

CENTRAL KENTUCKY AG CREDIT

SUMMER 2019

# LEADER



## A LOOK INSIDE...

**Opening the Gates**

**Customer Appreciation Day**

**Rolling Blue Farm Charting New Waters with Saltwater Shrimp**

**Outstanding in Their Field**

**AG CREDIT**

# NOMINATING COMMITTEE

The 2020 Nominating Committee for Central Kentucky Ag Credit has been elected and will consist of five members and two alternates. The nominating committee members were elected during the Central Kentucky Ag Credit Annual Stockholders' Meetings on February 25 and 26.

The Nominating Committee will function to recommend candidates for elected Association positions in 2020. Central Kentucky Ag Credit is a financial cooperative and part of the national Farm Credit System. Member-borrowers of Ag Credit participate in filling elected positions with a one-member/one-vote election system during each year's Annual Meeting.

Nominating Committee members who have been elected are:

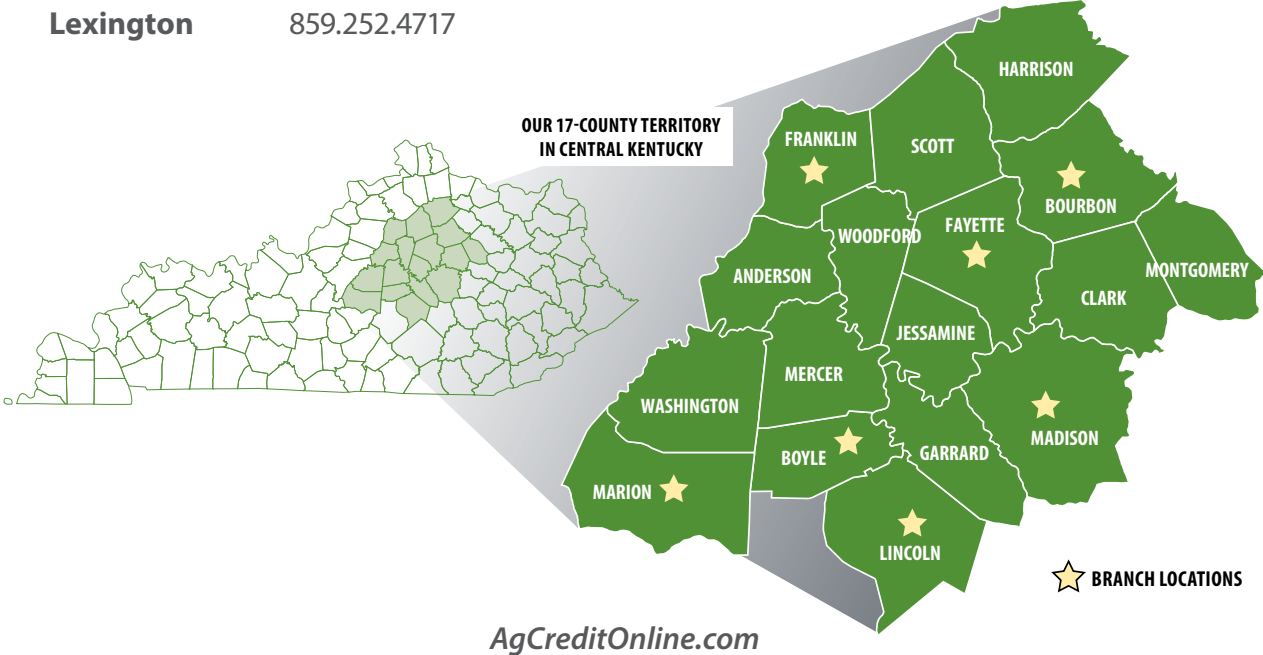
- Lincoln Clifford
- Richard Stephen Mayes
- George McCain
- Beau R. Neal
- Teresa C. Reed

Alternates:

- William David Cartinhour Jr.
- Jasper Pearson

# OUR LOCATIONS

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



# LEADER

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

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Address changes, questions, comments and requests to cancel your free subscription to the Ag Credit Leader should be sent to Central Kentucky Agricultural Credit Association by calling 859.253.3249 or mailing to PO Box 1290 Lexington, KY 40588-1290.

## FINANCIAL INFORMATION

The Farm Credit Administration does not require the association to distribute its quarterly financial reports to stockholders. Copies of the association's annual and quarterly reports are available upon request free of charge by calling 859.253.3249 or writing to Marcus Barnett, Chief Financial Officer, Central Kentucky Ag Credit, PO Box 1290 Lexington, KY 40588, or at [AgCreditOnline.com](http://AgCreditOnline.com).

## PRIVACY POLICY

Your online privacy is always a top concern at Ag Credit. For a complete copy of the latest version of the online privacy policy, please visit our website and click on the home page link.

## ON THE COVER

"Rooster at Sunset"

Photo taken by Morgan Fritz – Madison County. This photo was entered into the Ag Credit Facebook Photo contest in 2018.

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# OPENING THE GATES

Waynesburg, KY  
(Lincoln County)

BY BETH MOBLEY



## The Early Years

As we walked the gates open for an incoming seed delivery, Jim May remembered as a child, his first job on the farm was doing this very thing. "I swore once I got my license I would make my dad open all the gates," we laughed as he latched his gate to the fence. As menial as this job may have seemed as a child, and even now, this simple task would allude to his life and legacy to come.

Growing up on a Casey County tobacco and cattle farm, dad as the county Extension Agent, it was inevitable that Jim would somehow be involved in agriculture. From a young age, he found his responsibilities, whether opening a gate, stripping tobacco or feeding cattle, were vitally important to the well being of the family and the farm. "Being raised on the farm and then raising my family on the farm have been very important to me. There are so many values that are caught, and not taught, by this type of upbringing."

Hard work, perseverance and respect seemed to be the very foundation on which Jim's character was built, just as it is with many of those reading this of similar childhoods. You tended your chores because if you didn't, something would die. You fed or planted, because your family's livelihood depended on it. You helped others in times of need, knowing they would do the same for you. These types of life lessons are caught everyday on the farm, and were likely deepened for Jim, as the 100 acre family farm was on a hillside. According to his father, this was an ideal location as it allowed him to "farm both sides

of the hill." Whether a man was just trying to maximize his farm ground, or finding a unique way of teaching his son how to endure through tough situations, opening gates may have been the ultimate transcending lesson Jim learned.





## Mary Ann

He thought he had opened the last gate when he left the family farm to attend the University of Kentucky. Mary worked on the UK farm through college and after four years, earned a Bachelor's degree in Agricultural Economics. The work ethic developed growing up and furthered by his heavy involvement in ag organizations like 4-H and FFA, helped Jim succeed in most everything he turned his hand at, though one of the toughest gates he would have to open would be the one to Mary Ann Colyer's heart.

Jim and Mary met at 16, on a bus trip to Fort Collins, Colorado, where they were two of fourteen 4-H members selected to represent Kentucky at the National American Private Enterprise Conference. Mary, a native of Pulaski County, was well acquainted with agriculture, as her family raised cattle and tobacco. Like Jim, she had caught many of the same values growing up, which may have inevitably drawn them together.

They had dated off and on for several years during high school and college. Mary had promised herself she'd "never marry a farmer". Unbeknownst to her, Jim was determined to change her mind. After three years together, they finally decided to make things official. They were only engaged for five weeks before the couple tied the knot. This year, Jim and Mary will be celebrating their 50th wedding anniversary in August.

Together they have two daughters, Allison and Emily (four grandchildren), grown their farm to 1,000



acres and established a successful seed operation, all while being heavily involved in many community events and organizations. Jim credits Mary for many things, but especially for always being supportive and "subsidizing his farming habit," through her teaching career. They have caught countless life lessons together over the years including—love, loss, compromise and maybe even a little tenacity.

## A Successful Lending Career

On a Friday in May of 1971, Jim graduated from UK; the following Monday, he began his career with Central Kentucky Production Credit Association (PCA)—the preceding organization to Central Kentucky Ag Credit. After weeks of "reading credit manuals and getting in the way," Jim closed his first loan. He remembers issuing a \$25,000 check but asking the loan assistant to double check to make sure he had enough zeros. "[I] had never written a check for more than \$25," Mary laughed.

That loan opened the gate for a farmer, providing them access to the capital needed to put that year's crop in the ground. The immediate impact of knowing his work had helped someone was his ultimate satisfaction. Throughout his 15 year tenure with PCA, Jim was able to help countless farmers in his community secure the funding needed to achieve personal and operational success. He was able to find common ground with his customers through the mutual life lessons caught growing up on the farm, while educating them on financial management and providing sound credit advice. The work in the office

and within the community made Jim a confidante for many of his farming customers.

Jim rose to the rank of Vice President of Credit; a role which enabled him to share his background and knowledge with staff members outside of his own office. During the 1980s, this position meant he was something of a “circuit rider,” traveling between branches to assist and oversee the lending operations. The Richmond PCA hired a new loan officer in 1982, which meant Jim would be spending extra time in that office to get the new hire on his feet. As he did with all new hires, Jim provided the guidance needed to ensure the loan officer well trained and the customers were well taken care. Fast forward 37 years and that new hire is now Ag Credit’s President and CEO, Jim Caldwell. He fondly remembers the role Mr. May played in helping him establish his career. “Jim May served as a mentor to me and a lot of employees. He was always willing to roll up his sleeves and join the staff in whatever project we were undertaking at the time.” Jim May always went above and beyond his job, which helped open gates for so many others like Caldwell.

## Directorships

Jim May stepped away from Central Kentucky PCA in December 1986, to pursue full-time farming, but his service to the organization was far from over. In 1990 he was appointed to fill an unexpired term on the Association’s Board of Directors. This appointment was the beginning of 28 years of service on the local cooperative board, where members elected him to serve eight consecutive terms.

In addition to his long standing service as a director, Jim was also the Board Vice Chairman (1991 –1999) and the Board Chairman (1999 – 2011). “During his service, which included the 1994 re-affiliation with AgFirst Farm Credit Bank, and the start of the Association’s successful patronage program, Jim provided outstanding leadership, oversight and guidance,” commented Alvin Lyons, current Ag Credit Board Chairman. Being a cooperative member, a former employee and a farmer, May realized the importance the local Board had to ensuring farmers in our area were able to receive the products and services needed to be successful. He was an advocate for programs that helped farmers and rural residents, while maintaining a strong cooperative core.

Jim’s service was extended beyond our 17 county territory when he was selected to serve on the AgFirst Farm Credit Bank Board, in January of 2006. May was one of only 17 directors elected to represent 15 states, and Puerto Rico, across the eastern and southeastern regions of the United States. AgFirst is the primary funding source for 19 associations, including Central Kentucky Ag Credit, with over \$30 billion in assets. Being a local voice as a farmer and former lender, May was able to contribute to countless policies and procedures implemented at the regional level, which would still have vital impact to our local producers. Even though this role was very demanding on his time, sometimes meaning days away from the farm and his family, Jim understood the importance of the cooperative model and how his voice and views could help open gates for the 90,000 farmers, rural homeowners and agribusinesses he was representing. He would be elected to the AgFirst Board for two more terms, serving 12 consecutive years as a regional director, the maximum number allowed under the organization’s bylaws.

## A Lasting Legacy

Jim May’s final term was concluded in February 2019, leaving a 43 year legacy for Ag Credit staff and cooperative members to reflect on—15 years as an employee and 28 years as a Director. He fondly remembered those met along the way and the relationships formed as a result of his tenure with Ag Credit, saying he “would miss the people the most.” He is proud of the progress our Association has made and the positive impact Ag Credit continues to have within our local communities. Jim reminded me and staff members to “stay engaged and listen to those we represent,” as to not lose sight of our cooperative mission.

In a Resolution passed on December 20, 2018, the Ag Credit Board of Directors recognized Jim May for his “tireless work to advance the cause and livelihood of farmers and rural residents in Central Kentucky” and advocacy “of the cooperative principles.” When asked what he would like to be remembered for, May smiled and said, “We all stand on the shoulders of others; I hope I’ve provided someone the shoulders they needed.”

Even in his absence, we will continue to appreciate Jim's contributions to the success of our producers, staff and cooperative. Through his outstanding leadership and guidance, we are a stronger association, existing to provide a valuable service to our members. We are eternally grateful for not only Jim's unwavering service over the last four decades, but for his family's generosity in sharing him. A life full of lessons caught and shared, he has opened the gates for countless people. I hope you think of Jim May the next time you open a gate and remember no matter how menial a task may seem or how small a difference you think it makes, the impact may last well beyond that single moment. And as Jim has done for so many, I hope we can all help open a gate along the way.



# CUSTOMER APPRECIATION DAY

## \$4 MILLION IN PATRONAGE DISTRIBUTED

In April, Ag Credit hosted a Customer Appreciation Day, during which qualifying member-borrowers received their patronage checks. The event took place at all seven locations.

This year Ag Credit distributed \$4 Million in patronage, and since 1998 has distributed over \$31 Million to customer-owners. Patronage – another benefit of doing business with a cooperative!

### MONTGOMERY COUNTY



COYEE HUNT WITH CALEB SADLER (AG CREDIT)

### BOYLE COUNTY



ALICIA HAHN (AG CREDIT) AND RANDY DOUGLAS

### WOODFORD COUNTY



JOE GOGGIN (AG CREDIT) WITH LYNN MARTIN

### CLARK COUNTY



ANDREW MCCORD WITH DAN STRAYER (AG CREDIT)

### ANDERSON COUNTY



KELLI BUCKLEY (AG CREDIT) WITH CHARLES LEE HAHN

### MADISON COUNTY



CHRIS COOPER (AG CREDIT) WITH CHRIS CORNETT

### SCOTT COUNTY



DAN STRAYER (AG CREDIT) WITH KUSHEDA ALLEN AND JOE GOGGIN (AG CREDIT)



**FRANKLIN COUNTY**



**KELLI BUCKLEY (AG CREDIT) WITH JEREMY CLARK**

**BOURBON COUNTY**



**ANDREW FRITSCH WITH TOM ZACK EVANS (AG CREDIT)**

**WASHINGTON COUNTY**



**LEE HOOD WITH RICHARD MEDLEY (AG CREDIT)**

**LINCOLN COUNTY**



**TARA DAVIS (AG CREDIT) WITH CRAIG CHANEY**

**MARION COUNTY**



**MIKE BRIGHT WITH JUSTIN CRAIG (AG CREDIT) AND DAVID HILL OF MARION COUNTY**

**JESSAMINE COUNTY**



**TINA RONEY (AG CREDIT) WITH STEVE OGDEN**

**FAYETTE COUNTY**



**MIKE HARRELL WITH LISA YEAGER (AG CREDIT)**

**GARRARD COUNTY**



**VALORIE BRAY WITH SARAVARD VON GRUENIGEN (AG CREDIT)**

**HARRISON COUNTY**



**KURT BORGAN WITH TOM ZACK EVANS (AG CREDIT)**

**MERCER COUNTY**



**TINA RONEY (AG CREDIT) WITH JOSH HAZELWOOD**



## ROLLING BLUE FARM CHARTING NEW WATERS WITH SALTWATER SHRIMP

Fayette County, Kentucky, is hundreds of miles from the Atlantic Ocean, but that hasn't stopped Jason and Heather Whitis from starting a fresh saltwater shrimp business on their farm.

Rolling Blue Farm is a full-time fruit and vegetable operation, but the Whitis family wanted to offer something unique they could market year-round. With some ingenuity and hard work, the answer turned out to be saltwater shrimp.

Jason insulated the inside of an old tobacco barn and installed nine small swimming pools. "We heat

the water, not the inside of the barn," Jason explained. "We purchase the baby shrimp from Florida, about 30,000 shrimp at a time." That is enough to fill up four pools, and each pool produces around 250 pounds of shrimp.

The shrimp is sold fresh, never frozen – and always with the head attached. Most frozen shrimp doesn't include the head, but Jason explained that cooking the shrimp with the head adds extra flavor to the meal.

The biggest challenge Jason faces with producing shrimp is controlling the water quality. "We feed the shrimp twice a day, and we measure the amount of feed that goes into the pools," he said. The amount of feed must be precise to keep the water healthy. Twice a week Jason tests the amount of ammonia and nitrates in each pool and monitors feed intake.

As first-generation farmers, Jason and Heather truly understand what it takes to build an operation.

Jason is originally from Somerset and wasn't raised on a farm. However, after graduating from high school, he worked on a fellow church member's farm, where he realized his passion for agriculture. "The farming bug bit me," Jason said.



“

Farming has brought so many values to our family – the value of hard work and the ability to work together. I enjoy having my hands in the dirt; there is something so simple about it, but yet so complicated. There is such a complexity to producing and growing the shrimp. It is challenging, but also rewarding.

”



He majored in horticulture with an emphasis on vegetable production at the University of Kentucky. After college, he and Heather married and decided to get started farming before having their child, Lillian Grace. What started out as a part-time venture soon grew into Jason’s full-time career.

“Farming has brought so many values to our family – the value of hard work and the ability to work together,” Jason said. “I enjoy having my hands in the dirt; there is something so simple about it, but yet so complicated. There is such a complexity to producing and growing the shrimp. It is challenging, but also rewarding.”

Rolling Blue Farm produces a total of three acres of tomatoes, five acres of sweet corn and one acre of beans, along with cucumbers, squash, broccoli and strawberries. The farm has two greenhouses that together hold 700 tomato plants producing both early and late crops they sell at the farmers market. “I love taking products from the farm to the farmers market and getting the positive feedback from customers,” Jason said.

Their newest venture is off to a great start, too: The farm sold over 6,000 pounds of shrimp last year.

Jason has worked hard to research farming practices and educate himself on both time-tested and new techniques. “To be successful, you have to be involved and network with others. Learn how to market your product, and learn from other farmers on how to manage your farm. There are a lot of people who are willing to help,” he said.

One of those advisers is Central Kentucky Ag Credit Loan Officer Lisa Yeager. “I first met Lisa and Ag Credit through my connections with Kentucky Farm Bureau (in 2015); it has been a great relationship,” Jason said. “She is always willing to help with any questions I have and to help with any rates and products I need.”

The next step for the Whitis family is to open up their operation to the public. They will offer tours of the shrimp operation this summer and operate an on-farm market, where they will sell shrimp and produce.

“We hope to provide customers with a clean, fresh product right here in Fayette County,” Jason said.

 [www.Rollingbluefarm.com](http://www.Rollingbluefarm.com)

 @KYShrimp

 [rollingbluefarmky](https://www.instagram.com/rollingbluefarmky)

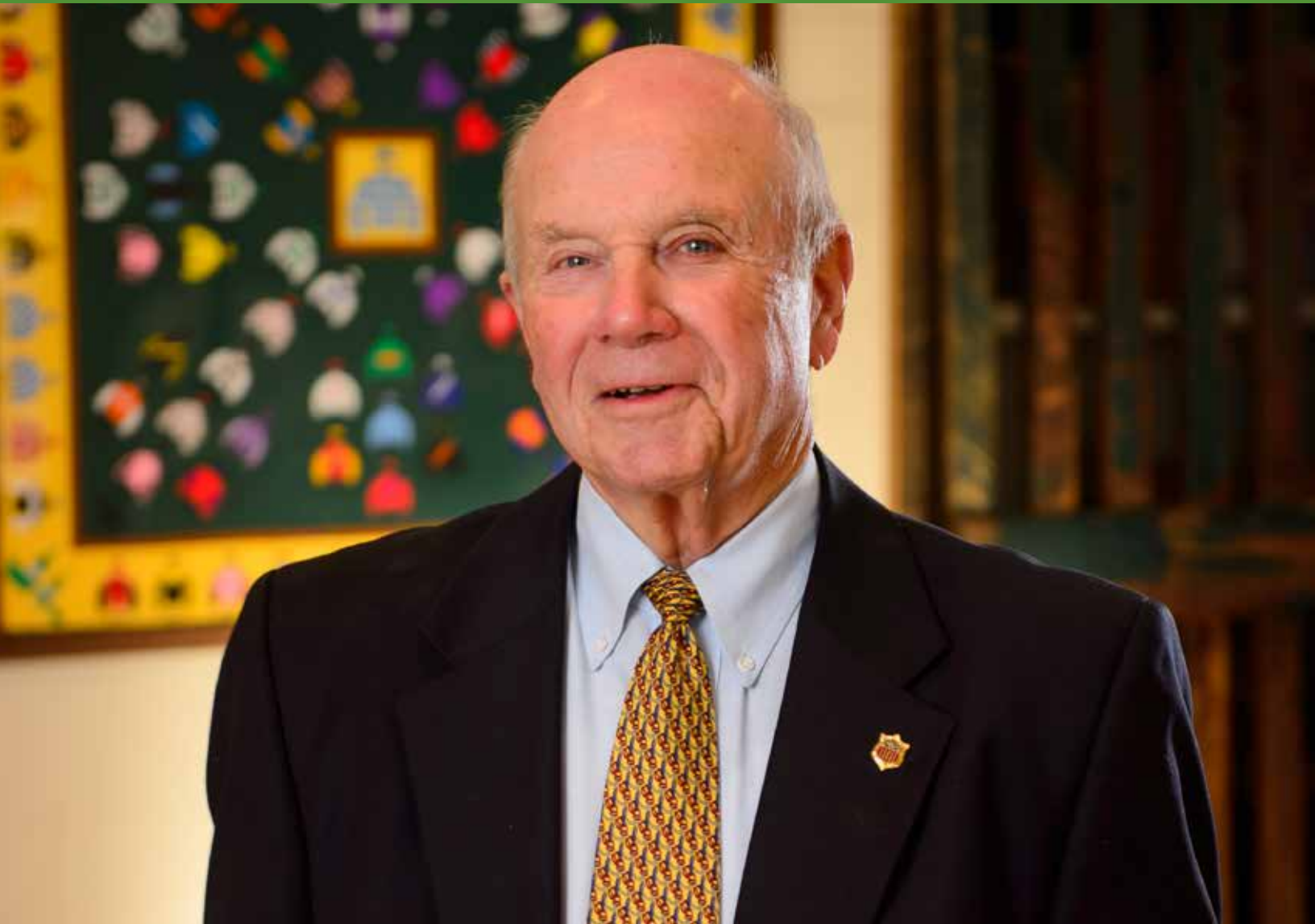
 859 285 0987

Watch our video on Rolling Blue Farms at:  
[AgCreditOnline.com/RollingBlueFarm](https://AgCreditOnline.com/RollingBlueFarm)

# HALL SELECTED FOR SADDLE AND SIRLOIN CLUB, LIVESTOCK INDUSTRY'S HIGHEST HONOR

Recognized for a lifetime of exceptional service for animal agriculture

BY HALLWAY FEEDS, ANTHONY KOCH



MR. HALL SERVED ON THE CENTRAL KENTUCKY AG CREDIT BOARD OF DIRECTORS FROM 1988 - 2001 IN THE ROLE OF OUTSIDE DIRECTOR. HE WAS THE FIRST OUTSIDE DIRECTOR TO SERVE ON THE BOARD.

Robert Hall Jr., who has been dedicated to animal agriculture for more than 70 years and is the longtime owner and president of Central Kentucky's Farmers Feed Mill and its Hallway Feeds brand, will be the 2019 inductee into the Saddle and Sirloin Club, widely considered the highest honor in the livestock industry.

This elite club of influential figures in the livestock industry was originally housed on the top floor of the Purebred Livestock Records Building in Chicago, Illinois, in the early 1900s. Livestock men would gather on the top floor over a sirloin steak or a saddle of lamb in the banquet, leading to the name "Saddle and Sirloin Club." Chosen by their peers, the club continues the heritage of its founders to pay homage to those who have made the greatest contributions to the livestock industry.

Hall's portrait will be added to the exclusive club gallery, recognizing a lifetime of exceptional service to the livestock business. Fittingly, the oil portrait collection is displayed in the Kentucky Exposition Center in Louisville, which has hosted the North American International Livestock Exposition for 45 years. Hall was instrumental in the formation and continued growth of the show as he served on the executive committee from 1974 to 2012. He will be honored in an induction program and portrait unveiling Nov. 17, 2019, during the North American International Livestock Exposition. The portrait gallery is believed to be the largest collection of quality portraits by noted artists in the world devoted to a single industry.

Hall was unaware of a devoted effort from friends and colleagues championing his candidacy. The selection committee received letters of recommendation from 94 individuals supporting Hall for the award.

"It is extremely humbling," Hall said. "I have known quite a few members of the club. I worked for one of them, W.P. Garrigus, at the University of Kentucky, and I was close personal friends with Henry Besuden. I can name a bunch of them that come to mind. This is a mountain peak that you always look at and never think you are going to reach. To get to the top of it—it is something special."

After growing up on a family farm in Central Kentucky and graduating from the University of Kentucky, Hall lived in New York and managed a purebred Angus Farm, served in the U.S. Army as

“  
Bob is one of the rare  
individuals who understands  
and knows all types of animal  
agriculture.

”

a veterinary meat inspector and was the beef cattle herdsman at the University of Kentucky's Coldstream Farm. He and his wife, Bonnie, purchased Farmers Feed Mill, a small feed business in Lexington, Kentucky, in 1964.

Farmers Feed Mill serviced the area's dairy and beef cattle farms for nearly 30 years and eventually introduced the Hallway Feeds brand to supply Thoroughbred farms and racing stables with custom feeds. Hallway Feeds has fueled 12 of the last 21 Kentucky Derby winners, including Triple Crown heroes American Pharoah and Justify, and at least one winner of every North American Grade 1 race, the highest echelon of the sport. A longtime Suffolk sheep breeder, Hall served a term as president of the National Suffolk Sheep Association.

"Bob is one of the rare individuals who understands and knows all types of animal agriculture," wrote Mike Hancock, a current NAILE Executive Board Member. "Whether it's cattle, swine, sheep, goats or horses, he understands all phases of production, from securing genetics to formulating rations to maximizing production. He has the capability of assisting a breeder of any species to select their next sire or a foundation female."

Known far and wide as "Mr. Bob," Hall lives on the family farm in Scott County, Kentucky, and is a regular presence at the feed mill with his son, Lee, and daughter, Julia, now running the day-to-day operation.

# ANNUAL STOCKHOLDERS' MEETING RECAP

The 2019 Annual Stockholders' Meetings were held at the end of February with regional meetings in Lexington and Danville. These meetings allow for networking between customer-owners, a good meal and an opportunity to hear about the success of the Association.

President and CEO, Jim Caldwell announced the Association continued to set record high marks in financial growth. "In 2018, your association has \$12.2 million in net income. The highest single year net income figure in the history of our association," said Mr. Caldwell. "Over the five year period, that's \$52 million in total earnings for your association."

"On December 31, 2018 the Association's capital level was \$87.7 million for the first time in the organization's history," explained Mr. Caldwell. "Capital is foundational. It is necessary and critical for your farming operation due to the volatility of agriculture production and marketing. The same holds true for your association - as a lender to agriculture - we also need a firm capital foundation."

Mr. Caldwell also explained the cooperative structure of the Association, and one major benefit of a cooperative structure is the patronage distribution. "The 2018 strong earnings has translated into a record patronage distribution to our members in excess of \$4.0 million - a record level," Mr. Caldwell announced. "Over the past five years, a total of \$16 million in patronage dividend has been declared."

The Annual Report outlining in-depth information about Ag Credit financial operations was mailed to all customer-owners early in 2019. Full information regarding Ag Credit 2018 operations can be found in that report.

To watch a special video on Ag Credit's Annual Stockholders' Meeting go online to:

**[AgCreditOnline.com/news/videos.aspx](http://AgCreditOnline.com/news/videos.aspx)**







# OUTSTANDING IN THEIR FIELD

**Richard Medley, Vice President – Credit**

## **Where are you from?**

I am from Springfield, Ky. We live just outside of Springfield in the St. Rose Community. My wife, Mollie, and I are both originally from Springfield and decided to both come back home after college.

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

I grew up living on my Grandfather's 150 acre cattle farm. From an early age I remember going out and riding the tractor fender with him to check cattle and fix fences. He taught me a strong work ethic at an early age and cultivated my passion for farming and agriculture. I was fortunate enough to be able to purchase 70 acres of his farm when I graduated college which is my homestead and home base of farm operations. Our current farm operation consists of a feeder cattle operation of 350 head in mostly a grazing program.

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

I attended the University of Kentucky College of Agriculture. I graduated with a Bachelor's degree in Plant and Soil Science with a minor in Agriculture Economics. Through college I was able to work on the University's farm which was right at home for a country boy in the big city.

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

In high school I was actively involved in FFA. I served as the chapter reporter and vice president. The organization served me very well in teaching me leadership skills that I still apply to this day. Through the organization I made many friends from around the state that I still communicate with. I was fortunate enough to be in the FFA history books as being the first ever Kentucky "State Star in Agricultural Placement." I was also able

to be a state winner and national finalist in a forage proficiency contest at the National FFA convention. In college I was involved in the fraternity of Alpha Gamma Rho and served as the chapter secretary for 2 years. I also was involved in the University of Kentucky Agribusiness Club through college.

## **Interesting facts about yourself:**

I believe in working hard and playing hard. I believe that one needs to work hard but also take time to enjoy life and family. When not at AgCredit or on the farm, most Sunday's you can find me enjoying my favorite past time at the lake out on my boat.

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

I am Director for Washington County Farm Bureau, a Washington County Planning Commissioner, and Washington County Cattlemen's member. I have completed two leadership programs since graduating college, the Kentucky Cattlemen's Leadership program and Kentucky Agricultural Leadership Program. These programs helped me to hone my leadership skills and allowed me to travel the state, the country, and the world with an excellent group of people that I call my friends.

## **Favorite part of being an Ag Credit loan officer:**

My favorite part of being an Ag Credit Loan Officer is serving the agricultural community. Farmers are inherently some of the very best people to work with and I enjoy being able to help them accomplish their dreams. I am an active farmer, so seeing first hand the impact we make is very rewarding. Mark Twain said it best "find a job you enjoy doing, and you will never have to work a day in your life"- this definitely applies to me and working with Ag Credit.



## THREE GENERATIONS ATTEND ANNUAL MEETING

Three generations of Ag Credit customer-owners posed for a photo during the Ag Credit Annual Stockholders' Meeting in Danville. Shortly after the Annual Meeting on March 16, Rudolph "Bud" Wyler passed away, Bud was a long-time member and friend of the Association. Paul Wyler is currently Ag Credit Vice President – Credit and Paul's son, Christian is an Optometrist in Lancaster.



THE LATE BUD WYLER, CHRISTIAN WYLER AND PAUL WYLER AT THE AG CREDIT ANNUAL STOCKHOLDERS MEETING IN DANVILLE.

## DEDICATED AG CREDIT MEMBER – THANK YOU!

At the 85th Annual Stockholders' meeting long-time member, William Haden Harris of Richmond was recognized for consecutively attending the past 44 annual meetings. Thank you, Mr. Harris for your support and dedication to Central Kentucky Ag Credit.



WILLIAM HADEN HARRIS (LEFT) WITH JIM CALDWELL (RIGHT) AG CREDIT PRESIDENT AND CEO, AT THE ANNUAL STOCKHOLDERS MEETING IN LEXINGTON.

## AG CREDIT EXTENDS APPRECIATION



Serving on the Ag Credit Board of Directors not only requires a significant time commitment, but also a deep understanding of agricultural economics. During the Ag Credit Annual Meeting, held regionally in Danville and Lexington, Shannon Snapp and Patrick Higginbotham ran for the open director's position where Patrick Higginbotham was elected to the Board.

Shannon and his wife, Danna, own and farm 210 acres in Madison County. They run a 50 head commercial cow/calf operation, while Shannon works full-time at Toyota Motor Manufacturing. Ag Credit extends its appreciation to Shannon Snapp for his willingness to service on the Ag Credit Board of Directors.

## GREER SELECTED AS HUMAN RESOURCES SPECIALIST AND CORPORATE SECRETARY



Tamra Greer has accepted the position of Human Resources Specialist and Corporate Secretary with Central Kentucky Ag Credit. She will serve in the Administrative Office of the association in Lexington.

Mrs. Greer brings a wealth of knowledge in human resources to Ag Credit. She most recently served as Corporate Human Capital Development Assistant Manager at Hitachi Automotive Systems America in Harrodsburg. In this role she worked in Michigan, Georgia and Kentucky. She also previously worked as a Senior HR Business

Partner at Lockheed Martin in Lexington for nine years, working in Kentucky, Florida, Georgia, and New Mexico on Special Operations contracts.

Tamra earned her education at Eastern Kentucky University, where she received two degrees, including her Masters degree in Industrial/Organizational Psychology and a B. S. in Psychology. She attended ECU under the auspices of a Regents Scholarship, and also worked as an HR intern for three years with Osram Sylvania light bulbs in Winchester, a factory that produced halogen lamps, while in college.

A native of Laurel County, Tamra currently resides in Lexington with her husband, Terrence, and their three children, Chloe, Adalynn Rose and Ian.

## HIGGINBOTHAM ELECTED TO AG CREDIT BOARD



Patrick Higginbotham was recently elected by the membership of Ag Credit to serve four years on the Association's Board of Directors.

Patrick and his wife, Erica, own 105 acres in Fayette County and own a horse boarding operation with 36 horses and produce 4-5,000 square hay bales each year. The boarding ranges from full-care to self-care.

He grew up on a beef cow/calf and small scale farming operation in Columbia, Kentucky. Patrick graduated from Adair County High School. Patrick completed prerequisites and doctoral degree in Pharmacy from the University of Kentucky. He works full time as a pharmacist for the Veterans Administration Hospital in Lexington.

Mr. Higginbotham serves on the local Farm Bureau Board for Fayette County. Patrick and Erica have three children and are members of Trinity Christian Fellowship in Lexington.

We appreciate Patrick's service to the Ag Credit Board of Directors.

## MCFARLAN JOINS LEXINGTON OFFICE



Leslie McFarlan has joined Central Kentucky Ag Credit as a loan assistant and will serve in the Lexington Office.

Prior to assuming her duties with Ag Credit, Leslie was an Account Specialist with Farm Credit Mid-America in Lexington for 10 years.

Leslie is originally from Perryville, and grew up helping her parents, BJ and Carolyn Robinson, on their 20 acre cow/calf farm in Boyle County. She also worked on her grandparents, Lillian Teater and the late Manford Teater, 160 acre farming operation consisting of cattle, tobacco, corn and horses in Garrard County.

She earned her education from the University of Kentucky with a B.S. degree in Community Communication and Leadership Development. While in college she was a member of the Alpha Gamma Delta sorority and interned with the UK non-profit leadership initiative and also worked at the Kentucky Clinic Pharmacy.

Leslie and her husband, Scotty, currently reside in Lexington with their daughter, Zoey. The family enjoys playing golf, cheering on UK sports and traveling to Disney World in their spare time.

## NETHERLAND NAMED MORTGAGE LOAN ORIGINATOR



Neil Netherland was recently named Mortgage Loan Originator with Central Kentucky Ag Credit. Neil will work in Ag Credit offices located in Frankfort, Lexington, Paris and Richmond focusing on rural home loans.

Neil has over 16 years of experience in mortgage lending and management. Throughout his banking career he has worked in Harrison, Clark, Scott, Fayette, Franklin and Woodford Counties.

A native of Campbellsville, Neil grew up on a farm in Taylor County. His family managed a 250 head cow/calf operation, along with growing tobacco, corn and soybeans.

He is a graduate of Campbellsville University with a B.S. degree in Business Administration in Finance. Neil is also a graduate of the Scott County Chamber of Commerce Leadership Program.

Neil is a resident of Georgetown and attends First United Methodist Church in Georgetown.

# SERVICE RECOGNITIONS

Ag Credit employees and board members were recognized for their service to the Association during Ag Credit's Annual meeting sessions in February. Their terms of service range from five to 40 years. All were publicly thanked for their outstanding service to Ag Credit.

**5 years** Mary Lynn Hinkel – Board Member  
Joe Myers – Board Member

**10 years** Donna Price – Loan Specialist

**40 years** Russell Gray – Vice President – Credit



**DONNA PRICE (LEFT) WITH RUSSELL GRAY (RIGHT), WERE BOTH HONORED FOR THEIR YEARS OF SERVICE TO THE ASSOCIATION**



**MARRY LYNN HINKEL (LEFT) AND JOE MYERS (RIGHT) WERE RECOGNIZED FOR BOTH SERVING ON THE AG CREDIT BOARD OF DIRECTORS FOR FIVE YEARS.**

# ORGANIC ASSOCIATION OF KENTUCKY ANNUAL CONFERENCE



The 8th Annual Organic Association of Kentucky (OAK) Conference was held during early March in Lexington. Central Kentucky Ag Credit is a proud sponsor of the conference, and hosted a booth to meet local organic producers.

The conference included local farm tours, along with speakers from across the nation. Ag Credit recognizes the growth and demand for locally grown, organic products in today's world.

## Upcoming Field Days

- **June 25**  
**Organic Row Crop Production**
- **June 27**  
**Organic No-Till Market Farming (and Summer Greens Production!) – Lawrenceburg**
- **July 25**  
**Organic Disease and Pest Management**
- **September 26**  
**Fertility Cover Crops and Soil Testing – Lexington**

\$5/OAK Member and \$10/Non-Member  
Register at [www.oak-ky.org](http://www.oak-ky.org)



(LEFT) LISA YEAGER, LEXINGTON AG CREDIT LOAN OFFICER AND (RIGHT) KELLI BUCKLEY, FRANKFORT AG CREDIT LOAN OFFICER AT THE AG CREDIT BOOTH DURING THE 8TH ANNUAL OAK CONFERENCE.

**Save The Date for the 2020 OAK Conference!**  
March 6-7 | Location TBD

## CLYDE JACKSON REMEMBERED FOR SERVICE TO AG CREDIT



THIS PHOTO WAS TAKEN IN AUGUST 2018, THE AG CREDIT BOARD OF DIRECTORS HAD A MEETING AT THE DANVILLE OFFICE AND MR. CLYDE JACKSON MET WITH THE BOARD AND STAFF. (LEFT TO RIGHT) ALVIN LYONS, AG CREDIT BOARD CHAIRMAN, CLYDE JACKSON, RETIRED AG CREDIT BOARD MEMBER AND DAN GRIGSON, AG CREDIT BOARD MEMBER.

Clyde Jackson, 90, passed away on March 9, 2019. He had served on the Central Kentucky Ag Credit Board of Directors from 1973 – 1991, and also served as Chairman from 1979 – 1991.

Mr. Jackson was one of the principal figures in the history of Central Kentucky Ag Credit. He was Board Chairman from 1979-1991. Under his leadership, the Association navigated the tumultuous 1980s farm crisis. To this day, his position in the face of strong forces of merger means the local capital of Central Kentucky farmers stays here serving the farmers of Central Kentucky.

Clyde was a farmer and the founder of Caverndale Farms which started with only 100 acres of land. Today, Caverndale Farms is one of the few remaining family seed companies in the nation.

Mr. Jackson was a member of the Kentucky Seed Improvement Board, the Boyle County Cattleman's Association, the American Seed Trade Association, the Independent Professional Seed Association and in 2018 he was named the Master Conservationist, Cooperator of the Year by the Kentucky Conservation District. He also developed Jackson's Hybrid Seed Corn and Caverndale Brand Seeds.

He is survived by his wife of 69 years, Betty Ann Thompson Jackson; three daughters, Patricia J. (Morris) Stewart, Jenny J. (Tim) McCoy, Brenda J. (Barry) Welty all of Danville; six grandchildren and nine great grandchildren.



## RECENT LAND SALES

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.

### Irvin Group Realtors & Auctioneers

31 Public Square  
Lancaster, KY 40444  
859-792-2521 | [www.irvingroup.com](http://www.irvingroup.com)

**Location 1:**

Acres: 84  
County: Madison  
Date of Sale: 3/2/2019  
Selling Price: \$396,000 or \$4,714/per acre  
Improved: 8 bent barn and shed

### Ford Brothers, Inc.

135 HWY 25  
Mt. Vernon, KY 40456  
859-583-7788 | [www.fordbrothersinc.com](http://www.fordbrothersinc.com)

**Location 1:**

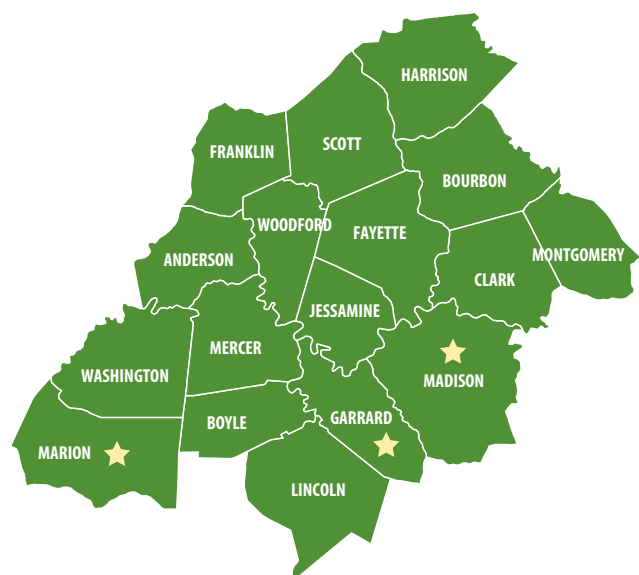
Acres: 205  
County: Garrard  
Date of Sale: 4/20/2019  
Selling Price: \$671,000 or \$3,273 per acre  
Unimproved  
Unusual Features: Frontage on HWY 52 and White Lick Road. Majority of acreage could be notilled

### May & Parman Agency

151 W Main Street  
Lebanon, KY 40033  
270-692-2153 | [www.mayandparman.com](http://www.mayandparman.com)

**Location 1:**

Acres: 101.93  
County: Marion  
Date of Sale: 3/9/2019  
Selling Price: \$582,335  
Improved: One and a half story farm house with 3 bedrooms and 1 bath. Some updates. Nice metal shop with 2 overhead doors and barn.  
Unusual Features: Farm had no road frontage on a highway or county road





Central Kentucky Ag Credit  
PO Box 1290  
Lexington, KY 40588-1290

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# Top **5** benefits of **AgBiz** **BASICS**

## 1. Business Skills

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

Topics covered include:

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

## 2. Exposure to an Ag Lender

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

## 3. Hands-on Activities

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

## 4. Convenience

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

## 5. Networking

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

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

Learn more at [AgCreditOnline.com](http://AgCreditOnline.com) or call **859-253-3249**.



[AgCreditOnline.com](http://AgCreditOnline.com)



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

**Contact us to enroll!**

