

# Leader

*An AgCarolina Financial Member Publication — June 2011*



**Davenport Family  
Farms in Community They Love**

**Association Hosts Ag Leadership Institute**

**Farm Machinery and Highway Safety**

# Sharing our success.

**Billy Wood**  
Castalia, N.C.  
Strawberry and  
Vegetable Grower

Billy Wood, a lifelong customer of AgCarolina Financial, looks forward to receiving his patronage check each year. There are several things that have kept him coming back for thirty-five plus years but he says the main reasons are, "The ease of borrowing money and dealing with a financial services officer whom I know and who lives right in my community. Add the patronage to this mix and it's like receiving a bonus!"



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June 2011



### *Mission Statement*

To improve the quality of life on farms and in rural areas of eastern North Carolina through a financially strong cooperative structure and a commitment to provide competitive lending and financial services, ensuring a feeling of partnership with our customers.

### *Vision Statement*

We will strive to be the customer's first choice for service and reliability; providing sound, constructive credit and financial services with emphasis on customer service and increasing customer wealth.

### *Holiday Schedule*

AgCarolina Financial will be closed in observance of the following holidays:

July 4 Independence Day  
September 5 Labor Day

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**Keep up with the latest news!**  
**Just search AgCarolina Financial**

## Leader

An AgCarolina Financial Member Publication  
is published quarterly for stockholders, friends,  
and business associates of AgCarolina Financial.

If you have any questions or ideas for the editorial staff of the Leader, contact Linda Strickland at 800-951-3276, e-mail her at lstrickland@agcarolina.com or write her at AgCarolina Financial, 4000 Poole Road, Raleigh, NC 27610. This publication is for you, our reader. We'd love to hear from you!

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## Message from the President

# You are the Reason for Our Success



Eugene Charville

*We're pleased that again this year we are sharing our profits with our members.*

**B**y now, you should have received your 2010 Patronage Refund check from AgCarolina. Many of our newer AgCarolina Financial members may think this refund has strings attached or that it's too good to be true. But I can assure you that there are no strings and it is absolutely true. The check is cash in your pocket for the trust you've placed in your cooperative and evidence of our financial strength.

Most businesses return profits to their investors, but they certainly don't return a portion of interest payments to their customers. But our unique cooperative structure allows our members to share in the association's profits through patronage refund checks, and we're the only lender in this area to do that.

We have served the agriculture community for more than 95 years. Our members have relied on our expert financial advice and have turned to us for their business and personal financing needs. As a result, our cooperative has grown, and we've been able to return more than \$167 million in patronage dividends to our members over the past 23 consecutive years. Doing business with AgCarolina Financial makes good fiscal sense.

Because your patronage refund is based on the amount of interest earned on your loan, you are receiving a portion of the interest you paid. In addition to great interest rates and terms, which are competitive with, and often better than, the marketplace, your effective rate of borrowing is lowered when you finance through AgCarolina Financial. And the more business you do with us, the more money we can put in your pocket. Over the past 10 years, members have saved an average annual rate discount of 1%. Doing business with AgCarolina Financial means more money to start, expand, and improve your business.

We have remained financially strong and stable despite the economic climate because we are committed to serving your needs. We are member owned and member directed. We are governed by a board made up mostly of local farmers and agribusinessmen, which allows us to remain focused and responsive to the needs of rural America. Each year, the board decides how the association's profits are used. But instead of keeping all of the money as retained earnings or paying it out as allocated surplus or stock, they know that their fellow farmer-members can best use cash. Doing business with AgCarolina Financial means that you'll work with people who understand your operation and your unique needs.



### AgCarolina Financial Patronage Refund History

Year	Initial Cash Payment	Surplus Allocated	Total Patronage to Members
1988	432,029	1,731,118	2,163,147
1989	1,136,059	2,631,670	3,767,729
1990	1,083,192	2,527,787	3,610,981
1991	2,110,915	4,925,468	7,036,382
1992	2,671,421	6,234,877	8,906,298
1993	3,232,734	7,543,379	10,776,112
1994	2,736,678	6,384,919	9,121,596
1995	3,088,301	7,206,036	10,294,337
1996	2,974,190	6,940,111	9,914,301
1997	3,075,800	7,175,200	10,251,000
1998	3,112,539	7,262,044	10,374,583
1999	3,261,021	7,609,381	10,870,402
2000	2,186,164	5,101,050	7,287,214
2001	2,756,830	6,432,604	9,189,434
2002	2,133,308	4,977,718	7,111,026
2003	3,803,285	0	3,803,285
2004	4,739,988	0	4,739,988
2005	6,076,120	0	6,076,120
2006	6,128,500	0	6,128,500
2007	7,218,613	0	7,218,613
2008	6,490,771	0	6,490,771
2009	5,529,484	0	5,529,484
2010	6,416,243	0	6,416,243
<b>23-Year Total</b>	<b>82,394,185</b>	<b>84,683,362</b>	<b>167,077,546</b>

Our members are the reason for our success. As you depend on us for your financing needs, we will grow stronger and continue to share our profits. We hope you will spread the cooperative financial story to friends, relatives, and neighbors. Together we can provide competitive lending and financial services to increase your wealth. That's the way we like to do business.

It's our pleasure to serve you. ➡

# Farm Credit Member savings

To receive the discounts, make sure you identify yourself as a Farm Credit Member and provide member IDs as listed below.



## **Floral Ambiance:**

Go to [floralambiance.com](http://floralambiance.com) or call 800-672-4137. Use promotion code `fccsflowers` to receive \$10 off orders of \$30 or more. Note: The owner of this business is a Farm Credit loan customer!

## **Dell Computers:**

Save up to 30% depending on configuration. Go to [dell.com/farmcredit](http://dell.com/farmcredit) or call 877-289-9437. Use member ID CS25031329

## **National, Alamo & Enterprise Car Rentals:**

–Alamo: Visit [alamo.com](http://alamo.com) or call 800-462-5266 and use Farm Credit ID: 308635.

–National: Go to [nationalcar.com](http://nationalcar.com) or call 800-328-4300 & use Corporate ID: 5700069.

–Enterprise: Go to [enterprise.com](http://enterprise.com) or call 800-593-0505 & use Customer #: XZ12G01. PIN is: FAR.

## **Sprint Wireless Voice/Data Services & Equipment:**

Save 12% on your monthly service charges. Go to [sprint.com/farmcredit](http://sprint.com/farmcredit) or call 866-853-4931. If requested, please reference Farm Credit Council by phone and MFCCS\_ZZZ online.

Have questions? Contact Brianna at [brianna.lucas@fccservices.com](mailto:brianna.lucas@fccservices.com)  
or call 888-275-3227 x3247



## Feature Story

# Davenport Family Farms in Community They Love

Jim Haskins, ABC Communications Group

**W**hen Confederate States Army Corporal J.R. Davenport came home from the Civil War to the Pactolus community of Pitt County, he saw an opportunity ... actually many opportunities. He started a saloon, a cotton gin, a shirt factory, and traded on the N.Y. Cotton Exchange. Plus, he amassed some 400 to 500 acres of prime farmland and planted his first tobacco crop in 1902.

Five generations later, the Davenport family is integrally involved in not only farming but seed conditioning and agribusiness supply businesses, conserving their soil and water, protecting wildlife, and serving as leaders of crop commodity, educational, and business development organizations in the community they've called home for close to 150 years.



Proud of their heritage, J.R.'s great-grandsons, Lawrence and Charles Davenport, carry on the family's business as J.P. Davenport & Son, which was incorporated in 1955.

Lawrence says, "We still have the old general store that our great-grandfather owned and operated." His younger brother, Charles, relates that their grandfather and, some years later, their father operated a grocery and hardware store out of that building. "We're proud that the same building still stands today as a place to hold family, business, and community events."

### Brothers Plant Seeds for Future

When Charles returned to the farm in the late '60s following a stint in the U.S. Navy, he joined his father in growing the family's farming operations, which at that time totaled 300 acres. Charles now serves as the company's vice president and still oversees the farming operation but has good help from his youngest stepson, Chris Sawyer, and long-time farm foreman Ray Gladson.

Today, the farm consists of 3,600 acres of land in Pitt Co, and like all their tobacco-growing ancestors, the Davenports currently grow 200 acres of tobacco. Lawrence and Charles learned from their father to use their tobacco earnings to expand and diversify into other crops. So the Davenports

**New seed** conditioning unit triples Davenport's production volume.



Charles Davenport



Lawrence Davenport

also grow a large number of acres dedicated to cotton, peanuts, corn, and doubled-cropped wheat and soybeans.

Lawrence, who serves as the company's president, graduated from N.C. State with a degree in agronomy and worked for Smith-Douglass Fertilizers for seven years before returning to the family business in 1972.

Both Lawrence and Charles are also partners in Roanoke-Tar Cotton Gin and Lawrence is a partner in Pitt-Martin Fertilizer. But his experience as a sales supervisor for Smith-Douglass has been instrumental in building the family's crop protection chemical and seed conditioning business interests, which is proving to be a successful endeavor.

### Seed Business Grows ... and Grows

Over the past 40 years, Lawrence and Charles have grown their seed business exponentially. Back in their father's day, they were able to process 10,000 bushels of soybeans in a year's time. In the mid '70s, the family expanded their seed processing unit to handle 10 times that amount in a year's time and then followed with another expansion of their capacity in 2010.

In the early '90s, the Davenports started conditioning soybean seed for Pioneer Seed Co., a division of DuPont. As their business relationship with Pioneer Seed grew rapidly, Charles says, "Pioneer encouraged us to upgrade our

## *Davenports Rely on AgCarolina to Protect and Develop their Business*

Over the past several years, the Davenports have used AgCarolina Financial's marketing services to help them develop and manage a comprehensive crop insurance plan on all the commodities they grow. "We never carried much crop insurance on crops other than tobacco. But, with crop input prices so high these days, you can't afford not to have crop insurance on all your crops," says Lawrence.

Of his working relationship with AgCarolina Financial, David says, "It's been a pleasure working with our financial services officer and all the support staff working with him in the Greenville office. They have a good handle on the challenges we face in our farming business."

equipment. So we did, and our seed business grew rapidly."

Just a few years later, two more members of the next generation returned to the family business—Lawrence's son, David, and Charles' oldest stepson, Dave Sawyer. In overseeing the vast expansion of their seed processing capability, David said, "We needed to be able to put more seed in a bag in a faster fashion to be ready to ship soybeans to Pioneer Seed dealers across the country."

"The new facility allowed us to triple our volume to condition and package upwards of 6,000 to 7,000 bushels of soybeans in a 10-hour work shift," says David. Today, the Davenports have storage for 250,000 bushels of soybeans that Pioneer buys under contract with 15 to 20 area growers.

Dave Sawyer, who manages the new seed conditioning and processing unit, adds, "Our new plant was constructed in such a way that we can add on and increase the capacity to 1,200 bushels per hour."

Following the example of the company's founder, J.P., the family saw an opportunity to capitalize on their investment. Using the new facility, J.P. Davenport & Son conditions wheat seed in addition to soybean seed, contracting with 20 to 30 growers to provide seed beyond the wheat they grow themselves. Unlike soybeans, the firm is responsible for not only conditioning but also marketing and selling the approximately 200,000 bushels of wheat needed annually to supply its market. The company sells 90 percent

of its wheat seed through 35 to 40 dealers in Virginia and the Carolinas.

### **Conservation a Priority in Davenport Farming Operation**

Because the Davenports have a family farm legacy to pass on, they make sure to protect natural resources. Wildlife and soil conservation is given significant consideration on the large operation, and the family first developed a land conservation plan in 1983.

In 2007, the Davenports were selected as the "N.C. Conservation Farm Family of the Year" by the N.C. Association of Soil & Water Conservation Districts. While they use a number of traditional conservation techniques to conserve their soil and water, the family also works with many wildlife organizations including the National Wild Turkey Federation, Quail Unlimited, and the N.C. Wildlife Commission. Charles, who has served 12 years on the Pitt Co. Soil & Water District board, says, "From the start, we all have been committed to conservation."

### **Davenports Believe in Serving Community**

Both Lawrence and Charles have been actively involved in leading farm and commodity organizations over the years.

Lawrence has led both the N.C. Crop Protection Association and N.C. Foundation Seed Producers Association, was a member of the U.S. Tobacco Inspection Commission, and serves as a board member of the Tobacco Growers Association of North Carolina. His son, David, who served as president of the N.C. Seedsman's

Association and was named Seedsman of the Year in 2009, is also a board member of the N.C. Ag Foundation.

Lawrence has also been significantly involved with the East Carolina University affiliated Pitt Co. Memorial Hospital board and served as chairman when the group greatly expanded the hospital facilities. He was a founding member and president of the Golden LEAF Foundation. He's served the N.C. State College of Ag & Life Sciences in varying roles and was honored with the College's Outstanding Alumni award in 2001. On a university-wide level, he was a founding member of N.C. State's Board of Visitors and is serving his second year as chairman of the N.C. State Board of Trustees. He is also a recipient of N.C. State's prestigious Watauga Medal.

Charles has served as president of N.C. Soybean Producers Association and as a member of the U.S. Soybean Board. Plus, he's been actively involved in numerous other government conservation programs including the N.C. Agricultural Cost-Share Program and U.S. Fish and Wildlife Services Partners program.

"We realize that we have a great heritage to continue in Pictolus," Lawrence says. "Our great-grandfather didn't leave a legacy, he created one and we're blessed to carry it forward for generations to come."

Lawrence and Charles can look out the window of the building that now serves as J.P. Davenport & Son's multi-purpose store, office, and warehouse facility and see "the old store"—a reminder that the past brings the future together. ✦



**Charles Davenport** is proud of the Davenport's selection as North Carolina's Conservation Farm Family in 2007.



**David Davenport** and Dave Sawyer oversee the Davenport's seed processing business.



**AgCarolina Financial's** Greg Gladson visits with David Davenport to learn how their firm conditions seed for Pioneer Seed Co.



## Ag Biz Program Representative of AgCarolina Financial's Commitment to Farmers



**Above:** Beginning farmer Wilbert Bryant (left) listens to a western N.C. young farmer participant, Marty Waters of Caldwell Co., show him photos of his diverse farming operation.

**Left:** Honey bee business owner Tracy Smith of Hyde Co. receives her Ag Biz Planner certificate and congratulations from AgCarolina Financial CEO Eugene Charville. Looking on at right are her mentor, Murray Balance, a financial services officer in AgCarolina Financial's Swan Quarter branch office; Alicia Morris, the program's manager; and Dr. David Kohl, president of AgriVisions LLC and developer of the Ag Biz Planner program.

**A**gCarolina Financial understands the challenges facing the next generation of farmers. That's why young, beginning, small, and minority farmers continue to look to Farm Credit for financing their unique credit needs. They know that the experienced financial services officers of Farm Credit have been helping generations of farm families succeed well into the future.

Our Ag Biz Planner program is one of the most recent and successful examples of how farm credit is meeting the needs of these vital new

members of the agriculture family. This year AgCarolina Financial sponsored eight farmers to participate in the Ag Biz Planner program.

"Because these farmers face a special set of challenges, we're glad to give them the skills and resources they need to be successful," said AgCarolina Financial CEO Eugene Charville.

The program, which consisted of 24 participants from throughout the state, is aimed at helping young, beginning, small, and minority farmers gain the business and financial skills to successfully manage and grow their operations.

Each participant in the Ag Biz Planner program was paired with a mentor, who served as the participant's teacher, coach, and facilitator as they worked through the course. The majority of the participants were husband and wife teams.

The college-level course included 10 modules, each taking one to two hours to complete. Working at their own pace, participants had two weeks to complete each online module, which ultimately led to the creation of a business plan for their operation.

Here's a close look at four of this year's participants and their program category:

### Young

**Chris and Clara Blanchard**, Bertie County  
Chris and Clara became involved in Clara's family's 2,500-acre tobacco, cotton, peanut, and soybean operation, Urquhart Farms, after getting married in 2009.



**Four Ag Biz Planner** participants are shown with N.C. Ag Commissioner Steve Troxler (center). Jamison Eley (right), a young farmer from Hertford Co., was sponsored by Ag Carolina Financial.



*“Because these farmers face a special set of challenges, we’re glad to give them the skills and resources they need to be successful.”*

*—Eugene Charville, AgCarolina Financial CEO*

## Beginning

**Natalie Wester**, Franklin County

Following college, Natalie joined a diversified 3,500-acre crop and beef cattle cow/calf and feeder operation.

## Small

**Tracy Smith**, Hyde County

Owner of a 150-beehive operation, Tracy markets her “Outer Banks Bees” honey in local stores and sells pollen to area fruit and vegetable crop producers.

## Minority

**Jamison and Sheila Eley**, Hertford County

Jamison and Sheila farm with Jamison’s father on a 400-acre farm, growing tobacco and other crops and managing a broiler operation.

Other participants in the Ag Biz Planner program are listed below.

The Ag Biz Planner curriculum is part of the AgFirst Farm Credit Bank’s Farm Credit University blended training program. This was the second year of a two-year grant from the N.C. Tobacco Trust Fund Commission—coordinated by AgCarolina Financial, Carolina Farm Credit, and Cape Fear Farm Credit—that funded the program.

The Ag Biz Planner program was developed by Dr. David Kohl, professor emeritus of Ag Finance and Small Business Management at Virginia Tech. Dr. Kohl kicked off the e-learning program in November with an Ag Biz Planner webinar and then concluded the program with an Ag Biz Planner conference in March. Other speakers on the conference program included N.C. Ag Commissioner Steve Troxler and Dr. Mike Walden, William Neal Reynolds Professor at N.C. State University. ↩



**Above, Dr. David Kohl** discusses the updated business plan for Wester Farms with beginning farmer, Natalie Wester (center), her mother, Dot (right), and mentor Adam Wyatt of AgCarolina Financial’s Louisburg branch office.

**Top of page, a young Bertie County** farm couple, Chris and Clara Blanchard discuss their business plan with their mentor, Cliff Rose, a financial services officer working out of AgCarolina Financial’s Halifax branch office

Participants	Mentor	Branch Office
Kay Boykin	Preston Sutton	La Grange
Wilbert Bryant	Amy Mustian	Louisburg
Ben and Carol Murphy	Quincy Adams	Raleigh
Richard and Loretta Turcotte	Shaunnika Johnson	Raleigh

**Below, AgCarolina Financial’s** group of participants and mentors gather during the Ag Biz Planner conference held in March in Raleigh.





## Association Hosts Ag Leadership Institute


*AgCarolina Financial hosted eighteen young farm couples in early January at their annual Ag Leadership Institute.*

**T**he Institute is a weekend educational conference that is facilitated by Dr. Dave Kohl, Professor Emeritus in the Department of Agricultural and Applied Economics at Virginia Tech. The conference brings together young, beginning, small, and minority farm customers from across the association's 34-county servicing area where they can meet and network with others in the ag production industry.

Dr. Kohl headlined the conference with the theme, "Positioning Your Business for Agriculture's Next Decade." Important points included the future agricultural business environment in 2025, the state of state agricultural economy, along with a discussion on the global economic growth benchmarks. Discussions also centered around the oil market and real estate.

In addition to these timely topics, participants learn the importance of having a well designed business plan along with a plan in place for transitioning the family farm. Many of the participants are generational farmers and transitioning the family farm is a topic in which they are very interested.

The Ag Leadership Institute is only one of the educational opportunities that AgCarolina Financial makes available to its customers and prospects.

Our 2012 Ag Leadership Institute is scheduled for January 6-8 in Raleigh. If you are a young, beginning, small, or minority farmer and a customer of AgCarolina with an interest in attending this conference, you may contact your financial services officer to learn more about our Ag Leadership Institute. 



**This group** of young ag leaders enjoyed a weekend educational conference designed to help them better position their farming operations for agriculture's next decade.



# Wilson County Young Farmers Association Recognizes Yield Contest Winners



## Corn Yield Contest

**R.J. Hinnant and Sons** won the Wilson County Corn Yield contest with a yield of 199.8 bu/ac with variety Pioneer 39P41. Clay Hinnant receives the award.



## Cotton Yield Contest

**Lamm Farms** was the winner of the cotton yield contest with an average yield of 1,206.5 lb. of lint per acre (overall average). Tyler and Ron Lamm are shown above.



## Outstanding Tobacco Farmer

**Ricky Webb** was recognized as the Outstanding Tobacco Farmer in 2010, sponsored by United Tobacco Company. The award is given annually to a Wilson County producer who grows high yielding and high quality tobacco, and is involved in their community.



## Soybean Yield Contest

**Nichols and Nichols Farms** won the Wilson County Soybean Contest with a yield of 52.2 bu/ac. With variety DP 7330 RR. Dean Nichols received the award.



## Wheat Yield Contest

**Johnson Farming** was recognized as the winner of the Wilson County Wheat Contest with a yield of 65.7 bu/ac. With variety SS520. Bill Johnson is shown with the award.

## Six Young Farmer Customers of AgCarolina Financial Get Lesson on Improving their Flue-Cured Tobacco Crop

Jim Haskins, ABC Communications Group



**Above:** AgCarolina Financial young farmer customers, Rory Wood and Josh Robbins, were among 33 N.C. Tobacco Short Course participants touring Japan Tobacco International's Leaf Services facility in Danville, VA. Flanking them are JTI President Steven Daniels (l) and Dr. Bill Collins, Director of the N.C. State Tobacco Short Course Program.

**Top of Page,** N.C. State Tobacco Short Course participants listen intently as Dr. Bill Collins shares with them his 50+ year career knowledge of tobacco production.

Six young farmer customers of AgCarolina Financial took part recently in a week long N.C. State Tobacco Short Course. They included: Allen Braswell, Greg Manning, Timmy and Terry Mills, all of Nash Co.; Jamie Rouse of Wayne Co.; and Rory Wood, of Greene Co. They were among 33 young farmers, extension agents, research supervisors, and agribusiness and tobacco industry participants from all tobacco growing regions in the state.

"As our industry has faced continuous change, we need to make sure our younger farmers focus on how to attain efficient, quality tobacco production," says Dr. Bill Collins, retired N.C. State extension tobacco specialist and coordinator of the short course program. He added that the six AgCarolina Financial customers were among 22 farmers in the group that plan to grow more than 6,000 acres of tobacco this year.

During the week, which coincided with the Southern Farm Show and the Tobacco Growers of North Carolina Annual Meeting, short-course participants took part in a number of educational sessions aimed at helping them understand all facets of tobacco production and marketing.

One day of the short course was spent visiting the U.S. Tobacco Cooperative and Japan Tobacco International (JTI) facilities in Roxboro and Danville, respectively. These stops were planned to show participants what happens to their tobacco after it is delivered to receiving stations around the state.

Instructors in the N.C. State Tobacco Short Course included extension specialists in agronomy, plant pathology, entomology, agricultural engineering, and agricultural economics in the College of Agriculture & Life Sciences at N.C. State University.

Historically, the N.C. State Tobacco Short Course has evolved from a program that was launched in 1978 by N.C. State Crop Science Professors Dr. S.N. Hawks and Dr. W.K. Collins and sponsored by Philip Morris USA and Philip Morris International up until the tobacco quota buyout occurred five years ago. For the next four years, the program was funded with a grant from the N.C. Tobacco Trust Fund. The N.C. State Tobacco Short Course was funded this year with a grant from the N.C. Tobacco Research Commission.

"Over all those years, more than 900 young tobacco farmers and industry personnel have participated in the program," Collins reports. ✦

# Employee Recognition

## Outstanding Performance

Receiving recognition for their outstanding work in various areas of the organization were the following:

**Edward Farrow** – Loan Growth (not available for photo)



**Preston Sutton**  
Loan Growth



**Greg Gladson**  
Loan Growth

**Jeff Barnes** – Crop Insurance (not available for photo)



**Donna Spencer**  
Credit Life Insurance



**Carson Rose**  
Supporting lending and customer service activities



**NE Region** – Greatest Loan Growth

## Service Awards

Ten employees received service awards at the Employee Recognition Banquet held in January. Congratulations to the following recipients:

### 35 Years



**Pat Bunn**

### 30 Years



**Ellen West, Vicky Martin, and Donald Mozingo**

### 20 Years

**David Carter and Evelyn Richards**  
(not available for photo)

### 10 Years



**From the left, Preston Sutton and Roy Robertson**

### 5 Years

**Katie Wilson**  
(not available for photo)

### 1 Year



**From the left, Jerry Holmes, Cody Waters, Graham Whitehead, Weston McCorkle, and Robert Winders**



**SE Region** – Exceptional Customer Service



**STAR** (Serving The Agricultural Region) Community Service Recognition participants (from the left) **Danny Alexander, Laura Tavares, Crystal Sutton, Donna Spencer, Gene Charville, Rachel Nicholson, and Dave Corum**



## AgCarolina Financial Earns National Award



**T**he three N.C. Farm Credit institutions that sponsored and coordinated the Ag Biz Planner Program recently received national recognition for the program now in its second year. AgCarolina Financial was recognized as a recipient of the Farm Credit Council's prestigious Phelps-Martin Award for Community Service for 2010.

**AgCarolina Financial's** CEO, Eugene Charville, and Linda Strickland, Vice President of Marketing, hold the Phelps-Martin Community Service Award presented at the Farm Credit Council's Annual Meeting in January.

AgCarolina Financial's Vice President of Marketing, Linda Strickland, was part of the team that organized and managed the highly successful Ag Biz Planner Program, which was funded with a grant from the N.C. Tobacco Trust Fund Commission.

Two years ago, AgCarolina Financial's, "Funding Rural Communities," project also won a Phelps-Martin Award. ←

## Grant Applications Being Accepted



**G**rant applications are being accepted through AgCarolina's corporate-giving program, The Fund for Rural North Carolina. Grants are available up to \$5,000 per organization for programs that specifically benefit farmers and rural residents. Applicants may request funding in one of the four focus areas: Education, Environment, Technology, or the Quality of Rural Life.

Grants are either group or organization based and are not generally awarded to individuals.

To learn more about our corporate giving program and to obtain guideline criteria for grants, go to [www.agcarolina.com](http://www.agcarolina.com), select News, Community Involvement. Applications are available online and will be accepted through October 15. ←





# Young Producers: Opportunities and Stakes are High

**R**ecently, I participated in a press conference concerning the future of agriculture, and one of my comments was taken out of context. My quote was, “There will be more opportunity in agriculture in the next 10 years;” however, the press stopped there. They failed to mention that I also said, “... but the stakes will be higher with greater possibility of failure.” This is particularly true for the young producers, women, and minorities I have seen attending agricultural seminars in increasing numbers. To ensure that this younger generation of producers is ready for the challenges of the next decade, the Farm Credit System and others have made a concerted effort to provide educational venues covering a wide range of subjects for a diverse set of business models. Programs range from online courses intermixed with face-to-face sessions, to those that are extended multi-day programs in seminar format. Young agriculturalists are eager to apply their talents to an industry being called upon to provide food, fiber, and fuel to a growing world population.

It has been very enjoyable and rewarding to conduct many of these young producer programs where the objectives are not only to inform, but motivate participants to action, and provide networking opportunities.

This group faces challenges including high startup costs, obtaining capital, maintaining balance in business and family dynamics, and overall time management. Others in family businesses are challenged by intergenerational family issues and communications, along with the economics of buying-out parents, relatives, or siblings while still maintaining a positive bottom line.

That being said, this generation of “cup half-full” thinkers is intrigued by the possibilities of

being entrepreneurial, with an attitude that one size of business does not fit all. Other producers are challenged to engage consumers and the public that has grown distant from their agricultural roots. Some young families cherish the possibility to teach work ethic and value systems to their children and other youth through their farm or ranch.

In an environment that will be more challenging with volatility at the extremes, what actions will place the ledger in the young producers’ favor? While this list is not comprehensive, here are a few ideas for success.

First, keeping accurate financial records and an overall management system is not an option, but a requirement.

Second, developing and placing into action a sound business plan that is flexible enough to adjust to the rapidly changing business environment is critical.

Having a good team of advisors, including lenders, suppliers, mentors, and positive-thinking peers will be vital in managing the emotional roller coaster.

The new generation will be interdependent and interconnected for success. Enhancement of people skills whether dealing with suppliers, consumers, the public, or employees and family members is an element that needs to be stressed.

Knowing your strengths and compensating for your weaknesses will develop a balanced approach to a sustainable business model.

In this high opportunities and high stakes environment, the following quote by Gene Brown sums it up. “The good thing about being young is that you are not experienced enough to know you cannot possibly do the things you are doing.”



Dr. David M. Kohl

*“The good thing about being young is that you are not experienced enough to know you cannot possibly do the things you are doing.”*

— Gene Brown

## Welcome to New Employees



**Sandy Baird**, a Customer Service Representative, in the Halifax office, began her employment on January 18. Prior to joining the association, she was employed as a

Loan Officer Assistant for Citizens Community Bank in Roanoke Rapids. Sandy and her eighteen-year-old son, Tyler, reside in Halifax. Her favorite hobby is shopping!



**Danielle Pugh** was employed as an Agribusiness Credit Analyst on January 24. She is a graduate of North Carolina State University where she received a degree

in Extension Education-Communications and she received her Master's in AgriBusiness Management from the University of Florida. She is a native of Moyock in Currituck County and the daughter of Leon and Kathy Pugh. She currently resides in Raleigh. Hiking, camping, backpacking, traveling, and vineyard tours/wine tasting are among her hobbies.



**Scott Jackson** began his employment with AgCarolina on March 28 as a credit analyst in the Capital Markets Division. Prior to joining the association, Scott was

employed as a corporate controller with GIS of North Carolina. He and his wife, Janet, reside in Dunn with their daughters, Jenna, 15, and Anna, 6. Scott's hobbies include golf and attending ECU football games.



**Ryan Murphy** joined the association on March 28 as a Credit Analyst. Ryan will be based in the Greenville location and will be working with accounts across the SE region.

Ryan's banking background includes Wachovia Bank where he served as a portfolio manager and also Sovereign Bank where he worked as a credit manager. Ryan resides in Greenville and enjoys golf and ECU football. He is also Chairman of the Greene County Ducks Unlimited.



**Suzanne Weber** began her employment on March 28 as a Customer Service Representative based in the New Bern office. Suzanne relocated to eastern North Carolina

from New Jersey where she worked as a real estate paralegal. Her hobbies include record collecting, boating, and surfing. She and her fiancé, reside in Arapahoe, along with her eight-year-old son, Gibson Shane.



**Thad Dove** joined the AgCarolina team on April 1 as a Financial Services Officer in the Williamston location. Prior to joining AgCarolina, Thad was employed with

First South Bank in Washington N.C. He is a Rotarian and he enjoys fishing and cooking. He is also a pilot. Thad is currently residing in Greenville.



**Cody Lamb** joined the association on April 1 as a Financial Services Officer. Cody is a native of Perquimans County and a 2010 graduate of North Carolina State

University where he received a B.S. in Ag Business Management. Cody will be working with the financial services team in Elizabeth City. He and his wife, Lauren, reside in Hertford where Lauren is employed with Gateway Bank. In his free time, Cody enjoys hunting and playing softball.




**Abby Maddox** joined the association on April 1 as a Financial Services Officer. Abby will be based in the Rocky Mount location. A graduate of North Carolina

State University, Abby received a B.S. in Animal Science. She is a Nash County native who enjoys all outdoor activities. She resides in Spring Hope with her husband, David, who is a United States Marine, currently serving in Afghanistan. Prior to joining AgCarolina, Abby was employed with Southern States as an internal auditor.



**Ashley Nobles** joined the association as a Customer Service Representative in the Greenville office. Ashley graduated from East Carolina University in May with

a B.S. in Business Management and joined the association as a full-time employee on May 15. Prior to beginning full-time employment, Ashley worked on a part-time basis during her final semester at East Carolina. Ashley is the daughter of Mary and Joe Nobles of Cove City. She loves the beach, shagging, water sports, and hunting with her dad, brother, and cousins. 

## Retirement

**C**ongratulations to Pat Bunn upon her 35-year career with the association. Pat began her Farm Credit career in December, 1975 as an office assistant in the administrative office of Carolina Production Credit in Rocky Mount. Over the years, Pat held various positions in the offices of Nashville, Raleigh, and Rocky Mount, retiring as a Customer Service Manager of the Northwest Region on January 31.

Pat says, "It was always a pleasure working with some of the finest folks in the country, our farmers. I will greatly miss my working relationship with them. And, my co-workers are the best that anyone could work with." She adds, "Our customers and my co-workers were like an extended family."

Pat and her husband, Robert, who has been retired for several years, are looking forward to traveling and enjoying their golden years. 🌱



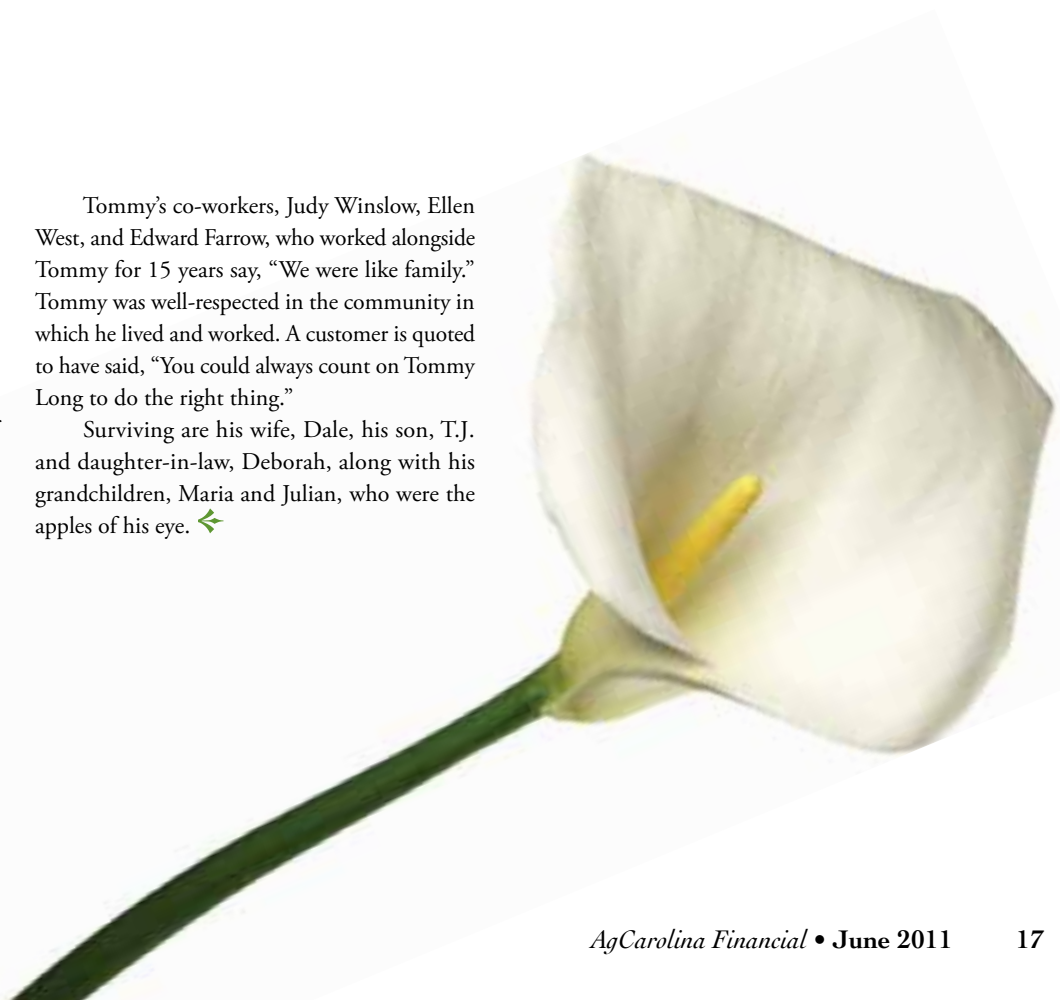
**Gene Charville**, AgCarolina's President and CEO, presents Pat Bunn with an engraved plaque in recognition of her 35-year Farm Credit career. Pat's husband, Robert, along with friends, co-workers, and family joined in the celebration.

## In Memoriam

**T**homas "Tommy" Long, a longtime AgCarolina Financial employee whose career spanned over 35 years, passed away on April 20, 2011. Tommy began his career with the Albemarle Production Credit Association (PCA) in Elizabeth City and had served as a Branch Manager of the Edenton and Plymouth offices. In 1981, he became President of Albemarle PCA. Upon merger in 1983, he served as Executive Vice President/Area Manager until reorganization and then became Branch Manager of the Elizabeth City office until his retirement in March 2008.

Tommy's co-workers, Judy Winslow, Ellen West, and Edward Farrow, who worked alongside Tommy for 15 years say, "We were like family." Tommy was well-respected in the community in which he lived and worked. A customer is quoted to have said, "You could always count on Tommy Long to do the right thing."

Surviving are his wife, Dale, his son, T.J. and daughter-in-law, Deborah, along with his grandchildren, Maria and Julian, who were the apples of his eye. 🌱



## Farm Safety



# New Agricultural DVD Addresses Four Major Safety Topics

*The information is provided by the NCDOL Agricultural Safety and Health Bureau. If you have any questions or comments, please contact ASH at (919) 807-2923.*

### Forklift Safety

This instructional segment of the DVD provides practical advice for workers who will be using any type of forklift. The film features Hispanic workers giving advice on safe forklift use in simple terms to other workers. Additionally, the film provides a step-by-step demonstration of a sample inspection that should be performed prior to use of the machine. The segment serves as a great supplement to on-site training with plenty of important safety reminders.

### Tobacco Baler Safety

If you have ever seen anyone climbing into a tobacco baler, then you have witnessed an unsafe procedure. No one should ever be inside of the baler machine, and this film explains why by detailing safe machinery techniques and showing problem areas. The film explains in plain terms how to operate safely a baler for tobacco. Additionally, instructions are given for proper clothing when working with heavy farm machinery such as the baler. The segment provides a great supplement to mandatory on-site training.

### Tobacco Harvester Safety

What could happen if someone caught his shirt sleeve in the headers of a tobacco harvester? Watch as this film demonstrates with a scarecrow what can happen when safety precautions are not followed. In this segment, Jose explains proper techniques for operating a tobacco harvester safely, reminds workers on what should be done before getting on or off, how to handle refueling, and more!

### Heat Stress Awareness

This segment of the DVD clears up many myths related to working in the heat. Watch as workers share tips on how to prevent heat stress while working on the farm. Although adequate water is essential to preventing heat-related illnesses, there are many other measures that ensure worker health and safety under the sun. Many agricultural workers die each year from heat-related problems. These deaths can be prevented! ⬅

**To receive your copy** of the Farm Safety DVD, return this form in a stamped envelope to:

**N.C. Department of Labor  
Agricultural Safety and Health Bureau  
1101 Mail Service Center  
Raleigh, NC 27699-1101**

☐ **I would like to receive one FREE copy of the Farm Safety DVD!**

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**return this form in a stamped envelope to: N.C. Department of Labor  
Agricultural Safety and Health Bureau  
1101 Mail Service Center  
Raleigh, NC 27699-1101**

Additional copies can be purchased for \$10 each (postage paid). Make checks payable to N.C. State University and submit your written request to: Farm Safety DVD | c/o Communication Services | Box 7603 NCSU | Raleigh, NC 27695



## Farm Machinery and Highway Safety – What's the Law?

**T**ake a few minutes to review the questions and answers below that can help reduce your risk of loss.

### What lighting is required when I drive my tractor at dawn or dusk?

Farm tractors operated on a highway at night must be equipped with at least one white lamp visible at a distance of 500 feet. At least one red lamp, visible at a distance of 500 feet should be mounted to the rear of the farm equipment.

### What is the exact meaning of the bright orange triangle sign—sometimes I see it on farm vehicles and sometimes I don't. And, sometimes it's used to mark the entrance of driveways. Is that appropriate?

The orange triangle outlined with red reflective tape is a slow-moving vehicle sign, and should be placed with one point of the triangle facing upward on the rear of slow moving vehicles. It needs to be placed on the vehicle at a height of two to four feet above the ground. This sign alerts other drivers to the fact that the vehicle bearing the sign may be moving at 15 to 25 M.P.H. on roads where the posted speed limit may be 55 M.P.H.

And, no, this sign was never meant to be used to mark the entrance to a driveway.

### Is the slow-moving sign required on farm vehicles driving on N.C. roads?

No, it is not. Of the top ten agricultural states in the United States, only Arkansas and North Carolina do not mandate that the slow-moving sign be posted on farm vehicles.

The slow-moving sign is required by OSHA standard 1910.145(d)(10).

### When I use hand signals, the drivers behind me think that I am flagging them to go around me. Doesn't anyone know hand signals anymore? What is the law on hand signals?

Hand signals, given from the driver's window using the left hand and arm, are a very acceptable way to communicate to other drivers what you intend to do. In fact, turn signals are not required on farm machinery in North Carolina, but all motor vehicle operators on public roads are required to signal when stopping or turning.

Hand signals are the most appropriate way to communicate to others when driving farm equipment.

### What's the best way to allow those drivers who are in such a big hurry to pass me on my rural roads?

We suggest that you do not wave other drivers around when you are on your tractor. This waving motion is too similar to a left hand turn signal. Pull off the road at a convenient spot and let the traffic pass.

### Is our farm machinery required to be equipped with mirrors?

No. Farm tractors or other pieces of farm machinery are not currently required to be equipped with rear view mirrors.

### I have the feeling that some folks think that I have no right to drive my tractor on public roads. How do folks think I'm going to move from one field to another?

Farm equipment is legally entitled to travel on most roads in North Carolina (except interstates).

The only advisable time to pass farm equipment is when the tractor operator has moved off the road at the nearest practical location. ➔

*Farmers are spending more time today moving equipment and machinery on public roads to various locations for planting, cultivating, and harvesting of their crops. Traveling public roadways with agricultural equipment requires extra care to ensure the safety of yourself and other motorists.*

*The information is provided by the NCDOL Agricultural Safety and Health Bureau.*



## Myth-busting: How Much Do Fruits and Vegetables Really Cost

By Carol S. Mitchell, PhD, RD, LDN: Wake County Cooperative Extension



*Many of us are aware of the federal dietary guidance to eat more fruits and vegetables.*

*However, most Americans do not consume the recommended amounts or variety.*

The U.S. Department of Agriculture (USDA) released a study in 2009 that showed families from all income levels (low, middle, and high) are the same as far as fruit and vegetable intake. We make our food choices based on a combination of factors including price, taste, convenience, and awareness of the link between diet and health.

A sentiment frequently voiced is that eating healthfully costs more than eating a diet composed of less healthful foods. On February 9, Agriculture Deputy Secretary Kathleen Merrigan visited North Carolina State University. During her visit she shared new findings released by the USDA that in her words are “myth-busting.” The report revealed that processed fruits and vegetables were not consistently more or less expensive than fresh produce.


The report estimated the average retail price of 153 fresh and processed (frozen, canned, dried) vegetable, and fruits. The study measured only the edible portion of a food when it had been cooked or prepared and was ready to be eaten. For example, the findings show that canned carrots (34 cents per edible cup equivalent) were more expensive than whole fresh carrots eaten raw (25 cents per edible cup equivalent). The findings

show that canned peaches (58 cents edible cup equivalent) were less expensive than fresh (66 cents per edible cup equivalent).

The findings point out that the retail price per pound can vary a great deal from the price per edible cup equivalent. For example, fresh broccoli florets and fresh ears of corn may sell, on average, for approximately \$1.80 per pound at a retail store. Once the inedible parts of the corn are removed and the product is cooked the cost of the corn is nearly twice as much as the broccoli florets (\$1.17 vs. 63 cents per edible cup equivalent).

You might be surprised to learn that watermelon, bananas, apples, navel oranges, honeydew melon, plums, and nectarines all cost less than 50 cents per cup, per the findings. The study also found that these eight fresh vegetables could be purchased for less than 50 cents per cup: whole carrots, iceberg lettuce, onions, cauliflower, celery, baby carrots, romaine, and radishes.

The bottom line: It may not be the cost that prevents us from making the healthier choices. Other challenges many of us face may stem from access, preparation time, and food habits.

Read the USDA’s report or more about it in Food Safety News. 





## Recipes

# At a Market or Stand Near You!

### Fresh Peach Lush

#### First Layer:

- 1 cup chopped pecans
- 1 cup plain flour
- ½ cup butter melted

Mix above ingredients and spread in 13x9 pan. Bake at 350 deg. F for 15 minutes. Cool completely.

#### Second Layer:

- 8 oz. cream cheese, softened
  - 8 oz. Cool Whip
  - 1 cup powdered sugar
  - 1 tsp. vanilla
  - 1 tsp. ground cinnamon
- Mix and spread over cooled crust

#### Third Layer:

- 3 cups sliced peaches
  - 2 ½ Tbsp. cornstarch
  - 1 cup sugar
  - 1 tsp. almond flavoring
- Combine peaches, cornstarch, and sugar. Cook over medium heat for about 5 minutes – until thick. Remove from heat and add flavoring. Cool completely and spread over second layer. Top dessert with 8 oz. Cool Whip.

### Summer Green Bean Casserole

- 2 cups fresh N.C. green beans
- ¾ cup milk
- 1 can condensed cream of mushroom soup
- 1/8 tsp. black pepper
- 1 can (2.8 oz.) French Fried onions
- 1 can sliced water chestnuts
- ½ red N.C. bell pepper diced

In a medium bowl combine beans, milk, soup, pepper, water chestnuts, red bell pepper, and ½ can French Fried Onions; pour into a 1 ½ quart baking dish. Bake, covered, at 350 deg. For 1 hour or until green beans are tender. Top with remaining onions; bake, uncovered 5 minutes or until onions are golden brown.

### Squash Casserole

- 2 lbs. yellow summer squash, chopped
- 1 small onion, chopped
- 1 Tbsp. margarine
- 1 cup cream of chicken soup
- 8 oz. sour cream
- ½ cup margarine, melted
- 8 oz. Pepperidge Farms Herb Dressing mix
- Salt and Pepper to taste

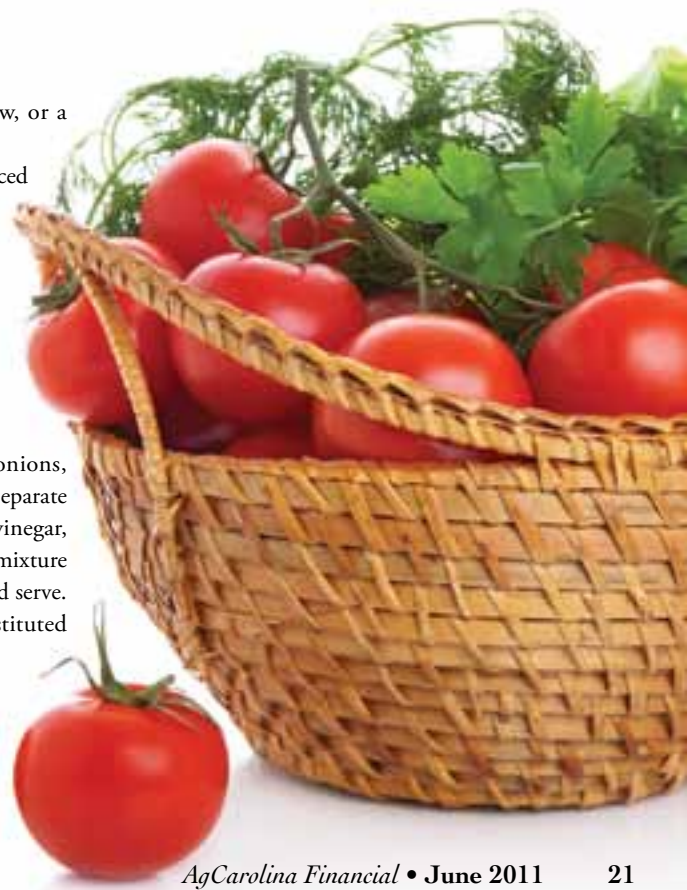
Boil the squash and onion until tender; drain and season with salt and pepper and 1 Tbsp. of margarine. Stir in the soup and sour cream. In another bowl, mix the dressing mix and ½ cup melted margarine. Pour ½ of the stuffing mixture into the squash mixture and stir. Put in a 2-quart casserole dish or a 9x13 baking dish. Top with remaining stuffing mixture. Bake at 375 deg. For 30 minutes.

### Corn Salad

- 2 cups fresh N.C. corn (white, yellow, or a combination)
- ¾ cup cucumber, peeled, seeded, and diced
- ½ cup diced red onion
- 3 Roma tomatoes, chopped
- 6 scallions, chopped
- 3 Tbsp. Greek yogurt
- Salt and Pepper
- ¼ cup red wine vinegar
- ½ cup Olive Oil
- 3 Tbsp. fresh cilantro, chopped

Combine the corn, cucumbers, onions, tomatoes, and scallions in a bowl. In a separate bowl, blend yogurt with salt, pepper, vinegar, oil, and chopped cilantro. Add yogurt mixture to corn and toss gently to coat. Chill and serve. Note: Lemon basil or dill may be substituted for cilantro. ➔

*Fresh fruits and vegetables are filling up our farmers markets and roadside stands all across eastern North Carolina. Fresh and local are the best so take advantage of this time of the year for N.C. produce and enjoy the days of summer!*



## Photo Contest



# Eastern North Carolina in Full Color

**H**elp us fill our photo calendar for 2012 with your photos of eastern North Carolina and have a chance to win a cash prize.

Entry form is below and is also available at [www.agcarolina.com](http://www.agcarolina.com), select Photo Contest.

Deadline for entries is August 19, 2011.

### Contest Rules:

Photo should be taken within the 34-county territory of AgCarolina Financial.

### Who is Eligible?

Customers and employees of AgCarolina Financial

### Photo Ideas Include:

Kids Helping on the Farm  
Nature Scenes  
Harvesting of Crops  
Livestock, Wildlife  
Generations of Families  
Classic and Antique Farm Equipment  
Outdoor Landscape Scenes  
Sunrises, Sunsets  
Barns  
Farm Animals

The contest is open to all creative work; you do not have to limit yourself to the ideas above.

### Preferred Images:

The preferred image format is full-resolution digital photographs, 6 megapixels or larger.

(Photographs taken from a cell phone camera are not suitable). Images should be in JPG format and at the highest quality setting of your camera. Please note that your camera may create images in multiple sizes and formats. The largest image is required for high-quality calendar printing. As a general guide, full-resolution photos typically have a file size of 2MB or larger, and a pixel size of 2,600 pixels or larger in the largest dimension. Due to the large size of high-resolution photographs, please do not attempt to submit photos as email attachments. Burn images to CD or thumb drive and mail with your entry form to AgCarolina Financial.

All images and supplied media (used or unused) become the property of AgCarolina Financial. No images will be returned.

No more than three (3) entries per individual.

### Deadline:

All entries must be received by August 19, 2011.

### Identify:


All photos must be identified with name and address. If submitting print photos, do not write on the back of the photo.

#### Cash Prizes Awarded

1st Place	\$300
2nd Place	\$200
3rd Place	\$100

Winning entries will be featured in the 2012 AgCarolina Financial Calendar, the AgCarolina Financial Leader magazine, and online at [www.agcarolina.com](http://www.agcarolina.com).

### To Enter:

Complete the entry form and mail it along with your photo to AgCarolina Financial, PO Box 14789, Raleigh, N.C. 27620 Attn: Linda Strickland. Photocopies of this form are acceptable. If you have questions, please call 800-951-3276, Ext. 214 or inquire by email to [lstrickland@agcarolina.com](mailto:lstrickland@agcarolina.com). 

## 2011 Eastern North Carolina in Full Color Calendar Submission Form

Submit one form with each photograph (photocopies of this form are acceptable)

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail Address \_\_\_\_\_

Briefly describe your photo: (What is happening...when and where it was taken.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I/We understand that images will not be returned and each photo submitted comes with full and unlimited rights to print the photo, without credit, in AgCarolina Financial literature, without further obligation to the photographer or those people who have their person or items pictured.

Signature of Contributor \_\_\_\_\_

Send entries to: Linda Strickland, AgCarolina Financial, PO Box 14789, Raleigh, NC 27620



## First Quarter Financial Report

### Consolidated Balance Sheets

	March 31, 2011 <i>(unaudited)</i>	December 31, 2010 <i>(audited)</i>
<i>(dollars in thousands)</i>		
<b>Assets</b>		
Cash	\$ 1,216	\$ 1,514
Loans	855,785	857,161
Less: allowance for loan losses	11,613	11,584
Net loans	844,172	845,577
Other investments, held to maturity	42,702	57,503
Accrued interest receivable	9,392	13,622
Investments in other Farm Credit institutions	13,707	13,713
Premises and equipment, net	8,783	8,809
Other property owned	1,163	1,163
Due from AgFirst Farm Credit Bank	1,421	7,607
Other assets	9,780	10,306
Total assets	\$ 932,336	\$ 959,814
<b>Liabilities</b>		
Notes payable to AgFirst Farm Credit Bank	\$ 735,517	\$ 769,254
Accrued interest payable	1,758	1,862
Patronage refund payable	426	6,526
Other liabilities	19,090	12,681
Total liabilities	756,791	790,323
Commitments and contingencies		
<b>Members' Equity</b>		
Protected borrower equity	27,010	24,558
Capital stock and participation certificates	3,248	3,180
Retained earnings		
Allocated	79,414	79,014
Unallocated	65,873	62,739
Total members' equity	175,545	169,491
Total liabilities and members' equity	\$ 932,336	\$ 959,814

### Consolidated Statements of Income

(unaudited)

	For the three months ended March 31, 2011	2010
<i>(dollars in thousands)</i>		
<b>Interest Income</b>		
Loans	\$ 10,444	\$ 10,426
Other	533	730
Total interest income	10,977	11,156
<b>Interest Expense</b>		
Notes payable to AgFirst Farm Credit Bank	5,156	6,015
Net interest income	5,821	5,141
Provision for (reversal of allowance for) loan losses	800	500
Net interest income after provision for (reversal of allowance for) loan losses	5,021	4,641
<b>Noninterest Income</b>		
Loan fees	1,091	924
Fees for financially related services	202	441
Equity in earnings of other Farm Credit institutions	1,406	1,464
Gains (losses) on other property owned, net	—	(23)
Insurance Fund refunds	—	1,091
Other noninterest income	108	128
Total noninterest income	2,807	4,025
<b>Noninterest Expense</b>		
Salaries and employee benefits	3,015	2,705
Occupancy and equipment	279	272
Insurance Fund premium	108	168
Other operating expenses	787	736
Total noninterest expense	4,189	3,881
Net income	\$ 3,639	\$ 4,785



AgCarolina Financial  
P.O. Box 14789  
Raleigh, N.C. 27620

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# Land of the free.

As we celebrate our independence, let us not miss an opportunity to thank the American service men and women who fought for our freedom and those who are continuing to ensure that America stays the land of the free and the home of the brave.



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

