

Leader

A Colonial Farm Credit Member Publication

2016 - Issue 1

Ag Literacy Week

Several Colonial Farm Credit employees read to hundreds of Pre-K through 3rd graders in March for Virginia Agriculture in the Classroom's 2016 Agriculture Literacy Project.



Connie Bailey read to 3rd graders at South Hill Elementary



Gene McNabb read to Pre-K students at St. Andrew Preschool



Greg Farmer read to 3rd graders at Woodville Elementary



Ashley Meadows read to Pre-K through 2nd graders at Kenston Forest



Lindsay Miller read to her mother's 1st grade class at Sunnyside Elementary



Hilary Thompson read to 2nd graders at Concord Elementary



Woody Dunn read to Pre-K through 2nd graders at Southampton Academy

Peanut Awards



Bobby and Renea Porter were Southampton county and Virginia state winners of the peanut award for their 2015 crop. They averaged 6,009 pounds per acre on 89.6 acres. Colonial Farm Credit sponsored the peanut trophies for all winners who were recognized at a banquet in March. ■

A note from Greg



*Greg Farmer
President,
Colonial Farm Credit*

It was good to see so many of you at our customer appreciation events in Tappahannock and Mechanicsville, and I look forward to visiting with more of you at our upcoming dinners over the next few months. As part of our Centennial Celebration this year, we changed

the format of these dinners by separating the distribution of patronage refund checks, allowing us to schedule these events over a longer period of time. Additionally, this year's events are structured as casual "open houses" without any formal program. Hopefully, these changes will make it more convenient for you to attend one of these dinners. Your attendance and your feedback about this new format will dictate our plans in future years.

Recently, I had the pleasure of personally delivering patronage refund checks to about 23 customers with seven of our relationship managers. We find this to be an excellent way of thanking you for your business and gaining a better understanding of your business needs and challenges. Cash patronage refunds from 2015 income totaled \$7.2 million, the equivalent of 25% of the interest earned on customer accounts last year. So, for every dollar you paid in interest, you're receiving a quarter back! We feel very fortunate to be able to provide a competitive interest rate and return such a large amount relative to interest paid, significantly lowering your effective borrowing costs. This is a benefit that only a financially-sound, customer-focused cooperative can provide.

This year is off to a strong start with loan volume up approximately five percent and net income through May at \$4.6 million. Results of our most recent federal regulatory exam were very favorable, and all measures of capital adequacy and credit quality are excellent.

A widespread concern continues to be the impact of lower commodity prices on farm profitability. Earnings for many operations were minimal to negative in 2015 due to these lower prices and adverse weather, resulting in approximately 50 percent of our full-time farm customers needing some form of debt restructuring or forbearance in order to operate this year. While our ability to provide such assistance is determined on a case-by-case basis, our understanding of economic

and commodity cycles and our cooperative philosophy of working with customers in both good and bad economic times are what set us apart from other lenders. We are committed to working with you through this period of lower prices and tighter cash flow, and we need you to work with us by keeping your relationship manager informed of your situation in a timely manner.

As previously communicated, 2016 marks the 100th anniversary of the establishment of the Farm Credit System. Congress established the System in 1916 due to a lack of reasonably-priced credit available to farmers on affordable terms. The System is structured as a network of locally-managed, borrower-owned cooperatives and related service organizations. While initially capitalized by the federal government, all government funds were repaid in the 1950s, and the System is now fully self-funded (through retained earnings and the issuance of debt in the international financial markets), even to the extent of paying the full cost of federal regulatory oversight and establishing a \$4 billion insurance fund to protect System debt investors. Today the System has over 500,000 borrowers and over \$200 billion in loans outstanding. Our flawless performance during the most recent economic recession evidences our high quality loan portfolio and financial strength.

Our anniversary celebration includes Farm Credit 100 Fresh Perspectives, a search to identify and honor 100 leaders who are changing rural communities and agriculture for the better. I think you will enjoy reading the article in this edition about James Faison of Milton's Local Foods in Richmond, Virginia, one of the visionaries recognized nationally through this initiative.

In this edition, we highlight the Colonial employees and directors who participated in this year's Virginia Agriculture Literacy Week, sponsored by Virginia's Agriculture in the Classroom program. Hundreds of volunteers across Virginia visited kindergarten and elementary school classrooms to read from the book, *The Cow in Patrick O'Shanahan's Kitchen*. This is an opportunity to help educate our children, many of whom have no connection to agriculture, about the important role agriculture plays in our economy and to help them understand the relationship between farms and their food and clothing.

In July, you will receive our Annual Meeting Information Statement, describing the election process and listing board and nominating



(left to right) Farm Credit directors Stan Forbes and Paul House, Representative Dave Brat, and Farm Credit directors Wayne Kirby and J.N. Mills.



(left to right) Farm Credit director Wayne Kirby, Representative Rob Wittman, and Farm Credit directors J.N. Mills and Paul House.

committee candidates. I urge you to take an active role in the governance of your cooperative by reviewing the election material and casting your ballot when it arrives in late August. Should you have any questions about the election process, please call me.

On a personal note, 2017 will mark my fortieth year with Farm Credit, and my seventeenth as president. I began my career in Farmville, Virginia, in 1977 as a loan officer trainee. The years have flown by, and I cannot imagine working with, or for, any finer group of people. I was eligible to retire six years ago, and every year since I've told the board of directors that I'd like to work one more year. After much thought, considering both personal and professional factors, I informed the board in April of my intention to retire next spring. The board has begun the process of selecting my successor, and I anticipate this being a relatively quick and seamless process and a smooth transition, as we've been working on succession planning at all levels of the organization for many years. Before my retirement, I hope to visit with many of you to personally thank you for your support, guidance and friendship over the years. ■

New Employees

Please join us in welcoming the following new employees to the Colonial Farm Credit family:



Kathy Perry began employment on March 1, 2016 as the Country Mortgage Unit Manager. Kathy is experienced in management and lending having most recently served as a branch/sales manager for Union Bank & Trust.

She previously served in similar positions with Village Bank and Wells Fargo. Kathy brings a sales culture background similar to ours, especially in the area of sales coaching and sales calls and holds a bachelor's degree from Virginia Commonwealth University in business marketing.



Amy Kusmin began employment on April 25, 2016 as an accountant in our Finance department. Amy has over 25 years of accounting experience and covered a variety of accounting and business management roles with

iHeartMedia, Inc. for the majority of her career. She holds a degree in business concentrating in accounting from Lakeland Community College in Mentor, Ohio.



Rachel Bell began employment on May 23, 2016 as a loan officer for our Mechanicsville and Tappahannock offices. Rachel is a 2016 graduate from Virginia Tech with a bachelor's degree in agribusiness management (equine

science minor). Her extracurricular interests include the National Agricultural Marketing Team, Animal Nutrition Club, Block and Bridle Club, and Virginia Tech Equestrian Club. ■



(left) Colonial president and CEO Greg Farmer and (right) M. James Faison of Milton's Local Foods

Fresh Perspectives

M. James Faison of Hopewell, Virginia was chosen as one of Farm Credit's top 100 Fresh Perspectives honorees. The nationwide search aimed to identify and honor 100 leaders who are changing rural communities and agriculture for the better. The honorees were chosen by a panel of experts on rural communities, including Farm Credit leaders and others from the agriculture industry. "I am honored and humbled to be selected alongside so many great leaders in the agriculture industry," said Faison. Faison, along with nine other honorees across the country, was chosen as a visionary in the 'Rural and Urban Connection' category.

Faison is a fourth generation farmer and the founder and president of Milton's Local Foods in Richmond, Virginia, an all-natural meat company that supports sustainable agriculture by creating wholesale channels for local farmers. Milton was the name of his grandfather, a hog farmer in southern Virginia and whose land Faison and his siblings continue to maintain. Through his business, Faison works with family farmers who raise their animals, then aggregates the meat and sells it to wholesale buyers such as restaurants, universities, and grocery stores. "I hope to create a large enough marketplace where our producers who want to farm full time will be able to support their family with their 'on-farm' income, and it is financially viable for potential young and beginning producers to start farming," said Faison.

Faison also serves on the board of directors of Tricycle Gardens, a community non-profit organization that is committed to promoting urban agriculture. In addition, Faison mentors agribusiness students at the College of Agriculture at Virginia State University, helping these young agribusiness entrepreneurs with their business and marketing plans, and is a participant in the VALOR (Virginia Agriculture Leaders Obtaining Results) Program through Virginia Tech. VALOR is a two-year leadership program in which participants meet with agricultural industry leaders to become better advocates for the industry. They travel all over the world to learn about the issues affecting the global agriculture industry, and discuss ways that the industry can continue to adapt to address concerns of the future.

"The Farm Credit 100 Fresh Perspectives honorees are inspiring examples of leaders who are creating a brighter, more vibrant future for rural America," said Greg Farmer. "We are very pleased that the Farm Credit System has recognized Mr. Faison for his innovative work with local farmers." The Fresh Perspectives honorees were recognized at a special 100 year celebration for Farm Credit at the Library of Congress in Washington DC on June 15. For a complete list of the Farm Credit 100 Fresh Perspectives honorees, visit farmcredit100.com/top100. ■



PHOTO CONTEST

Deadline extended to August 15!

Please visit www.colonialfarmcredit.com to enter.

CAEF Scholarship Success Stories

The Colonial Agricultural Educational Foundation highlights a previous recipient to share their story of how the scholarship assisted in their education and helped shape their future.

In a letter written to the Foundation, Brandon Martin tells us about his journey since following his educational dreams:



(left to right) Brandon Martin, his wife Katie Martin, and their dog Roo on their newly established Christmas tree farm, Brown Dog Farm.

My name is Brandon Martin and I am a former recipient of a Colonial Agricultural Education Foundation scholarship during my college education within the College of Natural Resources at Virginia Tech. I received my B.S. degree in Forest Resource Management in December of 2005 and started a M.S program at VT in January 2006. I successfully completed my M.S. program in the summer of 2008 and started working for the Department of Military Affairs at Ft. Pickett Military Training Center as the Integrated Training Area Management coordinator (land management). At this same time I also started a small consulting forestry business, Directions Land Management and Consulting, serving the needs of Southside, VA landowners with timber sales, timber appraisals, forest and wildlife management plans, and prescribed burning. The business has grown exponentially and keeps me busy as a side venture to this day. I continue to work at Ft. Pickett-MTC but have changed roles several times during my tenure. In 2010 I took over as the Installation Forester and started managing the 31,000+ acres of timber assets to enhance the military mission and enhance forest health and sustainability. In 2013 I picked up a bit more responsibility as I became the Natural Resource Manager for the Directorate of Public Works where I currently manage the Forestry and Fish and Wildlife Programs.

Since my graduation my wife and I have also built a home on 45 acres of land in Nottoway County that was financed by Colonial Farm Credit. Currently about 10 acres of small grain is raised on the farm by local farmer John Shepherd and my wife and I currently have about 3,000 Christmas tree seedlings that we hope to raise to maturity.

The financial contribution that the Colonial Agricultural Education Foundation scholarships provide to recipients is significant. The financial stress associated with a college education is enough to discourage some rural young people from attending college. The financial help that scholarships provide allows young people to get an extra step ahead in the game of life. I am thankful for the scholarships that I was awarded, as they have helped me become a professional in the field of natural resources.

Brandon Martin

Employment Change



Rob Andrews accepted the Forest Products Specialist Relationship Manager position in the Commercial Loan Group in the Farmville office effective July 1, 2016. Rob has 11 years of portfolio loan experience in our

Farmville/Lynchburg office and recently assumed the additional responsibilities as the Association's representative to Farm Credit Leasing. Rob is a graduate of Virginia Tech with a bachelor of science degree in agricultural economics. Congratulations, Rob! ■

Farmers' Market Program

Colonial Farm Credit is in its 5th year of proudly supporting local farmers' markets in its territory. This year, around 30 markets will be supported in the form of monetary and bag donations as well as market signs and banners to help with market visibility. ■



Colonial employees Jim Belfield and Megan Lawson visited the Birdhouse Market in downtown Richmond, Virginia for their opening day market. They met with market volunteer Ana Edwards and Parker C. Agelasto, Executive Director of the Capitol Region Land Conservancy, to learn more about this popular market in the middle of what's known as a 'food desert.'

Congratulations to all of the 2016-2017 recipients of the Colonial Agricultural Educational Foundation scholarships. A complete list of recipients can be found at www.colonialfarmcredit.com.

Applications for the 2017-2018 academic school year will be accepted starting November 1, 2016 on our website.

Colonial Agricultural Educational Foundation 

Colonial Farm Credit events

VMCVM Palpation Team



Farm Credit sponsored the Virginia-Maryland College of Veterinary Medicine Palpation Team at a national competition at Iowa State University in March, where they placed 4th, 5th, and 6th place and had a very strong showing.

VSU Program



Colonial Farm Credit's Woody Dunn (second from left) and Farm Credit of the Virginias' Matt Lohr (right) helped judge this year's student ag business plans at Virginia State University. The winner, Ron England (second from right), was presented with a \$1,000 check to help with his entrepreneurship efforts.

Customer Appreciation



The annual Customer Appreciation Events are off to a good start this year. Be on the lookout for your invitation in the mail to join us for these great events.

Ag Day



Farmville's Hilary Thompson and Theresa Hall volunteered at Randolph Henry High School's Ag Day. Each year the school hosts kindergarteners from the local elementary schools in Charlotte County. Shown above is Theresa Hall with students "milking" the no-kick cow.

Young Farmers Event



Colonial Farm Credit employees in the Tappahannock office cooked steaks for 30 Northumberland young farmers on May 19 at an event hosted by Holyoke Farms, Inc.

Reality Store



On March 18, Bridgett Williams, Loan Specialist in the Tappahannock office, participated in the Reality Store held at Essex Intermediate School, sponsored by Essex County Virginia Cooperative Extension. Intermediate school students were given a hypothetical family situation and based on that information they had to make spending decisions for their household like housing, transportation, insurance, clothing, food, and taxes.

AgBiz Planner

In March, the 2015-2016 AgBiz Planner class met in Raleigh for the wrap up meeting, featuring Dr. Dave Kohl and Dr. Alex White. Colonial participants and mentors joined their counterparts from Carolina Farm Credit, AgCarolina Farm Credit, Cape Fear Farm Credit, and Farm Credit of the Virginias for a day and a half of interactive sessions to learn about the agriculture economic outlook and managing business and personal finances. ■



Colonial Agricultural Education Foundation Fundraiser Reminder

The Foundation has enrolled in the Kroger Community Rewards program which will assist the Foundation with our fundraising efforts. Everyone can help with this effort if they shop at Kroger and use their Kroger Plus card.

Please follow these steps to register your card:

- Go to <https://www.kroger.com/communityrewards>
- If you have already set up on an online account for your Kroger Plus card to view your rewards points, etc., click Sign In and proceed to log in (then skip the next bullet).
- If you have not previously set up an online account, please click Create an Account and sign up by entering your zip code, clicking your favorite store, entering your email address, creating a password, and agreeing to the terms and conditions. You will then receive a message to check your mailbox. From your Inbox, click the link within the body of the email. Click on My Account and use your email address and password. Click on Edit Kroger Community Rewards information and input your Kroger Plus card number. Update or confirm your information.
- Once logged in, click Enroll Now.
- Enter our organization number of 85534.
- Click Search and select Colonial Agricultural Educational Foundation, Inc then click Enroll.

Notes:

- If you typically use your phone number at the register, call 800-576-4377 and select option 4 to get your Kroger Plus card number.
- Members must swipe their registered Kroger Plus card or use the affiliated phone number for their registered Kroger Plus card when shopping for each purchase to count.
- Individual purchases will begin counting towards our organization within 7-10 days of registering your Kroger Plus card.
- Individuals will be required to re-enroll their designated organization annually
- The organization will only be informed of the number of supporters and our total amount of donation from Kroger. We will not receive information about individual card usage.
- The following purchases are excluded from card totals: alcohol; tobacco; government assisted pharmacy expenses; postage stamps; gift cards, debit cards, reloadable cards; lottery tickets; money orders; fuel; and sales tax.

Every time a member shops for groceries and scans their card or inputs their affiliated phone number, our organization automatically starts earning a rebate. Kroger will pay up to \$3,000,000 on an annual basis to participating organizations based on their percentage of spending as it relates to the total spending of all participating Kroger Community Rewards organizations.

Thank you for your consideration in registering your Kroger Plus card with the Foundation to support its fundraising efforts! Please share this information with family, friends, etc. ■

Colonial Agricultural Educational Foundation 

Jr. Livestock Show

May was Jr. Livestock Show time in central Virginia! The Central Virginia Livestock Show and Sale was held on May 6 and 7 at the Lynchburg Livestock Market, with the Piedmont Jr. Livestock Show held at Southside Livestock Market in Blackstone on May 28.

A total of 77 exhibitors between the ages of nine and 19 competed in the Central Virginia Show, with 43 exhibitors competing in the Piedmont Show, exhibiting their hog, beef, swine, and goat projects. Exhibitors begin working in January to care for and halter-break their animals.

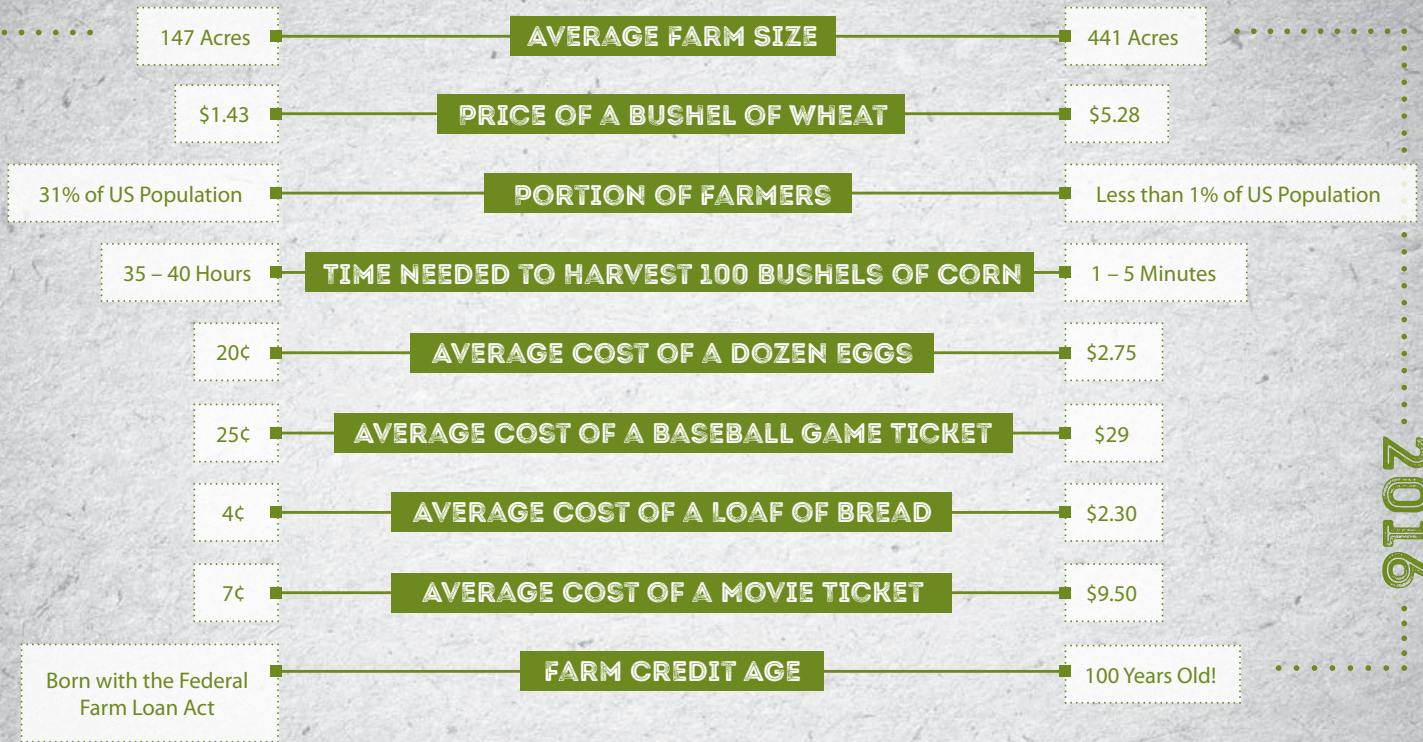
Livestock show day is a full day, with grading & weighing starting at 7 a.m. and with the show and sale continuing until 9 p.m. The shows are well represented with 4-H/FFA exhibitors from Amherst, Appomattox, Bedford, Campbell, Nelson, Buckingham, Cumberland, Nottoway, Charlotte, Dinwiddie, Mecklenburg, Brunswick, Powhatan, and Fluvanna counties. Colonial Farm Credit, is a proud sponsor of the shows. ■



A LOT CAN CHANGE IN 100 YEARS...

1916

2016



BUT ONE THING WILL REMAIN THE SAME...

Farm Credit's commitment to serving rural America. As 2016 marks our Centennial, we'll be celebrating all year long. Please join us at your local Colonial office on July 15 for cake to celebrate Farm Credit's 100 year anniversary!



Happy 100th Birthday, Farm Credit!



Independence day is a time to come together with family and friends and be thankful we live in a country that allows us to do so. Whether you're going to a cookout, having a couple of friends over, or just celebrating with your family in the comfort of your own home, this 'Americana' dessert is sure to bring smiles to faces.

Firecracker Red White and Blue Cake

Ingredients

- 1 box Betty Crocker™ SuperMoist™ white cake mix
- Water, vegetable oil and egg whites called for on cake mix box
- Red food color
- Blue food color
- 1 container (12 oz) Betty Crocker™ Whipped fluffy white frosting

Directions

1. Heat oven to 325°F. Generously grease 12-cup fluted tube cake pan. Make cake batter as directed on box, using water, oil and egg whites. Pour 1 cup of the batter into small bowl; stir in red food color until well mixed. Pour another cup of the batter into separate bowl; stir in blue food color until well mixed.
2. Pour red cake batter into bottom of pan. Carefully pour remaining white batter over red batter in pan. Carefully pour blue batter over white batter. (Blue batter does not need to cover white batter completely; it looks better if it just forms a ring in the center of the white batter.)
3. Bake as directed on box or until toothpick inserted near center comes out clean. Cool cake 5 minutes. Meanwhile, place cooling rack over cookie sheet. Turn pan upside down onto cooling rack. Cool cake completely, about 30 minutes.
4. When cake is cool, divide frosting evenly into 3 microwavable bowls. Microwave 1 bowl of frosting uncovered on High a few seconds until smooth enough to drizzle

over cake. With spoon, drizzle all of white frosting back and forth around cake in a striping pattern. Repeat microwaving second bowl of frosting until smooth. Stir in a few drops blue food color until well blended. Drizzle over cake, scattering frosting back and forth. Repeat with remaining bowl of frosting and red food color, making sure red, white and blue frostings can be seen on cake. Let cake stand at room temperature until frosting is set before serving.



Recipes and photos courtesy of www.bettycrocker.com.

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