



# AGSOUTH AWARDS \$25,000 IN GRANTS TO AREA FARMERS MARKETS

Earlier this year, AgSouth Farm Credit awarded 50 \$500 grants to community farmers markets in our area. Twenty-seven South Carolina markets and 23 Georgia markets received funds to promote their venues. This is the sixth year the Association has helped support our local markets in this manner, and we're happy to say that the program continues to draw new applicants each year—so many, in fact, that this year's grant was expanded to award 50 markets instead of the 25 we supported in our first five years.




To be eligible to receive a grant, applicants had to provide a detailed marketing plan describing how they would use the grant funds to promote the market while incorporating the AgSouth name or logo in their promotions.


For a list of winners, visit our home page at [AgSouthFC.com](http://AgSouthFC.com), and remember when it comes to shopping for that delicious summer produce to THINK OUTSIDE THE STORE!

## AWARD-WINNING AGAWARE® COMING TO COLUMBIA

AgSouth's national award-winning AGAWARE training for YBS (young, beginning, and small) farmers will be held in Columbia, S.C., Friday, Aug. 18, at the State Farmers Market.


AGAWARE is certified in Georgia and South Carolina for USDA's FSA Director Borrower Education Certification. Seating is limited. To register or for more information, click on the AGAWARE logo on our home page at [AgSouthFC.com](http://AgSouthFC.com).





The AGAWARE workshop will offer insight into topics including:

- Balance Sheets
- Income Statements
- Personal Finance
- Credit Bureau Scores
- Risk Management
- Succession Planning
- Building a Budget
- Accrual Income
- Available Finance Programs for YBSM





*Out in the Country*

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## A Message from the CEO



PAT CALHOUN

Spring is a great time of year! Warmer, longer and “greener” days have arrived. Spring is a busy time of year as well, both on the farm and here at your cooperative. While some of you are planning and planting, others are harvesting. The farmer's work is never done. This spring was also a challenging season. Unusually early warm weather, followed by a late, stinging freeze brought significant damage to some of our fruit producers. Let no one say agriculture is an easy business!

AgSouth has been busy making loans, working insurance and leases, and financing homes so far this spring. Our dedicated staff has been focused on meeting the needs of you, our member/borrowers. We have been busy marketing AgSouth throughout our territory to tell our story and to grow our brand awareness. We also made grants totaling \$25,000 to 50 farmers markets across the territory to help fund advertising and promotional efforts for this growing segment of agriculture.

Springtime is also great because it is when AgSouth distributes patronage and surplus checks. This year was no exception. In February and March, your cooperative returned more than \$27.5 million in cash to its members. This marks the 26th consecutive year your board has declared and distributed patronage and surplus! That is something that you, as cooperative members, can be really proud of.

As you read this issue of *Out in the Country*, you will find articles on a variety of topics from governance of the Association to updates on locations and facilities of the cooperative. Please pay special attention to the annual meeting schedule. I hope to see many of you during this year's meeting cycle in August.

Finally, I want to close by thanking you for your business. We know you have choices when it comes to deciding who to do business with. Your Board, management and staff sincerely appreciate that you have made a choice to do business with AgSouth. We are confident that it is a choice you will be well pleased with.

## Annual Meeting SAVE THE DATE



- August 14** First Presbyterian Church — Clinton, S.C.
- August 15** The Cinema, Old Orangeburg Mall — Orangeburg, S.C.
- August 28** Kiwanis of Griffin Center — Griffin, Ga. — NEW LOCATION!
- August 29** First Baptist Church — Statesboro, Ga.

## PHOTO CALENDAR CONTEST REMINDER



We're collecting photos for our 2017 mAGnificent Photo Contest through Oct. 15. Submit your rural and ag-related photos online before midnight for an opportunity to win up to \$300! If you entered last year and your photo wasn't selected, you may enter it again. Visit our home page at [AgSouthFC.com](http://AgSouthFC.com) and click on the camera for contest rules or to enter your photos.



## Office Closings

May 29	Memorial Day
July 4	Independence Day
Sept. 4	Labor Day





## WOULD YOU LIKE AN OPPORTUNITY TO LEAD YOUR COOPERATIVE?

The AgSouth Farm Credit 2017 Nominating Committee will be meeting in May to come up with a slate of candidates for four director positions. The following director regions will have board seats up for election at the annual stockholders' meetings in August:

### Region I:

**1 Seat** – Representing Abbeville, Anderson, Cherokee, Chester, Edgefield, Fairfield, Greenville, Greenwood, Kershaw, Lancaster, Laurens, Lexington, McCormick, Newberry, Oconee, Pickens, Richland, Saluda, Spartanburg, Union, and York counties in South Carolina.

### Region II:

**3 Seats** – Representing Butts, Carroll, Clayton, Coweta, DeKalb, Douglas, Fayette, Fulton, Greene, Gwinnett, Haralson, Harris, Heard, Henry, Jasper, Lamar, Meriwether, Monroe, Morgan, Muscogee, Newton, Oconee, Pike, Putnam, Rockdale, Spalding, Talbot, Troup, Upson, and Walton counties in Georgia.

The success of AgSouth Farm Credit is tied to the leadership provided by the Association's Board of Directors. If you are considering running for a director position, please contact Lisa Gunter at 912-489-4842 ext. 2663 or email [LGunter@AgSouthFC.com](mailto:LGunter@AgSouthFC.com) for a packet of information about director responsibilities and contact information for the 2017 Nominating Committee.

## AGSOUTH CONSOLIDATES ADMINISTRATIVE OFFICES

Last fall, AgSouth's Board of Directors and senior management acted on plans to consolidate AgSouth's administrative and operations functions and to staff to its headquarters in downtown Statesboro. The new AgSouth office complex will center around the company's current branch location at 40 South Main Street and the administrative office at 26 South Main.

The expansion will include a third building to be constructed at the back of the property and will include approximately 30 offices and a meeting room available for agricultural and civic club use. The three facilities will be joined by a green space area between the buildings. When completed, the complex will encompass nearly three acres downtown. The project is expected to be completed in late fall of 2018.

The decision to consolidate to Statesboro was made after a year-long study by the Board and the consideration of alternate locations in South Carolina and Georgia. The consolidation will involve the relocation of staff currently in the administrative offices in Spartanburg and



Orangeburg, South Carolina, and the hiring of additional staff to support the accounting and administrative departments. Branch offices in Spartanburg and Orangeburg will remain open.

In addition to branch employees—who work directly with AgSouth's customers—the complex will house all of the company's executive staff as well as the accounting, legal, technology, secondary mortgage market, and human resources departments.

The consolidation of AgSouth's administrative offices will add approximately 20 additional jobs to the Statesboro location. Some of those jobs will be filled by current employees relocating from the offices in South Carolina. According to CFO Alicia D. Gunter, "In the past 13 years, AgSouth has increased our gross loan portfolio by more than 51 percent, and we are proud to be one of the most successful agricultural cooperatives in the Southeast."

## Congratulations!



AgSouth Director Jimmy Carter and member Kristy Griffis-Arnold were both highlighted in Farm Credit's national "Producing Excellence" series.



AgSouth Corporate Relationship Manager Shane Boyer graduated from a two-year advanced leadership training for Georgia's leaders in agriculture and forestry.



AgSouth's Director of Information Technology Jennifer Douglas was recognized by Statesboro as a "Go Girl!" for the time and energy she devotes to the community.

## FARM CREDIT ASSOCIATIONS OF GEORGIA AWARD SCHOLARSHIPS TO UGA STUDENTS

The Farm Credit Associations of Georgia (AgSouth, AgGeorgia and Southwest Georgia Farm Credit Associations) awarded grants to six University of Georgia students earlier this year to help them continue their education.

Join us in welcoming these future ag industry leaders:



**Emily Braswell**  
Donalsonville, Ga.  
Agribusiness



**Elizabeth Isgar**  
Los Angeles  
Food Industry Marketing & Administration



**Jordan Rowe**  
Adel, Ga.  
Agribusiness



**Samantha Strickland**  
Perry, Ga.  
Food Industry Marketing & Administration  
Agribusiness



**Tristan Smith**  
Harrison, Ga.  
Agribusiness



**Haley Vickery**  
Williamson, Ga.  
Agriculture & Applied Economics

## SPARTANBURG HAS A NEW LOCATION



AgSouth's Spartanburg branch has a new address. The branch has moved into the Association's former administrative offices at **101 North Town Drive**, just down the street from the former address. We invite you to stop by to see the "new" location.

## WHO'S \$28 MILLION RICHER? OUR MEMBERS!

In March, AgSouth Farm Credit distributed to more than \$27.5 million in cash from patronage and allocated surplus to our members! Eight million originated from 2016 profits, and more than \$19 million was revolved from 2011 allocated surplus.

For 26 consecutive years AgSouth has distributed profits to our members. Since the Association instituted the patronage program in 1991, we have returned more than \$460 million in cash to our members, proving that We Put Our Profits in Your Pocket®!

### 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 or refinances. We offer competitive rates and a variety of loan programs to fit your particular needs.
- Use AgSouth for all of your leasing and crop insurance services. The more profits we make, the more we share with our customers!

