

# Neighbors

Published exclusively for Farm Credit Southeast Missouri

Winter 2018

*What's  
growing on  
the inside...*

- 2** Fall Scene Winners
- 3** New Branch Office to be built in Poplar Bluff/  
Director Election Results
- 4** Meet Our New Employees
- 5** Promotions/  
Retirements
- 7** Length of Service Awards



## Farm Credit SEMO Board Approves Patronage Program for 2019

For the 26th consecutive year, the Farm Credit Southeast Missouri Board of Directors has approved a patronage refund program for 2019!

Our Patronage Refund Program is a prime advantage of being a Farm Credit customer-owner. Since 1994, Farm Credit SEMO has distributed a portion of its profits back to our customer-owners *...in cash!*

For the 2018 patronage program, Farm Credit SEMO will distribute **\$7,100,000** at the customer appreciation events in February 2019. That will bring the total amount returned to our customer-owners to more than **\$79 MILLION DOLLARS** since 1994. Watch your mail for your branch event invitation and details to come.

“Thank You!” for your continued business and we look forward to seeing you soon!

## Farm Credit is NOT Increasing Variable Rates January 1st

On December 19<sup>th</sup> the Federal Reserve raised the Fed target rate by another 0.25%. This is the ninth 0.25% Fed Target rate increase since 2015. The Fed target rate is a very good indicator of our cost of borrowed short-term funds.

As you may remember, since January 1, 2018, each time the Fed raised their rate by 0.25%, we only raised our variable rates by 0.20%. Thus, we've been absorbing twenty percent of each Fed rate increase.

We have been able to absorb a portion of these cost increases due to our very strong earnings, strong capital position, and high credit quality.

In response to the December 19<sup>th</sup> Fed increase, **our association has elected NOT to raise our variable rates at all**, even though our cost of funds has risen again.

Our farmer-led board of directors and all employees are fully committed to the financial success of our customer-owners. We know that rising interest rates are impacting farm operation profitability. By taking this NO ACTION stance, we are supporting you, our customer-owners at this particular time, while continuing to preserve a very strong financial institution for your future needs.

# Congratulations to our 2018 Fall Scene Winners!



1st Place - Sikeston Branch



2nd Place - Kennett Branch



3rd Place - Mississippi County Branch

## PUBLISHED FOR MEMBERS OF FARM CREDIT SOUTHEAST MISSOURI

### Board of Directors

Zone 1	Jackson Branch Office	Mike Aufdenberg
Zone 2	Poplar Bluff Branch Office	Mark Yarbro Chairman
Zone 3	Dexter Branch Office	John Robinson
Zone 4	Sikeston Branch Office	Darrell Nichols
Zone 5	Mississippi County Branch Office	Ed Marshall, III
Zone 6	Portageville Branch Office	James Priggel
Zone 7	Kennett Branch Office	Marty Vancil
Outside Director		Phil Showmaker
Outside Director		Jennifer Hendrickson Vice Chairperson
President/CEO		Bob Smith
Editor		Jennifer Collier

### Office Locations

Sikeston (573) 471-0511	1110 N. Main 1-800-455-4059	Heather Couch Fax (573) 471-8175
Portageville (573) 379-3461	501 W. State Hwy. 162 1-800-455-4500	Mark Weidenbenner Fax (573) 379-2815
Mississippi County (573) 649-4110	791 Hwy. 105	Dawn Collier Fax (573) 649-4120
Dexter (573) 624-5947	1114 N. Outer Rd. 1-888-354-5947	Mark Zabelin Fax (573) 624-8346
Poplar Bluff (573) 686-1446	1475 North Westwood	Blaine Cooper Fax (573) 686-1447
Jackson (573) 243-4301	420 W. Washington	Kirk Mueller Fax (573) 243-8029
Kennett (573) 888-6624	811 South By-Pass	Matthew Poole Fax (573) 888-6625
Central, Sikeston (573) 471-0342	1116 N. Main	Bob Smith Fax (573) 471-2745

# Poplar Bluff Branch Prepares For Its Future Home

We are excited to announce that Farm Credit has purchased a vacant lot at the southwest side of Poplar Bluff upon which we will build a new branch office. The new property is located at the intersection of Highway 67 and Route M and has excellent visibility as well as easy access from any part of the branch area.

By way of background, our current Poplar Bluff branch office building was built in 1978, is 40 years old, and if we were to stay in it, it would require substantial renovation and remodeling. When originally built, the current building sat on the outskirts of town, but as the Poplar Bluff area has continued to grow, it now sits in the middle of the busy business district.

The Poplar Bluff office now services our association's largest branch office portfolio – by number of members and by loan volume. Vice President / Branch Manager Blaine Cooper and his staff look forward to being able to service their customers better at the new location.

We are currently working through the design process with a highly respected architectural firm and are looking forward to designing a branch office which meets today's needs and will provide for future needs as well.

These are exciting times for the Poplar Bluff branch office as we literally build for the future. We look forward to breaking ground and beginning the construction phase this spring!



## 2018 Annual Stockholders Meeting Director Election Results

The 2018 Annual Meeting was held on August 16<sup>th</sup> at the Clinton Building in Sikeston. Mike Aufdenberg (Jackson) and Marty Vancil (Kennett) were re-elected to serve another three-year term on the Board of Directors representing Zones 1 and 7, respectively. In addition, Jennifer Hendrickson was re-appointed to serve another three-year term as an Outside Director.

Congratulations to Mike, Marty, and Jennifer and thank you to all the candidates and nominating committee for their service!



**Mike Aufdenberg**



**Marty Vancil**



**Jennifer Hendrickson**

# MEET OUR NEW EMPLOYEES



## Chelsea Foster | *Loan Accounting Analyst – Central Office*

Chelsea Foster, Loan Accounting Analyst, joined Farm Credit in December 2017. Chelsea has a Bachelor's Degree in Marketing and an MBA in Business Administration from Freed-Hardeman University in Henderson, Tennessee. In this position, Chelsea provides loan accounting support to the branch offices as well as online banking support to our customer-owners. Chelsea and her husband, Nathan, recently relocated to Tupelo, Mississippi where she continues to work remotely.



## Cindy Bertrand | *Customer Service Representative/Credit Analyst – Jackson Branch*

Cindy Bertrand, Customer Service Representative at the Jackson Branch Office, began her Farm Credit career in January 2018 to train alongside long time Jackson Branch Customer Service Representative Mary Winkler prior to her retirement in May 2018 (see Retiree Announcements). Cindy has a B.S. degree in Business Administration with an emphasis in Finance from Southeast Missouri State University and brings 20 years of work experience from area banks. Cindy resides in Cape Girardeau with her husband, Tom, and they have two grown children.



## Tracy Haywood | *Customer Service Representative – Kennett Branch*

Tracy Haywood began her Farm Credit career as a Customer Service Representative at the Kennett Branch in March 2018 succeeding Amy Bullock who was promoted to Risk Management Specialist. Tracy has a B.S. degree in Agriculture/Resources Economics from the University of Tennessee. She and her husband, J.R., reside in Piggott, Arkansas.



## Clay Driskill | *Financial Reporting Analyst – Central Office*

Clay Driskill, Financial Reporting Analyst at the Central Office, began his Farm Credit career in May 2018. Clay has a B.S. degree in Business Administration with majors in Accounting and Finance from Avila University and recently obtained his CPA license. In this role, Clay works in the accounting department supporting the association's general ledger and internal management reporting functions. Clay resides in Sikeston.



## Sandi Campbell | *Customer Service Representative – Sikeston Branch*

Sandi Campbell joined Farm Credit in June 2018 as a Customer Service Representative to train alongside long time Customer Service Representative Carol Towe as Carol prepares for her retirement in January 2019. Sandi has a Bachelor of Science in Business Administration with a major in Accounting and a minor in Finance from Southeast Missouri State University and bring with her over 30 years of valuable experience in the accounting field. Sandi and her husband Kelly reside in Oran.

# MEET OUR NEW EMPLOYEES



## Michelle Beacham | *Senior Vice President / Finance – Central Office*

Michelle Beacham, Senior Vice President / Finance at the Central Office, joined Farm Credit in November 2018. Michelle will be working closely with CFO Vern Griffith over the next 10 months as she prepares to assume the position of EVP / Chief Financial Officer when Vern retires September 30, 2019. Michelle has a bachelor's degree in Business Administration/Accounting from Southeast Missouri State University and brings with her many years of experience in Controller and CFO positions at various regional medical centers. In her previous work experience, Michelle worked with a very similar accounting department structure as we have at Farm Credit, working with revenue recognition, fixed asset accounting and accounts payable management, and she was subject to a very similar environment of audits and regulatory compliance. Michelle also has her CPA license. Michelle resides in Malden with her husband Barry. They have three sons.



## Melissa Greer | *Customer Service Representative – Poplar Bluff Branch*

Melissa Greer, Customer Service Representative at the Poplar Bluff Branch, began her Farm Credit career in December 2018. Because the Poplar Bluff branch office now services the association's largest branch office portfolio, by number of customer-owners and by loan volume, it was time to add an additional Customer Service Representative at that location. Melissa brings with her experience in researching property and preparing Title Commitments having previously worked at Wayne County Abstract & Title. She and her husband Jerry reside in Clubb, Missouri and have three children.

# PROMOTIONS



## Nathan Creed | *Loan Officer – Kennett Branch*

Nathan Creed has been promoted to Loan Officer at the Kennett Branch. Nathan joined Farm Credit in as a Risk Management Specialist in 2009 and was later promoted to Senior Risk Management Specialist. He replaces Matthew Poole who was recently promoted to Vice President / Branch Manager at the Kennett Branch. In his new role, Nathan will be assisting farmers and rural America with their credit needs. Nathan and his wife, Kelly, and sons, Cody and Ryan, reside in Kennett.



## Amy Bullock | *Risk Management Specialist – Kennett Branch*

Amy Bullock has accepted the position of Risk Management Specialist at the Kennett Branch. Amy most recently joined Farm Credit in 2016 as a Customer Service Representative / Credit Analyst. Previously, she was part of the team at Kennett from 2009 until 2010. In her new role, Amy replaces Nathan Creed, who recently transitioned to the Loan Officer position at the Kennett Branch. Amy resides in Malden with her husband Jarrett. They have three children.

## PROMOTIONS



### Jennifer Collier | *Controller – Central Office*

Jennifer Collier was promoted to Controller at the Central Office. Jennifer began her Farm Credit Career in 2010 as a Customer Service Representative/Credit Analyst at the Sikeston Branch and in 2013 accepted her most recent position of Accountant/Financial Reporting Analyst. In her new role, Jennifer will be responsible for cash controls, internal controls, and the daily/routine general accounting and financial reporting functions for the association. Jennifer resides in Charleston with her husband, Tyler, and their two children, Katie Shaw and Everett.



### Jamie Douglas | *Senior Risk Management Specialist – Poplar Bluff Branch*

Jamie Douglas has accepted the position of Senior Risk Management Specialist at the Poplar Bluff Branch. In December 1994 Jamie began her career at Farm Credit at Poplar Bluff as a Customer Service Representative and accepted her most recent role of Risk Management Specialist in Poplar Bluff in August 2013. In her new position, Jamie will assume leadership of the association-wide team of Risk Management Specialists as well as continuing to develop and service the local Poplar Bluff branch office insurance portfolio. Jamie and her husband, Tim, have two children and reside in Poplar Bluff.



### Stephanie Burger | *Vice President / Human Resources – Central Office*

Stephanie Burger was recently promoted to Vice President / Human Resources at the Central Office. Stephanie began her Farm Credit career in 2003 most recently serving as HR Administrator / Senior Accountant. Over the past few years, the HR function has become an ever more critical function for the overall management of the association and it had become apparent that it needs the attention of a full-time person. In her new role, Stephanie will focus her efforts on standards of conduct, coordinating employee benefits, coordinating staff training, onboarding new employees, wellness program champion, working with ELT on compensation programs, and updating policies, procedures, and manuals. Stephanie and her husband, Russell, live near New Hamburg. They have three children.

## RETIREMENTS



### Mary Winkler | *Customer Service Representative – Jackson Branch*

Mary Winkler retired in May from Farm Credit Southeast Missouri after a 31 year career serving the customer-owners at the Jackson Branch Office. While Mary does miss her customers and co-workers, she is enjoying retirement and being able to spend more time traveling with her husband Jerry and with family.

# 2018 Length of Service Award Recipients



Kim Hicks - 5 years



Chad Crow- 15 years



Janet Jordan - 20 years



Pam Sherrod - 5 years



Ben Kellams - 15 years



Kirk Mueller - 20 years



Mindi Fitzgerald - 10 years



Matthew Poole -15 years



Tammy Tucker- 20 years



Stephanie Burger - 15 years



Mark Zabelin - 15 years



Bob Smith- 40 years

*Congratulations and Thank You  
for your Dedicated Service!*





# FARM CREDIT

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