

Leader

A Colonial Farm Credit Member Publication

2019 - Issue 3

A message from Paul



Paul Franklin
President,
Colonial Farm Credit

Hello Everyone,

2019 is shaping up to be a good year for your cooperative, as income has been better than budgeted, and we will receive another special distribution from our funding bank, AgFirst Farm Credit Bank. The exact amount of the AgFirst distribution will not be determined until late in December, but it will help ensure a very good patronage refund.

In keeping with the cooperative principle of providing learning opportunities for our members, we kicked off our ninth annual AgBiz Planner session for young farmers in September. This online course, developed by Dr. Dave Kohl and offered through Farm Credit University, teaches young and beginning farmers important financial management and business planning skills. One of our relationship managers mentors each participant, and Colonial Farm Credit covers the majority of the cost of the course. By the conclusion of the course, each participant will have written a business plan for his/her own operation. Our current class will graduate this January. If you are interested

in the AgBiz Planner course but are strapped for time, our AgBiz Basics class is a new offering that offers a portion of the "Planner" curriculum online.

Did you know that it is estimated that two-thirds of U.S. farmland will transition either to new ownership or out of production in the next 20 years? This transition is a major issue that is often overlooked due to the weather and prices challenges that capture headlines. Farmland transition is a big reason why we're continually promoting education with AgBiz Planner and the Colonial Agricultural Education Foundation.

Farm advocacy and networking are also ways that we can prepare the next generation of farmers for the challenges ahead. If you were at the Young Farmer Awards Breakfast at the Virginia Farm Bureau convention in early December, you may have heard me mention this. Farm Bureau's Young Farmer Program has been an outstanding way for folks to advance their careers in agriculture and we are proud to be a supporter of that program. You can find out more at their website - <https://www.vafb.com/membership-at-work/farmers-in-action/young-farmers>.

We hope you had a safe and happy Christmas and we look forward to working with you in 2020! ■

State Fair

Farm Credit was a sponsor of Young McDonald's Farm, Livestock Pavilions II and III, and the State Sale of Champions again this year at the Virginia State Fair. Several employees stopped by the booth in Young McDonald's Farm for a picture!



Reality Store

Buckingham County High School students recently received real life financial simulations through Reality Store, sponsored by Buckingham County Virginia Cooperative Extension. Students agreed it helped them to be aware of the challenges they may face upon graduation and entering into the work force. Farm Credit participates annually in these workshops. This year Ryan Johns, Erin Pierce, Ashley Meadows and Theresa Hall volunteered at the school. Pictured are Relationship Managers, Ryan Johns and Ashley Meadows visiting with students throughout the day.



Whole Farm Planning

Virginia State University hosted several Whole Farm Planning workshops across Virginia as part of their Small Farm Outreach Program. Several Colonial Farm Credit employees presented the One Page Business Plan presentation to over 50 folks who were interested in starting a farming operation or in growing their current operations. Ashley Meadows and Ryan Johns of the Farmville office, Corey Robinson and Clay Roberts of the Mechanicsville office, and Gene McNabb of the Lynchburg office were all presenters at these various workshops.



Jeans Day

Colonial employees continued to support local charities throughout the remainder of 2019 by participating in Jeans Day two days each month. Some of the charities supported were FeedMore Inc., Here for the Girls, Ashland Christian Emergency Services, and Hunters for the Hungry.



Powhatan Festival of the Grape

Farm Credit was a proud sponsor of the Powhatan Festival of the Grape this year and one lucky festival goer, Karen Bell, won a Farm Credit YETI cooler!



VALOR

The Tappahannock office staff hosted and cooked dinner for the Virginia Agriculture Leaders Obtaining Results (VALOR) Class IV at the Northern Neck Farm Museum in Heathsville in September.



Christmas on the Town

Colonial Farm Credit was a sponsor of the West Point Christmas on the Town parade. Sam Drewry from the West Point office drove a tractor as the Farm Credit float.



Hanover Ag Day

Despite some unexpected weather, most Hanover 3rd graders got to come out to Poor Farm Park for Hanover Ag Day, hosted by Colonial Farm Credit, to learn about agriculture in the county and the state. Some of the industries they learned about were aquaculture, dairy, grain, forestry, soil and water, plants and vegetables, flowers, small farm animals, and more!





Previous CAEF Recipient

Jacob Beville | Dinwiddie, VA

I come from the sparsely populated, but quite widespread, county of Dinwiddie, Virginia. Everyone knows one another, and the agricultural community is very tight knit. I realized from a young age that agriculture and our farmers provide the backbone for our country. That being said, I decided that I wanted to find a way to make sure farmers could continue to farm because without farmers the world would starve. I decided to attend Virginia State University in Petersburg, Virginia to pursue a major in agriculture with a focus on aquatic science. I also received a minor in biology. I was the 2018 recipient of the Virginia State University endowment, awarded through the Colonial Agricultural Educational Foundation, which helped lighten the financial burden that comes along with obtaining a degree.

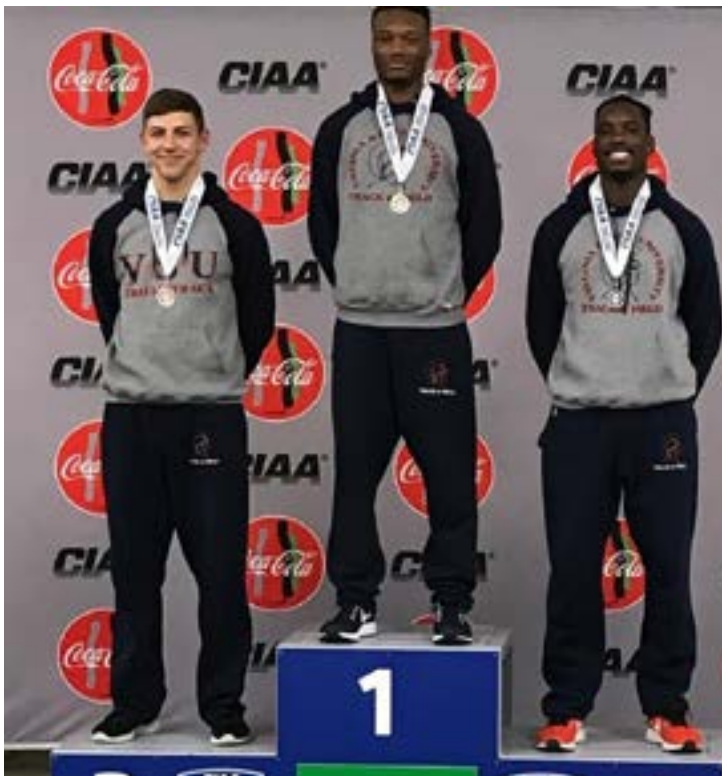
When I was studying at Virginia State University, I was on the track team, was one of the two co-founders and founding Vice President of the Virginia State University 4-H Club, and was a member of a club called Minorities in Agriculture, Natural Resources, and Related Sciences (MANRRS for short). MANRRS is a nationwide organization and every year a national conference is held in variable locations all over the United States. Attending these conferences

costs money, and our particular chapter never possessed a surplus of funds. This resulted in higher dues and in the 2017-2018 school year, a great deal of stress was put on our advisor's head because we did not have the funds to fly everyone to the conference in Pittsburg, Pennsylvania. In his search for scholarships that we could apply for, he received a newsletter telling him that Farm Credit was offering the "Farm Credit VIP Scholarship" to sponsor MANRRS members to travel to the conference. The scholarship would cover travel cost, three meals, and provide a conference for all the VIP scholars focusing on the evolution of agriculture in the past and coming years. I was one of the two lucky applicants from Virginia State to receive a scholarship, which took enough burden off our advisor's shoulders to allow everyone to attend the conference that year.

Not only has Farm Credit and the Colonial Agricultural Educational Foundation helped me in my educational endeavors, I was also hired as a loan officer in the Windsor office of Colonial Farm Credit in 2019. I am very fortunate to have been welcomed into the Farm Credit family, who prides itself on servicing agricultural and rural communities, and I look forward to seeing where my career with the Association takes me! ■



The day my buddy and I found out the VSU 4-H Club got approved



I was an all-conference pole vaulter for the CIAA three seasons in a row



Me and my MANRRS advisor at the conference in Pittsburg

Mission in Uganda



Cow given to Elizabeth and her family

This summer, Colonial Farm Credit customers Jimmie and Beth Blake had the privilege of going on a mission trip to Uganda with a team of 13 from Petsworth Baptist Church in Gloucester, Virginia. The group had been sponsoring a little girl named Elizabeth as a student to the Hanna Moshi Primary School outside of Jinja, Uganda. Elizabeth's father is a farmer and pastor in their community and is financially unable to send her to school because in Uganda, there is no free education. So, Elizabeth has been part of the sponsorship program to have the tuition paid to enable her to attend school. The church group has also been helping provide Elizabeth's family with tools to earn income, which includes fruit trees to help feed the family but also provide income through the sale of mangoes and passion fruit.

One of the best parts of the trip was when the group was finally able to meet Elizabeth and her family. Because Elizabeth's father is



Jimmie Blake in the village (Hanna Moshi Primary School in the background)



The Blake's with a sick child

Continued on next page

a farmer and has experience caring for his landlord's animals, they provided him with his own cow to help produce more income. The White family, missionaries stationed in Uganda, and the Gloucester-Mathews Farm Bureau were instrumental in helping them accomplish this goal. GMFB helped financially with the purchase of the cow and the Whites helped locate a suitable cow for sale, which the group presented to the family. They hope to help him add to his livestock with some chickens and goats in the future.

On the trip, the mission group did work at Hanna Moshi Primary School, where there is no electricity or water and over 1,000 students. Pastor Robert, the director of the school, and some of the older children get up at 4:00 am each morning and walk to a water source to carry hundreds of gallons of water for daily use by faculty and students. Petsworth Baptist Church is providing finances for a well and storage tank to be installed for them in the near future. ■



Beth Blake with Elizabeth and her sister, Scovia

Employee News

New Employees

Please join us in welcoming these employees to the Colonial Farm Credit family.



Ali Mahaffey began employment as a Country Mortgage Unit loan originator in our Mechanicsville office on October 7, 2019. Ali is a graduate of Pennsylvania State University with a Bachelor of Science degree in Agribusiness Management and has experience in consumer sales and customer service.



Erin Pierce began employment as a Country Mortgage Unit loan originator in our Farmville office on November 1, 2019. Erin received her Bachelor of Science degree in Animal Science (minor in Business Administration) from Cornell University and her Master degree in Agricultural Education from Oklahoma State University. Erin has previous loan experience with Carolina Farm Credit.



Sarah Shelton began employment as a loan specialist in our Windsor office on November 1, 2019. Sarah is a graduate from West Virginia University with a Bachelor of Science in Agribusiness Management and Rural Development. She has strong customer service experience as well as an agricultural background.



Applications for 2020-2021 school year scholarships through the Colonial Agricultural Educational Foundation are currently being accepted on our website! The deadline for all submissions is March 1, 2020.



Colonial Agricultural
Educational Foundation 



Colonial Farm Credit
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KICK-START AND ENERGIZE YOUR PLANNING PROCESS!

What is Ag Biz Basics?

- A flexible program for new, expanding or transitioning agricultural businesses.
- An online tool to help you balance the passion of farming with the economic and financial side to help you work with your lender and be successful in your business.
- A hands-on program that helps you to establish written goals and get your financial business documentation, cash flow statements, balance sheets and cash income statements, in order.

Ag Biz Basics features four eLearning modules:



Module 1: Side by Side with your Lender

Planning, Goal Setting & Financial Documentation



Module 2: Do You Cash Flow?

The Business Side of Production Planning



Module 3: What are You Worth Financially?

Business and Personal Balance Sheets



Module 4: Did You Make a Profit?

Income Statement

Includes:

- 4 mobile-friendly eLearning modules with multiple choice quizzes
- Workbook with financial spreadsheet templates

Time Commitment:

- Content can be completed in approximately 2 hours.
- Additional time spent on workbook applications, including goal setting and financial statement construction, will vary.

High Speed Internet access is strongly recommended.

For more information or to register
for this course, please contact your local
Colonial Farm Credit office



Find out more at

FCUniversity.com

Developed by Dr. Dave Kohl, Virginia Tech Academic
Hall of Famer, and reviewed by practitioners in the field.