

AGCREDIT

LEADER

THIRD QUARTER 2016



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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
Kim Elliott, Loan Officer
Greg Robey, Loan Officer
Jeremy Parker, Loan Originator
Tina Roney, Senior Loan Assistant
Donna Price, Loan Assistant

LEBANON OFFICE

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

Richard Medley, Principal Loan Officer
Justin Craig, Senior Loan Officer
Brad Godbey, Loan Officer
Travis Mattingly, Loan Officer
Jeanine Williams, Senior Loan Assistant
Susan W. Mattingly, Loan Assistant
Ruthie Jackson, Office Clerk

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

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Lisa Yeager, Loan Officer
Willie Wilson, Loan Officer
Caleb Sadler, Loan Officer
Jeff Zinner, Loan Officer
Grace Gayheart, Loan Assistant

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Marcus Barnett, VP and CFO
Robert Anderson, VP- Information Systems
Jonathan Noe, VP and CLO
Kathy Saunders, Executive Assistant

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Paris, KY 40361
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Senior Relationship Manager
Tom Zack Evans, Loan Officer
Ben Robin, Loan Officer
Jordan Amburgey, Loan Officer
Amy Workman, Loan Originator
Margie Roe, Loan Assistant

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P.O. Box 492
1000 Ival James Blvd.
Richmond, KY 40475
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Chris Cooper, Senior Loan Officer
Teresa Thomas, Loan Officer
Karen Sarver, Loan Assistant

STANFORD OFFICE

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106 Agriculture Way
Stanford, KY 40484
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John Peek, Senior Loan Officer
SaraVard VonGruenigen, Loan Officer
Felicia Madden, Senior Loan Assistant
Tara Davis, Clerical Assistant

REGIONAL LENDING MANAGERS

1-888-820-3270

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

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

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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 stout, masculine Angus bull shown on the cover is owned by Ag Credit Board Member, Joe Myers. This photo was taken on a beautiful day of filming commercials that were featured on WDKY FOX 56.

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Holiday Closings

VETERANS DAY

Friday, November 11

THANKSGIVING

Thursday, November 24

Friday, November 25

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

S & S Equipment
834 Polly's Bend Road
Lancaster, KY 40444
859-759-0386
sandsequipment.com

Wildcat Ag Services
1191 Lexington Road
Georgetown, KY 40324
502-542-8343

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
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Thank you to all our military
personnel for the sacrifices
you have made for our freedom.

Celebrating Veteran's Day



The Board of Directors and Ag Credit Employees

Danville • Lebanon • Lexington • Paris • Richmond • Stanford

Joe Goggin Appointed to Kentucky Fair Board



Joe Goggin, a Principal Loan Officer for Ag Credit at the Danville Office, has been appointed to serve a two-year term on the Kentucky State Fair Board (KSFB). Joe is a prominent financial leader and livestock producer in Boyle County and he joins several other veteran agriculture leaders who have been appointed to serve on the Board.

Joe's term of office on the KSFB will extend to May 2018.

Joe's appointment to the Board was made by Kentucky Governor Matt Bevin under the auspices of Kentucky Legislative action that reorganized the Fair Board to include

strong representation from the state-wide farming community. Senate Bill 191 enabled the reorganization and was initiated by Senator Paul Hornback, R-Shelbyville.

The Kentucky State Fair Board has responsibility to oversee operations of the Kentucky Exposition Center in Louisville, including oversight of the Kentucky State Fair, the National Farm Machinery Show and the North American International Livestock Exposition.

Membership of the reorganized KSFB is as follows:

Ex-officio Members:

Ryan Quarles, Kentucky
Commissioner of Agriculture

Nancy Cox, Dean
UK College of
Agriculture, Food and Environment

Don Parkinson, Secretary
Kentucky Tourism, Arts and Heritage Cabinet

Service & Representation Through May 2017

Mark Lynn, Louisville
At-large member

Michael E. Poynter, Stanford
Kentucky Association of Fairs &
Horse Shows

Marshall Coyle, Owingsville
Kentucky Farm Bureau

Service & Representation Through May 2018

Joe Goggin, Danville
Animal Agriculture

David Wallace, Verona
4-H Foundation

Michael J. Grisanti, Louisville
Louisville Convention & Visitors Bureau

Service & Representation Through May 2019

Philip McCoun, Shelbyville
At-large member

David Williams, Danville
Agribusiness

Edward Bennett
Shelbyville, American Saddlebred Horse
Association

Service & Representation Through May 2020

Ryan Bivens, Hodgenville
Crop & Plant Production

Sharon Furches, Murray
Kentucky Women in Agriculture

Jennifer Barber, Louisville
Attorney

Ag Credit Board Honors Distinguished Service of Dan Grigson



Jim May, Ag Credit Board Member, Dan Grigson, Lincoln County Extension Agent and John Calvin Peek, Stanford Loan Officer.

Dan Grigson was honored for his years of dedication to agriculture during the May Ag Credit Board meeting. Grigson will soon retire after serving as the Lincoln County Extension Agent for Agriculture and Natural Resources for the past 42 years. Along with his commitment to improving the Lincoln County Extension Office, he has also served the Lincoln County community in many ways for the past 36 years. The Central Kentucky Ag Credit Board and Staff are thankful for Dan's many years of service to agriculture and to Lincoln County, along with his friendship to Ag Credit.

Harrodsburg Lions Club Hosts “On Your Front Porch” Event



Pictured above: (left to right) Greg Robey, Danville Loan Officer, Joe Goggin, Danville Principal Loan Officer, Tony Patterson, President of the Harrodsburg Lions Club and Kim Elliott, Danville Loan Officer.

The Harrodsburg Lions Club hosted a music “On Your Front Porch” event in May. Central Kentucky Ag Credit sponsored the Lions Club event. Michael Johnathon, folk singer and creator of WoodSongs performed. If you are interested in having a music “On Your Front Porch” event contact your local Ag Credit Loan Officer.



Tom Zack Evans & “Machinery Pete”

Tom Zack Evans is shown at left and he is a Loan Officer in Paris with Ag Credit. Shown with Tom Zack is Greg Peterson, widely known as “Machinery Pete,” since he is regarded as an authority on farm equipment values.

Tom Zack and Pete were together at a meeting in Orlando, FL to discuss Ag Credit’s new Farm Credit EXPRESS financing program, which offers Ag Credit financing directly to farmers at participating dealerships.

“Machinery Pete’s” company works with a network of dealers across the United States to provide an industry-leading listing service. He serves as a multimedia equipment contributor for Farm Journal Media and is the Founder and Principal of Machinery Pete, LLC. Pete’s service includes over 500,000 prices and is used by more than 950 auction firms. More information about this service can be obtained online at customersupport@machinery-pete.com



The Professor Speaks

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

A Borrower's Willingness to Repay is Critical to Credit Worthiness

The phrase “willingness to repay” may be simple, but it has powerful implications in today’s challenging and changing agricultural economic environment. Referred to in agricultural credit training manuals, the willingness to repay is viewed by many seasoned lenders as a critical factor in accepting or denying credit. In one of our recent Farm Credit University courses, a young lender wanted the instructor team to expand on this variable and provide a more definitive meaning. Exploring this concept in depth, there are several ways to ascertain whether you, as a borrower, are a good bet for repayment.

Compared to input costs, commodity prices declined at record rates which resulted in negative margins for many producers. This scenario will continue to test the willingness to repay for some. Often, the willingness to repay in this type of environment requires generating additional income, either on or off the farm. Others will make the sacrifice by budgeting and executing reductions for family living and personal costs.

Sometimes the repayment of debt in tough times requires one to seek and accept consult. Work side-by-side with your lender or a team of advisors to develop improvement strategies for profitability. The real test for borrowers is their ability to execute on the improvement strategies and then monitor progress.

In today’s world of negative margins, requests for refinancing operating monies to longer-term debt

are very prominent. The proactive producer will develop a written plan of changes to be made as well as how they will be implemented in order to ensure repayment. Often, this plan follows the S.M.A.R.T. principle which stands for specific, measurable, attainable, rewarding and timely.

Another component of the commitment to repay is avoiding unexpected major capital purchases. In addition, utilize credit for its intended purpose. Operating money is intended for everyday variable expenses. Using this money for capital purchases or to place a down payment is a very good way to weaken the business relationship with your lender. Additionally, this misuse of funds often hinders the long-term ability to repay, specifically if the operating line of credit cannot be zeroed out at the end of the year or at the end of the terms of agreement.

***Dr. Kohl's advice
in this issue deserves a
FIVE-STAR rating.
Be sure to read it!***

Sometimes improving the ability to repay requires difficult decisions. For example, it may be necessary to drop an unprofitable enterprise even if it is one of passion. Other instances may require shedding unproductive assets such as, land, machinery, livestock or that “killer toy” acquired during the good times. Even more challenging could be cutting unproductive human assets in labor or management, particularly if it is a family member. Nevertheless, unproductive

assets can be a significant factor in overall profitability.

It is said that when economic times are good the worst mistakes are made. This statement is true because when financial management is not a top priority, complacency often occurs. Proactive managers stash a reserve in the form of working capital or even cash for those economic rainy days. These producers usually not only have the willingness to repay, but the means as well.

Finally, the willingness attribute is sometimes in the form of communication. Maintaining open conversations in adverse times can greatly aide in working through problems concerning timely repayment. Generational transitions for both producers and lenders are accelerating, which will require a commitment to learn and educate on both sides of the producer-lender relationship.

Whether a lender or a producer, it is important to evaluate the level of commitment to debt obligations. In this challenging economic environment producers may require additional capital. If this is the case, as a producer, you want to be a good bet for repayment. Strong principles along with a commitment to obligations through business and personal sacrifice will always be high on the list of attributes considered by lenders. Using available resources and support, assess your income, assets, expenses and goals to revise and update your strategy for long-term success and profitability in today’s agricultural industry.

Boarding Horses and Fulfilling Dreams

by Courtney Tarvin

It's early Monday morning, 5 a.m. to be exact. The majority of people are still asleep, but that is when Patrick and Erica Higginbotham start their day. The Higginbothams own Bittersweet Acres, a horse boarding operation in Lexington. The couple gets up early to feed horses and bring them in from the pasture. They care for the horses rain, snow or shine. The quote, "Do what you love and you'll never work a day in your life," describes the Higginbothams' passion for their business.

The Higginbothams work on the farm, but Patrick is also a full-time pharmacist for the Veterans Administration Hospital and serves on the Fayette County Farm Bureau Board of Directors. Erica works part-time as a dentist and homeschools their three children while managing their business. The couple is also extremely active in their church, Trinity Christian Fellowship.

It is clear the horse boarding business is a family effort, with all hands on deck. It is also easy to see the love the Higginbothams have for their farm. Patrick was raised on a beef cattle farm and Erica grew up on a dairy cattle farm. They both wanted to get back to their agricultural roots, but never imagined they would be working with horses. Patrick's father told him, "Get a job so you can afford to farm." Patrick took that advice. Today they own 105 acres and can board up to 36 horses, along with producing hay.

When Patrick and Erica first purchased the farm, they spent the first few years constructing new barns and a new arena while tearing down other structures. Although caring for horses is their main priority, the Higginbothams are in the people business. It is important for customers to know and trust that their horses are well managed. Several events are held for customers throughout the year including an ice cream social, Halloween trick-or-treat and a Christmas party.

After talking to other banks and lending associations, the Higginbothams became Ag Credit members in 2008. "We talked to numerous banks and they couldn't help us," said Patrick. John Peek, Ag Credit Stanford Loan Officer, and Patrick were college roommates. Patrick said John worked to get them the best deal possible. "I have never felt Ag Credit didn't have my best interest at heart," Patrick said.

The love that the Higginbothams have for their farm didn't stop with the purchase of the land. They are also a part of the Lexington - Fayette County Purchase of Development Rights program (PDR). This means their land is restricted to agricultural uses and cannot be commercially or residentially developed. This allows the farm to be preserved for their children and future grandchildren to enjoy.



John Calvin Peek, Stanford Loan Officer with Patrick Higginbotham

The Higginbothams also wanted to raise their three children on a farm. "We wanted our children to develop character and work ethic, and realize that there are no sick days," said Erica. Some of Patrick's biggest life lessons came from him growing up on a farm, and learning to do what is right. "Why do we get up in the middle of the night to check on a horse or help our neighbors out? Because it is the right thing to do. You learn those lessons on the farm. I even use things I learned on the farm in my career today," Patrick explained.

To learn more about the Higginbothams' farming operation, check-out their website at:
bittersweetacresfarm.com.



The Higginbotham family

State FFA Convention: Ag Credit a Sponsor

Ag Credit was among sponsoring organizations at the 87th Kentucky FFA State Convention. The State FFA Convention was held during early June, at the Lexington Center and Rupp Arena. Ag Credit staff worked a booth at the Career Show, where they played a new Ag Credit word game with FFA members. Everyone who played won a prize. The grand prize was to be entered into a drawing for two, \$200 scholarships.

Winners of the two \$200 scholarships are:

ASHELY STONE
Sophomore at
Estill County High
School.

BREE BOILS
Senior at
Clinton County High
School. Bree plans to
attend Western
Kentucky University.



Willie Wilson and Jeff Zinner, Lexington Loan Officers enjoying a moment with Boyle County FFA members.



Photo left:
Travis Mattingly, Lebanon Loan Officer instructing Franklin County FFA members on the rules of the game.



Photo right:
Ben Robin, Paris Loan Officer giving an FFA member his prize after playing the Ag Credit word game.

Ag Credit Members Continue Leadership; Ballinger Family Prominent with FFA



James Clay Ballinger is shown at left accepting his Kentucky State Star Farmer Award for 2016 during the State FFA Convention in June. The convention was held in Lexington and attended by thousands of FFA members from across the Commonwealth. Presenting the Star Farmer plaque to James Clay is Aaron Miller of Farm Credit Services.

James and Carrie Ballinger are parents of James Clay Ballinger and they are also Ag Credit members. They have a Registered Hereford operation and commercial cow herds in Jackson and Rockcastle Counties. James Clay served as the Rockcastle County FFA President in 2015; was the Kentucky River Regional FFA President in 2015; and is currently serving as the Kentucky River State Vice-President for 2016-17.



All newly-elected State FFA Officers are shown here. James Clay Ballinger is shown on the back row, second from right.



Strawberry Pie



By:
Margie Roe

The best way to end summer is with a fresh strawberry pie! Margie Roe, Loan Assistant at the Paris Office provided this great recipe!

Ingredients

- 1 Cup Sugar
- 1 Cup Water
- 3 Tablespoons Cornstarch
- 1 Package of Strawberry
Jell-O
- Strawberries
- Pie Shell

Instructions

Over medium heat, combine sugar and water. Cook until sugar dissolves. Add cornstarch, one tablespoon at a time until dissolves. When it starts to thicken add package of strawberry Jell-O. Stir until dissolves. Add cut up strawberries, put into a cooled baked pie shell. Chill for several hours before serving.

What is Patronage?

by Robert Anderson

Ag Credit talks about patronage often. Most customers of Ag Credit know that it is simply money that the customers of Ag Credit can receive about once per year.

So, what is it? Why do I get it; not that you're arguing about it, right? How can I get more?

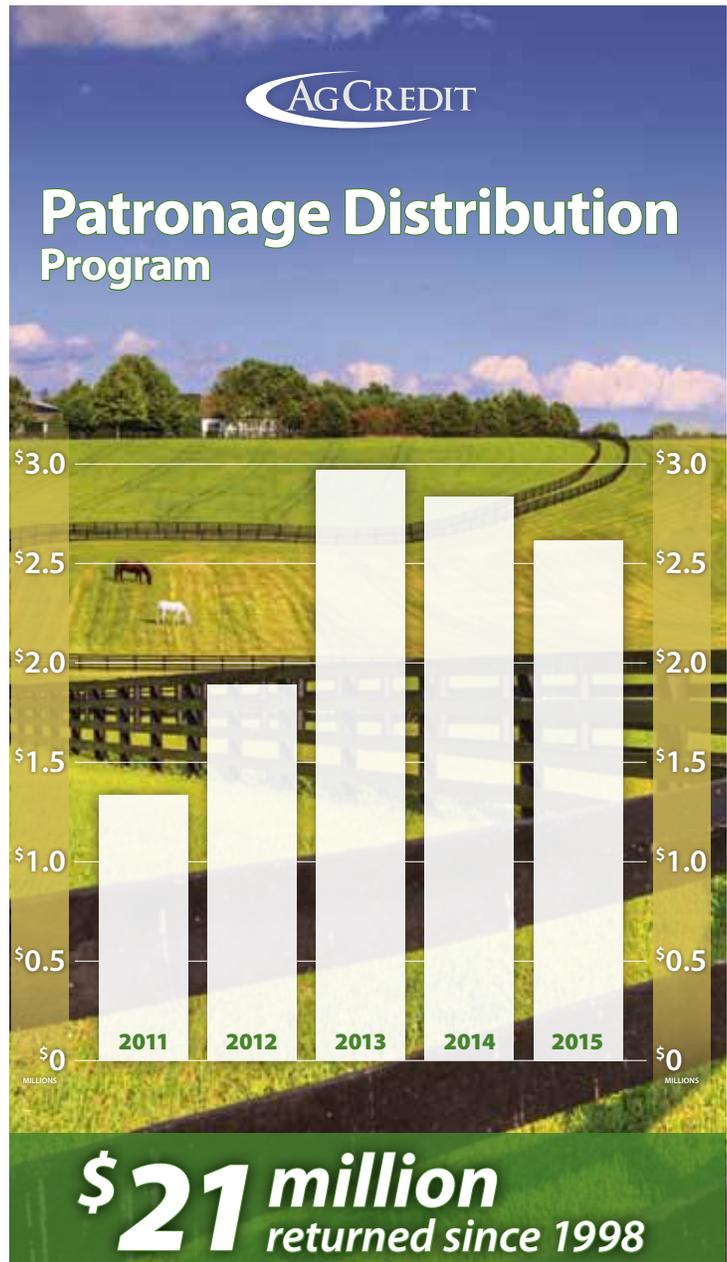
On a basic level, patronage is a benefit provided to another. In this case it is actual money provided by Ag Credit to the people who do business with us.

This is a characteristic of the cooperative way of doing business; that cooperatives return a portion of the profits of the business in proportion to the amount of business the customer does with the cooperative. That is a mouthful to understand, but how does all of this really work.

Each customer pays interest on their own loan. Bigger loans generally pay more interest due to their size. All of this interest goes to Ag Credit which is then used to operate the business of providing financial services to central Kentucky farmers and rural residents. At the end of the year, after paying all expenses and setting aside the necessary reserves for sound financial operation, the Board of Directors determines how much to distribute back to customers. We take our profit and put some in your pocket.

The distribution back to each customer is determined by the amount of business each person does as a percent of the total business that Ag Credit has had with all customers. This "business" is simply measured by the actual interest paid by each member.

Ag Credit takes its Patronage Program very seriously. It makes us stand apart from other lenders and emphasizes the fact that Ag Credit is dedicated to improving the quality of life in rural America.



COOPERATIVE PRINCIPALS

Ag Credit follows many other cooperative principals such as "one member- one vote" in the election of its board of directors. This can be compared to the corporation business model which determines the number of voters for boards by the number of shares of ownership. One large shareholder can vote "many times".

This equalizing of the power of the vote ensures that the cooperative is operated in the interest of everyone involved in the cooperative, not just a select few.



Thomas Whitaker Named Ag Credit Accountant



Thomas Whitaker has assumed the position of Accountant with Central Kentucky Ag Credit. He will work at the Administrative Office in Lexington, in coordination with Marcus Barnett, the Association's Chief Financial Officer.

He has already assumed his duties with the member-owned financial cooperative.

Thomas most recently worked with Liberty Tax Service as a Tax Preparer, and prior to that time was a Customer Service Technician with Stanley Pipeline in Winchester. He is a native of Salyersville.

He earned his degree in Business Administration/Public Accounting from Eastern Kentucky University (EKU) in Richmond. He is also a current MBA candidate at EKU.

Thomas received the Gentry McIlvane Scholarship at Eastern

Kentucky University. He earned the President's Award twice at EKU and was listed two times on the Eastern Kentucky University Dean's List. Thomas also earned an Associate's Degree from the Bluegrass Community and Technical College in Lexington.

Thomas and his wife, Wendy, reside in Winchester, KY, and Wendy works with Bluegrass Veterinary Specialists in Lexington as the Support Staff Manager.

Thomas and Wendy are members of the First Baptist Church in Winchester.

Ag Credit Supports Agricultural Youth Programs



Central KY Ag Credit,
Thank you for supporting the Kentucky FFA and sponsoring part of our convention. Thanks to you we were able to impact the lives of over 2,500 FFA members who attended convention.
Thank you for believing in the future of Agriculture.
Sincerely,
Wesley Estes
2015-16 KY FFA state President

Ag Credit recently was an exhibitor and among sponsors of the 87th State FFA Convention. The 2015-16 State FFA President, Wesley Estes sent this "Thank you" note.



A Future Leader

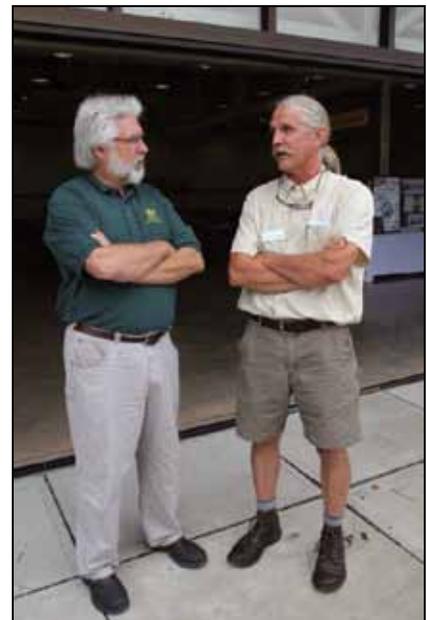
This adorable fellow is Bradley Ford of Louisville. He attended the Frankfort Kiwanis Club/Chamber of Commerce Luncheon during June and was accompanied by his grandmother. He is obviously good at eating his lunch, and we bet he will grow up to be a fine leader!

Ag Credit Was There!

Franklin County Ag Events Draw Big Attendance



Outdoor exhibits and an indoor luncheon marked activities at the Franklin County Farm City Field Day in July. Trent Zinner, son of Ag Credit borrowers, John and Rachel Zinner watches his prize animals while waiting for buses to return from the field trip.



These fellows took time out during the Franklin County Farm-City Field Day to discuss a bit of business. Shown at left is Jim Tidwell, Chairman, Division of Aquaculture, Kentucky State University. At right is Keenan Bishop, Franklin County Extension Agent for Agriculture and Natural Resources, University of Kentucky. The early July event took place at the Kentucky State University Demonstration Farm in Franklin County and was sponsored and directed by the UK Extension Service.



Jeff Zinner, (left) Ag Credit's Loan Officer in Franklin County teamed up with Willie Wilson (right), Ad Credit's Loan Officer in Woodford County, to greet guests at the Frankfort Kiwanis Club / Frankfort Area Chamber of Commerce Luncheon. The event took place during June, bringing together about 200 leaders from Franklin and nearby counties.



At the Franklin County Farm City Field Day, Caleb Sadler (Right) Loan Officer in Lexington, is shown talking with a Franklin County resident about cattle financing programs that Ag Credit offers.



Carmen Inman is shown at left, with Ed Power at the Kiwanis / Chamber event in Frankfort during June. Carmen is President/CEO of the Frankfort Area Chamber of Commerce, and Ed is Membership Chairman of the Frankfort Kiwanis Club.



Insight from an Ag Credit Professional; *Cattle Industry Leadership is Impressive*

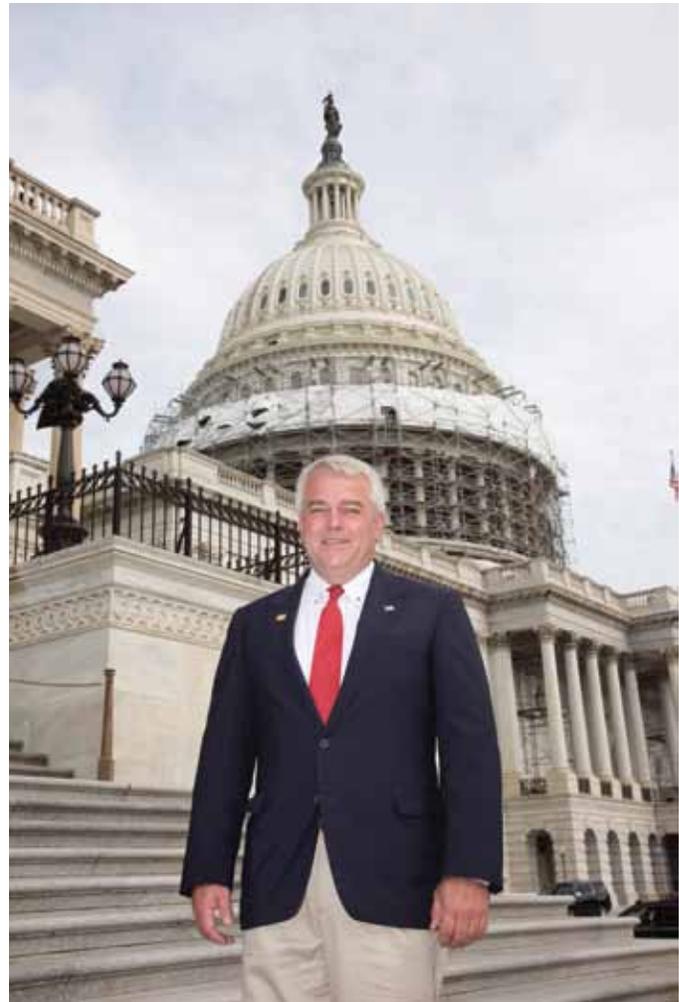
By Chris Cooper, Senior Loan Officer, Richmond Ag Credit

My travels with the Young Cattlemen's Conference encompassed a ten-day period during early June, starting in Denver, Colorado and ending in Washington, D.C. The ten-day whirlwind conference was a marathon of educational classes which featured integral workings of the National Cattlemen's Beef Association; partnerships of the organization; tours and education of beef industry locations; interactive media training; training regarding how to present concerns and opportunities regarding the beef industry to elected officials; and personal interviews with corporate executives who are some of the biggest players in the beef industry.

My experience on the Conference Tour left me amazed at how the beef industry is such a vital force in providing a commodity to Americans and, indeed, citizens of the world. The NBCA has a phenomenal staff who face a phenomenal task, which they do with amazing skill. They work tirelessly to make sure we as cattle producers can continue to produce the best nutritional and safest beef products in the world. The folks at the National Beef Cattlemen's Association and the Kentucky Cattlemen's Association have their hearts and souls in the beef cattle business, and it shows.

My eyes were opened wide to the realization of many things these folks do to protect the beef industry and its producers, literally 24-hours a day, seven-days a week. The NBCA monitors all media outlets, including social media, and they have an extensive network of volunteer professionals who assist the organization in critical ways. Included are networks of doctors, nutritionists, veterinarians; animal welfare professionals, environmentalists, and beef producers. Knowledgeable spokespeople are also available to provide media coverage as needed to assure that the "true story" is told regarding how beef is produced and its importance in our diet.

As I reflect on the valuable training, travel and interface I experienced during the Young Cattlemen's Conference, I have become fully aware that, in reality, the healthy and productive beef environment begins with grass-roots producers. I am proud to be one of that group.



Chris Cooper, Ag Credit's Senior Loan Officer in Richmond, traveled with the Young Cattlemen's Conference (YCC) during June. The event is one of the most significant activities held by the National Cattlemen's Beef Association (NCBA) during the year. Each year the Kentucky Cattlemen's Association (KCA) selects one representative to participate in the conference as a training tool for future KCA leaders. This photo of Chris was taken in Washington, D.C. during the Young Cattlemen's Conference.



***Ag Credit is proud to support local,
state and national cattlemen programs.***



Zinner Attends Halftime Session

Maintaining and increasing Loan Officer's knowledge in agricultural lending is very beneficial to Ag Credit member-borrowers. Loan Officers learn about new practices and stay current on new trends in the industry. Ag Credit Loan Officers take classes and participate in training frequently through Farm Credit University. Jeff Zinner, Loan Officer in the Lexington Office attended the Farm Credit University Halftime Session. The training was held in Charlotte, North Carolina in early May. Zinner is shown above to the far right in the light blue shirt.

Legislative Work

Congressman Brett Guthrie (R.) stopped by the Danville Branch in late June. Congressman Guthrie met with Ag Credit staff and board members to discuss important issues that are facing our country and the agriculture industry.



Congressman Brett Guthrie, left, enjoying a moment with Ag Credit Staff and Board Members.

*Exercise your freedom
in November.*



Shown here in Danville are (left to right) Paul Wyler, Vice President – Credit, Bud Burdette, Association Appraiser, Joe Myers, Board Member, Jerry Rankin, Board Member, Congressman Brett Guthrie (R) Jim May, Board Member, Joe Goggin, Danville Principal Loan Officer and Greg Robey, Danville Loan Officer.

Ag Credit Member is “Farm Mom of the Year”

Mary Courtney has been voted “Farm Mom of the Year” in a national poll sponsored by Monsanto. The St. Louis-based company conducts the contest annually to discover and honor an outstanding woman in American agriculture.

Mary was chosen for the national honor via an online voting process. She was one of five women who finished in the national voting lineup, but the first woman to be nominated from Kentucky and to win the honor in the Commonwealth.

Others who were recognized during April included Ann Stamp of Cranston, Rhode Island; Karen Kasper of Owatonna, Minnesota; Katie Heger of Underwood, North Dakota; and Nikki Weathers of Yuma, Colorado.

Mary and her husband, Shane, live in Bagdad, Kentucky with their four children. They operate a 200-acre farming operation, which they started in 2008. Since that time, they have grown the farming enterprise to include extensive, diversified cropping and livestock activities. They grow corn, soybeans, burley tobacco, mixed vegetables, green bell peppers, eggplant, cucumbers, squash, zucchini, specialty peppers, seedless watermelon, and they raise cattle.

Mary earned her degree in Agriculture Economics from the University of Kentucky, and Shane is a high school agriculture teacher in Shelby County.

Mary’s native home is Washington County in Central Kentucky, where she grew up on her parent’s full-time family farm. She and her husband are member-borrowers of Ag Credit’s Lebanon Office, with Richard Medley being the Loan Officer for Mary and Shane.

More information about Mary Courtney and her family can be found in the July Edition of the “Cow Country News”; in the May Edition of “The Farmer’s Pride”; and in the Spring Edition of the “Kentucky Women in Agriculture” newsletter.

For more information go to:

courtneyfarmscsa.com



Family Music Festival Set for Shaker Village, September 23-24; Ag Credit is a Sponsor

A family music festival promises to be a lively place for kids and parents on September 23-24. The event will be the WoodSongs Front Porch Association Music Festival and Member Conference. Organizers of the event say it is being held for the second year in Central Kentucky, after a successful appearance near Knoxville, Tennessee, last year.

Central Kentucky Ag Credit is a sponsor of the family event, along with the C. F. Martin Guitar Company; Shaker Village; WEKU 88.9 FM Radio; and Visit Lex. Ag Credit is also the exclusive, year-long sponsor and producer of free “On Your Front Porch” programs that are available to non-profit organizations throughout central Kentucky. For information about that colorful program, contact Ag Credit by calling 502-931-2000, or 606-782-3847.

The WoodSongs Front Porch Association is described by WoodSongs Founder and Host Michael Johnathon as an international community of dreamers who play music for the love of it. The September conference will welcome anyone who plays a stringed instrument, from novice to professionals, and who want to “mix it up” in jam sessions and workshops that feature musical fun and education.

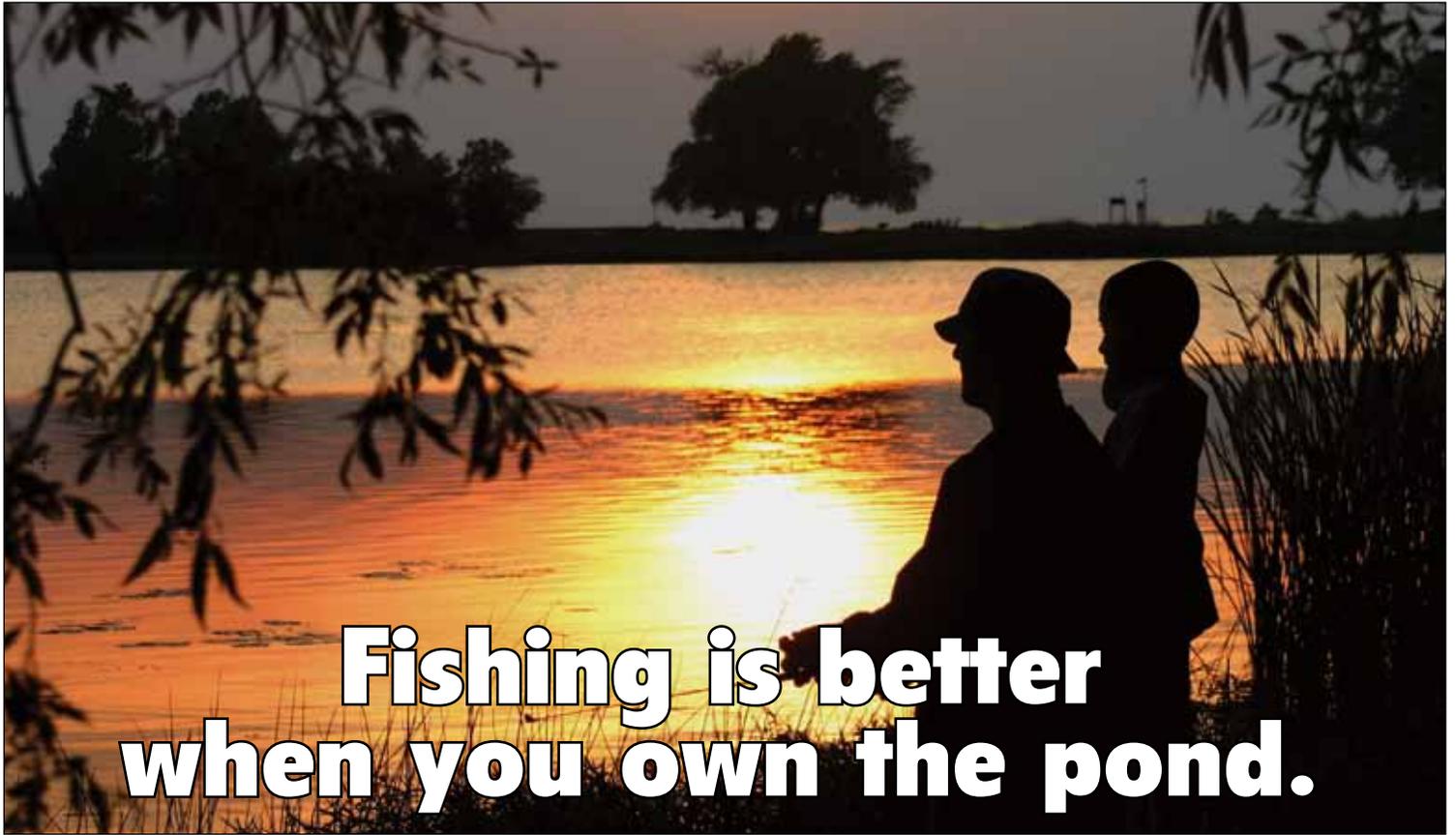
Everyone is welcome at the event. Day passes cost \$10 and can be purchased at the gate at Shaker Village during the event. Current members of the WoodSongs Front Porch Association can obtain five (5) free tickets with their \$20 annual membership fee. New members of the WoodSongs Front Porch Association will receive five (5) free tickets with their first-year \$25 membership fee.

To obtain more information and obtain or renew membership to the WoodSongs Front Porch Association go online to SongFarmer.org; or call WoodSongs at 859-255-5700.



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