

AG CREDIT

LEADER

SECOND QUARTER 2017



Newly Elected Board Member Lee Hood - Pages 8 - 9

**Farm Credit EXPRESS, Your Key to Convenient
Equipment Financing - Pages 10 - 11**

**Customer Appreciation Day; \$3.1 Million
in Patronage Distributed - Pages 12 - 13**



Central Kentucky Ag Credit Offices

DANVILLE OFFICE

P.O. Box 326
485 North Danville Bypass
Danville, KY 40422
859-236-6570 • 1-800-589-4261

Joe Goggin, Principal Loan Officer
Brad Godbey, Senior Loan Officer
Greg Robey, Loan Officer
Tina Roney, Senior Loan Assistant
Donna Price, Loan Assistant

FRANKFORT OFFICE

P.O. Box 4288
1120 U.S. Highway 127 South
Frankfort, KY 40601
502-875-0863 • 888-980-9417

Jeff Zinner, Loan Officer
Lindsay Barnes, Loan Assistant

LEBANON OFFICE

P.O. Box 544
842 West Main Street
Lebanon, KY 40033
270-692-4411 • 1-800-264-0402

Richard Medley, Relationship Manager
Justin Craig, Senior Loan Officer
Travis Mattingly, Loan Officer
Cole Mattingly, Loan Officer
Jeremy Parker, Loan Originator
Jeanine Williams, Senior Loan Assistant
Susan W. Mattingly, Loan Assistant
Ruthie Jackson, Office Clerk

LEXINGTON OFFICE

P.O. Box 1290
640 South Broadway
Lexington, KY 40508
859-252-4717 • 1-888-820-3270

Shane Turner, Vice President - Credit
Lisa Yeager, Loan Officer
Willie Wilson, Loan Officer
Caleb Sadler, Loan Officer
Miriah Eden, Loan Assistant
Lisa Adams, Loan Assistant

PARIS OFFICE

P.O. Box 249
201 Commerce Drive
Paris, KY 40361
859-987-4344 • 1-800-613-4292

Russell Gray, Assistant Vice President &
Senior Relationship Manager
Tom Zack Evans, Loan Officer
Ben Robin, Loan Officer
Kevin Truesdell, Loan Originator
Margie Roe, Loan Assistant

RICHMOND OFFICE

P.O. Box 492
1000 Ival James Blvd.
Richmond, KY 40475
859-623-1624 • 1-888-820-3221

Chris Cooper, Senior Loan Officer
Teresa Thomas, Loan Officer
Karen Sarver, Loan Assistant

STANFORD OFFICE

P.O. Box 367
106 Agriculture Way
Stanford, KY 40484
606-365-7500 • 1-800-467-0039

John Peek, Senior Loan Officer
SaraVard Von Gruenigen, Loan Officer
Felicia Madden, Senior Loan Assistant
Tara Davis, Loan Assistant

REGIONAL LENDING MANAGERS

1-888-820-3270

Shane Turner, Vice President - Credit
Paul Wyler, Vice President - Credit

ADMINISTRATIVE OFFICE

Jim Caldwell, President and CEO
Marcus Barnett, VP and CFO
Jonathan Noe, VP and CLO
Robert Anderson, VP- Information Systems
Courtney Tarvin, Marketing
Pam Johnston, Accountant
Thomas Whitaker, Accountant
Bud Burdette, Appraiser
Kathy Saunders, Executive Assistant
Grace Gayheart, Admn. Asst. -Credit

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

PRESIDENT & CEO
James W. Caldwell

BOARD OF DIRECTORS
Alvin Lyons
Chairman
James C. Rankin, III
Vice Chairman
James L. May
Lee Hood
Joe Myers
Mary-Lynn Hinkel

Robert Anderson
Editor

Courtney Tarvin
Marketing Coordinator

Claude L. Brock
Writer

ADDRESS CHANGES

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 1-859-253-3249, or by mailing to 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. Copies of the association's annual and quarterly reports are available upon request free of charge by calling 1-800-589-7859, or writing Marcus Barnett, Chief Financial Officer, Central Kentucky Ag Credit, P.O. Box 1290, Lexington, KY 40588, or by accessing the association web site at www.AgCreditOnline.com. The association prepares an electronic version of the annual report which is available on the association's web site within 75 days after the end of the fiscal year and distributes annual reports to shareholders within 90 days after the end of the fiscal year. The association prepares an electronic version of the quarterly report within 40 days after the end of each fiscal quarter, except that no report need be prepared for the fiscal quarter that coincides with the end of the fiscal year of the institution.

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](#)

Central Kentucky Ag Credit



On The Cover

The cover photo features a classic central Kentucky farm scene during the summer. Everything is green and full of life. The weather is warm and days are long and there is always something to enjoy doing on the farm.

In This Issue

Ag Credit Honored with Commemorative Flag.....	4
Customer Referral Program	5
Fayette County Equipment Auction.....	5
RELAX.....	6
Anderson County Business Expo	7
5 Equipment Purchasing Tips	7
Lee Hood Feature	8 - 9
Farm Credit EXPRESS	10 - 11
Customer Appreciation Day.....	12 - 13
Auto Draft	14
Fresh Apple Cake Recipe	14
National FFA Week	15
Farm Machinery Show.....	15
Richard and Laurie Ketch	16
OAK Conference.....	16
Survey Winner	17
Farmland Conservation Celebration & Auction	17
Customer Comments.....	18
Thank you notes	19

Holiday Closings

INDEPENDENCE DAY

Tuesday, July 4

LABOR DAY

Monday, September 4

COLUMBUS DAY

Monday, October 9

Farm Credit Express Dealers

Bevins Motor Company

1797 Lexington Road
Georgetown, KY 40324
502-863-2529
bevinsmotors.com

Bevins Motor Company

3365 Owingsville Road
Mt. Sterling, KY 40353
859-497-4440
bevinsmotors.com

Bevins Motor Company

4 Legion Road
Paris, KY 40361
859-987-4864
bevinsmotors.com

Bevins Motor Company

908 Commercial Drive
Richmond, KY 40475
859-624-4020
bevinsmotors.com

Central Equipment Co.

791 Red Mile Road
Lexington, KY 40504
859-853-2611/866-855-9738
centralequipment.com

Lawson Tractor & Implement, Inc.

Lebanon
846 West Main Street
Lebanon, KY 40033
270-692-2169
lawsontractor.com

Lawson Tractor & Implement II, Inc.

6829 US Hwy 127
Stanford, KY 40484
859-854-3500
lawsontractor.com

HUS Equipment Inc.

131 East Lane,
Nicholasville, KY 40356
859-885-1879
husequipment.com

Northside Equipment

200 Automotive Drive
Richmond, KY 40475
859-623-5167
northsideequipment.com

Red Barn and Assoc., L.L.C.

Charlie Edgington
833 Onstott Road
Lancaster, KY 40444
859-608-9745
redbarnandassociates.com

Clements Ag Supply, Inc.

1223 Lebanon Hill RD
Springfield, KY 40069
859-336-3112

Haydon Equipment, Inc.

40 KY Highway 392
Cynthiana, KY 41031
859-234-4621
haydoneq.com

Montgomery Tractor Sales

1501 Winchester Road
Mt. Sterling, KY 40353
859-498-0342
montgomerytractorsales.com

Montgomery Tractor Sales

DBA MTS Kubota
875 Mt. Sterling Road
Flemingsburg, KY 41041
606-209-0131
Montgomerytractorsales.com

S & S Equipment

834 Polly's Bend Road
Lancaster, KY 40444
859-759-0386
sandseequipment.com

Lee Farm Equipment

3020 Highway 208
Lebanon, KY 40033
270-692-0220
Rich Lee's Cell: 502-693-7650
leefarmeq.com

Pingleton Trading Co.

68 Richmond Road
Loop 2, Lancaster, KY 40444
859-661-2042

Winners Circle Trailer

Sales & Service
3211 Georgetown Road
Lexington, KY 40511
859-367-0007
Toll Free 855-670-2767
winnerscircletrailers.com

Bobcat Enterprises, Inc.

1309 Cahill Drive
Lexington, KY 40504
859-254-3936
bobcat-ent.com

Arnett Trailer Sales

7401 Indian Mount Drive
Mt. Sterling, KY 40353
859-499-3700
arnetttrailers.com

H & S Tractor Parts

7075 Lebanon Road
Danville, KY 40422
859-236-3745
Find Us On Facebook

Double O Trailer Service, Inc.

222 East 19th Street
Paris, KY 40361
859-987-4200
doubleotrailerservice.com



Let
freedom
ring.



Celebrating Independence Day



The Board of Directors and Ag Credit Employees

Danville • Frankfort • Lebanon • Lexington

Paris • Richmond • Stanford

AgCreditOnline.com

Ag Credit Honored with Commemorative Flag



Central Kentucky Ag Credit was honored by the United States of America and former President Obama for the 100 year anniversary of the Farm Credit System (FCS). The gift was a ceremonial flag that flew over the Capital Building in Washington, D.C. on July 17, 2016 - the 100 year anniversary date of the Farm Credit System.

Along with the flag, letter of authenticity and letter from former President Obama were included. In this letter he stated, "Our Nation depends on our farmers, ranchers, and the people of our rural communities to help Americans put healthy food on their tables and to contribute to growing a more vibrant national economy. Established to improve the lives of these hardworking individuals, the FCA has long served the women and men of rural America. By providing loans and financial services to farmers and communities through its network of cooperatives, the FCS plays a integral role in local economies across the United States."

Central Kentucky Ag Credit is honored to be a part of the Farm Credit System and will continue to serve farmers and rural residents in the Bluegrass.



Rob Congleton (left) and Chris Cooper, Richmond Ag Credit Senior loan officer, are shown on Rob's farm in Madison County.

We Love Referrals!

Central Kentucky Ag Credit staff realize that your opinion of our service matters. In fact we value it so much that we are willing to give you a gift for referring your friends and family to Ag Credit.

If you recommend a person to Ag Credit, let us know. Then, if the person you recommended ends up with a loan you may qualify* for a Lands' End jacket or vest.

Upon confirmation of a qualifying loan with your local Ag Credit office, you will receive a certificate to Lands' End valuing \$75 in merchandise on the Ag Credit/Lands' End Business Outfitters website. All clothing items will include the Central Kentucky Ag Credit logo.

If you have any questions about the customer referral program or would like to find out more, call your local Ag Credit Office.

**According to consumer legislation, all loans subject to consumer RESPA requirements do not allow for the merchandise certificates. Check with your local Ag Credit Office for details.*

Equipment, Equipment & More Equipment!



Alvin Lyons (in truck), Chairman of the Central Kentucky Ag Credit Board of Directors, checks in his equipment for the consignment auction.



Caleb Sadler, Lexington Ag Credit loan officer, exams a set of plows while entering equipment at the Kentucky Horse Park.

Imagine over 1,551 pieces of equipment and 1,790 bidders all located in one spot. During the 34th Annual Fayette County Farm Bureau Farm Equipment Consignment Auction that was a reality. This annual auction draws a large crowd not only from Kentucky, but also other states. Items auctioned ranged from tractors and lawn mowers to grills.

Central Kentucky Ag Credit staff volunteered at the five-day event, helping to check-in equipment and assisting on the day of the auction. The auction was held at the Kentucky Horse Park, with all proceeds funding scholarships for Fayette County High School students.



The Professor Speaks

By **Dr. David M. Kohl**, Professor Emeritus - Virginia Tech and President - AgriVisions, LLC

RELAX

A predominant theme at a recent national conference was remaining calm in a very turbulent economic and business environment. In the last few months, uncertainty in global trade, which is very important to most agricultural sectors, has become front and center. When one adds in changing consumer tastes and demographics, regulations, and other variables, operating a farm business can appear daunting.

While speaking at the conference, I thought of comments from Aaron Rodgers, The Green Bay Packers' Quarterback. The Packers' team was plagued with injuries and in the midst of a losing streak. Rodgers addressed the team, the fans, and the media by saying simply, "Relax." Well, it turns out that Aaron was absolutely correct; and in agriculture today, we need to relax and R.E.L.A.X.

As the saying goes, "Good times don't last forever and neither do bad times." Cyclical trends and volatility create opportunity. However, without astute business management these shifts can result in business failure. Especially helpful in today's economic environment, R.E.L.A.X provides five areas of focus for your business.

Resilience

Many times, farm businesses grow in size (acres, livestock, revenue) faster than business practices or the business acumen can match. Regardless of size, one must plan, strategize, execute, and then, monitor results. Mapping out short and long term goals for the business, family and personal lives provides focus. Specifically, manage the elements you can control, and manage around the elements you cannot.

A business strategy is simply prioritizing these goals. Within the context of one's resources, these goals must be prioritized according to the land, labor and capital resources available. Additionally, the order of priorities must align with labor, management, markets, etc. It is important to note that execution of the strategy is often the weakest link of the overall plan. Of course, monitoring is the comparison of projections to actual numbers, but also includes monitoring the resulting tweaks and adjustments made along the way.

Excellence

Excellence is achieved by small, incremental improvement; even just 5 percent over many areas of the business. Analogous to football, excellence comes from the blocking and tackling. Being 5 percent better in production, cost controls, efficiencies, or marketing and risk management, requires critical thinking. This is an area where the use of an advisory team can really help shake loose the status quo.

Liquidity

With the cyclical economic environment, working capital is critical. In other words, maintain the ability to quickly generate cash from assets without disrupting normal operation. This financial element serves as the bridge when shortfalls in cash flow and profits occur. And also provides a way to capitalize more quickly on business opportunities as they are presented.

Attitude

Are you surrounded by the right people? There is old adage that says, "Attitude, not aptitude, gives you altitude in business and life." The

right people providing your services, marketing your product, or on your advisory team, will be critical for sustainable success. Whether we realize it or not, the perspectives of those around us can impact our thinking. Watch out for those that tend to be "victims" of their own circumstances, blaming others instead of taking responsibility for their mistakes. And steer clear of "know-it-alls" who have forgotten how to learn.

The X factor

How does one control the "uncontrollables?" Well, the short answer is to conduct scenario planning. Run varying scenarios on your financials, production, and marketing using different price, cost, and production estimates. Remember to include interest rate increases on variable rate monies as well. Think about the unintended consequences if changes were to occur in the business. For example, if you are tempted to end a business relationship, for whatever reason, be deliberate and cautious in your action, mindful whether that relationship may be necessary in the future.

As agriculture works its way through cycles, both positive and negative, the R.E.L.A.X approach provides proactive tools to protect against reactive vulnerability. In a competitive business environment and changing global dynamics, it is increasingly important to R.E.L.A.X your business; and relax your mind, body, and spirit.



Representative James Tipton (R), of Lawrenceburg (left) is shown with Greg Robey, Danville Ag Credit loan officer (right) enjoying a moment during the Anderson County Business Expo.

Anderson County Business Expo

The 10th Annual Anderson County Business and Community Expo was held on a beautiful Saturday in late March. The expo featured local businesses in Anderson County, including Central Kentucky Ag Credit. Jeff Zinner, Frankfort Ag Credit loan officer, Lisa Yeager, Lexington Ag Credit loan officer and Greg Robey, Danville Ag Credit loan officer, were all busy at the expo networking with members of the community.

The event was organized by the Anderson County Chamber of Commerce and featured an attendance of over 1,500 people. During the Expo, scholarships were awarded to graduating Seniors, Suzanna Dowler and Christopher Beasmore. To learn more about the event and Anderson County Chamber of Commerce go online to www.andersonchamberky.org.

5 Equipment Purchasing Tips

By: Greg Robey



Greg Robey is a loan officer in the Danville Ag Credit Office. Currently, he owns a cattle farm in Mercer County, and has been involved in farming since he was very young. Greg is extremely knowledgeable when it comes to farm equipment, as he is currently a Relationship Manager for Farm Credit EXPRESS, Ag Credit's equipment financing program.

Have you been dreaming about purchasing a new piece of equipment for your farm? When you are ready to buy that special tractor or baler, make sure you consider these five equipment purchasing tips.

1 Evaluate Your Needs.

Consider the task and what your equipment needs to accomplish. An operation that consists of 100 acres might need different equipment than a farm of 2,000 acres. Think about your operation and what would work best for you.

2 Match Your Equipment.

Most equipment has horse power requirements. Consider this when pairing attachments to your tractor or when purchasing a tractor.

3 Consider New and Used Equipment.

In most cases a dealer will have financing available for new and used equipment. Be sure to look at the cash discounts offered by manufacturers. For example, if a manufacturer offers a cash discount and you finance through another dealer finance program like Farm Credit **EXPRESS** you will be able to take advantage of the cash discount offered by the manufacturer.

4 Local Dealer Support.

Make sure you are buying equipment that has good local dealer support. Hopefully you can find a dealer in your area that has the ability to stock or order parts you may need in the future. This is important for regular service, as well as those times when you have a broken part that needs to be replaced.

5 Shop Around.

Central Kentucky is blessed with several good dealers with new and used equipment. Be sure to shop around and I'm sure you will find a dealer that will meet your needs. Good luck with your equipment search and don't forget to use the Internet for reviews and information about a specific tractor or piece of equipment you are considering purchasing.



Farming and Financial Management at Core of Success for Lee Hood; Youth, Skill Mark Her New Service on Ag Credit Board

By: Claude L. Brock

Lee Hood has started service on the Ag Credit Board of Directors, having been elected by the membership at the Association's February Annual Meeting sessions. She will serve a four-year term on the Ag Credit Board, a key farm financial cooperative in the Bluegrass Region.

She ranks as one of the youngest individuals ever elected to the Board. Lee is approaching her middle 30's and during her time in the country she quickly became a champion for young farmers. She is one.

Her farming career started in her mind when she grew up on a Washington County farm, where her dad managed Silverton Hill Farm, a 1,600-acre operation at that time. Her dad is Mark Warren, and his farming dedication influenced his daughter in a very positive way.

Lee's real farming career started when she leased the 68-acres that is owned by her grandmother, Clarine Carrico. When Lee was able to lease the property from Clarine it also marked the first loan Lee established with Ag Credit. The loan was for cattle on the farm. And that was just the beginning.

Today Lee Hood owns 100-acres with J.P. Blanford and they also lease another 750-acres in Washington County. Their farming operation consists of 200 bred cows and 300 feeders annually. Their operation is self-sustaining, including about 300-acres of hay production.

When discussing the current cattle market, Lee said she is relieved that the cattle market is showing



Lee Hood is comfortable with her cattle in the field, and with her calculator at the desk. She's shown here with her cattle in the background. Five cows belong to the children.

improvement. It has been difficult for cattle producers recently and Lee said she and J.P. Blanford have survived the cattle downturn by tightening their belts. "We repaired the old hay ring, instead of purchasing a new one, and made do in lots of other ways," she said. She is optimistic that a better market is beginning to take root. She said the Washington County Livestock Center has plans to conduct a CPH Sale this summer, following a lapse during the down market. That tends to predict better times for cattle producers.

Lee's conversation revealed a deep understanding regarding cattle production and farming in general. That knowledge is being shared with children in the family. She and J.P. have five children who work alongside them in farm operations. Three are Lee's

children and two are J.P.'s children. They work as a family team. As a matter of fact, during the interview, one of the children, Adelle, was with Lee and she was intent on latching one of the farm gates after this writer walked through without closing the gate. "We teach them to do everything, including working the cows, fencing, and more ...they are a great help to us," Lee said. The training goes to actual production, too. Each child has their own cow, all of which are kept with the herd on the original 68-acre farm that is leased from Grandmother Carrico. Lee explained it is important for children to learn that "you get back what you put in," and farming is an excellent way to teach that principle.

When the interview turned to financial matters, it quickly became obvious that Lee is also at home in that arena. She is the Chief Financial Officer for Clements Ag Supply in Springfield, a full-service farm supply company that has served the region for over 40 years. In that work, Lee has primary responsibility for a long list of key company activities. Included are accounting functions for inventory, payroll, accounts payable, accounts receivable, sales accounting and volume, human resources, insurance, and the Pioneer Seed Corn business. As a University of Kentucky graduate with a B.S. Degree in Accounting, Lee is highly qualified for her work with Clements Ag Supply.

As Lee Hood has quickly taken her education, skills and farm knowledge into a blossoming career in agriculture, she has also been active in many community activities. As a multi-tasker, Lee is Chairman of the Washington County Ag Development



Lee Hood, Ag Credit's newest director, is shown here with Richard Medley, Relationship Manager at the Ag Credit Lebanon Office. Adelle is enjoying her seat on top of the truck.



Board; Treasurer of the St. Dominic Catholic School Parent Teacher Organization; and past President of the Washington County Cattlemen's Association.

Lee views her new Ag Credit Director role as a growing experience. "This is a new type of opportunity at a higher level for me," she said. "I want to

make more connections; grow more; and become more involved," she concluded.

Lee Hood and daughter, Adelle, take a moment to relax at the gate to Clarine Carrico's former home. Lee and J.P. Blanford lease the 68-acre "home place" from Clarine, who is Lee's grandmother.

So it is that Lee Hood is on the verge of adding another level of service to her young career. When asked how she manages to juggle her many jobs, which include farming, mother, financial professional and community servant, Lee simply smiles and said, "it's about time management." She credits her dad for teaching her the art of time management. It has served her very well.



Lee Hood and Richard Medley Believe in Teamwork

As Lee Hood stood in the pasture with part of her cattle herd in the background, she talked fondly about young people, farming and Ag Credit. She made Richard Medley blush when she complimented him highly for his work as Relationship Manager with the Lebanon Ag Credit Office. "He is responsible for opening Washington County to financial services that Ag Credit offers," she said. While Richard is Lee's personal Ag Credit loan officer, she was not just throwing random compliments. She was sincere when she said, "he made my first loan and all young people deserve the same chance I had ...Richard opened Washington County's eyes to Ag Credit services."

Richard says he has found his calling as an Ag Credit Relationship Manager, because it is a "business that helps people." As he and Lee Hood have grown together in the farmer-lender environment, they have discovered it "takes two to tango." Together they have combined Lee's skills and willingness to succeed, with Richard's Ag Credit resources. The result is healthy farm growth.

A discussion between Lee and Richard turned to the power and effectiveness of family cooperation when establishing a farming operation. Today's demanding economic environment, combined with market and weather variables, require that family team pull in the same traces. That's where off-farm income is important and has helped many young people to survive and prosper in farming. When one of the family members has off-farm income, the ability to repay borrowed funds becomes more practical, and also lends power to crop and livestock income that can be routed into farm growth.

Since Lee is dedicated to providing viable service to young, beginning and small farmers, her work on the Ag Credit Board of Directors will be complimentary to the Youth Council that is developing in the Association. And, Richard believes it is better to make a loan to a young farmer, rather than to deny a loan. As a result, he maintains his resolve to help young farmers get started with reliable financial help. "It's harder to do it that way," says Richard, "but the result is worth it."



Central Kentucky Equipment

Your key to convenience

Update your old equipment today and keep your farm running efficiently. Here are some benefits of using **EXPRESS** equipment financing program:

- Easy, on-the-spot financing
- Approval decision often within minutes
- Customers may finance up to 100% of equipment sales price
- Efficient documentation and dealer settlement process
- Loan products offer a fixed rate of interest with no prepayment penalties
- Leasing options available Summer 2017
- New equipment cash discount opportunities
- Service and support from a local lender
- Competitive used equipment financing
- Profit sharing patronage program

EXPRESS provides you with competitive rates, flexible terms and quick response time. If you would like to learn about **EXPRESS** call an Ag Credit loan officer, stop by your local Ag Credit office, or talk to an **EXPRESS** dealership listed on page 3.

Central Kentucky Ag Credit's equipment financing program, Farm Credit **EXPRESS**, is the quick and convenient way to finance your equipment. Farm Credit **EXPRESS** provides you with one stop shopping by allowing you to apply for Ag Credit financing while at the dealership.

EXPRESS program allows you to take advantage of all manufacturer cash discounts while still getting great rates and terms on your financing. Your equipment loan through Farm Credit **EXPRESS** will stay local along with your service. If you have any problems call your local Ag Credit loan officer.

One great benefit to using **EXPRESS** is benefiting from Ag Credit's cooperative structure. This means you are not just a customer, but an owner of Central Kentucky Ag Credit. As a cooperative, Ag Credit member-borrowers benefit from patronage distribution, which reduces your effective cost of borrowing.

Five Ways to Get More Hours from Your Equipment

Courtesy of AgWeb.com

With the current agriculture economy many farmers are looking to minimize expenses, and holding on to equipment. Which means regular maintenance will be essential to avoid downtime and costly repairs.

The equipment manufacturer's maintenance list is a good place to start when deciding where to spend time and dollars on upkeep, but fuel-related areas are often overlooked, notes Ron Jessen, CHS Director of Product Management for Cenex brand fuels. "Taking a few minutes to check and replace components will be time well spent. Using premium fuels and lubricants also can make a big difference in efficiency and performance."

1. Change air and fuel filters.

Internal combustion engines require the proper mix of fuel and air. Clogged primary and secondary air and fuel filters interfere with combustion efficiency. A University of Missouri study

AG CREDIT EXPRESS Kentucky Ag Credit Equipment Financing

Equipment financing

shows that replacing dirty air and fuel filters can increase power output by up to 4 percent.

2. Service fuel injectors.

Dirty fuel injectors can cause inefficient combustion and power loss. Black smoke is a sign of overfueling and may mean you need to clean injectors.

Typical #2 diesel fuel leaves deposits in injector nozzle tips and deep inside injector components, explains Jessen. "Internal diesel injector deposits, or IDIDs, can form suddenly, resulting in significant drops in power and fuel economy, and, in some cases, injector failure."

3. Invest in premium diesel fuel.

Newer diesel engines use high-pressure, common-rail,



direct-injection technology for better efficiency. But the high temperatures and pressures they produce can literally cook conventional diesel fuel, creating engine deposits that can impact equipment performance and potentially damage engine parts.

4. Clean and maintain bulk fuel tanks.

Water is the enemy of stored fuel and the common culprit behind rust, bacteria and algae formation. If those contaminants make it through the filter and into engines, injectors can plug and pumps can fail.

Check for water in tanks after each fuel delivery, recommends Jessen. "An automatic tank gauging system makes that easy, but you can check manually with alcohol-compatible water paste on a gauge stick. If you find water at the bottom, drain and clean the tank. If sludge

or contaminants are found, have the tank professionally cleaned."

5. Enroll in a warranty plan.

Equipment failure cripples productivity, so look for a warranty plan for new and used equipment.

A full listing of **EXPRESS** dealers can be found on page 3. If you are an equipment dealer and interested in using the **EXPRESS** program please contact:

Tom Zack Evans
(859) 987-4344

Greg Robey
(859)236-6570

AG CREDIT

AgCreditOnline.com

Danville 859-236-6570	Frankfort 502-875-0863	Lebanon 270-692-4411	Lexington 859-252-4717
Stanford 606-365-7500	Paris 859-987-4344	Richmond 859-623-1624	

OUR 17-COUNTY TERRITORY
IN CENTRAL KENTUCKY



★ BRANCH LOCATIONS

Ag Credit Holds Customer Appreciation Day Over \$24 Million Distributed Since 1998!

Central Kentucky Ag Credit hosted the 3rd Annual Customer Appreciation Day during April. The all-day event took place at all seven branch locations. Customer Appreciation Day allowed qualifying member-borrowers to pick-up their patronage checks and visit with Ag Credit staff.

This year Ag Credit distributed over \$3.1 Million in patronage to member-borrowers. Since 1998, Ag Credit has distributed over \$24 Million to the Bluegrass; patronage is just another reason to do business with a cooperative. All photos are from Ag Credit's Customer Appreciation Day and are identified left to right.



Ben Robin, Paris loan officer, with Lanissa & Craig Coker of Franklin County.



Darnetta Congleton of Madison County with Chris Cooper, Richmond senior loan officer.



Ben Robin, Paris loan officer with Kent Cross of Bourbon County.



Harrison

Kerry Florence, Harrison County, is shown with Tom Zack Evans, Paris loan officer.



Anderson

Jeff Zinner, Frankfort loan officer, is shown with Price and Linda Watkins of Anderson County.



Mercer

Hunter Drury; Joe Goggin, Danville Principal loan officer; and Pat Drury of Mercer County.



Clark

Kevin Vaughn, Clark County, with Teresa Thomas, Richmond loan officer.



Scott

Willie Wilson, Lexington loan officer, with Ralph Caristo of Scott County.



Marion

Travis Mattingly, Lebanon loan officer with Glenn Miller of Marion County.



Fayette

Oscar Penn of Fayette County with Shane Turner, Ag Credit Vice President of Credit.



Jessamine

William Peel of Jessamine County, is shown above with Caleb Sadler, Lexington loan officer.



Washington

Eddie Young of Washington County is shown with Greg Robey, Danville loan officer.



AutoDraft

The easy way to pay
your Ag Credit loan.

AutoDraft is a way to pay your Central Kentucky Ag Credit loan installments a little faster, a little easier – and at no cost to you.

AutoDraft electronically deducts your loan installment from your bank account each month, each quarter, or whenever it is due. Your payment is transferred automatically. There's no check to write. No stamp to lick. And there's one less "to-do" on your to-do list.

Call your local Ag Credit office for more information or to sign-up.



Kathy Saunders is the Executive Assistant in the Central Kentucky Ag Credit Administrative Office in Lexington. Kathy is known for her cooking skills and enjoys spending time in the kitchen with her family.

Fresh Apple Cake

by Kathy Saunders

Ingredients:

- 3 c Sifted all purpose flour
- 4 c Chopped apples
- 1 t Baking powder
- 1 t Vanilla
- 1 t Baking soda
- 1 c Chopped pecans
- 1 ½ t Salt
- 1 t Cinnamon
- ¾ c Oil
- 2 c Sugar
- 2 Eggs



Instructions:

Mix all ingredients, adding sugar and eggs last. Bake in a tube pan at 350 degrees for approximately 45 minutes, or until a toothpick inserted comes out clean. Prepare glaze and pour hot over the cake. Let cake set in pan about two hours.

Glaze:

- 1 c Brown sugar
- ¼ c Milk
- 1 Stick Butter

Mix all three ingredients in a kettle and cook for three minutes. Pour hot over cake. Let stand in pan about two hours.

Enjoy!



Harrison County FFA members are shown presenting a gift to Tom Zack Evans (blue shirt) and Ben Robin (gray shirt) in front of the Paris Ag Credit Office. Both Tom Zack and Ben are loan officers in the Paris Ag Credit Office.

National FFA Week

During National FFA Week, February 18 – 25, Harrison County FFA members stopped by the Paris Ag Credit Office. While there, members of the Harrison County FFA Chapter thanked Ag Credit staff for supporting FFA and their local chapter. FFA members

also gave the Paris Ag Credit branch a nice collage of photos.

Central Kentucky Ag Credit is a proud supporter of local FFA Chapters within Central Kentucky and the Kentucky FFA Foundation!



Farm Machinery Show

The Richmond Ag Credit Branch partnered with the Madison County Beef Cattle Association and the Madison County Farm Bureau to sponsor a group to attend the 52nd Annual National Farm Machinery Show. A group of 48 farmers and equipment lovers packed into a charter bus to make the trip to Louisville. Above shows a photo of the group that attended the event from Madison County. This marks the 11th year the Richmond Ag Credit

Branch has partnered with the Madison County Farm Bureau and Madison County Beef Cattle Association to take farmers to the National Farm Machinery Show.

The Danville Ag Credit Office and Stanford Ag Credit Office also partner with local associations to take groups to the National Farm Machinery Show.

AROUND
AG CREDIT



Richard and Laurie Ketch Fayette County

In the heart of the Bluegrass, Richard and Laurie Ketch own a 30 acre hunter jumper operation. Richard and Laurie both work full-time as Insurance Adjusters specializing in livestock mortality claims. They currently have 14 horses on their beautiful farm in Fayette County. All horses on the farm come from destruction cases, and the Ketches have rehabilitated and trained all of them.

To learn more about the Ketches and their operation visit:
AgCreditOnline.com/Ketch



Fun Fact:

The Ketches used their first patronage check to build a custom chicken coop matching their home.



Organic Association of Kentucky

Central Kentucky Ag Credit was among sponsoring organizations at the 6th Annual Organic Association of Kentucky (OAK) Conference. The event was held in early March with a total of 250 attendees. Several Ag Credit loan officers attended and represented Ag Credit with a booth to meet and talk with organic producers. Ag Credit also produced posters for the OAK Conference.

According to their website www.oak-ky.org, "OAK is a non-profit membership organization dedicated to improving the health of people and the environment by educating and providing resources for farmers and consumers interested in driving change to a more sustainable food source."

Ag Credit recognizes the growth and demand for locally grown, organic products.





William H. G. Clark

Central Kentucky Ag Credit's number one priority is customer satisfaction. Each month after customers close a loan, they are sent a customer satisfaction survey. For completing the survey and returning it to Ag Credit they are entered into a quarterly drawing for an iPad Mini. The most recent survey winner was William H.G. Clark of Madison County; Mr. Clark is shown above with his new iPad Mini.

As of today the survey results show Central Kentucky Ag Credit's customer satisfaction ranks at 4.97, on a scale of 1 - 5.



(Left to Right) Willie Wilson, Lexington Ag Credit loan officer; Jeff Zinner, Frankfort Ag Credit loan officer; and Caleb Sadler, Lexington Ag Credit loan officer, are shown at the Farmland Conservation Celebration and Auction in late April.

Farmland Conservation Celebration & Auction

The 17th Annual Farmland Conservation Celebration and Auction was held in late April. The event was hosted at Fasig-Tipton, with all proceeds of the auction assisting local Bluegrass families conserve their land. Central Kentucky Ag Credit sponsored the celebration and auction, and several loan officers were in attendance. Russell Gray, Ag Credit Assistant Vice President and Senior Relationship Manager, is a member of the Bluegrass Conservancy Board of Directors, and also attended the annual meeting.

The Bluegrass Conservancy is a nationally accredited land trust and was founded in 1995. The Bluegrass Conservancy encourages the preservation of land for agriculture viability. The Conservancy has partnered with families to permanently protect over 25,000 acres.



We love to see happy photos of Ag Credit customers! Michael Stewart and his son are shown above happily sporting Ag Credit hats after their recent loan closing. The Stewart family purchased a home and 19-acres in Franklin County and will be moving there soon. Stop by an Ag Credit Office today and get yourself a new hat!



Got your FREE sticker yet?

Stop by your local Ag Credit office today and pick-up a Farmer Strong bumper sticker. The bumper stickers are FREE, and you don't have to be an Ag Credit customer to get one. You can put them on your farm truck, tractor, cooler or computer. Ag Credit is proud to be Farmer Strong Since 1934!

CUSTOMER COMMENTS

"We love doing business with Ag Credit.

They are super nice and try to help in every way.

Best service anyone could ask for."

- *Crab Orchard* -

"I was treated as a preferred customer, the old-fashioned banker way.

It was a pleasant surprise."

- *Lexington* -

"No comparison to others!!"

- *Springfield* -

"We were very pleased with the service we received.

Everyone was friendly and willing to help!

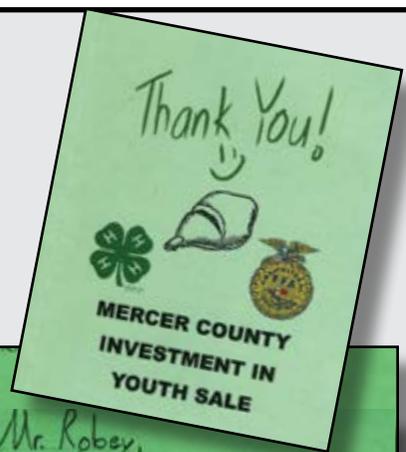
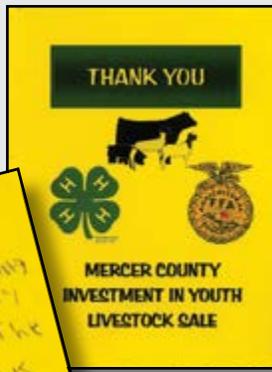
Overall a great experience!"

- *Lebanon* -



THANK YOU

Dear Ag Credit,
Thank you for purchasing my pig at the Mercer County Youth Investment Sale. The money will go into the bank to go to our grade college. I appreciate your support.
Thank you
Blain
Fitch



Dear Mr. Robey,
Thank you for buying my ham at the Mercer County Youth Investment Sale. I really appreciate your support of our youth. :-)

Thank You

Thank You

Dear Mr. Claude Brock and Ag Credit,
We would like to take a moment to thank you for supporting the Kentucky Bluegrass Music Kickoff. We appreciate Ag Credit encouraging more people to carry on the tradition of bluegrass music. Everyone was honored to participate in the first competitions that were made possible by Ag Credit and the group would also like to thank you for sending us the hats.
Thanks Again,
Kentucky Just Us



Ms. Tarvin,
Thank you for your support of the 2017 Kentucky Cattlemen's Association Convention & Trade Show. Partnerships like Central Kentucky Ag Credit are what make Convention possible. We look forward to working with you in the future.
Kentucky Cattlemen's Staff



Dear Ms. Tarvin,
As the Executive Director of the Organic Association of Ky., I would like to thank you for your participation in our recent 6th Annual Conference. We hope we can contact you for consultation and advice in the coming months and years to form strong partnerships that strengthen Kentucky's organic community.
Thanks again ~ Delia Scott
3/11/17

Thanks for providing door prizes for our annual meeting & your continued support of NCC! Thank you for your support.
Sally Paul
Jeff Jones
Dale Saxton
Brett Fleck
Amy Rhy
Liz Hays
Bobby Paul
Joe Lewis





Central Kentucky
 Agricultural Credit Association
 P.O. Box 1290
 Lexington, KY 40588-1290

PRSR STD
 US POSTAGE
PAID
 COLUMBIA SC
 PERMIT 1160



EQUIPMENT FINANCING NOW!

Ag Credit's equipment financing program, Farm Credit **EXPRESS** is quick! Finance your equipment at the dealership, **EXPRESS** is easy, convenient and rates are competitive.

More details about **EXPRESS** are inside this issue of the Leader!

You'll like the way we do business



AgCreditOnline.com



NMLS # 604727

Danville 859-236-6570	Frankfort 502-875-0863	Lebanon 270-692-4411	Lexington 859-252-4717	Paris 859-987-4344	Richmond 859-623-1624	Stanford 606-365-7500
--------------------------	---------------------------	-------------------------	---------------------------	-----------------------	--------------------------	--------------------------