set up. Online banking is part of a number of services we provide through our customer portal.

We have recently contracted with DocuSign to add more options for signing loan documents. We are able to sign conversions and early disclosures through DocuSign and will soon be adding other loan closing documents. This is a proven, secure tool to help us make a difference in saving time as we try to get 25 hours of work done in a 24-hour day.

One of the results of the pandemic has been the Federal Reserve action that has significantly reduced interest costs to you. While I would have preferred a better reason to lower rate options, now may be a good time to lock in a fixed rate. They are as low as I've seen them in my 30-plus years at Farm Credit Services. Stop in and see your loan officer and learn more about what options may be available for you.

Thank you for the business you do with us, and rest assured, we will always be here to serve you to make a difference for you and the success of your operation.

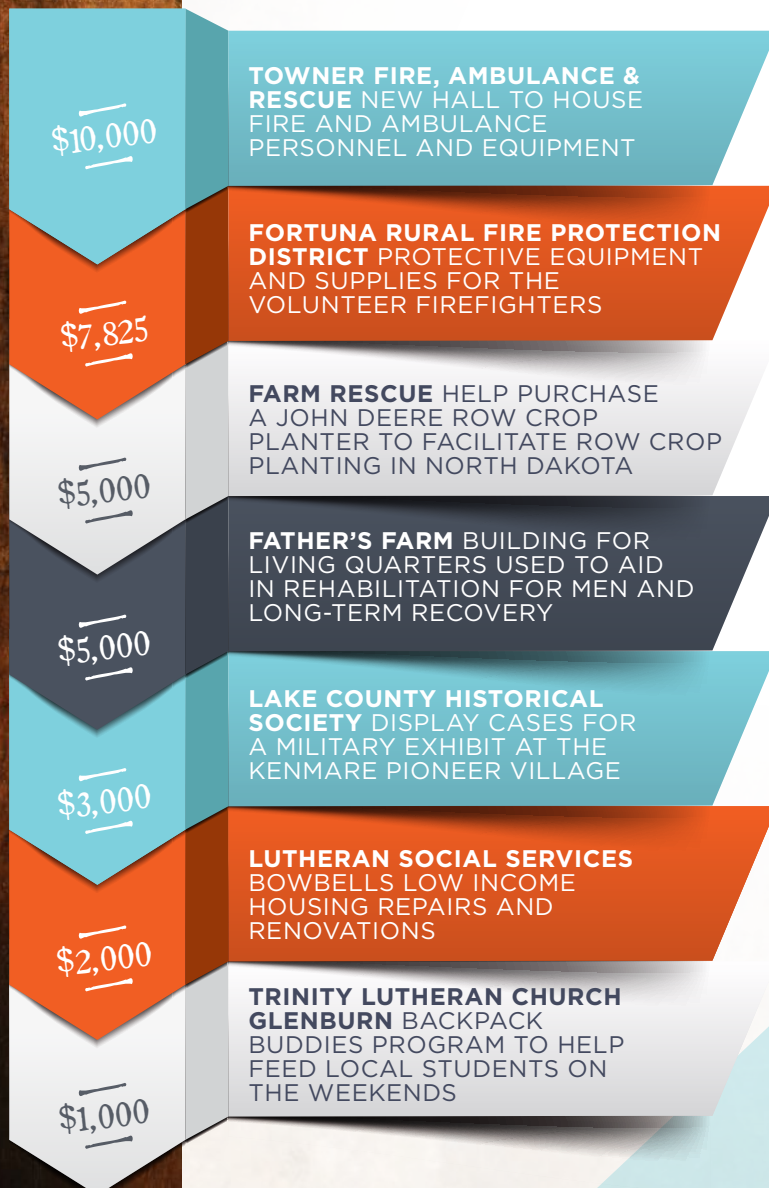




# PAT-NOW COMMUNITY FUND AWARDS LOCAL AREA GRANTS



DURING THE REVIEW SESSION FOR THE PERIOD ENDING AUGUST 2020, THE FOLLOWING GRANTS WERE AWARDED.



The Pat-NOW Community Fund (PNCF) continues to provide assistance for worthy programs and projects that strengthen and support rural communities in northwest North Dakota. Farm Credit Services strongly believes it's important to give back to the community.

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

"We appreciate the valuable work these organizations perform to help deliver much-needed resources," says Gordon Hanson, CEO – Farm Credit Services of ND. "The support and programs they provide strengthen our local and rural communities," he adds.







# Brady & Binde

## FAMILY FARM OPERATION

– By Marlee Seibold

Farming often runs on family, and that is true of the Brady and Binde family farm. Located just outside of Crosby, ND, they have a multigenerational farm dating back many years. Gerald Brady began farming back in 1970, and he and his wife, Tracy, are part of the third-generation of farmers to take over. Now his daughter and son-in-law, Jenna and Trevor Binde, are on track to take over as fourth-generation farmers, along with his nephew, Quinn Brady. Gerald has been farming since he was young, saying, “Every chance I had I wanted to be out there, even before I was old enough to do anything, I just wanted to be out there farming and still do.” Over the years, he has focused primarily on crops such as spring wheat, canola and soybeans. He credits a lot of his farm’s success to the help Tracy has always given to the farm and being able to farm with his brother, Paul Brady, for many years. “We farmed together for close to 50 years, up until he passed a few years ago, and his son, Quinn, took over.” While everyone in the family owns land separately, they share costs of labor

and equipment, making them a unique joint operation which allows them all to work together but still maintain ownership of their own farms. With some years behind them, Gerald and Tracy are looking to take on a new phase of their life, retirement. He says, “I am looking to phase out within the next 4 to 5 years. I am already in the background with Trevor and Quinn taking on a lot of the responsibility. They are making plans for 10 or 20 years down the line, by then I won’t be a part of it.” Even though he isn’t planning on farming for much longer, he appreciates all the help he and Tracy have had throughout the years in terms of financing and guidance they have received.

Much of that help has been given to them through the efforts of Farm Credit Services. Working with them for over 25 years, using mainly their financing and operating loans, he mentions, “They help us see the bigger picture and offer a lot of resources to make the best decisions for our farm.” Using them as a guide for all these years,



he finds they stick to the people that work best for them and their farm, and for the last 25 years, Farm Credit has been doing just that. With Gerald and Tracy taking a step back, it is time to look at the next generation of farmers for this family.

Trevor Binde grew up farming and always knew one day he would like to continue on that path. While he went to college for welding, he always knew he wanted to come back and farm. About two years ago, he and his wife, Jenna, started taking over her family's farm. Focusing mostly on crops similar to Gerald's such as soybeans, spring wheat, peas and canola, they have an increased interest in cover cropping and inner cropping, hoping to help their soil health. "From what we've read, it could really help our soil conditions, so that may be a good enough reason to get into it." Soil health comes at a particular interest for Jenna who is an agronomist at their local co-op. Trevor jokes, "People often say if I want to see my wife in the spring, I have to go buy fertilizer or chemical!" He mentions how much of a partnership they have and how they are always making decisions for their farm together as a joint effort. As for his partnership with Gerald and Quinn, he says it is great because they work together to give each other ideas and opinions, which is always helpful. They work best together when they listen to each other while trying to find a solution that works for all of them. They often lend a hand to one another during key times of the year as well. Trevor says, "We always help each other with seeding, spraying or harvesting our lands, often working together to accomplish it in a better, faster pace and timeline." He says they sometimes disagree on different aspects, but mentions being able to find a middle ground has always been important to the operation. His relationship with Farm Credit has also been important in getting things up and running.

Working with Farm Credit for about 3 years, Trevor says, "They gave me my operating loans and for a beginning farmer, it was nice because they basically gave me my start." Using them mostly for financing and any questions he may have for new machinery or budgeting, he is able to go to them for help whenever he needs it. One of the reasons he sticks with them is because of the attention they give to their customers saying, "We live in a small community and it is nice that they know you by your first name, they know your back story and operation, and just more on a personal level rather than just by a folder." He says their willingness to help is one of the best qualities of working with them. "You can call them up anytime and you know them and they know you. You have each other's cell phone numbers and they are always ready to talk and see if they can help in anyway." He credits them with helping get his first steps into the world of farming and always being upfront with him and Jenna on what is the next best step, which is huge for any farmer.

With Gerald and Tracy's plans to take a step back, they are hoping to spend more time with friends and family and find more time for golf and curling. As for Trevor and Jenna, they stay busy coaching youth hockey in the winters, offering them the opportunity to give back to their community and share their love of the game. With that, Trevor also loves to get in time to golf and fish during the summer months. While the next generation gets ready to take over, there are many new things to look forward to for this family. Trevor and Jenna, with the help of Quinn, are looking to incorporate new ideas to hopefully propel this family farm for years to come. As some phase out, the others are ready to carry it on for generations to come.





# EMPLOYEES



## *Tasha Christenson*

Tasha recently joined Farm Credit Services of ND as a Customer Service Representative in the Minot office.

Tasha grew up on a farm near Minnewaukan, ND, where they farmed and raised cattle. She moved to Minot in 2000 where she has raised her 5 children; Kelsey, Jacob, Noah, Chesnee and Lena. She was previously employed at the Berthold Farmers Elevator and thoroughly enjoys working in the agriculture industry. Tasha and her husband, Jason, stay busy keeping up with the activities of the children and they enjoy fishing, camping and anything outdoors. She looks forward to working with, and getting to know all the FCS customers.



## *Cody Stauffer*

Cody joined Farm Credit Services of ND as a Loan Officer Trainee in the Williston Branch. He grew up in Williston on the family farm just north of town. He graduated from Williston High School in 2015 and attended North Dakota State University receiving a degree in Agricultural Economics. While at NDSU, he was a member of the Agribusiness Club and did equity research as a member of the Bison Fund. He graduated from NDSU in the Spring of 2019 and after graduation he continued working on his family farm. In his free time he usually spends it helping on the farm and enjoying time with friends.



## *Noah Kelly*

Noah joined Farm Credit Services in the Minot office as an IT Support Specialist. He has lived most of his life in Glenburn, ND. He attended Minot State University majoring in Management Information Systems. Noah enjoys spending time with family and friends as well as watching baseball. He is looking forward to helping the employees at Farm Credit with their technology related needs.

*Congratulations!*

*Retirement this way*



## *Dean Ziegler*

Dean Ziegler retired from Farm Credit Services of ND on July 31, 2020. He began his Farm Credit journey 39 years ago working for PCA in Edgeley, ND. He then

transferred to Rugby PCA and then eventually to Minot PCA/Farm Credit Services of NW North Dakota. Since then, Dean spanned one more company name change and approximately six different CEOs. Dean held various positions including Loan Officer, Special Credit Loan

Officer, Senior Lending Specialist and most recently Branch Manager. Dean possesses a wealth of financial knowledge and has made numerous customer contacts across our territory. He has been an invaluable member of the Farm Credit team. We wish him a long, happy and healthy retirement as he looks forward to being able to spend more time with family and friends. Please join us in thanking Dean for his many contributions to Farm Credit over the years.





### *Riley Lura*

Riley joined Farm Credit Services as a Loan Officer in the Carrington Branch. Riley grew up on a farm that mainly grows small grains and soybeans near Carrington, ND. He attended Northern State University in Aberdeen, SD, and majored in Banking and Financial Services. While at Northern State he was on the wrestling team for four years. In his free time he likes spending time with his family and friends. He looks forward to working with everyone at Farm Credit Services and the customers he will be helping.



### *Stacey D'Alessio*

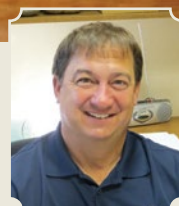
Stacey recently joined Farm Credit Services as a Customer Service Representative in the Minot office. She most recently worked at Cognizant where she was employed for 20 years. She was a CSR for annuities, Billing Coordinator and Sr. Mail Clerk. In her spare time, she likes to spend time with family and friends and travel as much as possible. Stacey looks forward to working at Farm Credit Services and helping her customers any way possible.



### *Russell Weyer*

Russell recently joined Farm Credit Services of ND as a Loan Officer in the Crosby office. He grew up in Romeo, MI, where he raised mostly swine and beef cattle. He received his Bachelor of Science degree in Agricultural Education from Michigan State University. Russ moved to Crosby, ND, in 2017 and served as the Vocational Agriculture Teacher at Divide County High School for three years. Before then, he was an Agriculture Educator at Cass City High School in Michigan for four years. In his free time, Russ enjoys spending time with his friends and family as well as camping, being outside, football and baseball.

## TIMING YOUR PRODUCTION &



• Todd Erickson •

For most producers, harvest should be well underway for small grains while we continue to wait and see when Mother Nature says it's time for row crops to mature. It was a long planting season last spring, depending on whether you were dealing with 2019 crop still in the field or an overabundance of moisture holding you back from getting into the field. Whatever your particular growing situation may be, producing a successful crop not only depends on planting, rains and harvest, but timely marketing of the crop as well.

There is a lot of working capital that goes into producing a crop, and timing of getting it sold is driven by each producer's specific need for debt servicing or replenishing working capital for the next crop year. Whether you are harvesting a bumper crop, or short on your spring projections, figuring out whether you made a profit or suffered a loss can also be determined by how you market your crop.

If production is not contracted, and you are at the mercy of the market when payments are due, your options may include extending payments or taking an inventory loan on your commodity. With that in mind, you must still decide whether extending the debt is worth it, factoring in the cost of interest and unforeseen market changes. Having a goal in mind from the beginning of the production cycle is the best method to help make that determination.

Communication is also important. We encourage all our producers to stay in touch with their lender when payments are due in order to help devise a marketing plan and act early enough to avoid forced sales during a down cycle. We can help develop repayment and marketing plans as well as formulate a strategy for the next crop year.

At Farm Credit Services of North Dakota we provide the expertise and work with producers to help maximize their profit through competitive pricing as well as minimizing risk with multi-peril and crop hail insurance products. We thank you for your business and wish you the best during this harvest season.



**Farm Credit Services  
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