

Out in the Country

An AgSouth Farm Credit Member Publication

FALL 2022

A Message from the CEO



PAT CALHOUN

It is harvest time around AgSouth for many of our members. Corn, peanuts, cotton, soybeans...all are headed to market, to the bin or to the gin. Mornings are a bit crisper, and we are turning the corner towards the end of the year. Where did the first three quarters of the year go? It seems like I was just writing about getting the year started!

Your association is performing well so far this year. Our credit quality has held up, loans have grown over last year's level and our income remains strong. These measures again indicate the value of doing business the cooperative way with AgSouth. We are hopeful that we will "harvest" a good return this year and be in a position to distribute a meaningful patronage from our earnings once again. Look for a patronage article in this edition of **Out in the Country** for more information on this important cooperative function. Also, look for a report on the 2022 Board election. Governance of your cooperative is key to our ongoing success and your input matters.

We will also focus once again on one of our members, Wild Daisy Farms, in Molena, Georgia. It is great to hear these stories from around our territory on the diversity, challenge and reward of agriculture in all of its varied facets and dimensions. I am sure you will find this article interesting.

We will say hello to some new faces, learn about our 2022 Intern Cohort (wow, what a group!) and send best wishes and a hearty "thank you" to a few retirees.

I can report that the work on the proposed merger of AgSouth and Carolina Farm Credit is progressing. Be on the outlook for further communication on this important initiative.

Finally, as always, I thank you for your business. You make this cooperative the strong, vibrant entity that it is. Without your support, referrals and continued business, AgSouth would not be the success that it is today.

Sincerely,

Pat Calhoun, CEO

**NOTICE:
Office Closings**

Nov. 24 & 25
Thanksgiving

Dec. 23 -26
Christmas

DIRECTOR ELECTION RESULTS

AgSouth Farm Credit is a member-owned cooperative and relies on their members to help build the leadership that serves them. Open Director seats and the Nominating Committee are voted for by eligible stockholders during the Annual Meeting. This year's Annual Meeting was held on Thursday, August 18, 2022, in Statesboro, Georgia. Eligible stockholders had until September 30th to submit their ballot by mail or online. For more on AgSouth's election process please visit www.agsouthfc.com.

THE 2022 DIRECTOR ELECTION RESULTS ARE AS FOLLOWS:



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I feel it is very important to educate the community about agriculture in any way possible. Agriculture and farming is a lifestyle that I love and am very passionate about.

TARA GREEN
Region 2 Seat 1
(incumbent)

Tara Hayes Green (incumbent)

Region 2 Seat 1

Tara Hayes Green is the owner of S+T Green Gate Farm along with her husband. S+T Green Gate Farm engages in poultry production, beef cattle, vegetables, flowers, and agritourism. Ms. Green has been an AgSouth customer for 5 years and currently resides in Griffin, GA.



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Agriculture has experienced some challenging times and with 45 years of farming experience I believe I can make sound decisions and offer insight to the needs of AgSouth members and the communities it serves.

PETE WALL
Region 3 Seat 1
(incumbent)

Pete Wall (incumbent)

Region 3 Seat 1

Pete Wall is the owner and operator of Pete Wall Family Farm and is responsible for the daily management of beef and sheep operations. He has been a member of AgSouth for 21 years and currently resides in Sylvania, Georgia.

THE NOMINATING COMMITTEE

The nominating committee slate was elected as presented.

REGION 1

Samuel Milford, Baron Buzhardt

REGION 1 ALTERNATIVES

Travis Doolittle, Bonnie Cann

REGION 2

J. Emmett Collins, Jr., Thomas Vanhuss

REGION 2 ALTERNATIVES

Walter T. Carter, Kenneth Chapman

REGION 3

L. Anthony Cowart, Mark Brown

REGION 3 ALTERNATIVES

Jack Brannen, Jr., Don Burke

REGION 4

Adair McKoy IV, Bryan Dantzler

REGION 4 ALTERNATIVES

F.H. Dicks III, Bates Houck

UPCOMING AG CONFERENCES AND EVENTS

AgSouth is proud to associate with so many wonderful agricultural organizations. Below are a few upcoming conferences and educational events you should not miss!



2023 SOUTHEAST REGIONAL FRUIT AND VEGETABLE CONFERENCE

January 5-8, 2023 | Savannah, GA

The Southeast Regional Fruit and Vegetable Conference is the LARGEST educational conference and trade show in the southeastern United States that unites growers, vendors and suppliers. Don't miss the premier fruit and vegetable event of the year!

Go to <https://seregionalconference.org/> for more information.



2023 GEORGIA DAIRY CONFERENCE

January 16-18, 2023 | Savannah, GA

The 2023 Georgia Dairy Conference will provide dairy producers and industry leaders with an invaluable opportunity to hear from top educators, industry pioneers, and fellow dairymen. Whether you are a Georgia dairy producer, an industry affiliate, or a dairy farmer from another state, we would love for you to join us.

Go to <https://www.gadairyconference.com/> for more information.



2023 SOUTH CAROLINA FARM BUREAU YOUNG FARMER AND RANCHER CONFERENCE

February 3-5, 2023 | Greenville, SC

Annually YF&Rs from across the state join together for education, networking and leadership development. As agriculture becomes more diverse than ever before, the SCFB Young Farmers & Ranchers Committee aims to offer you a conference that brings together young farmers and ag enthusiasts from across South Carolina, encourages them to join together as a unified voice and provides sessions to meet diverse educational interests. This conference is open to farmers, ranchers, agribusiness professionals and ag enthusiasts between the ages of 18-35.

Go to <https://www.scfb.org/yfrconference> for more information.



2023 SOUTH CAROLINA CATTLEMEN'S ANNUAL MEETING

Feb 3, 2023 | Clemson, SC

The 2023 South Carolina Cattlemen's Annual Meeting will be held at the T.Ed Garrison Cattle Complex at Clemson University. This event will be held in conjunction with the Clemson Bull Test. The mission of the South Carolina Cattlemen's Association is to unite cattle producers to advance the economic, political, and social interests of South Carolina's cattle industry.

Go to <https://sccattlemen.wildapricot.org/> for more information.

AGSOUTH Serves

AgSouth not only provides loans for land, farms, and homes but also supports local community groups and organizations. Take a look at what some of our branches are doing in their local communities!



AgSouth Carrollton Branch Sponsors Back 2 School Bash

The Carrollton Branch of AgSouth Farm Credit was proud to sponsor the Harmony and Hope Foundation for its annual Back 2 School Bash. This is a free event for foster and adoptive families, where food, entertainment, backpacks and school's supplies are provided, at no cost. This is the second year the Carrollton branch has been a proud sponsor of this great event, which has a huge impact on the West Georgia and surrounding areas.



AgSouth Douglas Branch Donates to Coffee County Childhood Cancer Auction

The AgSouth Douglas Branch donated a basket full of AgSouth merchandise, local honey, local jellies and peanut brittle to support the Coffee County Childhood Cancer Auction. Supporting our communities, especially in times of need, is something that AgSouth has always strived to do.



AgSouth Batesburg Branch Sponsors Local Softball Team's Trip to the World Series

AgSouth Loan officers in the Batesburg, SC branch were proud to support the Saluda All-Stars Softball Team 12-U team going to the 2022 World Series competition. The team won the Dixie Youth World Series.

AGSOUTH PATRONAGE PROGRAM DISTRIBUTES NEARLY \$52 MILLION

AgSouth Farm Credit CEO Pat Calhoun announced that the Association’s patronage will be a cash distribution of \$32 million from AgSouth’s 2021 profits. This distribution arrived in members’ mailboxes this March. In February, the Association distributed \$20 million in allocated surplus which combine for \$52 million in total distributions made in 2022.

As a cooperative, AgSouth borrowers are stockholders and therefore share in the Association’s profits. This is done through the patronage

program and the distribution is voted on by the Board of Directors each year.

“AgSouth’s capital strength, earnings and credit quality all contribute to this distribution. Since 1998, AgSouth has distributed more than \$654 million in cash and allocated surplus. We are proud of this long, strong history of operating under cooperative principles and delivering real value to our members and customers in South Carolina and Georgia,” Calhoun said.

FISCAL YEAR ENDING	TOTAL PATRONAGE DISTRIBUTION	CASH	ALLOCATED SURPLUS	ALLOCATED SURPLUS DISTRIBUTED	SPECIAL ALL CASH DISTRIBUTION	% OF INTEREST EARNED
1988-2012	\$447,291,081	\$134,376,206	\$312,914,875	\$313,006,242		24.42%
2013	\$29,307,209	\$8,792,163	\$20,515,046	\$20,078,458		29.30%
2014	\$29,921,281	\$8,976,385	\$20,944,896	\$20,944,896		31.41%
2015	\$26,454,596	\$7,936,379	\$18,518,217	\$18,518,217		27.52%
2016	\$28,480,210	\$8,544,051	\$19,936,159	\$19,936,159		28.22%
2017	\$32,381,292	\$9,714,388	\$22,666,904			30.88%
2018	\$34,154,537	\$10,246,361	\$23,908,176			29.80%
2019	\$38,900,000	\$11,670,000	\$27,230,000		\$8,000,000	39.39%
2020	\$40,001,347	\$12,000,404	\$28,000,943		\$10,000,000	32.38%
2021	\$32,062,248	\$32,062,248				27.73%
TOTAL	\$738,953,801	\$244,318,585	\$494,635,216	\$392,483,972	\$18,000,000	30.11% <i>(Average since 1988)</i>

WANT TO MAKE SURE YOU CONTINUE TO RECEIVE A PATRONAGE CHECK?

- Continue to borrow from AgSouth for all your farm, agribusiness, real estate and equipment needs.
- Refinance loans you may have with other lenders through the cooperative you own and govern.
- Tell your friends and family about AgSouth.
- Use AgSouth Mortgages for your new home purchases, construction or refinances.
- Use AgSouth for all of your leasing and crop insurance services.

The more profits we make, the more we share with our customers!

Patronage is not guaranteed and is subject to board approval.

RETIREES

AgSouth wishes to express our sincerest thank you the following individuals for their many years of devoted service to the Association. We wish you the very best in your retirement!



Kim Hardy
Post-Closer
28 years
Thomaston, GA



Cheryl Black
Pre-Closer
18 years
Orangeburg, SC

WELCOME NEW EMPLOYEES

Join us in welcoming our new employees (and future ag leaders) to the AgSouth Family!



Latoya Turner
Loan Specialist
Anderson, SC



Crystal Mancini
Collateral Records
Specialist
Statesboro, GA



Gary Bowen
Commissioned Leasing
Agent
Rock Hill, SC



Zach Sharp
Loan Officer
Rock Hill, SC



Kennedy Gibbs
Relationship Manager
Carrollton, GA



Jami Riddle
Loan Specialist
Jesup, GA

CONGRATULATIONS TO AGSOUTH'S INTERN CLASS OF 2022!

This next generation of future leaders spent their summers working in different departments throughout our branches.

NAME	LOCATION	MANAGER	UNIVERSITY
Patrick Smith	Anderson	Brody Buffington	Clemson
Caitlyn Sauls	Statesboro (Legal)	Bob Mikell	Clemson
TJ Sauls	Madison	John O'Neal	UGA
Bryce Murkerson	Madison	John O'Neal	UGA
Brayden Looney	Statesboro	Zak Murphy	GSU
Jakhia Sims-Peterson	Summerville	Drew McClam	USC



Patrick Smith



Caitlyn Sauls



TJ Sauls



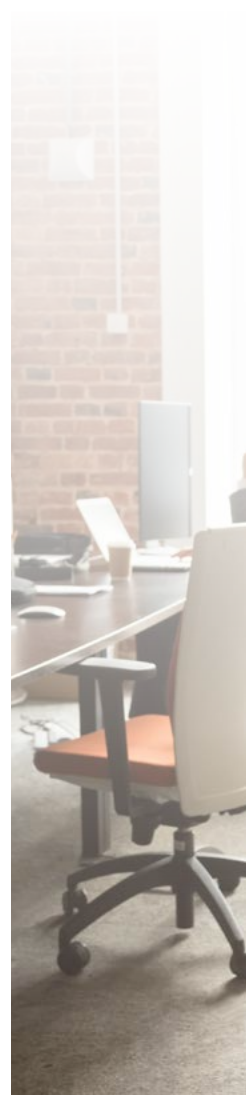
Bryce Murkerson



Brayden Looney



Jakhia Sims-Peterson





AgSouth Farm Credit is pleased to have sent Jacob Carpenter from Tattnall County to the 2022 Georgia Cooperative Council Youth Leadership Conference. The conference, affectionately known as “Co-op Camp,” is an engaging leadership and learning experience for students across the state of Georgia that highlights the impact of cooperatives on communities, what they do, and how youth can be a part of them.

The conference, held at the FFA/FCCLA Center July 18-22, promised the attendees a week of leadership, learning and laughter and gave them the opportunity to grow in areas of community leadership, problem-solving, relationship building and communication in a fun and relaxed environment.

Cooperatives from all over the state, including AgSouth Farm Credit sponsor the conference to provide a unique way for students to see what cooperatives do and why they are vital in their communities. Students not only learned about the different types of co-ops and their impact, but they also learned more about themselves and what it takes to be a leader.

Throughout the week students participated in encounter sessions with representatives from the Farm Credit Associations, Georgia EMC, Go Energy Credit Union, Pineland Telephone Cooperative and Adam Schwartz of The Cooperative Way. The presenters emphasized and gave examples of how their organization incorporates the Seven Cooperative Principles that all cooperative businesses follow: voluntary and open membership, democratic membership control, members’ economic participation, autonomy and independence, education and training for members, cooperation between co-ops, and concern for local communities.

“It is so important to support and encourage leadership growth for the youth of our communities. This week-long conference brings the seven cooperative principles to life for these teenagers while fostering leadership and soft skills in a fun environment,” says Christy Smith, Director of Marketing of AgSouth Farm Credit.

CONGRATULATIONS TO ALL THE WINNERS OF OUR 2022 #MAGNIFICENT PHOTO CONTEST!

Melina I. of Wellford, SC took Grand Prize honors with her entry “Frosty Frolic.” Whitney S. of Sylvania, GA won first place with her entry, “Trying to Beat the Rain.” Adam H. of Blackshear, GA came in second with his “Rain’s a Coming” entry. Justin G. of Nicholas, GA won third place honors with his “Kiddin’ Around” entry. Ten others placed in the contest, and all will be featured in our 2023 AgSouth calendar. To see all of the winners, visit agsouthfc.com/outreach/photo-contest.





PASSION & PURPOSE: HOW ONE COUPLE MANAGES BOTH A SUCCESSFUL LAVENDER FARM AND WEDDING VENUE

BY: LAUREN ROSE, MARKETING SPECIALIST
PHOTOS BY: TEDDY MEEKS

Teddy and Jenny Meeks, AgSouth customers and owners of Wild Daisy Farm, exemplify passion and purpose. They have their hands full juggling both a fully operational flower farm and wedding venue—but they do it with so much joy, you would never know it is a job for them. We sat down with the Meeks to learn about their flower farm and wedding venue—all held on the same 150-year-old property. We learned how they got their start in farming, how they stay competitive and relevant in the market, and their advice to those looking to get into agritourism. While the Meeks certainly didn't follow the traditional route to get their start in farming, they have some invaluable advice for anyone looking to follow their passions.

NOT YOUR TYPICAL FARMERS

The Meeks' have been married for 31 years, have three beautiful adult children and one new grandbaby—plus a giant mastiff mix named Simba. Teddy and Jenny started dating in college and once married have always owned businesses together. At one point, the couple had two companies running with over 120 employees. When times were stressful, Teddy would tell Jenny, "I just want to have a flower stand by the road." Little did they know, that dream would one day become a reality. When their youngest son left for college, they knew it was time for a change. So, the Meeks' took a huge risk and decided to open a flower farm and bed and breakfast in the small town of Molena, Georgia.

Jenny's lifelong dream was to have an old farmhouse to renovate. She spent every summer growing up at her grandparent's farm in Ohio and wanted to create a similar atmosphere for her family to enjoy. Teddy wanted a flower farm since his favorite

pastime was working in the garden. Once again, this couple created a business to fulfill both of their passions. Jenny is passionate about hospitality and sales while Teddy has a skill for marketing and a "green thumb". Together, they make a great team that balances each other's skills.

When they decided to go into the business, Teddy wanted the most profitable way to farm while also putting the least amount of money in for equipment, labor, and land. These two goals are what led him to lavender and daylilies. Lavender is a cut flower but once it dries, it lasts for years. This helps relieve pressure of selling the flower immediately. The daylilies are an investment because they double every year. With strategically choosing flowers that worked for their lifestyle, the Meeks' can operate without additional labor and equipment costs. Teddy explained, "It's hard labor on me, but I don't need a gym membership."

GOOD DIRT

When Teddy and Jenny were offered to purchase a portion of the Beckham farm in 2019, they couldn't say no. It was truly a dream property filled with historic barns, beautiful land and even more beautiful views. The Meeks' knew they could take this land and make it special. The farm has changed over 150 years. Originally a cattle farm till the early 2000's, Glynn and Kathleen Beckham inherited it from family. They had a passion for horses and so most of the farm was set up for equine activities.

Teddy had a big surprise when he went to plant the fields for the first time. While planting his first crop of lavender at the farm, he discovered the fields had never been tilled. He was shocked to see that the dirt was black, nutrient rich soil. Jenny laughed and said, "We have good dirt here." Luckily, since the property had been



The Meeks Family



primarily used for livestock, the fields were in perfect condition to plant flowers. The Meeks knew then that this land was perfect for their family.

MORE THAN JUST FLOWERS

Shortly after moving to the farm, Teddy and Jenny were cleaning out the old tractor barn to use it as a greenhouse. However, after realizing how beautiful the barn was, Jenny knew her husband was going to have to find another greenhouse—this space had to be used for weddings! This started one of the biggest projects the two had attempted together: creating a wedding venue on a working farm.

Wild Daisy Farm only offers 26 weddings a year and is already booked out for all 2022 and 2023. The couple explained that a lot of people want to get married at Wild Daisy because there is just so much natural beauty with it being a flower farm. Also, the

Meeks only offer weddings certain months of the year so they can still focus on the lavender farm. They credit social media and word of mouth as to how their wedding venue took off so quickly in popularity.

In addition to the wedding venue, the Meeks also have a front suite on the property where people can stay on the farm when they don't have weddings going on. Jenny explained, "A lot of people just want to come stay out on a farm with a big front porch. Getting out of the city and staying on a quiet farm is good for the soul."

As if they aren't busy enough, they also offer fresh produce, eggs and quiches which are sold at local farmers markets. Teddy explained, "the benefit of us both having business backgrounds is that we don't just farm, we think about how we can get the most value out of each product." The couple advises young farmers to not just

accept the norm. Teddy's advice: "Extract the most value for the least amount of labor. Everything you do on a farm is going to be labor intensive—how can you get the most value out of the time you are spending? Push your products and charge what they are worth. Know your value."

LAVENDER AND LILIES HARVEST FESTIVAL

The Meeks' quickly learned from having weddings on the farm that people also want to tour the farm and buy products grown there. In June 2022, they hosted the first annual Lavender and Lilies Harvest Festival, which completely sold out in the first year (120 cars per day, for two weekends). They offered patrons the ability to walk the property, pick their own bouquets of flowers, and shop the farm store all while listening to live bluegrass music. The Meeks' plan to offer the festival again next year—





and will add food vendors and more local items for customers to purchase.

From the first festival, they learned that people would drive long distances to get out in the country. “People are attracted to the farm lifestyle,” Jenny explained. The Meeks’ were amazed at how excited people were to come tour the farm and explained one of the biggest blessings of Wild Daisy Farm is getting to see people enjoy the property.

CHALLENGES AND SUCCESSES

The biggest challenge at Wild Daisy Farm has been learning how to grow the lavender. Teddy explained that originally, they were growing sunflowers and having a huge problem with deer. He tried everything that people suggested to get rid of the deer with no luck. He read online that deer hate the smell of lavender, so he planted a circle of lavender around the sunflowers to keep the deer out. He quickly found out that the deer will step right over the lavender to munch on some sunflowers. He considered the lavender a failed approach and totally forgot about the plants. That summer, it went over 100 days without rain. Teddy bush hogged the field and was shocked to find his forgotten lavender plants still alive!

As a result, Teddy decided to focus on growing lavender. In researching the flower, he learned that they are very susceptible to root rot and hate rain, making lavender difficult to grow in Georgia’s humid and wet climate. The Meeks’ worked with UGA Extension agents and professors to find a mix of fungicides and insecticides to keep the crop alive. Teddy explained, keeping lavender alive is a long process-you can’t give up.

A challenge for Jenny was trying to figure out her new role on the farm. Jenny stated, “We have worked together our whole lives, but finding out my role without stepping on each other’s toes was difficult at first.” She explained that the couple learned quickly that farming is different every day and they had to be flexible. They had to learn to work together and be prepared for the unexpected.

The couple say their biggest success so far is that everyone has been so happy to be at the farm. Whether it be weddings, the harvest festival or staying in the suite, everyone is just happy to relax and stay at the farm. They are proud-and rightly so-of their success at self-taught agritourism. Jenny said, “We love that people can come out to our farm and just enjoy themselves. That’s success to us.”

WHY AGSOUTH?

When asked why the Meeks’ financed their property with AgSouth Farm Credit, they both simply stated, “Ricky.”

They are referring to Ricky Grice, who has been their loan officer for multiple years at the Griffin, GA branch. Jenny and Teddy have formed a friendship with Ricky and playfully described how he does not act like a typical “banker.” They have stuck with Farm Credit over the years because of the farm-friendly business structure and how they feel part of an agricultural community.

Ricky even brought his mother, Mitzi, to Wild Daisy Farm to celebrate her 82nd birthday by picking flowers and taking in the beauty of the property. Mitzi passed the following year. Jenny



Loan Officer Ricky Grice with his mother, Mitzi



Teddy and Jenny Meeks with Loan Officer Ricky Grice

explained that it is special to have a loan officer who is that invested in your goals and dreams. That's what makes AgSouth different.

LOOKING TOWARDS THE FUTURE

Due to the popularity of the farm, the Meeks' are looking to expand and add silos to the farm for people to stay in during events. The goal being to add eight additional rooms so more people can stay on-site. The Meeks' plan to continue their farm and wedding venue as well as make additions to the property while protecting and preserving its beauty.

The Meeks' have had an incredible journey as owners of Wild Daisy Farm. Anyone can tell that they are incredibly passionate about flower farming and their wedding venue. Everything they do with their business ventures, they do it with purpose. There is no telling what this business savvy couple has up their sleeve next!

If you would like to learn more about Wild Daisy Farm, please look them up on their website and facebook page!

Website: wilddaisyfarmweddings.com

Facebook: [@wilddaisylavenderfarm](https://www.facebook.com/wilddaisylavenderfarm)

Instagram: [@wilddaisyfarm](https://www.instagram.com/wilddaisyfarm)





9 PIECES OF ADVICE FOR FARMERS



Whether you're an experienced, young, beginning, or small farmer, chances are you're going to need some level of financing during your career. We've been financing agriculture for over 100 years and have compiled the best advice for farmers from our most seasoned loan officers. Between them, they have over 159 years of agricultural lending experience and have seen a thing or two about what it takes to run a successful operation.

1 "Being a good equipment operator or a capable producer alone is just the beginning."

American agriculture may be a lifestyle, but at its core it's a business. Successful farmers today have become expert financial managers, handling the production side of their business as well as: bookkeeping, commodity marketing, crop insurance, government regulation, USDA programs, legal liability, labor regulations, tax liability to name a few. Being a good equipment operator or a capable producer alone is just the beginning. It is important for young or beginning farmers to develop these skills as they begin their journey. For these reasons, having a relationship with a lender that is dedicated to serving agriculture can be a big help. - Jon Harris, 21 Years of Ag Lending Experience

2 "It is so important to have equity in your crop and manageable fixed costs."

Always do an annual review of your financials, specifically as to liquidity and fixed costs. Do you have extremely high liquidity but also high fixed costs? If so, adjust. Do you have good equity and low fixed costs but no liquidity? Adjust. It is so important to have equity in your crop and manageable fixed costs. This is the key to maintaining a successful farming operation long term. - Rodney Fowler, 15 Years of Ag Lending Experience

3 "Enjoy what you do but treat it as any other business where a profit must be made to survive."

Be conservative. The goal is to make a profit each year. Profit margins are very thin, so lock in prices when at profitable levels. The ag market is extremely volatile, and you should never expect to sell on peaks in the market. Enjoy what you do but treat it as any other business where a profit must be made to survive. - John Till, 19 Years of Ag Lending Experience

4 "If it makes cents, it makes sense."

Let your lender know how this loan request will help you become more profitable or hit growth goals you have. Fill out your balance sheet every year so you can see and understand where your short comings are. That way you can make plans to resolve them. Good record keeping isn't just tax returns and weight tickets on the dash of your truck. The more detailed records you keep the easier it is for us to understand your operation and help you. - Jonathan Barnes, 23 Years of Ag Lending Experience

5 "Make sure you have your farm plan written out."

When coming to speak with a lender about your operating needs you should know what your crop plan will consist of and a good idea of the cost involved. To help move your loan request faster through the process the lender will need to know what your projected farm plan will look like. That is, how many acres of each crop will be grown, what are your expected yields, and how much money do you anticipate in gross income from each commodity. Additionally, the previous year yields and selling prices will also be needed. Most seasoned farmers will know this information and will be able to dictate it to the lender. Also,

when completing your annual personal financial statement always remember to update your current assets and liabilities. Oftentimes, items on hand that have recently been purchased or assets that are waiting to be sold are excluded from the balance sheet. As always, we will help compile this information if needed. - Chad Guthrie, 8 Years of Ag Lending Experience

6 “It’s imperative to understand your financial statements in order to make important farm decisions.”

From my experience, I see a strong correlation between properly compiled financial statements and a successful business. Farming is a business. It is imperative to produce reliable financial statements and even more important to understand and utilize them when making the multitude of decisions that come with managing a farm. Understanding your historical financial information will help tremendously with annual farm plans and long-term decisions. It will assist in making better marketing decisions, managing input costs, and structuring your term debts. - Allen Daley, 16 Years of Ag Lending Experience

7 “Don’t feel like you are bothering your lender - CALL them!”

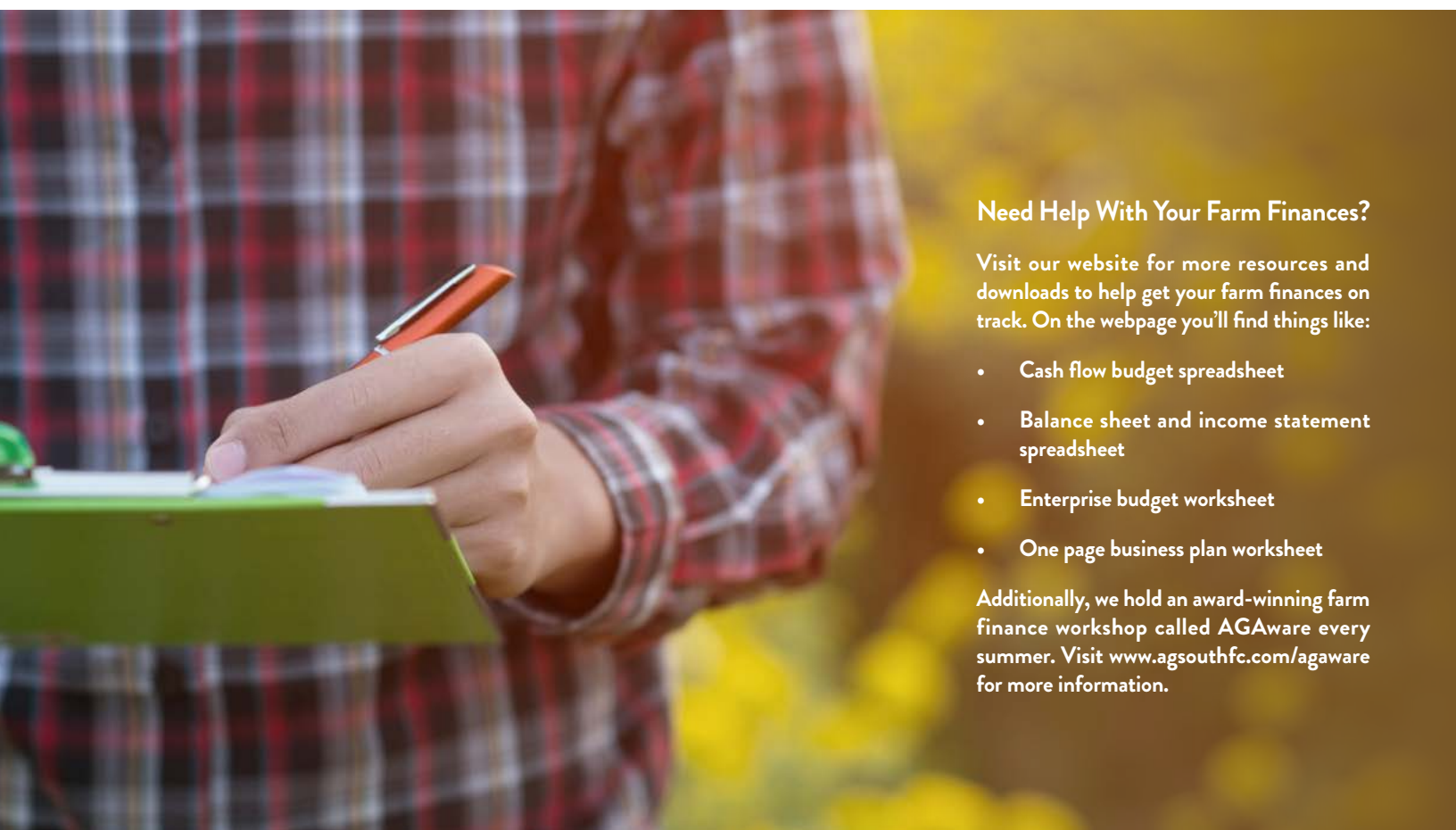
Communication is key to any relationship especially with your lender. It’s our job to talk to customers. If you know things are going to be tight in the fall, go ahead and give us a call to discuss options. I promise we will work with you. The last thing we want to do is collect and sell collateral. We are in the business of “renting money” and we will bend over backwards to not be in the collateral selling business. - Dewey Newton, 28 Years of Ag Lending Experience

8 “If a farmer does not have the time or feel comfortable keeping their records, I encourage them to find a good accountant or record keeping service to help them with that task.”

The best advice I would give any farmer is to keep good financial and farm records for their farming operation. I look at a lot of farm operations throughout the year, the most successful ones are the ones that keep really good farm records. Good record keeping can help a farmer increase their profits and help keep them from making a financial mistake that could keep them from being profitable that year. I encourage all my farmers to maintain good farm records, so they can look at input cost throughout the year to see where their dollars are going. It also helps their lenders and accountants when it is time to use their services. If a farmer does not have the time or feel comfortable keeping their records, I encourage them to find a good accountant or record keeping service to help them with that task. - Ricky Varnadoe 18 years of Ag Lending Experience

9 “Keeping accurate records will help us help you avoid common struggles we see facing farmers.”

The best advice I can give a farmer is to keep accurate and up to date records. The financial information that farmers provide us with is only as good as what is provided by them. Having up to date records and financial information makes underwriting loans much easier for AgSouth and allows for a much faster turnaround time with the loan request as it takes out guesswork. It also allows AgSouth to give farmers meaningful feedback about their farming operation. With accurate and up to date financial records AgSouth can also help identify strengths and weaknesses to avoid common struggles and hassles facing farmers. - Clay Clifton, 11 Years of Ag Lending Experience



Need Help With Your Farm Finances?

Visit our website for more resources and downloads to help get your farm finances on track. On the webpage you’ll find things like:

- Cash flow budget spreadsheet
- Balance sheet and income statement spreadsheet
- Enterprise budget worksheet
- One page business plan worksheet

Additionally, we hold an award-winning farm finance workshop called AGAware every summer. Visit www.agsouthfc.com/agaware for more information.



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 ensure your coverage does comply with these requirements.



PRIVACY

AGSOUTH'S PRIVACY REQUIREMENTS

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 on 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.

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Ga. 30459 or calling, 912-764-
9091. If you prefer, you may send
your request via email to BFennell@AgSouthFC.com.



GIVE US THIS DAY
OUR DAILY BREAD

AgSouth is thankful so many generations of Americans have allowed us to serve their needs.

We hope your holiday table is filled with all that you wish for and surrounded by all of those you love.

Happy Thanksgiving!



844.AGSOUTH
AgSouthFC.com

LOANS FOR LAND, FARMS AND HOMES