

CENTRAL KENTUCKY AG CREDIT

SUMMER 2021

LEADER

A LOOK INSIDE...

**Gilkisons Share Their Passion
For Family Farming Through
Education**

**\$5.8 in Patronage Distributed to
Ag Credit Member-Borrowers**

Planning for Profit

AG CREDIT

AG CREDIT FEATURES

Stay up to date with the latest Ag Credit features!

AccountAccess and Ag Credit Online Mobile

Our online/mobile banking tool allows you to view statements, make payments and transfer funds.

AgriLine

Write your own loan advance when you need it.

AutoDraft

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Electronically sign documents.

FastCash

Electronically transfer funds from your line of credit into your personal or business checking account.

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Secure communication and document transfer.

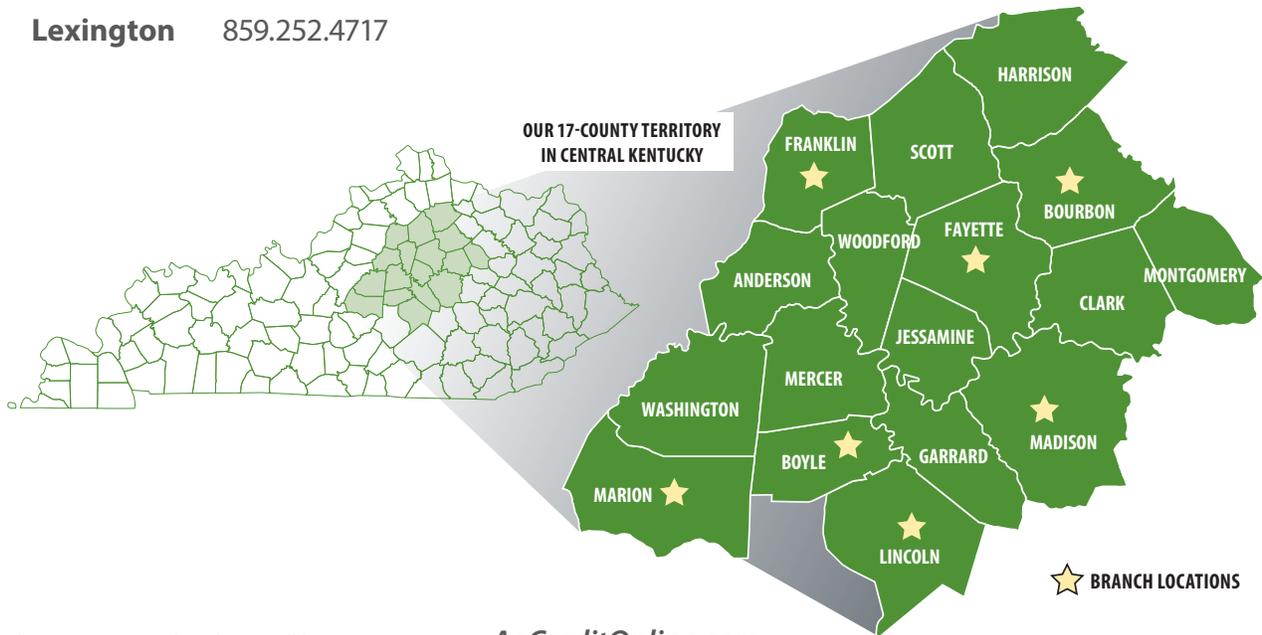
Social Media

Ag Credit is on Facebook, Twitter, YouTube, Instagram and LinkedIn. Follow and Like Central Kentucky Ag Credit to keep up with the Association.



OUR LOCATIONS

Danville	859.236.6570	Paris	859.987.4344
Frankfort	502.875.0863	Richmond	859.623.1624
Lebanon	270.692.4411	Stanford	606.365.7500
Lexington	859.252.4717		



★ BRANCH LOCATIONS

AgCreditOnline.com

*According to consumer legislation, all loans subject to consumer RESPA requirements do not allow for the merchandise certificates.

LEADER

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

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Jim Caldwell

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Joe Myers
Lee Hood
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Mary-Lynn Hinkel
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ADDRESS CHANGE

Address changes, questions, comments and requests to cancel your free subscription to the Ag Credit Leader should be sent to Central Kentucky Agricultural Credit Association by calling 859.253.3249 or mailing to PO 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. Copies of the association's annual and quarterly reports are available upon request free of charge by calling 859.253.3249 or writing to Marcus Barnett, Chief Financial Officer, Central Kentucky Ag Credit, PO Box, 1290 Lexington, KY 40588, or at AgCreditOnline.com.

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 website and click on the home page link.

ON THE COVER

This photo was taken by Pat Doolin of Garrard County, and was submitted during our 2020 Facebook photo contest.

 NMLS#604727

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SERVICE RECOGNITION

Ag Credit employees were recognized for their service to the Association during Ag Credit’s virtual annual meeting in March. Their terms of service range from five to 20 years. Thank you for your service to Central Kentucky Ag Credit!

5 YEARS



Lisa Adams
Administrative Assistant



Courtney Bartenslager
Assistant Vice President
and Marketing Specialist



Cole Mattingly
Loan Officer
Lebanon Office



Thomas Whitaker
Controller

10 YEARS



Willie Wilson
Regional Lending Manager
Lexington and Paris Offices



Tina Roney
Senior Loan Assistant
Danville Office



Alvin Lyons
Ag Credit Board of
Directors, Chairman

MORRIS JOINS STANFORD AG CREDIT AS LOAN OFFICER

Randa Morris recently joined Central Kentucky Ag Credit as a Loan Officer in the Stanford Branch. Before joining Ag Credit, Randa was an operations specialist with First Southern National Bank in Stanford.

She is a Garrard County native and an Eastern Kentucky University graduate with a Bachelor of Science in Agribusiness Management and a Bachelor of Science in Animal Science with a minor in Banking and Financial Services. Randa was also a member of the honor society of Delta Tau Alpha and Agriculture Club while in college.

Randa was raised on a cattle farm and showed cattle through 4-H and FFA. She previously was on the Kentucky Junior Red Angus Board and currently is a volunteer on the Garrard County Fair Board. Randa is a member of the Liberty Baptist Church in Crab Orchard and resides in Lancaster.



Randa Morris

MCGUIRE NAMED LOAN OFFICER IN LEXINGTON

Aly McGuire has been selected as a Loan Officer for Central Kentucky Ag Credit in the Lexington Office. Aly currently lives in Lexington, Kentucky, but grew up in Lebanon, Kentucky.

She served as the Central Kentucky Ag Credit marketing intern from September 2020-May 2021. She is a recent graduate of the University of Kentucky with bachelor's degrees in both Animal Science and Equine Science and Management. Aly has experience working in the sport horse industry here in Lexington, as well as the University of Kentucky dairy unit.

Aly is a former member of the University of Kentucky Professional Horseman Association, Research in Equine and Agricultural Disciplines Club, and a former competitor on both the Intercollegiate Hunt Seat and Dressage teams.

Aly is a member at Immanuel Baptist Church. She enjoys spending time with her friends and family, riding horses, and being in the great outdoors with her fiancé, Jaron Morris.



Aly McGuire

ANNUAL STOCKHOLDERS' MEETING RECAP



Alvin Lyons, Chairman of the Central Kentucky Ag Credit Board of Directors



Jim Caldwell, Central Kentucky Ag Credit President and CEO

The 2021 Central Kentucky Ag Credit Annual Stockholders' Meeting was conducted virtually on March 1. The virtual meeting allowed for participation in the cooperative process directly from member-owner's homes.

Alvin Lyons, Chairman of the Board of Directors, presented the Directors' Report. He recognized the Central Kentucky Ag Credit staff for their hard work and significant gains during the challenges that 2020 presented.

President and CEO Jim Caldwell reviewed the year of 2020, commenting, "It was a year to remember."

"I'm proud of our staff and the work they have done, and through it all our focus remained on our commitment to serve farmers and rural residents," said Caldwell. He announced the Association continued to set high marks in financial growth. "In 2020, your Association had \$15.67 million in net income," said Mr. Caldwell. "This is a record level for the Association, while the capital level was \$106 million for the first time in the organization's history."

It was also announced a record \$5.8 million in patronage would be distributed to qualifying Ag Credit customer-owners in early April. Since 1998, Central Kentucky Ag Credit has distributed over \$41 million in patronage.

The Annual Report, outlining in-depth information about Ag Credit financial operations, was mailed to all customer-owners in March. Full information regarding Ag Credit 2020 operations can be found in that report.



Lee Hood

HOOD RE-ELECTED TO AG CREDIT BOARD

Lee Hood was recently re-elected to the Board of Directors for a four-year term. The election followed the 2021 virtual annual meeting. She was first elected to the Ag Credit Board in 2017, and currently serves as chair of the Ag Credit Board Audit Committee.

Ms. Hood and her fiancé, JP Blandford, own 250 acres and lease an additional 650 acres. Their farming operation consists of 170 commercial cow-calf pairs, 300 backgrounded feeder calves, and hay production. Ms. Hood grew up on her family's 1,700-acre beef cattle and row crop farm, and today is a part-time farmer.

She is the Chief Financial Officer for Clements Ag Supply in Springfield, where she performs all accounting functions and manages the Pioneer seed business. She and JP recently purchased the feed, animal health, farm supply, and gooseneck trailer portion of the store and will operate their own business as Blandford Mills, LLC.

Ms. Hood is the former chair of the Washington County Phase One Board and is a graduate of the Kentucky Cattlemen's Association Leadership Program. Ms. Hood is also the past president of the Washington County Cattlemen's Association, former treasurer of the St. Dominic School PTO and budget committee, and has competed in Kentucky Farm Bureau Young Farmer contests. In her spare time, she assists local Washington County farmers with their record keeping.

She is a graduate of the University of Kentucky with a Bachelor of Science degree in accounting. She and JP together have six children and are members of the St. Dominic Catholic Church in Springfield.

NOMINATING COMMITTEE

The 2022 Nominating Committee for Central Kentucky Ag Credit has been elected and will consist of five members and two alternates. The nominating committee members were elected during the voting process after the virtual Central Kentucky Ag Credit Annual Stockholders' Meeting on March 1.

The Nominating Committee will function to recommend candidates for elected Association positions in 2022. Central Kentucky Ag Credit is a financial cooperative and part of the national Farm Credit System. Member-borrowers of Ag Credit participate in filling elected positions with a one-member/one-vote election system during each year's Annual Meeting.

Nominating Committee members who have been elected (in order by last name) are:

- David Goodlett
- Amanda Lewis Hall
- Nick Rogers
- Dewayne Ruckel
- Jacob Sea

Alternates:

- Jacob Crider
- Gregory Harris



AG CREDIT EXTENDS APPRECIATION

Serving on the Ag Credit Board of Directors not only requires a significant time commitment, but also a deep understanding of agricultural economics. The Board of Directors and staff of the Association are deeply grateful for individuals who are willing to serve the Association.

Barry Drury of Woodford County extended his willingness to serve on the Central Kentucky Ag Credit Board of Directors. Along with Lee Hood, he was a 2021 candidate for the Board. Mr. Drury is a part-time farmer in Woodford County raising hay and cattle. While Lee Hood was re-elected, Ag Credit offers its appreciation to Barry Drury for his readiness to serve on the Ag Credit Board of Directors.



Photo taken by Kasey Moore Photography

GILKISONS SHARE THEIR PASSION FOR FAMILY FARMING THROUGH EDUCATION

Gilkison Farms

Although they grew up on opposite sides of Clark County, Brennan and Serena Gilkison were brought together by a shared love of the land and deeply rooted family farming traditions. Today, the couple is keeping those traditions alive on over 4,000 acres with the help of their most treasured crop: their three children.

The Gilkisons met as teens when Brennan began helping Serena's dad in his custom harvesting business. They quickly bonded through their mutual love of agriculture. Now married for nearly 19 years, the couple not only farms to earn a living and preserve a way of life, but also to educate the public about the importance of locally grown food.

"Other than farming, education is our passion," says Serena. "We want people to get to know us and understand what we do, the agricultural practices we follow and why farming is essential for maintaining the strength and well-being of our communities."

For the past six years, the Gilkisons have conducted Harvest to Hand Ag Day for third-graders throughout Clark County. Over 500 children travel to the farm each Spring to learn more about agriculture through interactive demonstrations.

The family also hosts an annual farm-to-city dinner in one of their barns to help cover the cost of buses and the children's lunches for Ag Day, as well as to support local 4-H and FFA projects. Showcasing locally sourced meals, the dinner draws many residents and business and community leaders, some of whom haven't experienced time on a farm.

"There are people in Lexington and Winchester who have never been on a farm and don't really know what we do," says Brennan.

When they're not teaching young people or hosting farm-to-table dinners, the Gilkisons are busy promoting family farming on Instagram. "When we first started,



we thought it would be a great way to advertise and sell our products," says Serena, who manages their account, @gilkisonfarm. "We quickly realized that it's also an ideal platform to share our story with consumers."

Brennan and Serena say they always knew they wanted to be full-time farmers, but the path to achieving their dream wasn't always easy. Both of their families felt the squeeze of hard times during the 1980s. Serena's mother advised her not to marry a farmer, while Brennan's father tried to discourage him from following in his footsteps.

"I think every kid growing up around tractors wants to be a farmer when they grow up," says Brennan, an Eastern Kentucky University graduate who worked for 14 years in agronomy before becoming a full-time farmer.

"I have a passion for farming, like I see our son has right now. I liked everything about the farm, despite the hard times and things you can't control, like the weather," he says. "Although I went to school and ultimately knew this is what I wanted to do, I wanted to gain other experiences and meet more people before becoming a full-time farmer."

Despite their fathers' reservations, their love for each other and the lure of farm life proved to be too strong. The newlyweds forged ahead with their plans.

Today, Gilkison Farm consists of 60 acres of burley tobacco, 2,300 acres of corn and soybeans, 50 acres of alfalfa and 1.5 acres of black raspberries. After selling most of their freshly picked berries in June, the family freezes what's left or makes their signature black raspberry barbecue sauce, jams and jellies, which are sold on their website and at some local stores. The Gilkisons also make and sell Beer Cheese, which can be purchased on their website. They also have a 170-head cow-calf operation. The cattle are sold on a natural program to a group in the northeast part of the country.

When they're not in school, the Gilkison's twin daughters, Leland and Rivers, and son, Curry, roll up their sleeves to do their part. The children play a very active role in the farming operation.

Off the farm, the Gilkisons stay just as busy. Brennan is a member of the Fayette County Farm Bureau Board and just completed a term as the organization's president. He's also a member of the Kentucky Soybean Board. Both Brennan



and Serena are past members of the Kentucky Agriculture Leadership Program (KALP), an intensive two-year program offered by the University of Kentucky's College of Agriculture, Food and Environment to help young agricultural producers develop their leadership skills.

"KALP was very rewarding for both of us," said Brennan. "We gained many friendships and a great deal of knowledge during our time with KALP." That's also where the Gilkisons met their loan officer, Richard Medley, who is Ag Credit's Vice President of Credit.

"We liked Ag Credit because of its size and friendliness to customers," says Brennan. "Ag Credit has been easy to work with, whether we're getting loans directly through the branch or at the dealership."

The Gilkisons also have a loan through the Farm Credit **EXPRESS** equipment dealer financing program. "There was a piece of equipment I wanted to purchase, so I told the dealership I wanted to use Ag Credit, and I just signed papers," Brennan says. "It was an extremely fast process."

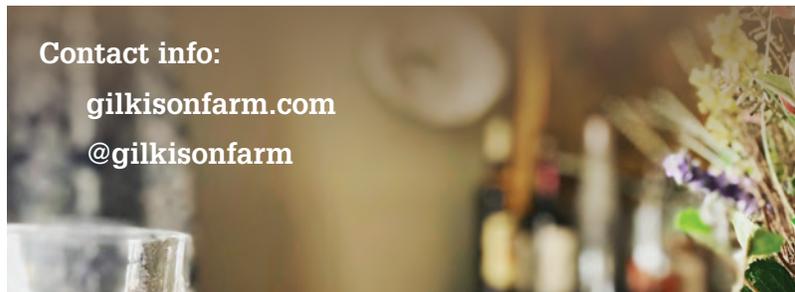
"We appreciated the reputation of Ag Credit and the relationships we built while working with them," adds Serena.

The Gilkisons aren't sure if their kids will continue the family farming tradition, but they do know that they're instilling them with an appreciation for honest, hard work in fertile soil that's nourished with attention and love.

Contact info:

gilkisonfarm.com

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



\$5.8 MILLION IN PATRONAGE DISTRIBUTED TO AG CREDIT MEMBER-BORROWERS

Central Kentucky Ag Credit announced a record \$5.8 million in patronage dividends based on 2020 earnings that were distributed by mail to eligible member-borrowers in early April.

As owners of the cooperative, Central Kentucky Ag Credit customers share in the financial success of the Association through patronage distributions. This marks the 24th consecutive year Ag Credit has returned a portion of its earnings to member-borrowers, bringing its cumulative distribution to \$41 million.

Now, more than ever, farmers depend on the financial stability of a well-run cooperative. Patronage dividends are often used by member-borrowers to reinvest in their operations, families and rural communities.

"In challenging times like these, we're even more committed to ensuring that our member-borrowers can share in our ongoing financial success," said Central Kentucky Ag Credit President and CEO Jim Caldwell. "We strive to provide the consistency that farmers in our region depend on, and we understand that these distributions strengthen our agricultural economy and the communities we proudly serve."

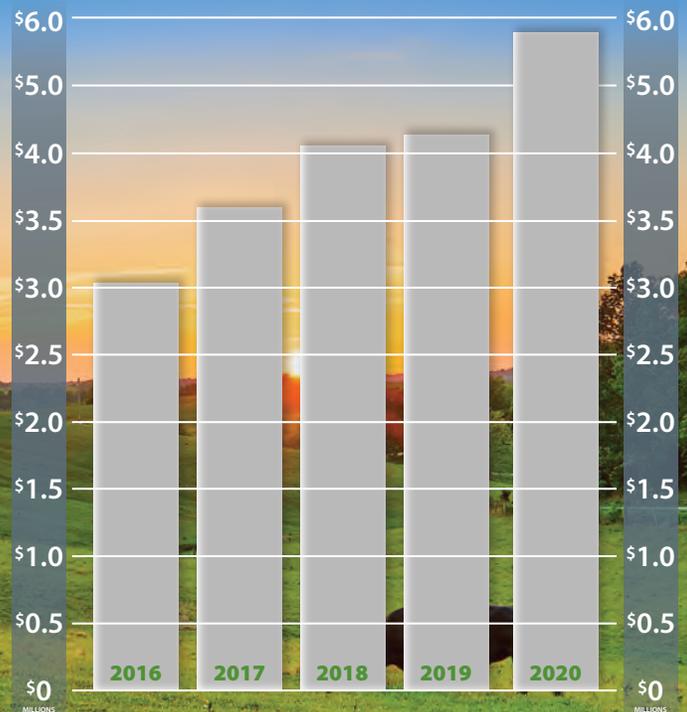
At the end of each year, the Central Kentucky Ag Credit board determines the level of patronage distribution based on financial performance and future capital needs. Then it distributes the remainder as patronage dividends to owner-customers, as determined by their loan activity level during the prior year.

Ag Credit has served the Central Kentucky region since 1934 as a member of the Farm Credit System. The financial cooperative provides lending services through seven full-service offices in the Bluegrass.

To learn more about Central Kentucky Ag Credit's patronage distribution, visit us at <https://www.agcreditonline.com/member-benefits/patronage>.



PATRONAGE DISTRIBUTION PROGRAM



\$41 million distributed since 1998
MEMBERSHIP HAS ITS REWARDS



CENTRAL KENTUCKY AG CREDIT AWARDS GRANT TO FFA MEMBER

Central Kentucky Ag Credit recently awarded a \$1,000 grant to Molly Perkins from Harrison County, as well as \$1,000 to her chapter, Harrison County FFA.

“Central Kentucky Ag Credit is proud to support Molly’s Supervised Agricultural Experience (SAE) project. The first-hand experience from this project helps her better understand agriculture. It also helps prepare our next generation of ag leaders, a critical part of our mission,” said Jim Caldwell, Central Kentucky Ag Credit President and CEO.

Nearly 6,000 students nationwide competed for one of the 51 Supervised Agricultural Experience (SAE) grants awarded nationwide. These grants help FFA members create or expand their SAE projects, a requirement that all FFA members must complete.

Molly Perkins will use the grant money to expand her poultry operation in Harrison County. Molly is a junior at Harrison County High School and a member of the Harrison County FFA Chapter.



OUTSTANDING IN THEIR FIELD

Dan Strayer, Senior Loan Officer

Where are you from?

I grew up in Bourbon County. My wife, Samantha and I now reside in Scott County with our two children, Heidi and Shepherd.

Did you grow up on a farm?

I was fortunate enough to spend my childhood on a beautiful 65 acres farm off of Bryan Station Road in Bourbon County. Our primary focus was breeding and training sport horses, specifically Trakehners. Growing up on the farm taught me a strong work ethic from a young age.

Where did you go to college?

I attended University of Kentucky Gatton College of Business Economics and graduated from the Scholars for Engineering and Management Honors Program with a B.S. in Finance.

Were you involved with any clubs/teams growing up?

I grew up riding and competing with the Keeneland Pony Club. Off the farm I was hooked on Ice Hockey from my

very first Thoroughblades game. I played travel hockey for the Lexington Lightning from 8 years old through high school. Today, I am the Chairman of Lexington's Commission on Veterans' Affairs and a member of the Ag Credit Young Farmers Advisory Council.

Interesting facts about yourself:

I'm an avid skier, which has taken me out West often. I even convinced my wife Sam to move to Denver for a few years. I started at 3 years old with my Dad tying a rope around my waist to keep me at a reasonable speed. I started my daughter Heidi early; her first adventure on skis was before she turned two. Her little brother Shepherd won't be far behind her.

Favorite part of being an Ag Credit Loan Officer?

It's extremely rewarding helping my customers achieve their dreams of owning a farming operation. Ag Credit was heavily involved with making my family's farming operation a success, and I'm thankful I get to pass these opportunities on to other families.



WE WANT YOU TO KNOW - “IMPORTANT INFORMATION”

Ag Credit is committed to protecting our customer’s personal and financial information. We have become aware of attempts to market financial products using our name. Postcards and letters have been circulating stating, “Call us about an important matter regarding this loan” and asks you to call and possibly enter personal information.

Ag Credit is in no way related to Mortgage Protection Services or Mortgage Service Center. In the fine print it states, “Not affiliated with, sponsored by, and loan information not provided by CENTRAL KY AGRICULTURAL CREDIT ASSOCIATION.”

It appears this company obtains information through courthouse filings. Mortgage records are public records in county courthouses and are generally available. These records show information related to the mortgage transaction and can be used for many purposes.

Carry a healthy dose of skepticism with any contact from anyone that you don’t know and didn’t initiate. A big red flag should be if you are asked to provide ANY information to someone contacting you. This can as simple as your name, phone number, address and of course any account numbers, PIN numbers, Social Security numbers that are supposedly necessary to “verify” something.

Verify information with someone you know and can trust at Ag Credit. It can be as simple as picking up the phone. You will get a person who can answer any questions about services, offers or opportunities at Ag Credit.



EXPRESS EQUIPMENT DEALERS

Ag Credit partners with several participating dealerships to provide you with flexible terms, competitive rates and the convenience you are looking for when financing your new or used equipment purchase.

EXPRESS BENEFITS INCLUDE:

- Decisions made within minutes
- Easy and quick financing - apply at the dealership
- Fixed-rate loan products
- Potential cash discounts from manufacturer for new equipment
- Used equipment program
- Leasing options available
- Eligible for the Ag Credit profit-sharing patronage program
- Loans are booked at local Ag Credit Offices

PARTICIPATING DEALERS IN OUR AREA:

Arnett Tractor Sales

Mt. Sterling

Blandford Mills LLC

Springfield

Bluegrass Feed & Supply

Hustonville

Bobcat Enterprises Inc.

Lexington

Central Equipment Co.

Lexington

County Equipment Co., LLC

Lawrenceburg

Double O Trailer Service Inc.

Paris

Derby State Equipment

Richmond

Haydon Equipment Inc.

Cynthiana

H & S Tractor Parts

Danville

HUS Equipment Inc.

Nicholasville

Larry Brown Machinery Sales

Stanford

Lawson Tractor & Implement

Lebanon

Lawson Tractor & Implement II

Stanford

Meade Tractor

All Kentucky locations

Montgomery Tractor Sales

Mt. Sterling

Flemingsburg

Pingleton Trading Co.

Lancaster

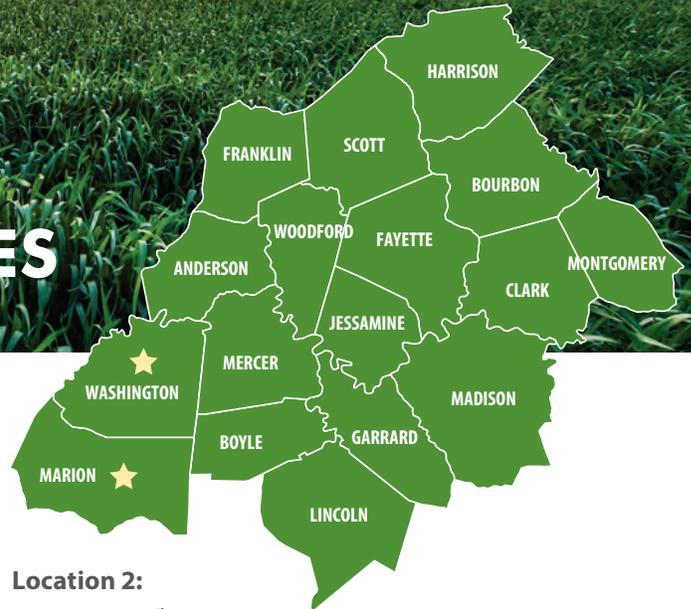
Red Barn & Assoc., LLC

Lancaster

Winners Circle Trailer

Lexington

RECENT LAND SALES



May & Parman Agency, Inc.

151 West Main Street | Lebanon, KY 40033
270-692-2153 | www.auctionsandhomes.com

Location 1:

Acres: 226.4 m/l

County: Marion

Date of Sale: 2/27/2021

Selling Price: \$1.5 Million

Unimproved

Comments: Farm was sold at absolute auction. Farm was mostly crop land with a cell phone tower on it that sold for \$102,300 on a 1 acre lot.

Location 2:

Acres: 276 m/l

County: Washington

Date of Sale: 3/13/2021

Selling Price: \$2.15 Million

Unimproved

Comments: Farm was sold at absolute auction and was mostly rolling pasture land with road frontage.

The information provided in this column is only a sample of the recent land sales in central Kentucky. Since there are many factors taken into consideration when a buyer and seller establish a price, sales may or may not reflect the current market value in any particular area and should not be used in lieu of a formal appraisal by a state certified real estate appraiser to establish a value for a particular tract of land.

AG CREDIT CARES

In April, several Central Kentucky Ag Credit employees volunteered with the University of Kentucky (UK) Ag Equine Program's Wildcat Wranglers Spring into Service project, in partnership with UK MANRRS (Minorities in Agriculture, Natural Resources and Related Sciences)!

We're proud to sponsor and support this service project, which included cleaning up African American Cemetery #2 in Fayette County. This cemetery dates back to 1869, and many historical horsemen are buried there.



(left to right) Sierra Fish (Chris Saylor's daughter), Chris Saylor (Accountant), Ben Robin (Information Systems Specialist), Thomas Whitaker (Controller) and Courtney Bartenslager (Assistant Vice President and Marketing Specialist).

PLANNING FOR PROFIT: WHY YOU NEED A FARM BUSINESS PLAN

The best way to set yourself up for success in business and with your lender or partners is to have a detailed plan. It doesn't need to be pretty, but a well-thought-out plan is essential for driving key decisions that can ultimately lead to a highly successful farming operation.

"A business plan is a roadmap," says Amy Rowe, a loan officer with MidAtlantic Farm Credit in Maryland. "It helps you plan how to reach your destination, especially when you encounter a roadblock or a detour."

A business plan will not only include your short- and long-term goals, but it will also provide a snapshot of the operational and financial state of your farm at a particular moment in time. Farmers use business plans to evaluate production alternatives, identify new market opportunities, assess equipment or other major purchases, and chart a course to reach new markets. And because any farming business is constantly changing, your business plan will change over time, too.

"Business plans are living documents, which means that they don't need to be perfect to begin with," Rowe says. "A plan can start very simply and then become more robust over time as more information becomes available. The important thing is to just get started."

A good first step to developing your own plan is to sit down with everyone involved in the day-to-day operation of your farm, including family, employees, partners and managers, to talk through why you want to create one and what should be considered and ultimately included, says fellow loan officer Tyler Majchrzak. Write down some core ideas, and then schedule time to complete sections of the initial plan, including soliciting any outside guidance. Once you've finished your draft, share it with your key family members and others who provided suggestions.

Typical business plans include the following seven sections, and for a beginning farmer, each section can usually be covered in a single page or less.



Executive summary

This is the most important section of the business plan, and although it's the first page someone will read, it's the last you should write. The executive summary should provide a succinct overview of the entire plan, including a summary of each section highlighting the most relevant and impactful information.

Company description

Explain what and how much you produce and farm, how you market and who you sell to. Describe farming



methods and philosophy, any conservation plans in place or other distinguishing features of your product, your farm, your family or your operation. Include addresses and descriptions of all assets, including farms, structures and equipment.

Products and services

Describe the products and services you're currently selling, including any value-added processing or packaging. Explain your sales and distribution channels,

and detail future plans for expansion or diversification. Touch on any risk management solutions you have in place, including diversification of income streams.

Marketing plan

Identify your customers and target market, including the overall potential market. Describe your approach to pricing and distribution, and explain how you'll promote your products and services to your audience, such as point of sale, social media, signage, special events or promotions, and any paid advertising.

Organization and management

Describe how your business is organized, and list the names, roles and backgrounds of all the key players. Include the number and type of employees, including seasonal labor, or define the point at which you'll start hiring them.

Financial information

Start with a short write up of your current assets and liabilities, long-term assets and liabilities, and what you owe in next year. Include a balance sheet and income statement, along with projections for the coming year. Explain anything unusual or significant, including other sources of income. Include key financial ratios and any relevant trend information.

Appendices

Include supplemental information that supports your plan, such as articles of incorporation, detailed asset list, permits and certifications.

"It's a good idea to be as specific and as realistic as possible when creating your business plan so it becomes the effective tool it's meant to be – both for you and for any lender or potential partner you may approach in the future," Majchrzak says. "Then, of course, the key is to remember to refer to the plan when making decisions and to review it regularly."

Already operating but don't have a plan? That's okay! It's never too late to put some extra thought into how your operation will continue to fulfill your livelihood.

If you're a beginning farmer looking for assistance in developing a business plan, there are plenty of resources to tap into, including your local Ag Credit branch, extension agent or the U.S. Department of Agriculture's New Farmers website.



Top 5 benefits of AgBiz BASICS

1. Business Skills

Learn business and financial management concepts critical for your farm business.

Topics covered include:

- Side by Side with your Lender
- Do you Cash Flow?
- What are you Worth Financially?
- Did you Make a Profit?

2. Exposure to an Ag Lender

AgBiz Basics is supported by your local Ag Credit Association and the program helps you understand what is needed when approaching a lender.

3. Hands-on Activities

You can apply what you learn in the modules and workshops through interactive activities including workbook applications and financial statement construction.

4. Convenience

The AgBiz Basics program consists of four mobile-friendly eLearning modules with multiple choice quizzes. Start and finish the program when it is convenient for you.

5. Networking

Being in AgBiz Basics brings together other young and beginning farmers, just like you! You will meet other farmers in central Kentucky, along with Ag Credit staff.



Interested in joining a
premier educational program
for ***young and beginning farmers?***

Learn more at
AgCreditOnline.com
or call **859-253-3249.**



**Start and finish
the AgBiz Basics
program when it is
convenient for you!**

Contact us to enroll!



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THINK ALL WE DO IS FARM FINANCING?



Ag Credit also specializes in financing your home in the country.

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