

Leader

A Colonial Farm Credit Member Publication

2020 - Issue 3

A Message From Paul



Paul Franklin
President,
Colonial Farm Credit

We have concluded a year like none we've seen before. Our employees continue to operate with great leadership, team work, dedication and judgment, all of which contributed to our success despite the challenges. Many employees had to pull "double duty", adjusting to a new work environment, training new employees, and going the extra mile to help customers. To all of our employees, please know that your efforts are appreciated.

Our financial performance continues to look good as we close the books on 2020. The quality of the loan portfolio remains sound and stable. Income has been better than budgeted, and we will receive

another special distribution from our funding bank, AgFirst Farm Credit Bank. This special distribution will help position us to pay a good patronage refund to customers this spring. Our financial performance has also allowed us to make donations to agricultural and youth organizations that have been affected by the economic fallout of the pandemic. We are proud to support organizations helping develop the next generation of agricultural leaders.

Scholarship applications are now being accepted by the Colonial Agricultural Educational Foundation (CAEF). Please take time to review the opportunities available and apply early. Also, please note that the CAEF has established a new scholarship in memory of Jessica Hynson Cruise, our former Tappahannock Branch Manager who we tragically lost in September.

We highlight Virginia State University's Small Farm Outreach Program (SFOP) in this edition of the Leader. This program has an exemplary record of educating small, limited resource, socially disadvantaged and veteran farmers. Many of our relationship managers have participated in the program's workshops and conferences through the years. If you are interested in agriculture, the SFOP provides a great opportunity to learn and network with other producers.

We recently changed our Tappahannock and Mechanicsville regional structures to tailor resources to better serve our customers. Clay Roberts is the new Regional Lending Manager for Tappahannock and Forrest Sanford is the new Regional Lending Manager for Mechanicsville.

Clay is a 16-year veteran of our cooperative. The new Tappahannock region includes our Tappahannock and West Point offices. The territory covers counties in the Northern Neck and Middle Peninsula of Virginia. This is a strong agricultural area with a high number of full-time grain, soybean, and timber producers.

Forrest has worked in our Mechanicsville office throughout his eight-year tenure with Colonial. He has taken on many roles for our organization during this time. Forrest is well positioned to lead the new Mechanicsville region, which includes both the Mechanicsville and Goochland offices. This territory includes a wide variety of full-time agricultural production as well as a high number of part-time farms.

As we continue to operate in the difficult environment caused by COVID-19, a high number of our employees are working remotely to ensure adequate physical distancing. Despite the challenges, we have set a record for new customer volume in 2020.

As always, if you have any new loan or loan servicing needs, do not hesitate to contact your relationship manager. We encourage you to use our online services, phone and email to contact us. You can check the status of our offices at any time by visiting www.colonialfarmcredit.com.

Please enjoy this edition of the Leader and thank you for allowing us to serve you.

Paul

Giving Back to the Community

In an effort to assist fellow rural organizations, especially in an unprecedented year, Colonial Farm Credit was proud to make 2020 donations to the following organizations:

- Colonial Agricultural Educational Foundation - **\$50,000**
- Virginia 4 H - **\$20,000**
- Maryland 4 H - **\$5,000**
- Virginia FFA - **\$5,000**
- Maryland FFA - **\$2,500**
- Virginia Ag in the Classroom - **\$5,000**
- Maryland Ag in the Classroom - **\$2,500**
- Virginia Farmers Market Association - **\$4,000**
- Virginia State University - **\$5,000**
- Farmer Veterans Coalition - Virginia Chapter - **\$1,000**

New and Returning Employees

Please join Colonial Farm Credit in welcoming the following employees!



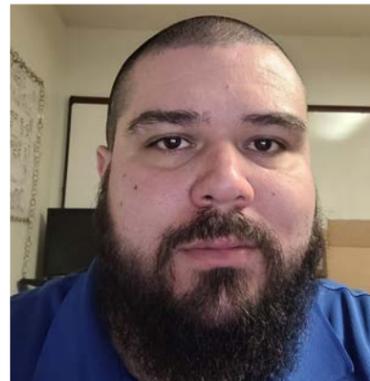
Hunter Sanderson began employment on December 21, 2020 as a loan officer in our Commercial Loan Group seated in our Farmville office. Hunter recently graduated from Virginia Tech with a Bachelor of Science degree majoring in Agribusiness Management with a minor in Leadership and Social Change. He grew up on his family's farm in Cumberland County VA where they raise poultry and beef cattle.



Elijah Griles began employment on January 11, 2021 as a loan officer in our Lynchburg/Farmville office. Elijah recently received his Bachelor's degree (dual majors) in Animal and Poultry Sciences and Theatre Arts from Virginia Tech, where he is currently enrolled in graduate school studying Agricultural and Applied Economics. He was raised on his family's beef cattle farm in Amelia County VA.



Tanvir Chowdhury returned to employment on January 4, 2021 as an accountant in our Finance department. Tanvir was employed with the Association from May 2014 until January 2016 before needing to return to Bangladesh to attend to family business. He holds a Bachelor's degree in Finance and Accounting from Monash University in Australia and a Master's degree in Bank Management from East West University in Bangladesh. He is currently pursuing a Master of Science in Organizational Leadership from Northcentral University in San Diego CA.



Chris Willis began employment on January 25, 2021 as an Information Systems Specialist in our Administrative office in Mechanicsville VA. Chris recently received his Bachelor's degree in Computer Information Science from ECPI University. For the past seven years, he was employed as an Information Technology Support Technician for a large property management firm.

Employment Changes



Effective January 1, 2021, **Clay Roberts** assumed the role of Regional Lending Manager for the Tappahannock region, which now includes our West Point office. Most recently serving as the Mechanicsville Regional Lending Manager, Clay began his career with the Association in March 2004 and is heavily involved with our agribusiness community. He was raised on a tobacco and beef cattle farm in Southside Virginia and holds a Bachelor's degree in Agricultural Economics from Virginia Tech.



Coincidentally, **Forrest Sanford** was promoted to the position of Mechanicsville Regional Lending Manager, which includes our Goochland office. Forrest began his employment with the Association approximately eight years ago (February 2013) and has developed broad experience working a diverse loan portfolio that includes large farm operations and part-time accounts. Forrest holds a Bachelor's degree from Virginia

Tech in Applied Economic Management in the College of Agriculture and is currently pursuing his MBA from Virginia Commonwealth University.

Congratulations, Clay and Forrest!

Virginia State University (VSU) is an 1890 Land Grant University that has excellent agricultural education and outreach programs concentrating on smaller, diverse, farms and niche agricultural activities. Colonial Farm Credit has been a proud supporter of VSU and their Small Farm Outreach Program (SFOP) for many years. A part of the Cooperative Extension at VSU, the SFOP educates and empowers small, limited-resource, socially disadvantaged and veteran farmers and ranchers to own, operate and sustain farms and ranches independently with agricultural training programs that improve farm management skills and quality of life. SFOP provides outreach and learning opportunities to small farmers for production management, financial and risk management, marketing, USDA assistance programs and more. These opportunities are designed to improve farm profitability and promote sustainability. Currently, SFOP provides educational programming in 74 Virginia counties, which have the highest concentrations of limited-resource, socially disadvantaged and veteran farmers in the state. The program is voluntary and open to all, with most educational programs being free of charge.

Colonial Farm Credit has partnered with and supported the Small Farm Outreach Program in various ways over the years. Support has included, but is not limited to, monetary donations for events and programs, bottled water donations for events, providing speakers for workshops and conferences, Farm Credit employee one-page business plan presentations at SFOP workshops, teaching entrepreneurship classes, serving on the judges panel for entrepreneurship projects, and providing snacks and beverages for out of state bus tours. Most recently, we have sponsored the Mobile Ag Lab and Slaughter Unit along with MidAtlantic Farm Credit and Farm Credit of the Virginias. The Mobile Ag Lab, equipped with interactive displays, is used as a resource for promoting agriculture in grades k-12 and will also be used to provide outreach, training, and technical assistance to farmers across the state of Virginia.

Introducing A Showcase Experience In Virginia Agriculture



Virginia State University's Small Farm Outreach Program is excited to introduce its new Mobile Education Unit that will showcase Virginia's key commodities, scientific advances and career opportunities in agriculture and natural resources. Visitors will be invited to explore and learn through fun, interactive spaces inside the unit with a focus on 21st century farming tools, technologies and innovations. Designed for accessibility and adaptable for a variety of audiences, the Virginia Agriculture Mobile Education Unit will promote the strength, economic value, diversity and sustainability of Virginia's largest private industry. If your organization is interested in providing support for the development of educational displays and materials in the Mobile Education Unit, contact the Small Farm Outreach Program office at (804) 524-3292 today!



Virginia Cooperative Extension programs and employment are open to all, regardless of age, color, disability, gender, gender identity, gender expression, national origin, political affiliation, race, religion, sexual orientation, genetic information, veteran status, or any other basis protected by law. An equal opportunity/affirmative action employer. Issued in furtherance of Cooperative Extension work, Virginia Polytechnic Institute and State University, Virginia State University, and the U.S. Department of Agriculture cooperating. Edwin J. Jones, Director, Virginia Cooperative Extension, Virginia Tech, Blacksburg; M. Ray McKinzie, Administrator, 1890 Extension Program, Virginia State University, Petersburg.

Colonial's partnership with Virginia State University, and especially the Small Farm Outreach Program, has been a very successful and rewarding one. Helping underserved farmers is a critical aspect in ensuring farming continues to succeed and grow in the state of Virginia. If you are interested in offerings from the Small Farm Outreach Program, visit www.ext.vsu.edu/small-farm-outreach-program to find a listing of events and contacts.

Previous CAEF Recipient



Newer picture of Hunter on the farm



FFA Forestry group

Hunter Sanderson – Cumberland, VA

God always provides for those who are faithful. I was very fortunate and blessed to be awarded a scholarship from the Colonial Agricultural Educational Foundation every year of my academic career at Virginia Tech.

I graduated from Virginia Tech this past December with a Bachelor's degree in Agribusiness Management. Throughout my time in college, I was blessed with many opportunities to grow as an individual. I interned with QuadW in Pine Bluff, Arkansas for a summer where I volunteered

at the local Boys and Girls Clubs and got the pleasure to lead over 100 kids aged 4-14 throughout the summer. That experience taught me the importance of offering grace and being patient. In the financial world, I interned with Farm Credit of the Virginias as well as The Bank of Charlotte County. Both of these opportunities furthered my love of lending and working with the rural community. I was also involved and held leadership positions with the Baptist Collegiate Ministry (BCM) and the Leadership and Social Change Residential College (LSCRC) while at Virginia Tech.

Agriculture has been a passion of mine since before I can remember. I grew up on my family farm in Cumberland, Virginia where we primarily raise breeder hens for Tyson Foods. My family has worked on our farm since the late 1700s. My parents are both full-time farmers on our farm and have instilled the love of agriculture in me. We have some goats on the farm and we used to raise broilers as well. My brother runs the cow/calf operation on the farm. I was heavily involved in FFA throughout middle and high school where I competed in forestry judging, crops judging, and creed speaking. My favorite FFA memories occurred at Graves Mountain Lodge in Syria, Virginia at the Virginia State FFA Leadership Camp.

In December 2020, I was fortunate enough to join the Colonial Farm Credit Team as a Commercial Loan Group Loan Officer Trainee in the Farmville office. I knew from childhood



Hunter holding the LT Trice award

that I wanted to be involved in agriculture when I was older. Since high school, I have had the dream of becoming a commercial agriculture loan officer with Colonial Farm Credit in Farmville, a point I always emphasized in my scholarship applications! I feel very fortunate and blessed to have been offered my dream job right out of college. I am excited and looking forward to a long career with Colonial Farm Credit helping our farmers and rural community succeed! I am beyond thankful for the Colonial Agricultural Educational Foundation for their continued support throughout the years.



Little Hunter with a broiler

To Do List:

1. Apply for CAEF Scholarship!

colonialfarmcredit.com/scholarships

The Colonial Agricultural Educational Foundation can now accept online donations!

If you would like to make a tax deductible donation, please visit paypal.me/ColonialScholarship.



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Are you thinking about purchasing land NOW as a safe investment, for a future home site, or vacation paradise? Give Farm Credit a call today and let us help you along the path to ownership.

Looking at land naturally meets social distancing standards. Go out and wander around on your own and get a feel for the property (after getting permission, of course). Then, when you are ready to buy, get in touch with Colonial Farm Credit! Here are some of the features of a land loan through Farm Credit:

- Fixed rate terms out to 20 years on eligible properties
- Loans up to 80% of the purchase price or appraised value, whichever is less
- No prepayment penalty if loan is paid off early or rolled into a construction loan before maturity
- Work with a local relationship manager during the entire process and after closing
- If building on the land, there is no deadline on when you have to start construction – we also offer owner-managed and builder – managed construction
- Can also help finance adding fencing, clearing land, etc. and any other land improvement needs customers have
- Eligible for our patronage refund program



We make land loans and have been providing land financing for over 100 years. From 1 acre to 10,000 acres, it is all the same to us. We know about zoning, right of ways, and even conservation easements. We don't care if there is a house on it or even if you ever plan to build a house.

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