

# Harvest

FALL 2019



AMERICAN AGCREDIT  
MONEY FOR AGRICULTURE



**DIGITAL  
TRANSFORMATION  
CONTINUES**

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CUSTOMERS  
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FOR OUR  
CUSTOMERS**

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AMERICAN  
AGCREDIT

# Harvest

A Publication of American AgCredit

400 Aviation Blvd., Suite 100  
Santa Rosa, CA 95403

**800.800.4865**

info@agloan.com

www.AgLoan.com

CEO

Byron Enix

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Kristie McCall

### CONTRIBUTORS

Leah Everson

Karen Macdonald

Daniel Mueller

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*American AgCredit is referred to by the acronym "AAC" throughout this publication*

## American AgCredit by the numbers

**\$11.62  
BILLION**

...in assets as of July 30, 2019

Association  
governed by a

**20**

member  
board

**5<sup>th</sup>**

...largest Farm Credit  
Association in the country

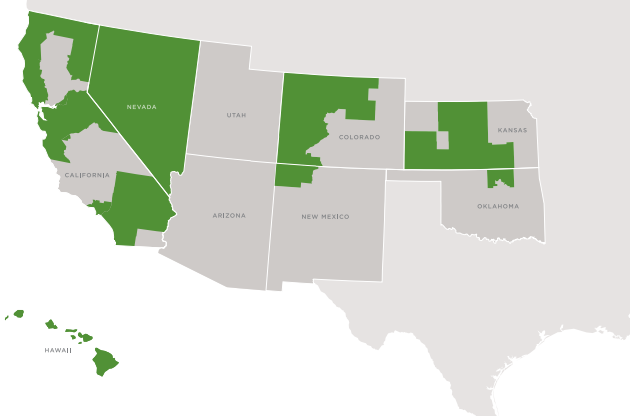
Cooperatively owned  
by more than...

**9,700**

...member-borrowers  
as of  
September 30, 2019

**37**

...offices in a lending territory within  
California, Colorado, Kansas, New Mexico,  
Nevada, Oklahoma and Hawaii





# American AgCredit is focused on the future

While it is true there is probably some harvest going on somewhere in our territory all of the time, much of the 2019 harvest is complete or nearing completion. And as it does, we are reflecting on the challenges and successes of this year while also looking forward to the future in this issue of Harvest magazine.



**By Byron Enix,  
CEO**

*From trade  
issues to weather  
disruptions, we  
remain committed  
to helping  
each one of our  
customer owners  
succeed and  
realize their goals.*

At American AgCredit, we continue an active digital transformation aimed at making it easier for you to do business with us. At the direction of our Board of Directors, we have devoted much of our time and resources this year to improving our online platforms and putting the control of your relationship with us into your hands. Business transactions of all kinds are becoming quicker and more convenient. We know, for example, that our customers will not only want us to process loan applications faster, you will need us to. As this digital transformation nears its harvest, so to speak, we continue to work hard to bring you the kind of service and solutions you deserve. You can read more about the exciting changes and what to expect soon inside these pages.

Another highlight of this year has been our completed combination with Farm Credit Services of Hawaii. We warmly

welcome our newest customer owners and look forward to expanding financing opportunities for farmers and ranchers throughout the state.

We certainly recognize that it has been a challenging year for many farmers and ranchers. From trade issues to weather disruptions, we remain committed to helping each one of our customer owners succeed and realize their goals. We are also proud vocal advocates to policy makers in Washington on many issues of common interest, and you can read more about our legislative advocacy efforts to make a difference on your behalf.

Thank you for trusting American AgCredit to be your financing partner. We are excited to evolve and improve in order to continue to provide you with the best in financial services for your agricultural operations.



# Digital Transformation at

More than 100 years after the Association was founded, American AgCredit is in the midst of one of its biggest transformations — a digital transformation — that will help us better serve agricultural producers today, tomorrow and for generations to come.

The goal is clear: Set a course for our shared long-term success by developing digital capabilities and tools that allow us to efficiently deliver products and services to customers in a rapidly changing marketplace.

Change of this nature does not happen overnight. The digital transformation is a multi-year project set in motion by our Board of Directors, which is comprised of our customer owners and sets company direction on their behalf.

American AgCredit is charting a path toward greater digital enablement and access for the customers we serve throughout California, Colorado, Hawaii, Kansas, Nevada, New Mexico and Oklahoma, as well as Capital Markets customers in all 50 states.

## Improving our speed and efficiency

We understand that time is a precious resource for farmers and ranchers, and we recognize the need to provide faster processing time and more intuitive online tools. New digital capabilities rolling out at American AgCredit in the next year – from faster loan approval processes to an updated online banking platform – will introduce a higher level of efficiency and convenience to our customers' experience.

Matt Wilson, Head of Marketing and Customer Experience, said tools like the online banking platform and customer portal will increasingly place customers in the driver's seat, with 24/7 access to digital platforms, information and functionality that does not exist today.

"We have our business hours," said Wilson. "But that doesn't mean they are the same as your business hours. Looking ahead, the process of getting a loan, scheduling payments or looking up account information will be easier and quicker for customers than it ever has been."

## Enhanced relationships and service

How do you drive change in a company that's been around since 1916? Matching the high-level vision of the digital transformation with the resources needed to achieve it has been a central focus for Chase Hafner, Chief Technology Officer for the Association.

A 30-plus year veteran in technology systems, Hafner said

the push for modernized tools and digital processes has been driven by listening to customer feedback and identifying demographic changes.

"The need shifted in the marketplace," said Hafner. "And that shift is driving our investment in these areas. To meet our customers' needs, we must evolve to deliver the service they deserve."

He pointed out that a traditional loan decision processed by hand can often take days or even weeks to complete. With intelligent digital tools and the right experts managing them, certain loan decisions will be processed in minutes.

"We've heard from our board members that when they're working out in the field, they want to pick up a mobile device and complete a necessary transaction with us and then get on with their day," said Hafner. "While our organization has built and will continue to build personal relationships with our customers, we can increasingly give them options as to how they want to manage the relationship."

Hafner bases his comments on the reality that we are on

As technology continues to reshape our world, there is instant access to information like never before. Consumers are driving much of the change in how businesses operate, and that's no different in agriculture.

Farmers and ranchers are adopting more and more progressive technologies to remain competitive, from the use of drone technology and imagery to automated vehicles and remote irrigation. Similarly, agricultural producers expect robust digital tools and services from their agricultural lender, including self-service functionality and 24/7 access to information.

"We have historically delivered our services in a very traditional way – face to face, over the phone, expecting a customer to travel a long way to do business with



# American AgCredit

the cusp of the world's Fourth Industrial Revolution. That revolution, in some ways, is an extension of the computerization of the Third Industrial Revolution. It describes the exponential changes to the way we live, work and relate to one another due to the adoption of advanced technologies. This global digital revolution is disrupting nearly every industry in every country and creating massive change at unprecedented speed.

American AgCredit is committed to adopting change to continue to meet our customers' needs, offering service and support wherever they are and however they want it.

## Future vision

Modern agricultural operations are highly advanced and connected operations, with many operations relying on advanced technology and data to work the land, control pests or irrigate crops.

Wilson, the Head of Marketing and Customer Experience, points to research that shows agriculture's demographics and

expectations are shifting as well. Nearly 70 percent of young farmers hold a college degree, according to Aimpoint Research. When asked what excites them about agriculture, the most common response among this demographic was "new technology."

"It's not just about the online access – everything we're doing is aimed at improving our customers' experience," said Wilson. "Our customers should be able to choose how they interact with us, and we want every one of those interactions to be positive and deliver value for our customers."

Just as agricultural producers continually adopt new technology and farming practices to improve their operations, American AgCredit is building tools that will enhance our internal operations, reduce processing times, deliver useful features and put more information in our customers' hands.

"We are going to significantly advance our digital capabilities and meet the changing needs of our customers," said Hafner. "With our transformation well underway, we are embracing change and setting American AgCredit on course for another century of serving agriculture."

us," said Matt Wilson, Head of Marketing and Customer Experience at American AgCredit. "Those strong relationships are what we're built on. We're not taking them away, just putting customers in the driver's seat in choosing the nature of the relationship."

Wilson said new digital capabilities rolling out in the near future – from a more robust online banking platform to faster loan authorization processes – will create a more seamless and convenient customer experience.

"We're investing in digital services that will enable us to not only facilitate easier transfer of information, data and documentation," said Wilson, "but most importantly, this will enable us to spend more time with customers on the really important decisions."





# AAC Welcomes Hawaiian Customers

We warmly welcome our new customer owners from the beautiful state of Hawaii.

On July 1, 2019, American AgCredit (AAC) and Farm Credit Services of Hawaii (FCSH) announced the completion of their Plan of Combination. American AgCredit now serves as the Farm Credit System association chartered to provide credit and related services to farmers, ranchers and rural residents throughout the state.

AAC has had a presence in the Hawaiian market in conjunction with FCSH for more than 20 years, and the Hawaiian market provides additional diversification to our geographic and commodity base. Hawaii's top commodities include fruits and nuts, cattle and livestock, flowers and foliage, vegetables, and coffee.

President and CEO Byron Enix said, "We are excited to expand our footprint and serve our mission to the agricultural community in Hawaii, and we welcome our new customer owners to American AgCredit."



# Directors and Nominating Committee Members Elected

American AgCredit is governed by a 20-member Board of Directors that oversees the management of the Association. Of these Directors, 16 are elected by the stockholders and four are appointed by the elected Directors. During the 2019 elections, American AgCredit stockholders elected three stockholders to five-year terms on the Board of Directors, and 23 stockholders to serve on the Nominating Committee. George Fontes of Salinas, CA is Chair of the Board; Gary Harshberger of Dodge City, KS is Vice Chair.

The elected Directors included incumbents, Randall Doll of Leon, KS (Heartland Region, Position 1) and George Fontes of Salinas, CA (Western Region, Position 3). Marshall Ernst is a newly elected director out of Windsor, CO (Mountain Plains Region, Position 2).

The Board represents the interests of our stockholders and meets regularly to perform the following functions, among others:

- Select, evaluate, and compensate the Chief Executive Officer;
- Establish the strategic plan and approve the annual operating plan and budget;
- Oversee the lending operations;
- Advise and counsel management on significant issues; and
- Oversee the financial reporting process, communications with stockholders, and legal and regulatory compliance.

The 23 member Nominating Committee is com-

prised of voting stockholders who are responsible for the evaluation and nomination of qualified individuals to serve on the Board of Directors and on the Nominating Committee. Recently elected Committee members are as follows:

Western — Northern Region:	Clay Mauritsen, John Muhliner
Western — Intermountain Region:	Pete Olsen, Lani Estill
Western — Central California Region:	Julie Betschart, Justin Finsley
Western — Salinas Region:	Tom Bengard, Megan Rodkin
Western — Southern California Region:	Edward Embly, Steve Van Houten
Mountain Plains Region:	Andrea Kinnison, Harry Jackson, Gerald Graybill, Conor Waldron, Dulcie Owen
Heartland Region:	Teresa Bergkamp, Carolyn Dunn, Mike Bellar, Greg Brenneman
Great Plains Region:	Randy Hayzlett, Robert Tempel, Chandler Cupp, Trista Brown Priest

Get involved: Visit [www.BoardElections.AgLoan.com](http://www.BoardElections.AgLoan.com) for more information.



Randall Doll of Leon, KS  
(Heartland Region, Position 1)



George Fontes of Salinas, CA, Board Chair  
(Western Region, Position 3)



Marshall Ernst of Windsor, CO  
(Mountain Plains Region, Position 2)



*Legislative Update:*

# 2019 Farm Credit Fly In



In July, American AgCredit joined more than 700 farmers and ranchers from across the nation to share customer stories on Capitol Hill as part of the 2019 Farm Credit Fly-In. This exciting event afforded American AgCredit the opportunity to exhibit Farm Credit's impact on rural communities and the significant role we play in supporting farmers and ranchers—in good times and bad.

"One of the most important things we can do is be an advocate for agriculture," said CEO Byron Enix. "As members of Congress get further from agriculture, it's important that we update lawmakers on the farm economy and how producers are faring."

Nineteen American AgCredit staff and board members participated and advocated with members of Congress whose districts align with our service areas. Important topics included rural access to broadband, trade, labor, and access to capital in rural communities.

Additionally, we were proud to feature products from several American AgCredit customers at a Farmer's Market event held at the Library of Congress. Special thanks to Chappellet Vineyards (Napa, CA), Frog Hollow Farms (Brentwood, CA), Pear Blossom Farms (Palisade, CO), Alexandra Dates (Thermal, CA), Joolies (Coachella

Valley, CA), Greenwell Farms (Kona, HI), Island Princess (Honolulu, HI), and NuLife Sorghum (presented by Farm Credit Associations of Kansas).

More than a dedicated farm lender, American AgCredit understands the challenges facing producers today and are proud vocal advocates on many issues of common interest. For example, we shared stories of how labor issues and the trade tariffs are impacting customers' bottom line as well as the importance of passing the U.S. Mexico-Canada Agreement (USMCA). We have been supporting rural communities and agriculture for more than 100 years, and we will continue to be there for our customers in the years to come.

To get more information on how you can be involved, please contact Jeana Hultquist, VP of Legislative Affairs, at [jhultquist@agloan.com](mailto:jhultquist@agloan.com).



# A Family Farm in Continuous Transition

## CUSTOMER STORY:

### Vernon Adams Mitchell County, Kansas



On a 9,000 acre diversified wheat and row crop farm in Mitchell County, Kansas, three generations of farmers work every day to strengthen their operation and continue expanding so it will support the future growth of their family.

Vernon Adams, now 75, took over management of the original family farm when his father passed. He was just 20 years old then, and the farm 2,000 acres. Although he'd worked by his father's side since he was four years old, it was a hefty responsibility for the young man. Through perseverance and effort, he made it work. With support from his wife, Pat, he's also shepherded it through decades of evolution.

Traditionally focused on wheat, Adams Family Farms continues to raise substantial acreage of the grain. The family also used to raise livestock, with 5,000 head at its peak and acres of alfalfa to feed the herd. Previously raising the animals from birth to finish, the farm crisis in the 1980s led Vernon to exit the cattle industry. The farm also raises alfalfa and hay, with Vernon's oldest son, Aaron, managing and marketing the approximately 500 acres of production since he came back to the family farm in the early 1990s. But this acreage is much smaller than it used to be, with Vernon leading the farm to transition out of much of its alfalfa and into soybeans, driven by market conditions.

"The markets hit us wrong back in the 80s, so we chose to get out of livestock," Vernon says. "I then pushed to move into row crops, mostly soybeans."

As to who Vernon was "pushing," it was his son, Jeff, who joined Vernon full-time on the farm in 1987 when he was 20 and who Vernon credits with the success of their beans.

"Jeff's doing an excellent job and our production improves every year," Vernon says. "We used to hope to get 10 bushels, now we beat the national trend line and this is including double cropping after we take the wheat off."

Jeff himself points to market demand and improvements in genetics, saying, "There wasn't much demand for wheat and the genetics in the row crops had been improved to where they could handle our geography better, and the margins for the row crops were better."

The Adams also switched from conventional to no-till, starting the transition in 1995. "No-till enabled us to really spread our workload and our production became less labor intensive, which enabled us to be able to expand." Of the 9,000 acres the family farms, 10 percent is owned with the rest sharecropped.

That's a lot of land, and having three of Jeff's sons join the operation has certainly helped. With three generations and five different personalities, working together toward a single goal could easily become contentious. But not for the Adams.

"Everybody has different strengths and we all just let everybody take care of where their strength is," says Jeff. "It makes it easy to get along because we each know what our role is and trust that all the different needs will get fulfilled."

Jeff is focused on production, including agronomy; his oldest son, Jordan, operates the equipment and does all the spraying; his middle son, Jadon, is responsible for quality control; his youngest, Jace, maintains and operates equipment. And as for Vernon, his specialty has always been marketing, though he anticipates transitioning that responsibility to Jeff, as he has already transitioned daily management of the farm, though he is still very much involved.

"I get a lot of seat time, and while I can't do the physical work anymore, I can still think and as long as that's happening I'd like to stay involved," Vernon says. "Everyone is very receptive, and I think it's better for the operation."

Adams Family Farm is truly a family affair. In addition to Vernon and Pat's sons Aaron and Jeff, they have a daughter Angie, whose husband, Scott, helps on the farm during harvest and after his regular job when needed. Angie, alongside Jeff's wife, Connie, brings meals to the crew in the field during the busy harvest time. Jeff's three sons are joined on the farm by their cousin and Angie's son, Tate, who helps during alfalfa harvest and after school until he heads off to college. The family also includes Angie and Scott's daughter, Allie, and Aaron's children, Kassie, Kirstin, and Kolin, and his wife, Joni.

This extended family, all of whom are integral parts of the farm in one way or another, has led the Adams to continue to strive for further expansion.

"We continue to have expectation to keep expanding and look for more ways to be self-reliant," Jeff says. "We're looking to the next generation, knowing that someday my sons will have families and we want to be able to pass the farm to them."

American AgCredit has been supporting Adams Family Farms since 2016 with short-, intermediate- and long-term financing, a comprehensive solution that started with restructuring their existing debt.

"The restructure has allowed us to expand our working capital, and we've also financed land, machinery, equipment and operating notes," says Jeff. "Everybody at American AgCredit is just tremendous to work with and very professional."

Vernon agrees, saying, "Going to American AgCredit is the best decision I've made probably since I started farming. I wish I had known about them 10 or 15 years ago. I've never had my farm analyzed like they did when we started with them, and I know that they're in it for us."

Meanwhile, the Adams look forward to continued growth and expansion, striving together to achieve the family's goals.

"We all know what we're going to be doing when we get up in the morning, and we know that farming is what God intended for us to do," says Jeff.

CUSTOMER STORY:

Pear Blossom Farms  
Palisade, Colorado



Tom Walcher, Pear Blossom Farms

# Pear Blossom Farms Preserves a Heritage of Good Taste

Billed as the  
“Home of Dad’s  
Jalapeño Sauce,”  
Pear Blossom  
Farms can trace a  
family lineage of  
fruit growing and  
food processing  
to the early  
days of Colorado  
settlement

Tom Walcher borrows a phrase from his father when talking about the family’s orchard and food processing business in Palisade, Colorado.

“You can’t get anything better out of a jar than what you put into it.”

It’s a commitment to quality that continues to guide Tom and his brothers at Pear Blossom Farms. The family picks ripe fruits and vegetables to ensure that every product – from a bottle of Dad’s Jalapeño Sauce to a jar of peach preserves – meets the highest standards of taste and freshness.

“My mom’s mother would never use seconds and never preserve overripe fruits – ever,” Tom said. “She believed everything you make should be the best you can make it. We still operate that way today. Every product we make is the best we can make it.”

Pear Blossom Farms grows peaches, pears, nectarines, plums, apricots, cherries, apples, raspberries, peppers and other vegetables in fertile land above the Colorado River. The ripe fruit is preserved in jars or processed to make jams, jellies, salsas and sauces, much as Tom’s grandparents preserved their fresh produce in the early 20th century to enjoy during the long winters.

Tom’s father Wendell began producing tomato salsas and fruit preserves under the Pear Blossom Farms label in the early 1990s. The family business now spans four generations, with members ranging in age from 10 to 82.

“Our products are part of the legacy,” said Tom. “The things we make are the things we’ve always made in our family.”

Pear Blossom Farms has grown slowly but steadily over the years, largely reaching new customers through its reputation, word-of-mouth promotion and online sales. Tom said the company has delivered a taste of the region’s fruits and vegetables to customers in 49 states. The family’s hot sauces are featured at restaurants and markets across Colorado.

When demand for the family’s jams, jellies, sauces and salsas started to outpace production, Pear Blossom Farms realized that it was time to expand the family’s fruit processing facility. Tom went and spoke with an American AgCredit lender in the Grand Junction office.

Within minutes, Tom said he had noticed the advantages of working with a Farm Credit lender.

“You go see another lender and the likelihood of them understanding a farm is next to nothing,” said Tom. “You go to American AgCredit and it’s the norm. It’s a completely different experience than working with traditional lenders. It was different throughout that experience, and to this day.”

Pear Blossom Farms continues to build on a reputation for great-tasting products made with fresh ingredients and a close attention to detail – a commitment to quality that has served the family for generations.



# Wiens Family Takes Advantage of Three Lines of Service to Manage their Successful Winery

## CUSTOMER STORY:

### Wiens Family Cellars Temecula Valley, California

The Wiens family began their legacy in 1996 with a 7-acre vineyard Doug Wiens planted in the heart of California's Central Valley. Doug had moved to Herald, California, and soon after invited his brothers Jeff and George to join him in opening a small winery in Lockeford, California. The following year, they were joined by another brother, Dave. Along the way numerous family members stepped in to help the brothers with harvest, bottling and other wine activities. The brothers' mother, Mary, even worked in the tasting room on weekends making it a genuine family business. In 2001, the winery was christened as Wiens Cellars and later changed to include the word Family.

Two years later, in 2003, the family began the process of moving their whole operation to Temecula, California. The brothers worked to construct a new facility over the next few years with the eldest of the Wiens brothers, George, designing the structure. Winery financials and business development are managed by Jeff and Dave, respectively, and Doug directs the winemaking.

The Wiens family manage the operation together with their winery focused on creating a relaxed atmosphere that is friendly and rooted in a rural lifestyle – a place where people feel at home and like they are a part of the family.

Currently, the family farms more than 100 acres in the Temecula region, and the winery has over 30 different varieties of wine grapes producing approximately 20,000 cases per year. The family makes the wine, bottles it, and sells everything they produce. Additionally, all major varietals, consisting of approximately a dozen or so, are present in the tasting room.

In 2008, Jeff Wiens met his current lender, Marc Oberlin, when he sought to refinance a loan he had on a vineyard not affiliated with Wiens Family Cellars.

At the time, the family winery was borrowing from a commercial bank with a higher interest rate, and Jeff suggested they make a move to American AgCredit as he had done with his side business. Jeff said the family was able to lock in a good rate and that everyone he's worked with in the Association is always easy to work with, so it was not hard to get his brothers on board. The family has been customer owners of American AgCredit ever since.

"For over ten years, the Wiens family have been outstanding customers through loans, leases, and crop insurance. I especially have enjoyed working with Jeff," said Marc Oberlin, American AgCredit's Vice President and Relationship Manager for the family's account. "His reputation in the Temecula wine region is impeccable."

Of the family's relationship with the Association, Jeff says, "Once we knew that American AgCredit offered leases and crop insurance, we wouldn't go to anyone else. It's a great relationship; they understand the business of farming, the interest rates are great and we appreciate the cash patronage, too."

Wiens Family Cellars have new blends and product releases coming out next year. Jeff said the family is continually developing their vineyard designate top-of-the-line reserve wines, which are "dynamite" and well liked.

The family also runs Wiens Brewing Co. which is offsite from the winery. There are currently 15 family members working together in the businesses which makes for lively meetings, according to Jeff.

The Temecula Valley Wine Country location makes it a prime scene for locals to take a day trip and for tourists throughout Southern California. "It's a big market down here," Jeff said. "And it's a fun business."

Wiens Family Cellars has wine club members all over the country.



Left-right: Jeff, Dave, Mary (mom), Doug, & George Wiens

# Supporting the Future of Agriculture

An important part of American AgCredit's mission is to serve all segments of agriculture. That means we are committed to young and beginning producers as well as agribusiness customers. And it also means we dedicate time, energy and financial resources to help young and beginning farmers, ag-related community organizations, and the next generation of ag leaders—youth—through sponsorships, scholarship, and internships. The Association donates nearly \$1 Million dollars annually to the greater ag community.

## LOCAL COMMUNITY IMPACT PROGRAM

American AgCredit's Local Community Impact (LCI) program embodies our commitment to corporate responsibility through three main pillars of giving.

**Next Generation Ag:** American AgCredit is committed to investing in the next generation and future of agriculture, fundamentally the youth in our communities. By supporting organizations that support youth in agriculture, AAC helps the entire community understand and extoll the value of agriculture. Additionally, consumer needs change and new markets arise to meet the demand. American AgCredit partners with organizations dedicated to meeting changing consumer tastes.

**Food for People:** The Association supports organizations that provide access to or enable the flow of food to the people in need in our local communities. We work to help everyone in our communities have access to fresh, nutritious food to help them live their fullest lives. We support organizations like food pantries, farmer's markets, and nutritional educators that make fresh produce accessible as well as those feeding our neighbors in need.

**Community Relief and Recovery:** American AgCredit stands ready to support our communities impacted by disasters, such as wild fires and floods, through immediate response as well as longer term recovery. When a disaster hits our industry, regardless of geography, we partner with other Farm Credit Associations across the country to help the affected agricultural community recover and thrive again.





## PROGRAMS FOR AG YOUTH AND THE NEXT GENERATION

### AgYouth Program

The Association's AgYouth Financing Program is part of our commitment to young and beginning farmers. We offer interest-free funding to assist 4-H and FFA students in purchasing and caring for animal projects. Whether affording a young person from an urban area their first experience raising an animal, or reinforcing the love and respect of agriculture for



Youth who received funding from, or whose animal was purchased as part of AAC AgYouth program.





## We welcome applications from FFA and 4-H participants nine years of age or older...

a member of a longtime ag family, we are committed to the success of young people in agriculture across all communities we serve.

We welcome applications from FFA and 4-H participants nine years of age or older at the beginning of the fair year who demonstrate a C average or better in school. Funds are available for one project year, per student. Exceptions may be made for an extension or one additional project for an alternate fair. Please contact us at [agyouth@agloan.com](mailto:agyouth@agloan.com) for an application or contact your local FFA or 4-H advisor. Applications should be submitted no later than 60 days before the applicable sale date or fair.

### Internships

American AgCredit's Summer Internship Program offers college students the unique opportunity to join our team and experience what it's like to work here. Interns are assigned projects directly aligned to our organizational strategies. We encourage applicants (with a minimum 3.0 GPA) to apply and to share their interests so that we can best match each applicant to a project. Interns will have an onsite supervisor who will set project objectives and manage deliverables, as well as a mentor to help them adjust to working full-time in a fast-paced environment.

The 10-week program runs from late May through August, and offers competitive pay and housing stipend. Candidates must be willing to travel and have a clean driving history report.

Apply at [www.agloan.com/careers](http://www.agloan.com/careers) soon. Though the deadline to submit internship applications is December 1, 2019, we are currently accepting applications and interviewing candidates.



**Bianca Trujillo, Staci Daniel and Catharine Soukup at Colorado University Career Fair recently. We're actively accepting applications for our internship program at [www.agloan.com/careers](http://www.agloan.com/careers).**



## Sponsored Youth Spotlight

American AgCredit sponsored two students in Southwest Kansas through Ogallala Commons, a nonprofit organization that provides leadership and education to reinvigorate communities and commonwealth in the Great Plains Region.



**Sandra Garcia** is a Garden City Community College student studying criminal justice. She is a first-generation student to attend college in her family. For her internship, Sandra taught technology to adults in the community. She has also helped with other activities in the community as well as providing more than ten volunteer hours of community service.



**Joe Mendoza** is studying to be an Engineer at Kansas State University. Although he likes to fix computers and teach technology as a hobby, his real passion is Chemistry. For his internship, he assisted with the Summer Meals Program as well as technology classes. Thanks to his work, a church sponsor was able to provide 562 meals to children in need, in less than a week. Joe was instrumental in the process of updating ten student laptops used to facilitate computer literacy in an adult learning center, and he completed many hours of volunteer work in the Great Plains Region.


### Scholarships

Our Scholarship Program exists to increase support for future farmers and ranchers within the areas we serve with a total of more than \$100,000 in college scholarships to graduating high school seniors going on to college, community college transfer students moving to a 4-year accredited university, and college juniors and seniors. Scholarships are available for general agriculture studies; agriculture-related course work such as veterinary care, animal husbandry, and watershed development; and fields such as accounting, marketing or business degrees with a focus on agriculture or farming/ranching. Scholarship awards typically range from \$1,000 to \$10,000. Please contact your local American AgCredit office for more information on eligibility, participating colleges and the application process.

Since 1916, American AgCredit has not only specialized in providing financial services to agricultural and rural customers, we have made it our priority to be good neighbors and strong supporters of the communities we serve.



# How Insurance Solutions Help Farmers, Ranchers Succeed



Few endeavors match the persistent and often unpredictable risks involved in agriculture. Flooding, extreme temperature, pests, market fluctuations, disease and natural disasters are only some of the forces that can impact farm or ranch income.

Thankfully, there are a number of U.S. Department of Agriculture (USDA) insurance programs that can help limit producers' exposure to risk with yield and price protections. American AgCredit risk management specialists have seen first-hand how insurance programs can protect agricultural producers when they need it most.

"We're looking out for our customers' best interests, and we're offering solutions that not everyone can provide – such as **Whole Farm Revenue Protection**," said Shannon Antonini, VP of Risk Management, based in Santa Rosa, CA. "We truly serve as our customers' risk management partners."

## Multi-Peril Crop Insurance

When historic rainfall swamped the Midwest in the first half of 2019, thousands of farmers submitted **Prevented Planting** crop insurance claims. In Kansas, a wet season led to one of the smallest wheat acreage totals in recent history. Soybean farmers have had similar struggles with an unusually wet and delayed planting season.

Some of those farmers were able to collect Prevented Planting payments thanks to Multi-Peril Crop Insurance, which protects against crop yield losses based on historical production.

"Many farmers throughout Kansas were able to have a source of income from these acres,"

said Josh Hoeme, VP of Risk Management, based in Salina, KS. "If they didn't have an MPCPI policy these acres would generate no income. These Prevented Planting payments have helped the insured continue to farm by facilitating cash rent payments, loan payments and many other expenses accumulated during the year."

## Whole Farm Revenue Protection

Another broad safety net for agricultural producers comes in the form of **Whole Farm Revenue Protection (WFRP)**, which covers all commodities on the farm under one insurance policy.

"With our experience and knowledge in agriculture, we are able to help producers find the right solution for their operation," said Linda Squires, VP of Insurance Sales, based in Turlock, CA. "Whole Farm Revenue Protection is a great way to cover all the commodities on an operation. It can be written in addition to an existing MPCPI policy."

Consider the example of a diversified operation in California's Central Valley. The alfalfa, lima beans and tomato producer opted for a WFRP policy at the 75 percent coverage level.

When alfalfa commodity prices dropped and early rains damaged the dry bean crop in 2016, this producer was able to collect nearly \$1.2 million between Whole Farm and MPCPI claims, instead of suffering a serious financial loss.

## Dairy Revenue Protection

The dairy business is one of the largest agricultural industries, and in past years has faced slumping prices. Yet most producers have not historically had the right insurance to protect against the double impacts of low prices and reduced milk production.

**Dairy Revenue Protection (DRP)** offers producers access to cost-effective coverage that specifically targets revenue risks for dairy producers. Dairy Revenue Protection insures against unexpected declines in the quarterly revenue from milk sales.

DRP is not linked to feed prices and insures gross milk revenue, providing an opportunity for dairy owners and managers to lock in a revenue floor – a key differentiator from insurance solutions like Livestock Gross Margin that offer margin-based protection.

## How to get coverage

When it's time to protect your investment from the unexpected, contact the risk management experts at American AgCredit. Our experienced team can help you find the right kind of insurance solutions to help manage risk and protect your agricultural operation.



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400 Aviation Boulevard  
Suite 100  
Santa Rosa, CA 95403  
800.800.4865

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