

Leader

A Colonial Farm Credit Member Publication

2025 - Issue 1

A Message From Paul



Paul Franklin
President,
Colonial Farm Credit

I am pleased to report that we distributed patronage refunds totaling \$14.6 million in early April. The payout was due to strong 2024 net income supported by:

- Good levels of recurring earnings,
- Historically strong credit quality, and
- A strong capital position.

Details of our 2024 performance are located at www.colonialfarmcredit.com/financialreports.

This marks our 27th consecutive year of patronage distributions. Over this timeframe, we have paid over \$226 million in profits back to our customers. We feel very fortunate to be able to provide a

competitive interest rate and return a large patronage refund. This is a benefit that only a financially-sound, customer-focused cooperative can provide.

In conjunction with the mailing of patronage checks, I continued the tradition of visiting customers with our Relationship Managers. It is an opportunity to say "thank you" for choosing Colonial Farm Credit and to gain a better understanding of the opportunities and challenges facing our members. I want to thank everyone that took time to meet with me, especially since planting time was upon us.

We have had a good and very busy first half of 2025. Net income is running above budget. All measures of capital adequacy and credit quality continue to be strong, which will help us significantly if any challenges are encountered.

As a reminder of important upcoming events, in July, you received our Annual Meeting Information Statement, describing our board's election process and listing Board and Nominating Committee candidates. This information can also be found on our website. I urge you to take an active role in the governance of your cooperative by:

1. Reviewing the election material
2. Casting your ballot when it arrives in late August.

Congratulations to the 2025 graduates of Farm Credit AgBiz Planner! This program helps farmers develop and implement business plans that position them to take advantage of opportunities while effectively managing risk. Given the changing and complex environment we have today, this educational opportunity is more valuable than ever. Please contact your Relationship Manager to learn more about our AgBiz Planner and AgBiz Basics programs.

I want to congratulate the 2025 Colonial Agricultural Educational Foundation (CAEF) scholarship recipients. Their hard work has been recognized, and they are helping to ensure that agriculture has a bright future in our country. You will enjoy reading about Dori Mitchell, a past scholarship recipient and a great leader in the agricultural community.

You will see in this Leader edition that Julia Talton retired earlier in 2025. We thank her for her many years of dedicated service and wish her well in retirement. Our people are our most valuable asset, and you will see that we have recently hired several people that will help us for many years to come. We are also excited with our summer internship program. Our participants this year have a bright future, and we hope their careers keep them in agriculture.

Also in this newsletter, you will see a map of our new regional structure that balances our office oversight more effectively. This framework is possible because of the strengths of Regional Managers Lynn Slaughter (Central), Laura Huber (Northeast), Clay Roberts (South), and Harold Harris (West). Under the leadership of our Chief Operating Officer, Ronnie Gill, we are putting our people and resources in an excellent position for long term success. Also, please note that this is an administrative change that does not affect locations and hours, but you may see some new faces at the offices in Tappahannock, Windsor, Courtland, and West Point.

I hope you enjoy this edition of the Leader. Thank you for allowing us to serve your financial needs.

Paul Franklin



2025 Graduates of Farm Credit AgBiz Planner

Colonial in the Community

VSU Ag Entrepreneurship Class

Each year, Colonial Farm Credit and Farm Credit of the Virginias partner with VSU's School of Agriculture for the spring semester Ag Entrepreneurship class. During the semester, students come up with an agricultural related business and develop a business plan for their operation. Farm Credit provides guest speakers on various topics such as business operations, marketing, business financials, and agribusiness. In addition, employees from both associations serve as judges for the final business plan presentations. The winner receives a \$1,000 scholarship, donated by Farm Credit. This year's winner was Alain-Eucher Amouso, whose ag technology and precision farming solution company, 'ChristGro,' focuses on design, production, and distribution of affordable, modular sensor kits and systems that make precision agriculture accessible for small to medium-sized farmers, greenhouse growers, and controlled environment operations.



VASWCD Golf Tournament

The Colonial Farm Credit team, which included retired employees Greg Farmer, Charles Davis, and Danny Knighton, took first place at the Virginia Association of Soil and Water Conservation Districts golf tournament in May. Colonial Farm Credit also sponsored the event and provided bottled water to the golfers on a warm day!



VAFB Ambassador Award

Colonial Farm Credit sponsored Virginia Farm Bureau's Ambassador Award for 2025. This year's recipient was Savannah Goodwin of Louisa County. The award was presented by Megan Arrington, Senior Marketer, at the VAFB Women's Leadership Conference in Short Pump in April. At the conference, women in ag from across the state came together to join in fellowship and share ideas for their operations and the ag industry in the state of Virginia.



Ag Literacy Week

Colonial Farm Credit was excited to participate in Virginia Ag in the Classroom's Ag Literacy Week this year. The featured book this year was *Outdoor Farm, Indoor Farm* by Lindsay Metcalf. Several employees read to Pre-K through 3rd grade classrooms across the territory to promote Virginia's agricultural industry and how important it is in everyone's lives!



McClellan Farm Tour

Farm Credit and Virginia Farm Bureau hosted Congresswoman Jennifer McClellan on a farm tour in the 4th District. The tour started with a Farmer Roundtable at the Airfield 4-H Conference Center in Wakefield, VA. Farmers from across the 4th district gathered to talk about top issues they face as farmers and what they would like to see in the Farm Bill. After the round table discussion, lunch was held at Rogers Farms (Paul Rogers Jr. and Paul Rogers, III) in Wakefield, VA, followed by a farm tour at Pierce Farm (Glen and Byron Pierce) in Dendron, VA.



Employee News

New Employees



Morgan Toler

Morgan Toler launched her career as a Loan Officer in our Mechanicsville Office on January 2, 2025. Morgan is a recent graduate of Virginia Tech with a Bachelor of Science in Animal & Poultry Sciences, as well as a Bachelor of Arts in French. Morgan's internships with Farmer Mac and Farm Credit of the Virginias will position her well for her new role.



Joe Markley

On April 1, 2025, Joseph Markley began employment as a Commercial Loan Group Relationship Manager in the Mechanicsville office.

Joe comes to us from Peoples Bank in Richmond, where he was a Vice President and Commercial Lending Officer. He managed a large, high quality business portfolio and developed an extensive network of influencers and potential clients across the Central Virginia market. Prior to Peoples Bank, Joe was a Commercial Lending Officer with its predecessor, Premier Bank, and with Severn Bank in Annapolis, MD before that. He brings with him over 20 years of lending experience and knowledge, and he is excited to put his skills to work for rural America. Joe is a graduate of James Madison University and the VBA School of Bank Management at UVA's Darden School of Business. He resides in Short Pump.

Interns

We welcomed three summer interns on May 27, 2025, who are based in the Farmville and Mechanicsville offices. Relationship Manager Rachel Shupe serves as the overall intern coordinator and works closely with Regional Lending Managers Lynn Slaughter and Harold Harris and their branch teams to provide an Association overview. The internship program includes sales calls, meetings with customers, credit work, and attending ag/influencer events.



Anthony Maratos (*Mechanicsville*)

Anthony is a sophomore at Washington and Lee University majoring in Business Administration and Politics. At school he serves on the W&L Executive Committee, a student self-governance body that oversees the Honor System, student concerns, and allocating funds for all student organizations. He has also worked as a summer finance research analyst and was a volunteer firefighter/EMT for Goochland Fire-Rescue while in high school. Outside of school he enjoys boating, fishing, and competitive sporting clays.



McKenzie Marker (*Mechanicsville*)

McKenzie is studying at Virginia Tech with an expected graduation date of December of 2025. She is an Agribusiness major with a minor in horticulture. McKenzie has spent her summers helping as an office manager at her family's nursery, Sandy's Plants, in Mechanicsville. She learned about the internship program when we toured her family's operation last summer with the previous interns. At Tech McKenzie is involved with Alpha Zeta (a professional society for ag and natural resources students and professionals) and Dairy Club. She also enjoys volunteering and participating in mission trips.



Rebekah Sanderson (*Farmville*)

Rebekah is a junior also studying at Virginia Tech. She is pursuing a Bachelor of Agriculture Community Leadership and Development, a program under the College of Ag. Rebekah is a past scholarship recipient of the Colonial Agricultural Educational Foundation. She has experience working on her family farm collecting eggs and maintaining egg production records. She was also a volunteer intern with Virginia Cooperative Extension last year. She is involved with Virginia Young Farmers, National FFA, and VT's Swine Club.

Retirements

Julia Talton



Julia Talton retired on February 1, 2025. Julia was a valued part of the Association since January 1999, contributing over 26 years of dedicated service as a Loan Specialist in the Windsor region.

We thank Julia for her many years of commitment and wish her all the best in this next chapter!

Unclaimed Equities

Visit www.colonialfarmcredit.com/member-services/financial-reports or scan the QR code to see a list of current Unclaimed Equities.

Please contact Ashley Kemp at akemp@colonialfarmcredit.com or 804-746-4581 ext. 1114 for assistance with any unclaimed equities.



New Regional Map

Effective July 1, Colonial Farm Credit has set up a new regional operating structure. Administratively we now have four regions: West (managed by Harold Harris), Central (managed by Lynn Slaughter), South (managed by Clay Roberts), and Northeast (managed by Laura Huber). The map below shows all Colonial Farm Credit's counties and the corresponding region.

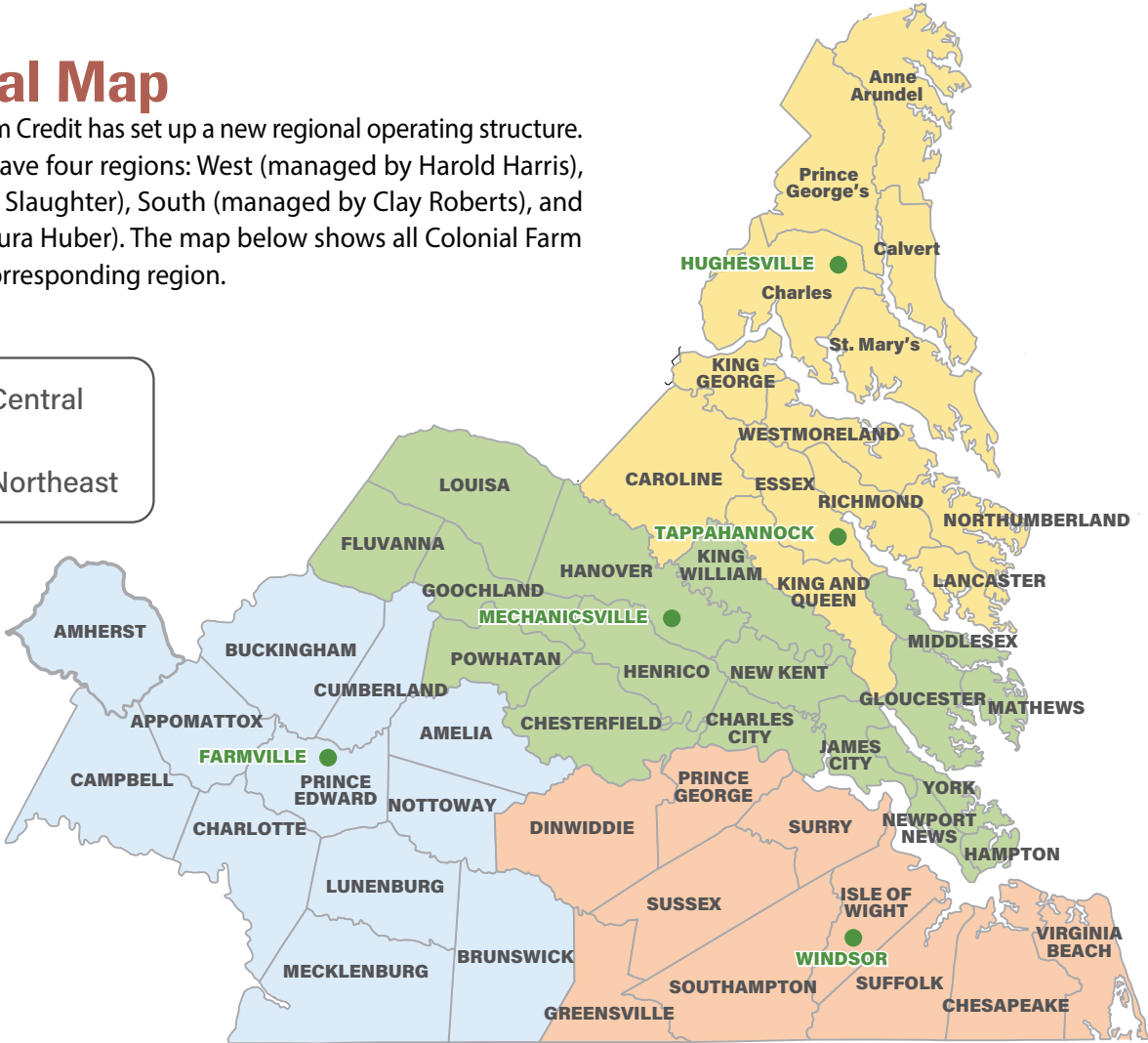
REGIONS

West

Central

South

Northeast



Previous CAEF Recipient

Dori Mitchell Suffolk, VA

I cannot genuinely express how much gratitude I hold for the support of Colonial Farm Credit in my college career journey. Through the Colonial Agricultural Educational Foundation, I have received scholarships towards my Virginia Tech undergraduate education for the past three years over two different scholarships. As a proud, born and raised, resident of Suffolk, VA pursuing animal agriculture related degrees, I have received the George R. Pulley Memorial Scholarship and the William H. Carr III & Smithfield Jr. Market Show Hog Endowment scholarships.

In my three years of undergraduate studies at Virginia Tech so far, I have been able to pursue dual-degrees in two of my scientific passions- Biochemistry & Animal Science. During my time, I have also completed work towards an Honors College diploma. Though I grew up in Suffolk, VA, in the peanut heart of the country, I did not come from a family with agricultural backgrounds. Besides my experience working with horses, I had little understanding of the world of agriculture until I became immersed in the College of Agriculture & Life Sciences at Virginia Tech. Since my first year, I have been a student volunteer and shift leader at both the sheep and horse centers at VT, a peer mentor for freshman in my majors, a member of the Pre-Veterinary Medical Association at VT, a competitor in our agriculture-focused Academic Quadrathlon, worked at a local equine barn, served in the Children's Ministry at a local church, and been an active leader in my campus ministry.

With the help of the CAEF, I have been able to pursue my degrees diligently while also diving deeper into service, leadership, community immersion, agricultural engagement, and other opportunities for personal growth. The support of these scholarships has meant the world to me in my collegiate endeavors but also in the loyalty the CAEF program has shown me. Three years in a row, I have consistently been recognized and supported by this phenomenal scholarship which shows the depth and breadth that this program invests into many students. Having this consistent support has given me the confidence to explore even more new opportunities like Spring Break mission trips, beginning student research in VT's Dairy Nutrition labs, spending a summer as a wrangler in the Rocky Mountain National Park, and participating in a study abroad program in Oceania focused on Animal Agriculture & Sustainability. Thank you so much to everyone who supports this program as it has made a great impact in my college career, and I am only one of many who are continually supported through this great organization.





Colonial Agricultural Educational Foundation



The winners of the 2025-2026 academic school year scholarships through the Colonial Agricultural Educational Foundation have been chosen and are listed in the annual report. Please visit www.colonialfarmcredit.com/scholarships or scan the QR code to view the list of winners!



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