

Leader

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Issue

Blue Haven Bee Company
Mountain Valley Farm
Jaemor Farms

Property for Sale





Leader

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On the Cover:

Suzy Wright caresses a baby rabbit from the educational zoo at their Mountain Valley Farm store.

A Family Tree with Deep Roots

Blue Haven Bee Company and Southern Origin Meadery

Article and Photographs by Rhonda Shannon

Although Blue Haven Bee Company was established in August of 2013 in Canon, Georgia, their story began long before that. What started over 20 years ago as a hobby for Monroe Brown as a backyard beekeeper with 20-25 hives has resulted in a family-owned, family-operated business. This engineer by trade raised his two children, Andrew and Brianna, around his hobby on the family's 200 acre farm, resulting in the kids being comfortable around the bees from a young age. Add a dash of creativity from his wife, Karen, devising products from the raw honey they produced, and the development of the talents of Andrew and Brianna as they grew, and you have the perfect recipe for a successful family operation. Today, the entire Brown family is heavily involved in Blue Haven and is as deeply proud of their heritage as they are the quality honey products they sell.

Blue Haven Bee Company attempts to utilize every bit of family history as possible. The company name came from the name their great-grandparents gave when referring to their mountain home located in the northeast Georgia mountains, Blue Haven. The manufacturing facility, retail store and other aspects of the company are housed in a building that decades prior was a sewing factory owned and operated by Andrew and Brianna's grandparents. The roughly 15,000 square foot building employed over 100 employees during its operation with the daily task of making jeans for Calvin Klein, Guess and Wrangler. However, after NAFTA was activated in 1994, the sewing manufacturing business eventually closed a couple of years later after over 20 years in operation. "I grew up going there," said Brianna. Maybe that was the spark that ignited her passion to eventually start a business of her own.

Brianna Brown-Kidd graduated from the University of North Georgia in 2010 with a bachelor's degree in business and marketing. There she met Caleb Kidd and the two were



The Blue Haven sign and logo at their Canton store

“When we first started, we were kind of like all over each other. Now we know our strengths and weaknesses ... We know where everyone falls into place with their different roles in the company. And we can be brutally honest with each other.”

—Brianna Brown-Kidd

married in 2012. After college and marriage, she worked with small businesses to help them grow and later became marketing director for a salon and spa. Her direction was instrumental in developing that salon and spa into a thriving small business which was recognized with an entrepreneur award for the state of Georgia. Caleb also graduated from UNG with a bachelor's degree in business, and worked jobs that enabled him to gain business management experience. They were both successful at their jobs, but the couple had common desires of starting their own business, working with family and having something to pass down to their children; they just didn't know what that business would be. "We'd already been thinking about it, and when we went home for Christmas, we were just sitting around talking about



Siblings Brianna Brown-Kidd and Andrew Brown

starting a business. The thought of a honey company came to mind," said Brianna. "When Caleb and I got married, we used honey as a wedding favor and people told us it was the best honey they'd ever had. My mom was always experimenting with making things from Dad's bee hives and had made awesome body products like hand lotions and soaps." Honey just seemed like the logical choice, so she and Caleb put their educations to work with first writing a business plan to establish a path of beginning. "We knew it was a bigger picture and it was just a matter of timing," adds Brianna. The couple moved back to Brianna's home of Canon in February of 2013 where they started the process of turning their ambitions into reality.

While Brianna and Caleb were strategizing over their intentions, Andrew was finishing up his degree in studio art from the University of Georgia. "I was on my way to grad school, but she [Brianna] talked me into it [joining the business]. She used her marketing brain to convince me to hop on," said Andrew, and neither sibling wasted any time with getting things going. The day that Andrew finished his last final at UGA, he went back home to Canon. The following day on August 1, 2013, Blue Haven was launched with a grand opening for their business, a raw honey and natural body care company.

Originally anticipated as a wholesale manufacturing facility, the family decided to have a small space that could be open for the general public to buy local honey. "We didn't have a lot of expectations," said Brianna. But by the end of September of 2013, the retail area was so crowded with people that some had to wait outside the door to come in and pick up ordered products or to just come in and check them out. "My dad laughs about it now. He thought we were not going to do anything 'over-the-counter,' and we were expecting the sales to be online with no foot traffic. We were very pleasantly surprised," said Brianna. By



Products with honey from their hives



The porch used for relaxed and enjoyable gatherings

Christmas of that same year, they'd built the retail space that "seemed the biggest space ever, we'll never be able to fill it up," added Andrew. "We've outgrown it already."

Offering hand-crafted products from natural honey that is raw, unfiltered and pesticide free is the purpose of the Brown family's company. With several hundred hives, Caleb attentively monitors and manages the honey production to catch the different honey flows to ensure the highest quality. Blue Haven's honey is never heated or pasteurized; in fact, they never do anything to it except sling it out of the hives and put it in a bottle. "Some honey companies purchase the honey they sell in an attempt to cut corners," explains Andrew. "Those bees are usually fed sugar water in the middle of their honey flow, and in that case, you won't get the full nectar. Essentially, you're just getting high fructose corn syrup or sugar water [instead of honey]. All beekeepers that harvest for honey are going to feed their bees at some point - it's just when and how you do it. The only time we supplement our bees is in the dead of winter when they're struggling and they're fed honey and water. We stop the supplement come spring so that we know we're not getting anything but honey. We are very particular about that." It's estimated that 75% of honey sold is not real honey, according to Food Safety News, and it is considered one of the most fraudulent foods in the United States.

Blue Haven continues to expand not only their facilities but also the honey products they manufacture. One day while they were cleaning out the old sewing company building and designing space for their grand opening, they decided to try increasing the recipes to larger batches of some of their mom's creations and test-market them. One of Brianna's best friends is a hair stylist and they sent several of their products to the salon, asking her to use them and then give the family feedback. When they realized those products performed well

and could be produced in larger volume, the Browns started developing packaging, designs and labels, and searching for a printing company that would provide the best possible presentation of those products. "Basically, just the branding aspect," said Brianna. "All this was important to us. We didn't want to skimp on packaging. A lot of companies have a variety of packages or other packaging than what we wanted and that was just not in the cards for us," Brianna explained. "We've had merchants ask if we could package our products differently or if they could buy our products and package them differently. The answer is always no."

Another division of Blue Haven that they are extremely excited about and proud of is their meadery. Mead is honey that has been fermented, as compared to fermented grapes, and used to make wine. It is considered to be the oldest alcoholic beverage in recorded history. The defining characteristic of mead is that the majority of the fermentable sugar

is derived from honey. Even though a meadery was in Caleb and Brianna's original business plan, it didn't materialize without unforeseen challenges that even the best of business plans could prevent. All of a sudden, there was another branding issue. "We had a logo and brand for the honey and body care items, but we were taking a different approach with the mead," said Brianna. The challenge was deciding on a co-brand, to design another logo or to keep them separate or intertwined. "They both were about the same thing," added Brianna, "family, genealogy and using family resources. We wanted them to tie together very well." And as Andrew quickly asserted, "Making them one was Brianna's job," referring to her marketing and branding expertise. The objective was almost to keep the honey and the mead independent, but at

Right: The award winning wines

Below: Caleb Kidd pouring a glass of their wine from the bar





Products made from their honey



Pottery creations by Andrew

the same time keep them both closely related so that they would come out stronger. That's when Southern Origin Meadery by Blue Haven Bee Company was introduced, with a tagline of "Our Roots Run Deep."

The Brown family hired a vintner out of Clayton, Georgia, who had worked for several vineyards and had begun his solo career a little over 18 months before. Award winning vintner Jabe Hilson from Noble Wine Cellar partnered with Southern Origin to create varietals of mead from the family's delicious, raw honey. "He started making small batches of mead and we would go up for tastings," said Brianna. "Instead of doing a super sweet wine, we wanted a drier approach to it. Other meaderies are very sweet with mangoes or a lot of fruit. We didn't want a syrupy product, but one that was dry and crisp." The mead product line has proven very successful and has broadened to piment, a half honey/half grape wine. One of their creations called Pollinator Pymment, a blend of their mead and an award-winning Petit Manseng (full bodied white wine) was recently awarded a bronze medal in the Georgia Trustees Wine Challenge. This competition recognizes the excellence of Georgia-produced wines as well as other wines produced by Georgia wineries. Southern Origin is working on additional types of mead, such as ginger, with other fun things to expand their line. "Now that we know it's going to work, we plan to keep evolving and adding more to what we have to offer," said Brianna. As one of Georgia's newest farm wineries, they expect to keep their momentum going. "Thanks to AgGeorgia," adds Brianna, "we will build on the winery aspect. We have plans to offer tours and are conducting research to see if we should open another retail location in a larger city."

They've also added fun things to their existing location. With the addition of the

meadery, a bar was added to serve their award-winning wine by the glass. They've also added a porch as an entertainment area, designed by their mother Karen, for streaming and viewing the University of Georgia football games, and have over 17 different types of beer from craft to domestic and 22 different wines in addition to their own. With wine and cheese parties, dinners featuring guest chefs pairing foods with wines and their "Buzz and Browse" events (get a glass of wine and shop), the porch area is certainly being put to good use. It's also available to rent for corporate events.

The Brown family has gotten much enjoyment out of their success, but their greatest pleasure comes from their customers, many of them now dear friends they might never have met without the store. They have a hands-on approach with their business, and would rather make people feel a part of their business instead of just customers. "When you come in our store, we don't say, 'Okay, go ahead and shop.' We show you what we have and are ready to answer any questions about our products or business," said Brianna. They also enjoy educating their visitors on honey bees, and have a live hive encased in their lobby. And while Blue Haven's products are currently being sold in over 170 various stores ranging from Marriott hotels to mom-and-pop shops in Helen to Amazon, they also have a variety of American-made products from other vendors that go along with their concept of gourmet

foods such as olive oils, balsamic vinegars and organic teas, just to name a few. In addition, Andrew is not only a talented graphic artist (drawing and designing their logos), he's also an accomplished potter with several pieces of his pottery already being sold, others on display in the store, and he is even working on specific sculpture requests that have been commissioned.

The Brown family has accomplished much in a short time, no small feat considering they are a 5 person family operation. "When we first started, we were kind of like all over each other," said Brianna. "Now we know our strengths and weaknesses and we can work with that. We know where everyone falls into place with their different roles in the company. And we can be brutally honest with each other." For the Browns, it's clear to see that family is definitely embedded in their branding. They chose to operate from Canon, from their grandparents' old sewing factory, even incorporating the factory's sewing chairs on the porch and its antiques and other items as part of their brand. To them, it's all about being on family land, the farm, and taking the remnants of what was available and keeping it a part of the family legacy. And although the sewing factory probably didn't offer the legacy their ancestors had envisioned it would, they surely would be proud that there is again a "buzz" around the family business. ■

Caleb Kidd checks the hives and smiles when asked how many times he's been stung





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EASY EQUIPMENT FINANCING

Generation “Z” Is In the House

By Dr. David M. Kohl

Much of the recent discussion on demographics has focused on the movement of the Millennial Generation as the Baby Boomers transition into retirement. Now, the term “pig in the python” better describes the children and grandchildren of Baby Boomers, instead of the Baby Boomers as it once did. At 73 million, Generation Z, or better known as Gen Z, is slightly smaller than the Millennial Generation. The members of the Gen Z were born between 1995 to 2015. And the first wave of this group is now graduating from high schools and colleges, entering the workforce, and becoming potential business partners and owners. So, what are the most productive ways to work with Gen Z? Let’s examine some of their general characteristics as compared to previous generations.

First, this group prefers to work independently with no shared open workspace. This is contrasted to the Millennials, who are generally collaborators and want open office space to stimulate discussion. The Millennials also stress the balance of work and life time, while Gen Z tends to value flexibility, working anytime and in any place.

Next, the members of Gen Z will be conservative financially. For most, their childhoods were influenced by the Great Recession of 2008, which helped shape their financial philosophy. In many cases, they observed their parents in an era of job cuts and they watched as retirement portfolios were cut in half. Parents, grandparents, or at least someone they knew lost their home to bankruptcy. And of course, some were raised in a single parent home, which commonly impacts financial freedom.

Interestingly, another tendency of Gen Z is less of a desire or need for recognition. This could present a potential clash with the Gen X or Millennial Generations. Gen Z group does not expect a trophy just for participation, and in this regard can be more competitive and driven.

In general, this segment of the population likes to create personalized job descriptions and is very good at multitasking. This group shows a leerness of snapshot and social media dangers and will be calculated in the exposure of their personal information



online. In addition, they prefer to work with organizations and businesses that support social causes and community service.

Companies and businesses that celebrate individuality will be appealing to Gen Z workers. This emerging demographic has only known a “connected world.” Thus, they will not draw a distinction between working in an office at home, or out on a hike because they are always online. This segment will be “phigital,” or accepting digital space as an appropriate replacement for in-person meetings. In other words, from Gen Z’s view, dialing into a meeting via videoconference is no different thing than sitting face-to-face in a board room. In fact, they would rather Skype than waste time driving or delayed at an airport hub.



David Kohl received his M.S. and Ph.D. degrees in agricultural economics from Cornell University. For 25 years, Kohl was professor of agricultural finance and small business management and entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Va.

On education, this generation will turn today’s system upside down. The old classroom lecture will become obsolete with less memorization and more challenging work assignments that include discovery. This will be a generation of problem solvers that will enjoy critical thinking. Teachers will become more like facilitators inside the concept of “blended education.” This concept will include more online instruction followed by face-to-face meetings for case study and networking. The “high tech and high touch” approach is the blend of online education and

human interaction that will be so critical with this new generation.

Not unlike previous generations, Gen Z will challenge the status quo, consumer trends, the workplace culture, and society in general. The aforementioned trends are an introduction to the new generation for management, board members, business owners, and the workplace. Also similar to other generations, they will be defined by the events and challenges that take place around the world during their lifetime. Through speaking events and interactions with college and university groups, 4-H, and FFA, I have already observed several Gen Z individuals in action. This generation demonstrates a curiosity and sense of engagement that will be necessary to lead businesses, classrooms, and public policy in the future. In some of the most impressive Gen Z members, I observed an innate knowledge of technology combined with a good work ethic and strong relational skills. In working with this generation, one has to keep an open mind and be ready to adopt new methods, but must also be extremely selective. ■

Director Connections

Mountain Valley Farm

A visit with Frank and Suzy Wright

Article by Rhonda Shannon, photographs by Jessica Bassett and Rhonda Shannon

In the marketing realm it's understood that word-of-mouth advertising is unmatched. The end result may differ, either increasing or decreasing business depending on positive or negative comments, but one thing is for sure – word-of-mouth is effective. For Frank and Suzy Wright's business in Gilmer County, it's obvious there's been a lot of positive word-of-mouth advertising for them, given the progress of their business in just 7 years. From a small lean-to area on the side of a dairy barn with very little room and minimal freezer space and making change for customers out of a Ziploc bag to their current operation, there is ample evidence that positive comments are fueling the exponential growth of the Wright's Mountain Valley Farm Store.

Mr. Wright has been a director on the AgGeorgia board for over 26 years. A full-time farmer with experience over the years with dairy, hogs and poultry houses

on their farm, his days were pretty busy. So when the Wrights began selling beef, it was pretty much for family and friends and was in quantities of a half or quarter of a cow. "We were getting a lot of requests for smaller quantities like individual cuts but we were just not able to do that due to the regulatory requirements," said Suzy. "A lot of people don't have a place to put that much meat," adds Frank. But all that changed with

It's obvious that the Wrights get as much enjoyment out of sharing and caring for their animals as do the guests that visit them.

an out-of-town acquaintance. They'd met a couple in North Carolina who had tried to build a slaughter house in North Carolina and the regulations were so overwhelming for the facility that they were not able to pursue it. Then one that had been out of operation for a while became available, near the Wright's farm. They bought it and were able to bring it up to the required USDA standards. The Wrights made arrangements with them to slaughter and process some of their steers, and their animals were the first to be processed at the newly opened facility. With that advantage, the Wrights were able to sell select cuts of meat in vacuum sealed packages and now in smaller quantities just as customers had requested. They began opening on Saturdays to sell their hand-cut, homegrown, dry aged, grass-fed meats.

Within three months, their lean-to room would fill up with customers, and with a tiny counter space for the check-out area, only one person was able to service the customers with no room for additional help. But that didn't seem to deter any of the patrons - they simply brought chairs and sat in formed lines outside, waiting for their turn to make their meat purchases. Customers were driving from Calhoun, Rome, Gainesville, Atlanta and Chattanooga, among other locations. "Probably 85% of our business is from Atlanta, which is about an hour away," explains Suzy. As more and more customers came to buy their quality products, even the 8 hour business day on Saturday wasn't enough. "People started telling other people and that's [about the time] the whole grass-fed information came out and about how much better it was for you. It was like, wow!" said Suzy. With limited room and counter space, it didn't take much insight to figure out that a larger area was needed to accommodate the ever increasing crowds. "The turning point was



Frank and Suzy with one of their cows



Suzy Wright filling a customer's order from the freezer.



Beef and pork packaged meat

when the room started getting so crowded that we couldn't take care of everybody in one Saturday. We hadn't even done any advertising. But I thought we'd better start saving up for something a little bigger, and I wanted to be sure to add a bathroom, too," Suzy added. Choosing the right spot on the farm for the larger area was no problem, other than Suzy having to forfeit her garden area. "But it was the perfect spot and we could have a parking lot," she said. The construction of a larger store building also gave opportunity for much needed additional equipment. A walk-in cooler and freezer were added to their existing freezers and refrigerated cooler in order to store their perishable items.

One day as their customers were enjoying the outdoors after their drive to the store, a calf on the farm was being fed with a bottle. Some of their visitors caught a glimpse of the feeding. Suzy continued,

"They went crazy! Many children have never seen a live farm animal." That event led to another feature of visiting their farm and store – an educational zoo. With Frank's farming operation that included cows, chickens and hogs, animals had always been in the picture. Suzy had always been an animal lover, owning her own horses and cows. For them, the popularity of the free educational zoo was a welcomed surprise. They built pens where gentle cows with their calves can be viewed up-close, goats can be watched while they climb on stumps and constructed wooden bridges, and rabbits can be seen running playfully in and out of their hutches. There are also rabbits and chickens that roam free all around the parking lot area. "The children will see a rabbit run after being motionless for a while and they'll shout 'There's a bunny and it's alive!' Suzy said. Visitors are schooled on the animals'

behaviors and other interesting information, such as bunnies building nests out of their own fur and goats having twins on a regular basis. It's obvious that the Wrights get as much enjoyment out of sharing and caring for their animals as do the guests that visit them. One of the most unique animals added to their zoo is the Barbados Blackbelly sheep, a threatened breed. These sheep can thrive in hot, humid environments, are excellent foragers and are highly resistant to diseases. The flock that the Wright's own are one of only approximately 3 flocks in Georgia and is the only one that is registered.

The items in their store are just as exceptional as the animals outside. Raw milk, straight from their Jersey dairy cows, is available fresh every day to purchase for pet consumption only, as per state regulations. Butter, cheeses and the most unusual but delicious ice cream flavors are available by the



Left: The family history located inside the store

Above: The disc harrow used for cooking or decoration

The Wright family has been on this same land since 1840. Family has come and gone, farming has changed, and they have changed with it.



Suzy Wright holds a newly born goat.

hand-dipped bowl as well as every cut of meat imaginable of beef and pork. Pasture-raised chickens from another farm can be purchased along with fresh eggs, locally grown and stoneground grits and corn meal, a variety of cooking oils, seasonal jams and jellies and many other natural and Georgia grown foods. Soaps and lotions with the Mountain Valley Farm's own private label are made from their tallow, a form of beef fat rendered to remove impurities. Old harrow discs from fellow director Ronney Ledford that are made of carbon steel are cleaned, shined and the center holes are filled. Hay tedder prongs (or tines) are welded on for handles and then sold for cookware resembling a wok, for use over a campfire or just as decorative pieces.

In addition, pieces of the Wright family history are on display and fit nicely into the motif of the farm store. Photos of Frank as a baby, his family including parents Homer and Ellen, his siblings, grandparents (who each had 10 children) and distant relatives are displayed in a corner of the store. They are ornately placed around antiques that likely date back several generations and assuredly several decades ago. Descendants of many of the family that were very young in those pictures are still living in the area and are still active in agriculture, from livestock farming to producing apples and pressing apples for juice. A picture of the old homeplace, located at the end of the farm store road and where Frank was born, is also included in the framed photographs.

The Wright family has been on this same land since 1840. Family has come and gone, farming has changed and they have changed with it. The poultry operation that Frank had operated now belongs to his son, Greg Wright who is also an AgGeorgia member, and the dairy farm is no longer in existence as it once was. Likely, their business will

also see changes in the next few years, just as it has with the store in the last few. Yet with all the changes, Frank and Suzy are still engaged in farming, still take pride in the life they've made on the farm and still enjoy

representing agriculture. As their history has proven, the Wright farm thrived through the past successions and transitions over the last 177 years. It is expected that same principle will continue for future generations to come. ■



Health and beauty products are sold in addition to food items



The Barbados Blackbelly sheep

Jaemor Farms

A North Georgia Trilogy of Farming, Retail & Agritourism



Article by Rhonda Shannon, photographs by Jessica Bassett & Rhonda Shannon

For over a century the Echols family has been in the business of providing the freshest and best quality fruits and vegetables available to local consumers. Jimmy Allen Echols told how his grandfather would stand on the side of the road and sell blackberries, blueberries and peaches in small trays that would hang by straps over his shoulders. “We’ve always been retail minded,” said Drew Echols, the 5th generation on the family farm and great-great-grandson of the sharecropper and Echols patriarch who launched what is now Jaemor Farms.

Named by Drew’s grandfather, Jimmy Allen Echols used his initials and the first three letters of his wife’s maiden name (Morrison) to establish Jaemor Farms. Although the 230 acre family farm was in row crop and poultry production along with fruits and vegetables in the earlier days of its

inception, retail was always in their blood. “One of my favorite things about hearing my granddad tell our history is that we’ve always been in retail from day one, 106 years ago,” said Drew. “A lot of farms start out as a big [production] farm and then branch out to a roadside or retail market. We did it backwards.” But going about it backwards has really paid off for Jaemor. According to Drew, they are the 2nd most visited attraction in Hall County, only behind Lake Lanier Islands. “That’s pretty cool that so many people are coming to visit a farm,” he adds.

The farming operation consists of 150 acres of peaches, which is their primary crop, 120 acres of pumpkins and 20 acres of strawberries, the largest acreage of strawberries on any one farm in the state of Georgia. Under the management and production of Drew, his dad Jarl and his Uncle Judah, the farm

recently increased to 550 acres with the help of AgGeorgia Farm Credit. “It’s worked out well and AgGeorgia was good to us on the last farm,” said Drew. Through the acquisition of the newly purchased farm they were able to increase their peach and strawberry production. “It was the right thing to do; it helped us expand, helped us hire more people and grow our production.” Not only has the farming operation expanded but the retail business has as well. In addition to their original retail market that’s been housed on US Hwy 23 in Alto for 37 years, they now have a satellite market in Commerce managed by Drew’s sister. “It was time,” said Drew. “You can tell by the lines in the concrete and the [different] pitches in the roof how many times the Alto store has been added on to over and over again.” But he is quick to add, “We remain primarily a farm, second-



“One of my favorite things about hearing my granddad tell our history is that we’ve always been in retail from day one, 106 years ago.”
—Drew Echols

Drew Echols at the entrance to the popular corn maze



A view of the serene landscape of the Jaemor peach orchard

Peaches ready for purchase

arily a retail/direct market, and thirdly an agritourism business.”

The farm and market business is family-owned and mostly family-operated with a total of 65 year round employees and a seasonal peak of approximately 105. Drew is proud of the economic impact Jaemor has on the local economy with the ability to employ permanent employees. In the fruit and vegetable industry, Drew adds, migrant labor is its lifeblood since so much of it is hand-harvested. For the seasonal workers, they utilize the H2A program and have had success with it. “The program has worked well for us,” said Drew. “The workers plant, harvest and are here for several months. Many of them return year after year.” In addition, the demand for wholesale customers can also be met with the assistance of 2 brokers that handle that portion of their business. “With

the local grown movement that is sweeping the nation, our products have become the envy of some wholesale customers,” said Drew. “All of the sudden, there was a demand for the quality we could provide on the wholesale market.”

The brokers are also involved in a program with the Echols family in promoting agriculture, using various aspects to educate their consumers, young and old alike. Jaemor partners with school systems such as Gwinnett, Cobb and Cherokee counties to incorporate locally grown produce into the students’ school meals. Jaemor’s strawberries, late season peaches and watermelons work well to add nutritional value in the meals. Last year, a school even began making their own harvest bars using cooking pumpkins grown on the Echols’ farm. The success of that initiative prompted the Gwinnett



Above: Drew Echols and their pumpkins on sale

Below: The retail store in Alto





Games enjoyed by the visitors during fall festival

school system to purchase about 1,100 cooking pumpkins this year. The kids get nutritious food and the money paid to Jaemor for the produce is kept local.

There is also a big emphasis on agritourism. Jaemor hosts several educational 'standards based' field trips in the spring when the strawberries are ready and in the fall when the pumpkins and apples are in season. "Teachers have to have a reason for the kids to leave school [for field trips]," explains Drew. "We have different stations set up for the kids to visit and every station on the field trips has an educational component to it." In addition, they also open their fields a couple of times a year for u-pick events during strawberry and peach season. "So many come on a weekly basis [to the store] that it's hard to manage anything more often than that," said Drew. And of course there are fun, seasonal events as well. In the fall, their corn maze and festival games draw people of all ages to come enjoy the old-fashioned games and train ride. They can indulge in treats from their on-site bakery, picking up one of the over 250,000 loaves of bread baked annually or selecting from a vast variety of their famous fried pies, which boasts sales of over 300,000 sold annually. There are boiled peanuts, freshly baked cakes, apple cider donuts, blackberries, summer vegetables and many, many other delectable and unique items which bring visitors back year after year.

Despite all the successes and accomplishments for Jaemor Farms, it isn't always peaches and cream. Just as with any farm or business, there are unforeseen challenges that can arise within any portion of their diverse operation. A warm February of 2017 brought the peach trees and the onset of the strawberry plants to bloom, only to have them hit with a significant freeze around of the middle of March. The end of the strawberry season was extremely wet and Hurricane Irma adversely affected the pumpkin harvest

by pounding the vines at a critical time when they were not able to perk back up. "It's always something for farmers," said Drew. Regulatory and labor issues, remaining compliant with food safety documentation and just the day-to-day tasks and trials of a farm and a retail business can seem more overwhelming than enjoyable. He admits his career can be stressful, but he couldn't imagine himself anywhere else. "I love to farm, working with

my dad and uncle," said Drew. "I also mop the floors, have the keys to the bathrooms, store, tractors - to everything. In a family business, you do whatever it takes. There's a lot of family dynamic here and sometimes, like our business time in October, it can get like the Jerry Springer show," Drew adds with a laugh. "But there's nothing I'd rather be doing and there's nobody else I'd rather be partnered up with than them." ■



Above: The crowd during fall festival time

Below: Kids of all ages enjoy the train ride and festivities



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Association News

Board of Directors

Our final stockholder meeting for 2017 in Sandersville was bittersweet. We were honored to present resolutions commemorating the service of Mr. Dan Crumpton and Mr. Marion Meeks as long-time directors for AgGeorgia.



Mr. Crumpton passed away in 2017 after his retirement from the Board with 30 years of service. His family accepted the resolution with much deserved recognition for this faithful dedicated service. Shown are (l to r) Bobby Miller, Board Chairman, Carla Crumpton Burkey, Rodney Burkey and Jack Drew, CEO.



We extend our best wishes to Mr. Meeks in his retirement after 28 years of service to the stockholders of this association. His loyal and devoted time on the Board is very much appreciated, as is his nearly three decades of steadfast and dependable leadership. Shown are (l to r) Bobby Miller, Board Chairman, Marion & Alice Meeks, and Jack Drew, CEO

Promotions

We are pleased to announce the following promotions for AgGeorgia:



Morgan Adams, Royston Branch, has been promoted to Loan Officer III/Relationship Manager. Morgan has been employed with AgGeorgia for over 5 years and has a good knowledge of various aspects of agriculture.



Ryan King, Royston Branch, has been promoted to Loan Officer II/Relationship Manager. Ryan has been employed with AgGeorgia for over 4 years and has extensive experience in agriculture.

Scholarship



Matthew Clements from Fitzgerald, Georgia, a general agriculture major at ABAC, received the 2017 Farm Credit Associations of Georgia scholarship. This \$1,000 scholarship was presented by Rhonda Shannon from AgGeorgia's Tifton office. Congratulations Matthew!

Homegrown by Heroes



We are proud to salute our veterans and support Homegrown by Heroes. Local veteran and farmer Mike Reynolds served his homegrown, locally raised beef recently at FEED Co. Table & Tavern, Tremont Tavern and 1885 Grill. From his 82 acre north Georgia farm, Mike is proudly supplying the area with freezer beef through the Homegrown by Heroes label, which differentiates farmer-veteran products.

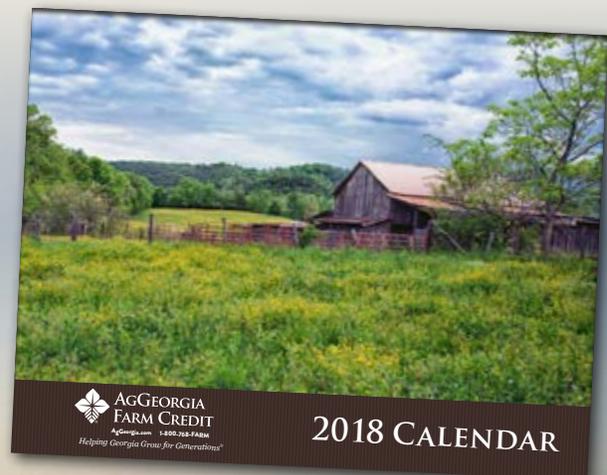
FFA Winners

Congratulations to the winning FFA Ag Mechanics and Woodworking entries hosted in the Farm Credit building at the Sunbelt Ag Expo! It's amazing to see the capabilities of these students. The Farm Credit Associations of Georgia and Florida hope to make this contest even bigger and better for 2018!



Get your 2018 AgGeorgia Calendars!

The 2018 calendars are available and features photos taken with the 79 county AgGeorgia territory. The photos were submitted during our 2017 photo contest and feature a variety of scenic views from our great state. Stop by your local AgGeorgia office and pick one up today! ■



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2018 CALENDAR

Property for Sale



Properties for sale are listed as a service to our readers. Information is furnished by real estate agents and individuals and AgGeorgia Farm Credit is not responsible for the accuracy of the listing contents. If you have property for sale in Georgia that you wish to list in the *Leader* magazine please contact Rhonda Shannon for details at rshannon@aggeorgia.com or 229-382-4300.

BAKER



Nochaway Creek Retreat. 87+/- acre Beautiful, private landholding on the Ichawaynochaway Creek in the Albany-Area Plantation Belt. Nearly ½ mile of pristine and serene creek frontage, cypress house, 7200 sq. ft. shop with climate control & more! Call Jon Kohler with Jon Kohler & Associates at (850) 508-2999 or email at jon@jonkohler.com.

BANKS



3.68+/- acres of land for sale along Borders Road in Banks County. Ag/Residential zoning. Mobile homes OK. Former homesite with septic and utilities in place. Parcel is mostly wooded for hunting/privacy. Asking \$25,000. Call Otis Rylee with The Simpson Company of Georgia, Inc. at (770) 532-9911 or email at otis@simpsoncompany.com.



Seven house broiler farm situated on 18+/- acres for sale in Banks County. Mobile home onsite. Recent upgrades. Tractor, truck, trailer, other equipment to stay as well. Asking \$1,100,000 or best offer. Call Otis Rylee with The Simpson Company of Georgia, Inc. at (770) 532-9911 or email at otis@simpsoncompany.com.



58.5+/- acres near Lula with easy access to Ga. Hwy. 365. Paved road, county water, 7 acre field, rest wooded. Large creek. Excellent site for home, hunting/recreational. \$4,950 per acre. Call Stan Bennett with Southern Heritage Land Co., Inc. at (770) 654-0491 or email at stancbennett@aol.com.

BARTOW



49.219+/- Acre wooded property that borders the Corp of Engineer land on Lake Allatoona. This property primarily consist of mature planted pines, with some hardwoods. There is a double gate & four board fencing along part of the road frontage. Great location for your new home or recreational property. 2 miles to Stamp Creek Day Use Area and boat ramp. 5.6 miles to Exit 290 on I-75. Zoning: A-1 (Agricultural Bartow Co.) Utilities: Electric & Water. Topography: Level, Rolling, Steep. \$10,159/acre Located at 231 Wilderness Camp Road, White, GA Call Raborn Taylor III with George F Willis, Realty at (770) 3820058 or email at rt3@gfwillis.com.

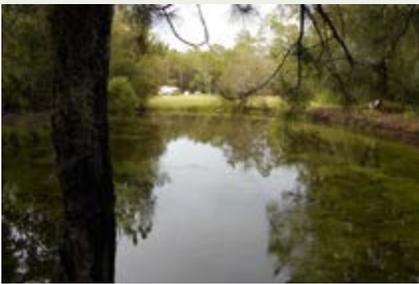


272 +/- Wooded Acres with Moore Branch (interior creek) on the property. There is a mix of natural pines and mature hardwoods. Ample road frontage. Good interior road system. Zoned: A-1 (Agricultural Bartow County. Utilities: Electric Topography: Rolling to Steep. This property is great hunting tract. This property is in a CUVA (Conservation Use Valuation Assessment). \$4,000/acre. Located on Spring Place Road, Rydal, Georgia. Call Raborn Taylor III with George F Willis, Realty at (770) 3820058 or email at rt3@gfwillis.com.

BERRIEN



.89 Acres. 1930s Home in Nashville nestled in a beautiful natural setting! If you like character in a home, then you will love this one. This home has a cozy warm kitchen just off of the brick floored sunroom. All wood floors in living room which leads to stairway to upstairs bedroom. Out building has been remodeled and is great for entertaining. The backyard has complete privacy along with a deck connected to a recessed above ground pool also for entertaining or just relaxing. All of this is located on .89 acres in town on the corner of Dogwood Drive. This is a lot of property for the money. \$139,900. Call Cynthia Sanisidro with Southern Traditions Realty and Development, Inc. at (229) 560-4469 or email at cmathisrealestate@hotmail.com.



3.25 Acres. 5 miles North of Nashville on Barney Parker Rd. Great home-site or weekend getaway! 3.25 acres. Beautiful partially wooded property with well-stocked pond. Comes with two storage buildings and a 27 foot long 1988 Presidential Holiday Rambler camper trailer that is in great condition. Included is an extra camper hookup and an additional power pole. Also on the property are a grapevine, fig tree and pink grapefruit tree. Asking \$29,900. Call Ward Crosby with Southern Traditions Realty and Development, Inc. at (229) 507-9628 or email at wardcrosby.com.

BLECKLEY



336.76 Acres in Bleckley County - Evergreen Creek Farm. 2,246 sq ft Brick Home & 3,200 sq ft Metal Shop, Mature Hardwood & Pine Timber, Small Pecan

Orchard, 1 +/- Acre Pond, 115 +/- Acres in Open Land, Great Wildlife Habitat, Long Dual Creek Frontage, Great Bottomland for Hunting, Hunt Deer, Ducks, Turkey, Dove, & Hog, Easy Access to I-16. Call Austin Breiner with LandMart.com at (478) 4148419 or email at austin@landmart.com.

BURKE



275 acres Georgia Hwy 80, 15 miles west of Waynesboro, 9 miles east of Wrens, 26 miles south of Augusta. Wooded with older pine/hardwood mix, 23 acres in old fields with volunteer trees, wildlife food plots, deer stand sites, interior road system, rural yet convenient tract with hunting, recreation, timber investment, and paved road access. \$357,500, www.GeorgiaLand.com. Call Chad Shivers with Shivers Real Estate at (706) 833-9114 or email at shivers@georgialand.com.



110 acres wooded on Brier Creek, Story Mill Road, 8 miles northwest of Waynesboro. Long creek frontage, timber about 18 years old, hunting and creek fishing, very convenient to Waynesboro and Augusta, \$143,000, www.GeorgiaLand.com. Call Chad Shivers with Shivers Real Estate at (706) 833-9114 or email at shivers@georgialand.com.



125 acres wooded, off US Hwy 25, 12 miles south of Waynesboro. 72 acres old planted pines, 50 acres old hardwood/pine mix, stream along property line, timber tract with hunting and recreation, \$275,000, www.GeorgiaLand.com. Call Chad Shivers with Shivers Real Estate at (706) 833-9114 or email at shivers@georgialand.com.

CLARKE



67.32 acres of bank-owned acreage. Located along Tallassee Road in Athens near Loop 10. RS-15 zoning. Previously platted for 122 lots. All utilities available. Asking \$729,000. Call Otis Rylee with The Simpson Company of Georgia, Inc. at (770) 532-9911 or email at otis@simpsoncompany.com.

CLINCH



127 Acres. 7 Miles North of Homerville near the intersection of GA Hwy 122 and US Hwy 221. Great land opportunity for timber farming, blueberry farming or recreational land. Most of land is dry with only about 10% wetlands. None of property is in a flood zone. Call Ward Crosby with Southern Traditions Realty and Development, Inc. at (229) 507-9628 or email at ward@wardcrosby.com.

COLQUITT



Peacock Plantation: 1471+/- acre SW Georgia Historical Quail Plantation on Famed Warrior Creek with a 2,600 sq. ft. legendary architect Frank McCall built home, Managers house, sharecroppers house, Kennels, cropland, exceptional deer, turkey & more! Call Jon Kohler with Jon Kohler & Associates at (850) 508-2999 or email at jon@jonkohler.com.



Unique property with approximately 114.59 +/- acres located between Moultrie and Adel. Property consists of a mixture of hardwood, southern pines, pecan trees, barn, pond, and a large wired workshop with plumbing. Also included are two homes with the main home being built in 1995 which offers over 3000 sq ft. with 4 bedrooms/ 2.5 baths. Walk-in closets in all bedrooms. Master bedroom with master bath and a HUGE walk in closet with additional closet for extra storage. Large laundry room and walk in pantry. The farmhouse is situated at the front of the property which offers 3 bedrooms/1 bath, kitchen and living room. Very nice workshop with plumbing and wiring in place that could easily be converted to a guest house or in-law suite... 4 stall shed for farming equipment. MLS#907074 Call Dena Jackson with The Slocumb Company at (229) 456-3081 or email at denacjp@yahoo.com.

COOK



ABSOLUTLEY AMAZING!! The possibilities are endless!! First, you must see this incredible aerial video that highlights it all at <https://vimeo.com/163482600>. 33+/- acres of paradise!! Main House w/ 2 living areas, large masonry stone FP, dining room, 17X10 loft sleep area, 29X14 loft entertainment area, open plan w/ a view of the pool. KT w/ a new Jenn Air downdraft stove & custom wood cabinets. Spacious master suite w/ jetted tub, double sinks, separate shower & a walk in closet. Additional bathroom & bedroom, laundry room w/ folding table & an oversized garage. 22X20 Pool House w/ a full kitchen, sitting area & bathroom. Pond House w/ a living room, kitchen, dining area & BR/BA. 42X28 Stables w/ tack room, drive through loading area & 4 stalls. 36X20 wired workshop w/ a 12X20 ofc. Over 3200 Sq Ft of decking, stocked pond, shooting range, fenced pasture. Call Wendy Woodruff with The Herndon Company at (229) 356-1380 or email at wendywoodruff@outlook.com.



RARE FIND FOR A TRACT THIS SIZE. 205+- Acres. Appx. 55 Acres in cultivation that is leased til end of crop year. Brushy Creek goes across the back of the property with part of the land on the other side of the creek. Call Graham Fiveash with The Herndon Company at (229) 460-8359 or email at gfiveash@herndoncompany.com.

CRAWFORD



213 acres on Tribble Rd in Crawford County 5 minutes to Ft Valley and 15 minutes to I-75. This property has a little bit of everything. Hardwoods, pines, pasture and valleys. Its loaded with deer and other wildlife. The rolling topography is perfect for recreation homestead or both. Don't miss this awesome opportunity to have the land that you have all ways dreamed of! Call Wade Herren with Wade Herren at (478) 9603239 or email at wherren323@gmail.com.

DOOLY



205 Acres in Dooly County, GA. Great Timber Investment, Marketable Pines & Hardwoods, Underground Electricity, Multiple Pond Sites, Hunt Deer, Turkey, Duck, or Hogs, Beaver Pond, Very Close to Lake Blackshear and the Flint River, 1 Mile to Camper's Haven Restaurant and Marina, 17 miles to Cordele, 45 miles to Albany \$2,991/Acre Call Jimmy Touchberry with LandMart.com at (478) 4575049 or email at jimmy@landmart.com.

DOUGHERTY



Twin Eagles Plantation: 715+/- acre Shooting Plantation with "Architectural Digest-quality Home", bordering three of Albany's most noted quail plantations. Two ponds, quail habitat, great deer and turkey, wood duck habitat, great timber, 6-acre dove field and more! Call Jon Kohler with Jon Kohler & Associates at (850) 508-2999 or email at jon@jonkohler.com.

EARLY



This 234 acre property is a multiple-use property with unconstrained recreational potential. Enhanced by gentle terrain, mature hardwoods, a pond, and the North Fork Ogeechee River. The area is know for its productive soil types, timber growth and wildlife habitat. Conveniently located near I-20 and four of Georgia's largest cities. Reduced price \$466,830. Call Jody Strickland with F&W Forestry Services, Inc at (478) 954-8058 or email at jstrickland@fwforestry.com.

ELBERT



Shade Tree Cabins, Elbert Co., GA. 103 acres, \$475,000. Income Producing. 103 Acres. Terrain: Rolling. Access: 1888 Hulmes Chapel Road. The land is heavily wooded with natural pine and mature hardwoods. There are several open areas that provide wildlife food plots. A spring-fed stream runs through the tract. Deer, turkey and small game hunting is outstanding. Fishing in pristine Lake Russell is only

minutes away. Nearby Lake Russell State Park is home to Arrowhead Point Golf Course which is beautiful public course. Call Eddie Drinkard with Drinkard Real Estate Sales, Inc. at (706)7066) 318-3636 or email at eddie.drinkard@gmail.com.



152 +/- acre farm with 2 ponds, creek, barn and lots of pasture with fencing. Approximately 100 acres are grass. Nice quaint home with 2BR/1.5BA. Enjoy the quiet setting in a great location . \$389,000. Call Kenneth Savage with Savage Real Estate & Auction Co., Inc. at (770) 718-8297 or email at jksavage@bellsouth.net.

FLOYD



POND on 25.81 +/- wooded acres with a mix of natural pines and hardwoods. Less than 5 miles to downtown Rome! Great property for recreation or your next home. Zoned: S-R Utilities: Electric and water Topography: Rolling to Level. \$5,000/acre Located on Shropshire Road, Rome, GA. Call Raborn Taylor III with George F Willis, Realty at (770) 382-0058 or email at rt3@gfwillis.com.

FORSYTH



13.5+ acres w/stream in desirable Vickery Creek Area West Forsyth w/craftsman style home, 2 masonry fireplaces. Enjoy the privacy that this end-of-the-road, heavily wooded property offers. Hrdwd floors. 3 car garage. \$899,900. Call Lisa Wilcox with Lisa Wilcox at (770) 365-5180 or email at lisa.krueger@chatton.com.

FRANKLIN



37 acre farm with 2500 sq ft renovated farm house conveniently located just minutes from HWY 85 and lake Hartwell. Large 40x48 shop or utility building. Good mix of pasture and woods with a small beaver pond. \$320,000. Call Amanda Smith with Burdette Realty at (706) 680-1800 or email at amk23@bellsouth.net.



42.03 acres with large noisy creek running thru middle of property! 38x50 clear span barn. Lots of hardwood timber value, approximately 16 acres cleared pasture, partially fenced with lots of road frontage. \$329,000. Call Kenneth Savage with Savage Real Estate & Auction Co., Inc. at (770) 718-8297 or email at jksavage@bellsouth.net.



Great cattle farm in pasture with creek, small pond and lots of road frontage. 45.18 acres located approximately 3 miles to I-85 and Lavonia. Call Kenneth Savage with Savage Real Estate & Auction Co., Inc. at (770) 718-8297 or email at jksavage@bellsouth.net.



Four poultry houses for sale in Franklin County on 27 acres. Mobile home onsite as well. Three wells/county back-up, recent upgrades. Royston area. Asking \$450,000 or best offer. Call Otis Rylee with The Simpson Company of Georgia, Inc. at (770) 532-9911 or email at otis@simpsoncompany.com.



40 acres of gentle rolling land near Lavonia and I-85. Part open pastureland, rest in hardwoods. Small stocked pond. Good hunting. Paved road, county water. Great building site for poultry houses. \$4,250 per acre. Call Charlie Lathem with Southern Heritage Land Co., Inc. at (770) 654-6812 or email at clathem@bellsouth.net.

GEORGIA



213 acres on Tribble Rd in Crawford County 5 minutes to Ft Valley and 15 minutes to I-75. This property has a little bit of everything. Hardwoods, pines, pasture and valleys. Its loaded with deer and other wildlife. The rolling topography is perfect for recreation homestead or both. Don't miss this awesome opportunity to have the land that you have all ways dreamed of! Call Wade Herren with Wade Herren at (478) 960-3239 or email at wherren323@gmail.com.

For more information on financing options for these properties, contact us at
1-800-768-FARM
 or online at aggeorgia.com



45 acres of beautifully wooded tract with privacy and recreation in Twiggs County just 20 minutes to Robins AFB. 33.5 acres of planted pines 10 acres of Hardwood. Approximately \$1,000.00 per acre of timber value. Build you dream home overlooking rolling pastures and majestic oaks or use it for hunting. This property offers the opportunity to do what you want! Call Wade Herren with Elite Realtors of Georgia at (478) 960-3239 or email at wherren323@gmail.com.

GORDON



This land has it all: Creek, Open Land, Mature Timber, & Privacy! Approximate 3,676 feet of frontage on Pine Log Creek. Near the creek, the owner has cleared the level field that had not been cut for several years. Home site in the mature timber. Excellent property for recreation, hunting, fishing, or building your new home. Utilities: Electric. Topography: Level to Rolling to some Sloping. Elevation 712'. \$5,000/acre Located on Old Boone Ford Road, Fairmount, GA. Call Raborn Taylor III with George F Willis, Realty at (770) 382-0058 or email at rt3@gfwillis.com.



BANK OWNED! MAKE OFFER! 121.02+- Acres with frontage on 2 roads, just south of Fairmount. This property is mostly wooded with a mix of pines and hardwoods, and there is a small amount of level pasture on the property. This would make great timber investment, homesite, or hunting tract. Utilities: Electric, water, & Telephone. Topography: Level to Sloping. \$5,000/acre Located on US Highway 411 & Irwin Mill Road, Fairmount, GA. Call Raborn Taylor III with George F Willis, Realty at (770) 382-0058 or email at rt3@gfwillis.com.

GRADY



263+ acres between Thomasville and Cairo. Excellent soils. Fields suitable for center pivot. Old CSX rail spur. Adjacent to Dev. Authority industrial property. Currently used for cultivation. \$3,500 per acre. Call Philip Leabo with Southern Heritage Land Co., Inc. at (229) 221-8094 or email at philipleabo@yahoo.com.

GRADY



Mayfield Place: 660+/- acre High Quality Recreational Property with 11-acre Lake. 7-acre lake and Two More Ponds, Beautiful Rolling Topography, Open quail woods, live oaks, gathering lodge, cabin, excellent deer, turkey & more! Call Jon Kohler with Jon Kohler & Associates at (850) 508-2999 or email at jon@jonkohler.com.

HABERSHAM



GORGEOUS 72+ ACRES! Absolutely gorgeous 72+ acres of mostly rolling pasture (about 1/2 fenced) with Hazel Creek on the Northern border, old hay storage barn and some old hardwood trees add to the beauty of this property. Located within half mile of the 441-4 lane to make it even more appealing. (8000975) \$765,240. Call Bill Camp with Shield, Realtors at (706) 499-4720 or email at bill@billcamp.net.



BEAUTIFUL ACREAGE!! Large, mostly wooded tract in N. Habersham County. Borders a large creek (trout stream). About 10% of the property is cleared with the remainder wooded. \$838,500 (8095422). Call Martin Simmons with Shield, Realtors at (770) 597-4219 or email at martinsimmons@yahoo.com.



HEAR THE MOUNTAIN MELODY! 2 creeks on 6.7 acres, 3BR/3BA log home, ash flooring, tongue and groove ceiling, wood burning FP, finished terrace level, wide decks, 22X45 workshop, 12X16 storage building. (8199552) \$339,000. Call Ruth Camp with Shield, Realtors at (706) 499-4702 or email at ruth@ruthcamp.com.



LOCATION! CONVENIENCE! CHARM! Unique home on 16.73 acres outside downtown Clarkesville. Mountain lake, oversized barn, additional outbuildings, one car garage and heated 3 car garage. Manufactured home, perfect for caretaker. Recent renovations. Geo thermal H/A system. (8247784) \$549,900. Call Ruth Camp with Shield, Realtors at (706) 499-4702 or email at ruth@ruthcamp.com.

HALL



Nice home on 18.21 acres in North Hall! Lots of privacy, sit on your porch and watch the wildlife! Several outbuildings, lots of flowering trees & bushes, paved drive. Home has 3BR/2BA with sunroom, separate living room & dining room. Call Janie Savage with Savage Real Estate & Auction Co., Inc. at (770) 654-3513 or email at jksavage@bellsouth.net.

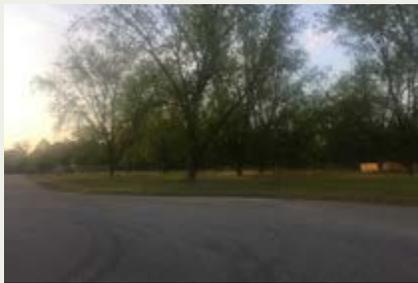
HOUSTON



4,784 Sq. Ft. Custom Home. 2 Story Brick Home w/ 2 Car Garage, 5 or 6 Bedrooms w/ Master Downstairs, Cherry Cabinets, Hardwood & Tile Floors, Brand New Kitchen Appliances, Recreation Room & Study Upstairs, Enjoy the Backyard Pool Area, Asphalt Driveway on Paved Road, Gardening/ Farming, Private Hunting Plantation, Perry Schools \$699,000. Call Bill Breiner with LandMart.com at (478) 457-7005 or email at bill@landmart.com.



Harper's Ridge: 65+/- acres of unimproved land . Formerly planned to be another phase to the rapidly growing, established neighborhood is nestled in the midst of WRs multiple subdivisions and conveniently located in the heart of Warner Robins easily accessible to major intersections such as Houston Lake Road, Russell Parkway, Watson Blvd, Lake Joy Road, Hwy 96, Moody Road, Hwy 247, RAFB, shopping, schools, & Interstate 75. Underground utilities, lighted streets, water & sewer ... another possible phase or potentially larger HomeSite for your own home. Developers & Builders Welcome! \$15k/acre. Call Brian Lewis with Southern Timber Consultants at (478) 808-1918 or email at bobbyblewis@gmail.com.



Established subdivision in pecan grove with approximately 15 more lots available at ONLY \$15k/lot. Homes from the \$170s. Call for updated plat, copy of protective covenants, and/or personal tour. Bring your house plan and/or builder OR we'll help you find a house plan and provide you with a list of builders to match your style! Located in South Perry off Hwy 41 below Westfield Schools near AgCenter. Call Brian Lewis with Southern Timber Consultants at (478) 808-1918 or email at bobbyblewis@gmail.com.



Elko Road: 20+/- acres of open land, slightly rolling topography for \$180k in South Houston County. 3-5 miles from Perry, Interstate, & AgCenter/National Fairgrounds. Stick-built homes only, county water, horses allowed, 1300' of road frontage, and can be divided into smaller parcel(s) that could be potential homesites. Call Brian Lewis with Southern Timber Consultants at (478) 808-1918 or email at bobbyblewis@gmail.com.



2+ wooded acres on corner lot in small peaceful subdivision out in the country. Listed at ONLY \$30,000 Bring your HomePlans or we can assist in finding one that matches the dream home you're seeking; bring your Builder or we can provide a list of local, reputable builders that we've worked well with in the past. Worthington Woods is conveniently located approximately 5 miles to Interstate 75, shopping, and Westfield Schools. Call today for an updated plat, copy of protective covenants, and/or your personal tour. Call Kim Williams with Real Estate Insider at (478) 333-3080 or email at kimwilliams99@gmail.com.



If you have been searching EVERYWHERE for a nice HomeSite in a great neighborhood, then LOOK NO FURTHER. The Prestigious Flat Creek Reserve subdivision is where you should be, and for a LIMITED TIME, we have decided to offer these lots at a Scary SPECIAL Reduced Price of \$50,000/HomeSite ... Now that's any of our available lots whether it's a corner lot or in the cul de sac, any location throughout the curvy interior roads of the hilly streets, and/or any sized lot which all remaining are over an acre & half. So HURRY & grab your family, drive the short distance down to visit & enjoy the essence of tranquil living in an upscale community located within 3 - 5 minutes of I-75, local restaurants, and shopping. Easy commute to area employers such as RAFB, Perdue, & Frito Lay. Contact us today for an Updated Plat, copy of Protective Covenants, and/or your personal tour! Call Kim Williams with Real Estate Insider at (478) 333-3080 or email at kimwilliams99@gmail.com.

Mostly wooded acreage of planted pines nestled in the peaceful country setting. Currently divided into 8.5+/- acres at \$65,000 each. Wild game is plentiful, county water is available, stick-built homesites, & county taxes only. More acreage & other lots available. Call Kim Williams with Real Estate Insider at (478) 333-3080 or email at kimwilliams99@gmail.com.



2 Homes in 1. Over 10,000sf all-brick home includes 5+BR/4full bath & 4 half bath, 2 master suites, 2 kitchens, 2car garage & 2car carport on 3acres (additional acreage available). New open kitchen, space for double door subzero frig, 2dishwashers, stone mantle w/granite countertops & custom cabinetry, 8 burner gas stove, full bar w/glass rack, icemaker & wine cooler & small frig open to den with rock fp up to ceiling, dining area, tile flooring throughout. Banister above den w/dance floor/gym/theatre area. Call Kim Williams with Real Estate Insider at (478) 333-3080 or email at kimwilliams99@gmail.com.



Gorgeous 20 acres of wooded rolling topography with pond & creek in the back corner of the property below a hill, perfect spot overlooking waterway for building your next dream home. Hunting is plentiful with deer, turkey, ducks, & other wild game, as for fishing, the pond is stocked. Land is located just outside of town within a minute or 2 from Interstate 75, Shopping & Schools. Property starts 800' back from Hwy 341 with 40' of road frontage, County Water, & County Taxes Only ... Listed at \$250,000. Additional acreage available. Call Kim Williams with Real Estate Insider at (478) 333-3080 or email at kimwilliams99@gmail.com.

JACKSON



42+/- Acres for sale located at 421 Sandy Creek Road, Commerce, GA. Mobile home on site in good shape. Just off of Hwy 98 near Hwy 441 near Double Oaks Golf Course. \$30,000 in timber value per recent cruise. Will subdivide. Asking \$300,000 for all or \$260,000 less mobile home and 2.50 acres. *Cannot sell mobile home until land sells.* Call Otis Rylee with The Simpson Company of Georgia, Inc. at (770) 532-9911 or email at otis@simpsoncompany.com.



146+ acres near Commerce and I-85. Perfect for farm. Partially fenced, good hay fields. Over 4500 ft. on Chandler Creek. Frontage on Oconee River. High elevation point for home. Easy access to Atlanta. \$10,900 per acre. Call Laquita Lunsford with Southern Heritage Land Co., Inc. at (770) 654-1897 or email at laquital@bellsouth.net.

JONES



5 ac lot in hunting and equestrian development with over 1200ac of green space. Go to www.littlecreekcommunity.com for complete information. Price is \$95,000. Call David Frazier with Little Creek Preserve at (404) 580-7870 or email at dbfrazier@mindspring.com.

LANIER



62.52 Acres. Just 2.5 miles from Lakeland off Hwy 221 South on O'Brien Rd. Beautiful mature pines, plantation thinned. Excellent potential as quail habitat, or to build your dream home in the country, yet very convenient to town and schools. Includes 2.5 acres of cleared land, pasture or cultivated land. Small creek at back of property flows into Banks Lake National Wildlife Refuge. Reduced to \$156,300. Call Ward Crosby with Southern Traditions Realty and Development, Inc. at (229) 507-9628 or email at ward@wardcrosby.com.



11.09 Acres. On Teeterville Rd, just 1/4 mile South of the intersection with Empire Church Rd. Perfect mini farm or homesite. 7 acres of cultivated land with highway frontage, perfect country setting, yet convenient to town. 4 acres of wooded land for hunting at rear of property backs up to a much larger tract of woodland with abundant deer and other wildlife. Reduced price, \$39,900. Call Ward Crosby with Southern Traditions Realty and Development, Inc. at (229) 507-9628 or email at ward@wardcrosby.com.

LINCOLN



Chennault Tract, NEAR THE LAKE. Lincolnton, GA. \$119,750. Excellent Hunting !! 50.00 Acres, \$2,395 Per Acre. Hard-to-find small hunting and timber tract. Has been hunted only by owner and family for past 17 years. Located in the Chennault community of Lincoln County which is legendary for the "Lost Confederate Gold". Lake Thurmond, Lake Russell and Broad River are only a short distance from the property. The tract is all wooded with mature hardwood hillsides and merchantable planted pines. Several wildlife food plots are ready for deer and turkey hunting. A good interior road makes the tract easily accessible by truck or ATV. From Lincolnton take Hwy. 79 north to intersection of Hwy. 79 and Hwy. 44. Turn right on. Graball Road and go 1/2 mile, property is on the right. From Washington go Hwy. 44 to Graball Road. DrinkardRealEstateSales.com. Call Eddie Drinkard with Drinkard Real Estate Sales, Inc. at (706) 318-3636 or email at eddie.drinkard@gmail.com.



Excellent Deer and Turkey Hunting, Bank Foreclosure! 179.56 Acres, \$1,695/acre. Terrain: Rolling. Access: Tabernacle Church Rd., paved road. Bank owned & ready for offer! Convenient to Lake Thurmond. 1.5 miles to boat ramp. Excellent hunting and recreational tract. PRICE REDUCED. Hardwood drain creates a potential pond/lake site. Part in 10 year old planted pines for future income. Balance in pine and hardwood regeneration. Open area for wildlife food plot, lots of deer and turkey. Paved road frontage on Tabernacle Church Road just off GA.. Take Hwy. 79 North from Lincolnton, approx. 7 miles turn Right onto Tabernacle Church Road. Go 1/2 mile, property on Left. Request Appointment. DrinkardRealEstateSales.com. Call Eddie Drinkard with Drinkard Real Estate Sales, Inc. at (706) 318-3636 or email at eddie.drinkard@gmail.com.

LOWNDES



Great property with mix of pines and hardwoods. Property backs up to mud creek and has a couple of home sites on the front of the property. Good place to build with additional acreage for recreation or hunting. Tract #1 on attached documents and aerial. Call Brian Cooper with The Herndon Company at (229) 560-8689 or email at brian@herndoncompany.com.

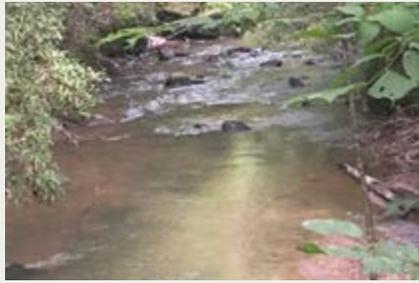


Approximately 97 Acres with plenty of road frontage 1495 FT on HWY 135. Also Frontage on Hutchkiss Road and Wrights Road. Land has been plantation cut with 30 pines to an acre. Currently zoned E-A on East side. Lowndes County land for under 3k an acre! Buy now before land prices and interest rates go up. Perfect land for blueberries! Call Nathan Smith with The Herndon Company at (229) 563-4199 or email at nathan@herndoncompany.com.



RARE FIND...220 acres of N. Lowndes County land. This beautiful farm has it all to include hardwoods, planted pines and agriculture land. There is some natural wetland acreage that creates the perfect environment for abundant wildlife. Currently zoned EA, this property has a ton of potential for development acreage, farm/plantation development or keep it natural and live in seclusion. There is a home on the property that is currently being leased month to month and has 2,870 sqft. It is the farmhouse style and would make a great "hunting" camp lodge, ranch maintenance home or just move in and enjoy your property. This is a one of a kind property that is located within minutes of Valdosta. Call DoraLe Smith with The Herndon Company at (229) 292-4842 or email at realestateby-doralee@gmail.com.

MADISON



35.25 wooded acres in Comer. Paved road frontage and approximately 400ft frontage on Skull Shoal Creek. \$115,000. Call Zach Kidd with Burdette Realty at (706) 498-7804 or email at zkreal@yahoo.com.



Beautiful 17 acres with hilltop homesite overlooking wildlife management land on one side and rolling pasture on the other. Fenced for horses. \$89,900. Call Amanda Smith with Burdette Realty at (706) 680-1800 or email at amk23@bellsouth.net.



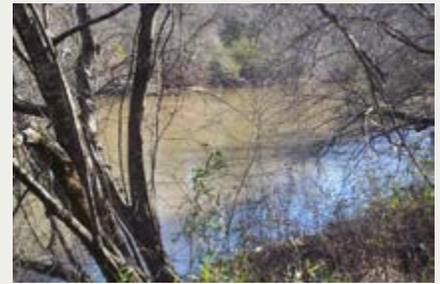
Great Location! Hard to find 105+ wooded acres on the South Fork of the Broad River. Minutes from Danielsville and Madison County Highschool. Property has all utilities available and access to three phase power. \$549,380. Call Zach Kidd with Burdette Realty at (706) 498-7840 or email at zkreal@yahoo.com.



111+ acres of beautiful pasture land, 3 ponds, fenced and cross fenced, cattle water tanks, large barn and shed, 3BR/2BA Cape Cod home on a full finished basement. The views are amazing! \$799,000. Call Gerry Burdette with Burdette Realty at (706) 207-2820 or email at gerryburdette@aol.com.



108+- acres with long frontage on Broad River. Good pine/hardwood timber. Great deer/turkey hunting. Close to new bypass. Food plots. Priced to sell at \$2,950/acre. Call Stan at 770-654-0491 Southern Heritage Land Co., Inc. Call Charlie Lathem with Southern Heritage Land Co., Inc. at (770) 654-6812 or email at clathem@bellsouth.net.



108 acre hunting/recreational tract with long frontage on Broad River. Good interior roads, food plots, small creek. Good mix of pines and hardwoods. Near new bypass. Great hunting! \$2,950 per acre. Call Stan Bennett with Southern Heritage Land Co., Inc. at (770) 654-0491 or email at stancbennett@aol.com.

PULASKI



Cypress Creek: Residential development of mostly planted pines consisting of 72+/- acres with paved road at \$330k. Located off Hwy 341 between Haynesville & Hawkinsville within minutes of the areas major employment centers such as RAFB, Perdue, & Frito Lay convenient to Perry & WR. Gently rolling topography for stick-built only homes. Call Brian Lewis with Southern Timber Consultants at (478) 808-1918 or email at bobbyblewis@gmail.com.

STEPHENS



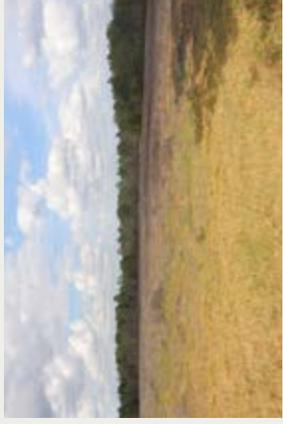
83+/- acres mostly wooded with large creek. Approximately 10 acres of Bermuda grass, great for hay. Large trees makes a great timber tract. \$498,610. Call Kenneth Savage with Savage Real Estate & Auction Co., Inc. at (770) 718-8297 or email at jksavage@bellsouth.net.

TALIAFERRO



Little River Hunting & Timber, FOOD PLOTS PLANTED! 2.35 Acres, \$517,800, \$2,195 per acre. Access off Hillman (paved), upland and river bottom hardwoods. 90 acres of planted pines needing thinning now. Two acre food plot and excellent interior ATV roads. Rare combination of recreation and timber investment. Over 2,000 feet on paved road frontage on Hillman Road, only 8 miles from I-20, Crawfordville Exit 148. Bordered on two sides by North and South Fork of Little River makes this an excellent hunting and recreational tract. The excellent stand of mature natural pine, along with the 100 acres of bottomland hardwoods of white oaks and hickory, make a perfect habitat for deer, ducks and turkey. Established food plots attract the plentiful deer population. Good interior roads for easy access. Call Eddie Drinkard with Drinkard Real Estate Sales, Inc. at (706) 318-3636 or email at eddie.drinkard@gmail.com.

TELFAIR



499 Acres in Telfair County. Great Investment Opportunity. Fenced For Cattle, Areas to Be Planted in Alicia Grass for Pasture, Hardwood Bottoms and Planted Slash Pine, Excellent Hunting Property with Deer/Turkey/Hogs, Frontage on Horse Creek, Hunting Lease Income. Call Cal Pipkin with LandMarr.com at (478) 609-3283 or email at ca@landmarr.com.

THOMAS



28.86 ACRES Conveniently located between Thomas and Colquitt County. Beautiful country setting for a homestead with a mixture of hardwoods and pines . Ideal for horses or cattle. Would also make a great recreational site. MLS#906784 LIST PRICE \$99,900. Call Denajackson with The Slocumb Company at (229) 456-3081 or email at denajp@yahoo.com.

97 ACRES. Great farming land. 57 acres of rolling crop land, Balance in timberland, with 7280 feet of paved road frontage on Palmer Road. Cropland currently rented for \$115.00 per acre. There are 2 wells on the property. Seller retains 2017 rent. Property in covenant program until 2022. MLS#907051, \$383,150. Call Jerry Slocumb with The Slocumb Company at (229) 985-9331 or email at slocumb@windstream.net.



97 Acres. Great farming land with 35 to 40 acres open land, balance in woods and some pecan trees. Currently planted in cotton, and good soil types. Property now in tax conservation covenant program. MLS#907016 \$368,600. Call Jerry Slocumb with The Slocumb Company at (229) 985-9331 or email at slocumb@windstream.net.

TIFT



SOUTH GEORGIA Mini Farm with the 1956 Brick home to include the 58.39 acres for \$229,000. or the Brick home with only 2-ac for \$58,900. OR purchase only the 56.39 acre farm-land for \$210,000. Also on the property is an Equipment shelter, a storage barn; a grain bin and two ponds. All this on a paved road 4 miles from Irwinville, GA. Call Rose Cooksey with Rose Cooksey at (229) 392-4787 or email at rosecooksey@century21tifton.com.

TWIGGS



318 Running Bear Rd, 45 acres of beautifully wooded tract with privacy and recreation in Twiggs County just 20 minutes to Robins AFB. 33.5 acres of planted pines 10 acres of Hardwood. Approximately \$1,000.00 per acre of timber value. Build you dream home overlooking rolling pastures and majestic oaks or use it for hunting. This property offers the opportunity to do what you want! Call Wade Herren with Wade Herren at (478) 960-3239 or email at wherren323@gmail.com.

WARREN



Bring the horses, 4 wheelers, fishing poles, hunting gear & plow or just bring a rocking chair! Beautiful pastures & wood lands on this 26+ acre tract w/pond. The exterior of this lovely 2 story home features wrap around porch, lovely gabled roof lines, patio & double garage. The interior features include Foyer, Office w/ built ins, fully equipped kitchen w/granite countertops, Spacious Family Rooms on both floors, 4 bedrooms, 2 full baths & half bath, heated Sunroom, Owner's Bath with Jacuzzi tub, 832 sq. ft. partially finished Bonus Room & much more. The shared pond is about 3 ac with about half on this property includes a dock on dam side. All fenced except at pond & road frontage. Call Kathy Hawkins with The Wilson Company at (706) 214-6118 or email at khrealtor@wilsonrealtor.com.



Mini Farm on 17+ acres with creek frontage on Long Creek. There are beautiful pastures w/fencing perfect for horses, livestock and crops. The Country farm house has been tastefully updated to enhance the original features w/Heart-of-pine floors, bead board wainscoting & high ceilings. The large Gourmet kitchen features a fireplace, arched entry door, island w/beautiful hand crafted pine counter tops, laminated wood floors & a pantry. All rooms are spacious. 3 bedrooms, 2 baths with approximately 2,352 sq. ft. The back porch is ideal for cook outs & entertaining. Rocking chair front porch is the width of the house & overlooks pastures. There is also a shop building. This is a lovely rural property. Call Kathy Hawkins with The Wilson Company at (706) 214-6118 or email at khrealtor@wilsonrealtor.com.



71.16 acres planted & natural pines. County Line Road and Five Points-Jewell Road; 11 miles south of Warrenton, 44 acres 20+- year old planted pines, 21 acres natural pines, 4.6 acres hardwood/pine mix, pine timber investment with hunting/recreation, \$128,100, www.GeorgiaLand.com. Call Chad Shivers with Shivers Real Estate at (706) 833-9114 or email at shivers@georgialand.com.

WEBSTER



2527 acres in 4 tracts from 249 acres to 1157 acres; cattle farm, timber land, ponds, hunting; \$1100/acre to \$2100/acre, 7 miles north of Preston. Details at www.GeorgiaLand.com. Call Chad Shivers with Shivers Real Estate at (706) 833-9114 or email at shivers@georgialand.com.



Lanahassee Creek: 4387 +/- acre Recreational and timber property, approx. 2 miles of frontage on Lanahassee Creek, house, abundant wildlife including quality deer, turkey and excellent quail habitat. Call Walter Hatchett with Jon Kohler & Associates at (852) 508-4564 or email at walter@jonkohler.com.

WHITE



WOODED ACRES! 38.59 acres. Approx 940 ft on Hwy 255 and approx 820 ft on Hwy 384 (Duncan Bridge Rd) in White County. This property is prime for development or for a very private estate. Close to Helen, Cleveland and Clarkesville, GA makes this a super buy. \$229,610 (7534024). Call Bill Camp with Shield, Realtors at (706) 499-4720 or email at bill@billcamp.net.

WILKES



79 Acres in north Wilkes County. 25 +/- Ac. Of Big Mature Hardwood, Cabin w/ Wood Burning Fireplace and Loft, 3800 Ft of Creek Frontage, 15 Ac. Of Planted Pine, 30 Ac of Quail Habitat, Paved Road Frontage, Great Trails Providing Access, Excellent Turkey and Deer Hunting, 45 Miles From Athens, Half way between Elberton & Washington. Call Aubrey Breiner with LandMart.com at (478) 4547980 or email at aubrey@landmart.com.

For more information on financing options for these properties, contact us at
1-800-768-FARM
or online at aggeorgia.com



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Gainesville, GA 30501
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Ocilla
302 S. Cherry Street
Ocilla, GA 31774
(229) 468-5900

Sandersville
775 Sparta Road
Sandersville, GA 31082
(478) 552-6922

Chatsworth
19 Woodlake Drive
Chatsworth, GA 30705
(706) 695-0020

LaFayette
700 East Villanow Street
LaFayette, GA 30728
(706) 638-1940

Perry
468 Perry Parkway
Perry, GA 31069
(478) 987-1434

Sylvester
105 Dexter Wilson Blvd.
Sylvester, GA 31791
(229) 776-5599

Clarkesville
102 Blacksnake Road
Mt. Airy, GA 30563
(706) 754-4158

Montezuma
317 Walnut Street
Montezuma, GA 31063
(478) 472-5156

Quitman
504 E. Screven Street
Quitman, GA 31643
(229) 263-7551

Tifton
1807 King Road
Tifton, GA 31794
(229) 382-4300

Cordele
1207 South Greer Street
Cordele, GA 31010
(229) 273-3927

Moultrie
22 5th Avenue, SE
Moultrie, GA 31768
(229) 985-3893

Rome
701 East 2nd Avenue
Rome, GA 30162
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Washington
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Washington, GA 30673
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(229) 686-5081

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Royston, GA 30662
(706) 245-6142

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(706) 554-2107