

Leader

A Colonial Farm Credit Member Publication

2019 - Issue 1

A message from Paul



*Paul Franklin
President,
Colonial Farm Credit*

I am happy to report that we set another record for patronage distributions with \$16.1 million paid this April compared to an \$11.0 million payout last year. As mentioned in our annual report, several one-time events occurred that made this record payout possible. 2019 marks the 21st consecutive year of patronage distributions. Over this time frame we have paid \$134 million in profits back to our customers. We feel very fortunate to be able to provide a competitive interest rate and return such a large patronage amount. This is a benefit that only a financially sound, customer-focused cooperative can provide.

I had the pleasure of personally delivering over 30 patronage refund checks with eight of our relationship managers this year. These deliveries are an important way to thank you for choosing Colonial Farm Credit and gaining a better understanding of your business needs and challenges. These visits remind me that we have a diverse and strong agricultural base. While weather and prices are continually challenging, farmers are adapting and taking advantage of new markets and consumer trends. I am always excited to participate in these deliveries, and I want to thank everyone who took time to meet with me.

We are off to a strong start again this year with net income through April at \$4.2 million. Results of our recent audits have been favorable, and all measures of capital adequacy and credit quality are good.

In this edition, we highlight the Colonial employees and directors who participated in this year's Virginia Agriculture Literacy Week, sponsored by

Virginia's Agriculture in the Classroom program. Hundreds of volunteers across Virginia visited kindergarten and elementary school classrooms to read from the book, *Right This Very Minute*. This is an opportunity to educate our children, many of whom have no connection to agriculture, about the important role farming plays in all of our lives.

In July, you will receive our Annual Meeting Information Statement, describing our board's election process and listing board and nominating committee candidates. I urge you to take an active role in the governance of your cooperative by:

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

Should you have any questions about the election process, please call me.

Congratulations to the 2019 graduates of Farm Credit AgBiz Planner. This program helps farmers develop and implement strategic business plans that position them to take advantage of opportunities while effectively managing risk. Given the increasingly complex environment in which producers operate, this educational opportunity is more valuable than ever. Please contact your relationship manager to learn more about our AgBiz Planner program.

I also want to congratulate the 2019 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. We are also excited to announce that the CAEF was able to pay out a record dollar amount of scholarships this year. Please visit our website for details.

Enjoy this edition of the Leader, and thank you for your support! ■

AgBiz Planner

The 2018-2019 AgBiz Planner class attended a wrap-up meeting in Raleigh, NC, in January. Dr. Kohl and Dr. White spoke to the participants about current and future trends in agriculture as well as different areas of farm and personal financial management. ■

Pictured from left to right: Alicia Morris (Farm Credit University Managing Director), Paul Franklin (Colonial Farm Credit CEO), Cherie Berry (North Carolina Commissioner of Labor), Dave Kohl (Virginia Tech Professor Emeritus), Jessica Broaddus (participant), Corey Robinson (mentor), Woody Dunn (mentor), Reese Parker (participant), and Shawn Parker (participant).



Farm Credit Events

Buckingham FFA Fair



Farmville relationship managers Ashley Meadows and Hilary Thompson attended the Buckingham FFA college and career fair on April 5. Youth in grades 9-12 were able to speak to a wide array of vendors that day, including Colonial Farm Credit.

Young Farmers Winter Expo



Relationship managers Andrew Turner, Rachel Bell, and Chris Simms participated in a Q&A session at the Virginia Farm Bureau Young Farmers Winter Expo in February.

Fruit & Vegetable Conference



Colonial Farm Credit was a sponsor of the Southeast Virginia Fruit and Vegetable Conference in February. Around 120 fruit and vegetable growers were registered for the event.

Piedmont Jr. Livestock



Colonial Farm Credit was a proud sponsor of the Piedmont Jr. Livestock show held in Blackstone on April 27 and the Central VA Livestock show held on May 4 in Lynchburg. Youth of all ages competed in these day-long events exhibiting their lamb, beef, swine and goat projects. A great time was had by all!

Women in Agriculture



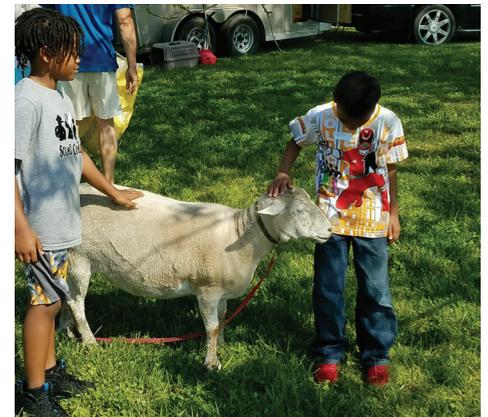
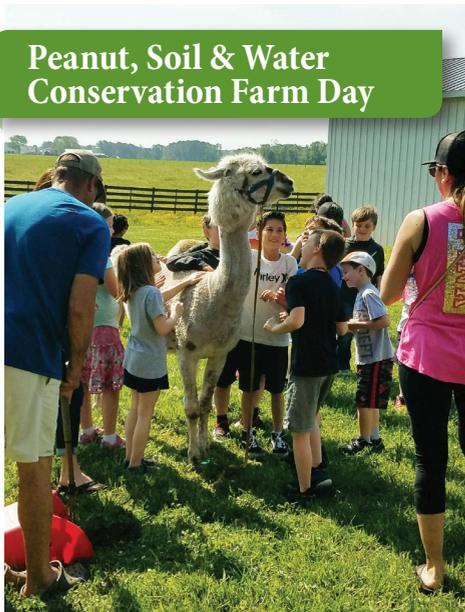
Colonial Farm Credit sponsored the farm tour lunch of the Virginia Women in Agriculture Gathering in March. The farm tour was held at Holly Fork Farm in Barhamsville, VA. Mechanicsville relationship managers Megan Tribble, Rachel Bell, and Sam Drewry were in attendance and handed out Farm Credit water and giveaways.

Gloucester Seafood Festival



West Point office employees Clay Roberts, Sam Drewry, and Katie Hart handed out water and chatted with folks at the 39th Abingdon Ruritan Club Seafood Festival on May 15.

Peanut, Soil & Water Conservation Farm Day



Employees in the Windsor office volunteered at the Peanut, Soil & Water Conservation Farm Day in Isle of Wight county. Farm Day is attended by approximately 600 second graders from Isle of Wight and Surry counties. They learn about agriculture through different stations that are set up and managed by volunteers. Soybean babies, to learn about germination, forestry, layers of the soil, grain art, a petting zoo, and live cattle and swine are just a few of the stations that the kids were able to enjoy. The event is hosted by Indika Farms in Windsor, VA.

Pond Management Workshop



Dr. David Crosby, VSU's Fish Health Specialist and former president of the Virginia Academy of Science, conducted a pond-side program where he discussed water quality, weeds and weed management, fish population management, and alternate uses of farm ponds. The event was hosted by relationship manager Megan Tribble at her family farm and sponsored by Colonial Farm Credit. Colonial Farm Credit partners with the Small Farm Outreach Program to provide educational workshops like these to the public.

Giving Back



Farmville office



Windsor office



Mechanicsville office

Colonial Farm Credit has supported many organizations so far this year with our Jeans Day program. Some of the organizations include the Ronald McDonald House of Richmond, Warrior Mission Ranch, the Virginia Hemophilia Foundation, The Bread Box, Ag in the Classroom, Moments of Hope Outreach, and FeedMore, Inc.



CEO Paul Franklin (right) with William Crutchfield (left) of Virginia State University's Small Farm Outreach Program

Colonial Farm Credit recently donated to many agriculture related organizations and programs in Virginia and Maryland. These groups include the Virginia FFA Foundation, Virginia Ag in the Classroom, the Maryland Ag Education Foundation, the Kohl Centre at Virginia Tech, the Maryland 4H Foundation, the Maryland FFA Foundation, the Small Farm Outreach Program at Virginia State University, the Virginia 4H Foundation, the University of Maryland Ag School, the Virginia Farmer Veteran Coalition, the "Milk for Good" program through the Federation of Virginia Food Banks, and the Colonial Agricultural Educational Foundation.

Farmers' Market Program

Colonial Farm Credit is once again sponsoring various markets across the territory this year with recyclable and reusable bags and monetary donations. Market season is here, so don't forget to visit many in your area to support local business. Check out the recipe in this newsletter to use some of your fresh market finds! ■



The Smithfield Farmers Market



Sprout About Mobile Market

Previous CAEF Recipient

Charles Sasscer | Park Hall, MD

It has been an honor to receive multiple scholarships from the Colonial Agricultural Educational Foundation during my secondary education career. These scholarships have allowed me to be successful during my time at Oklahoma State University earning my bachelor of science in animal science and during my time at Kansas State University working towards my master of science in ruminant nutrition. Financial assistance throughout college is greatly beneficial in minimizing debt that would otherwise hinder future business operations, and for that I am truly grateful.

My time at Oklahoma State was spent learning the most productive nutritional, reproductive and grazing practices. I worked at the university research feedlot and served as an officer in Oklahoma Collegiate Cattlemen's Association for several years. During my undergraduate career, I also completed a summer internship at Black Leg Ranch in North Dakota. After graduating in three years, I moved on to Kansas State where I have conducted two research trials. The first study in the summer of 2018 looked at limit feeding growing calves using Enogen Feed Corn. My second study conducted during the spring of 2019 compared morning versus evening feeding of cold stressed growing calves. This research, along with a plethora of diverse animal science and ruminant nutrition classes have better prepared me to manage growing and finishing cattle in my future.

I plan to graduate with my master's degree in the spring of 2020. From here, I would like to move back to southern Maryland and start my beef cattle business. This will comprise of a cow herd, a seasonal stocker operation and a small facility for finishing out my calves. I hope to develop a branded beef program to market my product directly to consumers. By doing this, I hope to bridge the gap between the agriculture industry and the public in order to teach them about sustainable beef cattle production practices.



Employee News

New Employees



Sam Dobbins began employment on May 20, 2019, as a shared loan officer between the Hughesville, MD office and the Tappahannock, VA office. She is a graduate of Averett University with a bachelor of science degree in equestrian studies and lives in southern Maryland.



Andy Beahm began employment on June 3, 2019, as a relationship manager in the Tappahannock office. Andy received his bachelor of science degree from Virginia Tech in crop and soil environmental science with a minor in agriculture and applied economics and received his master of science degree from Colorado State University in soil and crop science. He has been employed over the last seven years as an agronomist in Windsor, CO. He has relocated back

to his hometown in the northern neck.

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

Position Changes



Pam Pantschyschak will soon assume the responsibilities of lead loan specialist in the Courtland office, where she will provide processing support to the Windsor region and continue to play an integral role on the loan operations team. Pam began her career with Colonial Farm Credit in August 2008.



With the transfer of Pam Pantschyschak to the Courtland office, **Johanna Wiggins** has been promoted to Windsor loan operations supervisor. Johanna began employment with Colonial Farm Credit in June 2009 as loan specialist. Her primary responsibilities include performing and coordinating all functions related to loan processing, servicing, and closing in the Windsor region.



Michelle Akers Livingston recently transferred from the Mechanicsville office to the Windsor office. Michelle has been employed as a loan specialist for the Association since November 2016. She recently married and relocated to Virginia Beach, VA.

Colonial Agricultural Educational Foundation

Recipients of the 2019-2020 academic school year scholarships have been chosen, and an Annual Report is available on our website. As a reminder, electronic applications are available every year from Nov. 1 through March 1 for high school seniors and current college students.



Virginia Agriculture Literacy Week

Colonial Farm Credit employees read to Pre-K through 3rd grade classrooms for Virginia Ag in the Classroom's Ag Literacy Week, March 18 – 22. The featured book this year was Right This Very Minute, by Lisl H. Detlefsen, which taught students about the sources of some of their favorite foods. ■



**IMPORTANT NOTICE:
IMMEDIATE RESPONSE NEEDED**

FIRST-CLASS MAIL
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107021 - 267

You have recently closed on this mortgage with **COLONIAL FARM CREDIT**.
We need you to please call us about an important matter regarding this loan.
This is time sensitive so please call us at **xxx.xxx.xxxx** as soon as possible.



All information provided by Mortgage Protection Services.
xxx.xxx.xxxx Not affiliated with, sponsored by, and loan
information not provided by Colonial Farm Credit.

WE WANT YOU TO KNOW – “IMPORTANT INFORMATION”

Colonial Farm Credit is committed to protecting our customer’s personal and financial information. We have become aware of attempts to market financial products using our name. Postcards similar to the above have been circulating stating, “Call us about an important matter regarding this loan” and asks you to call and possibly enter personal information.

It appears these companies obtain information through courthouse filings. Mortgage records are public records in county courthouses. These records show information related to the mortgage transaction and can be used for many purposes. Colonial Farm Credit NEVER sells your information.

Carry a healthy dose of skepticism for any contact you didn’t initiate from anyone you don’t know. A big red flag should be if you are asked to provide ANY information to someone contacting you. This can be as simple as your name, phone number, address and of course any account numbers, PIN numbers, Social Security numbers that are supposedly necessary to “verify” something.

Verify information with someone you know and can trust at Colonial Farm Credit. It can be as simple as picking up the phone. You will get a person who can answer any questions about services, offers or opportunities at Colonial Farm Credit.



Colonial Farm Credit
7104 Mechanicsville Tnpk
Mechanicsville, VA 23111

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U.S. POSTAGE
PAID
COLUMBIA SC
PERMIT 1160

2. Melt 2 Tbsp. butter in a skillet over medium-high heat; add onion, and sauté 10 minutes or until tender. Add garlic, and sauté 2 minutes. Stir together squash, onion mixture, corn, next 6 ingredients, and ½ cup each breadcrumbs and Asiago cheese just until blended. Spoon mixture into a lightly greased 13- x 9-inch baking dish.
4. Melt remaining 2 Tbsp. butter. Stir in remaining 1 cup breadcrumbs and ½ cup Asiago cheese. Sprinkle over casserole.
5. Bake at 350° for 45 to 50 minutes or until golden brown and set. Let stand 15 minutes before serving.

- Directions**
1. Preheat oven to 350°. Bring first 2 ingredients and water to a boil in a Dutch oven over medium-high heat, cover, and boil 5 minutes or until crisp-tender. Drain; gently press between paper towels.

- ½ cup sour cream
- ½ cup mayonnaise
- 2 large eggs, lightly beaten
- 2 teaspoons freshly ground black pepper
- 1 teaspoon table salt
- 1 ½ cups soft, fresh breadcrumbs, divided
- 1 cup freshly grated Asiago cheese, divided

Recipe and photo courtesy of southernliving.com



Corn Casserole Zucchini, Squash, and

Ingredients

- 1 ½ pounds yellow squash, cut into ¼-inch-thick slices
- 1 ½ pounds zucchini, cut into ¼-inch-thick slices
- 2 cups diced sweet onion
- 2 garlic cloves, minced
- 3 cups fresh corn kernels
- 1 ½ cups (6 oz.) freshly shredded white cheddar cheese

Summer casseroles are a great way to use some of your fresh market finds and are also great for feeding lots of family and friends!

