



# Financial Partner



**AgHeritage**<sup>®</sup>  
Farm Credit Services

FARM CREDIT  
**100**  
ESTABLISHED 1916

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January/February/March 2016

Official Publication of AgHeritage<sup>®</sup> Farm Credit Services



## CEO's Remarks

By Greg Cole, President & CEO, AgHeritage Farm Credit Services

As we begin a new year, it's appropriate to reflect on the past and look forward to the future. Our producers in the crop sector had a challenging year with regard to profitability. We would consider 2015 as the second consecutive year in a down cycle (efficiency cycle). The main driver behind the stress in profitability is the dramatic decline in crop prices coupled with many producers not being able to adjust expenses at the same relative rate. The dynamics of the crop sector includes relatively flat demand, a strong dollar, and large carryover stocks in need of supply adjustments. Outside a major weather changing event, the way to adjust supplies is an extended period of red ink, and that's a slow, painful process. Though the crop sector is stressed, the protein sector continues to

experience modest profitability with lower feed costs offsetting declining meat prices.

Expectations of an efficiency cycle, where expenses must come in line with new price realities, could continue in the crop sector for the near term. Equity preservation will be a new strategy. Here are some things to consider as you formulate your plan to navigate:

- Make sure you have a good record system
- Know your true costs; variable, fixed, rent and living expenses
- Formulate a realistic profit and loss budget
- Determine your cash burn rate, if any
- Rebalance your balance sheet to make sure you have ample liquidity to absorb probable losses and match liability terms to new cash flow realities (*get this done while you can*)
- Focus expenditures only on income producing areas
- Curtail capital expenditures
- Dispose of any non-income producing assets and extra equipment
- Sell/leaseback of land
- Implement good risk management practices
- Implement a good marketing plan – sell on price rallies

AgHeritage Farm Credit Services has a strong financial foundation and is well positioned to withstand the economic headwinds of this down cycle. AgHeritage FCS has generated some of the top financial ratios in the Farm Credit System in terms of capital, efficiency ratio, credit quality and earnings. We have grown to exceed \$1 billion in assets and enjoy a strong market share position, which is another confirmation of achieving our vision of being the lender of choice in our local marketplace.

We paid \$3.5 million of 2015 earnings to eligible customer-owners in February. This payout represents approximately 15.84% of net earnings and an increase over last year's payment in terms of dollars. The patronage program is part of the board's commitment to our customer-owners in sharing the success of your cooperative. This patronage distribution represents the tenth consecutive year your cooperative has distributed a portion of its annual earnings to its customer-owners. To date, AgHeritage FCS has distributed \$28.75 million to customer-owners like you and plans to continue patronage distribution well into the future.

Our state Farm Credit Legislative Committee and government affairs resource continues to enhance our ability to be an advocate for Arkansas agriculture and rural communities. The committee participates in national and state legislative matters that affect our customer-owners. Some of our board members and management traveled to Washington D.C. in February to meet with representatives of the Arkansas delegation to celebrate the 100 year anniversary of the Farm Credit System and to discuss issues that impact Arkansas agriculture.

One of the value propositions of being an agricultural lending cooperative that's been around for 100 years is our expertise in finance and agriculture. If you have need for this expertise and financial capital, call or stop by one of our convenient branch locations. Our lenders would be glad to share with you some of our peer comparison information that might help enhance your business plan. Serving agriculture and Rural America is not just our mission; it's our passion.

# Employee Recognition

AgHeritage Farm Credit Services annually recognizes 5-year milestones in employee service. We would like to congratulate the following on their service to the association:

- 10 Years of Service—Carolyn James, Searcy Branch; Kameela Lee, Central Office; Kevin Wingfield, Stuttgart Branch
- 15 Years of Service—Amy Lyman, Central Office
- 20 Years of Service—Cole Plafcan and JoSara Walker, Lonoke Branch; Drew Taylor, Central Office; Bo Tretenburg, Pocahontas Branch
- 25 Years of Service—Jon Plafcan, Central Office
- 35 Years of Service—Kathy Buford, Newport Branch

## Board of Director and Nominating Committee Candidates Are Announced

Nominations for the Central Region and Southern Region positions on the Board of Directors were accepted from November 2 through December 4. We are pleased to announce the following stockholders were chosen by the Nominating Committee to stand for election. Candidates are listed by region and in alphabetical order.

### Central Region Director Candidates

Joel Reagan of Romance  
Michael Taylor of Bald Knob

### Central Region Director Candidates

Keaton Thaxton of Carlisle  
Keith Watkins of Griffithville

### Southern Region Director Candidates

Tracy Borgognoni of Lake Village  
Hollis Mankin of Watson

The election will be held as part of the Annual Meeting of Stockholders' on April 19, 2016.

Mail balloting will be utilized for the election of Directors and Nominating Committee members. The Annual Meeting Information Statement will mail to all stockholders no earlier than 30 days prior to the annual meeting date, and no later than 10 days before the meeting.

In addition to the director candidates, the following members were selected to run for the nine member Nominating Committee for a one year term.

<i>Name</i>	<i>Representing Association Branch</i>
Ronald Aaron	Batesville Office
Matt Hibbard	Pocahontas Office
John Hamilton	Searcy Office
Doug Medford	Brinkley Office
Brandon Parker	Lonoke Office
Clay Poole	Dermott Office
Frank Prislovsky	Stuttgart Office
Matthew Tucker	Star City Office
Tommy Young	Newport Office

# Legislative Update



*By Scott Sullivan, Government Affairs*

During the first week of February, Farm Credit associations from across the United States came together for the Farm Credit Council annual meeting in Washington D.C. Directors and CEOs from Arkansas associations, AgHeritage Farm Credit Services, Farm Credit Midsouth and Farm Credit of Western Arkansas, were in attendance at the meetings. AgriBank, a wholesale bank that provides support to 17 Farm Credit Associations to include Arkansas associations, led training for the directors on how to conduct meetings with Members of Congress to ensure that the Farm Credit message was communicated in a concise, clear fashion as time is limited for meetings with Congressional Members. The Arkansas Directors did a good job with their Hill visits. We were able to meet with each Member and their staff.

Arkansas Congressional Members work hard and take an interest in their constituents and their state. While there we asked that they support and cosponsor a resolution to honor the Farm Credit 100th anniversary and to have our picture made with them holding a 100th anniversary t-shirt. We are fortunate to have Members that are willing to meet with us each time we are in our Nation's Capitol as well as at home. Our meetings included discussion on Crop Insurance, Waters of the U.S., the farm economy in Arkansas and Farm Credit's role in rural America.

In addition to our Hill visits, we were fortunate to hear from many interesting speakers. Congressman Mike Conway from Texas opened the meeting addressing a group of Farm Credit board members and staff. He talked about the upcoming Farm Bill and the challenges that are ahead to get the next Farm Bill passed. We were also able to participate in the events surrounding the unveiling of contents in the 50 year-old time capsule. (See page 6.)



*Above, Arkansas delegation with Representative Rick Crawford.*



*Left, Arkansas delegation with Senator John Boozman.*

*Members of Farm Credit Board of Directors and staff from across Arkansas met with Senator Boozman in Little Rock.*



# Arkansas Farmers Market Promotion Grants Open through April 1, 2016

The Arkansas Agriculture Department (AAD) and Farm Credit are pleased to partner together in announcing a new Arkansas Farmers Market Promotion Program. The program will provide grants to established farmers market organizations throughout the state that will help fund promotional items designed to build awareness of farmers market locations and offerings. Grant applications are available at [www.aad.arkansas.gov](http://www.aad.arkansas.gov) and will be accepted through April 1, 2016. Grant recipients will be announced in May, and funds must be utilized by December, 2016.

Grants through the Arkansas Farmers Market Promotion Program are made available by Farm Credit. Any farmers market across Arkansas that meets the following criteria is eligible to apply: 1) The farmers market location must be a place where a farmer may offer for sale the produce of his/her farm at least weekly during the months of May, June, July, and August; and 2) The farmers market must be governed by an organized body in freely obtainable bylaws or market guidelines; and 3) On any given market day, the farmers market must have at least 50% farmer-vendors.

Farmers Market Promotion Grants may fund the following promotional items to build community and regional awareness for a specific farmers market offerings: signage listing names, seasons, times of operation, and location details; local advertising including print, radio, and television media projects; and even social media campaigns.

“The Arkansas Agriculture Department is pleased to partner with Farm Credit in announcing the new Arkansas Farmers Market Promotion Program. Grants obtained through this program will help to connect consumers with Arkansas agricultural producers. Increasing consumer awareness of the farmers markets that are located in our state will help to expand market opportunities for our producers while also helping to put money back into our local economies,” said Arkansas Secretary of Agriculture Wes Ward.

Grants will provide cost-share assistance for 75% of promotional items proposed, up to \$400. Promotional items will need to be described in detail and pre-approved in grant applications. All promotions paid for with an Arkansas Farmers Market Promotion Grant will acknowledge the Arkansas Agriculture Department and Farm Credit in, or on, the promotion. Applications must be signed by the farmers market manager.

*From left, Farm Credit Midsouth CEO **James McJunkins**, Arkansas Secretary of Agriculture **Wes Ward**, Farm Credit of Western Arkansas CEO **Glen Manchester** and AgHeritage Farm Credit Services CEO **Greg Cole**. The Farm Credit cooperatives of Arkansas awarded \$8,000 to the Arkansas Farmers Market Promotion Program administered by the Arkansas Department of Agriculture.*



## Life Insurances

*By Mala Turner, Appraisal and Insurance Coordinator, AgHeritage Farm Credit Services*



Credit / mortgage life insurance is offered to borrowers that have recently made a new loan for equipment, vehicle, operating loans and real estate. The amount that is purchased covers the loan amount, and the face value of the policy can be level or decreasing term. The primary beneficiary of the policy is the lender and the secondary beneficiary is the choice of the borrower. In the event of the death of the borrower, the proceeds are paid to the lender to pay off the loan and any remaining monies will go to the secondary beneficiary.

Term life insurance is purchased by an individual to protect family or other interests in the event of the insured's death. Unlike credit life insurance, the beneficiary is chosen by the insured at the time of purchase. Term insurance is available for 1, 5, 10, 15, 20 or 30 year terms for coverage selected by the proposed insured depending on age. The word "term" means the premium will remain the same throughout the term of the policy. Underwriting is needed and a paramed, which can include blood work and some minor testing, will be required before the policy is issued. The premium amount will be based on this information. Upon expiration of the policy, you may renew the coverage at an adjusted premium rate or convert to a permanent policy.

Life insurance is very important and should be given serious consideration. It could be a valuable asset in risk management and to insure the future of your family and operation. Make sure you understand the product benefits and limitations before you make the purchase. Contact an AgHeritage Farm Credit Services insurance agent and explore your options.

# Farm Credit Opens 50 Year-Old Time Capsule to Celebrate 100 Years of Service to Rural Communities and Agriculture

**February 2016** -Farm Credit today unveiled the contents of a time capsule buried in Larned, Kan. in 1967 to mark the 50<sup>th</sup> anniversary of the Federal Land Bank system, the precursor to today's Farm Credit System, which supports rural communities and agriculture with reliable, consistent credit and financial services. Among the items revealed were predictions from Farm Credit leaders about agriculture and financing conditions today, and documents from the first-ever loan made by Farm Credit in 1917. Former Kansas Senator Bob Dole, along with current Kansas Senators Pat Roberts and Jerry Moran, participated in the day's event at the Farm Credit Council annual meeting.

In 2016, Farm Credit is commemorating its 100<sup>th</sup> year serving agriculture and rural communities. As a U.S. Representative from Kansas' Big First congressional district, Mr. Dole was present that day in March 1967 when the time capsule was buried, during the 50<sup>th</sup> anniversary celebration where 10,000 people gathered for a parade to mark the occasion. Senator Dole's words prior to that event still ring true today, "There is no better time than the present to join in tribute to all who are engaged in the agricultural enterprises of our country and to wish them success and Godspeed in the momentous years to come."

Also in attendance today was Danny Stockwell, great-grandson of A.L. Stockwell, who received the first-ever Farm Credit loan in 1917 to finance his family farm outside of Larned. The younger Mr. Stockwell attended the 50<sup>th</sup> anniversary celebration, helping tighten the bolts on the time capsule before it was buried.

"I congratulate the Farm Credit System on their 100th anniversary as they continue to play the much-needed role of providing affordable loans to our nation's farmers, ranchers and rural businesses," said Senate Ag Committee Chairman, Pat Roberts. "I'm pleased to see the forecasts from 50 years ago were accurate, and I'm confident the next 50 years will be even more productive for the Farm Credit System and rural America."

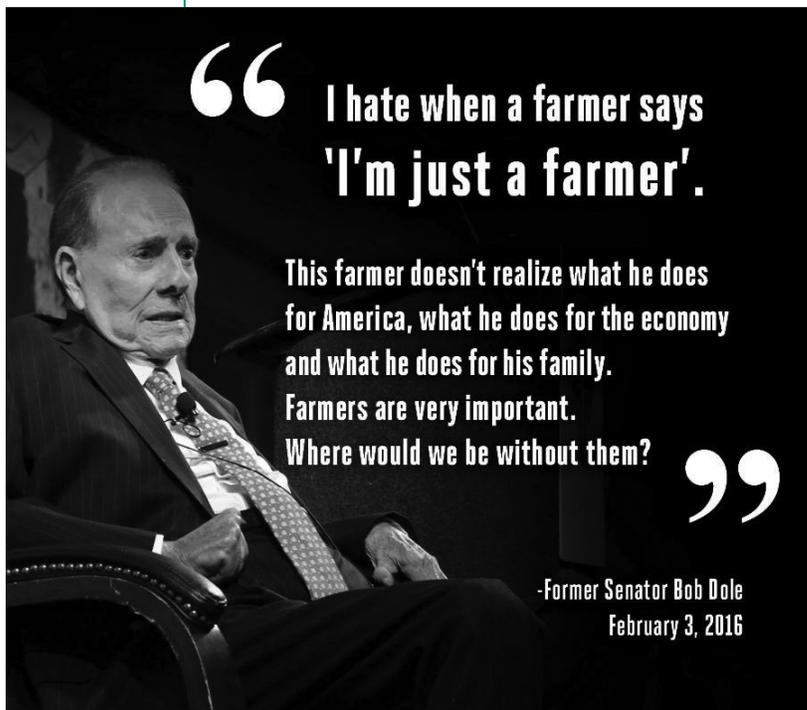
Fifty years ago, 12 Farm Credit leaders from across the country each wrote their predictions about the future of agriculture and the financing required to feed and clothe an ever-growing population. In many cases, those predictions anticipated the evolution of the industry.

"It's remarkable to consider the amazing success story of U.S. agriculture in the 50 years since these Farm Credit leaders made their predictions," said Todd Van Hoose, Farm Credit Council president and chief executive officer. "We are proud of the role Farm Credit has played in that success, and Farm Credit's mission to support rural communities and agriculture remains as vital today as it was when the first loan was made in 1917."

The 1967 predictions accurately identified some of the most prominent drivers of agricultural finance today, including:

- **Complexity and Sophistication of Modern Farming Operations** – "Successful farming in the future increasingly will demand a high degree of training and skill...not only in production techniques, but also in business and financial management."
- **Growth in Farm Size** – "Million dollar operations will be more common than hundred thousand dollar operations are today. This of course will necessitate the use of more credit."
- **Modern, Market-based Risk Management Practices** – "The more sophisticated farmers will actively participate in hedging practices on the livestock and commodity futures market, protecting themselves against adverse price movements both on what they buy and what they sell."
- **Increased Efficiency & Production** – "Contractual relationships between producers and processors will be commonplace. The ability to produce products with a high degree of uniformity in accordance with specified characteristics will make contracting very practical."
- **Technological Advances** – "Remote control by either man or computer will be used in field work rather extensively."

Later this year, Farm Credit will assemble and bury a new time capsule in Wichita, Kansas, to be opened at the 150<sup>th</sup> anniversary of Farm Credit.



**“ I hate when a farmer says 'I'm just a farmer'.**

**This farmer doesn't realize what he does for America, what he does for the economy and what he does for his family. Farmers are very important. Where would we be without them?**

**”**

-Former Senator Bob Dole  
February 3, 2016

# Melissa Beck: Agriculture A 'Perfect' Industry for Women

by Alexis Hosticka, Arkansas Business (reprinted with permission)

The annual Arkansas Women in Agriculture conference, which takes place March 10-11 at the Wyndham Riverfront Hotel in North Little Rock, provides participants an opportunity to network and attend seminars on a variety of topics, including risk management, farm technology and at-home veterinary techniques.

Melissa Beck, a 10 year member of the group, is about to begin the second year of her two-year terms as board president. Raised on a farm in Oklahoma, Beck has never left the agriculture industry.

"[Agriculture] is a lifestyle as much as it is a vocation, and I really like the lifestyle, and my husband is involved in agriculture," Beck said. "I like being outside, I like working with the livestock, and I'll go home and help my dad farm on occasion just because I enjoy being on a tractor ..."

For the last 10 years, Beck has been a county agricultural extension agent. But she left that position in January to return to her farming duties in Nevada and Hempstead counties and write for various agriculture publications. Arkansas Business talked with Beck about the upcoming conference, the state of agriculture and women working in the industry.

## Arkansas Business: What difficulties or challenges do women in agriculture face?

**Melissa Beck:** I think that's a little bit overblown. I've never been treated in any way except for with respect ... There are certain things on the farm that I am just not physically capable to do in comparison to, say, like my husband. But I find ways to modify the task or overcome it. I use tools, I use a jack or a front-end loader on a tractor, or I just figure out a way to use my brain to compensate for my lack of physical brute strength.

I would say that agriculture is a perfect industry for women because of the flexibility that we have. If you're in farming full time, you have a lot more flexibility. I didn't work when our children were young, but I was still able to contribute to the family income because my husband worked off the farm and I was on the farm full time with our kids. So there are some advantages to having women involved on the farm.

## AB: Are there misconceptions about women in agriculture?

**MB:** I think we're getting well past that because, if you look at the enrollment at Fayetteville's campus for example, in the animal science department it's predominantly female. If you look at the graduation composite photos from all the veterinary schools in the country, they're predominantly women.

I think we've made ourselves heard in agriculture, and I think we've gained the respect that is necessary for women to be successful in agriculture.

## AB: What is the purpose of the Arkansas Women in Agriculture organization and conference?

**MB:** We are here to provide education and support to other women who are involved in agriculture. So what we do is, we have our annual conference, and we bring programming such as the Annie's Project, ... a program

where women meet for six weeks with peers who are involved in agriculture. Women learn about the five areas of risk management and how to be better, more active business partners on their family farms.

We have regional events. This past fall we had a feral hog workshop in northwest Arkansas. There was another here in the south part of the state they had a workshop [on] various conservation practices.

We've done workshops for women on how to troubleshoot equipment; how to hook up to livestock trailers and how to drive them; how to back them up; how to repair little things that might go wrong. So we do some of that kind of training as well.

## AB: What does the agriculture industry encompass that people may not realize?

**MB:** Arkansas' agriculture is very diverse, with the forestry and livestock and row crops and fisheries and on and on. Horticulture even classifies as agriculture. And then you've got farmers markets and all these things that are involved. Everything from the research that's done in this state by the universities, the extension service that provides that research, down to a level we can understand as producers, and then the farming operations.

A lot of research hospitals use animals in the process of getting things FDA-approved, and that's part of animal science — of course veterinary science is included in that as a field that's supportive of agriculture.

It's huge because you also have ... paper mills and lumber mills, and then you start thinking, well, you've got all these biofuels processing where they process our grains

and turn them into biofuels and we buy back the byproduct of that industry and use those in livestock feed.

So, ... it touches everyone's lives. This is cliché, but if you wear clothes or eat, you are touched by agriculture every day.



## Arkansas Women in Agriculture

Arkansas Women in Agriculture, Inc. is a private non-profit organization, led by a team of volunteers and designed with the mission to:

- provide educational programs for women involved in agriculture in Arkansas
- provide a network with other Arkansas women involved in agriculture and rural community issues
- identify new ways to balance the demands of family, community and professional lives

Learn more about us at [arkansaswomeninag.com](http://arkansaswomeninag.com)

### SAVE THE DATE

WE AR AG  
WOMEN

### Annual Conference

March 10-11, 2016

Little Rock, Arkansas



For more up-to-date information on ARWIA activities, other agriculture-related events and news impacting Arkansas, please like us on Facebook at [www.facebook.com/arwia](http://www.facebook.com/arwia)



## From the Board Room

By Michael Taylor, Chairman, AgHeritage Farm Credit Services



Even though it is still cold and we have over a month of winter remaining (as of the date of this writing), farmers are already plowing in my part of the state. It's amazing how fast the ground has dried out as a result of a few sunny and windy days.

When the farm economy is really humming and everyone is making money, our tendency is to hope this is the "new normal" or that there is a "new paradigm" (I know you remember hearing this phrase a few years ago) in place. The reality is that farming is a cyclical industry, and row crop farmers are presently in a pretty deep trough. The combination of a strong U.S. dollar, large grain and cotton supplies, and faltering demand from China has come together to force prices below the cost of production for most commodities.

On the other side of the grain equation, the protein sector is benefitting from low feed costs. However, the decline in cattle prices is becoming a serious issue, with slaughter steers down \$26.53/cwt from a year ago (as of February 5, 2016), according to the University of Missouri website [agebb.missouri.edu](http://agebb.missouri.edu). While still at a profitable level, broiler prices are declining. According to USDA, whole broiler/fryer prices are down \$0.103/lb from a year ago (as of 2-5-16).

The anxiety level is high on the typical Mid-South grain farm. Farmers are concentrating on capital preservation while attempting to keep their operations intact through the downturn. Growers are shunning equipment purchases, while sell-outs are increasing. The result is a severe decline in used equipment prices. Due to low demand, some equipment dealerships are refusing to take used equipment as trade-ins for new equipment.

The balance between supply and demand will eventually be restored in the grain sector. Barring an unforeseen weather event, this will likely be a painful and protracted process.

The good news is that most of our stockholders entered this downturn with strong balance sheets. Even though many borrowers have lost money over the last two years, the credit quality of our association's loan portfolio remains excellent. While we will undoubtedly experience some losses through this cycle, our capital levels are very high, with a permanent capital ratio of 19.91% as of December 31, 2015. AgHeritage Farm Credit Services is well positioned to meet your credit needs. Thank you very much for your business.

## AgHeritage Farm Credit Services... *Supporting ag and rural life*

1. Greg Cole, President & CEO, AgHeritage FCS, spoke to attendees of the Arkansas Soybean Annual Meeting. 2. Farm Credit booth at the Arkansas Soil & Water Education Conference & Arkansas Irrigation Expo. 3. Mark Dutton, VP Lending & Branch Manager, Star City & Dermott, AgHeritage FCS, with Frank Wilson during the annual Wilson BBQ. 4. Greg Cole, President & CEO, AgHeritage FCS, addresses the audience of the Future Legacy Statewide Farm Credit Young & Beginning Farmer Conference. 5. Pocahontas AgHeritage FCS staff, Alan Brannon, Ag Lending Officer, Bo Tretenburg, VP Lending & Branch Manager, and Jacob Hester, Ag Lending Officer, at the Randolph County Ag Expo. 6. Second from left, Cole Plafcan, VP Lending & Branch Manager, Lonoke, AgHeritage FCS, and Wes Ward, Arkansas Secretary of Agriculture, presented a check to Forest Park, the recipient of the Best Environmental Based Education School Garden (Arkansas Grown School Garden Contest). 7. From left, James McJunkins, Glen Manchester and Greg Cole, Arkansas Farm Credit CEOs answer questions at the Future Legacy conference. 8. Left, J.C. Scemons, Ag Lending Officer, Brinkley, AgHeritage FCS, visits with an attendee during the Arkansas Rice Annual Meeting.

## Staff Updates



Clay Cannon has accepted a position of Credit Analyst Trainee in the AgHeritage Farm Credit Services Central Office.

Clay attended the University of Arkansas where he earned a Bachelor of Science Degree, majoring in Agriculture Business.



Shannon Koder has joined AgHeritage Farm Credit Services as a Loan Processor.

Shannon previously worked for Iberiabank as an Assistant Branch Manager. She has consumer and business banking experience and excellent customer service delivery to internal and external customers.

## Customer Survey

AgHeritage Farm Credit Services will conduct our annual Customer Satisfaction Survey this spring. Our goal is to provide the best customer service possible. The survey helps us identify ways we can better serve you by measuring both your satisfaction with and expectations of AgHeritage FCS.

Customer-owners from each branch will be chosen randomly by the independent agent conducting the survey: Arkansas Household Research Panel at the University of Arkansas-Fayetteville. The questionnaire is brief and will take only a short time to complete. You are not asked to provide your name or sign your questionnaire so your answers will be kept strictly confidential. Your responses are compiled and analyzed by the independent agent. The surveys should be arriving in mailboxes the end of March.

AgHeritage FCS asks those who receive the survey to aid us in our effort to continually improve our organization. Again this year, as an incentive for your help in this endeavor, AgHeritage FCS will donate \$3 for each returned survey: \$1 each to the Arkansas Foundation for Agriculture, Arkansas FFA, and the Arkansas 4-H Foundation. Donations will be made on behalf of the customer-owners of AgHeritage Farm Credit Services.

Watch your mail for the survey. We look forward to hearing from you.

## Annual/Quarterly Report Availability

The annual report is made available each year on the AgHeritage Farm Credit Services website 75 days after the end of the calendar year. Members are provided a copy of such report 90 days after the end of the calendar year. The quarterly reports are available on our website 40 days after the end of each calendar quarter.

To access financial statements online, go to the association's website at [www.agheritagefcs.com](http://www.agheritagefcs.com), select the About drop down, choose the Management/Governance page and click on Financial Information.

*The Agribusiness Conference, held each year at Arkansas State University, drew more than 500 attendees this year.*

*(AgHeritage Farm Credit Services is a yearly sponsor.)*



## FFA & 4-H Program

AgHeritage FCS will donate up to \$100 to a local 4-H or FFA county chapter every time you finance an equipment purchase through either a branch office or our financing programs at participating dealerships. Donation amounts depend on the amount of the loan. Donations will be made to the local 4-H or FFA of your choice and in your name. Contact your branch for details.

## AgHeritage Farm Credit Services Scholarship Program: Customer Scholarship Program; University Scholarship Program

### Customer Scholarship Program

Since 2001, AgHeritage Farm Credit Services has provided scholarships to ease the burden of higher education for our customer-owners. Scholarships are awarded each year to AgHeritage FCS customer-owner's children and grandchildren based on academic records, involvement in school related activities and extracurricular activities/work.

### Ken Shea Memorial Scholarship

The Ken Shea Memorial Scholarship recipient will be chosen from Customer Scholarship applicants from the AgHeritage FCS Southern Region.

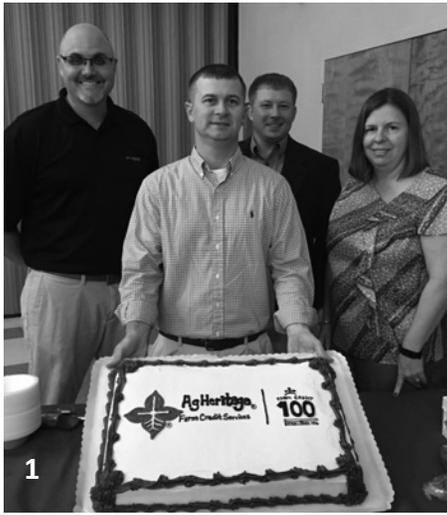
### University Scholarship Program

AgHeritage Farm Credit Services will provide a \$1000 scholarship to a current college student studying agriculture at an Arkansas university or college. You do not need to be a customer of AgHeritage FCS to apply for this scholarship.

Eligibility and requirements and official applications for Customer Scholarships, Ken Shea Memorial Scholarship and the University Scholarship are available online at [www.agheritagefcs.com](http://www.agheritagefcs.com).

**Application deadline is March 15, 2016.**

*If you have any questions, contact Leslie Brown, Vice President Human Resources, at 501-210-4028 or at [leslie.brown@agfcs.com](mailto:leslie.brown@agfcs.com).*



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**Customer Appreciation Dinner  
 & Farm Credit 100 Celebrations**

1. Brinkley-J.C. Scemons, Jason Hayes, Kevin Simpson & Carrie Grizzle
2. Searcy-Bert Leder, Darlene Crawford, Carolyn James, and Shirley Turner
3. Newport
4. Stuttgart-Kyle Stovesand (standing)
5. Pocahontas
6. Pocahontas-Bo Tretenburg, Jacob Hester, Alan Brannon, Janet Ring, & Glenna Lewis
7. Newport-Todd Hulett, Sherrie McArthur & Kathy Buford



5



6



7

## Board of Directors

Michael Taylor, *Chairman*  
Dwain Morris, *Vice Chairman*  
Russell Bonner  
Tracy Borgognoni  
Jerry Burkett  
Mike Burkett  
Chuck Culver, *Outside Director*  
Mike Ellis  
Sandra Morgan, *Outside Director*  
Clay Schaefer  
Keith Watkins  
Scott Young

## Branch Locations

Batesville 255 East College Street  
Batesville 72501  
870-698-9044 · 800-572-8165

Brinkley 498 Broadmoor Drive  
Brinkley 72021  
870-734-4561 · 800-689-1304

Dermott 106 South Freeman  
Dermott 71638  
870-538-5205 · 800-689-6978

Lonoke 1121 W. Front Street  
Lonoke 72086  
501-676-3144 · 800-689-1309

Newport 2800 Stegall Road  
Newport 72112  
870-523-5867 · 800-698-5867

Pocahontas 1105 Pace Road  
Pocahontas 72455  
870-892-4579 · 800-689-6976

Searcy 2620 South Main Street  
Searcy 72143  
501-268-3524 · 800-689-6977

Star City 904 North Drew Street  
Star City 71667  
870-628-4218 · 800-689-1306

Stuttgart 1102 East 22nd Street  
Stuttgart 72160  
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## Events Calendar

### 2016

**February 26-27:** Midsouth Farm & Gin Show, Cook Convention Center, Memphis, TN. Visit [www.southerncottonginners.org](http://www.southerncottonginners.org) or call 901-947-3104.

**February 28:** Multi-peril crop insurance spring sales closing date.

**March 3-4:** Women Woodland Owners Workshop, C.A. Vines 4-H Center, Ferndale, Arkansas. Cost of event is \$20 and includes meals, materials and lodging. Workshop begins at 1 p.m., March 3 and concludes by 4 p.m., March 4. For more information, contact Caroll Guffey, [guffey@uamont.edu](mailto:guffey@uamont.edu), 501-671-2147 or Tamara Walkingstick, [twalkingstick@uaex.edu](mailto:twalkingstick@uaex.edu), 501-671-2346.

**March 4:** Arkansas Ag Hall of Fame Luncheon, Embassy Suites, Little Rock. For ticket information, call 501-228-1470. AgHeritage FCS is a sponsor.

**March 10-11:** Arkansas Women in Ag Conference, Wyndham Riverfront, North Little Rock. See page 7. AgHeritage FCS is a sponsor.

**March 11:** Arkansas Grazing Land Coalition Conference, Arkansas Tech University, Ozark Campus. For more information, contact Debbie Moreland at [Debbie.morelandpr@gmail.com](mailto:Debbie.morelandpr@gmail.com) or 501-682-2915. AgHeritage FCS is a sponsor.

**March 15:** AgHeritage Farm Credit Services Scholarship Program application deadline. See page 10.

**March 17:** Little Red River Beef Conference, Pruitt's Mid-State Stockyards, Damascus. For more information about cattle production, visit [www.uaex.edu](http://www.uaex.edu) or [www.arkansas-livestock.com](http://www.arkansas-livestock.com) or contact your county Extension office. AgHeritage FCS is a sponsor.

**April 15-16:** Star Daze, Star City. For more information, visit <http://stardazefestival.com> or call 870-628-6400. Concerts and parking are free. Bring chairs or blankets to sit. AgHeritage FCS is a sponsor.

**April 19:** AgHeritage Farm Credit Services Annual Shareholders Meeting, AgHeritage FCS Little Rock office.

**April 26:** Dermott Office Customer Lunch & Farm Credit 100 Anniversary Celebration, Hoots, 2008 US-65, McGehee, 11:30 a.m.-1 p.m.

**April 28:** Star City Office Customer Lunch & Farm Credit 100 Anniversary Celebration, Civic Center, 201 Liberty St, Star City, 11:30 a.m.-1 p.m.

**May 3:** Batesville Office Customer Lunch & Farm Credit 100 Anniversary Celebration, 255 East College, Batesville, 11:30 a.m.-1 p.m.

**May 30:** AgHeritage Farm Credit Services offices will be closed in observance of Memorial Day.

**Farmers Markets:** For a list of area farmers markets, visit <http://www.arkansasgrown.org/>.



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