



Colonial
FARM CREDIT

LEADER

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A Message From Paul

We are pleased to share that we distributed \$12.7 million in patronage refunds in early April. This payout reflects our strong 2025 net income, driven by:

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

This marks our 28th consecutive year of returning value to our members. Over that time, we have distributed more than \$238 million in profits back to our customers. We are truly fortunate to be able to offer competitive interest rates while also returning a substantial patronage refund—an advantage only a financially sound, customer-focused cooperative can provide.

As part of the patronage season, I continued the tradition of visiting customers alongside our Relationship Managers. These visits provide an opportunity to say thank you for choosing Colonial Farm Credit and to better understand the opportunities and challenges facing our members. I appreciate everyone who took time to meet with me—especially during the busy planting season.

We are also off to a strong start in 2026. Net income is running ahead of budget, and all measures of capital adequacy and credit quality remain strong. This positions us well should any challenges arise.

Looking ahead, please remember that in July you will receive our Annual Meeting Information Statement, which outlines our board election process and lists Board and Nominating Committee candidates. This information will also be available on our

website. I encourage you to take an active role in your cooperative's governance by:

1. Reviewing the election material
2. Casting your ballot online or by mail in late August

Congratulations to the 2026 Farm Credit AgBiz Planner graduates! This program helps farmers build sound business plans that position them for future opportunities while managing risk. In today's changing and complex environment, this training is more valuable than ever. If you would like more information about the AgBiz Planner or AgBiz Basics programs, please contact your Relationship Manager.

In this edition, you'll also read about our continued efforts to advocate for forestry and agriculture. Our participants in the Farm Women Lobby Day highlighted the economic value of our industries as well as their essential role in sustaining natural resources. A special thank you to the Virginia Farm Bureau for coordinating the event.

Our Colonial Agricultural Education Foundation scholarship committees are currently reviewing applications. This month, we are pleased to highlight scholarship winner Kolby Snow—thank you, Kolby, for sharing your story with us. If you know someone who could benefit from CAEF programs, please direct them to our website, where they can find information on the CAEF, AgBiz Planner, and more.

Thank you for choosing Colonial Farm Credit for your financial needs.

Paul

Colonial in the Community

Whittman Farm Tour

We welcomed Congressman Rob Wittman to Mechanicsville, Virginia, for a farm tour and agriculture discussion highlighting the diversity of farming operations across Virginia's 1st Congressional District. The tour began at Creamfield Farm, where Grayson and Karen Kirby manage approximately 4,000 acres of corn, soybeans, and hay throughout Central Virginia. We also visited Kirby Farm, a Virginia Century Farm that produces 400 acres of vegetables such as tomatoes, peppers, melons, and cucumbers, along with 1,000 acres of corn, soybeans, and wheat.

The final stop was Sandy's Plants and its sister company, Rare Roots, a perennial nursery founded more than 45 years ago by Sandy McDougale and grown into a regional and national operation by the next generation of leadership, Mitzi Marker and J.R. Marker. The tour provided the opportunity to hear directly from farmers and business owners about the issues shaping agriculture across our communities.



Ag Biz Planner

We were excited to welcome four participants to the 2025–2026 AgBiz Planner class. Participants representing Colonial Farm Credit, AgSouth Farm Credit, AgCarolina Farm Credit, and Farm Credit of the Virginias gathered in Greenville, North Carolina, last week for the program's wrap-up meeting and graduation. The event was led by Dr. Alex White of Virginia Tech and Dr. Dave Kohl, professor emeritus at Virginia Tech.

Throughout the program, participants deepened their knowledge of farm and personal financing, strategic planning, and agricultural economic outlooks both in the United States and globally. They also collaborated with fellow participants and processors to refine their business plans. Perhaps most importantly, the experience fostered valuable connections and lasting friendships with producers from across other Farm Credit territories.





Farm Women Lobby Day

Our female leaders, including board member Donna Kerr, Diane Fowlkes, Chief Financial Officer, Wendy Hale, Chief Human Resources Officer and Director of Loan Operations; and Lynn Slaughter, Regional Lending Manager, were proud to attend Farm Women Lobby Day in celebration of the Year of the Woman Farmer. Governor Abigail Spanberger was also in attendance, highlighting the importance of women's leadership in agriculture. Our team was honored to be part of a day dedicated to elevating the voices and recognizing the impact of women farmers across Virginia.



Ag Literacy Week

Several members of our team participated in Ag Literacy Week, visiting local schools to read to students and discuss the important role agriculture plays in everyday life. These visits provided a meaningful opportunity to connect with students and educators while helping bring agricultural awareness into the classroom.

Among those participating was Diane Fowlkes, Chief Financial Officer, who visited Ashland Elementary School to read to students and share insights about agriculture and its impact on our community. Her visit, along with the involvement of other employees across our organization, helped support this important initiative.



Employee News



Kaitlyn Martin

On Monday, March 23, 2026, Kaitlyn Martin joined Colonial Farm Credit on the Consumer Team as a Loan Specialist. Kaitlyn has a strong background in banking, excellent customer service skills, and is very detail-oriented which I know will make her a great fit for our team. She will be working out of the Tappahannock office.



Krissy Sharpe

On Monday, February 16, 2026, Krissy Sharpe joined Colonial Farm Credit on the Consumer Team as a Loan Assistant. Krissy brings with her extensive experience in customer service as well as knowledge of real estate transactions. We are looking forward to her joining us in the Tappahannock office.



Clayton Terry

Clayton Terry joined Colonial Farm Credit in the Central Region as a Relationship Manager on March 16, 2026.

Clayton is a graduate of Virginia Tech with a Bachelor of Science degree in Dairy Science while minoring in Agricultural Economics. Clayton spent several years with Farm Credit of Virginias beginning as an intern while in college, then was hired as a credit analyst upon graduation, and progressing to a Loan Officer. Most recently, Clayton served as an Agricultural and Commercial Lender with First Bank and Trust with a focus on developing an agricultural and rural area client base. His extensive lending and sales experience will position him well in his new position with Colonial. Clayton and his family reside in Henrico.



Claire Whitley

Claire Whitley rejoined Colonial Farm Credit as a Credit Analyst on January 22, 2026. Claire will be one of our new four member credit analyst team that also includes Clay Graham, Scott Hammond, and Morgan Toler.

Claire was previously a loan officer/relationship manager with Colonial Farm Credit for about 18 months from January 2022 through June 2023, working in the West Point and Tappahannock offices. Claire then relocated to Marshall, VA where she worked for the past several years as a case manager for an equine veterinary operation. She most recently moved to Florida where her husband is stationed. Claire will work remotely and plans to be in the Association several times during the year.

A December 2021 graduate of Virginia Tech, Claire has a B.S. in Agribusiness Management and a minor in Crop and Soil Environmental Sciences. Claire has roots in Amelia County and plans to relocate back to Virginia in the not too distant future.

SCHOLARSHIP SPOTLIGHT

Kolby Snow

My name is Kolby Snow, and I am a senior Agribusiness student at the University of Mount Olive Online Campus as well as a Virginia Beach Agriculture Department/Virginia Cooperative Extension intern. I grew up in the rural agricultural side of Virginia Beach in a community called Pungo. Throughout my childhood I showed livestock, participated in 4-H, and became deeply involved in youth and producer education. 4-H but more specifically the Steer Project, sparked a passion in me that shaped my involvement in agriculture and inspired me to help others understand the wonderful industry that raised me. As a previous recipient of scholarships through the Colonial Agricultural Educational Foundation, I am honored to share a little about my journey and how this support has shaped my educational and career goals.

Growing up in the agriculture community of Pungo, I learned early on that agriculture is not just an industry but it's a family, a responsibility, and a path that shapes who you are. My family has lived on a horse farm in southern Virginia Beach for many generations, but it was livestock that truly ignited my passion for agriculture. Once in college, I became fascinated with row crops and agricultural research, which led me to an internship under our local Agriculture Agent here in Virginia Beach. As a student pursuing Agribusiness, the support I've received from the Colonial Agricultural Educational Foundation has played a tremendous role in allowing me to pursue these interests to the fullest.

Being a scholarship recipient has allowed me to focus more deeply on my academic and professional goals, especially as I balance a full course load with hands-on work in agriculture. In my internship, I work alongside Extension agents where I assist with youth programming, livestock education, and crop programming. This scholarship made it possible for me to dedicate myself fully to these opportunities and experiences that have strengthened my passion for extension, animal science, and serving my agricultural community.

Upon my graduation this spring, I hope to secure a position as an Agriculture & Natural Resources Extension Agent here in Virginia. My goal is to continue helping producers, youth, and families access research-based resources that make agriculture stronger, more innovative, and more sustainable.

I am deeply grateful for the Colonial Agricultural Educational Foundation's investment in students like me. Their support not only eases the financial burden of higher education but also inspires young professionals to stay engaged, lead, and continue shaping the future of agriculture in the Commonwealth of Virginia. Thank you for believing in the next generation of agricultural leaders!





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