



Goplen Ag Report

June 2015

PROVIDING CAPITAL TO AGRICULTURAL PRODUCERS FOR THE PAST 10 YEARS!

IN THIS ISSUE

Letter from the Owner

By Neal Goplen

Looking back at the years I have been involved in agriculture, it's hard to comprehend all the changes that have taken place. I remember in college, when there were no personal computers and all programming was done by punch cards. I'm not sure anyone had even "envisioned" GPS farming practices. Now, if you are not computer savvy, it's very hard to compete in the global, or even a local, economy. I remember in my early days of lending, I had the opportunity to spend time with the old timers (at the time). They would tell me stories of their problems managing farms during the Great Depression and how things changed after World War II. I personally saw the buildup during the good times, only to experience the farm crisis of the 80's where many families lost their farms and their involvement in agriculture. It was good to finally see the recovery during the 90's and the continued growth to where we are now.

Today, Goplen Ag is working to provide our customers with the latest in lending options by offering a one stop shop for all your long term needs. We have tied ourselves to multiple lenders to be able to offer products that fit any niche you might need filled. We offer long term rates on purchases and refinances that compete with the best rates

offered in the industry. Whether you are an experienced farm owner looking to refinance or a young farmer in need of 100% financing to complete a purchase, we can work toward finding a program that meets your needs.

As previously noted, the industry can rapidly change and lending options can too. It is our goal to stay as up to date as possible on all the lending programs. My philosophy is that everyone should have the option of getting the best deal out there.

With this being our first newsletter, I am excited to have a venue to keep our customers up-to-date on industry articles and products semi-annually. As you will see in the letter, we have added territory to our offerings and new personnel. We are still looking for additional qualified individuals to help make our overall goals more beneficial to more clients.

We hope you enjoy the Goplen Ag Report, and please feel free to provide any feedback you may have to help make our newsletter relevant and interesting.



Meet the Owners

Meet the people behind Goplen Ag Services, and read why Astrid and Neal decided to start up their own company.

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Goplen Ag Services Inc. has been growing over the last several months. From joining social media to obtaining licenses in more states, read about how Goplen Ag has been expanding.

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Who Is Goplen Ag?

Goplen Ag Services Inc. was formed by Astrid and Neal Goplen in 2009 to provide a variety of agricultural services to the Pacific Northwest.

The company, headquartered in Richland, WA, services farming needs in Washington and Oregon, and just recently obtained licenses to service North Dakota, Montana, and Idaho.

A variety of services are offered at Goplen Ag to help with all your farming needs.

- ❖ Agricultural Loans
 - Conventional Loans
 - FSA Guaranteed Loans
- ❖ Equipment Loans and Leases
 - Farm Equipment
 - Winery Processing Equipment
 - Irrigation Equipment
 - Drainage Tile Leases
 - New Facility Leases
- ❖ Farm Management
- ❖ Third Party Certification
- ❖ Orchard & Vineyard Integrated Pest Management Services



Goplen Ag Services is a correspondent and direct lender for numerous lending sources providing our customers with a variety of long and short term borrowing options.

Our funding's range from small land purchases to constructions of large agri-business facilities to the refinancing of debt with complex multi entity ownership.

We are also equipped and certified to help you navigate through the process

of obtaining a third party certification for your commodity.

CONTACT US:

Give us a call today to see what Goplen Ag can do for you. Or visit our website to learn more about the services we provide and view our latest rates.

509-380-5041
www.goplenag.com



Neal and Astrid Goplen (owners of Goplen Ag Services Inc.) pose with a crate of Washington State apples.

Meet the Owners

Astrid Goplen initially founded Integrated Pest Management, Inc. in 2003 to provide integrated pest management consulting to tree fruit and wine grape growers in the Pacific Northwest.

Shortly thereafter, her husband, Neal Goplen, decided to go independent and joined the firm bringing his skills and experience to the company. At this time, they also changed the name to Goplen Ag Services, Inc.

Astrid grew up on a diversified crop and livestock operation in Denmark and received her degree from the Agricultural University in Copenhagen. She spent her last semester as an exchange student at Washington State University and from there started her career

at the Tree Fruit Research Station in Wenatchee.

Neal grew up on a farm in North Dakota which is where his love for agricultural began. After earning his degree from North Dakota State University, he spent fifteen years at a job with one of the major insurance companies. Here, he was involved in nationwide agricultural lending and farm management services, gaining knowledge and experience before venturing out on his own and joining forces with his wife, Astrid. He has many years of experience in agricultural lending, real estate sales, and farm management

Together, they are the heart and soul of Goplen Ag Services and will go out of their way to make sure your farming needs are taken care of.

WE HAVE EXPANDED!



North Dakota

To speak with someone about loans or leases in the state of North Dakota, call our office at 701-789-7075 or send an email to ngoplen@goplenag.com and Neal Goplen will be able to answer any questions you may have.



Montana

We are now doing business in Montana. For more information or to speak with someone about a loan in the state, contact John Hagan at 406-539-5686 or send an email to Jhagan@goplenag.com.

FAST FACTS

98%

Of farms in the U.S. are family owned and operated, according to the Economic Research Service definition.

20%

Of farms in Washington State are run by women, according to the 2012 Census of Agriculture.

FOR MORE INFORMATION

Visit www.agr.wa.gov/ to view the Washington State Department of Agriculture. And check your state's department of agriculture website for more facts and news on what's happening near you.



Goplen Ag Services has revamped their website to make it more user friendly, accessible, and informative. Check it out at www.goplenag.com.

What's New with Goplen Ag?

Expanding Our Company

Goplen Ag Services has been servicing Washington and Oregon for over 10 years. Just recently, they expanded their services into North Dakota, Montana, and Idaho.

Goplen Ag has set up an office in North Dakota to help service farmers in the state. With Neal's continued involvement in the state he is capable of overseeing both offices in North Dakota and Washington.

Also, we recently added a new member to our company to become the loan officer in Montana. John Hagan, stationed in Bozeman, is eager to assist any agricultural needs in the Montana area.

And our most recent addition is in Idaho. We are now happy to announce we have obtained a business license and are willing to help anyone in need of our services in the Idaho area as well.

Acquiring these three business licenses has allowed Goplen Ag to grow beyond the Pacific Northwest. Just give us a call to learn how we can help.

Social Media

Goplen Ag has gone social! Now you can stay up to date with the latest Goplen Ag news, agricultural news, and more by following us on Facebook and LinkedIn.

We recently thought it would be best to join the billions interacting on social media daily. This way, you can stay connected with us and we can stay connected with you.

We have the benefit of being able to watch through social media how companies and people we help are growing their business and reaching out in their communities. It is wonderful being able to see the events different farms, nurseries, etc. have been putting on and reading the comments of those in attendance.

If your company is one you think we should be following on social media, please let us know via Facebook, LinkedIn, or send an email to shanna@goplenag.com. We would love to be a part of your community and business.

To view our different social media outlets, simply visit our website at www.goplenag.com and click on the icons in the top right-hand corner.



Providing Equipment & Facility Leases

We are excited to announce we are now able to offer leases on farm buildings; including shops, machine sheds, grain, and potato storage facilities. We also are able to provide leases on irrigation pivots, including well and underground pipe costs and on drainage tile projects. Wineries can utilize funds for barrels, tanks, and processing equipment. Give us a call to learn more about how we can assist you with your leasing needs.

Operating Lines of Credit

One of the options becoming quite popular with farmers is an operating line of credit secured by real estate. The lines of credit are secured by a first mortgage on real estate and are setup for a term of either 5 or 10 years. During the term of the note, you can draw the entire line, pay it back and redraw again as many times as needed. You decide if you want the 5 or 10 year period, (subject to credit review) or you can request the balance be amortized out.

The benefits of the line are that they do not tie up your short term assets and you do not need to renew your yearly line of credit with the bank. You can also use it to supplement your bank line of credit to provide additional margin to make renewal easier. The line can be used for any agricultural or business purpose, including family living needs.

The loan will need to be in a first position on your real estate. We can also refinance your existing liens with a long term loan and provide line of credit as a first and the term

loan as a second. The line of credit cannot exceed 50% of the value of your real estate, but the term portion can go up to a 70% LV (% dependent on area and property type.)

Here is a quick summary of the benefits:

- ❖ Free up your short term assets
- ❖ No annual fees – one upfront charge
- ❖ Draw and payback on your schedule
- ❖ Current interest rate below 2.60% (subject to change)
- ❖ Peace of mind – you have operating funds
- ❖ Can still arrange a bank line of credit
- ❖ You are in control

The line of credit is cheaper if it is done in conjunction with a refinance. However, a credit line can also be organized on a stand-alone basis. If you are interested in pursuing a credit line, give us a call.

FSA Guaranteed Loans

We have also been active in originating FSA Guaranteed loans. This is a good program if

you have trouble qualifying for conventional products or you are a young farmer looking to make a purchase and need close to 100% financing. These products don't always get the needed publicity, but they are an excellent tool for those who have this type of borrowing need. We have numerous products and options available for those interested.

Interest Rate Corner

Interest rates have been at historical lows and many have taken advantage to lock in great rates. How long will they stay low? That appears to be the magic question. If we had the answer we probably wouldn't need to borrow money. Anyway, there is some chance rates will go up as the economy improves, so doing that refinance sooner than later is probably your best interest.

Goplen Ag has many products and rates to choose from. We are now publishing our rates on a weekly basis on our webpage. If you are looking to borrow visit our website and give us a call if we can help.

Third Party Certifications for Farm Products

By Astrid Goplen

More and more various retailers, brokers, food processors – in national as well as international markets – require some sort of third party certification from farm product producers. Even when a third party certification is not specifically required from the farm product buyers, often the ability to add a third party certification to a food (or feed) label can give a product an edge in the market place.

Third party food safety certifications such as Global G.A.P., SQF, GMP, or USDA G.A.P are

often required for commodities such as fresh produce products. Other third party certifications such as Non-GMO, certifications for sustainable farming practices, ethical sourcing or social responsibility certifications, are also becoming increasingly customary as either an advantage or as a requirement in the farm product marketplace.

Whether it is consulting to develop a food safety or other third party certification program, revamp an existing program, completing internal audits, or conduct the actual audits, Goplen Ag Services is equipped to help you navigate today's third party certification standards.



FOR MORE INFORMATION

To learn more about third party certifications feel free to contact Astrid Goplen.

509.539.6331
astrid@goplenag.com

Mark Your Calendar

Mark your calendars! Throughout the Pacific Northwest, Montana, and North Dakota there are several dates to keep in mind. Visit specific websites for more details and locations on each of the events listed.

- ❖ August 4-6, 2015 – Farmfest 2015 (Minnesota)
- ❖ September 15-17, 2015 – Big Iron Farm Show (Fargo, ND)
- ❖ November 17-19, 2015 – Willamette Valley Ag Expo
- ❖ December 1 & 2, 2015 – North Dakota Agricultural Association (NDAA) Northern Ag Expo
- ❖ January 26-28, 2016 – Northwest Agricultural Show (Portland, OR)
- ❖ February 2-4, 2016 – Spokane Ag Expo | Pacific Northwest Farm Forum
- ❖ February 18-20, 2016 – Montana Ag & Trade Expo (MATE)

*Dates are subject to change. Please check individual websites to view the most up-to-date news on the above events.

