



FARMING

with Family & Friends

Annual Meeting
Notice Inside

A sign for Pilgrim's Vansickle Farms featuring a red rooster logo above the text. The sign is white with red and blue lettering.

Pilgrim's
VANSICKLE FARMS



Proud

Farm Credit

Member-Owner!



Our 5,000th Customer...the Terry & Stacy Vansickle Family!

SUMMER 2011

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The Terry and Stacy Vansickle family (including Ashley and Cole) are joined in the cover photo by farm assistant Steven Anglin. They became our 5000th customer when they finalized the purchase of their six-house broiler operation near Village/Mt. Holly on June 3. Photo by Jill Robertson.



Published for the members and friends of Farm Credit Services of Western Arkansas

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"One person can make a difference and every person should try." John F. Kennedy

Victoria Maloch, newly elected state FFA president shared this quote with me and explained that it shapes her life. (See page 17 for details.)



Jill Robertson,
Editor

WOW! I was inspired. To see her accomplishments and passion for FFA and agriculture was exciting.

At separate events this month I've had the pleasure of meeting several newly elected state FFA and 4-H leaders. I enjoyed lunch with 4-H President Janeé Shofner, as well.

I leave each event impressed with the poise, talent and passion of these young leaders. Each has impressed me with their knowledge and goals, and reaffirmed the value of these respected organizations.

We're fortunate to have talented young Arkansans *trying to make a difference*. Perhaps it's a challenge for us all.

Farming is published by Farm Credit Services of Western Arkansas. Please address any comments to Editor, *Farming*, Farm Credit Services of Western Arkansas, 3115 W. 2nd Court, Russellville, AR 72801.



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Cautious Optimism

I believe we should use *cautious optimism* as a framework of planning for the future. It almost goes without saying that lenders must be cautious. In fact, many of you probably believe that lenders are often too cautious! However, when a lending institution loses money on a loan, it takes multiples of other borrowers to make up for that loss. Therefore, caution is absolutely necessary. It is also my belief that caution in lending must be layered with optimism. Money that goes out from Farm Credit for homes, farms, vehicles, livestock, machinery, buildings, operating costs and other rural needs must be repaid from earnings. As employees, we simply must stay positive and provide sound constructive credit to western Arkansas' hard-working farmers and ranchers.

2011 Advisory Committee Meetings

As we have done for several years, your Association began its planning session for the next few years by hosting six Board/Stockholder Advisory Meetings across our service area. Almost 100 Board-appointed stockholders came together to discuss the business and future of Farm Credit of Western Arkansas.

At each meeting we asked participants if Farm Credit's service had gotten worse, stayed the same or improved in the past five years. The majority said it had improved. Many participants alluded to the fact that more people are choosing to borrow from your Farm Credit. It is growing in borrower/stockholders and becoming better known in rural communities. Two groups get credit for this: our employees (who are working diligently to make rural Arkansas a better place) and stockholders (who are referring their friends). Please know that your work is being noticed. Special thanks to Advisory Committee members for providing insight and counsel as we plan for the next several years.

Stockholder Families Featured

Although I haven't had the plea-

PRESIDENT'S LETTER



Glen Manchester
President and CEO

sure of meeting the Walters, Jill's spotlight brings them to life for us. We all can do so much more than we think possible if only we keep that optimism of which I spoke earlier. I sincerely look forward to meeting them.

I have had the good fortune of meeting the Vansickles. In honor of being Farm Credit of Western Arkansas' 5000th customer, we presented them with funds to enjoy a weekend at one of our magnificent AR state parks. Like many of our members, they truly take pride in rural Arkansas.

Our association's growth makes it stronger, keeps interest costs low, and provides a broader base from which we can return patronage checks. How long until we add our 6000th customer?

Annual Meeting and Election Update

Your Farm Credit is an agricultural finance cooperative owned by YOU. As a stockholder you have a "say" by electing the directorship, voicing opinions to them, and making suggestions for future leadership. If you are an eligible stockholder, your issue includes a section detailing Director nominees selected by the 2011 Nominating Committee. Stockholders also have the opportunity to suggest nominations at the upcoming annual meeting.

Making Rural Arkansas a Better Place to Work and Live

Don't miss our 2011 Farm Credit scholarship winners (page 14). We all have a vested interest in making rural Arkansas a better place to work and live for their generation and those that follow. I sincerely believe that cautious optimism will serve us well as we plan for the future!

MEMBER



A Matter of Brilliance!

...the story of an inspiring young man, his family's unparalleled support, and the role Farm Credit played in their quest for a new beginning in rural northern Arkansas

MOST PARENTS THINK THEY'D do anything for their kids.

In reality, most never have to face truly complex decisions regarding their children's needs....hard-hitting decisions that culminate in career changes, impact the family's lifestyle and even dictate where the family lives.

Farm Credit members **Hal and Gail Walter** of Baxter County have.

But before we get to the story of how this New Jersey family with a successful East Coast business traded it for a peaceful farm 17 miles north of Mountain Home, you first need to meet their son Raymond.

Begin to be inspired

Hal and Gail Walter have three children—Ron, age 21, Emily, age 18, and Raymond, 17. **Raymond** has Duchenne Muscular Dystrophy. While his genetic disease means he's challenged physically, it would be a big mistake to define Raymond by his physical abilities alone.

Yes, he uses a wheelchair for mobility and relies on assistance for many physical tasks. But five minutes in his presence and his physical limitations are forgotten.

Raymond is an extraordinary young man with an incredible IQ. He's bright and articulate, intimidatingly well-read, mature beyond his years and a captivating conversationalist.

He's friendly and charming and he had a smile and hello for everybody who passed by on the sunny afternoon we spent visiting at the

◀ The Walters on the University of Arkansas campus where 17 year-old Raymond is mid-way through his undergraduate degree in economics, physics and math.

University of Arkansas campus in Fayetteville.

He openly discusses his genetic disease as easily as he shares his passion for Austrian Economics. More importantly, his gracious spirit was obvious when I admitted I didn't know what Austrian Economics was. (Here's a clue, it has nothing to do with the country of Austria. Instead, it names an economic school of thought based on free-market theory. You may need to Google it, like I did.)

He graduated from Mountain Home High School at age 14 and now, at 17, will earn his undergraduate degree in 2013. He's pursuing an undergraduate Bachelor of Science degree in three simultaneous disciplines—physics, math and economics.

In fact, Raymond pressed the university for early entrance into graduate-level courses, and they're accommodating his request. When he completes his BS degree he'll have at least 24 graduate hours under his belt, as well.

While that academic load might implode a typical undergraduate, I think I've established that Raymond is anything but typical.

Raymond's passion for knowledge coupled with his accelerated learning rate meant that he was ready for the challenge of university academics at the age of 15...not an age that any parent necessarily wants to send a child off to college, let alone a child with special physical needs.

Hal and Gail Walter had a decision to make. As dedicated parents who've supported Raymond's unique potential from a young age, their decision wasn't whether to allow Raymond to attend the U of A at age 15. Rather, the decision they wrestled with was simply HOW to make it work. Mere logistics for parents who've been making sacrifices (although the Wal-

ters would never call them sacrifices) on Raymond's behalf for 17 years.

Equally inspiring parents

It works with Hal driving Raymond three hours to Fayetteville every Monday morning during the school year and – get ready, this is the really amazing part—living in the dorm with him four nights a week. They return to the family's 193-acre farm following Friday's classes. Gail and Emily manage the farm responsibilities when Hal's away.

The university provides Raymond and Hal with an oversize dorm room and allows Hal to live with Raymond as his aid. Hal provides personal-care assistance for Raymond around the clock. The Walters explain that Dr. Daniel Pugh, Vice Provost for Student Affairs and Dean of Students, has been Raymond's biggest advocate.

"Dr. Pugh's not only made it possible for Raymond to attend, but he's made my atypical situation of living on campus with Raymond very easy," Hal shares. "From dorm accommodations, to special parking and cafeteria access needs, his staff has gone above and beyond."

Wearing an unassuming sweat-shirt on the day we visited, Hal blends easily into the academic landscape of campus. He's on campus with Raymond every day that Raymond's in class. He assists Raymond to class, helps him with the books handily stashed in a backpack strapped to the back of Raymond's wheelchair, and simply aids Raymond as needed.

Once Raymond is in class, Hal has an hour or more to wait at one of the many comfortable spots he's scouted out over the past two years of this now familiar routine. He readily admits that he knows "everybody" in the buildings that he and Raymond frequent most often. According to

Hal, he's just as likely to strike up a conversation with a new friend as to visit with someone he knows.

Hal is laid-back and interesting to talk to. It's no surprise that his friends around campus run the spectrum from groundskeepers and maintenance staff to professors and top campus administrators. If anybody's in or around the physics, math or economics departments at the U of A, chances are they know Hal and Ray.

"It's amazing what you can learn by just saying hello to folks," Hal explains. A fact proven when he points to an outdoor water feature and explains the inner workings of the underground pumps—something he learned from a groundskeeper.

Dorm life at 49

Waiting for Raymond during class is one thing. Living in a college dorm four nights a week at the age of 49 is quite another.

You may be wondering if Hal is out of his mind? No. Just another sacrifice he readily makes to enable Raymond the opportunity to attend the university. Remember that Raymond is only 17 years old. His age alone is reason for his parents to want to keep close tabs on him in the college environment.

"I never dreamed I'd be back living in a dorm at this point in my life," Hal laughs. "Been there, done that. And they're VAMPIRES! They all stay up so late that a good night's sleep is almost impossible."

Foregoing some sleep becomes a little more understandable once you know Raymond, who is obviously in his element at the university and beams when discussing the academic challenges on which he thrives. His obvious passion for knowledge and learning makes the family's choice to accommodate his college coursework understandable.

So who's tending the farm?

Every family member plays a role in making Raymond's college experience possible. While Hal and Raymond are in Fayetteville, Gail and Emily shoulder all the farm responsibilities.

"It's not that hard," Emily says, "as long as we're not in the middle of a crisis."

Emily and Gail exchange laughs and explain that crises have included pigs born on the coldest day of winter and calves arriving in the middle of the night. Normal farm happenings made more difficult by Hal's absence and their work and school schedules.

Gail tackles farm chores after a full day at work. Daughter Emily cared for the animals before and after

Hal and Gail Walter contemplate farm life and how their family works together to make it all possible.



school. Now graduated from high school, she will follow her oldest brother Ron to the University of Central Arkansas this fall.

Gail laughs that she's losing her farm hand. Both Ron and Emily help out on the farm when they're home. Ron has chosen to spend his summers helping at home, as well.

From the beginning, please

New Jersey natives, the story of how Hal and Gail Walter came to move their family of five to Arkansas, is an interesting one.

Six years ago, the Walter family lived in Tabernacle, New Jersey where Hal, who has a degree in math, owned and operated an environmental remediation business. Gail was a nurse. They lived in a rural area 25 miles southeast of Philadelphia.

Hal and Gail recognized Raymond's special gifts at an early age. Hal says Raymond would wake up

early in the mornings to have "coffee" with him before he'd go to work. It was their quiet time to talk and for Raymond to ask questions. Lots of questions, Hal remembers.

"When I began discussing algebra with a six-year-old, I realized Raymond was pretty special," Hal chuckles.

Hal says they considered homeschooling Raymond, but they didn't want him to miss out on valuable social opportunities. Raymond didn't lose his ability to walk unassisted



Farm Credit's role in their plan

"A friend in Texas recommended I talk to Farm Credit," Hal explains.

Gail says locating a home and property that was handicapped-accessible was an added challenge.

"We had to have a driveway and home that worked well for our situation," she explains. "Our choices were limited when it came to wheelchair accessibility. While this was more land than we wanted, or thought we could afford, we immediately knew the property was a good fit."

"We had some equity and my wife's income to work with," Hal continues, "but I still wasn't sure if it was going to be possible to buy a farm this size. We did a bridge loan and a few other things while we sold our property in New Jersey. **Brad Matlock** (Vice President of the Harrison office) was great. He understood our situation and the fact that there weren't many farms that would work for us. This property fit our needs, so Farm Credit made it work for us."

Assistant Vice President **Dan Benton** of the Harrison office now assists the Walters, when needed. Dan serves the Baxter County area out of Farm Credit's new Mountain Home satellite office.

"Hal and Gail manage their farm well," Dan explains. "Remember that Gail and the kids take care of the farm all week when Hal and Raymond are in Fayetteville. It's truly a family commitment that makes it work."

"Hal and Gail fit all the pieces together for Ray's sake, and I'm proud Farm Credit was able to help them make it happen," Dan continues.

While Dan's available twice a week at the new Mountain Home location, Gail says that most of the time they just call Ronda Austin or Carol Buck in Harrison.

"We just locked in a lower fixed rate for the farm, and Ronda made it so easy," shares Gail. "We did it all by phone."

"I just bought a baler," adds Hal. "Being able to walk into an equipment dealer and tell him you have Farm Credit financing goes a long way. It was easy, and we like easy."

they looked for land. Mountain Home caught his eye, and he was encouraged after his initial contact with the school system.

Forging a plan

In preparation for their lifestyle adjustment, Gail returned to school in New Jersey and earned her CRNA license (Certified Registered Nurse Anesthetist). Their plan was that a CRNA career would allow her increased income-earning potential to offset Hal's retirement.

Hal retired at age 43, sold his NJ business and became Raymond's full-time care-giver.

In 2006, Gail found a job as a CRNA at Baxter Regional Medical Center, they located the perfect farm and they say their plan quickly fell into place.

They originally purchased 163-acres and now own 193 acres. The family has about 25 head of cattle (cow/calf pairs) and 20 pigs, which they sell through word-of-mouth, plus 60 acres of hay, 6 donkeys and 2 horses to round out their small farm.

They enrolled the kids in school, settled into farm life and say they've never looked back.

until a few years ago.

As they considered Raymond's needs, the Walters realized they were unhappy with the New Jersey public school system and what they term a *caustic* NJ lifestyle. Hal and Gail say they felt there had to be a better place to raise their children. So Hal began searching the Internet for another place to live.

He concentrated on mountainous areas because they loved the mountains in New York State. He was also interested in farming, so



Dr. Javier Reyes (left), Associate Dean for Undergraduate Studies, is just one of the many friends Hal and Raymond have made on the University of Arkansas campus.

Now back to the story.... World's shortest middle school career

Three days. Not sure if that's an official record, but it should be!

Raymond laughs that he entered the sixth grade when arriving in Mountain Home, but moved to the eighth grade just three days later...not such a hit with his older sister who he leap-frogged past in school grades.

When asked about her reaction to Raymond passing her in school, Emily laughs.

"Well, who would be happy?" she smiled. "I was upset for about a minute, which is probably normal. I just keep reminding him that he's my LITTLE brother."

"The school district has been accommodating from the start," explains Hal.

Raymond was instrumental in convincing school officials to promote him to eighth grade.

"When we asked Mr. Anderson, the school counselor, if I could promote two grades, one of my justifications was that I'd never be able to find anybody in the sixth grade to talk to about *nanotechnology*," Raymond remembers lightly.

"Yeah," his father laughs. "Mr. Anderson thought about it for a second and said, 'I've got news for you. You're not going to find anybody in the *eighth grade* who can talk about it, either.'"

FFA success

Raymond discovered FFA and, specifically, Farm Business Management competition that eighth grade year. Through junior high and high school Raymond enjoyed both individual and team success and served as chapter Vice President one year, winning numerous district and state competitions, culminating in high school with his team winning the state competition and placing 10th nationally.

The Walters credit junior high FFA teacher Jacquie Albright. She took time to get to know Raymond and helped him find his niche. She recognized Raymond's strengths and steered him toward FFA activities that he found interesting and challenging. Raymond discovered extemporaneous speaking and thrived on the research it required.

"Jacquie gets all the credit," Hal explains. "She easily saw past Raymond's physical abilities and streamlined him into the FFA program."

"When I met Raymond on his first day of eighth grade my immediate reaction was how am I going to plug an 11-year-old into what's basically a high school FFA program?" Jacquie remembers.

"It didn't take me long to realize he could hold his own," she smiles. "Raymond's a rare student in that he gives 150% to everything he does. From choosing his words, to the Farm Business Management team and research, he worked harder than any of his classmates."

"He consistently beat high school

seniors," Jacquie continues. "His physical abilities were never an issue, either, and his peers definitely respected him."

Farm Business Management meshed perfectly with Raymond's interest in economics. He competed with both fall and spring events which meant a year-round commitment to travel for Hal.

Raymond started the eighth grade at 11 and college at age 15. Ready for the challenge of university study, Raymond skipped his junior year of high school, also.

College success

Raymond has chosen the general foundation of economics over the specifics of agricultural economics.

Dr. Javier Reyes, Associate Dean for Undergraduate Studies in the Walton College of Business at the University of Arkansas, remembers meeting Raymond during the admissions process.

"We were intrigued with Raymond from the beginning," explains Dr. Reyes. "As a faculty, we wondered if we would be able to challenge him sufficiently. Challenging Raymond became our challenge, which was exciting."

"It's really fun to have him in the classroom," continues Dr. Reyes. "It enables us to push all the other students, as well."

Dr. Reyes explains that Raymond's command of Austrian Economics has made him the resident authority on the free-market-based theory at the University of Arkansas. Raymond has lectured to students and faculty on the topic. In addition, Raymond has participated in the prestigious Mises Institute at Auburn University for the past three summers. Mises Institute acceptance is selective and extremely competitive.

Raymond's short-term goal is to continue to enjoy his university studies. His ultimate goal is a consulting career in the not-so-distant future, he says.

Whatever Raymond dreams of doing is surely within his grasp. His ambition, knowledge, drive and, perhaps most importantly, his family's support will certainly ensure his future success.

Story and photos by Jill Robertson

2011 Referral Rewards UPDATE

SURPASSING OUR 5000TH customer goal is proof that your referrals work. And it's no time to stop. At the time this issue printed we were almost half way to our 5,100th customer – that's what telling your friends and family about Farm Credit can do.

125 new members have been referred so far this year for total new loan volume of more than \$17 million.

When you share your Farm Credit story with your friends and neighbors it makes an impact. Hearing how somebody they know has benefited first-hand from our local service, competitive rates, and flexible terms is the best advertising we can ask for. And let's not forget how fun Patronage Refunds are in February!

We're looking for more customers just like you. Who better to know great potential customers than YOU – our existing customers. They're your friends, family, neighbors and co-workers.

As a thank you for helping grow our association, your name will go in our end-of-year drawing for cash prizes every time a person you refer makes a loan with us.

On December 1, somebody who's made a referral this year is going to win the \$5,000 grand prize. Four more members will be awarded \$1,000 regional prizes. There's still time for the name that's drawn to be yours.

Actually, you win either way... a chance to have your name drawn for cash prizes, and you're helping your Farm Credit grow – a great way to potentially increase your future Patronage Refunds.

Just pass a name along to your loan officer today, or suggest a friend drop by their local office for more information.

2011 Referrals Rewards Program RESULTS THRU JULY 31, 2011

REGION	BRANCH OFFICE	NEW LOANS REFERRED	TOTAL NEW \$\$\$
	BENTONVILLE	2	156,100
	FAYETTEVILLE	15	1,208,798
	HARRISON	10	1,682,320
	SILOAM SPRINGS	5	488,635
REGION 1		32	3,535,853
	PARIS & OZARK	2	167,217
	VAN BUREN	13	2,184,776
	DE QUEEN	9	2,189,304
	NASHVILLE	6	855,875
	GLENWOOD	3	110,230
	MENA	7	128,210
REGION 2		40	5,635,612
	RUSSELLVILLE	11	1,864,095
	DANVILLE	4	757,765
	MORRILTON	7	1,001,500
	GREENBRIER	5	164,506
REGION 3		27	3,787,866
	MAGNOLIA	0	0
	ARKADELPHIA	3	434,500
	HOPE	5	485,915
	TEXARKANA	18	3,151,610
REGION 4		26	4,072,025
Farm Credit WESTERN ARKANSAS	Total number of loans and \$ closed as direct result of a referral from a current member	125	\$17,031,356

5000TH CUSTOMER!

Meet our 5,000th Member!

...the Terry and Stacy Vansickle family
of Village/Mt. Holly





Left – Loan Officer Will Martin and Financial Services Specialist Milly Lindsey talk business with Stacy and Terry Vansickle on their farm. **Above** – Ashley and Terry check a new batch of birds. **Inset** – Farm Assistant Steven Anglin and Cole are ready for work at the chicken houses.

EXCITEMENT GREW IN THE association as we closed in on a milestone this summer – our 5000th customer! Who would be that lucky customer? Which branch office would close the loan?

The suspense culminated on June 3 when five loans closed and final results were so close they had to be double-checked. In the end, the Magnolia office booked **Terry** and **Stacy Vansickle's** loan just 17 minutes ahead of a Texarkana loan closing.

And as if that wasn't exciting enough, it was also the very first loan that new Financial Services Specialist Milly Lindsey closed. Talk about lucky. Milly, Loan Officer Will Martin and the Vansickles have all earned special gifts.

Meet the Vansickles

It's fitting that our 5,000th stockholder aptly represents a typical customer profile for Western Arkansas. With 40% of our portfolio in poultry production, the Vansickles are in good company.

Terry and Stacy purchased a six-house broiler operation near Village/Mt. Holly and grow birds for Pilgrim's.

They're new to farming – another reason they're special as our 5,000th customer. We LOVE to work with first-time farmers and are proud to help bring new people into agriculture.

They're helped on the farm by children Ashley, a junior, and Cole, an eighth grader. Both attend Smackover High School. In addition, Terry invited his farm assistant Steven Anglin to join them in the photo shoot at the farm because he's an integral part of their new poultry operation.

"Steven's been a huge help," explains Terry. "I appreciate all the hard work he puts in."

While Steven's new to the poultry business, as well, he confirms that he enjoys the work and is learning quickly. He's a high school senior and while he's worked extended hours this summer, his time in the chicken houses will shorten when

school starts.

How they came to own a poultry farm

Terry and Stacy own The Village OneStop gas and convenience store in Village, AR and manages several rental properties. Stacy works part time as the financial accountant of a church and keeps the books for the store and their rental properties. Terry retired from Chemtura in January, 2010.

When asked how they came to purchase the broiler operation, Terry and Stacy give different answers.

"I told him to find something to do," jokes Stacy. "After he retired I couldn't stand him underfoot at home."

Terry smiles and shares the real story.

"I was looking for another business opportunity and had already started talking to poultry integrators," he explains. "I was considering building chicken houses, but integrators encouraged me to look



Glen Manchester, CEO, (second from left) presented the Vansickle family with an Arkansas state park get-away gift to celebrate their title as our 5,000th customer.

at existing farms."

"Then one day I was visiting with a customer at the convenience store and learned that he was frustrated and wanted to get out of the chicken business," Terry continues. "I asked why he didn't just sell the houses."

He learned Terry was interested in the poultry operation, and the pieces started to fall into place, Terry says. The farm's owner was a former Farm Credit member and recommended Terry talk to Farm Credit for financing.

In addition, the former owner has supported Terry and continues to mentor him as he learns the chicken business. He's even offered to watch the houses for Terry on occasion.

Farm Credit's role

Terry called Assistant Vice President Will Martin in the Magnolia office to discuss financing details.

"I just explained what we wanted to do, and Will made it pretty simple," says Terry. "He spelled out what we needed and led us through each step of the process."

"I already knew Milly from real estate work we've done," Stacy explains. "So it was nice to have somebody we already knew on the other side of the counter."

The Vansickles own several rental properties, and Milly Lindsey worked at a bank and local title company before joining the Farm Credit team on June 1, thus their connection.

"We were able to lock our rate which the bank wouldn't do for us, plus the interest rate was lower than the bank's," Stacy remembers happily. "It was good all the way around."

Farming success, already!

Purchasing the farm included making some structural updates. One update was to the feeder system.

Terry proudly explains that they earned the top grower award for the first batch of chickens in their name using their new feeder lines. A significant accomplishment for any grower, especially first-time farmers.

Their six-house operation will grow 750,000 birds for Pilgrim's annually.

Referrals work!

As the Vansickles shared, they talked to Farm Credit based on the recommendation of a fellow farmer. When CEO Glen Manchester asked them how they see the association reaching the next goal of 6,000 members, Terry's answer wasn't surprising.

"Word of mouth is powerful," Terry comments. "We'd heard of Farm Credit over the years. I guess hearing good things from my friend gave Farm Credit a good name in our minds. So when we found ourselves looking at these chicken houses it was an easy choice to talk to them and see what they offered."

Proof again that our members are one of our greatest strengths. A friend's referral makes a lasting impression.

Tell your friends about the advantages you have financing with Farm Credit, and we'll be adding our 6,000th member before you know it!

Story by Jill Robertson

Dependable credit for farmers and rural America since 1916.



Then...



Now...

**Equipment may have
changed, but the best
way to finance it hasn't.**



MYAGLENDER.COM
800-444-3276



FARM CREDIT



\$AVE THOUSANDS\$

on your next New Truck or SUV

**...the benefits of leasing your next vehicle
through Farm Credit!**

Want to save thousands of dollars on your next new truck or SUV?

How about putting just one month's payment down on your new vehicle?

Wouldn't it be nice to select exactly the vehicle you want with only the options you want - instead of being stuck with what the dealer ordered?

Would you like to deduct the full payments on your income taxes?

How would you like to drive the vehicle with no annual mileage limits, unlike manufacturer leases?

Well, with a vehicle lease from your local Farm Credit branch office you can do ALL of these things!

Perhaps it's time to consider a lease!

Often, auto buyers are unfamiliar with leasing but shouldn't be afraid of leasing. A lease is simply an alternative way of financing that creates benefits for both the "lessor" and "lessee".

It's also a good bet that you can drive more vehicle for less money, if you lease. You don't actually own the vehicle, but do you really care if Farm Credit, the bank, or the auto manufacturer holds the title until the loan is paid off?

Farm Credit Leasing

Farm Credit of Western Arkansas features leasing for both vehicles and equipment? That's right! Your local branch staff can guide you through a few simple steps and help you obtain the vehicle you want *and save you thousands of dollars in the process.*

Leasing is done through our affiliated relationship with **Farm Credit Leasing**, headquartered in Minneapolis, MN.

Farm Credit Leasing (FCL) is one of the nation's leading agricultural and truck fleet leasing companies. They help customers select, compare, and price vehicles to meet their needs. FCL provides assistance with everything from specifications and price comparisons to ordering and arranging delivery of the vehicle to your local dealer. All it takes is one call, or visit, to your local branch office.

FCS Members Save Thousands

"I've seen members literally save thousands of dollars by purchasing new vehicles through our leasing program," says **Jennifer Campbell**, **Texarkana Financial Services Specialist**.



she continues.

In 2007, she remembers saving one customer \$10,000 on the price of a new Ford F-350 truck.

How a Farm Credit Lease Works

Farm Credit leases have a standard contract that includes a residual (buy out) at the end of the lease. You are also allowed unlimited mileage, unlike traditional lease contracts. This means you're never assessed penalties for mileage in excess of stated limits, like manufacturer leases do.

So what are the differences? One difference is that FCL leases are placed on a

Terminal Rental Agreement Clause (TRAC) lease.

An FCL TRAC lease is different in that there is a provision that permits, or requires, an adjustment at lease termination according to the amount realized by the lessor upon sale of leased equipment. A TRAC shifts the residual risk to the lessee. A TRAC lease may be treated as a "true lease" if it otherwise meets tax guidelines even though residual risk is shifted away from the lessor. TRAC leases are only available for licensable equipment for highway use.

So, in plain English, if the lessee elects not to exercise the residual payment, FCL will sell the vehicle. If the amount of the sale is more than the residual amount due, the lessee pockets the cash. If the sale of the vehicle is less than the residual payment, the lessee will pay the difference to fulfill the terms of the lease contract.

With an FCL lease there are no

hidden or excessive costs. The lessee has control of the outcome at the end of the lease term because it's based on how well they have cared for and maintained the vehicle.

You Get the Vehicle you Want

Technically, you can pick out a truck or SUV on a dealer lot and Farm Credit and FCL can lease that vehicle for you the same day! The same is true with a tractor, baler, combine, logging equipment, and most farm equipment. You pick out the equipment and Farm Credit can lease it for you.

If you prefer to have your vehicle built to your specifications, you simply place your order and it is worked into the manufacturer's production schedule. While this option means that you may have to wait a few weeks for the vehicle, it's a way for you to get exactly what you want at the same substantial savings.

It's important to note that Farm Credit Leasing's eligibility requirements are similar to Farm Credit's in that you must generate annual farm or agricultural income, or have the capacity to produce farm income.

Learn More

If you're considering a new truck purchase off a dealer lot, or even a new 2012 model truck or SUV, ask your loan officer or branch staff about Farm Credit Leasing first.

As we head into fall, leasing can be a useful tool for your on-farm equipment and grain bins, as well. Lease options also exist for barns, machine sheds, and similar farm structures. As an added benefit, leases can be designed to fit your individual cash flow or tax needs.

Contact your local branch office to discuss how leasing from Farm Credit Leasing can help maximize your financial success!

Story by Tom Cox



Jennifer Campbell

"It's pretty typical for customers to save between \$2,500 and \$4,000 on the average purchase price, or invoice price, of a new pickup truck as compared to the best price a customer can negotiate with a dealer,"

Board Doubles Awards to \$1,000 per Recipient this Year

Western Arkansas Awards \$20,000 in Academic Scholarships

Farm Credit of Western Arkansas Board of Directors doubled the association's scholarship program in 2011 by increasing awards from \$500 to \$1,000 per recipient. As in years past, 20 recipients were selected.

The directors' decision further illustrates the association's commitment to supporting some of western Arkansas' most talented young people - tomorrow's agricultural leaders.

This year's 20 winners are a diverse group with a variety of ag-related experience and interests. One joins the college judging team and will continue to show her champion steers. Another began building her own impressive cattle herd from the age of 14 and is attending a local college so that she can live at home and continue to personally care for her animals. Another has been an active 4-H member and respected youth livestock mentor but is following a calling into the ministry.

Some were raised on farms and plan to continue farming themselves. Some plan to share their agricultural values in the classroom. Still others appreciate their agricultural roots, but are following dreams of off-farm career paths. One thing is certain, all are carrying the fundamental values of western Arkansas agriculture to exciting places in the future.

We proudly support these students, their accomplishments and all they will achieve through education. Thank you for representing Farm Credit on college campuses across the state and region!

Western Arkansas has awarded a total of \$140,000 in scholarships over the past 13 years. Take a look at these young people - *you're looking at some of tomorrow's agricultural leaders!*



Matthew Beck
University of Arkansas
Chem Eng/AN Science



Cassie Godwin
Connors State College
Ag Research



Emily Kaufman
Arkansas Tech University
Ag Business/Pre-Vet



Lindsey Mitchell
So. Arkansas University
Ag Business

Interested in applying for a 2012 scholarship award?

Youth members, dependents of members and grandchildren of members qualify.

Open to graduating high school seniors and current college students with at least one year of education remaining.

Awards recognize outstanding academic, leadership, agricultural and extra-curricular achievements.

Information and application forms available from your local branch office as well as from our website (myaglender.com) after January 1, 2012.

2012 applications will be due in early May.





Clayton Brixey
Hillsdale Bible College
Ministry



Taylor Burgess
Arkansas Tech University
Pre-Law



Dustin Dixon
University of Arkansas
Poultry Science



Cody Gallagher
University of Arkansas
Ag Education



Brittini Hamilton
U of A-Ft. Smith
Nursing



Jacob Harriman
University of Arkansas
Ag Business



Kelsey Hedge
Henderson State
Nursing



Jeremy Henry
Oklahoma State University
Ag Business

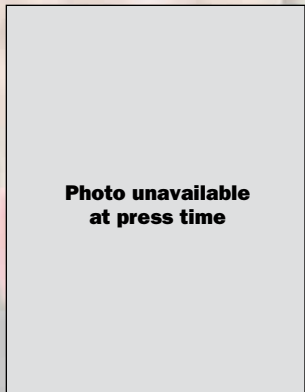


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at press time



Zachary Mainer
Hendrix College
Psychology



Katelyn Mellon
Arkansas Tech University
Ag Business/Pre-Vet



Brittney Miller
Rich Mountain Community
Animal Science



Cheyenne Moyer
NE Oklahoma A&M
Ag Business/AN Science



Katherine Parker
Arkansas Tech University
Biology



Kelsey Parmenter
Arkansas Tech University
Ag Business



Travis Steelman
NW Tech Institute
Diesel Tech

New Faces

Milly Lindsey joined the Farm Credit team as a Financial Services



Milly Lindsey

Specialist in Magnolia early this summer. She attended SAU and has several years of experience with a local bank and title company. Milly is from Emerson where she and husband Jon still live with their children Blake (age 17) and Grace (age 14).

Nicole Ward Brixey joined the Danville branch office as a Financial



Nicole Ward Brixey

Services Specialist on August 15. Nicki is a Casa native where she and husband Keith live with children Isabella (age 6) and Jake (age 3). She brings 18 years of experience as an administrative assistant at Winrock International to Farm Credit.

Changing Places

Karen Talley has been named Loan Document Specialist. She has



Karen Talley

three years of experience as a Financial Services Specialist and will continue to work out of the Hope office. She will use her skills to coordinate loan documents for branch locations across the association.

Tammy Knighton, Financial Services Specialist in Russellville, has



Tammy Knighton

accepted the position of Regional Services Coordinator for the association's southern branches and will relocate to Texarkana after the first of the year. Tammy will undoubtedly draw upon her 24 years of Farm Credit experience as she supports and trains Financial Services Specialists in multiple locations. She is originally from the Texarkana area.

2011 Customer Satisfaction Survey

Watch your mailbox in October for another customer satisfaction survey. It's a valuable tool that helps us measure what we're doing, how we might further improve our service, and, most importantly, it tells us what YOU NEED from your association.



This is an independent survey administered by The University of Arkansas. Your responses are confidential, and we're only provided with final analysis of your responses. The survey mails randomly to 50% of members, meaning half will receive one and half will not. If a survey lands in your mailbox, we hope you'll take a few moments to give us honest feedback. Your participation helps us better serve you!

Customer Appreciation Dinners

A long-standing tradition, customer dinners give us a chance to visit with you and your family and for you to...

- meet members of the management team and your local Director
- hear the latest association news
- catch up with your neighbors and win great prizes

About half of our branch offices host fall events, and the other half host spring dinners. Contact your local branch for specific details.

Fall events:

September
27 Fayetteville

October
6 Mena
13 Waldron
18 Hope
20 Magnolia
25 Siloam Springs

November
1 Ozark

2011 Photo Contest Results

With close to 100 entries, the independent photographer who judged our photo contest had a difficult time narrowing submissions to just three winners!

Here they are! First place goes to Kayla Sanford of Arkadelphia with a photo of baling hay this spring. Denise Burgess of Shirley won second place with her April photo entitled, "Little cowboys watching the big cowboys." "Eggs in nest" is the title of the third place photo submitted by Hannah Harrison of Lavaca. She took the picture on their farm this spring.

Check out larger versions of these winning entries at myaglender.com. Congratulations to our winners.... and thanks to all who participated! You'll see more contest entries of "life in western Arkansas" popping up on our website and in marketing materials all year.



FFA Service a Family Tradition

When **Victoria Maloch** proudly accepted the job as Arkansas state FFA president in June, she was the third Maloch to assume the role.

Father Bruce Maloch served as Arkansas state FFA president from 1974-1975 and brother Ryan wore the president's jacket from 1999-2000. "The FFA values of leadership and service to others is simply how my siblings and I have been raised," Victoria explains.

Victoria's parents are Farm Credit members Bruce and Martha Maloch of Magnolia, and Victoria is a member of the Emerson FFA chapter. The family's FFA bond is strengthened further by the fact that they've all been members of the Emerson chapter.

When asked about expectations placed on her, Victoria's quick to explain that nobody pressured her to follow in her family's footsteps with FFA.

"I began showing cattle at age seven," she explains, "and always wanted to be a part of FFA."

"Nobody pushed me to follow in their footsteps," Victoria continues. "It's something I've wanted to do."

She began her own registered Brangus cattle operation in eighth grade, has earned her State FFA degree, and was a Star Farmer finalist this year.

Victoria began working toward her goal of serving as state FFA president by gaining as much leadership experience as possible within her local FFA chapter. She also planned her high school coursework accordingly, stacking classes her sophomore and junior years to better enable her to serve as state president, if elected.

"President Kennedy said, 'One person can make a difference and every person should try,'" Victoria shares.

"This is me trying to make a difference," she explains. "It's a privilege to lead at the state level, and I'm proud to represent Arkansas at the national convention."

Three state FFA presidents in the family! Siblings Ryan and Victoria Maloch each followed in father Bruce Maloch's footsteps as Arkansas state FFA President. Leadership and service to others is the family motto in the Maloch home. Bruce and Martha Maloch are Farm Credit members and live in Magnolia.



Helping YOU Maximize your Financial Success!

Let Farm Credit's industry-leading knowledge, competitive products, and 95 years of agricultural and rural financing experience help you!

- Real estate, operating, and equipment loans for farms
- Equipment leases
- Timberland
- Forest Products/ Processing/ Marketing
- Truck and SUV leases
- Home Mortgages in town and in the country
- Home construction loans
- Mortgage, credit, life and disability insurance
- Term-Life insurance protection
- Farmland appraisals



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CAROL STREAM, IL
PERMIT NO. 1096

It's unanimous that western Arkansas is officially tired of this summer's extreme heat (and drought) and ready for cooler fall temperatures! Cool off with this visual reminder of February's record 28" snowfall in NW Arkansas. This is a shot from the front door of our Fayetteville office.

PARTING SHOT

