

AG CREDIT

LEADER

FOURTH QUARTER 2017

- Farming is a Way of Life for Paul & Renee Thomas
- Yoder's Customer Processing Focuses on Customers
- Dan Grigson Appointed to Ag Credit Board of Directors



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

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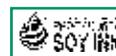
FINANCIAL INFORMATION

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



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On The Cover

The cover photo was taken this Summer at Brian and Diana Conlons farm in Fayette County. The Conlons are customers of Central Kentucky Ag Credit.

Holiday Closings

THANKSGIVING

Thursday, November 23 & Friday, November 24

CHRISTMAS

Monday, December 25

Tuesday, December 26

NEW YEAR'S DAY

Monday, January 1, 2018



The Professor Speaks

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

The Balance of Passion and Economics in Farming

The agriculture industry is being transformed at an accelerated rate by global and domestic economics. Coupled with major megatrends such as consumer taste, demographic and generational shifts, technology, and a widening disconnect between farm and city, the landscape is definitely evolving. So, what is required of today's producer to be successful? In short, the answer is balance.

While facilitating a young farmer conference, I asked participants to name some topics that they would consider industry opportunities, even if some may view the same topics as industry challenges. Their list included: the local, fresh, and organic movements; farm transitioning, whether generational or retirement; multi-complex businesses; entrepreneurial endeavors inside and outside of agriculture; and a younger group that often multitasks.

This same session included a group of military veterans looking for ways to reconnect with agriculture and the land. This group struck me as special, in part because along with alumni from my high school, I recently celebrated the 50th anniversary of the 104 game winning streak of the boys basketball team; a modern-day record. One teammate was critically injured on the front lines in Vietnam. After returning home, he served as an inspiration to all the players during the streak.

For the veteran group, we asked how military experience and training could be advantageous in operating a farm business. Clearly energized by the question, the responses included critical thinking skills, strategic planning and execution, contingency planning, global awareness, attention to detail, coping with adversity, strong work ethic, good communication, and the ability to develop solutions and teamwork. Interestingly, each of these skills has a direct connection in business.

One of the keys to being a viable and sustainable agricultural business is balancing the passion and desire of farming with the logic of economics. In other words, how does one translate passion into an actual and viable business? That is where the logic of economics comes in, and a basic business plan. Let's examine the necessary elements.

Setting Goals

Before embarking on any business adventure, one should articulate one's goals in writing. In other words, a working document that can be reviewed is necessary. This process should include goals that are one to five years out, and separated by business, family and personal aspirations. In order to maintain focus and balance in your goals, use the S.M.A.R.T. principle (specific, measurable, attainable, reasonable and rewarding, and timely). This goal setting process establishes the mission and vision of the business.

The other initial step in this process is developing and collecting all your financial documentation such as credit scores, tax forms, wills, insurances, etc. This information will be required in any meeting with a lender or advisors, and needs to be updated and accurate. Of course, one's financial documentation should include the next three steps.

Cash Flow

The next step is a cash flow statement, or the business side of production planning. This step exercises one's critical thinking skills. In essence, the cash flow is simply an outline of your production plan and timetable with numbers. Specifically, use different scenarios of price and cost. For example, conservatively estimate different levels (low, average, and high) of bushels per acre and price per bushel, or production and price per

pound of meat or milk, to develop a cash flow for the farm. For the military, this is similar to contingency planning, or planning for the unknown.

Balance Sheet

The development of a balance sheet, both business and personal, allows one to determine net worth, examine debt levels, and identify the assets and resources available to generate earnings. Often, the processes of developing cash flow and the balance sheet require one to work side-by-side with a lender, spouse, partner, mentor or team of advisors. In other words, this step helps you determine what you are worth financially.

Projected Income Statement

Finally, a projected income statement is a useful tool because it shows whether or not you made a profit. Specifically, this step allows for monitoring results, which reveals the tweaks needed along the way. This attention to detail in production, marketing, finance, and risk management increases the probability of long term success.

Whether it is on the basketball court, in a military operation, or in business, viability and sustainability require a balance between one's passion and the logic of economics. Undoubtedly, farming is a passion; and those in the industry, young or older, share a love and respect for producing. However, in a rapidly evolving industry, the economics must be present to turn passion into profit; and specifically, the elements of setting goals, projecting cash flow, and developing balance sheets and income statements. The critical thinking and planning on the economic side of the scale balance the passion, but remember that neither passion nor economics are as strong without the other.



Sponsors of the Hagyard Challenge Series are presenting, Sharn Wordley with his check for winning the 2017 Leading Rider Award.

Hagyard Challenge Series

Central Kentucky Ag Credit was a sponsor of the 2017 Hagyard Challenge Series over the summer. The seven-part series of grand prix show-jumping classes began in May and ended in late September. All events were hosted at the Kentucky Horse Park.

The 2017 Hagyard Challenge Series Leading Rider Bonus award winner was Sharn Wordley. This award is given to the rider that accumulates the most points throughout the seven shows. Wordley is a native of New Zealand and received the cash prize of \$50,000 presented by the Hagyard Equine Medical Institute.

Hagyard Equine Medical Institute was founded in 1876 and today has more than 50 veterinarians on staff. The Hagyard reputation is second to none in the industry. To learn more about the Hagyard Medical Institute visit their website at Hagyard.com.

2018 Nominating Committee

During the Central Kentucky Ag Credit Annual Meeting in early 2018, nominations will be presented to fill one vacancy on the Ag Credit Board of Directors.

Members of the 2018 Nominating Committee are: Harvey Jared Ayres, Dr. Leo Gayheart, Patricia Peavler, John R. Penn, Andrew Wright and Jordan Hutchinson (Alternate).

Members who wish to submit names for consideration as potential director candidates may do so by contacting:



Nominating Committee
 Central Kentucky Ag Credit
 P.O. Box 1290
 Lexington, KY 40588-1290
 Phone: 859-253-3249



Mark Your Calendar!

January 8-9, 2018



Kentucky Fruit & Vegetable Conference
 Embassy Suites Hotel
 in Lexington

January 11-12, 2018



Kentucky Cattlemen's Association Convention
 Lexington Convention Center

January 26-27, 2018



Bluegrass Music Kickoff
 Marion County High School

January 31 -

February 2, 2018



National Cattlemen's Beef Association Convention
 Phoenix, Arizona

March 2-3, 2018



Organic Association of Kentucky Conference
 Lexington, Kentucky

Boyle County Farm-City Breakfast



(Left to Right) Barry Welty, Brett Welty, Clyde Jackson, Commissioner of Agriculture Ryan Quarles, Lee Welty and Matt McCoy.

The 4th Annual Boyle County Farm-City Breakfast was held during early August at the Boyle County Extension Office. Brad Godbey, Danville Ag Credit Senior Loan Officer, is also serving as the Boyle County Farm Bureau President. During the event, Brad discussed the importance of the agriculture industry to Boyle County and said in 2015 the county brought in almost \$31 Million in Ag receipts.

Brad also introduced the Kentucky Commissioner of Agriculture, Ryan Quarles. Quarles also spoke at the farm-city breakfast about how vital the agriculture industry is to many things we don't even think about. Following the event Commissioner Quarles, Brad Godbey and Joe Goggin, Danville Ag Credit Principal Loan Officer traveled to Caverndale Farms in Boyle County.

Caverndale Farms is the only family owned seed business in the state of Kentucky. The operation is owned by Clyde and Betty Jackson, with assistance from several other family members. Commissioner Quarles learned about the family-run operation along with hearing their concerns. Commissioner Quarles discussed opportunities that were available to them and how the Department of Agriculture could help.

In the photo above, Mr. Jackson is presenting the Commissioner with some seed sacks from the 1950's and 1960's that were used in the business. Commissioner Quarles is planning to display the sacks in the Department of Agriculture office in Frankfort.



Kim Ritchie of Harrodsburg provided this great chili recipe that will be great during the cold winter! Kim is a well known cook in the Harrodsburg area and enjoys cooking for her family.



By: Kim Ritchie

Ingredients:

- 1 pound ground beef
- 1 onion
- 1 can of diced tomatoes
- 1 can of Brooke's (mild/hot) chili beans
- 1 pack of McCormick chili seasoning (original/mild/hot)
- ½ - ¾ of a small box of Spaghetti or macaroni (Depending on serving size)

Directions:

In a large pot bring just enough water to boil for the spaghetti/macaroni. Then brown meat with onion, and add to large pot with spaghetti. Add beans, tomatoes and seasoning to the mix. Stir and reduce heat to simmer for 30 minutes or longer.

Enjoy from the Ritchie's home to yours!

Central Kentucky AgStart

A piece of your financial puzzle.

In 2013 Central Kentucky Ag Credit created the Young Farmer Advisory Council. The Council consists of a young farm couple representative from each of the 17 counties in the Ag Credit territory. The Council meets at least three times a year, with the focus of each meeting shifting to a new topic including record keeping, generational transfer of the farm and tours of local businesses.

For the past year the focus of the Council has been to create the ideal program for young, beginning and small farmers in central Kentucky. The Council expressed their needs as young farmers, along with how the program could be beneficial for other young, beginning and small (YBS) farmers. AgStart consists of four components the council felt were vital to the success of a YBS farmer.

- Education
- Mentorship
- Resource Base
- Financial Services

The educational piece is vital to the success of this program, as it is very important that YBS farmers are able to learn about best practices and new techniques. AgStart includes an eLearning course called AgBiz Planner, that includes ten modules created by Farm Credit University and Dr. David Kohl, Professor Emeritus Virginia Tech. Dr. Kohl is the author of "The Professor Speaks" articles that are often featured in the LEADER magazine. The AgBiz Planner includes two face-to-face meetings with the group of participants led by Dr. Steve Isaacs, University of Kentucky Agricultural Economics Professor. The course lasts for five months and all modules can be done from your home computer. The

AgBiz Planner also features a Facebook group for participants to engage and communicate with others taking the class.

Mentorship is extremely important to young farmers starting their operations. While some farmers have family members to depend on, others do not. Ag Credit loan officers can act as mentors to AgStart participants, and be available to help with questions about farming and their finances. Most

Ag Credit loan officers can tailor a loan package specifically for your growing operation

Ag Credit loan officers are farmers themselves, so they understand your needs and frustrations when starting a farming operation. Ag Credit loan officers can also connect YBS customers with experienced farmers within their community.

The Resource Base was created as an informational hub of sources and content for young, beginning and small farmers. The Resource Base includes videos on farming from Ag Credit customers, important dates and links, along with information on grants and scholarships. To learn more about the AgStart Resource Base visit: AgCreditOnline.com/loans/farm-loans/ybs/resource-base.

The final piece is Financial Services. Ag Credit staff knows it takes money to start a farming operation

when capital might be low. Ag Credit has developed a broad range of services tailored to the unique needs of YBS customers. Low rates, extended terms and fee sharing programs are available. Ag Credit loan officers can tailor a loan package specifically for your growing operation.

As part of the newly created AgStart program, several members of the Ag Credit Young Farmer Council are participating in the AgBiz Planner course. The AgBiz Planner class will be open to other participants in 2018, and more information on registration will be announced in early 2018.

During late August the AgBiz Planner members had the opportunity to interact with Dr. David Kohl during a live webinar. Dr. Kohl discussed mega trends in agriculture and tips for young farmers starting out. If you have any questions related to AgStart or the AgBiz Planner please contact your local Ag Credit loan officer.

What does YBS mean?

- **Young** - 35 years of age or younger
- **Beginning** - Ten or fewer years of farming experience
- **Small** - \$250,000 or less generated in annual gross agricultural sales



How Does Your Balance Sheet Measure Up?

By: Jonathan Noe, Central Kentucky Ag Credit Vice President and Chief Lending Officer

Have you ever wondered what your lender is looking for when “they take a balance sheet on you?” If so, you are not alone.

It has been a common practice for many years that lenders ask their borrowers to provide them with a list of all of their assets and liabilities. However, it may not be such a common practice for lenders to explain what they are looking for when they request this information. As a lender, we may take for granted that borrowers understand the purpose of assembling a balance sheet. When properly completed, a balance sheet provides a wealth of information about the financial health of an individual, family, or business. This information is certainly useful for the lender measuring the risk of a potential customer, but it is also very useful for the individual or business. Understanding your balance sheet can help you to continually make sound financial decisions for your family or business.

It is no coincidence that the word “balance” is in the name of this instrument. A sound balance sheet will contain just that, a proper balance of assets and liabilities. For clarity purposes, assets are what you own, and liabilities are what you owe against those assets. Considering this, when you borrow money, the goal is to pay off the debt against the assets you purchase so that you may build “equity”. Building equity in your assets is a good thing. It shows that you have the ability and desire to pay your debts, that you are investing your money into assets that maintain some level of value, and that you are building wealth for the future. Also, if you run a business, building equity often means your operation is profitable. Owner’s equity percentage is one of the primary ratios that lenders look at when analyzing a balance sheet. This ratio is determined by taking one’s equity and dividing it by their total assets. As you may imagine, the higher your equity percentage is, the better.



For instance, if you own \$100,000 in assets and you owe \$30,000, you have \$70,000 in owner’s equity. To determine your equity percentage, simply take your \$70,000 in equity and divide it by \$100,000 in total assets. This equals 70% owner’s equity.

You may still be asking yourself, what is the big deal with balancing my financial statement?

Well, assets and liabilities are often broken down into short-term assets and long-term assets. Balancing becomes important because your debts and the terms associated with them should line up with the nature of your assets. For instance, if you borrow money to purchase real estate, you are purchasing a long-term asset. It is an asset that will hold its value for a long period of time, therefore repaying the debt associated with that asset over a longer period of time is acceptable. Likewise, if you borrowed money for the purpose of paying operating expenses for a particular crop year, you are investing in a short-term asset. The asset in this case would be the crop(s) you are producing. It would be acceptable to have a debt that must all be paid back in one year or less associated with your crop, but only if the total debt is less than the value of the crop being

harvested. This is where balance really becomes important. What happens if the short-term loan taken out exceeds the value of the crop? Unfortunately, once the crop is sold and the proceeds are applied back to the debt, there would not be enough money to pay it all back. In an event such as this, the balance sheet starts to become “unbalanced”.

Another word often used for long and short-term assets and liabilities is current and non-current. Current assets are those that can be quickly converted to cash. Basically, they can be quickly and easily sold or liquidated. Current liabilities are those that are due in the next twelve months. Therefore, liabilities that are coming due quickly must be off-set by assets that will soon be converted to cash. The numerical difference between current assets and current liabilities on a balance sheet is called “working capital”. In other words, current assets minus current liabilities equal working capital. Balancing here is extremely important, because having positive working capital provides the ability to withstand adversity in either a business or home. Working capital also provides opportunities to take advantage of good business deals or investments that may come up unexpectedly.

All other assets and liabilities fall into the non-current category. Similar to short-term items on the balance sheet, intermediate term and long term assets and liabilities should balance as well. Many times, the term of a loan for the purpose of a non-current asset will line up with the useful life of that asset. For example, a loan for vehicles and equipment should have a term considerably less than that of real estate debt.

In conclusion, balance sheets may vary depending on many factors. The ultimate goal for each of us is to

Continued on next page.

Continued from page 8.

build equity and working capital on our balance sheets. Those with very strong financial positions possess both of these characteristics. It is okay to have unbalance between assets and liabilities when the assets considerably outweigh the liabilities. However, true unbalance occurs when liabilities outnumber corresponding assets. If you find yourself in a situation where your balance sheet is unbalanced, or simply doesn't measure up, be proactive to correct it. Seek the counsel of your lender or a financial advisor. A re-balance of your debt may be necessary to get you back on the right path, or it could be as simple as making your own personal financial changes in order to achieve improvement.



from our Customers!

"Everything we experienced was above and beyond what we expected!"

Gravel Switch

"Great people! I have referred my friends."

Parksville

"Great people who care!"

Berea



Willie Wilson Graduates from Kentucky Agricultural Leadership Program



(Left to Right) Dr. Will Sneel, KALP Co-Director, Willie Wilson, Lexington Ag Credit Loan Officer, Dr. Gary Palmer, University of Kentucky Associate Dean of Extension and Dr. Steve Isaacs, KALP Co-Director.

Willie Wilson of Woodford County, Kentucky graduated from the Kentucky Agriculture Leadership Program (KALP) in September at formal ceremonies held at Spindletop Hall in Lexington, Kentucky.

Wilson is among twenty-two members of KALP Class XI. KALP, housed in the University of Kentucky College of Agriculture, Food and Environment, is an intensive two-year program for young agricultural producers and agribusiness individuals from Kentucky and Tennessee.

Dating back to the mid-1980s, the program was originally named the Philip Morris Agricultural Development Leadership Program, though it was never commodity specific. Philip Morris fully funded the first seven classes. Now financial supporters, including the Kentucky Agricultural Development Fund, Kentucky agribusinesses, farm organizations, program alumni and participant tuition, provide funding.

The program is not only about agriculture, but gives participants the tools to polish essential leadership skills, identify common rural and urban concerns, understand current public policy issues and establish a basis for

lifelong learning and development.

Class XI had ten domestic seminars devoted to important agricultural issues. Sessions also focused on improving participants' communication, leadership and management skills. Class members visited a variety of Kentucky agribusinesses, Frankfort, Washington D.C., California, Austria, Slovakia, Poland and the Czech Republic to explore agriculture in different settings.

Willie Wilson works for Central Kentucky Ag Credit as a Loan Officer in the Lexington Office. He graduated with a B.S. in Agricultural Economics from the University of Kentucky. Willie's wife, Kimberly Wilson, is a Product Manager with Neogen.

"Being a part of the Kentucky Agricultural Leadership Program Class XI was one of the greatest opportunities I have had to date. I would encourage anyone who is interested in expanding their horizons, growing their network, and interested in playing a pivotal role in the leadership of agriculture in their community to consider KALP," said Wilson.

Photo by Steve Patton, University of Kentucky College of Agriculture, Food & Environment.



Mercer County Field Day



(Left of Right) Bud Burdette, Ag Credit Appraiser, Joe Goggin, Danville Ag Credit Principal Loan Officer and David Baker of Mercer County are shown during the Mercer County Field Day.

The 2017 Mercer County Field Day was hosted at David and Angela Shupe's farm in Northwest Mercer County. The program included stops on rotational grazing from Dr. Ray Smith, UK Extension Forage Specialist, water quality from the Kentucky Division of Water and a maple syrup program from David Shupe. The Shupes have a beef cattle operation along with producing maple syrup. Ag Credit was among sponsoring organizations and had a booth at the field day.



OAK Field Day

(Photo Right) Laura Freeman, of Mt. Folly Farm in Winchester discusses her organic farming operation during the OAK Field Day.



The Organic Association of Kentucky (OAK) hosted an organic hemp and grain field day at Mt. Folly Farm in Winchester. The operation is owned and managed by Laura Freeman. Laura is the founder of Laura's Lean Beef Company, and currently farms in

Winchester. Mt. Folly Farm is certified organic and produces hemp and grain. During the field day, the Mt. Folly team discussed best practices, along with a tour of the operation.



Fayette and Scott County Farm-City Field Day



Fayette and Scott Counties hosted a joint Farm-City Field Day in late August. The event was held at the new Blue Grass Stockyards in Lexington. This offered the chance for a sneak-peak of the new facilities. The event included sessions on water quality protection and facility design from Steve Higgins, UK Extension Environmental Compliance Director and the Cane Run Watershed and Royal Spring Aquifer Project, by Steve Evans, Third Rock Consultants.



(Left to Right) Willie Wilson, Lexington Ag Credit Loan Officer, John Fritz of Jessamine County, Price Smith of Scott County, Russell Gray, Ag Credit Vice President - Credit and William Fritz of Harrison County.

The meal was provided by the Scott County FFA Alumni and Fayette County Cattlemen's Association. Ag Credit was among sponsoring organizations and also hosted a booth inside the new stockyards.





Garrard County Tobacco Cutting Contest



(Above: Left to Right) Jay Hettmansperger, Garrard County Extension Agent, Joe Goggin, Danville Ag Credit Principal Loan Officer, Shane Turner, Vice President and Chief Risk Officer and John Calvin Peek, Stanford Ag Credit Senior Loan Officer were grill masters during tobacco cutting contest.

The 36th Annual Garrard County Tobacco Cutting Contest was held in early September. This year the event was held on Paul Ballard's farm in Northern Garrard County, his grandson, Greg Hensley, and Greg's wife, Dana, raised the tobacco for the event.

Prior to the contest, Ag Credit employees grilled up tasty hamburgers for everyone to enjoy. Alvin Stamper was declared winner of this years cutting contest, he has won the contest for several years.



(Photo Right: Left to Right) Greg Hensley, Dana Hensley and SaraVard Von Gruenigen, Stanford Ag Credit Loan Officer.



(Photo Above:) Jonathan Noe, Ag Credit Vice President and Chief Lending Officer, was a judge for the Garrard County Tobacco Cutting Contest.



Blue Grass Stockyards Regional Marketplace Grand Opening



Doyle Rutherford (right) is shown with Chris Cooper, Richmond Ag Credit Senior Loan Officer during the Stockyards grand opening.

The Lexington Blue Grass Stockyards grand opening was held in early September, the new regional marketplace was created to replace the old Stockyards in Lexington that was destroyed by a fire. Ag Credit staff were present at the event and enjoyed visiting with customers and friends that were experiencing the Blue Grass Stockyards Regional Marketplace for the first time.

The Blue Grass Stockyards Regional Marketplace is unlike most stockyards, as it includes Hayden's Stockyard Eatery, JSW Farms (butcher shop), Breeder's Farrier Supply and an educational classroom. The new Stockyards is located on Iron Works Pike in Lexington.



Lebanon Customer Appreciation Day

The Lebanon Ag Credit Office, T&H Feed and Lawson's Tractor held the joint-annual customer appreciation day in early October. This is a great event that is enjoyed by everyone, allowing Ag Credit, T&H Feed and Lawson's Tractor to give back to customers. The joint customer appreciation day has been a tradition for over twenty years. Smokey D's Barbeque (Ruthie and Dana Jackson) catered the event, Ruthie Jackson works in the Lebanon Ag Credit Office as Office Clerk.



The Lebanon Ag Credit Staff during the Customer Appreciation event. (Left to Right) Cole Mattingly, Loan Officer, Travis Mattingly, Loan Officer, the late Jeanine Williams, Senior Loan Assistant, Richard Medley, Relationship Manager and Paul Wylar, Vice President - Credit.

Farming Is A Way Of Life For Paul & Renee Thomas

By: Courtney Tarvin



Growing up working on a Madison County farm with his parents, Paul Thomas always knew he wanted to have land of his own some day. Today, Paul and his wife, Renee, have achieved their dreams with hard work and good management.

Paul and Renee's farming roots run deep, both grew up farming with their families. Paul's parents were sharecroppers and Paul helped with the tobacco and cattle. Renee helped her parents and grandparents on their farm as well. Renee's grandfather, Carlos, was a truck driver and was on the road a lot. His wife, Viola, managed the farm while he was away, and was responsible for teaching Renee the ways of farming. The couple has farming in their blood.

Today, Paul is a full-time farmer, while Renee works full-time at Soft Shoe, a shoe store in Richmond. Her other full-time job is working on the farm.

Paul and Renee were high school sweethearts and got married when they were young. Their first goal was to purchase a house. After finding the perfect location to settle down, they struggled finding a lender that understood their need for a home loan with an annual payment. "Ag Credit worked with us and made that dream

come true," said Paul. After buying their home, Paul and Renee looked for the perfect location for their first farm. Since then, they have purchased three different farms.

Starting out they had a second-hand television and refrigerator, but they were focused on purchasing a farm. Paul and Renee did everything they could to make their dreams a reality. Renee said, "A lot of hard work, good management and help from Ag Credit made it possible to start farming and to create a career out of this." Paul replied with a smile, "It's not just a career, it's a way of life."

Today, the couple backgrounds feeder cattle. They own 615 acres and lease another 100 acres in Madison County. Within the 715 acres, they have three different farms - Silver Ridge and Silver Bend in Richmond and Silver Meadow in Paint Lick.

They purchase cattle weighing between 400 to 500 pounds, and sell them at around 900 pounds. Each year there is an average of 450 head of feeder cattle on their farm. The couple also produces all of the hay for their cattle, putting up 800 to 1,000 rolls each year.



(Left to Right) Paul and Renee Thomas of Madison County are shown receiving their patronage check from Teresa Thomas, Richmond Ag Credit Loan Officer.

"Farming is a very big investment. It seems like anything tied to farming keeps going up - wire, fence posts and feed," Renee explained. This is very true. However, it is their good management skills that have allowed them to succeed while costs continue to rise.

Spending time with Paul and Renee Thomas it is easy to see the qualities of their character - humble, hard-working and kind-hearted just to name a few. A lot of time and energy has gone into making Paul and Renee's farm a success. They are very good managers of their operation, and extremely frugal in their spending habits, but their lifestyle has paid off tremendously.

For Paul and Renee it is obvious, farming truly isn't just a career, but their passion and way of life.



Ag Credit Supports 4-H & FFA Youth *The Future of the Agriculture Industry*



John Cooper Arnold
Bourbon County



Kasey Craig
Jessamine County



Madelyn Groth
Fayette County



Autumn Kinmon
Woodford County



Photo submitted by Eric Comley
Elle Montgomery
Garrard County



Jacob Graves
Boyle County



Zane Ison
Mercer County



Photo submitted by Stevie Lowery,
Editor at The Lebanon Enterprise
Ty Barker
Marion County



Winston Jones
Clark County

This does not include all 4-H and FFA projects that were supported within the Ag Credit 17 county territory.



Outstanding In Their Field

Justin Craig – Lebanon Ag Credit Senior Loan Officer

Q&A

with Lebanon Ag Credit Senior Loan Officer, Justin Craig. Justin has been with Ag Credit since 2008 and is a highly experienced loan officer that is well liked by both staff and customers.

Where are you from?

Born/raised in Lebanon, KY

Did you grow up on a farm?

I did not physically live on a farm growing up, but my dad's side of the family raised beef cattle, hay, and tobacco that I have always been exposed to. I am thankful to have learned from them the importance of being devoted to the farm.

From the age of 6, I grew up helping my step dad with his dairy cow operation until he got out of milking in 2009. From showing Holstein cattle at the County Fair when I was younger, to bottle feeding calves and raising them to adult age animals, I attribute his efforts and guidance to the strong liking and care of cattle I have developed over the years.

Though it is not a large setup by any means, I have had a group of Fall-calving beef cows since 2010. I invest a lot of time in taking care of them and try to keep things neat. Tending to the cattle and land is very rewarding and I hope to expand acreage and cattle in the future.

Where did you go to college and what was your major?

University of Louisville (I catch a lot of flack here at the office amongst several UK grads/fans). And, if I had to redo, I would go back to UofL's business school. I graduated with a Business Finance degree in December 2007.

Were you involved in 4-H, FFA or sports teams growing up?

My involvement in 4-H consisted of a dairy quiz bowl team, 4-H camp, and showing Holstein dairy cattle at the local County Fair for a few years. FFA is a great organization and looking back, I wish I had been a part of it during high school. (Laughing) My sports days ended in the eighth grade after a few years of playing soccer.

During high school, the majority of my nights/weekends were consumed with working. The places of employment included a local greenhouse and a couple different restaurants and those experiences have been extremely beneficial for me to this day.

What is an interesting fact about yourself?

If I had the chance to go back in time, the celebrity I would like to have

met is Johnny Cash. I have always been a big fan of his work and enjoy learning about him.

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

Current member of Marion County Cattlemen's Association.
Past member of the Leadership Lebanon/Marion County program
Graduate of the 2011 Kentucky Cattlemen's Association Leadership class

What is your favorite part of being an Ag Credit Loan Officer?

Meeting new people and aiding in the process of people buying farms, homes, cattle, and equipment. I am fortunate to work with a great group of people and I truly enjoy coming to work every day. We have a good time, but we work hard, and work well together. It is rewarding to see the line of work we do and how it plays a direct role in the agriculture and rural community.



Garrard County Ag Business Focuses on Customers Yoder's Custom Processing, Inc.

By: Courtney Tarvin

David Yoder has a deep passion for processing meat. David and his wife, Rhonda, own and operate Yoder's Custom Processing, Inc., a meat processing facility in Paint Lick, Kentucky. The business opened doors in 2014 and has become a local favorite.



(Left to Right) Rhonda Yoder, SaraVard Von Gruenigen, Stanford Ag Credit Loan Officer and David Yoder, in front of Yoder's Custom Processing, Inc. SaraVard has been working with Rhonda and David since 2014.

When David was 16-years-old, his father started his own meat processing business and David helped him for the next eight years. All the while, he was learning the proper techniques and management skills to open his own business while working alongside his family.

In 2014 that dream became a reality. The Yoders' processing facility is located on Cartersville Road in Garrard County. David and his wife work together for the operation to be successful. David manages the processing of the meat, while Rhonda manages their payroll and marketing (in addition to working full-time as a RN, CPC at Change Healthcare). The Yoders also have one full-time employee and two part-time employees.

The business specializes in the processing of beef, hog, lamb, goat, deer and elk. They process every week with a weekly average of 7 beef and 10 hogs. The sheep, goat and deer are seasonal. David is extremely busy during November and December processing deer. In fact, the Yoders' business opening coincided with deer season. Their first deer season, they processed 200 deer. Two years later in the fall of 2016, they processed 500 deer.

The Yoders' emphasis is on customization, allowing the customer to select how they would like their final product. There are a number of ways customers can select their meat to be cut and sealed. The Yoder's offer vacuum sealed packaging, which is very popular, and use family recipes for their sausage seasoning and bacon curing.

Yoder's Custom Processing, Inc., focuses on giving each customer a personal touch with their order. Customer satisfaction is their number one priority. "When a customer unloads their animal we are able to discuss it. I am there when it is harvested, aged in the cooler, cut and packaged, and when the meat is picked-up. I can explain the different cuts and the best way for it to be cooked," said David. "I can control the quality of the product and ensure that every order is correct."

The Garrard County Chamber of Commerce selected Yoder's Custom Processing, Inc., as the 2017 Agriculture Business of the Year. This

award is given to an area business whose focus is within the agricultural community of Garrard County, and through their leadership, product and/or service, enhances the quality of life or economic vitality of the area. It is obvious to see that the Garrard County community supports the small agriculture business.

The Yoders have been Ag Credit members since starting the business in 2014, working with SaraVard Von Gruenigen, Loan Officer in the Stanford Office. "We appreciated the small town feel and individual focus we received from SaraVard and the Stanford Ag Credit staff," said Rhonda.

"I really enjoy what I am doing... I love it," David said with a smile. It is obvious to see the Yoders love for their small agriculture business and community.



(Left to Right) Rhonda and David Yoder are shown with Chris Thomason, Executive Director of the Garrard County Chamber of Commerce. Thomason is presenting the Yoders with the 2017 the Ag Business Award. Photo taken by, Abigail Whitehouse with The Interior Journal.



606-879-2141



Yoder's Custom Processing, Inc.

Dan Grigson Appointed to Serve on Ag Credit Board of Directors

Dan Grigson has been appointed to serve on the Board of Directors for Central Kentucky Ag Credit. He was elected by the Board of Directors and his term will expire in 2021.

Grigson is one of two Outside Directors who serve on the Ag Credit Board of Directors. The other individual is Mary-Lynn Hinkel, a HR Staffing Coordinator for CMTA Consulting Engineers. Both outside directors are elected to their positions by the Ag Credit Board of Directors, with the other five members of the Board elected by the membership of Ag Credit.

Dan Grigson is a native of Bracken County and grew up on his family's tobacco and dairy farm. The family farm consisted of 285 acres of owned and leased ground. They raised 15-20 acres of tobacco, milked 60 dairy cows and produced the feed crops for the livestock. Mr. Grigson earned a B.S. Production Agriculture Degree and his Masters Degree in Crop Science with an emphasis on Forages from the University of Kentucky.

He is well-known for his 42 years of service as a U.K. County Extension Agent for Agriculture and Natural Resources, 36 of those years were in Lincoln County. During his time as an extension agent, Grigson worked to develop several programs to benefit the local agriculture community. He first decided he wanted to become an extension agent after interning in Nicholas County. He graduated from U.K. on December 19, 1974 and went to work as Extension agent in Powell County on December 20. He transferred to Lincoln County in 1980.

"I was very fortunate to get to work in Lincoln County. The Agriculture community is very strong here and very



diversified. There is a great amount of Ag leadership involved in Lincoln County," Mr. Grigson explained. "I was in the ministry of helping people, it can be long hours and frustrating at times, but it comes with a lot of personal satisfaction of seeing someone succeed. Seeing young farm families grow and change is a real treat." It is easy to see the passion he has for his previous position and for the agriculture industry.

While working at the Lincoln County U.K. Extension Office, Mr. Grigson worked with other staff members to create several meaningful events. These include the Annual Farmer-Lender-Extension Field Day, Cattlemen's Expo their annual meeting with a mini farm machinery show at the fairgrounds. They developed a Hay Marketing Association - moving hay into the Southern United States and Kentucky horse farms. They also created a Goat Association for goat producers, and conducted on farm research in tobacco and forages, including first on farm research for grazing alfalfa, round-up ready alfalfa and the initiation of the U.K. corn silage variety test, and he worked with the Amish and Mennonite groups to start

a produce auction. Another project was creating the Lincoln County Farmers Market - they worked with the Lincoln County Fiscal Court, the Governor's Office of Agriculture Policy and Central Kentucky Ag Credit for the grant money to build the Ag Credit Pavilion to be the site for the Farmer's Market as well as for many community events.

Mr. Grigson has been extremely active within the Kentucky agriculture industry and has served on numerous state and local boards - he was the Farm Organization Director for the Kentucky County Ag Agents Association, Kentucky Farm Bureau Board Member, Kentucky Cattlemen's Association Board member, KY Walking Horse Association Board member, and past President of the KY Forage Council. Mr. Grigson has also served as the Superintendent and Assistant Superintendent of the Dairy Show at the Kentucky State Fair and North American International Livestock Exposition for the past 32 years.

In 2016, Mr. Grigson received the Citizen of the Year Award from the

Continued on next page.

Lincoln County Chamber of Commerce. He is also on the Lincoln County Fair Board, Lincoln County Cattlemen's Association member, Buffalo Springs Cemetery Board member and Vice President of Lincoln County Farm Bureau.

"I am very excited about being on the Ag Credit Board of Directors," said Grigson. "I am glad to be able to give back and hope to continue to help local farmers. Ag Credit is not just a place to borrow money - but a place to get advice and help for farm families in central Kentucky."

"From day one of working in extension, Ag Credit staff have offered financial and leadership support to our Extension and Agricultural events. If I ever needed anything from carrying tables to sponsoring costs of an event, Ag Credit has been there," Grigson explained.

Mr. Grigson and his wife, Linda, have two children David and Jennifer, along with five grandchildren. Dan and Linda are members of Stanford Baptist Church, where Dan is a Deacon. Today, he works part-time at Spurlin Funeral Home in Stanford and enjoys announcing horse shows throughout Kentucky.

Fun Fact:

During his first job as the Powell County Extension Ag Agent, Mr. Grigson became a D.J. at a local country radio station. After presenting a live local county agent news program for a few weeks on the radio, he was asked to come back and work as a D.J. for the early morning shift.

Remembering...

JEANINE GOODIN WILLIAMS

MARCH 24, 1960 - OCTOBER 29, 2017



Central Kentucky Ag Credit lost a beloved friend and employee in late October when Jeanine Williams passed away. Jeanine served as Senior Loan Assistant in the Lebanon Ag Credit office for 14 years. Jeanine was well known by Ag Credit staff and customers for her willingness to help and sense of humor. She never met a stranger and always took the time to listen. Jeanine rarely missed a day of work and was very dedicated to Ag Credit, even when she was sick.

Jeanine was very family-oriented. She loved to spend time with her husband, Tim, her daughter, Lauren age 27 and her son, Mark age 29. Her family also includes her brother, Jim Goodin, of Lebanon and her sister, Janet Goodin, of West Palm Beach, Florida.

Jeanine was a life-long member of the St. Augustine Catholic Church. She was a co-founder of the Marion

County Good Samaritans Foundation. This non-profit organization is designed to ease financial stress for those diagnosed with cancer and facing the unknowns of this devastating illness. Jeanine was extremely passionate about her work through this foundation. If you would like more information refer to the insert shown below.

Richard Medley, Lebanon Ag Credit Relationship Manager worked with Jeanine for the past ten years. When asked about her, Richard said, "Jeanine was truly a one of a kind special person-with that contagious smile and an overall kindness that could brighten anyone's day. It was truly a privilege to call her not only a co-worker but a great friend."

**Marion County
Good Samaritans Foundation, Inc.**
P.O. Box 807
Lebanon, KY 40033
270-402-2965
marioncountygoodsamaritans@gmail.com

Did You Know?

**Central Kentucky Ag Credit has gone social!
Find us on these social media platforms:**

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 Central Kentucky Ag Credit

Garrard County Young Farm Family Recognized- Matthew & SaraVard Von Gruenigen



(Left) Daniel Edgington, Garrard County Farm Bureau Young Farm Committee Chairman is shown with Matthew and SaraVard Von Gruenigen with their Young Farm Family Recognition Award.

Matthew and SaraVard Von Gruenigen were recently selected for the Garrard County Farm Bureau Young Farm Family Recognition award. This award is given to a young family in Garrard County to acknowledge their involvement in agriculture.

The couple manages their home farm, Matthew's family farm in Cartersville, as well as SaraVard's family farm on Kelly Ridge. The farms total 500 acres. The cow/calf operation consists of 90 cows, along with hay production and occasionally raising feeder cattle. Matthew grew up helping on his grandmother's farm and was taught his farming skills from Jimmy Tudor and Wayne Day. SaraVard was introduced to farming by her grandad, Dwight Logan, and worked on the farm growing up.

The Von Gruenigens have been married for ten years and work together to run the family farm operation. Matthew works as Ag Inspector of the Kentucky Department of Agriculture, while SaraVard is a Loan Officer in the Stanford Ag Credit Office. She has worked for Ag Credit for ten years. SaraVard also manages the bookkeeping for the farm, including paying bills, filing receipts and figuring taxes. The couple has a three-year-old son, Ken Tuck.



Sara Beth and Dooley Wright with their Outstanding Young Farm Family Award.

Wright Family Named Outstanding Young Farmers in Marion County

Dooley and Sara Beth Wright were recently honored by the Marion County Farm Bureau as the 2017 Outstanding Young Farm Family. The Wrights have a strong passion for agriculture in Marion County and both grew up working on family farms.

Dooley grew up on a very large dairy cattle farm and partnered with his parents, the late Tom Dooley and Marie, and two brothers, Wesley and Casey. In 2013 the focus of their farm shifted to crops and beef cattle. Currently, Dooley and his brothers operate as Wright Brothers Farms and run the 2,100 acre farm. The farm consists of both owned and leased ground. The brothers produce 500 acres of corn and 500 acres of beans, along with producing both dry and wet wrap hay. The brothers also manage the 200 head cow/calf herd together, while Dooley and Sara Beth own 37 head of their own.

Dooley works full-time on the farm, while Sara Beth is a Kindergarten teacher at West Marion Elementary School. She is also an integral part in managing and maintaining the farming operations. The couple married in 2012 and have a three-year-old son, Jake, a one-year-old daughter, Mattie, and are expecting their third child in May 2018.



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Location 1:
Acres: 12.09
County: Washington
Date of Sale: 6/23/2017
Selling Price: \$43,600
Improved:
Cabin on land.

Location 2:
Acres: 214.89
County: Marion
Date of Sale: 9/16/2017
Selling Price: \$860,200
Improved:
Has a barn and stack pad.

Location 3:
Acres: 43.5
County: Washington
Date of Sale: 8/8/2017
Selling Price: \$3,975 (per acre)
Improved:
Has a barn.

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



Russell Gray and Shane Turner

*Each Promoted to Credit
Management Roles*



Russell Gray has been promoted to Vice President-Credit. In his new role he will assume the responsibilities in credit management and supervision associated with the Lexington, Paris and Frankfort Offices. He will still service his loan portfolio and continue business development.

Russell Gray has worked in the Farm Credit System for 38 years, and his service with Central Kentucky Ag Credit spans 20 years. Russell has worked in the Lexington and Paris Offices and has been instrumental in establishing the Association's presence in the Bluegrass market surrounding Lexington.

Russell is from Harrison County, and grew up on a beef cattle and tobacco farm. The operation consisted of 75 cows and produced 20,000 pounds of Burley tobacco each year. Today, Russell still manages the same 85 acres, but focuses on Alfalfa hay production. The 85 acre farm has been in his family since 1797.

He is a Board Member for Southern States in Georgetown, member of the Harrison County Water Association Board, a member of the Alpha Gamma Rho Alumni Board and past president of the Alpha Gamma Rho Fraternity. Russell is also a past Board Member of the Bluegrass Land Conservancy.

Russell earned his B.S. Degree in Agricultural Economics from the University of Kentucky. He and his wife, Robin, live in Harrison County and have two children, Megan and Katelyn, along with two grandchildren, Gray and Vin. Russell and Robin are members of Cynthiana Christian Church.

Shane Turner has accepted the position of Vice President and Chief Risk Officer. This is a new position for Ag Credit and is a result of the recent growth and the increasing effort to facilitate the Association's advancement to the next level. As Chief Risk Officer, Shane will work with staff to ensure that loans adhere to existing policy guidelines and that ongoing administration and review is adequate to maintain the loan portfolio's quality.

Shane has served Ag Credit for 28 years. He started working for Ag Credit as an intern during his second year of college at Eastern Kentucky University. After graduation, he assumed full-time service with Ag Credit and has held many positions within the Association. These positions include Vice President-Credit, Vice President and Manager of the Lexington Branch, and Regional Lending Manager.

Shane was raised in Garrard County, where the family farm program consisted of tobacco, hay, a beef cattle program that included a cow/calf operation and production of stocker cattle. Shane continues to partner with his brother, Heath, in farming operations that includes 160 acres in Madison County and 50 acres in Garrard County. Today, the farm's primary enterprises are cow/calf and hay.

Shane is active in many farm and professional organizations in the Bluegrass Region. Shane is one of the Association's first accredited rural appraisers and (past) president of the Bluegrass Chapter of American Society of Farm Managers and Rural Appraisers. He is a member of the Madison County Cattlemen's Association, the Kentucky Cattlemen's Association and a member of the Lexington-Bluegrass Association of Realtors. Shane is also on the advisory board for Locust Trace FFA Alumni Association.

He earned his B.A. Degree in Business Administration with an emphasis in Marketing from Eastern Kentucky University, and later earned a Master of Business Administration Degree from EKU. Shane and his wife, Sarah, reside in Lexington and they are parents of three children, Clay, Joshua and Brooke.





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