

Leader

A Colonial Farm Credit Member Publication

2017 - Issue 2

Cooperative Month

October is Cooperative Month and as members of the Virginia Cooperative Council, several Farm Credit employees were present at the cooperative month breakfast on October 6 at the Cultural Arts Center in Glen Allen, VA.

Director Paul W. Rogers, Jr. was the recipient of the Cooperative Member Leadership Award.

This award is given to individuals who are or have been actively engaged in cooperatives and have made an outstanding contribution toward

the furtherance of cooperatives in Virginia as an organizer, member, elected office or in some other volunteer leadership role.

Erick Watkins received the 2017 Young Cooperator Leadership Award. Erick is a previous participant in Farm Credit's AgBiz Planner program. ■



Scholarship program

Applications for 2018-2019 academic year scholarships will be available on November 1.

All applications must be submitted online and the deadline is March 1, 2018. Please visit colonialfarmcredit.com/scholarships to apply and to see a list of this year's recipients. ■

Colonial Agricultural Educational Foundation 

A message from Paul



Paul Franklin
President,
Colonial Farm Credit

We are having another strong year with sound credit quality and net income of \$7.5 million through August 31 (unaudited). We are seeing some headwinds in total loan volume growth given the impacts of lower commodity prices, but we are also seeing higher loan volumes with new customers.

You will see in this issue our efforts to connect with our congressmen. During our visits, we emphasized our mission to serve agriculture and rural communities and we advocated

for a strong Farm Bill, including support for the Farm Service Agency, crop insurance, and rural infrastructure. We also continue to promote the social, economic, and environmental benefits of our agricultural and forestry industries with our colleagues at Farm Bureau, the Virginia and Maryland Agribusiness Councils and the national Farm Credit Council.

Director and nominating committee elections were held in September via mail ballot. Many of you had active roles that ensure that we have strong governance of your cooperative by serving on the nominating committee,

agreeing to run for a position, and casting your ballots. Congratulations to Clarke E. Fox (Capron, VA), Hugh S. Jones (Blackstone, VA), and Robert (Bobby) M. Jones (Rice, VA) on their re-election to our board of directors. Please see the list of 2018 nominating committee members later in this newsletter.

Also, please join me in welcoming Bertsch Cox as an appointed member of our board of directors. Bertsch is the Chief Financial Officer at James River Equipment, and he has significant experience in public accounting. We are excited to have his expertise on our board!

During our visits [to Capitol Hill], we emphasized our mission to serve agriculture and rural communities and we advocated for a strong Farm Bill, including support for the Farm Service Agency, crop insurance, and rural infrastructure.

Please note that scholarship applications to the Colonial Agricultural Educational Foundation (CAEF) will be accepted beginning November 1. This is a great opportunity for those in need of educational assistance, and I encourage you to mark your calendars and get started on your applications early!

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From the left: mentor Kevin Goerger, participant Cathy Cavender, mentor Seth Diggs, participant Ryan Stephenson, participant Austin Westbrook, and mentor Michael Lacks (not pictured are participants Winston and Matthew Lowe)

PHOTO CONTEST WINNERS

Winners have been chosen for the 2018 calendar contest! For a full list of winners, please visit colonialfarmcredit.com



#1

Wheat Field in Charles County — Jessica Murray of Bel Alton, MD



#2

Calf Whiskers on "Teacup" — Missy Stanley of Ashland, VA



#3

Quiet Sunset in Hanover — Jennifer Waldrup of Mechanicsville, VA

You will also find in this edition of the Leader that Paul Rogers, who has served on Colonial's board since 1988, won this year's Cooperative-Member Leader award presented by the Virginia Cooperative Council. Paul has served for decades as a leader not only on the Colonial Board of Directors, but many other organizations serving agriculture and rural communities. Please join me in congratulating Paul on this well-earned award.

I write this newsletter at a time when many crops are awaiting harvest. It is a time of year that is particularly challenging for farmers gauging exactly when to act and how to work around the weather. Significant weather events are always on our minds, but especially so during hurricane season. Our thoughts and prayers go out to the people impacted by the recent hurricanes. Those involved in agriculture in these areas have in many ways been hit the hardest. We are all focused on ways to help, and there are many good charitable organizations engaged in this mission. The Farm Credit System has established a charity targeting employees of Farm Credit called the "Farm Credit System Employee Relief Fund." If you are interested in helping through this particular charity, visit the website <https://www.farmcreditreliet.com>.

It's been a pleasure and an honor to see many of you in my new role at the events we have held as well as during the many farm and industry visits made with our relationship managers. My travels remind me that we live in a diverse agricultural area that affords many opportunities for young, beginning and small farmers as well as large and long established farming operations. I know you'll enjoy reading in the following pages about Amy Hicks and George Ferguson, two innovative farmers who have found ways to get their crops directly to their customers' tables. Also, you'll see that we have a new group of AgBiz Planner participants who joined us for an opening lecture from Dr. Dave Kohl on September 5. AgBiz Planner combines a unique series of classes and lectures that examine the dynamic and challenging environment that farmers face. Participants apply what they learn to their own operations and develop business plans that help them manage challenges and take advantage of opportunities.

It's also nice to hear the announcement made by Virginia Governor McAuliffe in July that agriculture and forestry have a \$91 billion impact on Virginia's economy, including 442,200 jobs. Agriculture and forestry represent the 1st and 3rd largest industries in Virginia. It's nice to see this recognition. We've always known that agriculture and forestry are the most important industries! ■

Colonial Farm Credit events

Tobacco Farm Tour



Tammy Warren, Jeana Thompson, Lindsay Miller, Andrew Turner, and Kevin Goerger, employees of the Windsor and Dinwiddie offices, took a tour of Slab Town Farms and Turner Family Farms in Dinwiddie while they were in the full swing of pulling tobacco in August. They were able to learn the full process of growing, pulling, curing, and baling tobacco. ■



VA State Fair



Farm Credit was again a sponsor of Young McDonald's Farm and the livestock pavilions at the State Fair of Virginia. Credit Analyst Wes Palmer and Marketing Specialist Megan Lawson took their little ones to see the animals at Young McDonald's Farm, which is a great way for Virginia's youth to learn about different animals in agriculture. ■

Congressmen Patronage Visits



Colonial CEO Paul Franklin (left) and Colonial board member Clarke Fox (right) visited with Congressman McEachin to talk about agricultural issues and the patronage amount that was returned to constituents in his district. ■

Various Farm Credit employees and board of director members visited with Congressman Rob Wittman to discuss the farm bill, the importance of crop insurance, and other agricultural hot topics, as well as present the patronage amount returned in Wittman's district.



From the left: Farm Credit of the Virginias CEO Peery Heldreth, Farm Credit of the Virginias board member Paul House, Colonial Farm Credit board member Wayne Kirby, Colonial Farm Credit board member Johnny Davis, Congressman Rob Wittman, Colonial Farm Credit board member J.N. Mills, and Colonial Farm Credit CEO Paul Franklin. ■

Farm Credit Fly Ins



In late July, employees and board members from Farm Credits across the country gathered in Washington D.C. to meet with their respective congressmen. All congressmen and their legislative aides were invited to attend a Farmers' Market reception at the Library of Congress, featuring products grown, made, and/or sourced by Farm Credit customers.

Concurrently, Farm Credit rolled out the One Mission, Many Voices campaign to send a powerful message to policymakers about the importance of Farm Credit's mission and the impact we have on rural communities and agriculture. This campaign will run through 2019 and aims to bring real life stories of how customers, employees, and board members accomplish the Farm Credit mission in their own way. To learn more about this campaign, please visit www.farmcreditvoices.com. ■



Local Appreciation Events



A variety of appreciation events and open houses were held in Colonial Farm Credit's territory over the summer months. ■

Lunch Buddies



Colonial's South Hill office is a lunch buddy to Mrs. Ellis's 3rd grade class at South Hill Elementary. The Lunch Buddy Program is sponsored by the South Hill Chamber of Commerce. ■



In 2009, Amy and George purchased a 70 acre historic farm property known as Rural Shades in Charles City County, Virginia. “Being a non-subsidized, organic farm and purchasing a second property during the recession, other lenders just wouldn’t have understood the risk, so we appreciate what Farm Credit is doing and the support they have for this industry,” said Amy. They currently farm 10 to 12 acres, on which they produce a variety of organic vegetables, small fruits and fresh cut flowers. Their main source of revenue currently comes from selling at three farmers markets in Richmond and one in Williamsburg. They also have their own Community Supported Agriculture program, called Amy’s Garden CSA, which has been growing strong since 2003 and is the only Certified Organic CSA option in the area. Customers buy in to the farm at the start of the growing season and in exchange receive a share of the farm’s harvest each week from mid-May through mid-September.

When asked what the future holds for their operation, Amy states “we want to stay at the size we are and get better and more efficient with less waste.” They like the size they are and what they currently do because she feels they are constantly being challenged and learning more. “We always

know Farm Credit is there if we need access to capital. We also appreciate their support of our markets, since it’s how we do what we do.” Because of her great experiences, Amy is a passionate cheerleader for Farm Credit. “I was just a city girl and didn’t know anything about farm

financing, so I try and tell young and small farmers about Farm Credit every chance I get.” ■

“We appreciate what Farm Credit is doing and the support they have for this industry.”

Farmers’ Market Vendor Spotlight:

Amy’s Garden – Charles City, VA

In 1998, Amy Hicks was a waitress and George Ferguson was a Class-B home builder living in Richmond, Virginia with a small home garden. George was building houses in New Kent County so the couple decided they didn’t want to live in the city anymore and made a move to the country. Farm Credit first helped them with the purchase of a home and ambitious three acre hobby garden.

“From the beginning, Farm Credit has been easy to work with,” said Amy about their relationship with Farm Credit and her loan officer,

Susan Upshaw. Amy and George started selling their organic vegetables on a small scale and after positive feedback and success with their hobby

garden, they decided it was time to expand and turn farming into a living. Once again, Farm Credit was their lender of choice.

Ag in the Classroom Hosts Inaugural Red Barn Ball

For its 25th anniversary, Virginia Agriculture in the Classroom will host a Red Barn Ball on November 27 at the Lodge in Williamsburg. The event will feature a cocktail reception, a dinner featuring Virginia’s Finest products, entertainment, and dancing. All proceeds from the Red Barn Ball will be used by the non-profit Foundation to continue to provide educators and volunteers with the training and resources to help schoolchildren across Virginia understand the importance of agriculture, the Commonwealth’s largest industry. For more information, please visit www.redbarnball.com. ■



New employees

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



Katie Hart began employment on July 17, 2017 as Country Mortgage Unit loan originator in the West Point office. Katie is a graduate of Marymount University with a B.A. in Finance. She most recently was a mortgage loan officer with Southern Trust

Mortgage, serving eastern Virginia, and previously was a mortgage loan officer with Edgartown National Bank in Massachusetts. Katie also has experience as a realtor and a financial planner.



Ron Jameson began employment as a relationship manager for our Hughesville office on October 2, 2017. Ron is a graduate of Frostburg State University with a B.S. in Business and most recently was a residential lending officer with MD Partners Bank. He has over 20 years of lending

experience in the southern Maryland area. ■



Recipes

Fall is officially here, which means cozy clothes, changing leaves, fall festivals, comfort food, and everything pumpkin! Here is a perfect recipe to whip up on a cool, fall morning to enjoy with your favorite warm beverage.

2018 Nominating Committee

The following were elected to next year's nominating committee:

Joseph Leroy Russell . . . District 1
Benson H. Tiralla, Alternate

Thomas O. Longest, Jr. . District 2
Robert T. Respass, Jr., Alternate

Forrest C. Nuckols District 3
Jack E. Bulls, Alternate

R. Samuel Coleman District 4
Kenneth R. Goin, Alternate

S. Bruce Phillips District 5
Dixie Watts Dalton, Alternate

G. Henry Goodrich District 6
Joseph H. Barlow, Jr., Alternate



OFFICE CLOSINGS

THANKSGIVING – NOVEMBER 23-24

CHRISTMAS – DECEMBER 25-26

NEW YEAR'S – JANUARY 1, 2018

Pumpkin Cinnamon Roll Cake

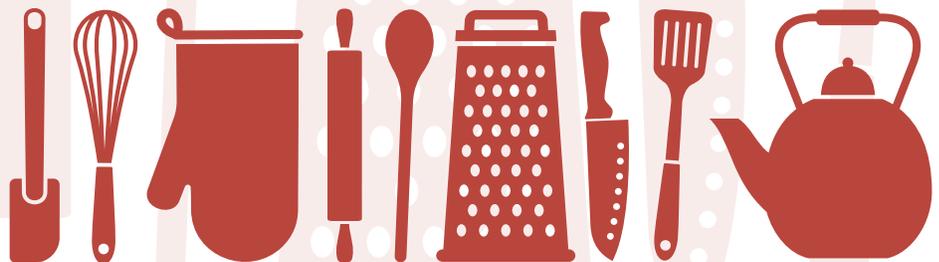
Yield: Serves between 6 – 8 people

Ingredients

- 1 cup pumpkin
- ½ cup milk
- ½ cup brown sugar
- 2 eggs
- 2 teaspoons pumpkin pie spice
- 1 teaspoon cinnamon
- 1 teaspoon vanilla
- 4 Tablespoons butter, melted
- ½ cup pecans
- ¼ cup brown sugar
- ¼ cup flour
- 2 tubes cinnamon rolls

Directions

1. Preheat oven to 350 degrees Fahrenheit.
2. Combine pumpkin, milk, brown sugar, eggs, pumpkin pie spice, cinnamon, and vanilla. Set aside.
3. Combine butter, pecans, brown sugar, and flour. Set aside.
4. Open tubes of cinnamon rolls and cut each roll into quarters.
5. Prepare 9 x 9 square pan or 9-inch pie pan with nonstick spray. Spread cinnamon roll pieces so they cover the bottom of the pan. Dump pumpkin mixture over cinnamon rolls and spread so it's even. Sprinkle pecan mixture on top.
6. Bake at 350 for 35 minutes or until pumpkin mixture is set.
7. Cool for about 10-15 minutes and drizzle icing from cinnamon roll tubes on top before serving. ■



Recipe and photo courtesy of <http://kyleekitchen.blogspot.com>



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