

Leader

A Colonial Farm Credit Member Publication

2018 - Issue 3

A message from Paul



Paul Franklin
President,
Colonial Farm Credit

This is the time of year when I think it is important to reflect on the past and count our blessings. I think about how far we've come in terms of the way we live and work. The picture below provides an example of how times have changed for grain farmers. It was taken in 1961 at Kendale Farm in Essex County, Virginia.

The combine was newly purchased and "state of the art" technology at that time. This Oliver machine had a two-row corn head, a tank capacity of 45 bushels, and retailed for \$7,000. With no cab, an operator would have to deal with significant dust coming from the header, especially on cold and dry November and December days. Today, of course the cabs on most machines have all the comforts of home. A new grain combine may sport an 18-row corn head, a 400 bushel tank capacity, precision technology, and retail for over \$500,000. Over time,

fewer and fewer people produce more products, but the challenge for agriculture remains the same - to provide food and fiber for everyone.

Things have changed pretty significantly at Farm Credit through the years as well. I asked Sandra Brown, our Branch Operations Coordinator in Courtland, for her perspective on these changes. Sandra's career with us started in 1979. Here are some of the thoughts she shared:

"Through my tenure here, there has been a lot of change. In order to succeed change is necessary.

There were no computers when I started. We had an electric typewriter, calculators, and an old fashioned copy machine that had a roll of shiny, slick paper that would fade over time.

The customers' account information was on carboned forms which were kept in plastic sleeves on a wheeled cart. When someone came in to pay, we marked the principal and interest amounts paid on these forms and sent originals to headquarters. We used our calculators to add per day interest.

The cart was rolled into the vault every night for security purposes.

Calculators were very important. All computations were made on the calculator for our loan documents, which were typed up on the electric typewriter. We had an amortization book to figure up monthly, annual, and quarterly payments on our term loans.

I do not remember what year it was, but one computer was put in each branch. We would enter the daily payments into that one computer for the branch. We eventually all received our own computers and with that came all the programs that made our lives easier.

One thing that has not changed is the way I treat my customers. I treat them as I would want to be treated - with respect and friendliness."

I really appreciate Sandra sharing her thoughts. I am thankful for her and all of our employees' commitment to serve our customers. Changes in technology have helped Colonial Farm Credit to serve over 4,700 customers with only 86 employees. Through all of the changes experienced, we still have the same objective - treating our customers with respect and friendliness.

2018 is shaping up to be a very good year for your cooperative, as expenses have been lower than expected, business development has been strong, and we will receive another special distribution from our funding bank, AgFirst Farm Credit Bank. The distribution will help ensure a strong patronage refund and enable us to again contribute funds to help some important organizations serving agriculture.

We kicked off our eighth annual AgBiz Planner session for farmers in October. This online course, developed by Dr. Dave Kohl and offered through Farm Credit University, teaches young and beginning farmers basic financial management and business planning skills. Colonial Farm Credit covers the majority of the cost of the course. By the conclusion, each participant will have written a business plan for his/her own operation.

In this edition of the Leader we are recognizing Stan Forbes, who just retired from our board of directors after 22 years of service. We owe many of our successes through the years to Stan. Thank you, Stan, for your commitment and leadership.

We hope you had a happy and safe Christmas and we look forward to working with you in 2019! ■



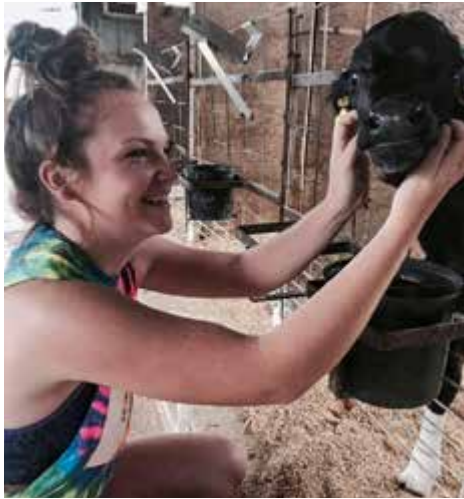
Bobby Franklin harvesting corn - Fall 1961

Previous CAEF Recipient

Jaimee Harrison | Ijamsville, MD

“ I am thankful to have been a recipient of the Colonial Agricultural Educational Foundation scholarship this year. The scholarship has not only helped me financially but has given me opportunities I was not able to pursue before. This scholarship has given me the opportunity to spend time developing myself into an exceptional leader. I am one step closer to my goal of becoming an Officer in the United States Army. I have grown

up surrounded by agriculture, whether it was with my grandfather teaching me how to care for animals and tend the garden or through the many internships I have held on a variety of farms learning what makes them unique. The farm is truly where I develop into the best person I can be, from putting animals before myself, staying late and showing up early, and being well informed when something is wrong. I credit the Foundation for the opportunity that I have been given to develop myself in ways I could have never imagined and I hope I can use these lifelong skills to shape me into an exceptional leader in the United States Army. Thank you CAEF for the support throughout my college career. ”



Scholarship Applications for 2019–2020

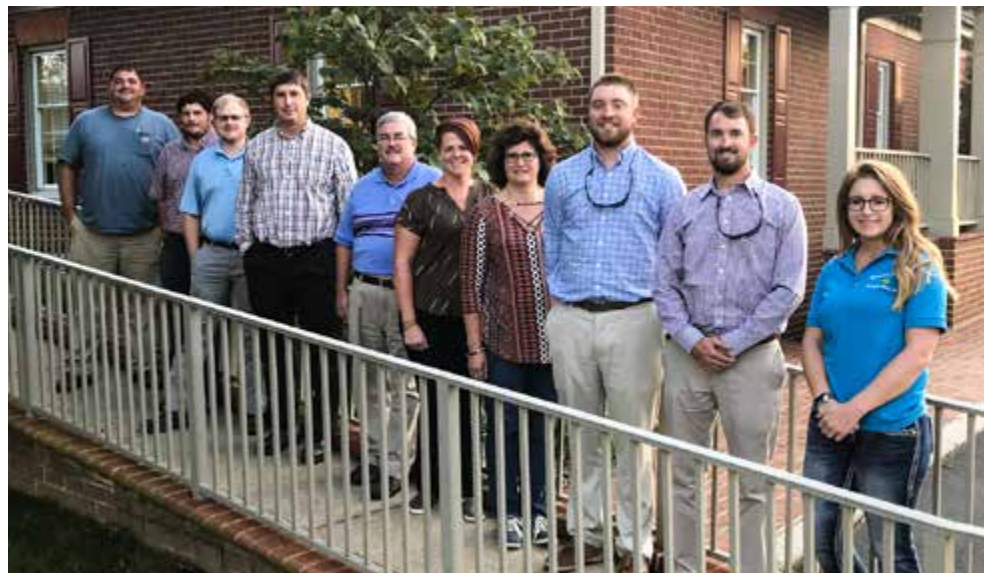
Applications for the 2019-2020 school year are now being accepted on our website at www.colonialfarmcredit.com. All graduating high school seniors and current college students are encouraged to apply!

Colonial Agricultural Educational Foundation 

AgBiz Planner

The new class of Agbiz Planner participants and their mentors attended a kickoff meeting in early October to start their journey of learning better farm management practices and developing/improving their operation's business plan. All participants and mentors will attend a wrap-up meeting in Raleigh, NC in January to meet with participants from other Farm Credit associations in Virginia, West Virginia, Maryland, and North Carolina. ■

Pictured from left to right: Jonathan Woolridge (participant), Luke Whitlow (participant), Forrest Sanford (mentor), Corey Robinson (mentor), Woody Dunn (mentor), Hilary Thompson (mentor), Mary Katherine Dudley (participant), Reese Parker (participant), Shawn Parker (participant), and Jessica Broaddus (participant).





Giving Back

Colonial Farm Credit continues to support local charities through our Jeans Day program. Employees can wear jeans on the last Friday of each month in exchange for donating \$5 to a designated monthly charity. Some of the charities we've supported since our last issue are Here for the Girls, Samaritan's Purse, Farmville Faces, Hunters for the Hungry, Wreaths Across America,

Farmville Christmas Mother, Food Bank of Southeastern Virginia, and the Buckingham County 4-H Camp Scholarship. ■



Stan Forbes (left) with board chairman, Johnny Bickford

Association Director Stan Forbes Retires

Colonial Farm Credit thanks Stan Forbes, who retired in December after 22 years of strong leadership as an association board member. Stan brought extensive financial expertise to our association, having been a vice president at the Federal Agricultural Mortgage Association and a senior officer at Statesman Financial Corporation. He was elected vice-chairman within a year of coming to the board. He served as board chairman for three years and was a member of the compensation, audit, legislative, credit, and executive committees. We are grateful for Stan's service and will miss his thoughtful guidance, dedication, and support. ■

New Employees



Cindy Turner began employment on November 12, 2018 as a loan specialist in our Windsor office. Cindy has over twelve years of experience closing real estate loans,

most recently as a real estate paralegal at Jones and Jones, P.C. in Smithfield, VA. Her customer service and real estate loan closing experience will be an asset to our loan specialist team. She is a graduate of Christopher Newport University with a Bachelors of Arts degree in Psychology.



Robert Locke began employment on November 26, 2018 as a loan officer in our Windsor office. Robert is a graduate of Virginia Tech with a Bachelor of Science in Applied Economic

Management. He served as Treasurer of his fraternity, is an Eagle Scout, currently serves as an Assistant Scout Master, and was most recently employed by the Town of Windsor.



Katie Raymond began employment on January 2, 2019 as a loan assistant in our Farmville office. Katie is a graduate of Randolph-Macon College with a Bachelor of Arts

degree in Communications and she completed real estate school in Richmond, VA. Following an internship with Moorefield Real Estate in Rocky Mount, NC, Katie has worked as a buyer/sales associate for Green Front Accessories in Farmville, VA.

Farm Credit Events

Hanover Ag Day



Hanover Ag Day was back at Poor Farm Park this year! Great weather and the ag industry made for a fun day of learning for Hanover county 3rd graders. Over the course of two days, over 1,200 students learned about vegetables, grains, dairy, soil and water, plants and gardening, aquaculture, and agriculture in the state of Virginia.

REALTORfest



Several of Colonial's employees around the Richmond area attended the Richmond Association of Realtors' REALTORfest 2018 in October at the Greater Richmond Convention Center. The theme of the conference was 'The Mindset for Success.' Farm Credit was a Member's Choice Winner for best booth display!

4H Tack Sale



The Silver Stirrups 4-H Club used the Mechanicsville office's parking lot for their tack sale to help raise money to send their members to the Block and Bridle Educational Competition.

State Fair of Virginia



Farm Credit is a proud sponsor of the Young MacDonald Farm and the Livestock Pavilions every year at the State Fair of Virginia. This year, several employees and their family members visited the Farm Credit booth in Young MacDonald's Farm for a photo-op!



West Point Crab Carnival



The West Point office represented Farm Credit at the West Point Crab Carnival. Farm Credit sponsored the kid's area, which included always-popular pony rides!

Franklin-Southampton Chamber Community Expo



Tammy Fuller, Brenda Sims, and Jeana Thompson in our Windsor office set up a wonderful booth at the local community expo. They greeted everyone with smiling faces and talked to attendees about how Farm Credit can do what other lenders can't!

If you have old farm photos similar to the picture on the cover, and would like to share them with us, please email them to social@colonialfarmcredit.com for use on our social media pages.

Nothing is better than a warm beverage on a cold, wintery day and hot chocolate is a go-to drink to warm your core. Instant packets in hot water just don't do the trick when you're looking for a nice, velvety hot chocolate. If you're having a large gathering it's nice to have a big batch on hand and ready for your guests to help themselves.



Crockpot Creamy Hot Chocolate

Prep Time: 5 mins

Total Time: 2 hrs 5 mins

Serves: 6

Ingredients

- 1/4 cup unsweetened cocoa powder
- 1 14 oz can sweetened condensed milk
- 6 cups whole milk
- 2 cups heavy whipping cream
- 2 teaspoon pure vanilla extract
- 2 cups semi-sweet chocolate chips
- mini marshmallows for serving

Directions

1. In a 4-quart (or larger) slow cooker, combine all the ingredients. Give it a good stir. Updated to add: Some folks felt it was easier to heat up a cup of milk, then stir in the cocoa. It was mentioned that the cocoa blends in better this way. Then the warm milk mixture is then stirred in with the rest of the ingredients.
2. Cover and cook on low for about 2 hours. Stir occasionally as it warms up.
3. It's ready when all the chocolate chips have melted and mixture is warm.
4. Ladle into mugs and top with marshmallows or whipped cream and a mini candy cane!

Recipe Notes

For peppermint hot chocolate, add in a couple of teaspoons of peppermint extract instead of vanilla extract. For an adult beverage, try adding some Kahlua, Peppermint Schnapps, or Rum Chata!

Recipe and photo courtesy of *The Country Cook* www.thecountrycook.net

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