



FARM CREDIT VIEW

A Fond Farewell from the Retiring CEO

By Dave Owens, President & CEO



Dave Owens

At year end, I will be retiring from a wonderful 38-year career with Farm Credit. As I reflect on various lessons I've learned during my career, I hope you find

the following three to be as relevant for your future as they have been for my past.

- 1) A shared vision is the most powerful way to bring together uniquely created and gifted individuals and accomplish so much more collectively than the sum of what they could accomplish individually.**

Isn't it fascinating how even two individuals with the same resources and time will use them in distinct ways and create something completely different. Each person has the capacity to make impressive individual contributions. But I have found capacity grows exponentially when a team of individuals works together; their collective contributions become exceptional and extraordinary. What does it take to bring unique individuals together for a common purpose? They must first create a shared vision.

- 2) Never underestimate the value of the younger generation on your team. They understand and respond to technology differently. Value their unique perspective in this ever-changing world.**

During my career, my generation has seen office technology transform from

a 50-pound adding machine to a 5-ounce iPhone. In 1976, only a precious few had a four-function calculator. No office computers, cell phones, email, social media, or Excel spreadsheets. Who knows where technology will be 30 years from now? However, one thing is sure: The younger generation will be more tech savvy than the older generation.

Even with a commitment to being a lifelong learner, don't think you'll look at or respond to technology in the same way as the younger generation. They bring a unique and valuable perspective and adaptability to the newest technology. They are wired with a different life paradigm than the older generation. Use their contemporary perspective as an asset in your business. As you become more seasoned and tenured in life, bridge the technology divide by tapping the value of the younger generation in your business.

- 3) There is usually a direct correlation between experiencing ownership and developing a sense of pride, loyalty, and engagement.**

My career with Farm Credit has taught me the power of ownership and the way it motivates and provides internal accountability. People treat things differently if they own them rather than borrow or rent them. There is an inherent pride of ownership. The world would be so much better if everyone could experience genuine ownership, and it is the reason cooperatives are successful. Many come together to build and share something they could not have created as individuals.

In a cooperative, the owners are in harmony with the customers because they

FALL EDITION 2014
News & Highlights from
Farm Credit Illinois



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FARM CREDIT
ILLINOIS

are one and the same. The cooperative and shared ownership model serves Farm Credit well. And as a farmer-owned cooperative, the values of Farm Credit Illinois are a by-product of the common core values of farm families – honesty, fairness, loyalty, work ethic, charity, integrity, community service, and caring for a neighbor in need. What we do each day (or what we do not do) at work, at home, or in our community and industry has our signature on it. We own it! Let's always be proud and take ownership of our actions.

I am grateful to the Farm Credit Illinois member-owners, the board of directors, and the staff who make up this wonderful organization. Farm Credit made me a better person, and I am forever blessed by my Farm Credit career.

Attend Farm Credit College Dec. 11 or 12

Enjoy a day of learning with other Farm Credit member-owners



FARM CREDIT COLLEGE

Facilitating Stockholder Success

Crop Marketing & Risk Management 101

Pick the date and location which work best for you.

Thursday, December 11 in Mahomet

10:00 a.m. - 2:00 p.m.

Farm Credit Illinois Central Office

1100 Farm Credit Drive • Mahomet, IL

Phone: 217.590.2200

OR

Friday, December 12 in Effingham

10:00 a.m. - 2:00 p.m.

Holiday Inn (Lincoln/Kennedy/Reagan Room)

1301 Avenue of Mid-America • Effingham, IL

Phone: 800.315.2621



Dr. Steven Johnson



Paul Stoddard

The morning session will feature Dr. Steven Johnson, farm & ag business management specialist at Iowa State University, on **Leveraging Risk Management Tools to Manage Crop Revenue**.

Following lunch, Paul Stoddard, agribusiness instructor at the University of Illinois, will present:
The Big 23: Thirteen TERRIFYING Things Not to Do & Ten TERRIFIC Things to Understand in Your Marketing Plan.

Register to attend at farmcreditIL.com/college

Each Farm Credit member-owner may register up to four attendees for your family farm business at no cost. Once the enrollment limit is reached, online registration will be closed. A buffet lunch will be provided to all participants.

Farm Credit is committed to enhancing the success of our customer-owners through educational workshops; however, Farm Credit is neither endorsing nor recommending specific advice or consultants. It is our pleasure to provide these complimentary workshops to our member-owners.

Crop Insurance News and Updates

By Cory Mitchell, Director of Related Services



Cory Mitchell

What a harvest 2014 has been! Several corn and soybean yields were the highest in many years. With the outstanding crop and fluctuating grain prices, below are a few corn and soybean reminders to consider this fall.

- Calculate your bushels from each farm separately.
- Review your policy to determine if you may have a yield or revenue loss.
- Remember the “end of insurance period” could have three definitions. **Claims must be submitted no later than 60 days after the earliest of**
 - Dec. 10
 - End of harvest
 - All revenue policy claims can be submitted 60 days after the harvest price is announced, on or near Nov. 1.
- Visit with your Farm Credit Illinois crop insurance specialist to turn in a timely claim and work through revenue worksheets to determine if you may have a yield or revenue loss.

The University of Illinois has developed a seven-step process for making these decisions. Information is available in the Farm Bill Toolbox at **Making the ARC-PLC Decision**, <http://farmbilltoolbox.farmdoc.illinois.edu/arc-plc-decision-steps.html>.

THE SEVEN STEPS ARE:

1. Collect information.
2. Keep or update yields.
3. Retain or reallocate base acres.
4. Compare ARC-CO and PLC.
5. Consider ARC-IC.
6. Consider SCO.
7. Sign up with your FSA office.

A sound risk management plan should include a multiple peril policy coupled with crop hail, wind, or green snap protection. To supplement your risk management plan, take a look at pricing products with your local FCI crop insurance specialist. As we finish up the 2014 crop year, continue to look for opportunities to manage your risk into 2015 and beyond.

Have a Happy Holiday Season!

FARM BILL UPDATE

Secretary of Agriculture, Tom Vilsack, recently announced the following time frame for making decisions for each Farm Service Agency (FSA) farm:

- **Sept. 29 to Feb. 28**—During this period, paperwork dealing with the program yield updating and program acre reallocation decisions can be completed for each FSA farm.
- **Nov. 17 to March 31**—During this period, paperwork dealing with program choice (Agricultural Risk Coverage - County (ARC-CO), Price Loss Coverage (PLC), and Agricultural Risk Coverage - Individual Coverage (ARC-IC)) can be completed for each FSA farm.

Key Upcoming Dates

December 15—Wheat acreage reports due
March 15—Sales closing for corn and soybeans



2015 Crop Insurance Update Meetings are currently being scheduled. Watch for a postcard mailer for date and location or contact your FCI regional office for more information.

Meet “The Dean” of the FCI Boardroom

Jack Crumrin, Clark County, Farm Credit Director since 1974



Jack Crumrin

There will be an undeniable void in the Farm Credit Illinois boardroom next year with the departure of Jack Crumrin of rural Martinsville.

Throughout his four-decade tenure, the names of the various Farm Credit associations of which Jack has served as a director have changed and the responsibilities of a Farm Credit director have significantly evolved. Jack has withstood some of the most challenging days in production agriculture and at Farm Credit. But he has also been a part of great days of farming prosperity and remarkable growth at Farm Credit.

While times have dramatically changed in agriculture during the past 40 years, Jack has remained grounded



Jack Crumrin pictured with his wife, Nancy

in a consistent and conservative leadership philosophy of making decisions based on what is ultimately best for the Farm Credit member owners. Jack is a consummate gentleman who contributes rich wisdom, sharp wit, and genuine passion for farming to the boardroom.

Jack is a graduate of Martinsville High School, where he was recognized as the Illinois State FFA Star Farmer and was named an all-state football and basketball player for the Bluestreaks. In the fall of 1967, he became a member of the first-ever class of students at Lake Land College, where he played basketball and tennis. The Lakers basketball team went 20-1 that first season, with their only loss to the University of Illinois freshmen team. After Jack completed his associate's degree, he transferred to Southern Illinois University Carbondale and earned an animal science degree. He considered continuing his education as a veterinary medicine student, but ultimately decided to return to his family's farm.

First elected in 1974 as a 25-year-old farmer to the three-person Charleston PCA (Production Credit Association) board, Jack has experienced more than 40 percent of the entire life of the Farm Credit System from the perspective of a farmer-director. Today, Jack and his wife Nancy, along with their two daughters and sons-in-law, operate a grain farm, retail homegrown meat sales business, hunting preserve and lodge, and banquet hall on their Clark County farmstead.

Visitors to Crumrin Farms and Buck Valley Wildlife Preserve, Inc. enjoy beautiful scenic views and an exposure to diverse animal species such as elk, goats, mules, sheep, cattle, hogs,



Elk on the Crumrin's Buck Valley Wildlife Preserve

and poultry. The elk enterprise began about 10 years ago when Jack took a hunting trip to Jackson Hole, Wyoming, and learned that elk produce some of the leanest of all red meats with low cholesterol. He converted one of his beef cow pastures into a high-fenced eight-acre paddock for the elk.

His farming career and commitment to family have been balanced with service to his community and the agriculture industry. In addition to 40 years on a Farm Credit board, Jack served 20 years on the Martinsville School District board, 19 years as a leader of the Melrose Jolly Junior and Willow Creek 4-H Clubs, and 20 years on the Martinsville Agriculture Fair board, was a charter member of the Clark County Pork Producers, and is a lifelong member of Martinsville Methodist Church.

Jack and Nancy are parents to three children and grandparents to six grandchildren. Their son and his family reside in Houston, Texas; both daughters and their families reside in Clark County. Jack is proud to have all three of his children as fellow Farm Credit Illinois members.

Attention, Rural Youth!

FCI Scholarships and 4-H/FFA Grants Available

Agriculture Scholarships



High school seniors pursuing agriculture careers can apply for a \$1,500 scholarship. Twenty scholarships will be awarded in 2015. Recipients will receive a \$1,000 credit on their college student account for the fall 2015 semester and an additional \$500 will be paid in the fall 2017 semester.

Community Improvement Grants

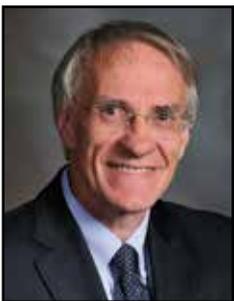


4-H clubs and FFA chapters organizing community improvement projects can apply for a \$250 grant. Funds will be awarded to assist club and chapter members in being positive change agents by implementing projects to make local communities better places to live.

Applications for scholarships and grants are due **February 27, 2015**.
Learn more about each program and apply online at farmcreditIL.com.

The Sixth “C” of Credit – Creating a Solid Business Plan and Executing It

Commentary, wisdom, and perspectives from globally renowned agricultural economist, Dr. David Kohl.



You’ve probably heard that lenders evaluate creditworthiness based on the “5 C’s of Credit” – Cash flow, Capital, Character, Conditions, and Collateral.

According to Dr. Kohl, there is a critical sixth “C,” which involves creating a solid business plan and then executing it.

Visit farmcreditIL.com/kohl to find out if you are tapping the Sixth “C” of Credit and read how Dr. Kohl examines the business brain power of one young farmer couple by asking them the following seven questions:

Dr. Kohl’s Seven Question Check-List

1. Do you know your overall production cost?
2. Do you have a marketing plan with execution strategies?
3. Do you have written goals that are executed and measured?
4. Do you have an advisory team that includes lenders, suppliers, and consultants?
5. Do you have a business plan and a succession plan?
6. How will current lower commodity prices affect your written leases and agreements with landlords?
7. Do you and your key employees make education and lifelong learning a priority?

Visit farmcreditIL.com/kohl to read the entire article