



the CREDIT LINE

Published for the Farm Credit of Southern Colorado Community

Farm Credit Welcomes New Leadership

Farm Credit of Southern Colorado is pleased to welcome Jeremy Anderson to fill the role of President and CEO. The role was vacated in June when Alan Woodard made the decision to return to Kansas. We are grateful to Shawna Neppl, Chief Financial Officer, for doing an outstanding job in the role of Interim CEO during this time.



Mr. Anderson comes to Farm Credit of Southern Colorado from Heartland Bank, a community bank in Hastings, NE, where he most recently served as Regional President. Throughout his role at Heartland Bank, he oversaw six locations of the bank, and was responsible for all marketing activities of the organization, as well as managing the bank's largest and most profitable markets.

"I am extremely excited to join an exceptional team with Farm Credit of Southern Colorado," said Anderson. "I look forward to being a part of an organization with such deep rooted commitment to agriculture and rural America."

Mr. Anderson's first day at Farm Credit of Southern Colorado was November 13, 2017. The Board and staff are pleased and excited to be working with Mr. Anderson as he begins a new chapter of our Association as CEO.

Farm Credit Supports a Strong Farm Bill

Farm Credit supports passage of a strong Farm Bill in 2018. Declines in commodity prices in the past several years are pushing down farm income and many farm families are making adjustments to their operations. For the most part, farmers entered this lower price cycle with healthy balance sheets but the long period of low prices is taking a toll. Farm families need a Farm Bill that provides a safety net for their operations to help them make it through this cycle. We encourage Congress to pass a strong Farm Bill at the earliest opportunity.

Farm Credit's priorities for the Farm Bill include:

- Strengthening the federal crop insurance program,
- Expanding the Farm Service Agency guaranteed loan program and
- Boosting investment in rural infrastructure.

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From the President's Desk

Jeremy Anderson, President and CEO

I would like to use this opportunity to introduce myself. As this newsletter is going to print, I am just beginning my first days as the new CEO. I grew up on a row-crop farming operation in Clay County, Nebraska and have farmed with my wife and family there for 24 years. When this opportunity came to relocate to Colorado Springs and to begin working with employees and customer owners that are dedicated to agriculture and the rural landscape, my wife Gretchen and I knew it was the right fit!

My wife and I have 2 children. Our son is a freshman in college this year and our daughter is a freshman in high school. Our family is enjoying exploring the Colorado Springs area and I can't wait to have them meet as many of you as possible.

I have been a community banker for the past 16 years and have served in various capacities during work at both smaller family owned banks and a large national organization. My most recent position was at a community bank in Central Nebraska where I managed a team similar in size of employees as Farm Credit of Southern Colorado. I pride myself on being a builder of culture for customers and employees and I know I step into an organization that is strong in that area and in tradition. I would like to compliment and thank our board of directors and the management team. During the past year they have led this organization well and have positioned Farm Credit of Southern Colorado for growth and a very bright future. I also want to thank Shawna Neppel our CFO. Shawna stepped into the interim CEO role for over 6 months and in the past month has been patiently working to bring me up to speed while I finished obligations in Nebraska.

I know that agriculture is facing uncertainty as we have come down from the all-time highs in both production agriculture and for cow/calf operations. I am proud to know that Farm Credit of Southern Colorado is a partner to your operation and businesses as we navigate these times together. We believe in improving the quality of life in rural America and I look forward to beginning this journey together.



Strong Farm Bill continued from page 1**Crop Insurance**

Congress created the crop insurance system through the Federal Crop Insurance Corporation (FCIC) to promote the economic stability of agriculture. A successful public-private partnership, crop insurance is federally regulated and delivered by the private sector to help farmers maintain the country's safe, affordable food supply.

Given the trend in recent years of lower prices for commodities and declining farmer net income, it is critical for policy makers to maintain a strong farm safety net that includes affordable crop insurance. Participation by producers of all types – small and large – is vital to the safety and actuarial soundness of the crop insurance program. Impairments to the program, such as shrinking the risk pool, could make crop insurance unavailable or unaffordable to producers.

Farm Credit believes crop insurance must provide more coverage options for specialty crops while continuing to serve its traditional commodity constituencies. Without the risk protections provided by crop insurance, agricultural lenders would be forced to tighten underwriting standards. The consequence of tighter credit would make it more difficult for farmers to plant crops and replace capital assets. Economic growth would slow and rural communities would suffer.

Farm Service Agency (FSA) Loan Programs

Farm Credit institutions are committed to supporting our customer-owners during the current low price cycle. We remain financially strong and are using that strength to ensure a stable flow of credit to farm and ranch families.

FSA guaranteed loans are a critical tool as Farm Credit institutions work with their customers, especially young and beginning producers. Unfortunately, loan size limitations on FSA guarantees no longer adequately meet the needs of many producers. As land prices, crop inputs and facilities costs have increased during the past decade, FSA loan limits simply did not keep pace.

Farm Credit supports the continuation of the FSA guaranteed and direct loan programs and increasing the volume of loans available. We also support increasing the loan size limits for FSA guaranteed loans.

Rural Infrastructure

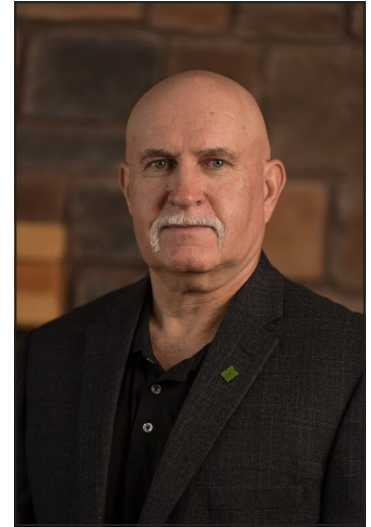
Farm Credit organized the Rebuild Rural Coalition of more than 200 farm and rural groups to advocate for the unique infrastructure needs of rural communities and agriculture. USDA's rural infrastructure programs remain critical to providing clean water to rural families, modern telecommunications to rural communities and reliable energy to rural homes and businesses. In addition, USDA's Community Facilities program is helping to build and modernize critical access hospitals, senior care facilities, schools and more to strengthen our rural communities.

Whether as part of the Farm Bill or as part of stand-alone infrastructure legislation, Farm Credit strongly supports programs tailored to the unique needs in rural America and that attract more private investment in rural infrastructure.

For more information, please contact the Farm Credit Council (ask@fccouncil.com or 202.626.8710).

Dave Self Announces Retirement

Congratulations to Chief Credit Officer Dave Self who has announced that he will retire from Farm Credit of Southern Colorado on February 28, 2018. Dave began his Farm Credit career in 1981 with Central Texas PCA in Lockhart, TX. Dave worked in three associations in Texas before moving to Tempe, AZ where he worked for Western Farm Credit Bank. In July 1991, Dave came to Colorado Springs where he joined the Colorado Springs PCA. Dave worked for the Colorado Springs PCA until it entered into joint management with the Colorado Springs FLBA. After the joint management stint, several Associations in Colorado merged to become FCSC. Dave and his main boss, (wife Lanae), plan to be in Colorado Springs for a while until improvements can be made to their home and then they plan to sell and retire in Texas on a lake. Dave's credit and lending knowledge have proved invaluable to Farm Credit of Southern Colorado throughout his career. We will miss that knowledge and his great sense of humor, but wish him a very happy retirement. Congratulations and thank you to Dave for the 37 years and two months that he gave to the Farm Credit System.



Rural Appraisal as a Career

Chief Appraiser Bill Barnes was recently featured in the American Society of Farm Managers and Rural Appraisers newsletter, following is an excerpt.

The desire to work in big-time finance in a small town environment lead William (Bill) Barnes, ARA to make a career in rural appraisal. He joined ASFMRA in the 80's for the appraisal education and professional growth opportunities and has held membership ever since. "I have stayed a member for the professional networking opportunities, the relationships I have developed over 30 years all over the country and still the excellent agricultural appraisal education opportunities," said Bill. "No matter where in the United States Farm Credit of Southern Colorado may have a potential loan, I "know a guy" I can call to help us accurately value that property for a sound lending decision." The national network he has been able to build of real estate professionals and agricultural peers has been a huge asset to him.

Passionate about building the next generation of farm and ranch appraisers, Bill enjoys teaching and uses his expertise to share knowledge and advice. His biggest piece of advice to young professionals hoping for a career in ag is to be open to different opportunities. "Be flexible. For the first five years, go anywhere, do anything to gain experience. Bring your IT skills, social media savvy and computer expertise and share it with older employees." According to Bill, that experience is invaluable and you will be able to leverage it later and then you can be picky about where you live and work.

When he is not working Bill can be found travelling, enjoying the outdoors, and tending to his farm with his wife of 37 years, Leslie. They raise irrigated alfalfa, apples, peaches, grapes and bees for honey. They have three grown college graduate children who are spread out across the country from Kodiak, AK to Washington D.C.

Some Scams Never Go Away

Tips from the Farm Credit of Southern Colorado IT Department

Originating in India around 2008, tech support scams are a simple and effective way of preying on individuals' fear. Within the Farm Credit System, there was an Association where a member fell for this scam even though the Association had its own IT department.

In its earliest form, the tech support scam involved a scammer cold-calling English speaking countries, and claiming to represent Microsoft Technical Support. The victim would be informed that their machine was infected with malware, and that the caller would help them remove it if granted access to the machine. Naturally, once access was granted, the scammer would "fix" the problem and promptly demand payment.

While this version of the scam is still being used in some cases, for the most part, the process has been enhanced with the use of mass-targeted phishing. Now scammers send out millions of phishing lures claiming to contain invoices, bills, late payment charges, and other panic-inducing content in order to grab the attention of potential victims and persuade them to click a link or call the scammer directly. In this case, the Association member clicked on an ad on a webpage which then showed a screen claiming the computer was infected and to call "Microsoft Tech Support" to resolve the issue...and they called the number!

The goal is simple: Scare the victim into giving up their personally identifiable information (PID) and/or credit card information.



**Manage Your Accounts
Where You Want
When You Want**

Check out Farm Credit of Southern Colorado's new app. Download it today on iTunes or Google Play (search Farm Credit of Southern Colorado). Log into the mobile app with your existing online banking credentials. There is no separate enrollment process for mobile banking.

- Check loan balances
- Approve transactions
- View recent transactions
- Transfer funds
- Receive Farm Credit notifications

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Branch Locations**

Burlington (719) 346-5324
Colorado Springs (719) 570-1087
La Junta (719) 384-4455
Lamar (719) 336-7474
Limon (719) 775-2838
Monte Vista (719) 852-3341
(800) 815-8559

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This mission of Farm Credit of Southern Colorado is to provide innovative financial solutions to a diverse rural America one relationship at a time.