

# Leader



## In This Issue

- Cooperative Business . . . 7
- Communities Respond . 8, 9
- Berry, Berry Good . . . . . 10
- Making Hay . . . . . 12
- Discount Deal . . . . . 14



## Central Kentucky Branch Offices

### Danville Office

Highway 127 Bypass • Danville, KY 40422  
859-236-6570 • 1-800-589-4261

**Dale T. Cinnamon**  
Asst. Vice President  
& Branch Manager

**Joe Goggin**  
Asst. Branch Manager  
& Loan Officer

**Brad Godbey**  
Loan Officer

**Kim Elliott**  
Senior Loan Assistant

**Tina Roney & Lisa Yeager**  
Loan Assistants

### Lebanon Office

Campbellsville Road • Lebanon, KY 40033  
270-692-4411 • 1-800-264-0402

**Harry Young**  
Asst. Vice President  
& Branch Manager

**Donna Mudd**  
Senior Loan Assistant

**Jeanie Williams**  
Loan Assistant

**Michael R. Chiles**  
Loan Officer Trainee

### Lexington Office

640 South Broadway • Lexington, KY 40508  
859-252-4717 • 1-888-820-3270

**Shane Turner**  
Asst. Vice President &  
Regional Lending Mgr.

**Russell Gray**  
Loan Officer

**Laura Jackson**  
Loan Officer Trainee

**Linda Haley**  
Loan Assistant

**Jonathan Parker**  
Loan Officer

### Paris Office

1440 High Street • Paris, KY 40361  
859-987-4344 • 1-800-613-4292

**Donna Sharpe-Cassity**  
Loan Officer

**Margie Roe**  
Loan Assistant

### Richmond Office

1000 Ival James Blvd. • Richmond, KY 40475  
859-623-1624 • 1-888-820-3221

**John Thomas**  
Asst. Vice President  
& Branch Manager

**Luke J. Ramsay**  
Loan Officer Trainee

**Peggy Powell**  
Senior Loan Assistant

**Teresa Thomas**  
Loan Assistant

### Stanford Office

U.S. Highway 27 • Stanford, KY 40484  
606-365-7500 • 1-800-467-0039

**Ronnie Bradshaw**  
Asst. Vice President  
& Branch Manager

**Dion Mullins**  
Loan Officer

**Johathan Noe**  
Loan Officer

**Pamela Johnston**  
Loan Assistant

**Felicia Madden**  
Loan Assistant

### Country Mortgage Loans

**Scott Mass**  
Manager

Country Mortgage Loans  
1-888-820-3221

### Regional Managers

**Shane Turner**  
Northern Section  
1-888-820-3270

**Paul Wyler**  
Southern Section  
1-800-589-4261

## Holiday Closings

September 6, 2004

**Labor Day**  
(Monday)

November 11

**Veteran's Day**  
(Thursday)

November 25 & 26

**Thanksgiving**  
(Thursday & Friday)

### Privacy Policy

Your online privacy is always a top concern at Ag Credit. For a complete copy of the latest version of the online privacy policy, please visit our web site and click on the homepage link. [Review our Privacy Policy](#)

### Leader

is published quarterly for stockholders, directors, business associates and friends of the Central Kentucky Ag Credit Association.

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Oscar Penn

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Robert Anderson

### Address Changes

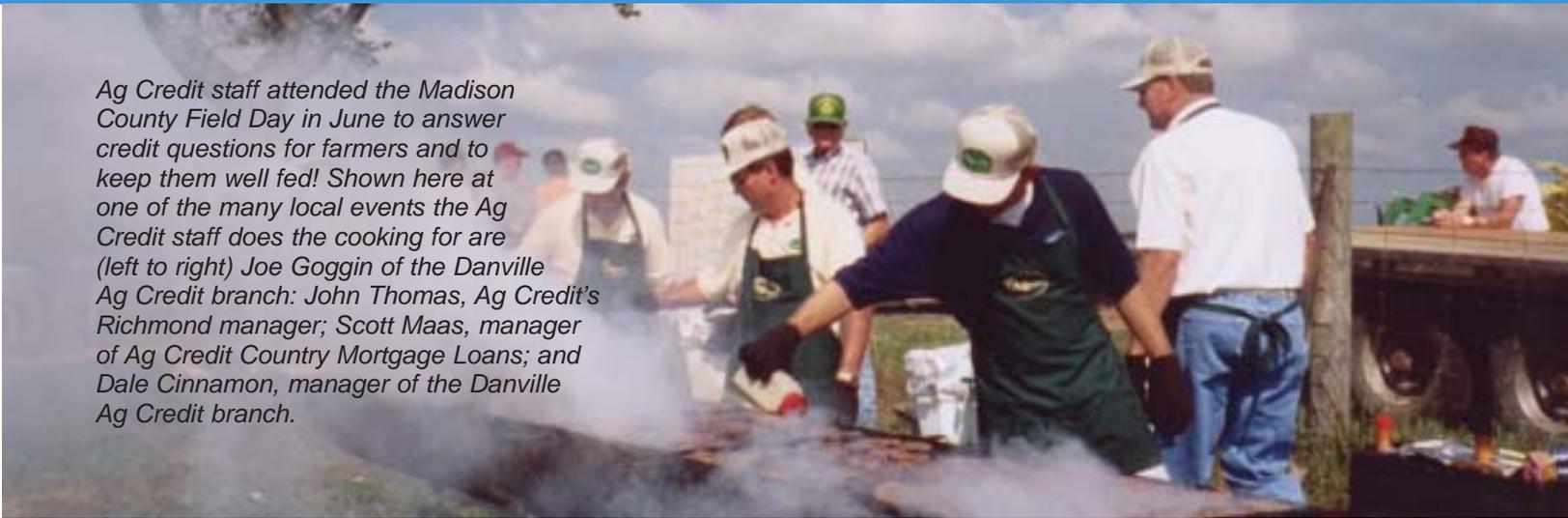
Address changes, questions or comments should be directed to Central Kentucky Agricultural Credit Association by calling 1-859-253-3249, or by writing P.O. Box 1290, Lexington, KY 40588-1290.

### Financial Information

The Farm Credit Administration does not require the association to distribute its quarterly financial reports to stockholders. However, copies of its complete report are available upon request. The shareholders' investment in the association is materially affected by the financial condition and results of operations of AgFirst Farm Credit Bank and copies of its quarterly financial report are available by writing Patti Trotter, AgFirst Farm Credit Bank, P.O. Box 1499, Columbia, SC 29202-1499.



Ag Credit staff attended the Madison County Field Day in June to answer credit questions for farmers and to keep them well fed! Shown here at one of the many local events the Ag Credit staff does the cooking for are (left to right) Joe Goggin of the Danville Ag Credit branch; John Thomas, Ag Credit's Richmond manager; Scott Maas, manager of Ag Credit Country Mortgage Loans; and Dale Cinnamon, manager of the Danville Ag Credit branch.



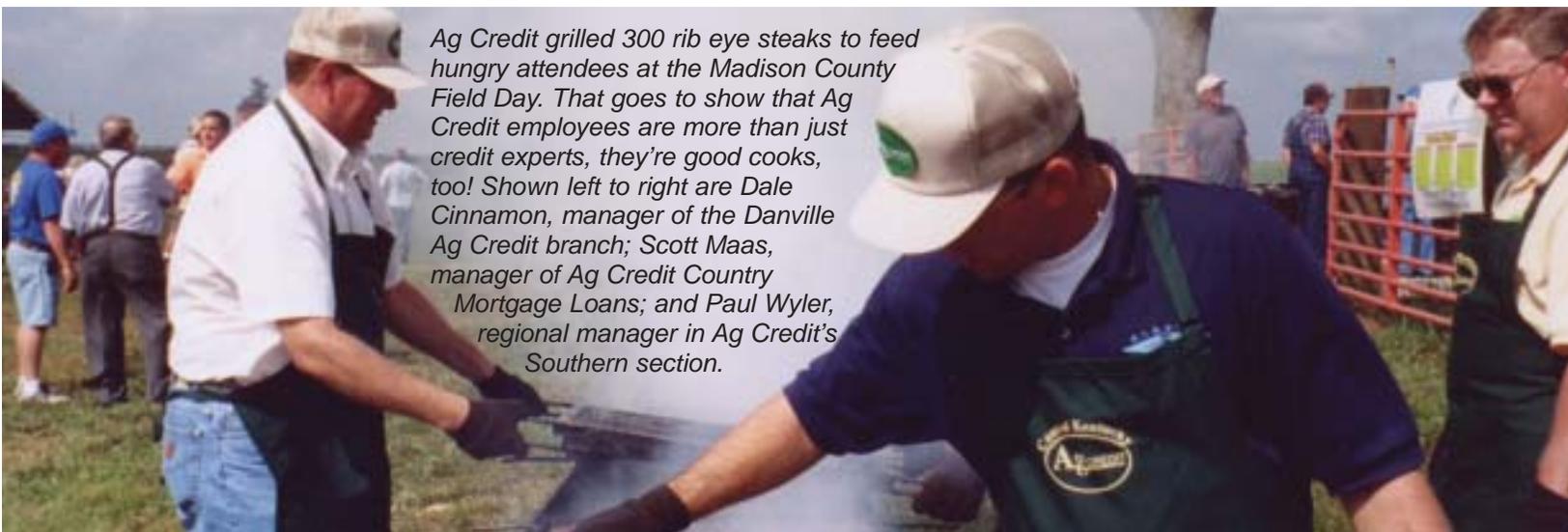
## Feeding Our Friends: Madison County Field Day Draws Crowd



The June Madison County Extension Field Day featured a variety of farm management tours and informational sessions. Tours and topics included livestock management, green house management, tobacco, forages and livestock water systems.

John Wilson, Madison County's University of Kentucky Extension Agent, also announced annual winners for Outstanding Work in Pastures and Forages Production. Those Madison County winners were Ira Eugene Reed and Billy Glenn Turpin.

Ag Credit grilled 300 rib eye steaks to feed hungry attendees at the Madison County Field Day. That goes to show that Ag Credit employees are more than just credit experts, they're good cooks, too! Shown left to right are Dale Cinnamon, manager of the Danville Ag Credit branch; Scott Maas, manager of Ag Credit Country Mortgage Loans; and Paul Wyler, regional manager in Ag Credit's Southern section.



# Do You Want Somebody to Talk Back to You?

By Robert Anderson

Of course you'd like a little back talk ... provided the talk is about something that will help you and is delivered by your friendly Ag Credit financial expert!

Do you wonder what is right for you and your personal financial situation? It is often hard to see the forest for the trees when it comes to interest rates, particularly with so much random input from newspapers, web sites, television "talking heads" and even comments from friends and neighbors. However, this is where the Ag Credit advantage kicks in. With our experienced staff in a branch that is probably close to you, the opportunity is convenient for you to discuss what is financially best for you and your situation.

We recently visited with Russell Gray, a Lexington Branch loan officer, to talk about interest rates. Russell noted that, "with rates starting an upward move recently, many 'experts' are touting advantages of variable rates. While interest rates are not at the historic 40-year low that they once were, 30-year lows remain really good deals." He observes that, "people need to take the long-term look at where rates have been and where they might go."

In addition to wide knowledge about the interest rate market, Russell adds a personal touch to his conversations with customers. Russell often starts



Russell Gray, Loan Officer  
Lexington Ag Credit Branch

interest rate discussions with something like, "what do you plan to be doing in five years? How about longer?" Customers will sometimes respond with, "I thought we were talking about interest rates! Now you're asking if I plan on farming five more years, or moving from my home town. What gives?"

Russell knows that your personal plans affect your financial plans. He also knows that by answering critical questions in advance, your need for short-term or long-term financing will be better addressed. With a wide range of interest rate products to choose from, Russell can quickly match your personal needs with the right loan product.

Customers can obtain personal input regarding lending from Russell and all Ag Credit experts throughout the Central Kentucky Ag Credit system. There's no better place to turn for advice, than to the Ag Credit expert who understands the special needs of full- and part-time farmers and rural residents. Try it. You'll like it.

## Property Insurance Protects Loans and Member Equity

Central Kentucky Agricultural Credit Association loan agreements stipulate that borrowers obtain and maintain insurance on property pledged as security for loans with the association named as mortgagee, or loss payee as appropriate.

This notice is a reminder that the minimum amount of coverage required to be maintained is the lesser of your loan balance(s), the actual cash value of the property, the replacement cost of the property or the amount stipulated by your loan officer. Since the amount required could be less than the amount for which the property is insured, you are encouraged to consider higher limits where applicable to adequately protect your equity interest in the property.

If the property securing your loan consists of improved real estate, unless otherwise advised, at a minimum your policy must insure against the following perils: fire and lightening, wind, hail, aircraft or vehicle damage, riot or civil commotion, explosion, smoke damage, water damage (other than flood), falling objects, weight of snow, ice or sleet and vandalism. Loss of damage from flooding is also required if your loan was made after October 4, 1996, and at the time the loan was made the property was located in a government mandated Special Flood Hazard Area and flood insurance was available.

# Going Up in Paris



**Completion of Ag Credit's new Paris Branch office will occur in a few months. This photo shows early construction, but more progress had been made by the time the Ag Credit Leader went to press.**

Central Kentucky Ag Credit is continuing to improve office facilities for use by member-customers. Past Leader magazine articles have highlighted completion of the new building in Richmond, expansions in Danville and improvements in Stanford. Now it is Paris's turn!

The roof is in place and the walls are up in Paris. The new building will be located at the corner of U.S. 460 and the Paris Bypass. The facility will offer better parking for customers, a larger office to accommodate the growing customer base and meeting rooms.

**Larry K. Stone, President and CEO of Central Kentucky Ag Credit, (standing), reviews engineering plans for the new Paris building. G. D. Perkins Company is the designer/builder and Glen Perkins is shown kneeling, while pointing out construction features**



## A Keystone of Freedom

The right to cast votes for candidates of your choice in elections is one of the greatest benefits offered to American citizens. However, the right to vote is all-too-often taken for granted by those of us who are free Americans.

While it is easy to believe that our solitary vote doesn't count, the alternative of not voting in a Totalitarian State is a nightmare.

Vote for candidates of your choice during the November election process. A vote in your local election is just as important as your vote in the Presidential election. Your electoral input as a citizen is needed in your city, in your county, in your state and in your nation.

A single vote is important. Together, all votes create a consensus of opinion that is vital to long-term health at every level of American government. That's why America's Declaration of Independence includes voting as a free-world privilege.

The election process is a Keystone of Freedom. Vote in November.

## Fulfilling a Need...



Ag Credit fulfills an important need in rural areas. The association lends money to full- and part-time farmers and rural residents. Those member-customers need special financial understanding and attention regarding lines of credit for crops, how to finance homes on rural property and a host of other special agriculture and rural living matters. Ag Credit experts are not city boys. They understand farming and rural living.



# the late show.

You can watch the late show anytime when you live in the country. Ag Credit is ready to help you establish your loan for your very own home in the country. If it's a small, starter home, that's okay. If it's a big home with lots of land, that's okay, too. We do it all.

We've been a dependable source of credit in Central Kentucky for 70 years. Our past experience helps us focus on your future. Interest rates for Country Home Mortgages are still good. See your Ag Credit home loan expert right away.

# Country Mortgages

by 

 Equal Housing Lender

# Why Should You Do Business With a Cooperative?



*Donna Sharpe-Cassity, Ag Credit's loan officer at the Paris Branch, presents Jeff Hay with a patronage refund check. That's more proof that Ag Credit shares prosperity with members!*

A cooperative is a business. Cooperatives, like Central Kentucky Ag Credit, are owned and democratically controlled by members – the people who use the cooperative's services or buy its goods. That means the way in which Ag Credit conducts business will always be suited to the needs of full-and part-time farmers and rural residents.

Ag Credit and other cooperatives are not motivated by profit, but strive to meet the needs of members who use services offered by cooperatives. According to information provided by the National Cooperative Business Association, more than 750,000 cooperatives in America currently serve over 760 million members.

If you want to know more about cooperatives and the way in which they work for members, go to the National Cooperative Business Association website at:

[www.ncba.coop/abcoop.cfm](http://www.ncba.coop/abcoop.cfm)



*Margie Roe, Ag Credit's Paris Branch loan assistant, puts money back into the pockets of Steve Jones. Ag Credit patronage refunds are an exclusive benefit of doing business with your financial cooperative.*



*Jonathan Noe (left), a loan officer at the Stanford Ag Credit Branch, presents Michael Noe with a patronage refund check. Yep, they are brothers ... and Michael is one of Ag Credit's member-customers.*



*Jimmy Tudor (left), accepts his patronage check from Ronnie Bradshaw, assistant vice president and branch manager of Ag Credit's Stanford Branch. Patronage refunds that have been given back to Ag Credit's members have totaled over \$4.3 million during the past seven years.*

## It's Money in Your Pocket!

# Communities Respond to

An important part of Ag Credit's activity in the 17-county service area is to support community groups and the activities they produce. Each activity contributes to the wholesome lifestyle that is unique to rural regions. Most groups are largely comprised of volunteers who work hard to make life rewarding and enriching within central Kentucky's communities.

February 25, 2004

Dear Gracious Contributors,

The National FFA Organization strives to better the lives of young adults involved in agriculture, but the only way that can happen is the support from people throughout their own communities; you are one of those.

By advertising during National FFA Week you not only supported our chapter, but also showed the community that you fully support agriculture and the FFA. The advertisement also will aid pages we will run in March following the Bluegrass Region FFA Regional Day hosted by the University of Kentucky College of Agriculture. Various members from our chapter will have the opportunity to compete in a wide variety of contests. The pages we run in March will showcase the many talents of the members of the Bourbon County FFA.

We can not thank you enough for supporting our chapter and the National FFA Organization during National FFA Week. We hope that you are satisfied with your advertisement and will join us again next year in celebrating agriculture and the nation's largest youth organization.

Sincerely,

Bourbon County FFA

Jonathan -

Thanks so much for speaking to the seniors at our MCBEP Career Day. I believe students found the event to be beneficial, and I appreciate your participation.

Thanks again,

Jeni Hudson  
Chamber of Commerce

We the youth scholars of the Danville Enterprise Study Program, thank you for your information that we gained will be an asset we pursue in the future.

Again, thank you for taking time out of your time and talents with us.

dkm  
Eliane R. Fernandez  
Jill Fullum  
Michelle Reardon  
Sunny  
Amber Baker  
Michelle  
Joni Edwards  
Nicole Wesley

Ag Credit,

Thank you very much for supporting my lamb at the show and sale. It is people like you who make these things possible.

Thank You,  
Anna Lynn

Dear Central KY Ag Credit,

Thank you for buying my lamb with your donation. I can continue my project and save up for college. once again. THANK YOU!

Sincerely,  
Justin Johnson.

Central Kentucky Agricultural Credit Association  
440 High Street  
Paris, Ky. 40361

Dear Central Ky. Ag. Credit Assoc.:

The cooperating agencies of the Bourbon County Farm Field Day would like to thank your agency for providing the drinks, cups, and napkins at the farm tour and field day on October 8 on the Glen Oak Farm.

We want you to know that we appreciate your contribution to our program.

Sincerely,

Sam Clay III  
Sam Clay, III, Chairman  
Bourbon County Conservation District

# Ag Credit. We Care.

These letters are a few received in response to Ag Credit's support of community activities. We've been pleased to help and to receive the responses. Most of all, Ag Credit is proud to be a part of all communities in central Kentucky.

Thanks for including Ag Credit in your organizations and in your communities. We care!

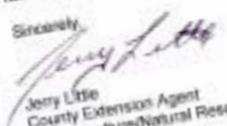
Dear Joe:

Thank you so much for speaking with our 16 Youth Scholars during the American Private Enterprise System Program. These sophomores and juniors attend Boyle County High School and Danville High School. The American Private Enterprise System Program brings together students from throughout our county, for a unique learning experience, helping them realize the connections between school and business.

I appreciate the gift of your time and expertise to help educate the youth of Boyle County. This is a valuable experience for them, and I appreciate your contribution.

I have enclosed a thank you letter signed by each of our youth scholars.

I look forward to working with you in the future again.

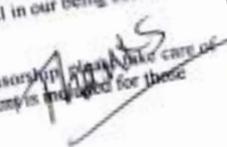
Sincerely,  
  
 Jerry Little  
 County Extension Agent  
 For Agriculture/Natural Resources

We appreciate your partnership in making the 2004 Convention so very successful. Thank you for that support. KCE Staff

Dear Angus Friend,

The 2003 National Junior Angus Show in Louisville was another success. On behalf of the Kentucky Junior Angus Association, Kentucky Angus Association and my committee I want to thank you for your support. Your generous donation, purchase of an ad in the show program or sponsoring a class was instrumental in our being able to host the show.

If you have not yet sent payment for your ad or class sponsorship, please take care of this immediately as we need to finalize our work. A statement is included for these needing a reminder.

Sincerely,  
  
 Kenley Cosner  
 Chairman, Program Ad Committee

Boyle County American Private Enterprise System  
 leadership in our recent program. We are pleased to have you as a member of our team, and we hope to see you at each of us, regardless of what your busy schedule, to share your thoughts.

Sincerely,  
 2004 American Private Enterprise Program Youth



Dear Central Kentucky Ag Credit people,  
 Thank you for buying my lamb. I enjoyed working with my lamb alot, I especially enjoyed running and showing them. If I had a chance, I would do it all again.

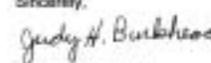
Yours Truly,  
 Jacob E. Farmer

Dear Joe:

Thank you for your support of the Danville-Boyle County American Private Enterprise Study Program. In order for the program to be successful, it is mandatory to have community support.

The \$ 100.00 scholarship received will help sponsor one high school junior from Boyle County High School, Danville High School or Kentucky School for the Deaf.

Again, thank you for your support and interest in the program.

Sincerely,  
  
 Judy H. Burkhead  
 County Extension Agent  
 For 4-H Youth Development

## Berry, Berry Good for You!



The University of Kentucky Research and Education Center at Princeton has evaluated eight varieties of Northern Highbush Blueberries during the past ten years. Research has centered on productivity of the varieties, with current studies showing that production ranges from 15-22 pounds per bush. That equates to 10-15 quarts per bush, according to University of Kentucky experts.

“Blueberries are easy to grow because they are naturally resistant to a lot of diseases and insects,” explains Joe Masabni, a University of Kentucky extension fruit and vegetable specialist. Birds and Japanese Beetles are problems, but netting is used to combat birds, while insecticides keep beetles under control.

Folks who are considering production of blueberries will be best served to plant bushes on a ridge

and mulch with pine. Irrigation is also necessary to establish and grow good blueberry plants, according to extension specialists.

If you want to know more about blueberry production, you can obtain advice and counsel from your county extension agent, or information is available at the following website address:  
[www.ca.uky.edu/agc/news/2004/Jun/blueberry.htm](http://www.ca.uky.edu/agc/news/2004/Jun/blueberry.htm)

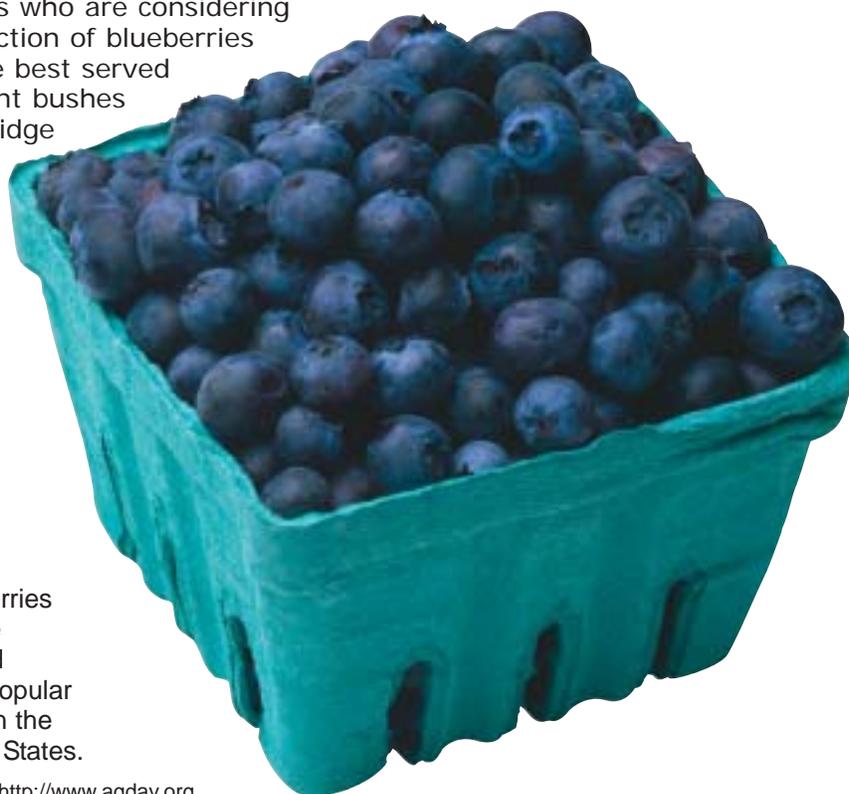
### A Homegrown Assurance

Look for this logo when you shop for Kentucky homegrown products. The logo was introduced by the Kentucky Department of Agriculture early this year to promote and support farm products that are produced in Kentucky. Look for the designation everywhere that Kentucky homegrown products are sold. It is your assurance that the farm product is produced in your own state.

### Cookbook is Available

A cookbook entitled “Pride of Kentucky” is available and full of special recipes, Kentucky stories, places to visit in Kentucky and more. “Pride of Kentucky” was published as a partnership project by the University of Kentucky Cooperative Extension Service and the Kentucky Department of Agriculture.

You are sure to enjoy this special cookbook. It is available by contacting your University of Kentucky Cooperative Extension Agent, or online at [www.prideofkybook.com](http://www.prideofkybook.com).



Blueberries are the second most popular berry in the United States.

Source: <http://www.agday.org>

# Sun Safety and Not So Sunny Facts

*"When you see band-aids on their lips, that's a sure sign they've had to deal with skin cancer."*

An observation about farmers from Darrell Simpson, U of K Extension Agent in Muhlenberg County.

Skin cancer is the most common form of cancer in the United States and folks who live in rural areas spend lots of time outdoors. Be careful.

Most skin cancer deaths are caused by malignant melanoma, the most dangerous type of skin cancer. Unfortunately, cases of malignant melanoma have greatly increased over time. A person today is twice as likely to develop melanoma as someone born only ten years ago, and twelve times as likely as someone born fifty years ago. This is likely because more ultraviolet radiation is reaching the Earth as the ozone layer is being used up or depleted. So, it is more critical than ever to protect yourself and your family from the sun.

## Good Things to Do

- Avoid the sun between 10 AM and 4 PM if possible
- Wear protective clothing

- Wear a sun safe hat
- Wear sunglasses
- Use a sunscreen with an SPF of at least 30
- Do not use tanning beds or sun lamps
- Do monthly skin checks

## Bad Things Can Happen

- 9,000 Americans die each year from skin cancer
- 1 in 7 people will develop some type of skin cancer during their lifetime
- Cases of malignant melanoma are increasing rapidly
- One serious sunburn can increase your risk of skin cancer by as much as 50%
- People who were severely burned as children have a higher risk of developing skin cancer

(Note: To find out more about how to defend yourself from the harmful effects of sun, surf the Worldwide Web for online information from the University of Kentucky, Kentucky State University, U. S. Department of Agriculture, American Cancer Society and Iowa State University. All these sources have contributed to information in this article.)

## New Employee Laura Jackson



Laura Jackson has joined the Ag Credit employee team as a loan officer trainee and is currently assigned to the Lexington Ag Credit Branch. She will ultimately work in Ag Credit's Paris Branch Office, is a native of Paris, and the daughter of Kevin and Bonnie Crump.

Laura earned her B.S. Degree in Ag Economics, with a minor in Animal Science, from the University of Kentucky. Prior to joining Ag Credit she served as an intern in the Loan Center for Kentucky Bank in Paris. While a student at the University of Kentucky, Laura also served as an officer with the Block & Bridle Club.

She is married to Bret Jackson, also a native of Paris, and they reside on the family farm, where they have a small herd of Angus purebred cattle. The Jacksons attend the Church of the Annunciation in Paris.

## Go Kentucky, Go!

According to June reports from the Kentucky Agricultural Statistics Service, Kentucky continues to have the largest beef cow inventory east of the Mississippi River. Beef cow inventory was reported at 1.1 million head. The Commonwealth's total cattle inventory was reported at 2.4 million head.

# Making Hay While the Sun Shines

Photos and Research by Robert Anderson



Kentucky is among America's top ten states in hay production. Texas is number one.

(Source: Kentucky Hay Facts – National Ag Statistics Service.)

Through late spring, into the heat of summer and into early fall, Kentucky farmers have been making hay. Square, baled, round, sleeved and lofted ... Kentuckians put up nearly 6.4 million tons of hay each year. With the importance of hay to Kentucky agriculture, it's good to know that several informational sources exist to ensure that you get the best value and advice for your hard work in the hay field.

## Best Bargain

To get your hay tested for overall quality, simply call the Hay and Grain Division of the Kentucky Department of Agriculture (KDA) at 1-800-248-4628 and arrange to have your hay tested. You don't have to leave the farm! A representative from the department will come to you and the cost is only \$10 for

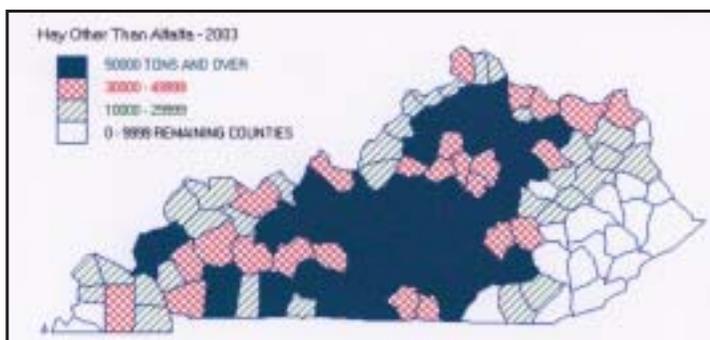
each lot of hay tested. The KDA representative will take one or more samples and have them analyzed for protein and energy. You will receive test results in about five days. Along with your hay analysis, you may also obtain ration formulation so that you know the best way to utilize your hay. Contact your county extension agent to coordinate this service, an excellent way to combine hay and other feed to best meet the needs of whatever livestock you may have.

Joe Goggin, Ag Credit's assistant branch manager and loan officer at Danville, urges that farmers test their hay this year. Joe and his family are veteran

livestock producers and believe that general growing conditions in the central Kentucky region this year may cause a lack of nutrients in hay. Testing can reveal such nutrient deficits if they exist, making it possible to properly supplement feeding practices to assure good livestock health.

## Added Benefit

If you have your hay tested you can also get it listed for sale by the Kentucky Department of Agriculture, provided you have more hay than you need for feeding your own livestock. To use this service, go to the following website: [www.kyagr.com](http://www.kyagr.com), and go to the Hay Testing Program.



## What About Ol' Nellie?

Combining proper hay and feed rations is critical to maintaining good health in your livestock. And, in recent years there has been an upsurge in the number of horses that are kept for pleasure throughout central Kentucky.

To the trained eye, the condition of a horse is readily apparent by just looking. Can you tell how you are doing as a "feed master" by just looking at a horse? You can get a copy of the "Condition Scoring for Your Horse", which is published by the University of Kentucky Cooperative Extension Service. Specify Bulletin Number ASC-145. Better yet, you can print a copy of the article from your computer by accessing the following website:  
<http://www.uky.edu/Agriculture/AnimalSciences/extension/equinepub.html>.

Be sure to give Ol' Nellie a good condition examination. Your extra effort will assure that Nellie will be fit to ride with you over hills and dales this fall.

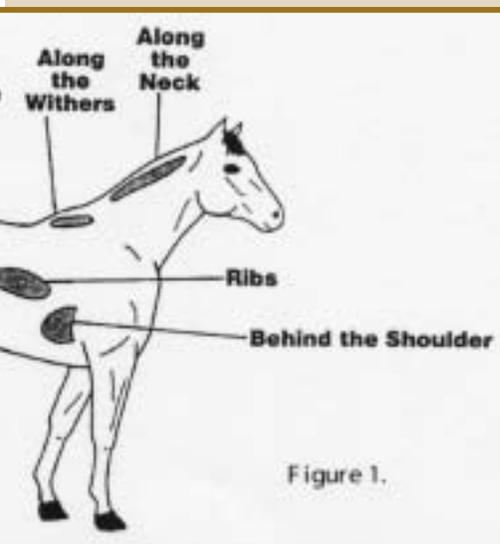


Figure 1.

## University of Kentucky County Extension Offices in Ag Credit Territory

County Extension Offices are important points of information and service throughout the Commonwealth. Shown here is complete contact information for all Extension Offices that are located throughout the 17-county Central Kentucky Ag Credit territory.

### Anderson County

1026 County Park Road  
Lawrenceburg, KY 40342-1235  
Phone: (502) 839-7271  
Fax: (502) 839-9829  
Email: cesander@uky.edu

### Bourbon County Office

603 Millersburg Road  
Paris, KY 40361-8837  
Phone: (859) 987-1895  
Fax: (859) 987-3120  
Email: cesbourb@uky.edu

### Boyle County Office

446 N. Danville Bypass  
Danville, KY 40422  
Phone: (859) 236-4484  
Fax: (859) 236-8976  
Email: cesboyle@uky.edu

### Clark County Office

400 Fortune Drive  
Winchester, KY 40391-8292  
Phone: (859) 744-4682  
Fax: (859) 744-4698  
E-mail: cesclark@uky.edu

### Fayette County Office

1140 Red Mile Place  
Lexington, KY 40504-1172  
Phone: (859) 257-5582  
Fax: (859) 254-3697  
Email: cesfayet@uky.edu

### Franklin County Office

101 Lakeview Court  
Frankfort, KY 40601-8750  
Phone: (502) 695-9035  
Fax: (502) 695-9309  
Email: cesfrank@uky.edu

### Garrard County Office

1302 Stanford Street  
Lancaster, KY 40444-1238  
Phone: (859) 792-3026  
Fax: (859) 792-4114  
Email: cesgarra@uky.edu

### Harrison County Office

668 New Lair Road  
Cynthiana, KY 41031-6020  
Phone: (859) 234-5510  
Fax: (859) 234-6197  
Email: cesharri@uky.edu

### Jessamine County Office

205 South First Street  
Nicholasville, KY 40356-1527  
Phone: (859) 885-4811  
Fax: (859) 885-7491  
Email: cesjessa@uky.edu

### Lincoln County Office

104 Metker Trail  
P.O. Box 326  
Stanford, KY 40484-0326  
Phone: (606) 365-2459  
Fax: (606) 365-3238  
Email: ceslinco@uky.edu

### Madison County Office

230 Duncannon Lane  
P.O. Box 270  
Richmond, KY 40476-0270  
Phone: (859) 623-4072  
Fax: (859) 624-9510  
Email: cesmadis@uky.edu

### Marion County Office

135 E. Water Street  
Lebanon, KY 40033-1550  
Phone: (270) 692-2421  
Fax: (270) 692-1743  
E-mail: cesmario@uky.edu

### Mercer County Office

215 Morris Drive  
P.O. Box 324  
Harrodsburg, KY 40330-0324  
Phone: (859) 734-4378  
Fax: (859) 734-4379  
Email: cesmerce@uky.edu

### Montgomery County Office

106 East Locust Street  
Mt. Sterling, KY 40353-1400  
Phone: (859) 498-8741  
Fax: (859) 498-8712  
Email: cesmontg@uky.edu

### Scott County Office

1130 Cincinnati Road  
Georgetown, KY 40324-8931  
Phone: (502) 863-0984  
Fax: (502) 863-2392  
Email: cesscott@uky.edu

### Washington County Office

211 Progress Avenue  
Springfield, KY 40069-1435  
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Email: ceswashi@uky.edu

### Woodford County Office

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Versailles, KY 40383-9558  
Phone: (859) 873-4601  
Fax: (859) 873-8936  
Email: ceswoodf@uky.edu



## DELL Deal

Ag Credit has made arrangements with Dell Computer to obtain discounts on Dell products. That's right! Ag Credit members can save 10% on Dell branded products and on many other special offerings from Adobe, Belkin, Canon, Epson, Iomega, Kensington, Kodak, Lexmark, Linksys, Microsoft, NEC, Olympus, Pinnacle, Planar, Symantec and more.

- Need a laptop computer for your new college student?
- How about a desk-top personal computer for children who are entering middle school or high school?
- Perhaps you need a combination printer-scanner-fax in your home or office.
- Remember, a digital camera is the ideal way to record all special occasions.
- How about that special gift for dad, mom, husband or wife?

Whatever your need may be, take advantage of Ag Credit's Dell Discount Program. The program offers the absolute best pricing our members can obtain as a consumer from Dell and cooperating companies.

### Here's How You Get Your Discount

You can obtain the special website address and your personal member identification code for ordering online by visiting your Ag Credit office. If you want to order by phone, rather than by computer, you can do that, too! A special toll-free number will also be given to you when you visit your Ag Credit office. The service is free, and it is as simple as that!

When you get the special website address, phone number and your personal identification code, you are on your way to a great deal with Dell and all other companies who are cooperating with Dell through this

## Facts About the Ag Credit – Dell Discount Program

### What kinds of products can you buy?

Desktop or laptop PC's, monitors, printers, digital cameras, CD burners, scanners, Internet services, software, digital music players, digital video recorders, zip drives, firewall cards, projectors, personal digital assistants and more.

### What is your discount?

You will save 10% on Dell branded products by using your Ag Credit Member Identification Number and Coupon Code. There are also numerous promotions available on-line that you can take advantage of, in addition to the regular Ag Credit discount on Dell branded products.

### What if you buy an Epson printer or Olympus camera at the same time you buy a Dell PC?

You can buy any other branded item at the same time you order a Dell PC and you'll receive 10% off your entire purchase. However, if you purchase any non-Dell branded merchandise as a separate transaction, you aren't guaranteed 10% off those items. Your discount will be based solely on the promotional prices listed on the website.

### What are your options for placing an order from Dell?

You can place your order in two ways: (1) Go on-line to a special website address (not Dell's regular website), or (2) call a designated toll-free number and speak with a sales representative.

### Where do you find the special website address and toll-free number to use?

Obtain a Dell flyer from your Ag Credit office.

### How long does the Ag Credit-Dell Discount Program last?

Our program will be honored through December, 2004. Ag Credit will re-evaluate the program and hopefully renew it for 2005.

Central Kentucky Agricultural Credit Association

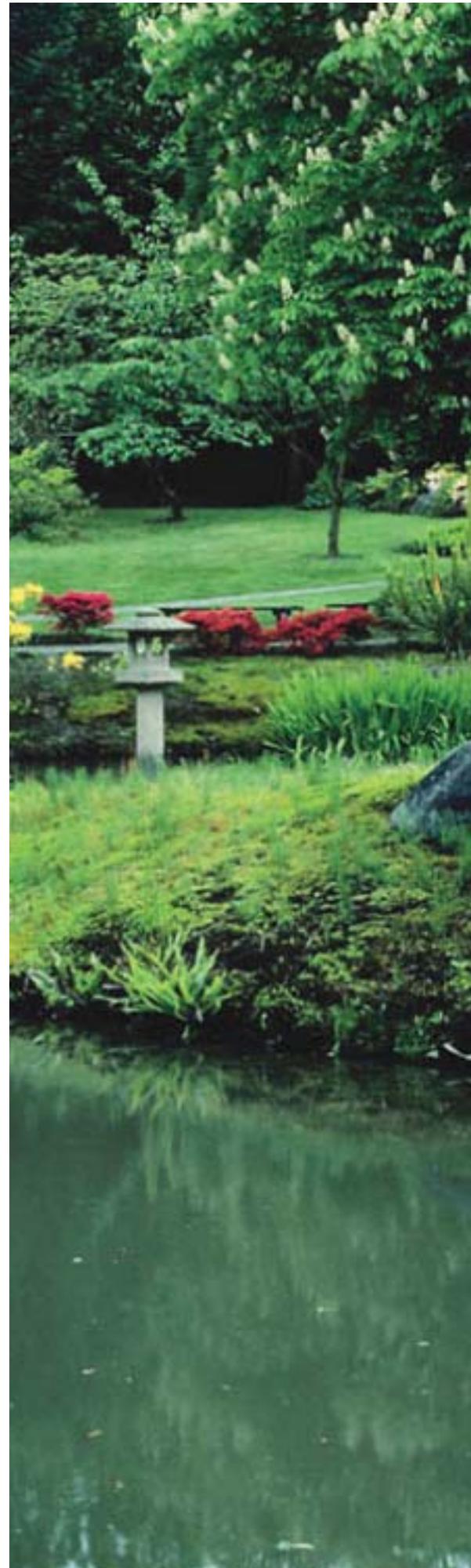
Consolidated Balance Sheets

<i>(dollars in thousands)</i>	<b>June 30, 2004</b>	<b>December 31, 2003</b>
	<i>(unaudited)</i>	
<b>Assets</b>		
Cash	\$ 59	\$ 57
Loans	163,332	153,826
Less: allowance for loan losses	2,444	2,373
Net loans	160,888	151,453
Accrued interest receivable	1,957	2,099
Investment in AgFirst Farm Credit Bank	7,439	6,310
Premises and equipment, net	1,739	1,634
Other assets	750	1,235
Total assets	<u>\$ 172,832</u>	<u>\$ 162,788</u>
<b>Liabilities</b>		
Notes payable to AgFirst Farm Credit Bank	\$ 142,186	\$ 134,424
Accrued interest payable	417	409
Patronage refund payable	20	201
Minimum pension liability	67	9
Other liabilities	2,921	1,491
Total liabilities	<u>145,611</u>	<u>136,534</u>
Commitments and contingencies		
<b>Members' Equity</b>		
Capital stock and participation certificates	7,638	7,549
Retained earnings		
Allocated	4,584	4,580
Unallocated	15,494	14,620
Accumulated other comprehensive income (loss)	(495)	(495)
Total members' equity	<u>27,221</u>	<u>26,254</u>
Total liabilities and members' equity	<u>\$ 172,832</u>	<u>\$ 162,788</u>

Consolidated Statements of Income

*(unaudited)*

<i>(dollars in thousands)</i>	<b>For the three months ended June 30,</b>		<b>For the six months ended June 30,</b>	
	<b>2004</b>	<b>2003</b>	<b>2004</b>	<b>2003</b>
<b>Interest Income</b>				
Loans	\$ 2,271	\$ 2,083	\$ 4,484	\$ 4,162
<b>Interest Expense</b>				
Notes payable to AgFirst Farm Credit Bank	1,240	1,139	2,434	2,321
Net interest income	1,031	944	2,050	1,841
Provision for (reversal of) loan losses	100	50	100	50
Net interest income after provision for (reversal of) loan losses	931	894	1,950	1,791
<b>Noninterest Income</b>				
Loan fees	42	57	96	104
Fees for financially related services	7	2	8	5
Equity in earnings of AgFirst Farm Credit Bank	271	236	532	459
Other noninterest income	10	11	11	53
Total noninterest income	<u>330</u>	<u>306</u>	<u>647</u>	<u>621</u>
<b>Noninterest Expense</b>				
Salaries and employee benefits	591	545	1,165	1,093
Occupancy and equipment	58	52	125	106
Insurance Fund premium	37	39	72	76
Other operating expenses	149	137	268	270
Total noninterest expense	<u>835</u>	<u>773</u>	<u>1,630</u>	<u>1,545</u>
Income before income taxes	426	427	967	867
Provision (benefit) for income taxes	39	19	79	38
Net income	<u>\$ 387</u>	<u>\$ 408</u>	<u>\$ 888</u>	<u>\$ 829</u>





come home.

A quiet place in the country where you can **kick back and relax**. After a long, hard day at work in the city, come home to your own getaway in the country. After all, **don't you deserve it?**

With interest rates as low as they are now, there's never been a better time to invest in a place in the country. Whether you want a little or a lot, building now or later, we know where to begin.

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