

A Message from the CEO



PAT CALHOUN

2017 is in the record books and by the time you are reading this edition of Out in the Country, we will be well into 2018. Before too much of 2018 gets under our belts, it's good to look back just a bit and to take a peek behind the curtain of the year ahead.

2017 was a great year for your cooperative. We had record earnings and were able to return a great patronage to you, our member/owners. The board declared \$32 million in patronage from our 2017 operations and during the first quarter of 2018, AgSouth distributed nearly \$29 million in cash, putting our profits "in your pocket!". We are proud to have distributed over \$489 million in cash and surplus since 1988. There's real value in doing business the cooperative way.

We've started 2018 in high gear. We're making loans, writing insurance, and originating leases and residential mortgages at a solid pace. Not only are we tending to these core lines of business, but we are actively involved in our communities as well. In this issue, you will find articles about our Think Outside the Store Farmers' Market grant program, Student Scholarships, our award winning AgAware™ financial training program and the ribbon cutting at our new Operations Center in Statesboro, Ga. Also look for information on our 2018 Annual Stockholder Meetings. I'm hoping to see many of you in attendance at these important regional business meetings of AgSouth.

I also want to take a moment to recognize the retirement of our long-time Chief Financial Officer, Lisa Gunter. Lisa retired on March 31st after thirty-seven years of dedicated service to Farm Credit. Lisa's contributions to our Association's successes have been significant, and she will be missed. I wish her every success in her well-earned retirement.

Finally, I want to thank you for your business. Your confidence in AgSouth is what makes us successful as we move forward together.

Save the date for your ANNUAL MEETING

Aug. 13 Griffin Kiwanis Building, Griffin, Ga.

Aug. 14 First Baptist Church, Statesboro, Ga.

Aug. 27 First Presbyterian Church, Clinton, S.C.

Aug. 28 Old Orangeburg Mall, Orangeburg, S.C.


NOTICE: Office Closings

May 28	Memorial Day
July 4	Independence Day
Sept. 3	Labor Day



AgSouth's New Operations Center Open

On March 27, AgSouth held a ribbon cutting on its new operations building in Statesboro, Ga. The new building is part of the company's three-acre downtown complex that houses all of the company's executive staff as well as the accounting, legal, technology, secondary mortgage market, and human resources departments. The branch staff who work directly with our customers will remain in the main office located inside the complex at 40 South Main Street.



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

AGSOUTH MEMBERS ARE NEARLY \$32 MILLION RICHER THIS YEAR!

This spring AgSouth Farm Credit distributed nearly \$32 million to our members from our 2017 profits, nearly \$10 million in cash! Additionally, this spring we returned more than \$19 million in cash from our 2012 profits! It pays to do business with AgSouth!

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!



REMINDER

We're collecting photos for our 2018 mAGnificent Photo Contest. Submit your rural and ag-related photos online before midnight on June 1 for an opportunity to win up to \$300 and be featured in our 2019 Association calendar! If you entered last year and your photo wasn't selected, you may enter it again. Visit our home page at AgSouthFC.com and click on News & Events for contest rules or to enter your photos.

Welcome New Employees



Daniel Reddick
Senior Credit Analyst
Corporate/Madison, Ga



Josh Fort
Mortgage Originator
Orangeburg, S.C.



Betty Coker
Loan Assistant
Douglas, Ga.



Kerri Ann Tingle
Accountant
Statesboro, Ga.



Todd Mahon
Relationship Manager
Laurens, S.C.



Alex Smith
Crop Insurance Agent
Thomaston, Ga.



Susan Guard
Loan Assistant
Rock Hill, S.C.



Whitney Hutcheson
Loan Assistant
Vidalia, Ga.



Bo Fennell
Chief Financial Officer
Statesboro, Ga.



Christy Marsh
Country Home Loan
Manager, Statesboro, Ga.



Brandt Stone
Mortgage Originator
Anderson, S.C.



Keri Garrett
Crop Insurance Agent
Laurens, S.C.



Phil Long
Mortgage Originator
Spartanburg, S.C.



Micaela Cox
Administrative Assistant
Statesboro, Ga.



Lindsay Hunt
Loan Officer Trainee
Spartanburg, S.C.



Rebecca Sanders
Mortgage Loan Processor
Statesboro, Ga.

Employees Retire with 215 Years of Combined Service!

*With an average
tenure of 30.7 years,
we wish these
dedicated employees
a very happy
retirement.*



Deidre Nelson
Loan Originator Supervisor
17 years



Norma Terrell
Administrative Assistant
14 years



Lisa Peden
Chief Human Resources
Officer, 34 years



Myrtle Jones
Administrative Assistant
37 years



Owen Smith
Chief Credit Officer
39 years



Ricky Cochran
Regional Vice President
37 years



Lisa Gunter
Chief Financial Officer
37 years



Real World Problems & Solutions with Rocky Branch Elementary Students

By: Spencer Floyd, Marketing Specialist

In mid-October of 2017, Rocky Branch Elementary School (RBES) of Oconee County, Ga., approached several local businesses in an attempt to expose elementary STEAM students to real world problems. Susan Riley, Arts Integration Specialist, says, "STEAM [or STEM, as it is more commonly known] is an educational approach to learning that uses Science, Technology, Engineering, the Arts and Mathematics as access points for guiding student inquiry, dialogue and critical thinking." The goal for this style of learning is to produce an atmosphere that promotes students to take attentive risks, participate in experiential learning, embrace collaboration in problem solving and work through the creative process. Laura Mason, RBES principal, and Angela Harris, RBES STEAM teacher, partnered directly with Mitchell Dickey of AgSouth Farm Credit on this project. Harris went on to say, "As a STEAM certified school, local partnerships are important to help students learn how to solve real world problems. Our hope is that we are creating in students a desire to pursue future careers in the STEAM field."

The process was fairly simple. Dickey was tasked with completing a company overview form that would supply a general outline of AgSouth Farm Credit and provide a list of sample problems and challenges that he as an employee or as a farmer and the business AgSouth or farming face on a day-to-day basis, and the school would select one of the problems and attempt to solve it. The challenge the RBES staff and students found most interesting

was to exploring how to outfit a 4-wheeler or John Deere Gator with an efficient way to pull soil samples. Dickey presented this as a challenge in the agriculture industry because farmers must take a soil sample for every five acres on at least an annual basis. Different areas



of the property will need different amounts of fertilizer. For a grower who plants hundreds to thousands of acres, this can be exceedingly time consuming, especially if you were to do this by walking the property. Once the students selected this project, Dickey attended the Oconee County School's Board of Education for their approval. In his presentation, Dickey mentioned the definition, the makeup and the different types and purpose of soil, and explained the farmers' need for a solution to this problem. He also disclosed the materials necessary for the project. With the problem outlined, the materials needed listed, and the project approved, Dickey left this experiment for the 3rd grade STEAM class at RBES to figure out.

On January 24, 2018, eight teams of students completed a design and presented their solutions to a panel made up of AgSouth Farm Credit employees and AgSouth member/borrower Jeffery Thomas of Triple J Farms at the RBES media center. Each teams displayed its resolution for where each of the resources would be placed piece-by-piece on a model 4-wheeler, which was covered in duct tape for attachment purposes. No two groups had the exact same solution; however, there were two similar trains of thought: one being a customized trailer attachment and the other with supplies conveniently attached in easily accessible locations throughout the ATV.

The panel came to a unanimous agreement that these students solved the issue of how farmers can collect multiple soil samples without getting off their 4-wheelers and losing valuable time. Farmer Thomas even plans to implement some of the innovative solutions! Anyone in the room could see how proud these students were of the hard work and thought that went into these prototypes. These future innovators, educators, leaders and learners of the 21st century were all motivated and engaged. Afterwards, Mitchell Dickey commented, "AgSouth is committed to interacting with the community in creative and impactful ways and it's been a privilege to partner with the Rocky Branch STEAM staff and students on this soil sample project."



Promoting & Educating the Next Generation of Farmers

AWARD-WINNING AGAWARE® COMING SOON!

AgSouth is offering two sessions of its award-winning AGAware® training for YBS (young, beginning, and small) farmers this summer. The workshops are held from 9:00 a.m. – 4:00 p.m. and include a free lunch.

FRIDAY, AUGUST 17

Presbyterian College
Harrington-Peachtree Amphitheater
503 S Broad St. | Clinton, SC 29325

FRIDAY, AUGUST 24

Blueberry Plantation Inn
174 Plantation Dr. | Alma, GA 31510

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, visit

AgSouthFC.com/News/AGAware



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





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



Earlier this year, AgSouth Farm Credit awarded \$25,000 grants to fifty community farmers markets in our area to promote their venues. This is the seventh 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.

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.

To see if your local market received a grant, visit AgSouthFC.com and click on News & Events/Farmers Market Grants. And remember: When it comes to shopping for that delicious summer produce, THINK OUTSIDE THE STORE!

AGSOUTH AWARDS SCHOLARSHIPS

Earlier this year, AgSouth Farm Credit awarded grants to two Clemson University students to help them continue their agricultural education.

Join us in welcoming these future ag industry leaders:



**Mary Lindsay
Costner**

From: Abbeville, S.C.
Major: Agribusiness

"This scholarship ... means that someone out there believes in my ability as well as the industry I am working towards. It just shows the gratitude that others have for our accomplishments and determination that students put forth."



**Taylor Nicole
Yarborough**

From: Fort Mill, S.C.
Major: Agribusiness

"This scholarship has helped me so much, and I have been so thankful to have it."

IN THE NEWS...



AgSouth's Jon Harris was interviewed by Southeast Produce Weekly during the SE Regional Fruit & Vegetable Conference and Tradeshow on the future of Farm economics. Hear what he had to say by watching the SE Produce Show on DirecTV, dish, cable providers including Frontier and Spectrum, YouTube, Hulu, Roku and other streaming services like RFDTV.com!



Jimmy Carter



Hugh Weathers

AgSouth director Jimmy Carter has been appointed Chairman of AgSouth's Board of Directors and Hugh Weathers has been appointed Vice Chairman.



AgSouth CEO Pat Calhoun (l) and Director Lee DeLoach (r) met with Congressman Rick Allen in Statesboro, Ga., to discuss the importance of the Farm Bill to AgSouth, the Farm Credit System and its members.

BOARD OF DIRECTORS:
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Hugh E. Weathers (Vice Chairman)
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WHEN IT COMES TO CUSTOMER SERVICE— *We Deliver*



LOANS | We have loans tailored to meet the special needs of our farmers and rural communities.

EXPERTISE | We're specialists in financing land, farms and homes, and no one does it better!

EXPERIENCE | Farm Credit has been operating since 1916 and we know the intricacies of financing your rural lifestyle.

PROFITS | We return our profits to our borrowers. Since 1988, the Association has paid out nearly \$490 million in patronage refunds, including \$31.7 million this year.

Call us for any financing needs you may have and continue to reap the rewards of doing business with the cooperative that delivers!



844.AGSOUTH

AgSouthFC.com

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