

CENTRAL KENTUCKY AG CREDIT

SPRING 2018

# LEADER

## A LOOK INSIDE...

**Building a Legacy**

**A Passion for Farm Equipment**

**Tips for Building a Home**

**Association News**



# AG CREDIT FEATURES

Stay up-to-date with the latest Ag Credit features!

## AccountAccess and AgCreditOnline Mobile

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

## AutoDraft

Your loan payment can be automatically deducted from your checking or savings account.

## FastCash

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

## AgriLine

AgriLine allows you to write your own loan advance when you need it.

## Customer Referral Program

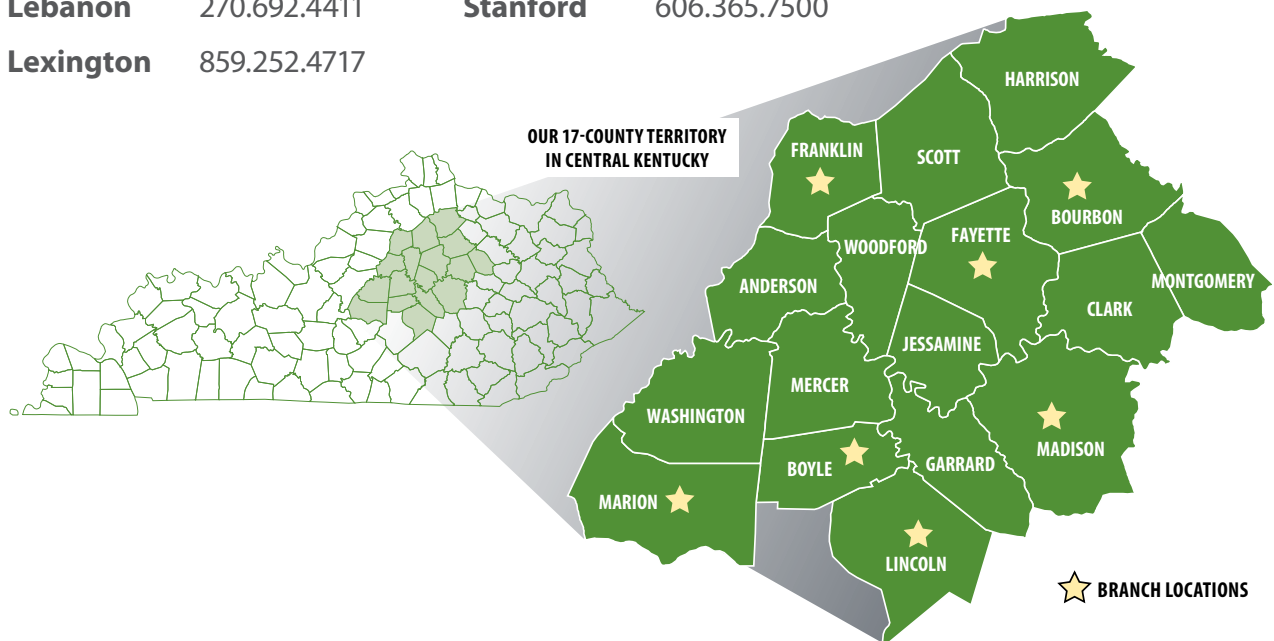
Recommend someone to Ag Credit, and if they receive a qualifying loan — you'll receive a gift!\*

## Social Media

Ag Credit is on Facebook, Twitter and YouTube. "Follow" and "Like" Central Kentucky Ag Credit to keep up with the Association. [!\[\]\(e3275251d0893157c3584e20c81dc3ba\_img.jpg\)](#) [!\[\]\(9ab0e0ed3a1c2d865b438a931465ce60\_img.jpg\)](#) [!\[\]\(cad03033ab873d30d908af7ccf65e600\_img.jpg\)](#)

## OUR LOCATIONS

<b>Danville</b>	859.236.6570	<b>Paris</b>	859.987.4344
<b>Frankfort</b>	502.875.0863	<b>Richmond</b>	859.623.1624
<b>Lebanon</b>	270.692.4411	<b>Stanford</b>	606.365.7500
<b>Lexington</b>	859.252.4717		



*\*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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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](http://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.

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PRESIDENT AND CEO JIM CALDWELL

“

In our traditional lending structure, this means the person who you meet, face-to-face, is the person who will visit your farm, analyze your financial information and ultimately service your loan account.

”

## PRESIDENT'S MESSAGE

When asked to describe our cooperative organization, I regularly find myself searching for the proper blend of descriptive words or phrases often associated with business-speak. Despite this search for a better phrase, I always seem to come back to one simple word — “unique.” By definition, this means an organization that is unlike anything else in the marketplace, a “one of a kind” institution. So, I have decided to embrace the word “unique” and explain why I think it aptly describes Central Kentucky Ag Credit.

The local connection is the first way we are distinctive in the marketplace. With an 84 year history of service to the 17-county Central Kentucky region, we are about as local as you can get. Being local also means we are independent. For decades, the trend among financial institutions has been one of constant merger and acquisition. The result is large, generic institutions with little or no connection to the local communities. We are different. Instead of decision-making in some far-away corporate office, our board of directors is composed of seven individuals from right here in the Bluegrass Region. Five are farmers elected from the cooperative membership and two are appointed outside directors. Coupled with a staff that lives in the communities they serve and you have local formula that's hard to beat.

The second unique characteristic of Central Kentucky Ag Credit is our structure. Our structure features a traditional lending model. The cornerstone of our business is the relationship between the loan officer and the farmer. In our traditional lending structure, this means the person who you meet, face-to-face, is the person who will visit your farm, analyze your financial information and ultimately service your loan account. In many of today's financial institutions, this model has been replaced with one best described as a series of specialists who each do part of the work. One person in sales, one financial analyst, one collateral valuator, one loan closer and one who handles problems. The challenge raised here is that no one person has the type of holistic or global understanding of your operation that the traditional loan officer would have. Tie this back to the

“

From its humble start in 1998 when the total distribution was \$453 thousand to this year's record level of \$3.5 million, we've come a long way.

”

local component and the result is a lender from your community who knows agriculture and handles your credit needs, start-to-finish.

The cooperative model is the final area of distinction. We are unique in the marketplace because of the cooperative model. Under this umbrella are patronage distributions associated with the implementation of cooperative principals. The patronage distributions made in 2017 represent the 20th consecutive year Central Kentucky Ag Credit has paid patronage. From its humble start in 1998 when the total distribution was \$453 thousand to this year's record level of \$3.5 million, we've come a long way. We created a special logo to commemorate this milestone 20th year of patronage distribution. You will see more information about this as the year develops. When we return our profits to you, it reduces your cost of borrowing. You get a market-driven, competitive rate up front from Ag Credit, and then we reduce your effective borrowing costs with our patronage distribution.

Central Kentucky Ag Credit has a mission to serve agriculture and rural communities. This mission reflects our dedication in good times and bad. With our local connections, traditional lending model and 20 year track record of patronage distributions, we are truly unlike anything else in the marketplace, a “one of a kind” institution. The board and staff wish to thank you for using Central Kentucky Ag Credit for your farm and home financing needs. By using our services and maintaining your loans in a satisfactory manner, you have made the organization's success possible.

*James W. Caldwell*



## CELEBRATE AG CREDIT'S 20TH PATRONAGE ANNIVERSARY WITH US!

Mark your calendar for our annual Customer Appreciation Day, on **Monday, April 2, 2018**. If you qualify for a patronage check, come pick it up on April 2 and enjoy refreshments with us!

**More details on the event will be available soon.**

PICTURED ABOVE: OSCAR PENN (LEFT), AG CREDIT CUSTOMER AND PAST BOARD MEMBER FROM FAYETTE COUNTY IS SHOWN WITH SHANE TURNER, AG CREDIT VICE PRESIDENT AND CHIEF RISK OFFICER DURING THE 2017 CUSTOMER APPRECIATION DAY.





# TIPS FOR BUILDING A HOME IN THE COUNTRY

BY KEVIN TRUESDELL

Building a new home can be exciting, and yet very stressful. Proper planning can eliminate a lot of anxiety when building a new home. You should spend time researching before you start the project. Here are some basic steps that should help you when building your dream home.

## 1 Check with Your Lender

The first step when deciding to build a home is to check with your lender to figure how much you're qualified to build. This involves gathering your financial information such as paystubs, bank statements, W2's and tax returns. Providing this information along with your credit report will allow your lender to be able to provide you a prequalification for a loan. The loan prequalification will allow you to know what loan amount you're eligible for.

## 2 Select a Quality Builder

Selecting the right builder usually entails a lot of research. It's in your best interest to check with multiple builders and to check their references. When asking for references you can request the builder give you the names of past clients and which building suppliers or subcontractors they use. Once you've been able to check their references, hopefully you'll feel comfortable in selecting your builder.

## 3 House Layout

There are a lot of decisions to be made on the layout of your home. During this process it's a good thing to not only consider your current lifestyle, but also what it will look like in the future. Considerations include preferences such as a master bedroom on the ground floor.

## 4 Location

Finding a lot or farm to build your home on is a very important step in this process. For some this may be a piece of property you inherit from a family member, or it may require buying a piece of property. The location of your property will decide on which schools your children will attend and how far you may have to commute to work. These two factors will play a deciding role on where you choose to build. These factors should also be considered in your monthly household budget.

## **5** Complete a Title Search

It is important for an attorney to do a title search on the property you would like to purchase. This is to ensure you that the property that you want to purchase doesn't have any liens that may stop you from building. This process is typically completed by your lender during the loan process.

After these steps are completed you should feel comfortable with breaking ground on your new home. For more information, please contact Kevin Truesdell, Ag Credit Mortgage Originator at 859.987.4344 or KTruesdell@AgCreditOnline.com.



Kevin Truesdell is a Mortgage Originator at Central Kentucky Ag Credit. He serves the northern half of the Ag Credit territory specializing in financing rural homes and has over 15 years of experience.

## **INSURANCE PROTECTION AGAINST LOSS IS GOOD BUSINESS**

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

This notice is a reminder that the minimum amount of coverage required to be maintained is the lesser of your loan balances, 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 value of 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 lightning, 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.





## BUILDING A LEGACY

### Eubank Family Builds Future Focused on Agriculture

Martin and Jill Wheeldon should have seen it coming when her father dropped off two Holstein calves at their first home after they were married in 2001. At the time, Martin and Jill were both teachers in the local school system. But that simple gift would reignite in them a passion for farming that would eventually turn into a full-time job and, hopefully, will leave a lasting legacy for their own children.

The Wheeldons own and operate 5W Farm in Eubank, Kentucky, with their children, Lucas, 13, Dekker, 9, and Hagan, 7. Thanks to a new poultry house, Martin is now able to make a living as a full-time farmer with help from his wife when she is not working at Eubank Elementary School and their children.

Martin and Jill both grew up close to agriculture. As a kid, Martin enjoyed participating in Future Farmers of America and learning from his father, who was a high school agriculture teacher. Jill grew up working on her family's dairy cattle farm and remembers fondly the times she enjoyed there with her two brothers.

Despite their early connection to agriculture, both of them pursued careers in education, but when Jill's father, John Livesay, dropped off those two calves, it changed the course of their future. At the time, they only had a two-acre lot to keep the calves, but slowly they began to build on their new dream.

In 2012, the Wheeldons began grain farming. Martin remembers that 2012 was a drought year which was very hard on them. However, the young couple persevered and worked hard to grow their farming operation. Today, they have 63 acres of grain and run a cow-calf herd of 40 cows. They also partner with Jill's father on grain and backgrounding feeder calves.

Last year, they decided to expand into poultry with a new contract poultry house through Cobb Vantress, raising pullet chicks. The Wheeldons built

“

One of my passions is being outside. It was a lifestyle change to get back on the farm and to work the land.

”

**MARTIN WHEELDON**





**DEKKER AND HAGAN ENJOY PLAYING WITH THEIR DOGS ON THE FAMILY FARM.**

“

We wanted to give our kids the chance to grow up on the farm.

”

**JILL WHEELDON**

a 60,000-square-foot, state-of-the art poultry house. They begin with one-day-old chicks and keep them until they are 21 weeks old.

“As we began getting more involved on the farm, I was looking for a way to farm full-time versus helping after work,” said Martin. “The poultry operation has given me that opportunity.”

The family’s first plan was to build a new house on the farm, but once they started construction on the poultry barns they realized they needed to be there quicker. The family sold their home and built a “quick-fix garage” so they could be right next to the poultry barns for easy access. Although their living quarters are tighter, the family seems to enjoy the small farm house garage. They plan to build a permanent home in the future on their 60 acres, but for now they are content.

“One of my passions is being outside. It was a lifestyle change to get back on the farm and to work the land,” Martin said.

Martin has turned his dream of farming for a

living into a reality. The family really enjoys their country lifestyle. Martin and Jill enjoy teaching their children life lessons like responsibility and hard work through agriculture. For the Wheeldons, farming is a team effort.

“We wanted to give our kids the chance to grow up on the farm,” said Jill.

It is obvious to see the passion this family has for their farm. They have sacrificed a lot and worked hard to build a future for their family that involves agriculture. For this family, farming is not about the cattle or chickens, it is about having a legacy to pass from one generation to the next.

“If some day our boys get interested in farming, then we have something to pass on and to give to the next generation,” Martin said.

To watch our video on the Wheeldon family go online to: [AgCreditOnline.com/Wheeldon](http://AgCreditOnline.com/Wheeldon)





For me, working as a loan officer at Central Kentucky Ag Credit and raising a family, I need equipment that allows me to get things done timely and safe.

## A PASSION FOR FARM EQUIPMENT

BY TOM ZACK EVANS

After reflecting back on my childhood days I have found that my passion for farm equipment dates back to when I was two years old. That's when my father started taking me with him on our family's Bobcat skid steer. He would tuck me under the belly bar and off we would go, putting out hay and cleaning manure from the barns. By the time I was four he would put me on the International tractor baling hay. My story is very similar to many others I have heard from farmers. Dad would get the square baler and wagon lined up in the wind row and tell me to keep the baler in the wind row while he would stack the square bales on the wagon. As time went on, Dad got more comfortable with my ability and I can remember distinctly the day he put me on the Bobcat by myself. Oh man! I was eight years old and felt like King of the World! My feet barely reached the pedals but I was

able to help out on the family farm. From there my passion for farm equipment has grown.

My mother has been instrumental in this process as well. We always joke that instead of boats or RVs we would much rather have a new piece of farm equipment. I have never met another lady that is so interested in equipment and new technology that can make the farm efficient. Mom was 100 percent on board when I asked her in 2013 if she would go in as partners on a Steffen Accumulator and grapple to grow the hay business. We were making more hay than we ever dreamed, in much less time. She has always supported our new ventures and has been eager to try new pieces of equipment.

At the end of the day we are like many farmers in the sense that we are trying to get a job done in an efficient and enjoyable manner. For me, working as a loan officer at Central Kentucky Ag Credit and raising a family, I need equipment that allows me to get things done in a timely and safe manner. Some of the stories mentioned above from my childhood were not the safest to say the least. We try to incorporate my children, ages three and six, on the farm every day, but want to keep safety first. As farmers, we have a tendency to go as hard as we can to get the job done and sometimes cut corners when it comes to safety. I lecture the kids to stay back and make sure they are seen, not to go close to moving parts and not to touch any levers in the cab. I believe exposure is key to learning about the equipment, but kids must also learn safety first.

Along with my loan officer duties at Central Kentucky Ag Credit, I am also the Association's **EXPRESS** Relationship Manager. **EXPRESS** is a



dealer financing tool available to farmers for the purchase of new or used farm equipment from any of our participating dealers (which can be found on our website — [AgCreditOnline.com](http://AgCreditOnline.com)). I work closely with sales staff at our participating dealerships to keep them running so that when you ask to finance your equipment through **EXPRESS** the deal will go smoothly. Many of you out there have already used **EXPRESS** for financing at the dealership. The program offers competitive rates and terms, pays patronage and best of all your loan gets booked the local Ag Credit office. If you have not used **EXPRESS** for financing, ask about it the next time you go into your local farm equipment dealership.

## Tips for Buying Used Equipment

I have been asked many times by folks looking for used equipment if I can help them find a particular piece and some things to look for when buying used equipment. I am always happy to help customers out with this task. I have developed a list of things I look for or ask about:

1. Ask about the history of the equipment, (who owned it, what was it used for, repairs made, service history, etc.). This is no different than a Carfax if you are shopping for a vehicle.
2. Ask if there is any warranty remaining or if the dealer will give a warranty.
3. Observe and ask if equipment was “shed kept”.
4. On equipment with engines: inspect the oil, hydraulic fluid, coolant, air filter, etc. This will give you an indication if the equipment was well maintained.
5. Check the tires for wear or dry rot.
6. Check PTO shafts for wear.
7. Check hydraulic hoses and fittings for wear or leaks.
8. Ask the sales staff to run the piece of equipment to listen for a squeaky bearing, belt, or idler. Listen for and observe anything abnormal.
9. Test drive anything with an engine.
10. If it has an engine, ask if it’s Tier 4 or if it’s equipped with a DPF, if it regens, requires DPF

**EXPRESS** is a dealer financing tool available to farmers for the purchase of new or used farm equipment from any of our participating dealers.

fluid, etc. Ask sales staff these questions.

11. Carefully observe the equipment for an area that’s been repainted or welded.
12. DO YOUR RESEARCH. Check out websites like “Tractor House” and “Machinery Pete” to see what range of prices are out there.
13. ASK OTHERS. Don’t be afraid to ask other equipment owners that have equipment like what you are wanting to purchase; they might give clues on what to look for and if it was a good model.

For many of us farming is not just a job or occupation, it’s a lifestyle. We want to find quality equipment at an affordable price that will allow us to farm in a more efficient manner. We want dependable equipment that is safe to operate and makes our farming practices more enjoyable. If myself or any of our loan officers here at Ag Credit can be of assistance to you don’t hesitate to give us a call. Also check out our complete list of **EXPRESS** dealerships online at [AgCreditOnline.com](http://AgCreditOnline.com). Best of luck to everyone in 2018!



Tom Zack Evans is a Loan Officer at Central Kentucky Ag Credit in the Paris Branch with over five years of experience. Tom Zack and his family operate a square bale hay operation in Harrison County.





## OUTSTANDING IN THEIR FIELD

**SaraVard Logan Von Gruenigen,  
Stanford Ag Credit Loan Officer**

### **Where are you from?**

Garrard County, Kentucky

### **Did you grow up on a farm?**

I lived two miles from my family's farm until I was married, so I spent a lot of time there. My grandfather was a full-time farmer who raised tobacco and cattle. Sadly, he passed away when I was 13 from a two-year battle with brain cancer. After that, the farm was managed by various people, so my involvement with the farming operation was limited for some time. Today, my parents own the farm and we have cattle on it. The farm has been owned by my family since the early 1940s.

### **Where did you go to college?**

Eastern Kentucky University

### **Were you involved with any clubs or teams growing up?**

I was involved in FBLA along with cheerleading, softball and golf.

### **Interesting facts about yourself:**

- I am the proud "mama" to a three-year-old boy named Ken Tuck
- I am a lefty

- I am an eighth generation Kentuckian (and Garrard Countian)
- I enjoy genealogy
- I enjoy hiking and kayaking

### **Are you a member of any committees, groups or boards?**

- I am a member of Lancaster Baptist Church
- I am the treasurer of the Garrard County Cattlemen's Association

### **Favorite part of being an Ag Credit Loan Officer:**

I enjoy seeing people fulfill their dreams and succeed with our loan programs. I get just as proud as a parent would be of a child accomplishing a goal. I also appreciate the different walks of life I encounter, collective community personalities, lending to all types of commodities and regional differences in agriculture practices. I learn something new constantly from this exposure that I would not get otherwise. Lastly, I am happy to work for an Association that embraces being local. We pride ourselves in being helpful, hands-on and knowledgeable of our region and farming community.

# GET YOUR BOOTS SHINED!

## Kentucky Cattlemen's Association Convention

The 2018 Kentucky Cattlemen's Association (KCA) Convention and Ag Industry Trade Show was held during early January in Lexington, Kentucky. The theme of this year's convention was "Livin' it up in Lex," as next year the convention will be in Owensboro. The event hosted over 1,200 cattle producers and professionals.

Central Kentucky Ag Credit was a Gold sponsor of the 2018 Convention, and offered complimentary boot shines to attendees. Thank you again to Young's Shoe Service for helping make the event a success!

Billy Glenn Turpin of Madison County was inducted into the KCA Hall of Fame for Region 4. Congratulations to Mr. Turpin on this great achievement! Ag Credit was represented well, as staff members were busy networking and helping out at the event. Chris Cooper, Richmond Ag Credit Senior Loan Officer, serves as the KCA Program Chair, while Joe Goggin, Danville Ag Credit Principal Loan Officer, introduced the Hall of Fame Inductees during the Friday night banquet.



(BACK ROW, LEFT TO RIGHT) CHRIS COOPER, RICHMOND AG CREDIT SENIOR LOAN OFFICER, SCOTT TURPIN, RICHIE COBB AND BRANDON SEARS. (MIDDLE ROW, LEFT TO RIGHT) PATTY COOPER, MIMI TURPIN, BILLY GLENN TURPIN, RAGLENA SALMONS AND MARTHA COBB. (FRONT ROW) JUSTIN SALMONS



JOE GOGGIN, DANVILLE AG CREDIT PRINCIPAL LOAN OFFICER, ANNOUNCED THE KCA 2018 HALL OF FAME INDUCTEES.





# OUTSTANDING FARMERS RECOGNIZED IN MARION COUNTY

Congratulations to Randall and Connie Lawson on receiving the Marion County Outstanding Farmer Award! This award was presented during the annual Marion County Chamber of Commerce awards banquet in January. The Lawsons own and operate Lawson Tractor and Implement in Lebanon.

Thank you Randall and Connie for your dedication to agriculture and the community! Central Kentucky Ag Credit is proud to partner with the Marion County Cattlemen's Association and Marion County Farm Bureau to sponsor this award!

Justin Craig, Lebanon Ag Credit Principal Loan Officer, said, "The Lawsons devotion to agriculture and the local community over the years has provided many jobs and been an asset to Marion County and surrounding areas."



**RANDALL AND CONNIE LAWSON STAND WITH  
THEIR OUTSTANDING FARMER AWARD**



**(LEFT TO RIGHT) CALEB SADLER, LEXINGTON  
AG CREDIT LOAN OFFICER, AND JEFF ZINNER,  
FRANKFORT AG CREDIT LOAN OFFICER, ARE  
SHOWN AT THE AG CREDIT BOOTH DURING THE  
FRUIT AND VEGETABLE CONFERENCE.**

## FRUIT AND VEGETABLE CONFERENCE

The 2018 Fruit and Vegetable Conference was held in Lexington during early January. Central Kentucky Ag Credit was among the sponsoring organizations of the event with Ag Credit loan officers hosting a booth to answer financial questions.

The conference had over 70 different speakers during the two-day event. The conference sessions topics ranged from farmers' markets and commercial fruit and vegetable production to a grape and wine short course.



# KENTUCKY IS A “GROWHER” STATE

Three Ag Credit ladies attended the 18th Annual Kentucky Women in Agriculture Conference during November. The three-day conference featured a wide range of nationally-known speakers and a variety of seminars and sessions ranging from business subjects to lifestyle topics. The theme of the 2017 Conference was “Kentucky is a GrowHer State,” showcasing that women farmers are not only growing products and livestock, but are also growing as people. Central Kentucky Ag Credit was a Bronze level sponsor of the Annual Conference.

Lisa Yeager, Lexington Ag Credit Loan Officer, said, “I’ve been fortunate to be a part of the Kentucky Women in Ag Conference for four years. This conference is designed to educate and lift up women producers involved in all aspects of the agricultural industry. Women who attend the conference learn how to better manage risk, improve their farms and become more successful farmers through workshops, presentations and networking. Women are such an important thread in the fabric of agricultural in America. Now more than ever it is important to educate them on farm business practices and give them a place to network. The annual Women in Agricultural Conference is an excellent resource for women who share a passion for agricultural.”



(LEFT TO RIGHT) COURTNEY TARVIN, AG CREDIT SENIOR MARKETING COORDINATOR, TERESA THOMAS, RICHMOND AG CREDIT LOAN OFFICER, AND LISA YEAGER, LEXINGTON AG CREDIT LOAN OFFICER, ALL ATTENDED THE GROWHER EVENT.

The Kentucky Women in Agriculture group was founded in 2003 with the mission to empower women through education, involvement and action. To learn more about this program, visit [KyWomenInAg.com](http://KyWomenInAg.com) or call 877.266.8823.



## AG CREDIT NAMED FRIEND OF 4-H

During the Mercer County 4-H Recognition Banquet, Central Kentucky Ag Credit was named the “2017 Friend of 4-H.” In the photo (left to right) are Dana Anderson, Mercer County 4-H Agent, Joe Goggin, Danville Ag Credit Principal Loan Officer, and Brad Godbey, Danville Ag Credit Senior Loan Officer. Central Kentucky Ag Credit staff are committed to serving the next generation of agriculturalists.

# BLUEGRASS MUSIC KICKOFF

The Bluegrass Music Kickoff in Lebanon is ranked among the Top 10 Winter Attractions by the Southern Tourism Council. The event is coordinated by the Kentucky Fellowship of Musicians and Central Kentucky Ag Credit is a sponsor.

The Kickoff is known to host well-respected musicians, and this year Trinity River Band, Michael Cleveland and Flamekeeper were the stars of the show. Central Kentucky Ag Credit also sponsored the second annual youth instrument contest and singing contest. Results from the contest are as follows:

## Ag Credit Next-Gen Youth Contest Winners, 5th – 8th Grade:

- Banjo – Luke Watson, Barren County
- Guitar – Ashlyn Smith, Jefferson County
- Fiddle – Alex Hazelwood, Grayson County
- Vocal – Lydia Stewart, Pulaski County
- Mandolin – Caleb O'Neal, Green County

## Ag Credit Next-Gen Youth Contest Winners, 9th – 12th Grade:

- Banjo – Jesse Meador, Green County
- Guitar – John Meador, Green County
- Fiddle – Isaiah Kelly, Washington County
- Vocal – Sara Kelly, Washington County

## Ag Credit Next-Gen Singing Contest Winners:

- K – 5th Division 1 – Lydia Stewart, Pulaski County
- K – 5th Division 2 – Kinzlee Ford, Marion County
- 6th – 8th Division 1 – Brooklyn Gaddie, Marion County
- 6th – 8th Division 2 – Alex Hazelwood, Grayson County



**AG CREDIT NEXT GEN SIGNING CONTEST FIRST PLACE WINNERS (LEFT TO RIGHT) ALEX HAZELWOOD, LYDIA STEWART, BROOKLYN GADDIE AND KINZLEE FORD**

Photo courtesy of Stephanie Keeling



**AG CREDIT NEXT GEN YOUTH CONTEST (BACK ROW LEFT TO RIGHT) JIMMY MATTINGLY (JUDGE), DANNY ROBERTS (JUDGE), SARA KELLY, ISAIAH KELLY, JOHN MEADOR, KACEY O NEAL AND JESSE MEADOR (FRONT ROW LEFT TO RIGHT) GARY BISCUIT DAVIS (JUDGE), LUKE WATSON, ASHLYN SMITH, SAM KELLY, LYDIA STEWART, ALEX HAZELWOOD AND CALEB O NEAL**

Photo courtesy of Stephanie Keeling



# ALVIN LYONS TO SERVE ON AGFIRST FARM CREDIT BOARD



James Alvin Lyons of Scott County has been elected to serve on the Board of Directors of AgFirst Farm Credit Bank, a major part of the nationwide Farm Credit System, and an affiliate with Central Kentucky Ag Credit.

Mr. Lyons will serve a four year term.

The AgFirst Farm Credit Board of Directors consists of 17 members. AgFirst Farm Credit Bank is located in Columbia, South Carolina, and is the funding and services bank for Central Kentucky Ag Credit. Both institutions are part of the national Farm Credit System. With assets of more than \$30 billion, AgFirst provides funding and financial services to 19 farmer-owned financial cooperatives in 15 Eastern States and Puerto Rico. These Associations provide real estate and production financing to more than 80,000 farmers, agribusinesses and rural homeowners.

Mr. Lyons is no stranger to the Farm Credit System and currently serves on the Central Kentucky Ag Credit Board of Directors as Chairman and his service on the Board spans 16 years. Mr. Lyons was previously the Vice Chairman of the Board, a position he held from 2006–2011.

Mr. Lyons is a well known farmer in Scott County. He owns 320 acres and leases another 600 acres. Mr. Lyons produces alfalfa, corn, soybeans, wheat, tobacco and has a commercial cow-calf operation, along with backgrounding feeder cattle in Scott County.

Mr. Lyons is also a well known leader in the area. He is also a magistrate in Scott County, serving District 2 since 2010. Mr. Lyons also serves as a Board member of the Scott County Farm Bureau, and is a member of the Scott County Beef Improvement Board. Mr. Lyons is also a member of the Scott County Rural Land Management Board.

## PURCELL JOINS AG CREDIT



Paul Purcell has joined Central Kentucky Ag Credit as a loan officer and brings a rich background in lending and finance to the Association. Paul has over 13 years of experience in banking.

Most recently, Paul was the Chief Financial Officer for the Garrard County Board of Education. Prior to that, Paul was a Commercial Lender, Vice President for Farmers National Bank of Danville, along with working in the Farmers National Bank Garrard County Branch as Market Manager.

Paul is a graduate of the University of Kentucky with a bachelor's degree in Finance and The Graduate School of Banking at Louisiana State University.

His professional and community service is extensive. Paul is currently a Board Member at Heritage Hospice and is a trustee at the Forks of

Dix River Baptist Church. Paul is the past President of the Garrard County Chamber of Commerce, past Board Member of the Wilderness Trace Community Endowment Foundation, UK Extension District Board and Garrard Industrial Development Authority. Paul was also the Garrard County Chair for United Way Campaign Committee and a graduate of the Leadership Boyle County through the Boyle County Chamber of Commerce. Paul has also served as volunteer and team leader for the GABBF Festival Market and a past ambassador of the Jessamine County Chamber of Commerce.

A native of Garrard County, Paul and his wife Dara have two children. The family lives on five acres in Garrard County and raises a variety of plants and livestock. They are members of the Forks of Dix River Baptist Church in Garrard County. The Church is very active in international missions, giving Paul the opportunity to serve on mission trips to Japan, Haiti, El Salvador and several locations within the United States.





## RECENT LAND SALES

The information provided below 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.

### McElroy, Wharton & Boldrick Real Estate LLC

126 E Main Street | Springfield, KY 40069  
859.336.3982  
Kentuckyre.net

#### Location 1:

Acres: 18.48  
County: Marion  
Date of Sale: 10/16/2017  
Selling Price: \$160,000  
Unimproved

#### Location 2:

Acres: 24.64  
County: Marion  
Date of Sale: 10/20/2017  
Selling Price: \$143,000  
Unimproved

#### Location 3:

Acres: 171.77  
County: Marion  
Date of Sale: 10/26/2017  
Selling Price: \$556,600  
Unimproved

#### Location 4:

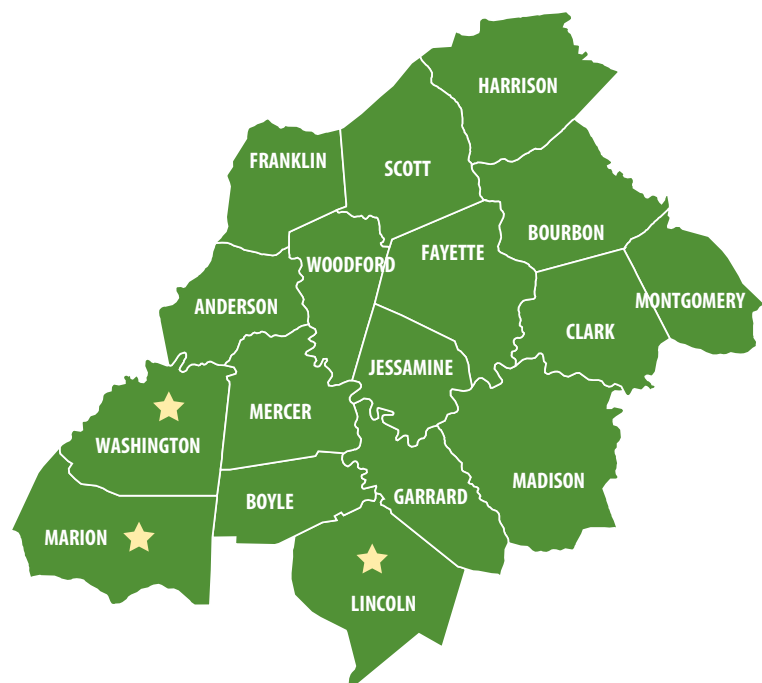
Acres: 36  
County: Washington  
Date of Sale: 12/28/2017  
Selling Price: \$380,000  
Unimproved: Lake and wooded area just west of St. Catherine College

### Ford Brothers, Inc.

135 HWY 25 | Mt. Vernon, KY 40456  
859.583.7788  
FordBrothersInc.com

#### Location 1:

Acres: 98.16  
County: Lincoln  
Date of Sale: 11/25/2017  
Selling Price: \$390,500  
Improved: Small brick ranch style home, grain storage and 24x72 machinery shed.



# ARE YOU SELECTING YOUR NEXT HERD BULL SOON?

If so, you need to read Joe Myers' words of advice on evaluating and picking the best bull for your operation.

## Learn about:

- **Evaluating Phenotype**

Visual appraisal of the bull, learn the basics of evaluating cattle.

- **Performance Records**

The bull's performance records will tell you his actual birth weight, weaning weight and other valuable information.

- **Expected Progeny Differences (EPD)**

EPDs are a collection of data from the individual and his ancestors that supply a numerical system for producers to analyze multiple traits to help them fine tune their selections for their herd.

- **Genomics**

By the use of genomics the breed association uses the results of the DNA profile to enhance the EPD profile of an animal for each particular trait. The end result is a genomic enhanced EPD profile that provides more insight to the animals genetic capability.

- **Genetic Suppliers**

A trustworthy supplier of genetics can help a commercial producer fine tune their bull selections to help drive profit for the commercial operation.



To read the full article, go online to: [AgCreditOnline.com/Bull](https://AgCreditOnline.com/Bull)



Joe Myers is a member of the Central Kentucky Ag Credit Board of Directors. He is originally from Montgomery County, and currently lives on a Mercer County farm maintaining 65 purebred Angus cows. From this herd they market purebred bulls, females and embryos throughout the year. The Myers family has marketed purebred Angus genetics since the 1960s in 38 different states and three foreign countries. On the topic of herd bull selection, Joe knows what he's talking about. Joe is currently a consultant and sire analyst for Select Sires, Inc. and travels the United States to identify, purchase and lease bulls to enter the artificial insemination industry.



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# 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**.



**AgCreditOnline.com**



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

**Contact us to enroll!**

