



Mississippi Land Bank

mslandbank.com

BOARD OF DIRECTORS

Abbott Myers
Chairman

Alan Blaine
Vice Chairman

Morgan Gulledge

Jan Hill

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Keith Morton

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James G. Robison

Travis Satterfield



Committed to Agriculture, Proud to Be Different

At Mississippi Land Bank, we often talk about how Farm Credit supports rural communities and agriculture. It's our mission, and we're proud to fulfill it every day. But what does that really mean?

As a cooperative, we're owned by you and our many other stockholders. Our board members are borrowers themselves, who are voted into office by their fellow borrowers. They provide important direction and ensure the safety and soundness of our finances. Board Chairman Abbott Myers has said on many an occasion, "I want Mississippi Land Bank to be here for my chil-

dren and grandchildren." It is a top priority for our board members to ensure that Mississippi Land Bank is profitable and will be around for years to come.

When we have a good year, our customer-borrowers benefit. Our net income is used in only two ways: It's retained as capital by our association to build financial strength that ensures continued lending, and in successful years it's passed on to you as patronage dividends that effectively lower your cost of borrowing. Mississippi Land Bank returned a record \$3.5 million to its members for 2017. This lowered the effective interest rate for last year by 60 basis points (or .60 percent). This was also the fourth consecutive year to return in excess of \$2 million to you, our customers. We have returned nearly \$33.5 million since 1996.

Those aren't the only things that make Mississippi Land Bank different. Our staff is willing to go the extra mile — or 100 miles, if necessary — to help you out. We'll come to your farm or business to touch base, talk about your operation, and see if we can provide additional support. What's more, our deep understanding of agriculture is genuine. Most of us grew up in rural areas, and some of us still have a hand in farming, so we personally understand the business decisions you face.

We try to make a difference in your life and your ag business. We can do this by meeting your financial needs, whether it is to purchase land for a homesite or for recreational purposes such as hunting. We can also help with the small tractor, backhoe or other equipment for your small tract of land, or larger equipment such as a cotton picker for your row-crop operation.

Ultimately, however, what makes the Farm Credit difference is personal relationships — such as relationships that are formed when you become a customer-owner of the association or when our loan officers literally take their expertise to your farm or business. We are truly committed to rural America and supporting the men and women who produce our food, fiber and fuel.

Thank you for choosing Mississippi Land Bank as your lending partner.

Craig B. Shideler
Chief Executive Officer

IN THE NEWS: UPDATE ON LAND BANK PERSONNEL

New Hires



Kathleen Burnett joined the Starkville branch office in December as a loan administrator. She has over five years of experience in banking, most recently at Cadence Bank in Starkville. She has a bachelor's degree in finance and an MBA from Mississippi State University (MSU). Kathleen brings a wealth of knowledge and experience to the branch office.



Sherry Davis joined the loan operations team in October as a loan operations specialist in the administrative office. She and her husband, Curtis, relocated back to Mississippi from northwest Arkansas last summer to be closer to their family. Sherry comes to the association with 34 years of banking experience.



Brandy Pugh joined the Cleveland branch office as a loan administrator in October to fill the vacancy left by Stella Perez's retirement. She came to the association from Regions Bank, where she was a branch team leader. She brings over seven years of experience in customer service and banking to our team.



Jessica Smith joined the administrative team in September as marketing manager. Jessica is a graduate of MSU, where she is currently working on her master's degree in agricultural and extension education. Jessica's main focus is to maintain our social media presence and obtain new imagery for all platforms. She also assists with trade shows and coordinates other marketing projects as they arise.

Please join us in welcoming Kathleen, Sherry, Brandy and Jessica to the Mississippi Land Bank family.

Promotions

The following individuals received promotions on Jan. 1:

Lauren Bell, loan administrator, Tupelo

Scott Crockett, vice president of branch lending, Senatobia

Tyler Mullins, vice president and appraiser, administration

Jeff Smith, vice president of branch lending, Clarksdale

Chris Williams, assistant vice president of internal review, administration

In Memoriam

Evelyn Tutor, grandmother of **Chris Williams**, passed away on Feb. 4. Chris is the assistant vice president of internal review for the administrative team.

Honorable Mentions

Courtney Anderson, wife of Vice President of Branch Lending **Tyler Anderson**, graduated from the East Mississippi Community College nursing program, passed her boards and accepted a job at Oktibbeha County Hospital in labor and delivery.

Matthew Kimbrough, vice president and branch manager of the Tupelo office, is the 2018 secretary of the deacons at Calvary Baptist Church in Tupelo.

Aubree Lambert, eighth-grade daughter of **Dustin Lambert**, was recently selected for the Iuka Middle School "Top of the Tribe." Selection is based on academic average, character, attendance and extracurricular activities. Points are tabulated for each criteria for grades 5 to 7 and the first semester of grade 8. The top students from the eighth grade are then selected to represent the "Top of the Tribe." Dustin is vice president and branch manager in the Corinth office.

Ernie Lubiani was promoted from driver to lieutenant with the Shelby County Fire Department in Tennessee. Ernie is the husband of **Cindy Lubiani**, senior loan administrator in the Senatobia office.

Tyler Mullins, vice president and appraiser in the administrative office, received his IFAS (Senior Appraiser Specialist for Non-Residential and Income Properties) designation from the National Association of Independent Fee Appraisers in the fall of 2017.

Retirements

Stella Perez retired from Mississippi Land Bank after 41 years of service.



2018 Tenure Awards

5 YEARS: **Scott Crockett**, assistant vice president, Senatobia; **Melissa Dunn**, collateral custodian, administration; **Jennifer Rhodes**, controller, administration; **Chelsi Smith**, assistant vice president of commercial lending, Senatobia; **Jeff Smith**, assistant vice president, Clarksdale.

10 YEARS: **Matthew Kimbrough**, vice president and branch manager, Senatobia; **Misty Lewis**, senior loan administrator, Starkville; **Claire Pegram**, chief financial officer, administration; **Hunter Taylor**, vice president of business development, administration.

15 YEARS: **Matt Walden**, chief operating officer.

20 YEARS: **Jessica Stanford**, vice president of administration, administrative office.

40 YEARS: **Craig Shideler**, chief executive officer.

BORROWER BRAGGIN' BOARD

Mississippi Land Bank is proud to congratulate borrowers and staff for awards and media announcements found in the North Mississippi area.

Rob Bridgforth was awarded the 2016 Outstanding Wildlife Conservationist of the Year Award from the DeSoto County Soil and Water Conservation District (SWCD) for his commitment to incorporating upland wildlife habitat management in his farming operation.

Brian Cain of Cain Inc. and Cain Recyclers was featured in the 2018 Profile edition of the Star Herald.

The Tate/DeSoto County Forestry Association won the Small County Forestry Association of the Year Award at the Mississippi Forestry Association meeting in Biloxi. On hand to accept the award were **Garrett Dismukes**, Land Bank appraiser; **Tarah Ferguson**; **Matthew Raff**, Land Bank vice president and Senatobia branch manager; and **Tom Skelton**.

Scott Griffith, a former Natural Resources Conservation Service employee, was awarded the DeSoto County SWCD Special Appreciation Award for outstanding dedication and commitment to information and education programs.

Abbott Myers, Land Bank board chairman, was featured in an Oct. 12 Delta Farm Press article by a new editor investigating agriculture in the Delta.

Jerry Noble and his son **Will Noble** were featured in the Delta Business Journal last October.

Terry Norwood was featured in the New Albany Gazette on Nov. 17.

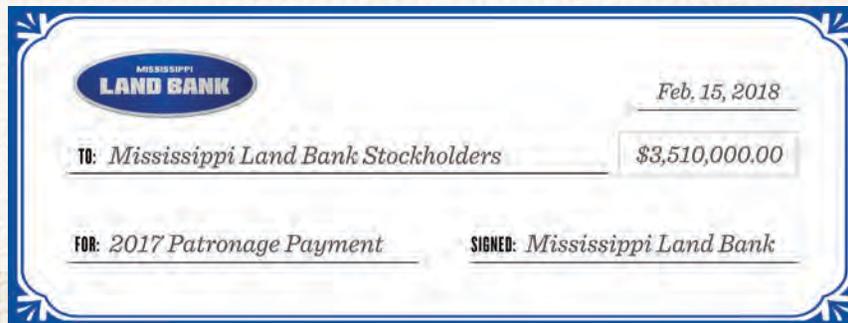
Mike Sturdivant was named 2017 Mississippi Farmer of the Year at the Sunbelt Expo farm show on Oct. 17. Sunbelt Expo has been a sponsor of the Southeastern Farmer of the Year awards for 28 consecutive years.



IT PAYS TO BANK WITH US

Land Bank Distributes Highest Patronage Payment in History

Mississippi Land Bank was pleased to distribute a patronage of \$3.5 million in February, making it the fourth consecutive year that the association has returned more than \$2 million to members. This distribution represents the highest patronage payout in our history. This year's patronage lowers borrowers' effective interest rate for 2017 by approximately 60 basis points, or .60 percent, on average. Since 1996, Mississippi Land Bank has returned nearly \$33.5 million to our customers.

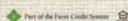


**Refer us to a
friend and we'll
reward your
loyalty.**

Receive \$250 for new customer referrals.



At Mississippi Land Bank, we know we have the best customers around. We are proud to launch a referral program to give you, our stockholder, \$250 as a thank you for referring new customers to us.



Land Bank Referral Program

At Mississippi Land Bank, we value our customers. To thank you for your business, we would like to reward your referral of new customers to the association. If your referral meets the following guidelines, you can receive a \$250 referral fee.

To be eligible for the referral fee, you must meet these criteria:

- The referral must be a new customer of the association.
- You and the applicant must notify the loan officer that it is a referral loan.
- The loan must close within six (6) months of the initial notification.
- The loan must be at least \$25,000.
- Only one reward will be paid per new customer.
- For regulatory reasons, referrals are not eligible on consumer purpose loans, or those loans where the proceeds are used for personal/consumer purposes rather than for agriculture or land.

For more information, please contact your local branch office.

STOCKHOLDER SPOTLIGHT:

Young Leaders Jim and Mallory Sayle



Mallory and Jim Sayle of Lake Cormorant, Miss., attended the 2017 Farm Credit Young Leaders Program on behalf of Mississippi Land Bank. They celebrated the completion of the program in New York City with Stan Ray, right, Farm Credit Bank of Texas chief administrative officer and Tenth District Farm Credit Council president.

Stockholders Jim and Mallory Sayle of Lake Cormorant, Miss., were selected to represent Mississippi Land Bank at the 2017 Farm Credit Young Leaders Program in New York City and Washington, D.C. The program was hosted by the Tenth District Farm Credit Council.

Chosen for their leadership and involvement in agriculture in their communities, the couple were among 23 other agricultural producers who took part in the program. During visits to Wall Street and the Capitol, the group had the opportunity to see how Farm Credit's cooperative structure and unique funding mechanism enable it to help rural communities and agriculture flourish. They also were able to interact with government, financial and agricultural decision-makers.

Cotton has historically been the main crop in the Sayle family's Mississippi Delta farming operation, now in its seventh generation. Today the crops also include corn, soybeans, wheat and milo at T.P. Howard and Co., the 1,500-acre row crop farm where Jim Sayle partnered with his father after earning his bachelor's and master's degrees in agricultural economics in 2007. Mallory Sayle works for the crop-dusting service Tunica Air.

The Land Bank is proud to have sponsored this fine young couple and to have them as customers.

Marketing Update

In a world driven by innovation and technology, Mississippi Land Bank understands that it is vital to maintain an online presence and expand our digital footprint through social media. A major part of our 2018 marketing strategy involves extending our reach online.

We now have active accounts on Facebook, Twitter, Instagram and LinkedIn. Each of these platforms is a unique tool that will allow us to broaden our horizons and remain one of the leading rural lenders in North Mississippi. So be sure to follow and like us to keep up with all things Mississippi Land Bank!

Another part of revamping our marketing presence this year was updating our trade show display. We debuted our new look in March at the Mid-South Farm and Gin Show in Memphis, Tenn.

Follow & Like Us

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MISSISSIPPI
LAND BANK



Annual Stockholders Meeting a Success

More than 100 borrowers, employees and directors attended the 2018 Mississippi Land Bank annual stockholders meeting in Como, Miss., on April 10 to address association business and enjoy fellowship.

Chairman Abbott Myers gave a report on the association and offered several industry updates. Chief Financial Officer Claire Pegram and CEO Craig Shideler reported on the association's finances. Attendees also heard from Jim and Mallory Sayle of Lake Cormorant, Miss., about their New York City and D.C. trip through the 2017 Farm Credit Young Leaders Program.

In addition, Alan Blaine and Travis Satterfield were both re-elected to the board of directors. Several branches received awards for their hard work and dedication to Mississippi Land Bank in 2017:

- **Clarksdale:** Best Collection Percentage Loan Volume (100%)
- **Senatobia:** Member Public Relations
- **Starkville:** Volume Growth (8.42%), Number of Loans Closed (172), Most Money Closed (\$41 million), and Overall Outstanding Branch

Attendees enjoyed fellowship over a delicious steak meal prepared by Como Steakhouse, and several lucky borrowers received giveaways and door prizes.

Re-Elected Directors



Alan Blaine



Travis Satterfield



The Senatobia branch received the Member Public Relations Award. Seated, from left to right: Chelsi Smith, Matthew Raff, Cindy Lubiani and Scott Crockett. Standing, from left to right: Matt Walden, Ronnie Sellers, Craig Shideler and Claire Pegram. (Not pictured: Sally McGarrity)



The Starkville branch received the awards for Volume Growth, Number of Loans Closed, Most Money Closed and Overall Outstanding Branch. Seated, from left to right: Bart Harris, Jay Slater, Kathleen Burnett, Misty Lewis and Tyler Anderson. Standing, from left to right: Matt Walden, Ronnie Sellers, Craig Shideler and Claire Pegram.



Customers Earl and Carol Johnson



Land Bank directors Lawson McClellan, left, and James Robison, second from right, enjoy fellowship with staff from U.S. Rep. Trent Kelly's Tupelo office, District Director Darren Herring, second from left, and Field Representative Jim Owen, right.



Customers Della and Jimmy Lindsay



CEO Craig Shideler, left, and Board Chairman Abbott Myers



Customers Stacy and Tedford Pang



From left to right: Tyler Anderson, vice president of branch lending; Jay Slater, loan officer; and customer Sherry Smith



BRANCH OFFICES

Clarksdale Branch

P.O. Box 639
Clarksdale, Miss. 38614
(662) 627-4784
bspinks@farmcreditbank.com

Cleveland Branch

P.O. Box 1819
Cleveland, Miss. 38732
(662) 843-2421
robert.taylor@farmcreditbank.com

Corinth Branch

2101 Hwy. 72 E.
Corinth, Miss. 38834
(662) 286-0020
dlambert@farmcreditbank.com

Senatobia Branch

P.O. Box 667
Senatobia, Miss. 38668
(662) 562-9664
mraff@farmcreditbank.com

Starkville Branch

P.O. Box 2470
Starkville, Miss. 39760
(662) 323-8150
bartley.harris@farmcreditbank.com

Tupelo Branch

3517 Tom Watson Drive
Saltillo, Miss. 38866
(662) 842-1202
mkimbrough@farmcreditbank.com

SATELLITE OFFICES

Indianola Branch

100 Court Ave.
Indianola, Miss. 38751
(662) 719-6518
robert.taylor@farmcreditbank.com

Kosciusko Branch

106 E. Washington St.
Kosciusko, Miss. 39090
(662) 323-8150
bartley.harris@farmcreditbank.com

Louisville Branch

110 S. Columbus Ave.
Louisville, Miss. 39339
(662) 323-8150
tanderson@farmcreditbank.com

New Albany Branch

206 State Hwy. 15
New Albany, Miss. 38652
(662) 842-1202
mkimbrough@farmcreditbank.com



Mississippi Land Bank

mslandbank.com | Toll Free (866) 560-9664

Administrative Office | Senatobia, Miss. | (662) 562-9671

