

Together Towards Tomorrow

THE FEDERATION OF SOUTHERN
COOPERATIVES/ LAND ASSISTANCE FUND

51st ANNUAL REPORT

2017-2018



Photo: West Georgia COOP



THE SECRETARY OF AGRICULTURE
WASHINGTON, D.C.
20250-0100

August 9, 2018

Mr. Cornelius Blanding
Executive Director
The Federation of Southern Cooperatives
East Point, Georgia 30344

Dear Mr. Blanding and Federation Friends:

Congratulations on the 51st anniversary of the Federation of Southern Cooperatives/ Land Assistance Fund.

The Federation is an important U.S. Department of Agriculture (USDA) partner and stakeholder. I am grateful for your organization's work in American agriculture, which is helping the Department achieve its goals and objectives. The outstanding leadership you have provided throughout industry has been invaluable not only to USDA but also to our Nation.

Thank you for your dedication and commitment to American agriculture. I look forward to working together for years to come.

Sincerely,

A handwritten signature in blue ink that reads "Sonny Perdue".

Sonny Perdue

FROM THE BOARD PRESIDENT



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Cornelius Blanding

Executive Director

Greetings to Farmers, Members, Cooperatives,
Landowners and Friends:

Let me begin by thanking you, for your dedicated service to rural America, especially farmers, landowners, and communities of color.



Most of you know of the passing of Mr. Ralph Paige, the former Executive Director of this organization and the iconic figure who led the Federation of Southern Cooperatives/Land Assistance Fund for over forty years; for this reason I greet you with a sense of sadness as a strong link has been taken from our Federation family. To this board, Mr. Paige exemplified the importance of governance and for that, on behalf of the Board of Directors, I thank him.

This organization remains true to its calling, which is to be effective advocates on behalf of those who deserve fairness and equity as they seek better lives for themselves, their families and communities. Over the past 50 years of serving rural America, there have and continues to be many documented success stories that are the direct result of the partnership the Federation enjoys with its membership and the communities in which they live.

I want to thank the planning committee for their continued commitment they have shown to making this year's annual meeting a most memorable occasion.

Finally, to Bernice, Kenyatta, Bernard and the extended family of the late Mr. Ralph Paige, we dedicated this 2018 annual meeting in his honor. Thank you for sharing your husband, father, grandfather, uncle, relative, and friend with the Federation for so many years. On behalf of the entire Federation family, we are grateful to have had the leadership of such a distinguished gentleman to walk this path with us.

Enjoy...as we move forward on this cooperative journey.

Committed to serving,

Shirley Blakley

FROM THE EXECUTIVE DIRECTOR

Dear Members, Board of Directors, Staff and Partners:

We are at our 51st year and transitioning into another century of work. Now more than ever, we need to build onto the legacy that has resulted in our success while embracing new opportunities, challenges and ways of doing things. Let's move together towards tomorrow.

We are a cooperative association of black farmers, landowners and cooperatives throughout the south. We are an organization with a rich history and roots going back 51 years. Our past is entangled in the civil rights and cooperative movements. Our foundation is anchored in the struggle. Our successes are paved with partnerships; partnerships with each other, community-based organizations, universities, foundations, coalitions, various individuals as well as our Department of Agriculture.

Some of these partnerships have been challenging, yet a part of whom we have become. Our partnerships have evolved well beyond the South and our nation, to include the global community. We must leverage this global network in order to navigate the uncertainties of today. We must prepare ourselves to continuously challenge injustices and advocate for policies and programs that help to strengthen family farmers, support local food systems and build our communities.



We must continue to embrace our rich history, our challenges, our triumphs and all that have made this organization what it is. But we must now look to the future. We must take those things that we started building over 51 years ago and continue to build, strengthen and add to them. We must reinvest in our membership of black farmers, landowners, and cooperatives. We must continue to invest in our partnerships. We must invest in our staff and infrastructure. We must continue to build on those things that we built in the past, but we must also put new systems and structures in place...those things that will enable us to move toward the next 50 years. We must prepare and support a new generation of farmers, landowners, and cooperatives to carry the torch into the next century. It is only together and with a shared vision that we can create these opportunities for our children and their children.

We have a familiar challenge before us; a challenge to ensure the longevity and sustainability of our Federation. However, there are new threats, new challenges, but also new opportunities. We must assess and continuously assess our strengths, our weaknesses and all of those opportunities and threats before us so that we can continue to build a stronger organization.

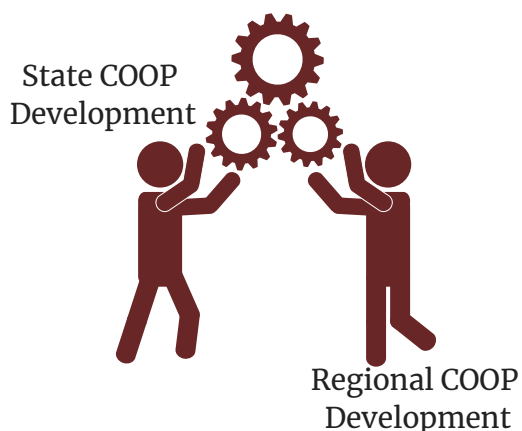
We must continue to strengthen our Federation. We must continue to protect and expand our land base. We must continue to build the assets in our communities. We must continue to build cooperatives and other community-based businesses that are locally owned and controlled and the anchors of our communities. We must continue to move together in order to create this new future.

Let's move together towards tomorrow!

Cooperatively,

Cornelius Blanding

Cooperative Development & Strategic Initiatives



NEW DIRECTOR OF COOPERATIVE DEVELOPMENT & STRATEGIC INITIATIVES

This past spring, FSC/LAF acquired one of its latest additions to the Executive Staff. Filling the need for a Director of Cooperative Development and Strategic Initiatives, Terence Courtney brings with him a toolbox of social change consisting of more than 20 years of experience in community/labor organizing, cooperative education, and most recently cooperative development. Mr. Courtney will lead and/or coordinate with State Associations and cooperative development operations for FSC/LAF. Additionally, he manages key strategic initiatives on the national and international stages.

REGIONAL COOPERATIVE DEVELOPMENT

Whether we concern ourselves with the best interests of individual cooperatives or the more expansive notion of large scale economic and political empowerment, a regionally coordinated program for cooperative development is imperative to building long term, sustainable, and successful cooperatives.

Cooperation among cooperatives is not just a principle or slogan that FSC/LAF lives by, it also represents our strategy for competing with the agricultural behemoths that currently dominate the whole industry, making it harder for small farmers to survive. Our strategy in this regard has four key components:

1. CoopEcon – a program of regional cooperative development education, networking and relationship building;
2. Academic Alliance Building – a program that builds partnerships with colleges, universities and technical schools to educate students about cooperatives, and provide them with real world experiences;
3. Cooperative Developer & Manager Training – a program led by the Rural Training Center to teach members and staff about cooperative development and management;
4. Cooperative Development Consortium – a program of harnessing regional capacity by first building/strengthening State Associations, followed by organizing more Cooperative Development Centers, and finally by coordinating the activities of all Cooperative Development Centers.

These four components enable FSC/LAF to build stronger institutional mechanisms needed to provide more and even better assistance throughout the southern region. Greater geographic presence helps ensure that individual farmers get more personalized assistance.

STATE-BASED COOPERATIVE DEVELOPMENT

At this level, our goal is one to three cooperatives per year in each State. In South Carolina, we're working with new members to start up the Southeast Fisherman's Cooperative, as well working to revive older cooperatives. In Georgia, we're initiating a campaign to organize home childcare providers into cooperatives; we're working with state staff to strengthen Southern Alternative (a value added pecan cooperative). Collaborating with the Alabama staff, we developed a work plan to help residents of the Windy Hill Housing Community

and the local Wellness Center to form associations governed by cooperative principles. Additionally, we have designs for moving our Goat Cooperative, SOGOCO, to a more robust position by accessing processing facilities and securing more consistent management. MAC, the Mississippi Association of Cooperatives, is leading a cooperative development partnership with the ICA Group to drive a campaign to form cooperatives with home childcare providers.





Metro Atlanta Urban Farm

STRATEGIC INITIATIVES

We are currently engaged in two projects that –while not located in the US South– nonetheless have strategic importance to the future of our membership and the communities in which they live. These projects are the Cleveland/Akron Seasonal High Tunnel Initiative and the Cuban Cooperative Trade Partnership.

The Cleveland/Akron Seasonal High Tunnel Initiative (SHTI) involves the FSC/LAF leading a project in Cleveland and Akron OH that supports low-income communities of color facing food insecurity. We assist by helping participants obtain USDA/NRCS resources to build Hoop Houses which extend growing opportunities. This project is a continuation of our long established rural/urban connection. Its relevance is determined by two key factors:

1. Congressional Representative Marcia Fudge – **Member of the House Agriculture Committee**– FSC/LAF to play the leading role in helping her district navigate the process for seasonal high tunnel implementation. We stepped up, and we are now on the cusp of constructing the 100th hoop house for the community!
2. The request also represents a “win/win” scenario for the FSC/LAF in the sense that this project strengthens our relationship with a key member of Congress, and it creates the potential for future trade relations between southern black farmers and Ohioans in need of food.



Agro-ecology Symposium

"Cooperatives don't just produce jobs and increase incomes, they give people the keys to the bus to drive their own lives in the direction they choose. Cooperatives provide regular everyday people with a means to govern themselves and create collective self-sufficiency!"

– Terrance Courtney,

Director of Cooperative Development & Strategic Initiative International Co-op Day, 2018

CUBAN COOPERATIVE TRADE PARTNERSHIP

Cuban Cooperative Trade Partnership

Imagine an entire national political economy based on ideas and principles such as cooperation, sharing, and international peace and solidarity. Then imagine that nation looking closely at the history and actions of the FSC/LAF, and deciding that this organization –apart from many others– is the kind of trade partner they can respect.

This type of mutual respect lies at the foundation of trade talks between Cuba and FSC/LAF. We are steadily moving through processes that will potentially open up Cuban markets to produce grown by our membership. Simultaneously, we're negotiating to secure SOCO's place as a major importer and distributor of prized Cuban commodities such as coffee.

Summing Up the Last 6 months...

It, of course, takes time to get a firm handle on the inner workings of an organization as sprawling and historic as FSC/LAF. Learning the dynamics at the small scale and how things interact regionally is an enormous undertaking. Moreover, there is uneven development between cooperatives in a given State Association and even between State Associations themselves. Still, we can nonetheless glean solid indications about the direction in which FSC/LAF is headed with regard to mission and vision.

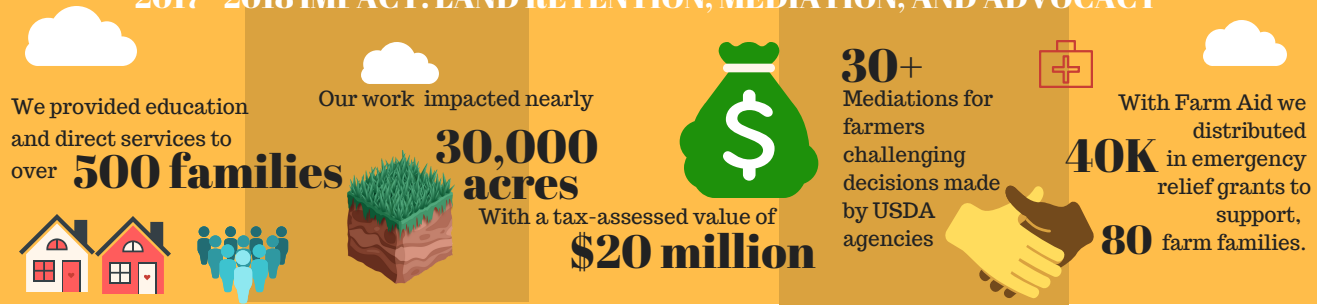
As we build toward the next 50 years in the 21st-century global economy dominated by ideals designed to have us splinter rather than cooperate, we have to come to grips with the reality that sometimes we have to crawl before we walk, and walk before we run!



Cuban Project Display

REGIONAL HEIRS PROPERTY AND MEDIATION CENTER

2017–2018 IMPACT: LAND RETENTION, MEDIATION, AND ADVOCACY



CERTIFIED USDA AGRICULTURAL MEDIATION PROGRAMS IN GEORGIA AND MISSISSIPPI

The Federation's Mississippi Agriculture Mediation Program (MAMP) and the Georgia Agricultural Mediation Program (GAMP) assist in the resolution of disputes between participating USDA agencies and their program participants. The mediation program also seeks to resolve disputes between farmers and private agricultural lenders. Many of the cases were eligible for mediation under these programs:

- A. Agricultural loans, whether made by USDA or commercial lenders and;
- B. Disputes involving USDA actions on farm and conservation programs, wetlands determinations, rural water loan programs, grazing on national forest system lands, pesticides, rural housing and business loans, and crop insurance

FARMLAND ACCESS AND SUCCESSION PLANNING: TRAIN THE TRAINER WORKSHOPS

FSC/LAF partnered with American Farmland Trust to host 3 workshops on Farmland for the Next Generation: Training Trainers to Help Beginners Secure Land and Succeed in Agriculture ("Farmland for the Next Generation"), a 4-year project supported by the United States Department of Agriculture Beginning Farmer and Rancher Development Program ("USDA-BFRDP"). The purpose of the project is to help beginning farmers and ranchers ("BFRs") secure land from retiring farmers and ranchers as well as institutional and non-operating landowners. Over 100 beginning farmers and ranchers and agricultural educators will be trained on farmland tenure and succession. Add a little bit of body text

DISASTER RELIEF & RECOVERY

Disaster Relief & Recovery is a major part of our cooperative economic development, land retention, and advocacy efforts. Historically, the Federation has partnered with the cooperative community and foundations to support limited resource farmers, landowners, and cooperatives across the South after major disasters including Hurricanes Katrina & Rita. FSC/LAF partnered with Farm Aid to provide disaster relief for family farmers in Texas and the US Virgin Islands affected by Hurricanes Harvey, Irma, and Maria.

HEIRS PROPERTY POLICY RESEARCH

The Federation's Mississippi Agriculture Mediation Program (MAMP) and the Georgia Agricultural Mediation Program (GAMP) assist in the resolution of disputes between participating USDA agencies and their program participants. The mediation program also seeks to resolve disputes between farmers and private agricultural lenders. Many of the cases were eligible for mediation under these programs:

- A. Agricultural loans, whether made by USDA or commercial lenders and;
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The Federation of Southern Cooperatives, in collaboration with the Alcorn State University Socially Disadvantaged Farmers and Ranchers Policy Research Center, recently completed a research study entitled, "Land Loss Trends Among Socially Disadvantaged Farmers and Ranchers in the Black Belt Region." The primary goal of this study was to better describe the impact of heirs property on farm and land loss and recommend policies that could decelerate that loss and improve access to USDA programs for heirs property owners.

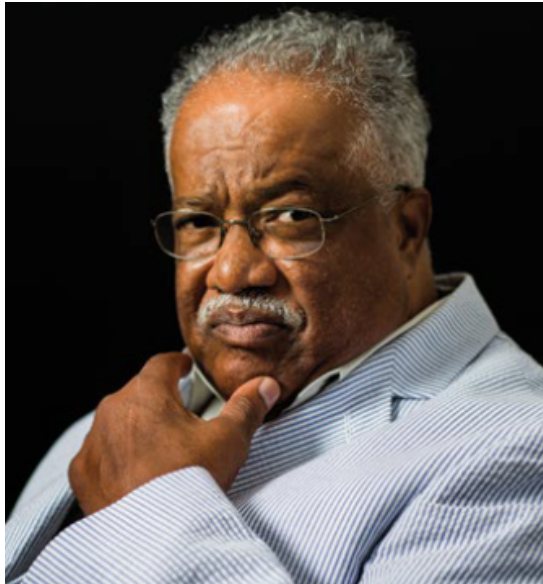
A key policy recommendation from the study was that the USDA's program eligibility standard should be control or possession of land. Further, the study recommends that USDA should expand the forms of documentation that may be accepted in each state as evidence of control of the land, and require FSA and NRCS in each state to accept the same documentation, including but not limited to 5 years of tax returns or agricultural receipts and self-certification of control of the land to operate a farm or ranch for the purpose of securing a farm number and qualifying for USDA programs and services.

FAIR ACCESS FOR FARMERS & RANCHERS ACT - 2018

We focused on providing direct assistance to heirs property owners while advocating to ensure that there are state and federal policies which enhance their ability to secure their land tenure. With our key partners, Arkansas Land & Farm Development Corporation, Land Loss Prevention Project, Oklahoma Black Historical Research Project, Rural Coalition, and National Family Farm Coalition we have advocated that USDA should expand its eligibility requirements to allow heirs property owners to be eligible for more USDA programs. Senator Doug Jones of Alabama, along with Senator Tim Scott of South Carolina, and Representative Marcia Fudge of Ohio introduced legislation entitled, "The Fair Access for Farmers and Ranchers Act of 2018" which would provide statutory authority in the 2018 Farm Bill to allow producers farming on land that is held by undivided interests without administrative authority to secure access to USDA programs. The proposed legislation would also assist heirs property owners by:

1. Providing authority in the Credit Title for FSA to make loans available through qualified intermediaries to establish a revolving loan fund to work with heirs property ownership on farmland that has multiple owners.
2. Providing authority to the Secretary to collect data and perform analysis on trends in farmland ownership and operation, transitions of farms and ranchers

Remembering a Lasting Legacy



Aug. 1, 2018
To Friends of Ralph Page,
From the mid sixties to his last days, Ralph Page led the movement to stabilize and secure land holders and farmers of the rural South. From peanuts and cat fish to small town & cooperative agriculture Ralph gave his best to maintain a stable South where one day we might return and achieve the security and quality of Black Family life that only the South can secure. He kept the faith and finished his race to the benefit of us all. His presence will always continue with us.

Peace & Blessings
Carol Prejean Zippert

Andrew Young Foundation, Inc. • 260 14th Street, NW • Atlanta, Georgia 30318
Phone: (404) 685-2786 Fax: (404) 685-2774 • www.andrewyoungfoundation.org

When Friends Die

**When friends die and leave us
we question what happens
to all that tied us.**

**What remains of the bonds
we shared.**

**Do they take with them that
part of our lives we gave.**

**Why do we struggle with the
thought: So what do I do now?**

When friends die and leave us

**in our grief we swell with memory
and longings unexpected.**

**In our need we are laden with
remorse of possibilities
not met.**

When friends die and leave us

**we want them back
for what they have of us.**

**We want them back
for what we have of them.**

When friends die and leave us

**they leave us with all
they ever gave us.**

**Friends die
But they don't leave us.**

Carol Prejean Zippert

"Mr. Paige was a champion for African-American, small and socially disadvantaged farmers and ranchers, and rural families and communities. His efforts led to the development of Federal policies to better serve small family and minority farmers. Mr. Paige's countless friends within USDA, describe him as equal parts strength, compassion, courage, pragmatism, tenacity, and tenderness. We are grateful for his life and your support of his extraordinary work through your 51 years of marriage. The farm community has lost a stalwart champion. His vision and voice will be sorely missed."

Winona Lake Scott Acting Deputy Assistant Secretary for Civil Rights



*New York Times in 1992:
"This isn't just another black farmer going out of business. It is our community losing a piece of the country."
Ralph Paige*

Celebrating the Life of Gonze Lee Twitty Sr.



The Federation celebrates the Life of Gonze Lee Twitty Sr. and acknowledges his brilliant contribution. Mr. Twitty was a family farmer, landowner, and forestry specialist. He was active in the Heath Springs Farmers Cooperative in Health Springs, South Carolina, organized by the Civil Rights Movement of the 1960's. He signed the charter creating the Federation of Southern Cooperatives and was one of four surviving signers, until his untimely passing. Twitty faithfully served on the Board of Directors of the Federation for over forty-five years from 1967 until 2012, representing South Carolina and then as an at-large member; and helped the Federation to grow and overcome many hardships and challenges, to become the preeminent organization and voice for Black farmers and landowners in the nation.

Undeniably he was a leader in the cooperative movement in the South. He served as a Board member and Chairperson of the Southern Cooperative Development Fund (SCDF) providing needed financing for cooperatives and other organizations and on the Boards of Directors of the National Cooperative Bank and the National Cooperative Business Association. In recognition for his life of service, he was inducted in the National Cooperative Hall of Fame in 1991 and also honored with the Pioneer Award in 2008 by the Lancaster Branch of the NAACP. Mr. Twitty was laid to rest on May 10, 2018, in Lancaster, South Carolina at the age of 99.

In Loving Memory of Brother Donnie "Penn" Travis



Brother Donnie "Penn" Travis was an active owner, producer and member of the Indian Springs Farmers Association since 1978, and member of the Mississippi Association of Cooperatives, a state association of the Federation of Southern Cooperatives/ Land Assistance Fund.

MISSISSIPPI ASSOCIATION OF COOPERATIVES



18 Cooperatives

3 Associate Cooperatives

SSDG Closeout Statistics

Cooperatives assisted	10
New groups assisted	1
Farmers /ranchers assisted	325
Farmers/ranchers reached	475
Females assisted	188
Males assisted	145

Rural Cooperative Business

Grant Final Statistics

Small Socially Disadvantaged Farmers/Ranchers assisted	327
Businesses	3
Small Businesses	3
Individuals	303
Groups	4
Coops	15
Businesses Incorporated	2
Total	327

Project for a Healthy Mississippi

This project provided locally grown vegetables to schools as well as educated students on food, health, agriculture, and nutrition.

Participating Schools:

- Jefferson County Public Schools
- Hinds County Public Schools
- Attala County Public Schools
- Forrest County Public Schools
- Madison County Public Schools

**Farm 2 School efforts
reached over 5,000
students each year**

Cooperative Development/MCCD

This year, 10 groups were assisted with cooperative 101 Basic education and provided technical assistance such as strategic planning, board training, and business plan development. Our Mississippi office successfully held the annual Mississippi Small Farmers Conference with over 300 attendees. Further, the 2nd Agricultural Symposium included 200 attendees was hosted at Tougaloo University. Two new groups were identified for cooperative development support.

2501- Project

Our outreach specialists provided local farmers with information and assistance in improving and implementing farm management plans, loan applications, and estate planning.

Agro-ecology

The Federation has partnered with the Rural Coalition and National Family Farm Coalition which, like the Federation, are members of La Via Campesina. The goal of this partnership is to implement a Southeastern U.S. Peoples Agroecology initiative. This initiative focuses on four counties in Florida and three in the Mississippi Delta.

Below is a summary of the activities and outcomes for this reporting period.

Activities

- Hosted or co-hosted several workshops, meetings and conversations agro-ecology, this included a symposium at Tougaloo College. Topics covered include: 1) Cultural and political impact on farming and farming 2) Water quality and bio-dynamics and how they can benefit from farm practices and 3) the benefits of transitioning to organic farming. In addition to the workshops, a popular education session on food justice was conducted.
- Developed a herbal remedies/recipes handbook.
- Co-hosted a food day celebration.
- Helped develop agenda for the Black Farmers and Urban Gardeners National Conference, the focus was cooperation as each sector engages in this work.
- Facilitated the travel of community leaders to Cuba to attend that country's 6th International Conference on agro-ecology.
- Designed and developed agro-ecology gardens.

Outcomes

- Over 100 farmers and communities now aware of the benefits of agro-ecology.
- Cross-cultural partnerships have been strengthened.
- The importance of both elder farmers as well as youth has been recognized as essential to the success of this movement.
- Farmers and community leaders better understand the importance of policy in advancing agro-ecology throughout the target area especially for farmers of color.
- Community desires to continue this project to the point that is self-sustaining.



These pictures include the Agricultural Symposium, MAC Board and Staff Retreat, Agroecology

RURAL TRAINING & RESEARCH CENTER / ALABAMA

The collective membership of the Federation owns the Rural Training and Research Center (RTRC), located between the towns of Epes and Gainesville in Sumter County, Alabama. Together with the Panola Land Buying Association, we own more than 1,300 acres of farm and forested land, which form the land base of the RTRC.

The RTRC has:

- Local Administrative office
- A dormitory that holds 70 overnight guests
- A large multi-purpose building
- Agricultural research and demonstration sites
- Agroforestry center
- Silvo-pasture goat herd
- One nature trail
- Two fishing ponds

The RTRC also oversees the Wendy Hill Subdivision in Gainesville, AL, a 38-unit apartment complex serving very low-income families.

The RTRC is the hub of operations for the Federation and also the base of operations for the Alabama State Association of Cooperatives (ASAC) outreach and technical assistance staff. RTRC staff works on projects with USDA – Animal Plant and Health Inspection Service (APHIS), USDA – Rural Development, Environmental Protection Agency (EPA), US Endowment for Forestry and Communities, and Democratizing Rural Electric Cooperatives Campaign. Each program and partner contribute significantly to the success of the RTRC. The RTRC also serves as a meeting place for Federation activities and member groups in the area such as the Alabama State Association of Cooperatives, Southeast Goat Producers Coop (SoGoCo), and our youth forestry camp.

COOP-ECON

In partnership with the Fund for Democratic Communities, Democracy at Work Institute, the Climate Justice Alliance and other supporting organizations we hosted CoopEcon 2018 Institute at the RTRC. CoopEcon 2018 is the 5th gathering since 2011 as part of the effort to build networks across the US South to promote and launch sustainable cooperative economies.

CoopEcon's work is inspired by the rich history of social justice struggle in the South and looks to the cooperative examples of Mondragon, Spain and the Emilia Romagna area in Italy. Approximately 100 people attended CoopEcon 2018 from nine states. This year's event focused on the foundations of an economy rooted in cooperation and democratic ownership, one that meets the needs of all, particularly socially disadvantaged communities. Many exciting and participatory sessions led by experienced presenters offered extensive role-play to practice how we get people together to act in their own behalf.



"For more than forty years, the RTRC has served the membership and other community-based organizations as a gathering place to inspire organizing and action for a peoples' movement for economic and social justice."

– Marcus Bernard, RTRC Director



2018 Forestry Campers and COOPEcon

The 25th Annual Forestry Camp was held June 11-15th, 2018 at the RTRC. Students attending were primarily from neighboring counties, and as far away as Georgia. Many dedicated volunteers, sponsors, and supporters made the camp a success. The primary sponsors and contributors included:

- Alabama State Association of Cooperatives
- The Alabama Forestry Commission
- Alabama Division of Wildlife & Freshwater Fisheries
- National Park Service
- Tuskegee University
- Extension/Alabama A&M/Auburn
- University of Alabama
- USDA Summer Feeding Program
- Regions Bank
- USDA/NRCS
- United States Forest Service
- Mayfield Dairy Farms
- Nestle Ice Cream

GEORGIA

COOPERATIVES: LEADING, SERVING & GROWING RURAL COMMUNITIES

In the past year, the Federation's Georgia Field Office provided outreach, education, and technical assistance to approximately 411 Georgia members, farmers, and landowners. This service was provided through informational workshops, our Farmers Conference, as well as local training sessions and meetings. The topics covered included cooperative development, marketing, estate planning, land retention, and USDA program assistance. The staff also worked closely with USDA agencies as evidenced by more than 182 phone calls for support coming into the field office. USDA regional office personnel also participated in several workshops and meetings with farmers. The objective of this approach was to ensure that as service providers, the Federation and USDA were as much as possible on the same page in service delivery. The goal every year is to continue to build relationships and trust among all parties so that our farmers build confidence in the process and are efficient in farming.

The Georgia field office also provided direct one-on-one assistance to 280 members/ farmers. This assistance was provided through office visits by members/farmers and farm visits by our outreach specialists. The outreach specialist and farmers developed individualized service plans based on identified needs. In addition to farm visits, outreach specialists assisted 520 telephone support calls.

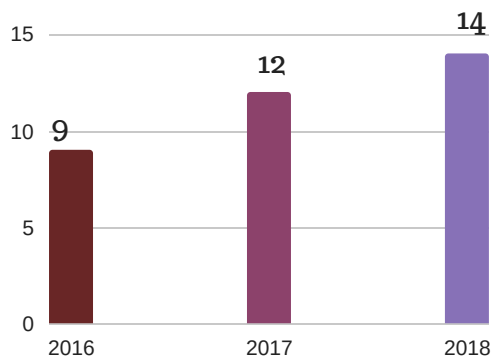
- 9 Cooperative Development workshops, 110 members participated.
- 10 USDA Informational Workshops held
- 232 Members/Farmers attended Workshops
- 1525 Incoming calls to the Field Office for assistance.
- 835 Outgoing calls made to farmers and coop members
- 1350 Newsletter and Fliers mailed emailed to members.
- 11 Document notarized at the Georgia Field Office.
- 14 Veteran farmers assisted with USDA programs.
- 29 Farmers applied for Georgia Agricultural Tax Exempt cards
- 32 Applications for loans totaling \$4,081,567.00 were completed.
- 17 Direct operating loans approved totaling \$2,079,247.00.
- 5 Microloan approved for \$193,000.00.
- 3 Farm ownership loans approved for \$500,000.00.
- 1 Bank loans approved totaling \$31,000.00.
- 3 Debt servicing loans approved for \$133,226.00.
- 4 Denied direct loans totaling \$784,094.00
- 1 Denied farm ownership loan, totaling \$275,000.00
- 2 Denied microloans totaling \$86,000.00.
- 1 Reconsideration/ meeting held with FSA
- 22 Cost-share applications completed for NRCS practices
- 46 Email corresponding and documents prepared for members



Gary Black, Georgia Commissioner of Agriculture delivers keynote at the GA Farmer Conference

The 35th Georgia Farmers Conference was held at the Albany Civic Center, Albany, Georgia in February. More than 270 supporters and participants attended the conference and took part in various activities held throughout the conference. The keynote speaker was, Gary Black, Georgia Agriculture Commissioner.

Veteran farmers assisted with USDA programs





MEMBER RELATIONS & COMMUNICATIONS

New Director

The Federation secured a new Director of Communications & Member Relations, Donna DeCaille early this year. That position is responsible for developing and guiding the strategy for all communications, including website, social media, public relations messages, and collateral to articulate the organization's vision and mission. Ms. DeCaille is also the primary source, disseminator, and conduit to manage and communicate information to our membership. We began the year surveying members to learn of the unique communications needs and created a road-map for FSC communications to members and external partners. This office will also lead efforts of the 50th Anniversary Capital Campaign.

FSC is a membership-based organization and our 2018 membership surveys provided great insight into the unique communication needs of our diverse membership. Our members who completed our 2018 communications surveys in Georgia, South Carolina, Alabama, and Mississippi so far, reported that they are happy with our communication; but they would like to hear more from us.

Facebook is the favorite social media for members! And because a large number of our members do not always have access to emails due to limited internet access in rural counties, we re-invigorated FSC's newsletter, "The Cooperator" in both print and electronic quarterly newsletters. We will continue to send out daily information via social media to stay connected to partners, sponsors, friends, supporters, and influencers.

This will be a great planning year for the office of Communications and Member Relations and we look forward to telling our story.



@federation1967



@federationsoutherncooperatives



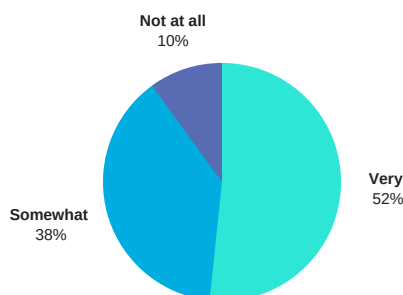
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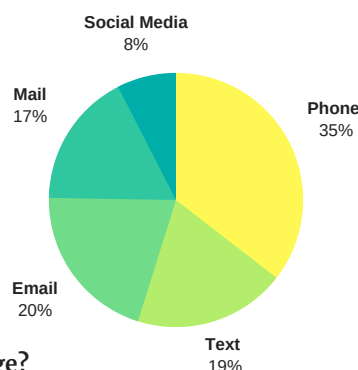
(404)765-0991

Telling Our Story

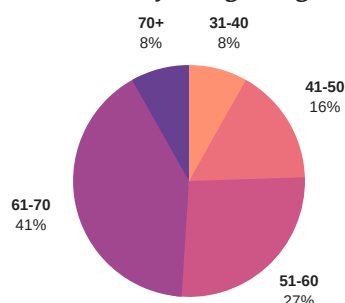
How satisfied are you with how you receive information from the Federation?



What form of communication do you use most?



What is your age range?



2769 Church Street
East Point, GA 30344
www.federation.coop



Production Team
Coordinator/Designer Donna DeCaille, Intern Taylor Flewellen
Writers Editors: Jerry Pennick, Donna DeCaille, FSC staff
Photographer- Taylor Flewellen, Heather Gray
Printer- Barry Weinstock



COOPERATIVE MEMBERSHIP

ALABAMA Alabama State Association of Cooperatives • Autaga Farmers Market. Browntown Co-op • Marbury • Demopolis Citizens FCU • Demopolis • Freedom Quilting Bees- Gees Ben Federation of Greene County Employees FCU – Eutaw • Greene/ Sumter Farmers Market Cooperative • Marengo County Farmers Co-op • Safford • PLBA Housing Development Corp – Gainesville • Gainesville Farmers Market- Gainesville • SOGOCO Goat Producers Cooperatives – Epes • SANKOFA Youth Agricultural Co-op • Livingston ARKANSAS Arkansas Farm & Land Development Corp – Brinkley West Alabama Farmers Market • **GEORGIA** Georgia State Association of Cooperatives • Georgia Child Care and Nutritional Assoc. • Child Development Center • Southern Alternatives • West Georgia Farmers Cooperative United Producer's Cooperative Ag First Community Cooperative, Days Community Cooperative Brown Girls Growing Cooperative **KENTUCKY** Kentucky Minority Farmers Association **LOUISIANA** Louisiana Oysterman Association – Plaquemine Parish • Point Coupee Farmers Cooperative – New Roads • **MISSOURI** Missouri Rural Crisis Center **MISSISSIPPI** Mississippi State Association of Cooperatives • Attala County Self Help Cooperative • Beat 4 Farms Cooperative A.A.L • Bogue Chitto/Lincoln County Community Center • Family Farmers Cooperative • Indian Springs Farmers Association, Inc. • Kemper Regional Outreach Cooperative • Milestone Cooperative Association • Mississippi Delta Southern Rural Black Women in Agriculture • Mid-South Progressive Agricultural Group • Mississippi Meat Goat Producers • Mt. Zion Saving Lives Outreach Center • New Community Cooperative • North Bolivar Development Cooperative • North Delta Produce Growers Cooperative • Quitman County Development Organization • South Rankin County Farmers Association • Unlimited Community Agriculture Cooperative • Winston County Self Help Cooperative • East Central Federal Credit Union (HOPE) • First Delta Federal Credit Union • Shelby Bolivar County Federal Credit Union • Shreveport Federal Credit Union • **SOUTH CAROLINA** Axiom Farms • Farmers Co-op/CIA • Florence City Farmers Cooperative • Global Producers • Mid-Eastern Farmers Cooperative • Orangeburg Young Farmers Co-op • People's Cooperative • RAFPCO Farmers Co-op • Saluda Farmers Association • South Carolina Coastal • South Carolina Sea Island Farmers Co-op • Williamsburg and Clarendon Farmers Coop • **TEXAS** Texas Landowners Association

STAFF

ADMINISTRATIVE STAFF • ATLANTA, GA

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Cornel Crawford, Finance Director
Eboni Thomas, Executive Assistant
Monica Rainge, Director of Land Retention & Advocacy
Donna DeCaille, Director of Communications & Member Relations
Terence Courtney, Director of Co-op Development & Strategic Partnership
Gordon Drennan, Internal Auditor
Mark Hardy, Accounting Clerk
Erika Shealey, Administrative Assistant

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FINANCIAL OVERVIEW

UNAUDITED

Assets	\$49,307
Cash and cash equivalents	655,510
Investments	
Receivables:	
Grants and contracts	110,501
Promises to give	77,415
State receivables	212,098
Other	4,089
Accounts receivable, net	404,103
Travel advances	11,979
Prepaid Other	16,743
Prepaid Insurance	5,488
Total Current Assets	1,143,130
Property and equipment, at cost	
Land	180,988
Land Improvements	62,036
Parking Lot	12,300
Buildings	1,341,381
Building Improvements	319,133
Equipment	552,852
Less: accumulated depreciation	(1,833,348)
Net Property and Equipment	635,341
Other Assets	
Deferred charges	17,074
Total Other Assets	17,074
TOTAL ASSETS	\$1,795,546
LIABILITIES AND NET ASSETS	
LIABILITIES	
Accounts payable	\$217,900
Accrued Leave	65,079
Accrued Expenses	90,837
Deferred Income	233,104
Other liabilities	48,988
Notes payable:	
Current	22,110
Non-current	617,729
Total Liabilities	1,295,747
NET ASSETS	
Unrestricted	(335,850)
Temporarily restricted	835,649
Total Net Assets	499,799
TOTAL LIABILITIES & NET ASSETS	\$1,795,546

FUNDERS 2017-2018

Alcorn University
 American Endowment Found
 American Farmland Trust
 Anonymous
 Baltoro Trust
 Capital Impact
 CDF
 Farm Aid
 Flora Foundation
 Funds for Democratic Communities
 Impact Assets
 Jessie Smith Noyes Foundation
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 Assn/CLUSA
 New Society Fund
 Rockefeller
 Sharing Inc
 The Solutions Project
 Tides Foundation
 Wilmington Trust
 USDA APHIS
 USDA Forest Service
 USDA NASS
 USDA NRCS
 USDA OASCR
 USDA RCDG
 USDA RURAL DEVELOPMENT
 US ENDOWMENT FORESTRY
 US ENDOWMENT RCPP
 US SMALL BUSINESS
 ADMINISTRATION



BUILDING THE 50th ANNIVERSARY CAPITAL CAMPAIGN BRICK BY BRICK



\$1M Renovate & expand the Rural Training and Research Center in Epes, AL, and other properties

\$2M New capital to be added to the Federation's Revolving Loan Fund

\$1M Restoration and re-capitalization of the "Forty Acres and a Mule Endowment Fund", and the Ralph Paige Memorial Fund.

\$1M Basic program support, land retention strategies, debt repayment and general support.

\$5M

☐ **GOAL**

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