

# FINANCING THE FAMILY FARM

AgAmerica's innovative approach to land lending is helping the next generation of Florida farms grow.



AGAMERICA<sup>®</sup>  
LENDING

# Meet the Land Lenders



## AGAMERICA LENDING PROVIDES GROWERS WITH PERSONALIZED FINANCIAL SUPPORT

**A**s a farmer, rancher, or landowner, your time is best spent cultivating and operating the land you love. At AgAmerica Lending, we were founded with roots in agriculture and an entrepreneurial spirit similar to farm and ranch owners. We understand the value of the land and the opportunities it brings to you and your family. As the largest, non-bank, non-regulated agricultural lender in the United States, we have the ability to offer a spectrum of loan solutions that supports long-term production and success. We place our focus solely on agricultural real estate financing, aimed at reducing the friction of our nation's 2.1 million farmers by providing loan products designed with the American farmer in mind.

After noticing the changes in the banking industry made it harder for farmers and ranchers to receive loans back in 2014, our founder and CEO, Brian Philpot, started AgAmerica Lending with the mission of providing customized loan products for every type of farmer, rancher, and landowner that met their unique needs. Farmers can choose from different types of land loans, including agricultural farm and ranch loans, recreational and large tract land loans, and short-term bridge loans.

“A lot of farmers have loans with multiple banks”, says Philpot. “We’re able to help them consolidate and save money.”

Unlike typical ag lenders, AgAmerica offers loans on agricultural land

starting at \$100,000 as well as debt consolidation, no prepayment penalties, up to 75 percent loan-to-value financing, and a 10-year line of credit with no standard annual paperwork. We have a deep knowledge of agricultural land and a variety of commodities, as well as understanding the volatility in farming and ranching. As a nationwide lender, we operate in 48 states with boots on the ground correspondent lenders dedicated to the continued success of each client's operation.

“We pride ourselves on service, and our long history of understanding what owning land means.”

Discover more about AgAmerica's products, mission, and success stories at [agamerica.com](http://agamerica.com).

# LENDING A HAND

AGAMERICA EMPLOYEES WITH AGRICULTURAL BACKGROUNDS RELATE TO CLIENTS AND UNDERSTAND THEIR NEEDS

Ask any farmer or rancher what's missing from big bank lenders, and they'll tell you they lack an understanding of the ins and outs of agriculture and a knowledge of the industry's unique challenges. AgAmerica Lending was built on the premise of understanding the ag industry – and for many of our employees, their beginnings are much like yours. They know first-hand how important a strong financial partner can be in helping farmers grow their business, because they, too, are involved in agriculture.

Many of our employees come from agricultural backgrounds, allowing them to uniquely relate to clients and communicate lending knowledge of what they require to be successful. “We pride ourselves on service, and our long history of understanding what owning land means,” Philpot says.

President and CEO, Brian Philpot, is a sixth generation Floridian - his family's ag tract and timber business inspired his career choice. “I logged a lot of miles riding in the back of my dad's truck looking at timber tracks and fell in love with it. I realized ag real estate was something I wanted to invest in.”

Brian isn't the only AgAmerican with agriculture roots.

Patrick Spinoso, Director of Business Development, comes from a five generation Florida citrus and cattle family. As a strong advocate for agriculture and active member in the ag community, Patrick is a firm believer that agriculture is the backbone of this country.

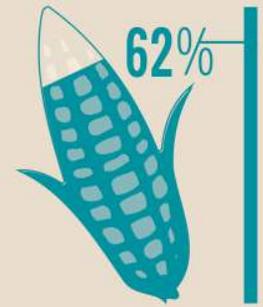
Clint Tedder, prior to his Relationship Manager role with AgAmerica, worked for the Florida Farm Bureau Federation and sat on many ag-related councils. He believes his experience has been invaluable in developing his understanding of what a farmer needs and

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FLORIDA PRODUCED ENOUGH COTTON IN 2017 TO MAKE 51.4 MILLION PAIRS OF JEANS.

Source: [www.nass.usda.gov](http://www.nass.usda.gov)



Approximately 38 percent of corn grown in Florida is sweet corn, with the remaining 62 percent grown for grain and silage.

Source: [www.nass.usda.gov](http://www.nass.usda.gov)

FLORIDA RANKS **2nd** IN THE COUNTRY FOR MELONS, VEGETABLES AND POTATOES.

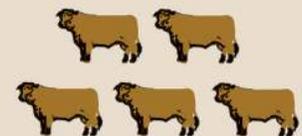
Source: [www.nass.usda.gov](http://www.nass.usda.gov)



96%

of U.S. farms are family owned.

Source: USDA, ERS



FLORIDA RANKS 18TH IN THE NATION FOR CATTLE INVENTORY, WITH 1,600,000 HEAD.

Source: [www.nass.usda.gov/Statistics\\_by\\_State/Florida/Publications/SOR%20News\\_Release?cntyest/ce2015/FLCattle15.pdf](http://www.nass.usda.gov/Statistics_by_State/Florida/Publications/SOR%20News_Release?cntyest/ce2015/FLCattle15.pdf)



THERE ARE ALMOST 250 REGISTERED CENTURY FARMS IN THE STATE OF FLORIDA. THESE FARMS HAVE BEEN MAINTAINED AT LEAST 100 YEARS OF CONTINUOUS FAMILY FARM OWNERSHIP.

Source: Fresh From Florida

the ag industry as a whole. “I am able to discuss a variety of critical issues concerning the agricultural industry, build relationships with the current, and future, generation of farmers and ranchers, and provide resources to set our clients up for financial success.”

Evan Atchison, Relationship Manager and fellow Young Farmer and Rancher member, agrees with Clint. Using his first-hand knowledge of what clients are going through day-to-day only enhances their ability to serve them better. “Having insight into the industry helps us to better understand the situation of the farmer or rancher and therefore more suitably meet their needs,” Evan notes.

Raised on his family’s cattle ranch in Idaho, Craig Lickley, Managing Partner of AgAmerica West, credits his experience on the farm with sparking his passion for agriculture. Since then, he’s acquired nearly two decades of experience in agricultural lending, working with large wholesale ag mortgage lenders and with a wide range of borrower needs in various geographies and industries. He believes his experience allows him to have a better understanding of the obstacles and challenges farmers and ranchers face every day.

For AgAmerica’s borrowers, experience matters. More than 65% of AgAmerica’s employees have 472 combined years of agriculture experience. Nearly all those employees were a part of ag-related clubs and associations like Farm Bureau, FFA, 4-H, etc.

Erin Smith, Client Relations Manager, began her involvement in 4-H and FFA at the age of six. It largely shaped her work ethic and appreciation for the industry now. “Growing up on a family with a strong involvement in the agriculture industry exposed me to the tough skin and drive required to be successful. To be able to serve the agriculture community that did

so much for me really means a lot.”

Some of the strongest work ethics can be taught working with family on a farm. Kateland Raney, Commercial Loan Servicing Coordinator, began assisting her father with her family’s cattle operation at a young age and now runs her own cow calf operation and assists with the family business in Florida.

Others, like Executive Assistant Margaret Walter, have continued farming after being raised on a family operation. Raised as a sixth-generation farmer and rancher in southeast New Mexico, Margaret now resides in Alturas, Florida where she and her husband grow citrus, blueberries, and raise cattle.

“Growing up in a family-owned ag operation has taught me that the land

we walk on is the land that feeds this country. We must continue to keep land in agriculture because at the end of the day if there is no land, there are no farmers, and if there are no farmers, there is no food”, says Patrick.

“We want our relationship managers and underwriters to act as a team, working with the client and having an understanding of their needs,” says Mac Miller, Vice President and Co-Owner at AgAmerica. “It helps us process loans quicker and smarter.”

With no shortage of personal experience to draw upon, those at AgAmerica are the ideal advocates for the farmers they work with.

Learn more about the AgAmerica team at [agamerica.com/our-team](http://agamerica.com/our-team).

**THIS FLAG.  
OUR NATION.  
YOUR FARM.**

We stand for all of it.

**AGAMERICA<sup>®</sup>  
LENDING**

**AGAMERICA.COM 855.905.1060**

AgAmerica Lending LLC is a licensed mortgage lender, NMLS ID #372267