

Leader

An ArborOne Farm Credit Member Publication

Spring 2014

President's Message



Kathy Heustess

There is something so refreshing about spring and especially THIS spring! The mornings may be crisp, but you know the day will warm up nicely. With the time change, the late afternoon sun

will linger and you will be able to get a bit more done during these longer days.

Spring also means patronage to ArborOne customers. Have you gotten your check? You should have it in hand if you were a customer of ArborOne during 2013. We had record earnings and as such we were able to share our profits for the 26th straight year. As in previous correspondence, we have told you that your check represents in cash, 30 percent of the 63 percent of the interest earned by ArborOne on your loans in 2013 with the remainder going into surplus earmarked for you for future distributions. Your board and management remain committed to paying you a good patronage, capitalizing your association and then revolving the surplus.

The annual plant and flower shows are taking place. I would encourage you to support our local farmers' markets for fresh, local fruits and vegetables. As folks become more attuned to "eating local", we are again this year helping local farmers' markets with our "Think Outside the Store" grant program. These grant monies go to help small, local producers to market their products.

ArborOne employees are helping local charities. Each month a local charity within our territory is supported by these contributions. ArborOne employees who choose to participate in our "jeans on Fridays" are paying to wear jeans and at the same time to support these needs in our communities. So far, 2014 has seen more than \$600 raised for local charities.

In addition to employee contributions, ArborOne matches these funds as seed money toward our annual Aim-At-Ag sporting clays

Putting Our Profits in Your Pockets

ArborOne Farm Credit President Kathy Heustess and Board Chairman Mickey Ward announced at a February meeting that the company experienced record earnings in 2013 and would be paying 63% of net interest earned as patronage to the cooperative's member-owners. Since 1989, ArborOne has returned more than \$74 million in cash to its customers. And in 2014, the check will be in the mail March 31st, representing approximately \$3.5 million being returned to member-owners.

President and CEO Kathy Heustess stated, "As the leading agricultural lender in the Pee Dee, ArborOne remains well-capitalized and ready to lend to local farmers, agribusiness, and landowners.

"We are so proud of our 26 consecutive years of paying patronage to our member-owners." ~



event. The date for the event this year is tentatively set for November 15 with more information forthcoming. Every dollar of profit from this event goes to state FFA and 4H organizations to further education and leadership skills for these young people! Each year our profit increases with us providing \$35 thousand in donated funds in 2013. The response of these young people to this event and our support of these youth organizations has been phenomenal! Even more, I cannot express to you what this event means to our staff. A true win-win!

We are excited about Farm Credit turning 100 in a couple of years. We are proud of our history of "lending support to rural America." If you have copies of family farm pictures anytime from 1916 to now, please share them with us. We would love to put together a collage of customers through the years with Farm Credit. ArborOne is also excited about the future of farming. To further provide assistance and to encourage young men and women to focus on agriculture as they begin their college careers, last year we awarded the first Aim-At-Ag Scholarships. Congratulations to this year's winners: John Tricoche of Alcolu, South Carolina, and K'Ontrey Gamble of Georgetown, South Carolina.

Our Annual Stockholders Meeting was held on April 28th and the ballots for both our Board and Nominating Committee elections will be mailed in early May to our voting Stockholders. We are trying something new this year—we are planning Customer Appreciation Days! The events will be held in the late afternoon/early evening at both offices. The Florence office will have its' event on May 1st and the Conway office event will be on May 15th. A very nice price drawing will be given away but you must attend and be the voting stockholder to enter the contest! There will be great food and fellowship as well. And if you attend the Conway event—this is a chance to visit your new office on Mill Pond Road, just off of highway 378, if you haven't done so already! We love our new "home" and hope you do as well.

As always, thank you for your trust and continued business. YOU are our business, the business of agriculture. Let us know what we can do to help you and tell your neighbors about us!

Good Farming to you!

Kathy S. Heustess
Kathy S. Heustess
President & CEO

Leader is published for stockholders, directors and friends of ArborOne Farm Credit.

Address changes, questions, comments or requests for copies of the association's financial reports should be directed to ArborOne, ACA at 1-800-741-7332 or P.O. Box 3699, Florence, SC 29502. Contact us by e-mail: mdickson@arborone.com. Our quarterly financial statement can also be obtained from our Web site, www.ArborOne.com.

BOARD OF DIRECTORS:

DuPree Atkinson Jr. | Harry B. DuRant | John Lee Newman
J. Whit Player | Jimmy D. Poston | Harold C. Stowe
James (Mickey) Ward | Kelly Wiseman

Loan or Lease?

Not sure which is best for your operation? Ask ArborOne, we can help you see the benefits of both.

We understand the nuances of agricultural financing and can offer you a variety of financing options to best meet those needs. We offer conventional loans as well as leases for many agricultural necessities—vehicles, tractors, equipment, buildings, barns, and more.

Not to be overlooked, a lease can be a valuable option by providing tax advantages, little or no down payment, and lower monthly payments. Often, the real value for a farmer lies in the use of the asset and not the ownership. Conventional loans have benefits, too, most notably that the asset is owned and can be reflected on your balance sheet.

Talk to your ArborOne relationship manager about which option may be best for you. ☺



A loan offers...

- payment timing and terms structured to fit your operation
- owned facility/equipment are your assets
- asset is depreciated on your tax return
- patronage from ArborOne is earned based on the amount of interest you pay

A lease offers...

- working capital and a preserved operating line
- improved cash flow with lower payments
- maximized tax benefits with accelerated write-off
- possible 100% financing

Farmer's Market Grants

ArborOne Farm Credit is pleased to again offer grants to local, community-based farmer's markets within our twelve county territory. If you are part of a local farmer's market in Chesterfield, Clarendon, Darlington, Dillon, Florence, Georgetown, Horry, Lee, Marion, Marlboro, Sumter, or Williamsburg county, this program may be for you.

Last year, the association awarded \$500 grants to twelve markets in the Pee Dee and is hoping to reach even more this year. The monies are to be used to promote the market. An idea sheet is provided with suggestions, but we encourage you to be creative!

To find out if your market is eligible, please contact Mary Kelley at 800.741.7332 or via e-mail mkelley@ArborOne.com. ☺



New Office Location in Conway

Our Conway office has moved to 1720 Mill Pond Road. We invite you to stop by and check out the new location!

1720 Mill Pond Road, Conway, SC 29527
PO Box 1036, Conway, SC 29528
Phone: 843.248.4214 | Fax: 843.248.2786



Annie's Project Weekend Planned for June

Annie grew up in a small town in Illinois, married a farmer, and spent her lifetime learning how to be an involved business partner with her husband. Together they did great things, but it wasn't easy. Annie's Project is based on lessons learned and Annie's personal experiences to provide women important information for living and working in a farm business.

Annie's Project is a national program that teaches women about farm management skills in a comfortable relaxed setting. This is risk management education for farm and

ranch women. The topics covered include: Risk Assessments, Business Planning, Financial Statements, Family and Liability Insurance, Farm Programs, Legal Concerns, Retirement and Transition, and Personal Development.

Many thanks to Clemson University Extension, ArborOne Farm Credit, AgSouth Farm Credit, S.C. Women's Agricultural Network, and Farm Bureau for making this weekend possible. For more information, call Jennifer Boyles at 843.616.0786. ~



Giving— One Month at a Time

As an association that covers twelve counties in the Pee Dee, we work to touch all counties, not just through ag financing, but also by giving back to the communities. During the first quarter of 2014, ArborOne employees gave more than \$600 for Wounded Warriors, John K. Crosswell Home for Children in Sumter, and Fostering Hope in Conway. The money is raised through employees paying \$20 to wear jeans every Friday in the specific month. The association will match these funds for the annual Aim-At-Ag Sporting Clays event in November. Enormously successful, last year Aim-At-Ag raised more than \$35 thousand for South Carolina's 4-H and FFA programs. ~



Online options

Just when you thought it couldn't get any easier to do business with us, ArborOne has several online payment and banking services available. AccountAccess provides your loan information 24/7. You can make or schedule payments; transfer funds with your line of credit loan; review your account activity; and get a copy of your 1098 or 1099. You can also sign up for online statements and auto draft of your payment when it's due.

There are more opportunities and we encourage you to take advantage by signing up on our website, www.ArborOne.com. ~



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Holidays

ArborOne Farm Credit Offices are Closed

Memorial Day	May 26
Independence Day	July 4

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U.S. POSTAGE
PAID
COLUMBIA SC
PERMIT 785

Happy 100th Birthday, Farm Credit!

That's right—Farm Credit is going to be 100 in 2016, and we're getting ready for the party! But we need your help. ArborOne Farm Credit is asking customers to send in copies of their pictures of the farm—whether it's a picture from 1924 or 1984, we would love to see it. These pictures will be used in ads celebrating farming and Farm Credit in the last 100 years. The story becomes that much more personal when it shows pictures of your family, your neighbors, and your friends. We would love to have pictures representing all the communities in our territory. So no matter which county you farm in—Chesterfield, Clarendon, Darlington,

Dillon, Florence, Georgetown, Horry, Lee, Marion, Marlboro, Sumter, or Williamsburg—we want your pictures!

Please send your pictures and any details about the photo by e-mail to mkelley@ArborOne.com or by mail to this address:

*Mary Kelley
ArborOne Farm Credit
800 Woody Jones Blvd
Florence, SC 29501*

Thanks, in advance, for helping us celebrate our 100th Birthday! ~

