



Fleur de Lis

Sentinel

NOVEMBER 2019

FOR OUR COMMUNITY

Living To Fight Another Day

By Ross Key, *Springs Valley Vice President & Agricultural Relationship Manager*

Harvest is moving towards a close and will finally end what has been a very trying year. This season started with very little opportunity to plant anything early, and those that did take advantage of the limited dry periods only saw their effort get soaked and drowned out in heavy rains. The rains did finally give way at the end of May and let a much-delayed planting begin. The trials continued with more devastating rains. We seemed to take two steps forward and one step back until the end of July with several customers planting uninsured late beans after making failed crop insurance claims on multiple plantings of a corn crop, not that anyone needed reminded of what we just came through.

I brought up those bad memories to discuss what those situations make those of us in the agriculture community do – work very hard to “live to fight another day”. In the production arena, farmers always find a way, as they did this year, to maximize in a rather bleak situation. You buckle down, work long hours, and find a way. We need to take the same approach with ensuring our financial success as well. Take opportunities when we have them and adjust our plans as the situations at hand change – just like we do with our production practices when we spend the months of April and May waiting for the sun to shine.

Trials do present opportunities, especially when the trial is nationwide as it was this spring. We had opportunities to market crops at prices we never would have imagined back in March. It all depends if you took advantage of those opportunities to help us live to fight another day. Then came the USDA's bombshell crop report that took those opportunities away in a flash and sent markets back to less than profitable levels, especially since we were looking at a less than expected yield. Since then, the seemingly continual trade talks with China loom to give and take away from the market at a moment's notice. Right now, we have rebounded to levels that are still more favorable than we thought back when we were making early projections. Do you take advantage or roll the dice on what we think might come? If you can be profitable, you will live to fight another day.

The same can be said for the 2020 crop. Many are predicting, as they should, a trend line yield for next year and with current worldwide demand, we will most certainly push prices lower with a historically average yield. Prices are currently at or above most producers' breakeven points for the 2020 crop. I am not saying sell the entire 2020 crop, but if we see a return to elevated carry over stock levels and still no trade deal in place next year, what will you have done to assure you live to fight another day?

We have weathered the storm, so to speak, with better yields than most would have expected considering how we started the year. However, it is safe to say that we at Springs Valley Bank acknowledge and understand that some of the information we are going to be looking at this year may not be what we had hoped for at the beginning of the year. Springs Valley Bank & Trust Company intends to be there for our customers and work through issues as they come. No doubt another storm will come, and we look forward to being a financial partner that will do everything they can to help you **live to fight another day**.



Welcome to Rob Apple

as Vice President & Business Banker

Rob is from Patoka, Indiana, and a graduate of Princeton Community High School. Apple's banking career spans more than 20 years in commercial and retail banking. Apple holds a Bachelor of Business Administration from the University of Evansville. He is also a Graduate of Commercial Banking School.

"It is the people who matter and helping them achieve their financial goals," said Apple. "Springs Valley Bank & Trust is a community bank that understands this - community matters. I am energized and ready to serve Gibson and surrounding counties."

Rob is the head coach of Indiana Fusion Elite Premier 14U travel softball team, a board member of Play for Kate Foundation, and a member of Living Word of Christian Church in Newburgh. He resides in Warrick County with his wife, Heather, and two daughters, Chloe and Bailey.

"We are excited to have Rob join our team of local banking professionals," said Craig Buse, SEVP & CLO. "His extensive knowledge of treasury management and business banking will help us carrying on our mission to meet the needs of the communities we serve."

Mr. Apple will be serving Gibson, Warrick, and surrounding counties. He can be reached at 812.459.1577 or rapple@svbt.com. His primary office will be located at 1501 West Broadway, Princeton, Indiana, once opened later this year.



Welcome Emily Rexing

as Mortgage Loan Officer

"I am excited to welcome Emily to our Springs Valley Team; a relationship that displays Springs Valley's commitment to hire local team members and enhance the financial quality of life in Gibson County," said Craig Buse, SEVP & CLO.

Emily comes to Springs Valley with banking experience. Before a career in banking, she was a Respiratory Therapist for nine years. She was raised in Gibson County and attended Princeton Community High School, graduating in 2006. Emily graduated from University of Southern Indiana with a degree in Respiratory Therapy.

Emily and her husband, Phil are proud parents of four daughters, Cora (6), Virginia (4), Loretta (3), Elouise (1), and are expecting their fifth child, April 2020. They reside in Owensville, Indiana. She is a member of St. James Catholic Church in Haubstadt. Hobbies include gardening, farming (where she often recruited to run the grain cart), and spending time with family.

"As a local to Gibson County, I am dedicated in my career to help individuals and families achieve their dream of home ownership" said Emily. "Joining the Springs Valley team was a natural fit for me and my family." Emily can be reached at 812.664.7975 or erexing@svbt.com. NMLS# 1908381. Her primary office will be located at 1501 West Broadway, Princeton, Indiana, once opened later this year.



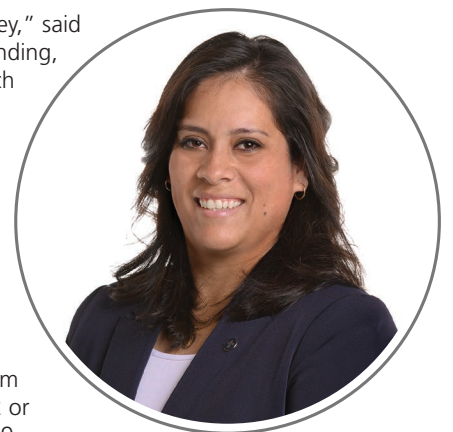
Welcome Lorena Gonzalez

as Assistant Banking Center Manager & Treasury Management

"Lorena's drive to serve customers and better our communities makes her a perfect fit for Springs Valley," said Craig Buse, SEVP & CLO. "Lorena will wear many hats which includes assistant manager, consumer lending, new accounts, assisting business customers with eServices, and leading Springs Valley's Latino Outreach Program." Lorena comes to Springs Valley with many years of banking experience. She was raised in Dale and attended Heritage Hills High School. Lorena graduated from Oakland City University with a Bachelor's Degree of Science with a concentration in Marketing.

Lorena and her husband, Juan are proud parents of two children, Ariadne Raquel and Santiago Jose. They reside in Huntingburg. She is a member of St. Mary's Catholic Church and a board member for the Huntingburg Economic Development Committee and Teen Outback, a non-profit organization in Huntingburg. She has five siblings, Elvia Sandoval, Irma Alanis, Rigo Lopez, Rolando Lopez, and Cora Lopez. Lorena enjoys reading and spending time with her family.

"I'm drawn to Springs Valley because of the culture of dedication to our local community and its residents," said Lorena. "I would like to recognize my parents, Guadalupe and Octaviano Lopez, as I am where I am at today, due to their hard work and inspiration." Lorena can be reached at 812.351.3622 or lgonzalez@svbt.com. Her primary office is located at 1500 Main Street, Jasper Indiana. NMLS#1726949

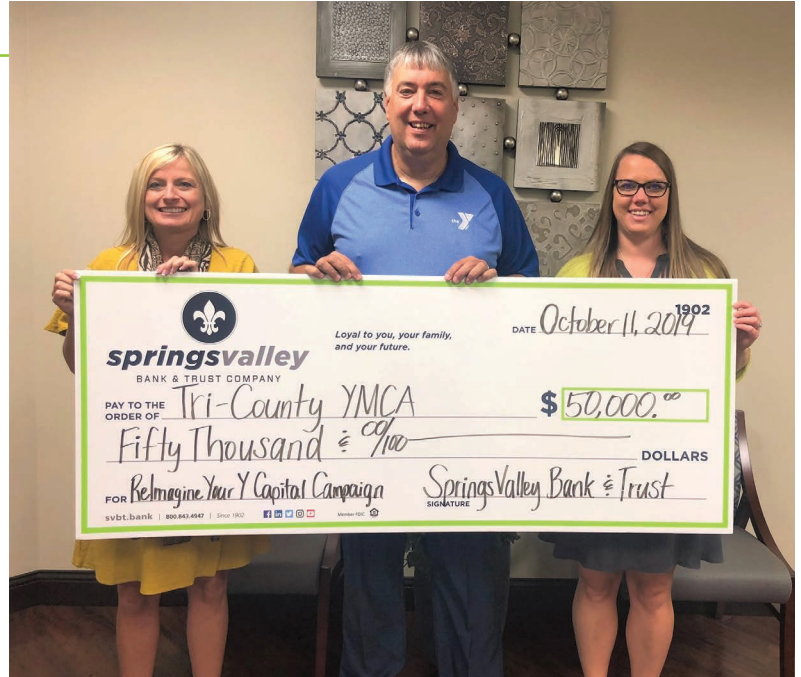


Springs Valley Donates \$50,000 to the Tri-County YMCA's ReImagine Your Y Capital Campaign

Supporting the YMCA aligns with Springs Valley's mission to enhance the quality of life in our communities. The YMCA strengthens the communities through services such as health and wellness programs, summer camps, youth sports programs, group exercise classes, and child watch.

"I am proud to work for a community bank that is willing to allow its employees to serve the community and give financially to causes that are important to its employees," said Marty Kaiser Springs Valley SEVP & Tri-County YMCA Board Member.

"Springs Valley's commitment to focusing on our local communities will allow our local organizations to succeed, grow, and flourish," said Mallory Wendholt, Springs Valley Marketing Specialist & Tri-County YMCA Board Member. "With the help of our donors, the Tri-County YMCA will continue to be a vital part of our communities and enhance the communities it serves. I am proud to work for a Community Bank that believes in supporting local initiatives and gives back to local communities."



Walking For Wellness

The Springs Valley Wellness Committee hosted Walking for Wellness events for our employees and their families in October. One event was held at the Jasper Parklands with lunch at the Schnitz Brewery and the other at Sprudel Street Park with lunch provided by Chicago's Pizza in French Lick.





SPRINGS VALLEY

AgMatters

YOUR ALLY ON THE FARM

Join Us

WEDNESDAY

DECEMBER 11, 2019

Don't Wait! Reserve Your Seat Today!

We look forward to seeing you at the
Gasthof Amish Village
6747 E Gasthof Village Rd
Montgomery, IN 47558

9 am EST - 2 pm EST

Registration begins at 8:30 a.m.
Light breakfast and lunch will be served.



Call or email
by November 27, 2019:

Ross Key
Vice President & Agricultural
Relationship Manager

P: 812.634.4813
eMail: rkey@svbt.com or
Marketing@svbt.com

**Loyal to you, your family,
and your future.**



springsvalley

BANK & TRUST COMPANY

svbt.bank | 800.843.4947 | Since 1902

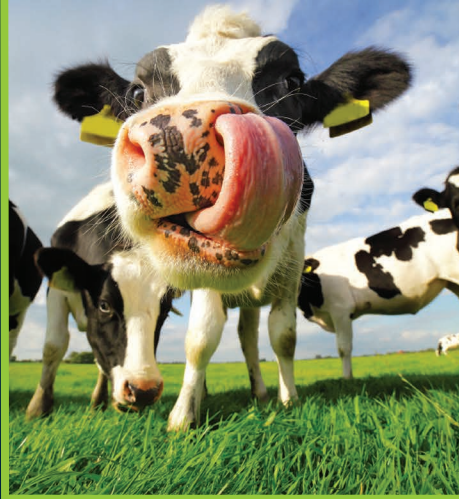


Member FDIC

Entrants for drawing must be 18 years of age or older. Drawing will be held at the the Ag Event on Wednesday, December 11, 2019. No cash equivalent, substitution, or transfer of prize permitted. Must be present to win. Springs Valley Bank & Trust is not affiliated with, endorsed by or sponsored by ECHO®. ECHO® has not participated in or sponsored the ECHO® Chainsaw giveaway conducted by Springs Valley Bank & Trust. The prize to be awarded has been purchased by Springs Valley Bank & Trust at retail from an authorized seller. No purchase necessary.

CREDITS:

Approved for 1 hour of General CLE Credit
Approved for 2 hours of NLS CLE Credits
Approved for 2.5 hours of CPE Credits



PRESENTATIONS:

THE IMPORTANCE OF FINANCIAL BENCHMARKING

Gary Sipiorski, Dairy Development Manager

STRATEGIES FOR GENERATIONAL TRANSITION OF THE FAMILY FARM

John Collins, Attorney & Owner of Collins Law Group, LLC

CHANGES IN AGRICULTURE AND WHAT THE FUTURE LOOKS LIKE

Gary Sipiorski, Dairy Development Manager

PANEL DISCUSSION

Gary Sipiorski, Dairy Development Manager

John Collins, Attorney & Owner of Collins Law Group, LLC

RSVP BY WEDNESDAY, NOVEMBER 27, 2019

AND BE ENTERED INTO A DRAWING

**FOR AN ECHO®
CHAINSAW!**



**VALUED AT
\$400.00**