

Leader

A Colonial Farm Credit Member Publication

2025 - Issue 2

A Message From Paul



Paul Franklin
President,
Colonial Farm Credit

We continue to see positive financial results as we enter the final months of 2025. Year to date net income (unaudited, through 8/31/25) is \$10.1 million. Earnings are well above budget. The main contributors to our performance include higher net interest income, low loan losses, and operating expense levels that remain lower than anticipated. Despite a higher rate environment, new member loan demand has been strong this year. In addition, the recent Federal Reserve rate cut is bringing some interest rate relief.

Row crop prices overall are down significantly, and costs are up for farmers. We are preparing for any impact from tough profit margins and weather as our members move along with harvest. As we have done for many years now, we will be visiting operations to ensure everyone has the financing needed to complete the year and be ready for next year.

Director and Nominating Committee elections were held in September. Many of you had active roles to support strong governance of your cooperative by serving on the Nominating Committee, agreeing to run for a position, and casting your ballots. Congratulations to Clarke Fox, Hugh Jones and Ben Cole on their election to our board of directors. Congratulations also go to our Nominating Committee members. Please see the list of the 2026 Nominating Committee members below.

Scholarship applications to the Colonial Agricultural Educational Foundation (CAEF) will be accepted beginning November 1st. This is a great opportunity for those advancing their education. Mark your calendars and get started on your scholarship applications early!

We started a new AgBiz Planner group with a kickoff meeting in September. Thousands of people have participated in the AgBiz Planner program since its inception. AgBiz Planner combines a unique series of online studies 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 risk and take advantage of opportunities. We also offer an AgBiz Basics program, which is a condensed version of the "Planner" curriculum for those desiring a shorter time commitment. Please inquire about these opportunities with your Relationship Manager. These educational opportunities are an effective way to help ensure success for your operation.

We had another busy summer advocating for agriculture and forestry. Farmers and foresters are a small percentage of the US population, but they produce food and fiber at a scale that serves national and global markets. It is imperative that everyone knows the benefits that our family farms provide to our nation. We continue to work with Farm Bureau, the Virginia Agribusiness Council, Virginia State University, Virginia Tech, and our commodity groups to advocate for support for our farmers.

Also, I want to thank our employees for their hard work and good judgment to help us achieve strong results so far this year.

A special congratulations to Diane Haworth and Bobbi Powell on their recent retirements. We thank them both for their years of service and dedication to the Association. You can read more about them in our Employee News section.

Please enjoy this edition of the Leader!

Paul Franklin

Director and Nominating Committee Results

Congratulations to incumbents Ben Cole, Clarke Fox, and Hugh Jones on being elected to the Colonial Farm Credit board of directors for four-year terms.

Also, the following members were elected to next year's Nominating Committee:

- Kirk Vanlandingham and Karl Shlagel (District 1)
- Paul Davis and Shannon Ellis (District 2)
- Logan Vaughan and Joel Gilman (District 3)
- Betsy Jenkins and John Adams (District 4)
- John Manning and Michael Grizzard (District 5)
- T. Steele Byrum and Christopher Shawn Parker (District 6)

Leader is published for stockholders, directors and friends of Colonial Farm Credit. Address changes, questions or comments should be directed to Colonial Farm Credit by writing to 7104 Mechanicsville Tnpk, Mechanicsville, VA 23111, calling 804-746-1252 or emailing marrington@colonialfarmcredit.com. Copies of the Association's Annual and Quarterly reports are available upon request free of charge by calling 804-746-1252 or writing Diane Fowlkes, Chief Financial Officer, Colonial Farm Credit, ACA, 7104 Mechanicsville Turnpike, Mechanicsville, VA 23111 or accessing the website, www.colonialfarmcredit.com. The Association prepares an electronic version of the Annual Report which is available on the Association's website within 75 days after the end of the fiscal year and distributes the Annual Reports to Shareholders within 90 days after the end of the fiscal year. The Association prepares an electronic version of the Quarterly report within 40 days after the end of each fiscal quarter, except that no report is prepared for the fiscal quarter that coincides with the end of the fiscal year of the institution.

Colonial in the Community

Wittman Farm Tour

In July, Colonial Farm Credit helped host a farm tour with Congressman Rob Wittman in the first congressional district. The tour started at Peacock Hill Dairy, went to Timmy and Jane Lynn Scott's farm, next to the Mundie Family Farms, and concluded at the Tappahannock fire station with further discussion and lunch. Throughout the day, everyone learned about different areas of agriculture in the first district and discussions about the issues farmers face in the area were had.



Ag Night at the Diamond

Colonial Farm Credit was happy to help sponsor Ag Night at the Diamond in August, where many ag industry partners were in attendance to enjoy a beautiful night of baseball!



Kiggans Listening Session

Producers and industry partners in the second congressional district gathered at Babb's Farm in August to meet with Congresswoman Jen Kiggans for a discussion around the Farm Bill 2.0 and the agricultural industry landscape in her district. Colonial Farm Credit was proud to be in attendance and to provide lunches for the event.



Maryland Appreciation Dinner

Colonial Farm Credit employees and directors welcomed producers in Maryland who gathered at Rita B's Barn in August for the annual appreciation dinner. This annual event is always a big hit in the area and a chance for everyone to come together for food, fun, and fellowship!



Employee News

Summer Interns



it gets to a customer, which is why it is so valuable that Farm Credit employees have such good relationships with each other.

One of my favorite events that we attended was the Virginia Young Farmer's Expo, in Franklin County, Virginia. McKenzie and I were able to sit in for the "Virginia Agriculture and Forestry Gubernatorial candidate Forum." We heard both Abigail Spanberger's

Rebekah Sanderson

One of my biggest passions is for the future of agriculture. Growing up on my family's century farm, I have been able to have firsthand experience with agriculture, and I have realized just how vital the agriculture industry is for the future of our world. Knowing I have this passion, I have every intention of pursuing a career that puts farmers and their best interests at the forefront of everything. I truly admire how Farm Credit is always putting their customers first and doing everything possible to ensure that the future of agriculture is bright. The agriculture industry is changing and evolving every single day, but so are Farm Credit employees. Due to the support of Farm Credit, many farmers can reach their goals and aspirations, without finances being a potential barrier.

This summer, I had the privilege of working for Colonial Farm Credit as a loan officer intern. Prior to this internship, I was introduced to Farm Credit by my older brother, Hunter, as he was an employee with Colonial Farm Credit for four years. His impactful experience as an employee encouraged me to apply to be an intern. I quickly realized that Colonial Farm Credit is a big family that sincerely cares about each other, greater than simply being coworkers. Knowing that you have a support system is incredibly important in all walks of life, but specifically within the workforce.

I previously knew that there were many steps within the loan process, but this internship opened my eyes to just how much time and effort goes into a loan. There are so many hands that must touch a loan before

and Winsome Earle-Sears' views on current topics in agriculture, two of which were solar farms and mental health in agriculture. In addition, we attended the general session, where Marshal Sewell discussed mental health awareness, specifically in agriculture. Having the topic of mental health being spoken about over the course of the weekend was very encouraging to me. It is a difficult topic, but it is one that I believe we need to continue to talk about, as our industry workers need us to advocate for them. While at the Expo, we also were able to reconnect with many friends that we know from FFA, Virginia Tech, and other walks of life. I always enjoy just how close the agriculture community is and how we commonly run into the same faces.

I also appreciated how we had a variety of training that gave us a well-rounded view of the Farm Credit System. Our training ranged from formal in-office trainings to out-of-office experiences, as well as daily interactions that allowed us to have a greater insight of the day-to-day duties of a Farm Credit employee. We also were able to see how Farm Credit employees outreach to our local communities, not solely with the intention of finding new customers, but to genuinely support our community.

As I reflect on this summer, I am full of gratitude. I am incredibly grateful for Rachel Shupe, Ronnie Gill, Paul Franklin, and the entirety of the Farmville office for supporting me and assisting me in getting the most out of my time as an intern. I thoroughly enjoyed this internship and look forward to utilizing the skills and knowledge that I have gained. I ended this summer feeling very grateful and blessed!

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 804-746-1252 for assistance with any unclaimed equities.



Anthony Maratos

This summer I was a loan officer intern for Colonial Farm Credit based out of the headquarters office in Mechanicsville. This internship was an opportunity to gain a holistic understanding in all aspects of the agricultural lending and underwriting process. Prior to the internship, I had limited agricultural knowledge, and I was largely unaware of the Farm Credit system and its role in promoting and supporting such a vital segment of America's economy. In just 12 weeks, however, through structured and specific instruction based largely in real-world practice, I vastly improved my understanding of the lending process and feel tremendously prepared for a career in lending.

Throughout the internship we also had the opportunity of attending many unique trainings and events. A few of the most insightful ones to me included a farm tour with Congressmen Wittman in which we toured different farms and received insight into agricultural policy as well as the opportunity to sit in on a Farm Credit Council call in which they talked about different legislation regarding agriculture and we learned about all the effort that goes into protecting and promoting it. This was something that I found to be particularly insightful and appealing to me as a politics major.

Another unique experience was traveling to Columbia, South Carolina with the other interns in which we met and networked with other interns from other associations across the Southeast. We also participated in training in which we became familiarized with the Farm Credit system and received instruction about lending as a whole.

Furthermore, on a consistent basis we would also travel out of the office and meet with customers to see their farms and operations. This helped us to familiarize ourselves with our customers while



simultaneously giving us insights into often unique and niche segments all over the state that I otherwise would have been largely unaware of. Examples of some of these trips include visiting Amish customers in Farmville, a fully organic grain farm on the Northern Neck, and a peanut grower in the Southeastern part of the state! Additionally, this opportunity to leave the office and travel for all these events is another example of the uniqueness and appeal of this internship.

This fall I will begin my senior year at Washington and Lee majoring in Business and Politics. I am confident that I will take all I learned with me this summer back to school as I finish my academic career. This internship truly showed me what it means to work with people that care and take pride in what they do, specifically about their customers, the farmers who act as the backbone of the country and take specific steps to meet their needs and put them first whenever possible. A quick example of such was how many of the loan officers I worked with would often drive documents and paperwork to the farmers instead of making them come to the office and subsequently forcing them to lose valuable time, especially during the busier

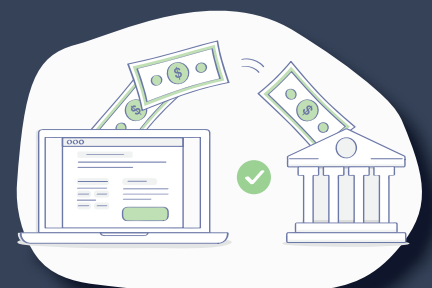
seasons. This culture of caring for your customers gave me a renewed sense of optimism and showed me just why Farm Credit is such a differentiator in the lending sphere.

Additionally, one of the most meaningful parts of the internship was feeling like I made an actionable difference working for a smaller association like Colonial. I felt respected and supported and everyone in the office was incredibly available and open to helping when I had questions or needed guidance. A huge thank you especially to the other interns McKenzie and Rebekah, as well as Rachel Shupe, Ronnie Gill, Lynn Slaughter and everyone else for their tremendous kindness and support.

Summer intern McKenzie Marker's story will be included in the next edition of the Leader.

Patronage Direct Deposit

We are now offering the option to receive your patronage check payments via direct deposit! This will take effect with the patronage payout in 2026. If you would like to sign up to receive your payments via direct deposit, please visit our website at www.colonialfarmcredit.com/about/patronage for instructions on how to get set up. You may also contact your local office with any questions you may have.



New Employees



Clay Graham

Clay Graham joined Colonial Farm Credit on June 16 as a Credit Analyst in the Forest Products division of the Commercial Loan Group.

Clay comes to us from First Bank & Trust in Staunton, where he was most recently a Portfolio Manager and Loan Officer, and a Portfolio Assistant prior to that. Among other duties and responsibilities that will transfer well to his role at Colonial, Clay conducted in-depth financial analyses and supported loan officers by preparing detailed loan packages for approval. Clay is eager to contribute his analytical skills and agriculture industry knowledge to the CLG and specifically to provide analyst support to our Forest Products Specialists.

Clay received an Agribusiness degree from Virginia Tech, and he has held various leadership positions in agriculture including Vice President of the Virginia FFA and Treasurer of the Ag-Econ Club at Virginia Tech.



Leah Story

Leah Story joined the Windsor office and Farm Team 2 as a Loan Specialist on June 30th. Leah's background in real estate and business will greatly benefit our team as well!



Colleen DeVries

On July 21st, Colleen DeVries joined our Hughesville Office and Farm Team 1 as a Loan Specialist.

Colleen has a strong background in customer service and banking, and we look forward to having her on our team!



Jennifer Davis

Jennifer Davis joined the Farmville Office and Farm Team 1 as a Loan Assistant on August 11th. With Jennifer's background in customer service and office management, she will be a valuable asset to our team!



Eliza Dana

On August 19th, Eliza Dana launched her career with Colonial Farm Credit as the Human Resources Assistant.

Eliza recently earned a Bachelor of Science in Psychology and minors in Business Administration and Leadership Studies from Christopher Newport University. She brings hands-on experience through two consecutive summers as a Human Resources Intern, along with a summer internship focused on communication and administration.



Sabrina Robles

Sabrina Robles started her career on August 21st with Colonial Farm Credit, as our new Digital Marketing and Sales Specialist.

Sabrina comes to us from GP Strategies, where she served as a Digital Marketing Specialist. She brings a wealth of experience and insight to this role, and we're excited to have her on board as we continue to strengthen our digital marketing presence. Sabrina's expertise will be instrumental in helping us connect more effectively with our members and prospects, and we're confident she'll make a strong impact.



Jennifer Fitts

On September 21st, Jennifer Fitts joined our Farmville office and Farm Team 1 as a Loan Specialist. Jennifer has a strong background in banking and customer service, and we are excited to add her to our team!



Colonial Agricultural Educational Foundation

The application for 2026-2027 scholarships will be available on our website beginning November 1 and will close end of the day on March 1. Please visit www.colonialfarmcredit.com/scholarships for more information and to apply!

Retirements



Diane Haworth

Diane Haworth retired July 1, 2025 (last day of employment June 30, 2025). Diane has been a valuable member as Loan Specialist for the CLG Team and we are grateful for her dedication, hard work and contributions to Colonial Farm Credit.



Bobbi Powell

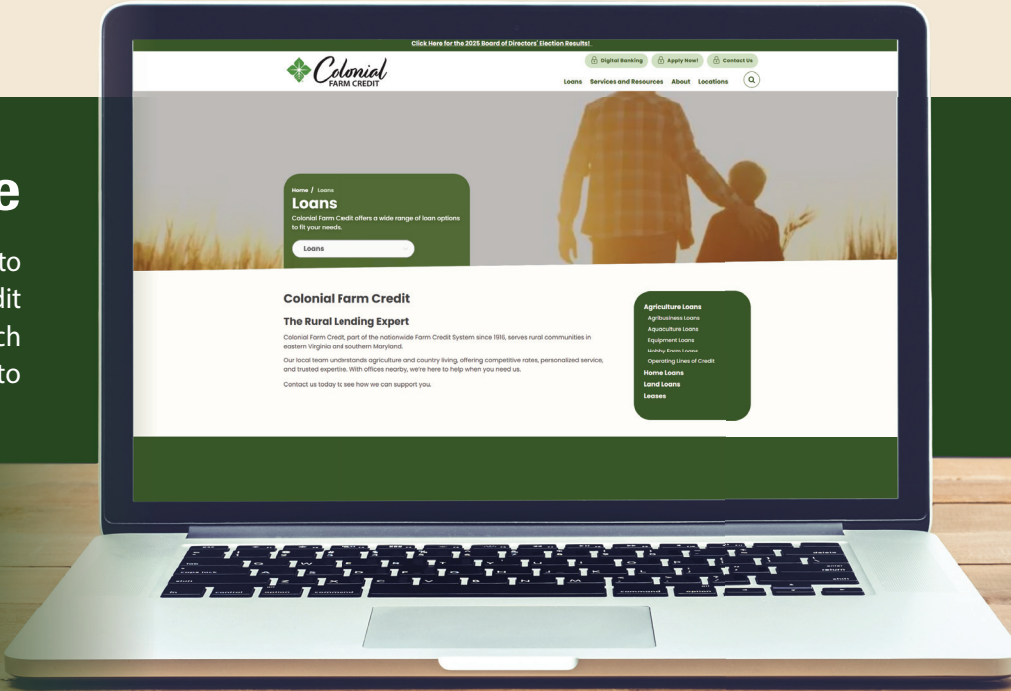
Bobbi Powell retired from Colonial Farm Credit as of September 1, 2025. She has been a crucial asset of this company since 1999. This is an exciting time for Bobbi; however, her presence will be greatly missed by all who have worked with her.

Bobbi started working for Farm Credit on June 1, 1999, as a Loan Processor. She was promoted to Loan Operations Supervisor and finished her career as a Senior Loan Specialist and Trainer, acting as a mentor, and providing guidance to many among the group. Bobbi was a pillar of the Mechanicsville office and customers often sought out her assistance as she was reliable and focused on exceeding expectations. Always willing to help where needed, Bobbi fostered strong relationships with her co-workers and is highly respected. She specialized in TIL and TRID loan transactions and brought a wealth of knowledge to the association from her previous role as a paralegal. That expertise will especially be missed by the many associates that seek out her opinion and thoughtful advice.

*Thank you, Diane and Bobbi, for your years of dedicated service.
Congratulations on your retirement!*

New Logo and Website

We have a new look! Going forward, you will start to see our new logo on all things Colonial Farm Credit related. We are excited for a fresh new look, which also includes our new website. Take some time to check it out at www.colonialfarmcredit.com.





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