

SFB SNAPSHOT



A Quarterly Newsletter



Special Ag Edition

Farm and Ranch Efficiencies

Meet our Ag Lenders

Meet Darin—Certified Farm Succession Planner



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This quarter's newsletter has a special focus on agriculture. With calving season in full swing and spring planting just around the corner, we want to spotlight our talented Ag Lenders and Financial Planner.

Farm and Ranch Efficiencies—Contributor: John Pfaff, Asst VP Ag and Commercial Lending—Mandan

Keeping a farm or ranch operation running profitably with crop and livestock prices at current levels is a challenge. The ever-rising cost of inputs can make it seem like a perpetual cycle of taking one step forward and two steps back, and that is just on the economic end of things.

There are many ways to run a farm or ranch operation but to find the way that is profitable for you, while still being able to enjoy life is not an easy task. Now more than ever, it may be time to think outside the box and find new ways to make your operation more efficient. One option is to focus on soil health in both farming and ranching.

To improve soil health, a good first step on the farming side is to consider a zero till system, along with good crop rotation and cover crops. You may not see yield growth immediately, but I would wager that your costs will immediately come down. For a rancher, plan out a good grazing strategy with multiple grazing pastures and frequent herd moves. I have seen real world examples of doubling the stocking rate in pastures, which means doubling your herd and doubling your gross income. To some, these are huge steps to take, yet others are already implementing these practices and working to fine tune their own systems. No matter where you are in your farming and ranching career, education is key and finding new ways to make a profit is more important than ever.

Here at Security First Bank of ND we strive to stay in tune with the agricultural economy. Lenders have years of not only ag lending experience, but experience raising crops and livestock. We work with producers to find ways to make their operations more profitable. Feel free to stop by any of our four branches and visit with a lender about your operation and financial needs.

Meet our Ag Lenders

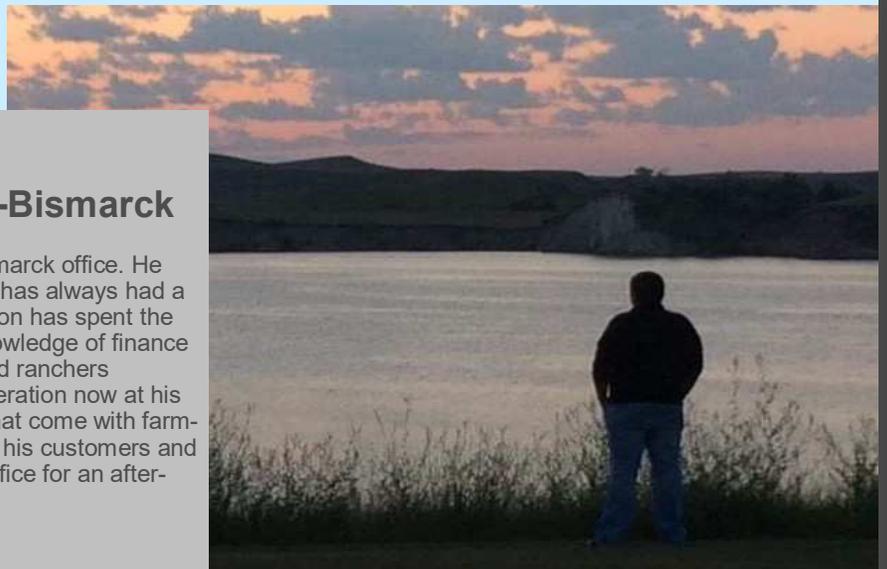


John Pfaff—Mandan

John, along with his wife Jessie and son Cort, live near New Salem. In addition to working at Security First Bank of North Dakota's Mandan Branch, he and his wife run a herd of Black Angus and Angus cross cows. John grew up near Jamestown and then attended college at Dickinson State University, graduating with a B.S. Degree in Agricultural Business and Marketing. While at DSU he competed on the rodeo team and qualified for the College National Finals Rodeo. John believes that he has the experience and industry knowledge to understand what it takes to farm and ranch profitably. Being a cattle producer himself, he understands what it is like to sit on both sides of the banker's desk. This unique position gives him insight to help his customers succeed and grow even in challenging times.

Dallon Bitz—Bismarck

Dallon joined our team last fall as lender in our Bismarck office. He grew up on his family's ranch near Dickey, ND and has always had a passion for agriculture. A 2014 UND graduate, Dallon has spent the last five years in the banking industry, using his knowledge of finance and agricultural economics to work with farmers and ranchers throughout the region. He has his own livestock operation now at his family's farm, and knows well the ups and downs that come with farming and ranching. Dallon enjoys spending time with his customers and rarely turns down an opportunity to get out of the office for an afternoon and pay them a visit.





Deb Clarys—Center

“He was so excited to show me the best Oats crop he had ever grown that I didn’t even get time to change my clothes from work. The combines were rolling and he didn’t want me to miss it! This is my Dad, the man that instilled a passion for the land, agriculture and rural life into me as far back as I can remember. Little did I know that all those growing up years, working the livestock and fields would set the stage for a life time career in Ag Banking for me. Living in Center and lending for Security First Bank of ND for the past 5 years has provided me the opportunity to expand into consumer, commercial and real estate lending in addition to farm and ranch loans. Gifted to reside in rural North Dakota, I am actively involved in the Oliver County Fair Board, Oliver County 4-H Clubs, St Martins Finance Council and numerous other school and community adventures as they arise. My door is always open and I welcome you to stop in for a loan suited to your needs, be it Ag, Commercial, Real Estate or Consumer.”

Cary Anderson—Mandan

“I have been an Ag Lender since 1984 starting in Williston, ND. The first few years in particular were very challenging dealing not only with the Ag Economy of the 80's but also drought and grasshoppers in the northwestern part of the state. I've enjoyed being involved in agriculture as I grew up on a small grains and hog farm outside of Bergen, ND.

Fun Fact: Since his parents retirement in the 1980’s, Cary has continued to show his love for the family farm by creating his own tree nursery on the land and regularly visits to take care of his growing forest.



Rusty Gilstad—New Salem

“I started my banking career in 1984 in Dickinson. I moved to Beach and worked there until 2005. I have been in New Salem since then. I have been making ag and commercial loans since 1984. I enjoy working with ag producers and like to get out and help when I can. Every spring I help ranchers in the area vaccinate and brand over 5,000 calves. I also help do pregnancy checks and shots for over 2,000 cows in the fall.”

Fun Facts: Rusty knows how to do European deer mounts, his least favorite part is picking out the eyeballs! He’s also a talented leather maker, creating chaps and other items. And, he braids halter ropes and reins.

Now that you know our ag lending team better, please reach out and let their expertise help guide you in your farm and ranching operation.

John 701-355-5970, Dallon 701-355-5962, Deb 701-355-5992, Cary 701-355-5999, Rusty 701-355-5996.



Darin Svihovec CFP®, AIF®, Senior VP

Darin is a Certified Financial Planner and Farm Succession Coordinator. He has specialized training to help families create and initiate a farm succession plan and facilitate sometimes difficult conversations regarding the transition of farm assets to the next generation. Darin is also a busy husband and dad to three boys, youth sports coach and avid golfer. He can help improve your golf swing too!

If you’d like to visit with Darin about your farm succession planning, contact him at **701-223-6551** or darin@securityfirstwealth.com



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