



## A Message from the CEO



Pat Calhoun

Once again, fall is in the air. This time, a good bit seems different. Friday night lights are not as bright. Kids did not rush back to school like they did last year. Main Street is not as busy as usual. College campuses are more subdued and quiet. Even

the fair has a sign up saying, "Postponed 'Till Next Year."

While there are many things different this fall, some things are largely unchanged. Farmers and ranchers are still going hard at daybreak and dusk. Cows are still getting milked. Cotton, corn, and peanuts all have to be harvested. Plans for next year are already being made out here in rural Georgia and South Carolina. Agriculture never sleeps. Despite the challenges of our current environment, agriculture keeps on going, providing food and fiber for us every single day. So, first things first – thank you for all you do!

In this edition of *Out in the Country*, you will find useful information about our business, our members, and our communities. You will also meet some new faces on the staff and be

able to say, "Congratulations," to some of your friends nearing retirement. We will focus on our exceptional Patronage Distribution program and give you information about upcoming conferences and other opportunities for you to stay informed. I encourage you to spend some time in this issue to catch up on what's happening around AgSouth, including the results of our 2020 Stockholder Meeting and Election.

Your cooperative remains strong and ready to help you meet your financial goals. Whether it is a farm loan, a lease, an insurance need, or a quiet place to call home in the country, we stand prepared to work with you to make your goals and dreams come true. Even though many things seem different this year, AgSouth's commitment to you, our member/borrowers remains rock solid. We appreciate you and your business!

Sincerely,

Pat Calhoun, CEO

### NOTICE: Office Closings

Nov. 26 & 27    Thanksgiving

Dec. 24 & 25    Christmas

Jan. 1    New Years



## DIRECTORS ELECTED AT ANNUAL MEETING

The following Directors were elected or re-elected to four-year terms after the Association's 2020 Virtual Annual Meeting in August:



Jonathan Mann



Lee DeLoach



William Robinson

# Welcome New Employees

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



**Shirelle Taylor**  
SMM Clerk  
Statesboro, Ga.



**Veronica Badie**  
Associate Accountant  
Statesboro, Ga.



**Liza Wilson**  
Loan Officer Trainee  
Batesburg, S.C.



**William "Bill" Hammock**  
SMM Originator  
Vidalia, Ga.



**Brittany Davidson**  
Loan Specialist  
Thomaston, Ga.



**Austin Mizzell**  
Loan Officer Trainee  
Walterboro, S.C.



**Robert Allen Pope**  
Loan Officer Trainee  
Batesburg, S.C.



**Zac Miller**  
Credit Analyst Trainee  
Madison, Ga.



**McCauley Frierson**  
Loan Officer Trainee  
Anderson, S.C.



**I'Keema Quattlebaum**  
Customer Service Rep.  
Batesburg, S.C.



**Jordan Moyers**  
Credit Analyst Trainee  
Jesup, Ga.



**Chase Blitch**  
Credit Analyst Trainee  
Douglas, Ga.



**Rosanna McElveen**  
Associate Accountant  
Statesboro, Ga.





# Congratulations to AgSouth's Intern Class of 2020!

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



**James "Drew" Akin**  
University of Georgia  
Major: Agribusiness



**Corey Beard**  
Clemson University  
Major: Agricultural  
Mechanization and Business



**Daniel Bennett**  
University of Georgia  
Major: Business Management



**Caitlin Cooper**  
University of Georgia  
Major: Agriculture Communications



**William "Bill" Davison**  
University of Georgia  
Major: Agricultural Economics



**Thomas Floyd**  
University of South Carolina  
Major: Business Economics  
and Real Estate



**D'Naya Wilson**  
Georgia Southern University  
Major: Information Technology



**Bridgette Wooden**  
Georgia Southern University  
Major: Accounting

## Retirements

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



**John Wight**  
10 Years | 10.31.2020



**Ernie Avant**  
21 Years | 12.31.2020



**Daryl Griner**  
38 Years | 12.31.2020

# AGSOUTH AWARDS SCHOLARSHIPS

This year, AgSouth Farm Credit awarded grants to students at Clemson University, Fort Valley State University, and the University of Georgia to help them continue their agricultural education.

Join us in congratulating these future ag industry leaders:



## CLEMSON UNIVERSITY

**Emily J. White**  
Major: Agribusiness

**Gracie E. Herrin**  
Major: Agribusiness

## FORT VALLEY STATE UNIVERSITY

**Columbus Alderman**  
Major: Agricultural Economics

**Charity Greene**  
Major: Agricultural Economics

## UNIVERSITY OF GEORGIA


**Courtney Conine**  
**Garrett Harrell**  
**Davis Mathis**  
**Megan Grooms**  
**Samantha McLane**

While we haven't been able to see you in person as much as usual this year, we still want you to know how much we appreciate you.

Thank you for trusting us with your business.

*thank you*





**WE PUT OUR  
PROFITS IN YOUR  
POCKETS!®**

## WANT TO MAKE SURE YOU CONTINUE TO RECEIVE A HEALTHY 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!*



# THROUGH THE GENERATIONS: THE O'STEEN FARM

By: Lety Arnold



In this day and age, many farmers across the country are seeing their children lose interest in following in their footsteps of working on the family farm. But for Coffee County farmer, Danny O'Steen, this is not the case.

Danny and his 28-year-old son, Eli, work together, side by side, full-time on their 3,000-acre Coffee County farm. For Danny, having his son work alongside him means getting to share the love he has always had for farming with him, too. "I'm thankful every day that he's here with me and we're able to do this together," he said. "I really don't know how I would be able to do it without him. He's a huge asset."

## A FAMILY AFFAIR

After getting back from WWII, Danny's grandfather and grandmother, D.L. "Coot" O'Steen, Jr. and Narcissa (Batten) O'Steen, bought the Ambrose, GA., farm that he now farms with Eli. The farm began primarily as dairy farm, but the family also grew some tobacco, corn, peanuts and cotton. Eventually, Danny's parents, Dan and

Susan O'Steen, took over the family farm in the early 1980's when Dan's parents retired. Dan and Susan ran a successful row crop and dairy farm for many years with the help of their sons, Danny and Ted. In the late 1990's, Danny's daddy stopped growing tobacco, and began to increase his acres of cotton, peanuts, and some corn. In 2005, they sold their dairy cows and shut down the very last dairy farm in Coffee County.

As a child, Danny spent lots of time on the farm, but didn't really get involved with working on it until he got older and graduated from South Georgia College, where he also played baseball, with his degree in Agriculture in the spring of 1995. After graduating from college, Danny worked alongside his father and brother, Ted, on the farm, and he has been farming ever since.

## STEADY GROWTH

Today, Danny spends his days working on the farm with his son, growing some of the same crops his father did, cotton and peanuts. He is a shareholder in Tifton Quality Peanuts where

all of the peanuts they harvest ultimately end up to be shelled, blanched (if needed), and then shipped off to candy companies as they get one step closer to the consumer.

As far as how things have changed since the inception of the family farm, Danny said they are using technology to increase the efficiency and productivity of their equipment and land. These practices have helped them become more profitable through the more effective use of inputs, such as fertilizer, chemicals, fuel, seed, and labor. Danny said, "Our future depends on using every resource wisely because the profit margins become tighter with every passing year."

"We're looking to increase our irrigated acres when and where we can. We're also going to try to keep looking at our profitability on a farm-by-farm basis to determine whether we hold on to or try to replace a farm," he said. "As we go on, we'll try to find better and more productive land, as well as increase the productivity of the land we currently farm."



## UNUSUAL TIMES AND THE FUTURE AHEAD

For the O'Steen farm, day-to-day operations have fortunately remained "business as usual" even through this year's extraordinary circumstances. Danny said he hasn't noticed any significant changes within the farm, itself, but they've had to adapt to new ways of interacting with other businesses.

"There have been some changes to the way we do things since this pandemic started back in the early spring. Specifically, we have had less face to face interaction with retailers and sales representatives and more orders and conversations by phone. Prices have suffered, yes, but it is yet to be determined what kind of effect this pandemic is going to have on us at the

end of the year. We'll see what kind of yields we've got, but it's been a pretty decent growing year despite all the curve balls 2020 have thrown us."

Even though the future is always uncertain, Danny remains optimistic about what the rest of this year and the coming years will bring. "No matter what, we always trust The Lord to provide for our needs," he said. Regarding the rest of this year, Danny said, "We're looking forward to getting started with the peanut and cotton harvests. We will know more in a couple weeks, but right now it appears that we have been blessed with a good crop on which to get started."

## A REWARDING EXPERIENCE

As a third generation farmer, Danny is passionate about what he does every day. He said what he loves most is to watch the fruits of his hard labor

grow from spring to fall. "A farmer plants seeds in the ground, and then watches those seeds from the time they pop out of the ground until they are mature enough to harvest. It's a satisfaction from a year of hard work, and the rewards that come from it are gratifying ... most of the time," he said.

"Farming comes with its own unique challenges and it's not easy to get started, but with hard work and faith one can overcome it and make it happen, only if they commit to it 100 percent." Danny resides on his family's farm in northwest Coffee County with his wife, Angie, and their two daughters, Abbie (17) and London (14). Eli and his wife, Jenna, married last year and live on the family farm in his great-grandparents home where it all began.


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# 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.



# 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.





# MAKE PLANS TO ATTEND THE SOUTHEAST REGIONAL FRUIT & VEGETABLE VIRTUAL CONFERENCE

AgSouth is proud to be part of the Farm Credit Associations of Georgia, a sponsor of the Southeast Regional Fruit and Vegetable Conference. The virtual conference is scheduled online January 7-10 and will provide over 85 hours of educational programming. Network and visit booths virtually, all without leaving your farm!

Visit  
[seregionalconference.org](http://seregionalconference.org)  
for more information.

**Southeast**  
**regional** FRUIT &  
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# PHOTO CALENDAR WINNERS!

Congratulations to all of the winners of our mAGnificent Photo Contest! Candy Jones of Greenville County, S.C., took first place honors with her entry "*Coexisting on the Farm.*" Scott Beahan of Blackshear, Ga., came in second with his "*Cotton Pickin Barn*" entry, and Tina Childress of Laurens, S.C., won third place with her photo submission. Ten others placed in the contest and all will be featured in our 2021 AgSouth calendar. To see all of the winners, visit [agsouthfc.com/News/Photo-Contest.aspx](https://agsouthfc.com/News/Photo-Contest.aspx).





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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!



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LOANS FOR LAND, FARMS AND HOMES