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Some of our branches have not been getting mail that has been posted to the street address. To ensure timely delivery, please make sure you are mailing to the post office boxes of your branch. They are listed here, but you can also find them on our Web site at www.agsouthfc.com.

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Blackshear	PO Box 368	31516-0368
Carrollton	PO Box 38	30112-0038
Douglas	PO Box 900	31534-0900
Greenville	PO Box 339	30222-0339
Griffin	PO Box 189	30224-1089
Jesup	PO Box 1121	31546-1121
Madison	PO Box 111	30650-0111
Statesboro	PO Box 160	30459-0160
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Out in the Country

AgSouth's *Out in the Country* is published three times a year for stockholders and friends of AgSouth.

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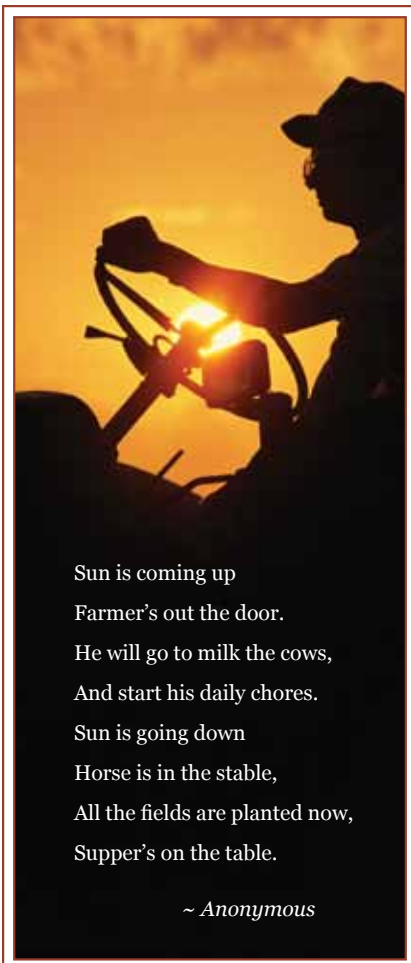
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From the Editor



Sun is coming up
Farmer's out the door.
He will go to milk the cows,
And start his daily chores.
Sun is going down
Horse is in the stable,
All the fields are planted now,
Supper's on the table.

~ Anonymous

I thought this old children's poem appropriate for this issue, not only for the equine and bovine stories we are highlighting—not just regular animals, but superstars in their fields (much like AgSouth!)—but also because this simple poem speaks to our reliance on farmers, the very staples of our existence.

With Thanksgiving knocking at our doors and ushering in a whole season of gratitude, we'd like to say from the bottom of our hearts, "Thank you for your business and referrals." It's our members who make AgSouth successful and able to return our profits back to you. And we give a special thanks to our farmers, without whom we'd have no Thanksgiving feast, no clothes protecting us from the weather and no shelter from the storm.

Especially because we have so much, we thank you and pray for those who are having a tough time. And we wish you warm and happy holidays!

Rhonda Uzzolino

Rhonda Uzzolino
Editor



On the Cover: 2007 U.S. National Champion Marhaabah. Photo by Susan McAdoo

In This Issue

MEMBER INFORMATION

Important Crop Insurance Dates 4
Directors Re-elected 5
FFA Chapter Receives Highest Honors . . . 6
AgSouth Co-hosts Young Farmer Tour . . . 7
Cameron Lee Burns, AgSouth
Scholarship Recipient 7
Questions about Patronage 8
Patronage Refund History 9

MEMBER SPOTLIGHT

Robert Dasher named Sunbelt Expo
Southeastern Farmer of the Year 10

FINANCE

Cranium: The "Sixth C" of Credit 12

MEMBER SPOTLIGHT

Chattooga Ridge Arabians 14

MORTGAGE MARKET

Sometimes Your Dream Home is
Your Childhood Home 18
Checklist for Mortgage
Loan Applicants 19

MEMBER SPOTLIGHT

Butcher Family Dairy 21
Tori Butcher 24

FEATURE

Wintertime Rainbows—
Trout in Southern Ponds 25

ASSOCIATION NEWS

As a Matter of Fact, We WERE Raised
in Barns—and Proud of it! 28
Miriam Pflug Receives Honorary
FFA Degree 31
AgSouth Employees Graduate from
Banking School 31
AgSouth Employee Service Awards 32
Welcome New Employees 32
Meet the AgSouth Staff 33
Teddy Howard Retires after 34 Years . . . 33
AgSouth Privacy Procedures 34
Insurance Coverage Requirements 34
Marketplace 35

Important Crop Insurance Dates and More on our Web site!

You no longer have to keep your Out in the Country magazine handy to find out those important crop insurance dates. Pass the magazine around and visit our Web site, www.agsouthfc.com, click on the Crop Insurance button, and the upcoming dates are right at your fingertips. Plus, you can visit the site to find out more information on commodities grown throughout Georgia and South Carolina. We hope you'll find the link helpful!

And please be sure to contact one of our crop insurance agents for assistance with these crop insurance programs. When you purchase crop insurance from AgSouth Farm Credit—the cooperative YOU own and govern—you increase our bottom line and your opportunity for a larger patronage return!

11-01-10

Billing Date—Cotton

11-01-10

Initial Planting Date—Onions:
Transplanted (GA)

11-10-10

End of Insurance Period—Tomatoes (SC)

11-14-10

Production Reporting Date—Barley, Oats,
Wheat, Rye

11-20-10

Sales Closing Date/Cancellation Date—
Blueberries, Peaches, Apples

11-20; 11-30

Final Planting Date—Barley, Oats, Wheat

11-30-10

Billing Date—Pecans

11-30-10

Contract Change Date—Corn, Cotton, Grain
Sorghum, Peanuts, Soybeans, Tobacco

11-30-10

End of Insurance Period—Peanuts

11-30-10

Final Planting Date—Rye (SC)

11-30-10

Sales Closing Date/Cancellation Date/
Acreage Reporting Date—Pasture,
Rangeland, Forage

11-30-10

Sales Closing Date/Acreage Reporting
Date/End of Insurance Period/
Cancellation Date—Clams (SC)

12-01-10

Billing Date—AGR-Lite

12-10-10

End of Insurance Period—Corn, Grain
Sorghum, Soybeans

12-15-10

Acreage Reporting Date—Barley, Oats,
Wheat, Rye

12-31-10

End of Insurance Period—Cotton

01-10-11

Production Reporting Date, Acreage
Reporting Date—Blueberries

01-15-11

Production Reporting Date/Acreage
Reporting Date—Peaches

01-31-11

Sales Closing Date, End of Insurance
Period, Cancellation Date—Pecans

01-31-11

Sales Closing Date/Cancellation Date—
Tomatoes (SC)

01-31-11

Contract Change Date—Nursery

02-01-11

Final Planting Date—Winter Transplanted
Onions (GA)

02-01-11

Acreage Reporting Date—Fall Direct
Seeded Onions (GA)

02-28-11

Sales Closing Date—Corn/Cotton/Grain
Sorghum/Peanuts/Soybeans/Tobacco

02-28-11

Cancellation Date—Corn/Cotton/Grain
Sorghum/Peanuts/Soybeans

03-01-11

Initial Planting Date—Corn

03-01-11

Production Reporting Date, Acreage
Reporting Date—Pecans

03-01-11

Acreage Reporting Date—Winter
Transplanted Onions (GA)

03-15-11

Initial Planting Date—Spring Transplanted
Tomatoes (SC)

03-15-11

Cancellation Date—Tobacco

03-17-11

Production Reporting Date—Tomatoes (SC)

03-26-11

Initial Planting Date—Peanuts (SC)

4-1-11

Initial Planting Date—Peanuts (GA)

4-11-11

Initial Planting Date—Grain Sorghum

4-14-11

Production Reporting Date—Corn, Cotton,
Grain Sorghum, Peanuts, Soybeans,
Tobacco

4-16; 4-30-11

Initial Planting Date—Soybeans

4-30-11

Final Planting Date—Tobacco (GA)

4-30-11

Final Planting Date—Tomatoes: Spring
Planted (SC)

4-30; 5-15; 5-31-11

Final Planting Date—Corn

Your Crop Insurance Specialists

This notice is for informational purposes only. Policy provisions will prevail. AgSouth is an equal opportunity provider.



From the left: Roger Uldrick, Sandra Crews, Jimmy Dockery, Sam Perry, Missy Givens, Cindy Saxon

If you know of someone who needs crop insurance or would like more information about our products, please contact one of the the insurance agents listed below:

- Jimmy Dockery** Douglas, Ga.
800-334-1224 jdockery@agsouthfc.com
- Sandra Meeks** Blackshear, Ga.
800-522-0596 smeeks@agsouthfc.com
- Cindy Saxon** Statesboro, Ga.
800-633-9091 csaxon@agsouthfc.com
- Roger Uldrick** Orangeburg, S.C.
800-868-6546 ruldrick@agsouthfc.com
- Sam Perry** Summerville, S.C.
800-868-6758 sperry@agsouthfc.com

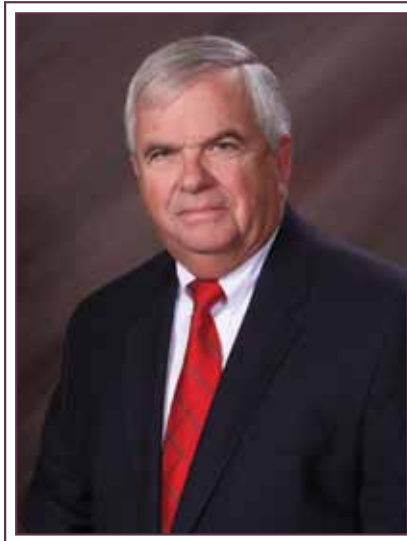
Directors Re-elected

The following directors were re-elected for a three-year term at the association's annual meeting, held in October.



Arthur Q. Black

York County, S.C., director since 1995.
Member: Policy, Audit, Governance and Executive & Compensation Committees.



James "Jimmy" C. Carter, Jr.

Henry County, Ga., director since 1979.
Member: Audit, Executive & Compensation Committees.



Charles Rucks

Spalding County, Ga., director since 1988. Member: Policy and Executive & Compensation Committees.

Pendleton, S.C., FFA Chapter Receives Highest Honors

By: John W. Parris, SC FFA State Director of Public Affairs (Excepts used by permission)

Agricultural, educational and government leaders joined parents, friends and supporters of the Pendleton FFA Chapter at the high school on September 20, 2010, for a community-wide recognition reception and program in their honor sponsored, in part, by AgSouth Farm Credit.

The event was held to recognize and pay tribute to Pendleton FFA members and advisors Blake Berry and Josh Murdock for setting an all-time state record of accomplishment in FFA educational competitions, awards and honors during one school year. The numerous achievements of these students may be a national record and definitely gives ample evidence that “top-of-the-line” classroom instruction and state-of-the-art hands-on laboratory experiences are being provided them by Berry and Murdock.

Miriam Pflug, marketing manager of AgSouth Farm Credit in Spartanburg, praised the students for their success in FFA competitions and in “demonstrating so effectively that agri-science and technology education is an important part of a well-rounded curriculum.” She emphasized AgSouth Farm Credit’s role in supporting a strong and viable agricultural industry and encouraged the students to consider a professional career in agricultural finance.

Dr. Thomas R. Scott, interim dean of the College of Agriculture, Forestry and Life Sciences at Clemson University, said he was impressed with the caliber of students in the FFA program. “Their leadership and commitment makes for a better college student and one we welcome at Clemson University,” he said.



AgSouth Farm Credit Marketing Manager Miriam Pflug (left) with Mackenzie Mullikin, president of the Pendleton FFA Chapter; Troy Dobbins, a member of the Pendleton Chapter and State Secretary of the SC FFA Association; FFA Advisor Josh Murdock and FFA Advisor Blake Berry

Dr. Laurie C. Lawson, a distinguished Darlington County farmer and state executive director of the USDA Farm Service Agency, congratulated the FFA members and advisors on achieving such an enviable record of accomplishment. “Successful programs like the one at Pendleton High School inspire us to continue sponsoring the National FFA Chapter Awards and Recognition Program,” he said. The USDA Farm Service Agency also provides funding support to the SC FFA Office of Public Affairs.

Dr. Lee D’Andrea, superintendent of Anderson School District Four, said, “My admiration continues to grow for these students as I learn more of what they are doing. Anderson School District Four leaders appreciate what these FFA members have accomplished.” she said. “You can count on my continued support and that of the school board for Agri-science Education and the FFA in the years to come,” she emphasized.

FFA President Mackenzie Mullikin and State FFA Secretary Troy Dobbins addressed the attendees and introduced FFA Advisors Berry and Murdock, who presented the team members and individuals who represented Pendleton and South Carolina at the National FFA Convention in Indianapolis this past October.

The record-breaking list of accomplishments by Pendleton FFA members includes seven state career development event championships, two state proficiency awards, three State FFA Degrees, a regional Star Farmer, a state FFA officer and an American FFA Degree recipient. Additionally, there was one state runner-up in another state career development event, three regional award winners in other competitions, a runner-up in the Miss SC FFA Pageant and a number of championship awards in regional and state livestock showmanship competitions.

AgSouth Farm Credit is proud to support these young leaders in agriculture! ∞

Cameron Lee Burns, AgSouth Scholarship Recipient

By: Miriam Pflug, Marketing Manager



Cameron Lee Burns, a senior at Clemson University, has been awarded the AgSouth Farm Credit Scholarship for her superior performance and dedication to agriculture. Cameron is majoring in Agricultural Industries and will be graduating in December, 2010.

During this past summer, Cameron served as an intern with AgSouth Farm Credit, working at the Spartanburg, S.C., location.

Cameron is from Pendleton, S.C., and was an active FFA member at Pendleton High School, where

she won numerous awards. In 2005, she was the State FFA Winner in Agricultural Entrepreneurship. She also attended the regional show for the American Gelbvieh Association in Bowling Green, Ky., where she competed with students from 10 states. With 112 head of purebred Gelbvieh cattle competing, Cameron was awarded the Showmanship Champion. Cameron plans to continue showing cattle and will be attending cattle competing events in the coming year.

Congratulations, Cameron, and we wish you the very best as you graduate from Clemson. ∞

AgSouth Co-hosts Young Farmer Tour

By: Ricky Grice, Regional Vice President

On October 2, 2010, AgSouth fed more than 15 young farmers who attended a tour of Milner Milling, one of the largest milling facilities in the state and southeast, and Newton Crouch, one of the largest manufacturers of dry and liquid fertilizer applicators in the southeast. The tour was sponsored by the Georgia Farm Bureau and was open to all young farmers in the 17-county 5th district of Georgia. ∞



The group looks at different grains at Milner's.

Ricky,

I just wanted to take this opportunity to thank you for all your support of the Georgia Farm Bureau Young Farmer Program in the 5th District. We most importantly appreciate the meal you provided for our recent young farmer tour.

You have always been willing to help in anyway, either financially or just being with us. We appreciate all you do and your support.

If there is anything we can do for you, please just let us know. We sure know where to send folks for their financial needs.

Have a great day and thanks again,

Cliff Bowden
Georgia Farm Bureau
5th District Field Representative

Questions about Patronage

By: Ann Lane, Controller

As the end of the year approaches, we like to print frequently asked questions about patronage for our members. You may want to keep this article as a reference when preparing your 2010 tax returns.

What is patronage?

Patronage is a way of distributing a portion of the association's profits to our member-borrowers. Because AgSouth Farm Credit is a cooperative, our members own the association and are therefore entitled to share in the association's profits. Patronage is not a dividend, but a return of a portion of the interest earned on a loan.

How much has AgSouth paid in patronage?

Since 1991, AgSouth has paid over \$365 million to our members, including more than \$269 million in cash! In the past five years we have averaged a return of nearly 25 percent to our members. This means that for every dollar you pay on your loan, AgSouth returns a quarter back.

How is a member's share of patronage determined?

A member's patronage is proportional to the amount of interest earned on his or her loan.

How is patronage paid?

Patronage can be paid in cash, allocated surplus, stock, or any combination thereof. AgSouth Farm Credit typically pays thirty percent of the patronage refund in cash and places the remainder in allocated surplus to be distributed at a later date.

What is allocated surplus?

Allocated surplus is a portion of patronage retained by AgSouth to help keep the

association operating on a sound financial basis. A member's allocated surplus is assigned to that member's equity account.

What happens to the allocated surplus on my account?

Allocated surplus is retained by the association to help keep it strong and may be distributed any time at the discretion of the member-elected board of directors. AgSouth's board of directors typically distributes allocated surplus on a five-year revolvment.

Why can't I receive all of my patronage refund in cash all at once?

Patronage is distributed in accordance with the rules and regulations set out in the association's by-laws. Allocated surplus is needed to ensure that the association maintains a strong capital position, assuring our members of a constant supply of credit at competitive rates.



Can you give me an example of how patronage benefits me?

Sure. Let's assume you're a member with a \$100,000 10-year loan and your interest rate is 10 percent. You would have accrued \$10,000 in interest on the loan the first year. In March of 2010, AgSouth distributed approximately 25 percent of its earnings from 2009 in the form of patronage to our members. If you were an AgSouth member, you would have received \$2,500 in patronage. Of this amount, approximately 25 percent, or \$750, would have been paid to you in cash, with the remaining \$1,750 being placed in allocated surplus.

If you subtract the patronage of \$2,500 from the \$10,000 in interest you would have paid during the first year, the interest paid was actually only \$7,500, making the effective cost of borrowing 7.5 percent instead of 10.0 percent. ∞

Patronage Refund Calculation

Interest Earned by Borrower during 2009	\$10,000.00
X Patronage Factor	25%
Borrower's Patronage Refund	\$2,500.00
Portion of Patronage Paid in Cash (30%)	\$750.00
Portion of Refund Held/Allocated Surplus	\$1,750.00

Effective Cost of Borrowing Calculation:

Interest Accrued During 2009	\$10,000.00
Less Patronage Return	\$2,500.00
Net Interest Paid by Borrower	\$7,500.00
Effective Cost of Borrowing*	7.5%

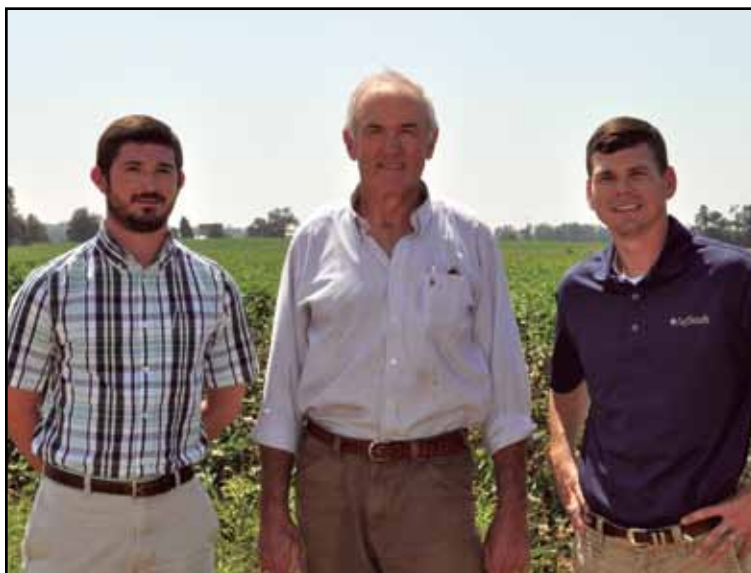
*Does not take into effect the time value of money.

AgSouth Farm Credit Patronage Refund History

FISCAL YEAR ENDING	TOTAL PATRONAGE DISTRIBUTION	CASH	ALLOCATED SURPLUS	ALLOCATED SURPLUS DISTRIBUTED	% OF INTEREST EARNED*
1991 - 1999	132,236,633	39,525,775	92,710,858	92,710,858	23.13%
June-00	3,705,377	1,111,613	2,593,764	2,593,764	Combined with Dec. 2000
December-00	13,526,813	3,967,608	9,559,206	9,559,206	21.06%
December-01	20,092,776	5,933,924	14,158,852	14,158,852	24.11%
December-02	17,000,908	5,100,260	11,900,648	11,900,648	21.61%
December-03	19,265,722	5,779,717	13,486,005	13,486,005	25.73%
December-04	21,412,050	6,423,615	14,988,435	14,988,435	28.46%
December-05	26,917,231	8,075,169	18,842,062		30.25%
December-06	28,916,264	8,674,879	20,241,385		27.61%
December-07	32,635,059	9,790,518	22,844,541		27.86%
December-08	28,181,834	8,454,550	19,727,284		25.01%
December-09	21,291,710	6,905,967	14,385,743		20.16%
TOTAL	\$365,182,377	\$109,743,594	\$255,438,782	\$159,397,767	24.21% (Average)

Since 1991, the Association has returned more than \$269,141,361 in Cash and Allocated Surplus distributed as Cash!

*For the years 1991-2003, amounts shown are on a consolidated basis for comparative purposes. Due to various mergers during this period, the actual interest earned percentages differ from the consolidated percentages reflected above. Patronage distribution is subject to board approval and is not guaranteed or implied.



“Ben and Sam do a great job responding to my needs and questions. AgSouth understands agriculture, and I don’t have to explain why I need money when I need it. And AgSouth’s crop insurance agents understand my business better than other agents I’ve worked with.”

—John Long

Crop Insurance Agent Sam Perry, John Long,
Regional Vice President Ben Skelley



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Robert Dasher named Sunbelt Expo Southeastern Farmer of the Year

By: Pat Calhoun, Senior Vice President/Corporate Loan Manager

Long-time AgSouth Farm Credit member Robert Dasher of Glennville, Ga., was recently named Georgia Farmer of the Year by the Swisher Sweets/Sunbelt Expo Committee. The award included \$2,500 cash and an expense-paid trip to the Sunbelt Agricultural Expo in Moultrie, Ga., as well as other gifts and prizes.

During the expo in October, Robert and his wife Debbie were recognized along with winners from nine other states as finalists for the Swisher Sweets/Sunbelt Expo Southeastern Farmer of the Year, where they went on to compete for the grand prize of \$15,000 in cash and a host of other perks and prizes. During the expo, Robert was revealed

as the overall winner and walked away with the grand prize.

When Tattnall County Extension Agent Cliff Riner informed Dasher he had won State Farmer of the Year, Dasher said he was “thrilled with the recognition and [looking forward to] attending the Expo in Moultrie to receive the award.”

Robert, who grew up on a farm and has been farming all of his life, is a founder partner of G&R Farms, a family-run operation. Robert ran the company in partnership with his brother, Gerald, until Gerald’s death in 2003. Now the farm is run with help from Gerald’s son and wife, Walt and Pam Dasher, and Robert’s two sons, Heath and Blake.

G&R Farms produces the world-famous Vidalia Sweet Onion®, as well as corn, soybeans, peanuts, hay, wheat, rye and pecans. Dasher also owns a 1500-head beef cattle herd and a timber operation.

Dasher has served as a director of the National Onion Association and was named Vidalia Onion Grower of the Year in 2004. He has been a member of the Vidalia Onion Committee board and chaired the Vidalia Onion Business Council, as well as been active in the Tattnall County Young Farmers Association and Farm Bureau of Tattnall County. He currently serves on an agricultural advisory board for Senator Johnny Isakson and has been active in the Produce Marketing



“Nobody has to tell me to put in a grassed waterway or a terrace. Our topsoil is precious, and if you don’t protect it, that would be like a carpenter leaving all his tools out in the rain.”

~Robert Dasher

Association. Robert has also served as one of nine directors of Canoochee EMC since 2005.

Robert and Gerald’s hard work and diligence have not gone unnoticed by their peers. The brothers were honored as 1983 Men of the Year in Soil and Water Conservation in Tattnall County for their attainment of high standards of excellence in conservation farming.

“Nobody has to tell me to put in a grassed waterway or a terrace. Our topsoil is precious, and if you don’t protect it, that would be like a carpenter leaving all his tools out in the rain,” said Dasher, who has enrolled some of his land in the Wildlife Incentive Program. Dasher has continued to enhance his conservation of resources in many areas, such as modernizing his irrigation sprinklers, a retrofitting that allows one-third less water to be used. By conserving water, he’s also conserving energy.

G&R Farms is a strong supporter of community organizations and has donated historical farm equipment to the Vidalia Onion Museum as well as been a strong supporter of Glennville’s Sweet Onion Festival.

Tattnall County Extension Agent Cliff Riner has a high regard for Robert and respects him for his progressiveness. “One of the reasons I nominated Robert Dasher is the diversity of the farming operations—he is one of the largest cattle producers in the county, has a lot of timber production and is one of the largest row crop producers in the area. Of course, for years, G&R Farms has been a top producer of the Vidalia Sweet Onion®. Robert is well known for his conservation practices,

and is constantly involved in crop rotation of fields—the farming operation’s diversity is its strength,” says Riner.

Senator Saxby Chambliss sent his best wishes, and Senator Johnny Isakson offered his congratulations in a letter that said, in part, “The Dasher family has a long and illustrious history of farming in Georgia and has put conservation as a top priority for G&R Farms. Our state is most fortunate to have a man of your vision and expertise. “

Georgia’s First District U.S. Congressman Jack Kingston has known the Dasher family for several decades and holds a high regard for Robert. Says the congressman, “I’ve known Robert and the Dasher family for 20 plus

years, and you’re not going to find a farmer who works harder, both at farming and farm policy, than Robert.”

And we’re very proud to have Robert Dasher as a member of AgSouth. Robert is imminently qualified for this honor. We have worked with him for over 20 years and have found him to be a steward of the land, a supporter of his community, an advocate for agriculture and a real “farmer’s farmer.” Robert’s willingness to go out of his way to assist folks is one of his hallmarks. He is a good farmer, a good Samaritan, and a good friend. ∞

Excerpts from the Glennville Sentinel, Pam Waters, reporter. Used with permission.



From the left: Robert Dasher at G&R Farms with AgSouth Senior Vice President Pat Calhoun and Cindy Saxon, related services specialist.

Opposite page: Gloria Murillo, packing line supervisor; Pam Dasher; Juan Murillo, assistant shed supervisor; and Walt Dasher. Back row: David Murillo, shed foreman, and Robert Dasher.



Cranium: The “Sixth C” of Credit

By: Dr. David M. Kohl



Many agricultural producers who have sought loans have overheard loan officers discuss that you will be evaluated on the “Five C’s of Credit.” These include: capacity of repayment, character of the borrower, conditions of the credit, collateral to back the loan and capital, or net worth. Another dimension of creditworthiness is emerging as agriculture becomes more interconnected with other segments of the domestic and global economy. Whether you are a lifestyle agricultural producer, traditional farmer or rancher, or operate a large complex business, the “Sixth C,” cranium, will become more important not only for the sustainability of your business but for a balanced lifestyle.

First, an important component of the Sixth C is synergy management in business arrangements. This is one’s ability to find, develop and coordinate business partners or associates who accentuate strengths and compliment or offset weaknesses. This usually requires an owner, manager and management team with a clear-cut vision, goals and actions with fine-tuned evaluation metrics that evolve as economic game conditions change. The synergy in business arrangements and partners must be not only structured and formalized, but also flexible and fluid to proactively capitalize on changing internal and external business conditions.

A strong component of the Sixth C is whether a manager, owner or business has taken an adverse event “punch” and bounced back. Many times the good years are the ones

that create business problems, referred to as the “curse of prosperity.” Many successful sustainable businesses will redefine and focus in periods of adversity, which makes the business model even stronger in the future.

The cranium factor requires a borrower, producer or manager to be able to handle an unexpected “black swan,” or tail risk, which is much more prevalent in a global economic environment that can change overnight than in the environment of the past. For example, wheat prices changed \$2.51 per bushel in 27 days this past summer. The degree of financial leverage, shock absorbers in the form of liquidity and cash, the backup of equity and the sensitivity test to profits and cash flow must be in place to counter an unusual event or “black swan.” This can apply to the business’ and family’s financial picture. Are

systems, strategies and standard operating procedures in place for the various components of the business including production, risk management, marketing, operations and exit strategies? Are these plans communicated and executed effectively through the proper channels?

Along with adversity management comes the other end of the spectrum, the aforementioned “curse of prosperity.” During profitable economic cycles, a windfall “slug” of cash can be large, often amounting to high six and seven figures. Has the individual had experience managing these profits well? Does the profit plan include disciplined growth, added efficiency, more effective results and an improved bottom line? Is necessary working capital and, yes, cash, preserved to capitalize on business opportunities or handle a “black swan” event? Are profits channeled into excess family living expense or exuberant consumption, sometimes called “killer toys,” or side show business ventures that are outside the expertise and scope of

management? Disciplined profit managers with stellar liquidity and cash flow management abilities will be a key to wealth accumulation and sustainability in the future.

Regardless of whether you are involved with a small lifestyle operation or the most complex agribusiness, managers who have a high “cranium factor” will increasingly have a written business plan that is executed, monitored and evolved as business conditions change. A written business plan can be a road map to keep the team players on the correct route in the business journey. Research has found that having a written business plan has led to businesses earning four times more profits than those that “shoot from the hip.” A written business plan is not an option, but a requirement in a domestic and global economic environment with surprises around every corner.

Drilling deeper, the cranium factor is all about being proactive in a changing economic and business environment. The astute manager of the Sixth C will consider

all perspectives, including those that both confirm and challenge beliefs and business and personal paradigms. Successful businesses include lenders and managers working side-by-side who are above average in many areas of business management without glaring weaknesses. They are strategic thinkers with reasonable emotional intelligence, which helps them work with people and seek to improve the individuals with whom they come in contact.

Finally, the Sixth C is all about balance of the business, family and lifestyle. Time management with defined priorities in each component is necessary in a high tech, 24/7 environment. A plan for both business and self-improvement is important to maintain the competitive edge as an agricultural knowledge worker, which is a vital part of the Sixth C of credit as you manage your business and lifestyle. ∞



“It’s very important for my business and others like it to keep equipment new and efficient. Using AgSouth’s leasing program was a great way to do that.”

-Bill Inabinet, Mid Georgia Nursery, Inc.



CHRISTIAN TAYLOR

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Marhaabah is helping create a new generation of prize Arabians as a stallion. Photo by Susan McAdoo.

Chattooga Ridge Arabians A Story of Excellence

By: Terry Wyatt, Regional Business Development Manager

From the ancient deserts of the Middle East has evolved the oldest known breed of horse, the Arabian, a foundation breed of horse noted for its exquisite beauty and refinement, its sheer ruggedness and endurance, its brilliance and speed, its temperament and its adaptability.

The Bedouin tribesmen of a millennia ago who originally bred these prized war

horses were zealots about the purity of bloodline. They bred purely for excellence. This “eye” for selective breeding for Arabian excellence is still at the heart of the modern Arabian horse, which is still very much like his Bedouin predecessor.

Few breeders have earned the reputation for this type of excellence. AgSouth members Chris and Paula Anckersen of Chattooga Ridge

Arabians are two of only a handful of people worldwide who have achieved a reputation of consistent excellence in producing champion Arabian horses. Chris and Paula have managed the partnerships of three very notable Arabian stallions that since 2001 have won six U.S. National Champion and Reserve National Champion titles among them. This is the

equivalent of having run first and second in the Kentucky Derby six times in nine years!

They say time flies when you're having fun! The Anckersens have enjoyed decades of combined experience as Arabian horse industry professionals.

Chris has over 31 years of professional experience with the Arabian horse. It all started with his family's Arabians. He decided very early that his future was with these magnificent horses. Chris began showing Arabian horses with his family as a teenager in Georgia.

Early in his career he worked with some of the breed's most distinguished horsemen, including Stanley White, Sr., of Ocala, Florida. "I worked for Stanley for six years as an assistant trainer and breeding manager. What a tremendous opportunity and a fantastic education! The Whites are without question superb horsemen and the finest people you will meet in this breed," says Chris.

Chris went on to become manager and trainer at Chapel Farms Arabians in Newnan, Ga., with Bob & Christine Fauls. He spent 17 years developing an extremely successful program for them. Beginning with the early development of Chapel Farms, the business evolved into the promotion and the management of some of the breed's most significant breeding stallions.

During Chris' tenure at Chapel Farms, he met and married Paula, an enthusiastic amateur dressage rider. As the Chapel Farms business grew, Paula left her life in the corporate world and became the business and office manager at the farm.

Paula grew up in Cotswold area of England, and loved horses from an early age. She moved to the U.S. in 1982 and worked in the corporate and business worlds on both the Pacific and Atlantic coasts. During this time, she owned and showed her half-Arabian successfully in dressage.

In 2006, the Anckersens decided to venture out on their own. As Paula explains,



Chris and Paula Anckersen with prize Arabian Marhaabah.

"Horse trainers get very little time off, and we wanted to live in an area we could enjoy daily. We love the peace of the mountains while working with horses and enjoying them from the porch of our log home at the end of the day." Because of this desire, they left the hustle and bustle of greater Atlanta and



"AgSouth provided us with valuable expertise and an understanding of our commercial equine venture."

—Chris Anckersen

purchased acreage in Long Creek, S.C. The facility is nestled in the Blue Ridge Mountains and adjoins the Sumter National Forest. According to the Anckersens, the beautiful scenery is proving to be a great neighbor!

A world class barn and breeding stable now adorn the property. Chattooga Ridge has multiple paddocks for the brood mares and is equipped to handle nearly all the veterinary and breeding needs of the horses. The barn also has a full service office equipped with video equipment and decorated with trophies and ribbons of past achievements. Located next to the barn is a beautiful arena, and on most days a visitor can observe some of the best Arabians in the world exercising within its confines. It is an ideal location for these special horses. With the new farm, Paula says, "my job description has expanded enormously, and I now assist with show horse conditioning, mare management, stallion collections and day-to-day management of the farm." AgSouth Farm Credit provided the essential financing for the facility. "AgSouth provided us with valuable expertise and an understanding of our commercial equine venture," explains Chris.

Chattooga Ridge Arabians business is focused around the management and promotion of the more prominent Arabian breeding stallions. A large part of the business

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involves the training, showing and marketing of these stallions' offspring for their owners. Chris says, "We have been very fortunate to have managed great stallions such as National winners, Imperial Imdal+, Hadaya El Tareef, Abraxas Halimaar, *Dakar El Jamaal, Dakharo, and now, U.S. National Champion Marhaabah." To see how Chattooga Ridge Arabians expertly markets and promotes their special champions, visit www.Marhaabah.com.

Marhaabah, owned by the Marhaabah Legacy Group, is standing at stud at the farm now. His offspring are proving to be winners as well. Chris says that Marhaabah is well on his way to building his own legacy. Chattooga ships cooled and frozen semen from Marhaabah across the U.S. and around the world. He now has offspring competing and residing in breeding programs in ten different countries. Chris states, "Maintaining honesty and integrity with our clients is



The Anckersen's barn houses the prize Arabians.

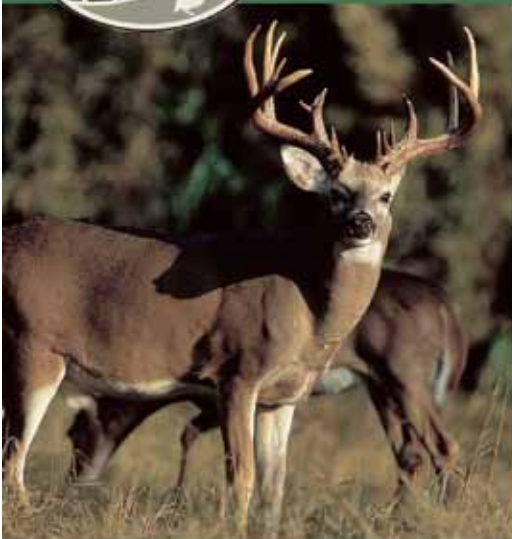
always our goal, and we are appreciative and respectful of the fact that the loyalty of our clients has been the key to our success. We have assisted in the development of many successful small breeding programs, and these breeders are producing fantastic young show and breeding horses that are being recognized around the world." Paula continues, "Arabian horses have enabled us to travel the world, meet fascinating people and develop life-long friendships."

Even though the Anckersens are at the pinnacle of the Arabian breed, they always are warm and welcoming to those who are new to the breed and the horse world. It's not uncommon to see Chris or Paula at a show (which is an extremely busy time) taking a moment to speak with and encourage newcomers. They are true professionals, and it shows in everything they do. AgSouth is proud to have played a small role in their success. ∞



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Sometimes Your Dream Home is Your Childhood Home— One Couple Takes Advantage of AgSouth’s Program for Large Acreages to Make Their Dreams Come True

By: Rhonda Uzzolino, Marketing Manager

Dana and Brett Long, of Saluda County, S.C., couldn’t wait to move into the 1950s house Brett inherited from his grandmother and begin some renovations. Brett’s grandfather built the original home from wood he cut down and planed in his own sawmill, so the house was very unique to them. They wanted to keep the integrity of the house and the things that made it special but update it to add some conveniences, like an extra bath and central heat and air.

Dana is a registered nurse at Edgefield Hospital and an adjunct teacher at Piedmont Technical College, while Brett is a police officer for the town of Saluda. The couple had procured a home equity line of credit to make the renovations but knew they needed a more permanent loan when the renovations were completed. Dana, who is a very thorough person, began checking out alternative financing opportunities months before the remodeling was finished. She had heard a lot from friends and acquaintances about AgSouth, but when her own community bank lender recommended she contact AgSouth to refinance the line of credit, she knew she must be on to something good.

She ended up speaking with AgSouth Mortgages’ loan originator John Wight, and once all the work was completed on the house, he put together a loan package for refinancing the house and 45 acres that she and Brett thought was the perfect loan for them. Dana says the transition from home equity line of credit to a long-term fixed-rate loan was “smooth and effortless.” She continues, “I worried about everything—the flooring, the paint, the plumbing, the new wiring—everything but the refinance. I just never had to think about the loan process working with John. He guided me through every step of the process and made me feel very comfortable that everything with the loan, at least, would go smoothly.” And it did. Dana has since referred several friends to John, and he is in the process of working with them to make their home dreams come true, too.



Mortgage Originator John Wight (left) with homeowner Dana Long in the home’s dining room.

One of the Longs’ favorite things about the house is the fact that the tongue and groove planks on the walls are made from all of the different woods that were found on the property at the time the house was built—you’ll find pine planks next to maple, cherry and oak, creating a myriad of different shades and grains in the walls. They also wanted to keep the original hardwood flooring, but did have it refinished to bring out the shine. One thing they remodeled and are very proud of is the hall floor. It’s not just any floor; it’s not just any wooden floor. It’s a wooden floor designed to look like an old brick-paved road, with the individual “bricks” being made of wood. It’s truly one-of-a-kind. Dana has no idea how many “bricks” are in the hallway, but says it took several days to lay it.

Dana and Brett were so anxious to get into the house that they did a lot of the work themselves during the fourteen months it took them to remodel the home, including creating some of the molding, sanding, painting and even knocking down walls. Dana says she may have been

“I worried about everything—the flooring, the paint, the plumbing, the new wiring—everything but the refinance. I just never had to think about the loan process working with John. He guided me through every step of the process and made me feel very comfortable that everything with the loan, at least, would go smoothly.” —Dana Long

a little too anxious one day as Brett was going to work. Dana's mother was visiting (her mother and father both spent weekends traveling from their Aiken home to help with the remodeling). As he was leaving, Brett asked what they were going to do that day and Dana replied that they were just going to "clean up a bit." Instead, as soon as he pulled away, Dana got out her sledge hammer, and she and her mother began to take down a wall. She did have the sense after the first hit or two to call her dad for some advice on how better to do it. When he asked, "Is it a bearing wall?" and she replied, "What's a bearing wall?" he told her to drop the sledge hammer that instant and to wait until he got there before touching anything else. That was the end of her do-it-yourself-without-asking-anyone-first projects.

The Longs are very tied to their ancestors and tradition and keep antiques from family members scattered throughout the house. Many of Brett's grandmother's things are in the house, along with an armoire that belonged to Dana's great-great-uncle. The 300 acres the house sets on used to be a dairy farm (and the Longs have about 30 cows today). Several old barns and buildings are still standing from the dairy, and Brett intends to remodel some of these buildings, including one he has set aside for an office/workshop. There is still much work to do on the property, but the house Brett grew up visiting and running around as a toddler is now his own, and he and Dana are living out another generation on the family farm with a little help from AgSouth Mortgages. ∞



One of the renovations—the newly created "brick" flooring in the hallway



The tongue and groove wood on the walls was made from every kind of tree growing on the property at the time the house was built.

Checklist for Mortgage Loan Applicants

- **Identification:** Copy of driver's license, passport or other government-issued form of ID.
- **Residence:** (For borrower and co-borrower) Address for past two years with zip code, dates lived at each location and, if rented during the past two years, landlord's or rental company's name and phone number.
- **Employment:** (For borrower and co-borrower) Names, addresses, phone numbers and dates worked for each employer for the past two years, originals of last two years' W-2s and most recent pay stubs (for last 30 days), proof of social security, retirement or interest income, written explanation of any gaps in last two years.
- **Self-Employed Borrowers:** Copies of last two years' personal tax returns (with all schedules signed and dated), copies of last two years' corporate or partnership tax returns (with all schedules signed and dated), current profit and loss statement and balance sheet prepared by an accountant (signed and dated).
- **Bank Accounts:** Last two month's original bank statements for all checking, savings or investment accounts.
- **Other Investments:** Current original investment account statements, 401k statement or IRA statement.
- **Rental Property:** Current copies of leases and mortgages (leases should be signed by all parties).
- **Real Estate Owned:** Current value, address, acreage, debt balance, and monthly payment.
- **Alimony/Child Support:** If you pay or receive child support and/or alimony, you must furnish a copy of the divorce decree. If alimony and/or child support is to be counted as income, three years must be remaining for a conventional loan and 12 months of cancelled checks or proof of payment is required.
- **Purchases:** Furnish an original sales contract signed by all parties, including legal description and/or survey.
- **Earnest-Money Check:** Provide copy of front and back of cancelled check or proof of deposit by seller agent.
- **Refinances or Construction Loans:** Furnish a copy of your warranty deed, current survey plat, hazard insurance renewal notice, most recent tax bill and mortgage statement and/or coupon book.
- **Derogatory Credit Explanations:** If related to divorce, provide copy of decree.
- **Prior Bankruptcy:** If filed in last 10 years, a copy of the filing, petition and discharge is required. ∞

Winter Checklist for Your Home

By: Lynn Smith, Mortgage Originator

With the onset of winter's colder temperatures, it's time to review your fire prevention plan. With the colder weather, heat systems and auxiliary heating devices are used in the home, adding to the risk of fire, and these devices should be checked for safety. Now is a good time to ...

- ✓ Change the batteries in all smoke detectors and carbon monoxide detectors. Now is a good time to change the filter on your furnace, too.
- ✓ Plan an escape route with your family in case of fire—and have a practice drill.
- ✓ Teach your children about fire prevention and explain how to use a fire extinguisher.
- ✓ Check your home and garage for flammable items and make sure they are stored properly.
- ✓ Have your fireplaces inspected and your chimneys cleaned before use.
- ✓ Have your heating system inspected. With regular servicing of your heating system, you benefit by burning less fuel. A system that gets regular service is less likely to break down.
- ✓ Gas or oil-fired furnaces should be serviced yearly and inspected. Since oil does not burn as clean as gas, the flue needs to be inspected every year. Depending on the age of the unit and how clean it burns, the flue may have to be cleaned annually as well.
- ✓ Heat pumps and electric furnaces also need to have annual inspections to prevent untimely breakdowns.
- ✓ Outside air conditioning condenser units should be covered against the weather until spring.

The cost of annual home maintenance is a small price to pay for the safety and comfort of your family. Keep your home safe, warm and comfortable this coming winter. ☞

Contact your AgSouth Mortgages Loan Originator

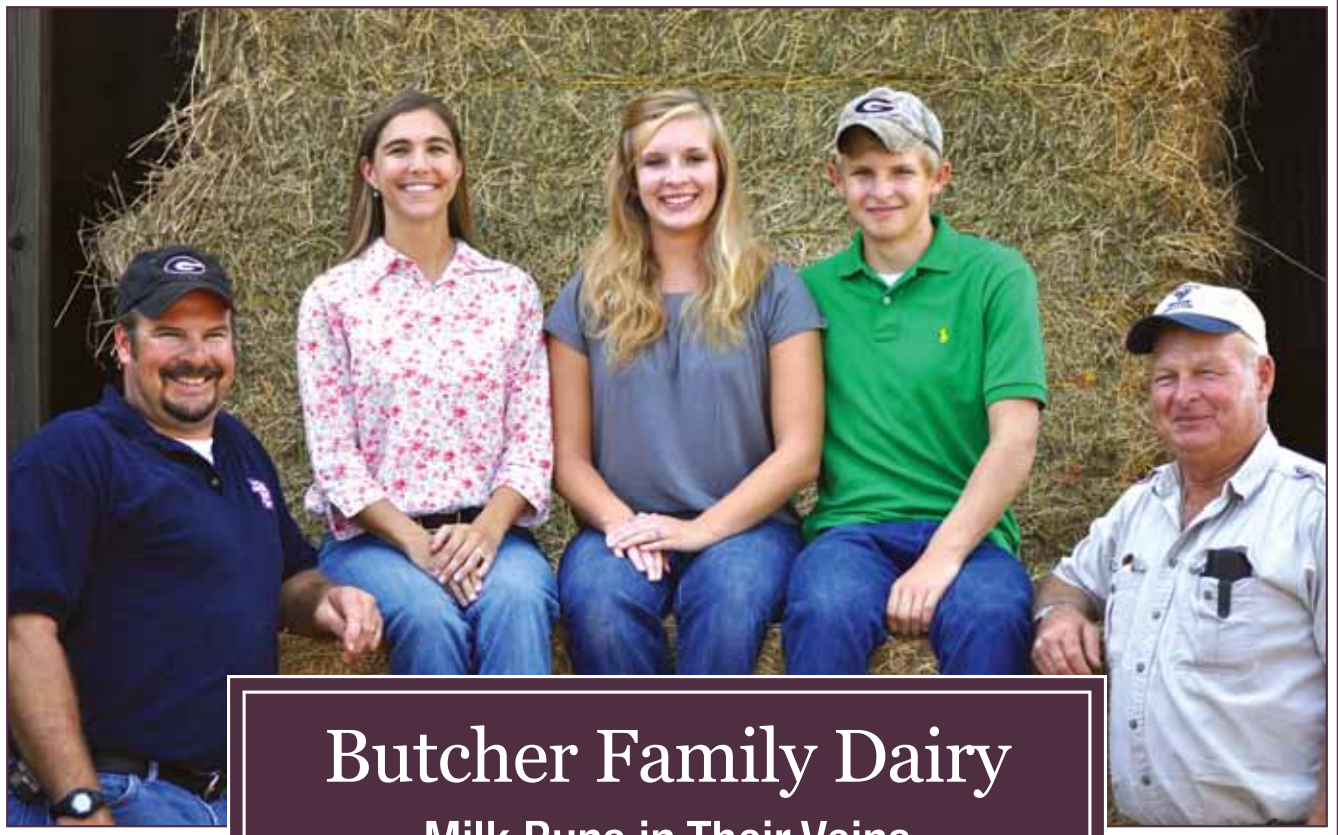


In Georgia:

Location	Loan Originator	Office	Mobile	Toll-Free
Baxley	Cae Hutchinson	912-367-7006	912-222-2774	800-222-7006
Blackshear	Chris Shimkus	912-449-4701	912-222-2780	800-522-0596
Carrollton	Mark Herring	770-834-3319	770-468-2360	888-327-3969 x 2
Douglas	Christian Taylor	912-384-3200	912-389-5775	800-334-1224
Griffin	Wanda Smith	770-228-8958	770-468-2361	888-327-3969 x 1
Madison	Kellie Conway	706-342-2352	706-717-1586	888-327-3969 x 6
Midway	Rhonda Brant	912-884-5644	912-222-2240	
Statesboro	Christy Marsh	912-764-9091	912-531-1542	800-633-9091
Statesboro	Cindy Moore	912-764-9091	912-536-1793	800-633-9091
Thomaston	Lynn Smith	706-647-8991	770-468-8252	888-647-8991
Vidalia	Melissa Williamson	912-537-4135	912-293-1976	800-633-4887

In South Carolina:

Location	Loan Originator	Office	Mobile	Toll-Free
Aiken	Angie Webber	803-648-6818	803-295-2638	866-215-0147
Anderson	Tommy Harper	864-226-8507	864-617-7233	800-675-8507
Batesburg	John Wight	803-532-3841	803-582-9723	800-238-7447
Camden	Dan Miller	803-428-2464	803-486-1636	800-499-2786
Greenwood	Lisa Crawford	864-227-2561	864-992-4058	800-922-1435
Rock Hill	Matt Elston	803-324-1131	803-493-1392	877-488-2642
Spartanburg	Phil Long	864-585-0344	864-580-0089	800-462-5819
Walterboro	Justin McClure	843-549-1584	843-599-1401	800-868-1584



Butcher Family Dairy Milk Runs in Their Veins

By: Ricky Grice, Regional Vice President

You might be taken aback as you drive by the gently rolling hills dotted with dairy cows in Coweta County, Ga., and pass the sign that says “Butcher Family Dairy.” You might see a hint of irony in a name more suited perhaps to a beef cattle farm. But the dairy set on 330 acres and owned by AgSouth member, Bud Butcher, milks 320 head of cattle a day and produces some of the highest quality milk around.

Bud and son Kirk oversee the day-to-day operations of the farm, where they grow rye grass and corn to mix with purchased grain to make their own feed mix. Approximately 300 of the 330 acres are devoted to row crops and pastureland for the dairy, while the rest of the land is left to nature’s landscaping. In addition to the 320-cow milk herd, another 400 head of young stock graze in the fields.



The Butcher Family Dairy, recipient of the 2008 Governor’s Agricultural Environmental Stewardship Award.

At top: The Butcher family (from the left): Kirk, Stephanie, Tori, Trevor and Bud.

Butcher cattle get mostly feed fertilized by lagoon water recycled through two center pivots. Bud and Kirk use commercial fertilizer only in areas where they can’t pump lagoon water, and because of their experience and expertise in using the land to its best ability, are able to grow two crops of corn each year to mix into the feed. And they must be doing something right. In addition to producing milk with a higher butterfat content than many dairies, in 2008, Bud won the Governor’s Agricultural Environmental Stewardship Award. Lisle Bowers, district supervisor for Coweta County, says that Bud “is one of the best dairymen to come to Coweta County.”

But Bud and Kirk aren’t the only family members to help out on the farm. The Butcher Family Dairy, or Windy Hill Dairy, Inc., as it

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is also known, is a true three-generation run family farm and the only dairy farm left in Coweta County. Kirk's wife, Coweta County Extension Coordinator Stephanie Butcher, helps out after work and on the weekends. And children, Tori, 16, and Trevor, 12, have their assigned chores as well. Tori works directly with the cattle and keeps the farm's technology current, while Trevor prefers to work the machinery. Kirk, who trained with a veterinarian on a 5000-head dairy in Arizona, also does all the veterinary care and pregnancy checks for the herd. Still, those hands are not enough to run the operation. The Butchers also employ four full-time employees, two of whom do nothing but milk. With 320 cows to milk twice a day, running the farm takes all the hands they can get.

Dairying comes naturally to the Butchers. Bud's father and grandfather were both dairymen from Bud's native Ontario, Canada. The family moved to the United States in 1958 and started dairies in both South Carolina and Georgia. Bud grew up working on these farms, so it was a natural transition for him to open his own dairy. In 1973, he first tried his hand at his own operation in Wisconsin, but says that "35 below was just a little too cold for me." He returned to Georgia in 1975 and ran his own operation on rented land in Burke County for five years. Bud purchased the Coweta County farm in 1980. He says that the only difference between raising cattle in Canada and Georgia is that, "In Canada, you must have winter housing to protect the cows from the cold: In Georgia, you have to have the housing to keep them from the heat."

AgSouth director Charles Rucks recommended AgSouth to Butcher when he needed to do some refinancing on the farm. "Ricky [Grice, regional vice president] and Harry [King, commercial loan analyst] worked quickly to get my loan closed. I had known Harry for years and I was very happy with the



Trevor makes sure the cows are rounded up for milking.

terms. AgSouth really knows how to finance agriculture, and patronage is just one more reason to do business with them," says Bud.

It's said that all good artists suffer for their art, and it appears that Bud and Kirk are definitely artists in the dairy industry. "We spend the majority of our time providing superior animal care and, as a result, we produce a high quality product," explains Kirk. "The cows are looked after long before we are, and many times that means that supper is cold on the table before we have a chance to eat." The Butchers produce 2,000 to 2,500 gallons of high quality milk a day. The actual milking is done in a double-six herringbone parlor. The system employs automatic take-offs, where the cows are manually hooked up to the milkers to start, with the machine automatically shutting off when the milk has been collected. The milking system allows them to milk up to 12 cows at a time. The whole process per individual cow takes about five to seven minutes on average to complete. When the cows are not being milked, they spend their

time in the free stall barn enjoying a sprinkler system and bedding made of sand, which keeps them cool and comfortable. They also have an all-you-can-eat buffet and free choice water. The stalls are flushed four times a day into the lagoon, which keeps the alleyways clean and provides fertilizer for the crops.

Bud sits on the board of directors for the Coweta County Water Authority, where he has served for the past three years, and is a member of the County Farm Bureau Dairy Advisory Committee. Kirk and Stephanie participate in the Dairy Farmers of America Young Cooperators Program and were also chosen as the vice-chair couple representing the National Milk Producers Federation Young Cooperators Program. They recently traveled to Washington, D.C., as part of a steering committee to plan future programs for young dairy farmers.

Stephanie and Kirk believe in teaching and helping the next generation of farmers. The couple met five years ago when Stephanie, a University of Georgia graduate and the first



“AgSouth really knows how to finance agriculture, and patronage is just one more reason to do business with them.”



The cows rest in the barn after a day of making milk.

female ag agent in Coweta County, was looking for a sponsor to help build a 4-H livestock show team. Kirk agreed to become a sponsor, and Coweta County had its first commercial dairy heifer show team in 2006. Now AgSouth is a regular sponsor of the annual show, which is held each fall. Show calves range from five to ten months old. The Butcher's built a special show barn and area where local 4-H'ers can come to take care of their own calves to show at livestock shows. This fall they have five kids caring for calves, and these 4-H'ers are solely responsible for their calf's care, from feeding and grooming to cleaning the barn and training them for shows.

As Stephanie explains, “I think it's so important for today's kids to see the day-to-day operations of a working farm. So many

of them have no idea where our food and milk actually come from.” She feels that her jobs as an ag agent and on the farm are more an extension of her lifestyle than “jobs.” Stephanie grew up on farms like Kirk did, so the two had a lot in common. Their mutual interest in agriculture was the catalyst that set the tone for their own story. The couple was married in 2008 on a nearby farm, and they now spend their lives happily living and promoting agriculture. But they also support their children's other interests. When he's not driving tractors or putting out hay, Trevor is a tight end and defensive end for his Titan's football team run by the county recreation department, and he loves to ride dirt bikes.

Tori's interests are divided between spending time with her friends and living the

life she loves so well on the farm. She uses computer technology to her advantage by keeping herd information in her Blackberry so she can pull up photos and stats of any cow whenever needed. She also has her own “pet” project (see side story).

For five generations, and in various places in two countries, the Butchers have been raising dairy cattle. Now the Butcher Family Dairy has three generations working the farm, and it's Bud's hope that his grandchildren and even their children will continue to carry on the Butcher family tradition. With both grandchildren expressing a keen interest in dairy, Bud has a very good chance of having his dream come true. ∞

Tori Butcher

A High School Junior and Prize-Winning Cattlewoman

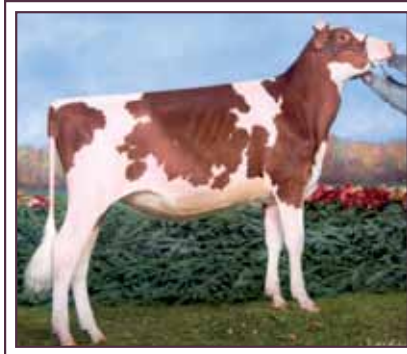
By: Rhonda Uzzolino, Marketing Manager

Tori Butcher, 16, a junior at East Coweta High School, has already done what few people ever accomplish. She is living her dream life and has already achieved excellence in her chosen profession, all before obtaining her high school diploma.

Last fall, Tori and her red and white heifer, Beatyview Advent Reyann-Red (Rey), won at the Super Bowl of cow shows, Wisconsin's World Dairy Expo. Tori and Rey won the Junior Champion Female prize in the Grand International Red and White Junior Show, and the team was also selected All-American Fall Heifer Calf ("best of the best") by the Red & White Dairy Cattle Association.

Tori has a special fondness for the red and white dairy cows, made so because of a recessive gene. "When most people think of dairy cows, they think of the Chick-Fil-A black and whites," she explains, "but today red and whites are becoming their own breed." She loves working with these special animals, and her grandfather's farm, Butcher Family Dairy, is home to a dozen of them.

Tori has been interested in dairy cows most of her life. She says it's hard not to gain an interest in cattle when your father and grandfather (and several generations preceding them) are dairymen. But when she was 11, Tori's interest in commercial dairy heifers grew. By the time she was 13, Coweta County had formed its own dairy heifer show



Tori's prize winning heifer, Beatyview Advent Reyann-Red

team, and she began traveling and working the shows.

Like other 4-H'ers her age, Tori is very dedicated to her animals. By her own estimates, she feeds about 50 calves a day and spends at least two additional hours a day caring for and training a select few for shows. Getting ready for a show entails even more work and longer hours—grooming the animals and spending extra time with them so that they'll be in top form during the show. "You need to spend plenty of time with your heifer so she won't act out when the judges touch her and so you'll know enough about her to be able to answer the judges' questions," explains Tori.

According to Tori, the awards she won last fall "are the biggest accomplishments you can get as an exhibitor or breeder." She adds, "This has been my dream ever since I first heard about the World Dairy Expo." Although she never expected to win, her hard work and passion paid off, and she continues to follow



Tori shows Rey at the Wisconsin World Dairy Expo.

her dream of working with the special breed of Holsteins.

Tori is an active member of the 4-H dairy show team, dairy quiz bowl team and president of the Georgia Junior Holstein Association. In addition, Tori is a member of the Coweta County Dairy Judging Team, which won 1st place at the State Dairy Judging Contest in April of this year and placed 10th in the national competition held at the World Dairy Expo in Madison, Wis., in September. Tori was also 7th high individual in the Ayrshire breed and placed 17th overall, achieving an All-American title for dairy judging.

Her future plans include studying dairy science at UGA when she graduates high school next year, as she is "very interested in the genetics of our [Butcher Family Dairy] herd and improving our pedigrees." At only 16, it seems that Tori is following her passion and already being noticed for efforts. "This is my life, and I'm loving it!" she exclaims. ∞



Wintertime Rainbows Trout in Southern Ponds

By: Jeff Slipke

With summer well behind us and the leaves beginning to drop from the trees, most of us forget about fishing and turn our thoughts toward the pursuit of game with feathers or fur. After all, bass and bluegill fishing can get awfully darn slow once the water gets cold enough to necessitate wearing waders. And let's face it; fishing is great fun, but catching is a whole lot better.

But you don't have to wait until next spring to enjoy some red-hot fishing action. You just have to fish for a species that loves cold water: rainbow trout. The fish traditionally associated with the pristine mountain streams of the Rockies and Appalachians is equally at home in bass ponds throughout the southeast from November through April.

Rainbow trout require cool, oxygen-rich water. That's exactly what southern ponds offer from November through April. Contrary to popular belief, trout do not require flowing

water and cobble substrate to survive. Trout do need current and cobble to successfully spawn, but they will survive and grow just fine in a pond environment.

Speaking of growth, trout stocked into southern ponds are capable of impressive weight gains throughout the fall, winter and early spring. It is certainly not unheard of for trout to gain two or three pounds over the course of a few months in a pond. Of course, to realize weight gains like that, trout need to have access to an ample food supply.

How long will trout survive in a southern pond?

Rainbow trout prefer water temperatures in the 50° to 65° range. However, they can tolerate temperatures up to about 75°F. For ponds in Tennessee and northern Georgia, trout may not perish until the end of May or even mid-June in spring-fed ponds.



Stocker-size trout like this can grow substantially over the winter when fed a high-protein diet.

At top: Trophy trout like this are extremely rare in the wild, but they have become a common occurrence for some pond owners.

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Why stock trout if they only survive for a few months?

There are many benefits to stocking trout in southern ponds. They are pretty to look at, easy to catch, fight hard and perform magnificent aerial displays when hooked. And the best part is that they are most active and aggressive when the bass and bluegill are their most lethargic. It's easy to see why die-hard trout fishermen travel the world in pursuit of their quarry. But even for those of us who still prefer bass and bream, wintertime rainbows provide a unique diversion to what we fish for most of the year. A couple hours fishing for rainbows at the pond is a nice way to unwind after a morning in the tree stand or duck blind.

Trout are readily available in a variety of sizes, from small fish in the 8- to 10-inch range all the way up to jumbo-sized fish exceeding five pounds. Imagine that—a trout over five pounds in your own pond! Most trout fisherman will go their entire lives without catching a rainbow that big.

Did my mention of smaller trout resonate with any of you trophy bass guys? Have you ever wondered why so many amazingly huge bass—bass approaching the 20-pound range—are caught each year from California reservoirs? The answer has a lot to do with the fact that they are heavily stocked with catchable-sized trout, and big bass absolutely love trout! For those who have ever handled a trout, their attractiveness to big bass should be quite evident: torpedo-shaped, soft, no spines and high in protein. Trout are like a “power bar” for bass. Whereas an 18-inch bass would have all it could handle with a 6-inch bluegill, it could easily consume a 12-inch trout. Now that's what I call pigging out!



These fat bass are treated to an annual stocking of trout, and evidently they love it!

What do I feed trout, and how fast do they grow?

The natural diet of rainbow trout is varied and depends largely upon what is available. Trout in a pond will consume zooplankton, macro invertebrates such as larval and adult insects and some fish. However, most pond owners who stock trout supplement their diet with an artificial ration. This is a proven way to maximize their growth.

Rainbow trout will readily consume a variety of prepared fish foods. However, it is best to offer them a formula that is higher in protein than feeds marketed for bluegill and/or catfish. A balanced feed with at least 40 percent protein such as Purina Aquamax is recommended. Research has shown that rainbow trout convert high protein fish food rather efficiently; on the order of about 0.8 pounds of fish weight gain for every pound of fish feed consumed. With feed conversion ratios like that it's easy to see how trout can

pack on the weight over the course of just a few months. In addition to keeping your rainbows plump and growing well, regular feeding concentrates the fish near the feeders at the designated feeding times so you'll know right where to go to get an easy hookup.

How many trout should I stock?

There is no hard and fast rule to determine how many trout to stock into a pond, but a good rule of thumb is about 100 pounds per acre. Stocking more will provide higher catch rates, but at a higher cost. Stocking fewer will reduce catch rates, particularly if you plan to harvest fish as you catch them. It is worth mentioning that a pond can support far more than 100 pounds of trout per acre, particularly with supplemental feeding.

The most common and least expensive size of trout to stock are fish in the 12- to 16-inch range; fish that weigh about one to two pounds. These fish are commonly

referred to as “stocker” size. A good stocking strategy for angling purposes is to stock about 60 to 70 pounds of stocker fish with about 30 to 40 pounds of jumbo fish per acre. This mix will equate to about 50 to 65 fish per acre; enough for reasonably high catch rates and the opportunity to catch a true trophy-sized rainbow.

What’s the best way to catch trout?

Rainbow trout are readily caught on a variety of natural and artificial lures, so rainbows stocked into southern ponds are pretty darned aggressive and fairly easy to catch. However, like all fishing, there are days when it seems you can’t even get them to bite dynamite. This can be especially true the first couple days after they are stocked, when the trout are acclimating themselves to their new environment. Also, after a few weeks on a steady diet of high protein fish food, trout can become pretty selective. If and when that happens, it becomes necessary to “match the hatch,” so to speak.



Southern ponds are well suited to support great trout fishing from fall to early spring.

A bread ball on a small hook looks a lot like a food pellet. So, too, does a brown yarn ball presented with a fly rod.


There you have it—all you ever wanted to know about trout in southern ponds. The

best way to beat the wintertime blues is with a pond full of wintertime rainbows! ∞

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As a Matter of Fact, We WERE Raised in Barns—and Proud of It!

At AgSouth, we call ourselves “experts in agriculture and agricultural lending.” Well, we thought for this edition you might be interested in a little proof. We conducted a survey that was sent out to all of our employees (including the mortgage originators, accountants and human resources—people you wouldn’t normally associate with “farming”), and we got back some pretty interesting statistics to share with you.

Out of the 150 employees that responded to our questionnaire:

- 78% grew up on a farm
- 89% work or have worked on a farm
- 44% own or have owned a farm
- 35% majored in some kind of agriculturally-related subject
- 39% are involved in farming in some other way (though organizations, etc.)

From those statistics, I think we’ve earned the right to call ourselves experts in agriculture and agricultural lending, don’t you?

And, in keeping with that vein, we’d like to share a couple of employee stories with you, both from young ladies with a whole lot of ag experience and both being examples of women plowing the way (pun intended) in ag lending. Here’s their stories in their own words.

How About These Cowgirls?

Eva Leatherman Loan Officer, Anderson, S.C.

I guess you could say I was a bit overdressed when I had my first interview with AgSouth S.C. Chief Lending Officer Owen Smith and Terry Wyatt, regional lending business development officer, in Pelzer, S.C.

I was familiar with Farm Credit, having worked as a marketing intern with Farm Credit of the Virginias in the summer of 2008, and when I saw the job posting on the Internet for a loan officer in the Anderson office with AgSouth Farm Credit, I was very excited. Growing up on a farm and having been involved with agriculture my whole life, I knew I wanted to put my passion for agriculture into whatever I did for a living. Having some experience with Farm Credit made me believe this could be the perfect opportunity for me.

When Terry called me to schedule an interview, I told him that I was going to be competing in a cutting horse competition in Pelzer at the time. Terry and Owen offered to come to the show to interview me there at the Circle M Ranch cafe—spurs, cowboy



Eva (far left), age 11, with her horse, Lins Ern Approval (Carl).

hat and all (that was *my* outfit—they were dressed a little more appropriately). I literally jumped off my horse, wiped the sweat from my hands and greeted them fresh (so to speak) from competing.

They must have liked what I had to say because a few weeks later, I had the job and was packing to move to Anderson. I actually had to postpone my first day with AgSouth to compete in the 2008 National Cutting Horse



Eva and Lins Ern Approval (Carl) are still a winning team.

World Finals in Amarillo, Texas. I didn't win the competition, but I was going on to my dream job, so it didn't dampen my spirits too much.

I was raised on a fourth generation beef cattle and broiler chicken farm in Old Fields, W.Va., where my father also grows corn, soybeans and hay. Mom was an extension agent like her mom, and her dad—my grandfather—was a dairy specialist with the West

Virginia University Extension Service. The youngest of four children, I was very active in 4-H, and through those projects, I developed a passion for showing horses and cattle and got very involved with photography. I showed my first calf at the age of nine and my first horse when I was eleven. I was soon competing in English, Western, cutting and jumping events whenever and wherever I could.

After graduating high school, I furthered my education at West Virginia University, where I went on to receive a Bachelor of Science in Agribusiness Management and Rural Development and a minor in Equine Management. During college I was an active member of the Davis College of Agriculture Student Ambassadors, Student Council, Collegiate Farm Bureau and Block and Bridle Club. I also represented the university as a member of the Western Equestrian Team at Intercollegiate Horse Show Association competitions and as a member of the Horse Judging Team.

After getting my dream job as a loan officer with AgSouth, I settled into the Palmetto State and became a devoted AgSouth fan and am occasionally persuaded to cheer for the Clemson Tigers, although I will always be a Mountaineer at heart.

The people at AgSouth are very genuine. I have thoroughly enjoyed getting to know the agriculture community in the Upstate and I look forward to working with them in the future. I have lived and breathed agriculture since the day I was born and could never consider a career that didn't revolve around it. Helping farmers realize their dreams, well that's a passion and a job that I love.

Amanda Allison *Loan Officer, Douglas, Ga.*

When I came home from the hospital in the spring of 1982, I was welcomed not only by my adoring family but also 1,000 mama cows, 200 head of Suffolk sheep, a dog named Smokey and a mean old cat named Snowy. As I recall, it was quite an overwhelming experience! Little did I know the impact that welcoming would have on my life.

At the time, my dad, Steve Allison, managed Twin Hills Farm, a purebred Limousin operation in Covington, Ga., for brothers Bob and John Williams. Growing up on a farm was a childhood experience that I

will always cherish, and I'll always remember the many life lessons I learned on the farm. I constantly wanted to be in the middle of the action whether we were working cows or birthing them: I wanted to be hands-on just like my dad.

I started showing sheep at the age of four or five, and won my first Showmanship Award when I was in the first grade in Perry, Ga. I think my belt buckle was bigger than I was, but I wore that buckle almost every day, and I wore it with pride!

By the age of seven or eight, I was finally big enough to start showing cattle. At the time, my dad worked for Key Limousin in

McDonough. We traveled all over going to cow shows. My dad never let me spend any of my show earnings—I had to put it all in savings. I hated it at the time, but I ended up buying my first car and paying for a portion of my college expenses from those show winnings!

When I was in middle school, my parents decided to move back to Lake City, Fla., where they were originally from. This devastated me, but I agreed to the move as long as they didn't make me go to college at the University of Florida and be a Gator! Back in his home town, my dad started a pine tree planting

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business, a hay operation and, keeping with his passion, his own commercial cattle herd.

I worked on the farm every day after school with my show cattle and also fed cows, baled hay and generally did whatever else was needed around the farm. I was always willing to help my dad do whatever needed to be done—I guess I was a true cow poke! However, my least favorite thing was sitting in the pine tree planter planting pine trees. I wasn't one for sitting still. Our whole family worked hard on the farm, and my dad didn't give me or my sister any slack because we were girls: in fact, I think he made us work harder and was tougher on us because of our gender. Steve Allison didn't raise any girly girls!

All through high school I continued showing cattle and loved every minute of it. I attended Lake City Community College and then completed my college education at Florida State University (Go Noles!) where I majored in marketing.

I feel blessed to have been born into a way of life that revolves around agriculture.



Amanda at one of her first lamb shows.

When it came time to get a job, I decided to combine my education and passion for agriculture, and Farm Credit was a natural fit.

I will never forget my first interview with Van McCall [Georgia chief lending officer] and Stan Carver [regional vice president] five years ago. Van asked me if I actually worked on the farm with my dad, and I said, "Well, when I

got off work yesterday at 5:00, I stacked hay in the barn until dark, and I have done that every night this week." I've been at AgSouth ever since that interview. The Douglas branch is like a family to me, as are the customers I work with, and I am honored to be a part of AgSouth and help people like my dad who are committed to agriculture. ∞



Amanda now enjoys time on the farm with her dogs.

The Douglas branch is like a family to me, as are the customers I work with, and I am honored to be a part of AgSouth and help people like my dad who are committed to agriculture.

Miriam Pflug Receives Honorary FFA Degree

By: Christy Smith, Marketing Specialist

AgSouth Marketing Manager Miriam Pflug was awarded an Honorary American FFA degree at the FFA National Meeting in Indianapolis, In., on October 22, 2010. Miriam was honored for her

“exceptional service to agriculture, agricultural education and [support of] FFA.

Miriam is dedicated to her service to AgSouth and its young farmers. We applaud her efforts in working with the South Carolina Future Farmers of America. ∞



National FFA President Levy Randolph congratulates Miriam Pflug

AgSouth Employees Graduate from Banking School

By: Lisa Peden,
Director of Human Resources



Cayce C. Dowling
Credit Analyst



Jonathan Barnes
Regional Vice President

Cayce C. Dowling, a credit analyst in Aiken, S.C., and Jonathan Barnes, a regional vice president in Walterboro, S.C., recently graduated from the South Carolina Bankers School. The school

consists of a three-year progressive course of instruction with a one-week resident session for each of the three consecutive years. Home study problems are required between the first two years. Since its inception in 1961, the

South Carolina Bankers School has graduated nearly 2,500 students and continues to be one of the premier state banking programs in the country.

Congratulations, Cayce and Jonathan! ∞



To the left: Congratulations to S.C. Cooperator of the Year, Doug Reeves, shown here with S.C. Divisional President Ronnie Summers (left).

To the right: AgSouth Loan Officer Jon Harris, of Blackshear, Ga., was nominated and confirmed to serve on the Advisory Board of the Georgia Fruit and Vegetable Growers Association. Congratulations Jon! ∞



AgSouth's Employee Receive Service Awards

By: Lisa Peden, Human Resources Director

Congratulations to the following individuals, who will receive services awards this year for their many years of service to the association ... more than 525 years combined!

5 Years

Cindy Saxon
Amanda Allison
Cayce Dowling
Drew McClam
Phil Long
Sarah Collins
Nedra Kendrick
Mark Herring
Andrea Whitfield
Darlene Ellis
Missy Varnadore
Ryan Darby

10 Years

Deidre Nelson
Dewey Newton
Susan Smith
Missy Beard
Will Peeler

15 Years

Terry Wyatt
Tracie Kelly

20 Years

Ann Lane
Dell Murdaugh
Jimmy Dockery

25 Years

Merrill Folsom
William West
Doug Baldwin

30 Years

Paul Ackerman
Annelle Shrouder
Van McCall
Harry King
Myrtle Jones
Howard Cooler

35 Years

Brenda Willing
Larry Ferguson

AgSouth Welcomes New Employees

By: Lisa Peden, Human Resources Director

We'd like to take this time to welcome all the employees who joined us this year and to thank them for being a part of our AgSouth family.

Trevor Stewart	January 1	Sr. Associate Accountant	Statesboro, Ga.
Sarah Crape	February 8	Loan Assistant	Allendale, S.C.
John Wight	March 1	Mortgage Originator	Batesburg, S.C.
Ambrose Johnson	March 8	Loan Officer	Anderson, S.C.
Matt Elston	April 15	Mortgage Originator	Rock Hill, S.C.
Augusta McCormick	May 1	Mortgage Processor	Statesboro, Ga.
Nick Martin	May 10	Loan Officer Trainee	Thomaston, Ga.
Amanda Moye	June 15	Mortgage Processor	Statesboro, Ga.
Dan Miller	July 16	Mortgage Originator	Camden, S.C.
Elizabeth Harris	July 20	Loan Assistant	Rock Hill, S.C.
Rhonda Jernigan	September 1	Mortgage Processor	Statesboro, Ga.
Cindy Moore	September 1	Mortgage Originator	Statesboro, Ga.
Cindy Brown	September 20	Loan Assistant	Greenville, Ga.

Meet the AgSouth Staff

Experience Working for YOU!

By: Lisa Peden, Human Resource Director

AgSouth is blessed with a knowledgeable and experienced staff that works hard to make sure our members receive the newest loan products available on the market, keep your interest rates low, keep your patronage program strong, and provide you with service beyond compare. In our summer issue, you met our senior staff. We're proud to introduce you to more people behind the name "AgSouth Farm Credit." ∞

Meet our Spartanburg Administrative Branch More than 121 years of service working for you!



**Back Row, from the left: Gregg Miller, Nichole Cugini, Amanda Bobo, Norma Terrell, Will Peeler
Middle Row, from the left: Tracie Kelly, Marlene Wilson, Sarah Collins
Front Row, from the left: Miriam Pflug, Dianne Blackwell, Donna Pruitt**

Teddy Howard Retires after 34 Years of Service

By: Craig Peebles, Regional Vice President

Teddy Howard, a regional vice president in Carrollton, Ga., retired September 30, 2010, after 34 years of service.

After graduating from La Grange College, Teddy began his Farm Credit career in August 1976 with the Federal Land Bank of Carrollton and West Georgia Production Credit Association. He spent his entire Farm Credit career in the Carrollton office.

Teddy is looking forward to his retirement and spending time enjoying the outdoors, hunting, fishing and traveling with his wife and family. He will also continue his long-time commitment of volunteering with the Boy Scouts of America. We want to thank Teddy for his many years of dedicated service and wish him the very best in his retirement. ∞



AgSouth's Privacy Procedures

Your privacy is important to us. At AgSouth Farm Credit, we want you to know that we hold your financial and other personal information in strict confidence. Since 1972, Farm Credit Administration regulations have prohibited institutions from disclosing personal borrower information to others without the customer's consent. We do not sell or trade our customers' personal information to marketing companies or information brokers.

The FCA allows us to disclose customer information to others only in the following situations:

- We may give it to another Farm Credit institution with which you conduct business.
- We can be a credit reference for you with other lenders and provide information to a credit bureau or other consumer-reporting agency.
- We can provide information in certain types of law enforcement proceedings.
- FCA examiners may review loan files during regular examinations of our association.
- If one of our employees applies to become a licensed real estate appraiser, we may give copies of real estate appraisal reports to the state agency that licenses appraisers. We will first remove as much personal information from the appraisal report as possible.
- We may disclose customer financial information in the ordinary course of business to third parties when seeking government guarantees, loan syndications, participations, etc., or when loans are being sold on the secondary market to Fannie Mae, Farmer Mac, etc. These activities all involve actions on your AgSouth loan, and information may not be used for other purposes.
- As a borrower of this institution, your privacy and the security of your personal information are vital to our continued ability to serve your ongoing credit needs. ∞

Insurance Coverage Requirements

AgSouth Farm Credit loan agreements stipulate that borrowers obtain and maintain insurance on property pledged as security for loans where AgSouth Farm Credit is named as mortgagee or loss payee, as appropriate.

This notice is to serve as a reminder that the minimum amount of coverage required to be maintained is the lesser of the actual cash value of the property, the replacement cost of the property, the amount stipulated by your loan officer, or the balance(s) of your loan(s) secured by the collateral property. Since the amount required may be less than the amount for which the property can be insured, you are encouraged to consider higher limits where

applicable to adequately protect your equity interest in the property.

If the property securing your indebtedness consists of improved real estate, your coverage must insure against the following causes of loss: fire and lightning, wind, hail, aircraft or vehicle damage, riot or civil commotion, explosion, and smoke damage. If the property is in a government-mandated flood area where participation in the National Flood Insurance Program is required, flood insurance must also be maintained.

If the property securing your loan consists of personal property such as vehicles, machinery, or equipment, in addition to the causes of loss cited in the preceding paragraph, the property must also be insured against the



following causes of loss: theft, vandalism, and, where applicable, collision or upset.

If your current coverage does not conform with these requirements, please contact your insurance representative and make the necessary changes to insure your coverage does comply with these requirements. ∞

Marketplace

We're happy to have this opportunity to help you sell your property during these difficult economic times. If you're a member and have equipment or rural property to sell, or if you're a reader and have a great piece of land our members might like to buy, email ruzzolino@agsouthfc.com, and we'll list it on our Web site and possibly run it in our magazine FOR FREE.

AgSouth Farm Credit does not endorse or accept responsibility for the advertisements contained in AgSouth's Marketplace, and is not responsible for any misrepresentations contained herein, including misprints.

Georgia:

Contact John Clark—800-633-9091

- **95.12 acres in Wayne Co.** 81 acres of woodland and remainder in 7- yr-old planted pine). Approximately 1.3 miles east of Gardi on US Highway 341. \$160,600.
- **117.2 acres in Barrow Co.** Intersection of Finch Rd & Finch Dr in Winder. 82 acres of pasture, 1.5-acre pond, 33.5 acres hardwood with paved and gravel road frontage. Auction November 15, 6 p.m., Civic Center, Commerce, Ga.
- **1,237 acres in Lake Russell** (Hart & Elbert Counties). SE of convergence of Big Cedar Creek & Lake Richard B. Russell with 4.5 miles of frontage on western shore of lake. 20 miles NW of I-85. Improvements include pine & hardwoods, gravel road, metal shop & board and batten single-family residence. May be divided. Auction November 15, 6 p.m., Civic Center, Commerce, Ga.
- **221 acres in Jackson Co.** 6 miles from Jefferson. 8+ miles to I-85. 2,748 sq ft 2-story brick home. 1,068 sq ft utility shed, swimming pool, green house & well house. Approximately 128 acres of fenced pasture. May be divided. Auction November 15, 6 p.m., Civic Center, Commerce, Ga.
- **77.5 acres in Meriwether Co.** Woodlands, hardwoods and half of property is in planted pines (2002). Bounded on the west by Lillie Patrick Road. Wolfe Creek runs through the property. 2.5 miles N of Gay. \$224,750.
- **858.42 acres in Aiken Co.** All woodlands in various stages of maturity. Excellent interior road system. Timber appraised at \$613,000. 13.5 miles NE of Aiken.
- **249.93 acres in Aiken Co.** 5 miles NE of Aiken. Two unfinished ponds, interior roads, 40 acres cleared around pond sites. 200 acres woodlands. Excellent hunting potential.
- **1,202 acres in Anderson Co.** comprised of 3 tracts. May be bought together or split. 63.8 acres on Agnew Rd with 25 acres of open land and 38 acres mixed hardwoods. Road frontage on Agnew Road. 209.62 acres on Broadway School Road & High Shoals Road. Cut over woodlands, hardwoods and scattered pine. Frontage on Broadway School and High Shoals Roads. 929 acres on SC 187 & SC 181. Property fronts on Opry House Road and SC 181. Mostly woodlands and small open area. Pine and mixed hardwoods.
- **52 acres in Colleton Co.** 1 mile outside of Walterboro.
- **3,152 acres in Edgefield Co.** 20 minutes from Augusta in North Augusta. Adjacent to Mt. Vintage Plantation and Golf Club. Three tracts sold together or divided. Shaw Estates Tract consists of 179 acres divided into 26 lots with equestrian focus. Equestrian Facility is at entrance to Mt. Vintage Plantation and Golf Club and consists of 83.66 acres. State-of-the-art horse stables with 20 stalls & 8,300+ sq ft under roof. 2,400 sq ft dog kennel with 6 dog runs. Property includes one 1,400 sq ft home and one 1,600 sq ft home and 2,000 sq ft barn. Timber Tract includes 2,890 acres adjoining Mt. Vintage Plantation and Golf Club. No zoning regulation. Timber cruise shows estimated value of approximately \$2 million.
- **2,695 acres in Kershaw Co.** 4 miles from Camden. Known as Knights Hill Plantation, property is mostly woodlands with 250 acres of open land on high bluff with views of river and lake. 2.6 miles of frontage on Wateree River. Estimated timber of \$1.7 million. Paved and dirt road frontage.

South Carolina:

Contact William Hiers—803-245-4330

- **84 acres in Abbeville Co.** Mixed open fields & woodlands with secluded 3,416 sq ft home on Little River in Honea Path. 3-car garage, 1,296 sq ft horse barn and 1,299 sq ft metal building. Excellent views of river.



To see the full list of properties and items for sell, visit www.agsouthfc.com and click on "AgSouth Marketplace."



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