

For more information, contact
your local Louisiana Land
Bank branch office.



Part of the Farm Credit System

LouisianaLandBank.com

Administrative

P.O. Box 4806 (71211)
2413 Tower Drive
Monroe, LA 71201
(318) 387-7535
(318) 388-3023 fax

Alexandria

P.O. Box 7578 (71306)
3640 Bayou Rapides Road
Alexandria, LA 71303
(318) 442-8896
(318) 442-8898 fax

Arcadia

P.O. Box 450
594 Gap Farm Road, Suite A
Arcadia, LA 71001
(318) 263-2265
(318) 263-9191 fax

Crowley

P.O. Box 1857 (70527)
408 N. Parkerson Ave., Suite A
Crowley, LA 70526
(337) 783-0466
(337) 783-0540 fax

Hammond

P.O. Box 37 (70404)
810 C.M. Fagan Drive, Suite B
Hammond, LA 70403
(985) 542-1142
(985) 542-1107 fax

Monroe

P.O. Box 4875 (71211)
2411 Tower Drive
Monroe, LA 71201
(318) 387-0636
(318) 387-3689 fax

Opelousas

P.O. Box 432 (70571)
5073 I-49 South Service Road
Opelousas, LA 70570
(337) 942-1461
(337) 942-1103 fax

Port Allen

P.O. Box 1208
3517 Hwy. 1 South
Port Allen, LA 70767
(225) 749-3522
(225) 749-8888 fax

Shreveport

P.O. Box 5009 (71135)
2137 E. Bert Kouns Ind. Loop
Shreveport, LA 71105
(318) 524-2900
(318) 524-2904 fax

Tallulah

P.O. Box 448 (71284)
72 Hwy. 65 South
Tallulah, LA 71282
(318) 574-5800
(318) 574-4251 fax

Winnsboro

P.O. Box 518
4255 Front St.
Winnsboro, LA 71295
(318) 435-5308
(318) 435-7406 fax

Supporting Tomorrow's Producers Today



As today's farmers and ranchers retire from production agriculture, America will need new producers to replenish the industry. The future of the nation's food supply and the quality of life in rural communities depend on it.

For decades, the number of farmers has been going down, while the average age has been going up. The 2012 Census of Agriculture, the most recent census, revealed that the average age of U.S. farmers was 58.3 years, which suggests that many will retire in the coming decade.

Meanwhile, there are more job openings for highly skilled workers in agriculture-related fields than students graduating in food, agriculture, renewable resources and the environment, according to a five-year forecast by Purdue University in 2015.

At Louisiana Land Bank, we are committed to supporting the next generation that will drive agriculture. A critical component of our mission is assisting young, beginning and small (YBS) farmers, whether they are focused on conventional or emerging business models. We make loans of all sizes to producers of all ages and experience levels. As a percentage of all loans last year, 17 percent of Louisiana Land Bank's new loans went to young farmers, while 46 percent were to beginning farmers, and 70 percent to small farmers.

We also encourage YBS producers and future agriculturalists through college scholarships, FFA and 4-H donations, leadership training programs, internships and other educational opportunities.

In addition to these efforts, our board of directors has created an initiative for a Young Producers Group. This newly formed group is made up of young producers from all corners of the state representing a diverse number of commodity types. The desire is to have dialogue with the next generation of producers to learn more about how our association can best serve their needs.

Louisiana Land Bank applauds the next generation of farmers, ranchers and young people pursuing careers in agriculture. Through Farm Credit they can count on access to the dependable credit and financial services needed to succeed.

Sincerely,

F. Stephen Austin
Chief Executive Officer

DIRECTORS RE-ELECTED TO LAND BANK BOARD

Stockholder participation in this year's board of directors' election was record-breaking, demonstrating the active role our customers have in how our co-op is run. Re-elected for three-year terms were Donald Berken, representing the Crowley branch area; Cullen M. Kovac, representing the Monroe and Arcadia branch areas; and Edward W. "Ed" Patrick, Jr., representing the Tallulah branch area.



Donald Berken is president of Berken Farms, Inc., which produces rice and soybeans. He is treasurer of the Jeff Davis Farm Bureau board. Berken is a board member of the Louisiana Rice Council; Louisiana Rice Research; Louisiana Soybean, Wheat and Feed Grains Research and Promotion; and USA

Rice PAC. He is a member of the Louisiana Agricultural Commodities Commission, Louisiana Rice Producers and the USA Rice Regulatory Affairs and Food Safety Committee. Berken also chairs the Louisiana Farm Bureau Rice Advisory Committee.



Cullen M. Kovac is an owner/operator of Kovac Cattle, LLC, a cow-calf and stocker operation. Kovac is vice president of the Fiske Union Water System. He is chairman of the West Carroll Soil and Water Conservation District Board and president of the West Carroll Parish Farm Bureau. He also is a

director on the West Carroll Parish School Board.



Edward W. "Ed" Patrick Jr. is a self-employed farmer, growing cotton, rice, corn and soybeans. Patrick co-owns and operates Joe's Bayou Gin, where he is vice president and director. Patrick also is president and director of Joe's Bayou Farm Supply, PP&E Corporation and Pop Pat, Inc. In addition, he is a director on

the East Carroll Farm Bureau Board.

LLB Staff Says
"Thank You"
to Our Stockholders

LAND BANK HOSTS CUSTOMER APPRECIATION DINNERS



Alexandria



Arcadia



Hammond



Opelousas



Port Allen

Cassie and Darrell Sinagra and their daughter, Makenzie. Not pictured is their son, Miles, who was attending college.

A PASSION FOR DAIRY FARMING

Photos by John Ballance

You can take the man out of the dairy, but you can't take the dairy out of the man.

Living proof of that statement is Louisiana Land Bank customer Darrell Sinagra of Amite, La. Growing up, Sinagra was surrounded by the many dairies in this southeastern area of Louisiana that were operating back then, and his grandparents owned a dairy. He worked through high school on dairies, milking for two farms at different times of day, and hauling hay.

"Dairy farming has always been a passion for me," says Sinagra. "I enjoyed it so much that as soon as I got out of high school in 1990, I started purchasing my own cows."

Today, Sinagra owns and operates Sinagra Dairy Farm, which he started in 1997. The farm consists of 250 acres, plus an additional 200 leased acres, and is home to 200 dairy cows, 50 replacement heifers and 50 beef cows. Sinagra's Holsteins are not confined but are raised totally on pasture, and he grows about 1,000 bales of hay per year.

Sinagra considers himself fortunate to have discovered Louisiana Land Bank about 10 to 12 years ago, when his commercial bank "dropped the ball" on his home

construction loan. He reports that the loan process with the Land Bank was "easy."

DAIRY INDUSTRY DWINDLING

Sinagra, who sells his fluid milk to Borden's, laments that the dairy industry is declining in Louisiana and nationwide.

"We have prices that are too low compared to the price of feed, fertilizer and other expenses," he says. Compounding the problem, he asserts, is that demand is higher for 1 or 2 percent milk for purported health reasons, even though studies show that milkfat is actually beneficial for your health.

Indeed, hundreds of other dairy farms in Louisiana, mostly in St. Helena, Tangipahoa and Washington parishes, have already shut down. According to the The Dairy Alliance, the U.S. has lost nearly a quarter of its dairy farms nationwide since 2010, and there has been a 33 percent loss in the Southeast.

To offset these losses, efforts are being made by the dairy industry to promote the health benefits of the fatty acids in whole milk, and government dairy program subsidies are available.



Despite the challenges of producing milk profitably, Sinagra still relishes his work and recognizes

the advantages of being a dairyman.

"The part I love best about being a dairy farmer is that I can be close to my family," Sinagra says. "When I have a break, I can come in and spend time with them."

A FAMILY OPERATION

Sinagra's wife, Cassie, and their children, Miles and Makenzie, all help out on the farm. A former teacher, Cassie has home-schooled the children, and Miles started college this fall.

"I always wanted to dairy and farm," says Sinagra. "I love raising cows and growing crops. I feel blessed to just be able to have what we have, but it takes a lot of hard work to keep it this way."

A member of both the Louisiana Cattleman's Association and the Tangipahoa Parish Farm Bureau, Sinagra also makes time to coach his local 4-H shooting sports program.

LAND BANK MEMBERS GO TO D.C., NEW YORK



Cassie and Darrell Sinagra, left, celebrate the completion of the 2018 Farm Credit Young Leaders Program in Mount Vernon, Va., with Stan Ray, right, Farm Credit Bank of Texas chief administrative officer and president of the Tenth District Farm Credit Council, which hosted the program.

Louisiana Land Bank members Darrell and Cassie Sinagra of Amite, La., attended the 2018 Farm Credit Young Leaders Program in New York City and Washington, D.C., in June.

The program took them to a Wall Street brokerage firm and the Federal Farm Credit Banks Funding Corporation, where the young ag producers learned how the sale of highly rated Farm Credit notes and bonds provides steady funds for local lending co-ops like Louisiana Land Bank.

“It was so interesting to see how we get our money through Farm Credit,” says Darrell, a dairy farmer. “You don’t realize how we get our money when you just go into your local co-op and fill out paperwork. Now I’ve seen the full circle, and how much Farm Credit is involved on the national level.”

The group also traveled to the nation’s capital, where the Sinagras had the opportunity to discuss policy issues with Rep. Ralph Abraham and congressional staff.

“It was good to talk with Dr. Abraham, particularly concerning the discouragement of whole milk sales in the school system,” says Darrell. “He recognized the fact that milkfat has beneficial properties.”

Franklin Parish Student Awarded Land Bank Scholarship

Winnsboro Branch Manager Jonathan Wright presented Bo Beard with a \$600 scholarship donation from Louisiana Land Bank this year at the Franklin Parish Academic Achievement Banquet. Bo plans to attend LSU in the fall and major in biochemistry.



Winnsboro Branch Manager Jonathan Wright, right, presents scholarship to Bo Beard.

Land Bank Presents \$7,500 Young Farmer Award

Louisiana Land Bank CEO Stephen Austin and Louisiana Agriculture Commissioner Mike Strain spoke at the Louisiana 100 Century Farm program during this year’s presentation at the annual Louisiana Farm Bureau convention in New Orleans. Louisiana Land Bank was honored again this year to help sponsor this event. Austin also presented a \$7,500 check to the Young Farmer & Rancher Excellence in Agriculture award recipient, Jamie Lee, at the convention.



Louisiana Land Bank CEO Stephen Austin, middle right, presents a check to Jamie Lee, middle left, at the Louisiana Farm Bureau convention.

PERSONNEL HIGHLIGHTS

NEW HIRES



Clint Copes joined the Land Bank team as I.T. systems analyst II. Previously, Copes was senior programmer/scrum master at CenturyLink in Monroe. He holds a bachelor’s degree in management information systems from Louisiana Tech University. Copes is based out of the Monroe administrative corporate office.



Julie Still joined the Land Bank team as a loan administrator for the Monroe branch office. Still has several years of loan processing experience in the banking industry. She has a bachelor’s degree from the University of Louisiana at Monroe.

PROMOTIONS

Mitchell Best, credit risk analyst

Mark Jeffords, vice president/credit analysis manager