

Leader

A Colonial Farm Credit Member Publication

2022 - Issue 2

A Message From Paul



Paul Franklin
President,
Colonial Farm Credit

We continue to see positive financial results this year that will help deliver a significant patronage refund. Year to date net income (unaudited, through 8/31) is \$9.0 million. New customer activity is down compared to last year (2021 was a record year for us) due to rising interest rates. However, growth remains better than the budget due in part to loan demand for land, crop production, equipment, and purchased participation loans. Many have been blessed with good levels of rain this year, and we'll keep our fingers crossed for cooperative weather during harvest.

Director and Nominating Committee elections

were held in September via mail ballot. Many of you had active roles that ensure that we have strong governance of your cooperative by serving on the Nominating Committee, agreeing to run for a position, and casting your ballots. Congratulations to Craig Giese (Lancaster, VA), Donna Kerr (Amelia, VA), and Paul Rogers III (Wakefield, VA) on their election to our Board of Directors. Congratulations also go to our Nominating Committee members. Please see the list of the 2023 Nominating Committee members later in this newsletter. Also, Ben Cole, a forester and farmer in Appomattox was appointed by our Board of Directors to the seat formerly held by Bobby Jones, who we tragically lost in May. Steve Walter (Hughesville, MD) came off the Board of Directors with this election. Steve's father had served many years ago as a director. Steve was a great contributor to the governance of our association. We thank all of you for your service to our cooperative.

Scholarship applications to the Colonial Agricultural Educational Foundation (CAEF) will be accepted beginning November 1st. This is a great opportunity for those in need of educational assistance. I encourage you to mark your calendars and get started on your scholarship applications early.

We started a new AgBiz Planner group with a kickoff meeting on August 15th led by Dr. Dave Kohl, professor emeritus of agricultural and applied economics and member of the Virginia Tech College of Agriculture and Life Sciences Hall of Fame. Well over 1,000 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 environments 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. I encourage you to inquire about these opportunities, as they are a great way to help ensure success for your operation.

We recently worked with Virginia Farm Bureau to hold farm tours with Representative Bob Good of Virginia's 5th District and Representative Rob Wittman of Virginia's 1st District. During our visits, we emphasized our mission to serve agriculture, forestry, and rural communities. We encouraged support for programs that help family farms. We were able to talk about the challenges faced on the farm and the benefits that every farm brings to its community. I want to thank O'Malley Timber Products, James River Equipment, Montague Farms, Tidewater Lumber Corporation, Silver Creek Orchards, Bickford Land and Timber, JD and Jim Crews, Frankie Large, and the folks operating and supporting the Buckingham BARN (including Roger Morris) for serving as hosts for these farm tours. We appreciate all of the farmers and foresters that are telling their stories to promote these vital industries. I think that anyone that spends time in the field will quickly understand and appreciate the commitment and care that producers take to protect their land, forests, crops, and animals for the benefit of everyone.

Paul Rogers, Jr. retired from our Board of Directors on September 16th. For 40 years Paul has served as a great leader for our organization and the perfect example of how to work with a team to get the best out of everyone. Paul, thank you for your many years of exemplary service!

Also, Lavan Dauberman recently retired with over 32 years of employment with us. I had the pleasure of working closely with Lavan. Throughout his career, Lavan was an outstanding leader and the top producer for our cooperative. Despite his individual successes, Lavan always credited his team, and he worked tirelessly to help others both inside and outside of our organization. Lavan, we wish you all the best!

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

Paul

A handwritten signature in black ink that reads "Paul B. Rogers, Jr." The signature is written in a cursive style.

Colonial in the Community



Ag Expo

Colonial Farm Credit was a proud Diamond sponsor at the 2022 Ag Expo at Mill Creek Farms. Hundreds of folks came out in the August heat for field tours and to learn about new equipment and practices in agriculture.

Cab Harwood, Carter Harvie, and Ronnie Gill were excited to see a great crowd at the 2022 Ag Expo.

Grain Bin Safety Program

Colonial Farm Credit participated in the Nationwide Grain Bin Safety Program this year by sponsoring training at a local firehouse in Maryland. Firefighters from the surrounding areas learned how to rescue farmers from grain bin accidents. The firehouse was also given the rescue tools to keep at the station for use in rescue missions.



Jamie Raley with St. Mary's Farm Bureau, Sam Dobbins with Colonial Farm Credit, and Steve Walter with Charles County Farm Bureau and Colonial Farm Credit Board of Directors.

Farm Tours with Rob Wittman

Congressman Rob Wittman joined Colonial Farm Credit, Farm Bureau, and several other agricultural groups for tours in Essex County in August. The stops included O'Malley Timber Products, James River Equipment, Tidewater Lumber, and Montague Farms.



Rob Wittman and visitors walked through Tidewater Lumber to see the process that turns a tree into a board.



Bill Henley (right) talked to Rob about the practices utilized at Montague Farms as well as their partnership with James River Equipment and training employees on new equipment.



Participants took a tour of O'Malley Timber Products to learn how pallets are made.



Participants got a tour of the Tappahannock branch of James River Equipment.

Good Game, Coach



Paul is proud of his farm and it's rich history in his community.

Paul W. Rogers, Jr. retired from the Colonial Farm Credit board in mid-September, after serving and dedicating his time for an astonishing 40+ years. Paul is a cotton, grain, and peanut farmer in Surry, VA and he was the Virginia Farmer of the Year in 2018. Paul's grandfather purchased the original family farm in 1929 and now his son, Paul Rogers, III, is the fourth generation to farm the land.

Not only does Paul have a big heart and passion for agriculture, he also shares the same love for baseball, having coached in his hometown for over 50 years. Paul has shown the same leadership and coaching mentality on the ballfield and in the boardroom. Whether it was helping a young baseball star perfect his swing or orienting a new member to the board, Paul always mentored with eagerness and dedication to helping people achieve their greatest success.

Paul has seen a lot of changes in the years he has been coaching and serving on the board. Just as a coach would have advice for his players moving up to the big leagues, Paul reflected on his tenure and shared words of wisdom for those who will lead in the next 40 years.

What has changed the most since you've been with Colonial Farm Credit?

On the farming side, technology, technology, technology. On the Farm Credit side, technology, regulations, consolidations, and increasing responsibilities of directors. We used to be five associations and now we're one. There were 12 district banks across the country and now we're down to four. A lot of the consolidation is due to technology.

One thing that HASN'T changed is the relationship to our customer owners. We still know our customers. Every time a bank merges, they lose contact with their customers. Our service hasn't changed. We are still on a first name basis with our owners and that's a star on our hat. With all of the mergers and technology changes, I feel we are still a people organization and not a numbers organization. People aren't just a number to us.

What is your favorite part of the job (and/or what will you miss the most)?

During my tenure there were two boards that became one. The people haven't changed. I have served my time but the thing I will miss the most



Kevin Monahan (current Board Chair - left) and Paul Franklin (Colonial CEO - right) present Paul with a service award and cake at the August board meeting.

is the people, especially those with good relationships. I will also miss the culture. We are a family at Colonial Farm Credit. I'll also miss the relationships with people from other Farm Credit associations. I had a good perspective of the whole district so I could see the whole picture and I think that is what I brought to the Colonial board. I learned a lot from my fellow board members, especially my mentors, Robert Spiers and Stan Forbes. When they left I felt lost but knew I needed to step up when it was needed. Leadership comes with a price and I took my role as a director very seriously.

What would you like our customers and employees to know about Colonial Farm Credit?

We have excellent employees and we're still a people organization. That's the bottom line. It's all about our relationship with our owners and each other. We know our products and services and understand the ups and downs of the industries we serve. We know people are going to struggle from time to time and we're willing to work with them. Just like in a family, we'll have our squabbles and we'll work through it. You're not a number to us. You are a person. That's what I pride us for the most. Through all of the technology changes and mergers, we haven't changed. I've been with CEOs of all types and we haven't changed our culture or relationship with our people. Farm Credit has taught me more than I have given back. I'm going to hate leaving, but it's time for a new generation to step in.



Paul and his son, Paul Rogers, III, on the farm.

New Employees

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



Sherry Rahm

Sherry Rahm began employment as a loan specialist in our Hughesville MD office on June 1, 2022. Through employment with a local community bank in the Southern Maryland area, she gained experience with residential/commercial lines of credit and construction loan

disbursements while working closely with local loan officers, closing agents, and appraisers. Sherry and her family reside in La Plata MD.



Nate Crowley

Nate Crowley launched his career as a loan officer in our Chesapeake/Windsor office on June 29, 2022. Nate is a graduate of Virginia Tech with a bachelor of science degree in corporate finance and is currently pursuing his MBA from Liberty University. He was most recently employed as a New Enrollment

Specialist with Liberty University, where he worked as part of a team providing customer service to newly enrolled students leading up to and during their first semester at the university. Nate and his wife recently relocated to the Chesapeake VA area.



Melissa LaRaja

Melissa LaRaja filled our Accounts Payable Specialist position on July 11, 2022. Melissa is a graduate of Virginia Commonwealth University and brings a broad range of accounts payable work experience through the handling of a high volume of invoice payments. She resides in

Mechanicsville VA and is enjoying working close to home.



Dwight Dean

Dwight Dean began employment on August 8, 2022 as loan officer in our South Hill office. Dwight grew up in South Hill and has a lifelong passion for agriculture. He received his bachelor degree with a major in agribusiness and a minor in crop and soil science from Virginia Tech. Most recently, he was employed with Natural Resources

Conservation Services (NRCS) as a Soil Conservationist.

Congratulations!



Lavan Dauberman

Lavan Dauberman, Forest Products Specialist/Relationship Manager, retired effective August 1, 2022. Lavan began his Farm Credit career in February 1990. Early in his career, Lavan served as a loan officer in our West Point

office, and, in 1997, he became the Association's first Forest Products Specialist. Lavan has been a valued member of our team and is truly a Colonial Farm Credit icon. We wish him all the best in retirement!



Andrew Turner

As the result of Lavan Dauberman's planned retirement, Andrew Turner was promoted into a Forest Products Specialist/Relationship Manager position effective February 1, 2022. Andrew began his career in May 2017 and has served our customers from the Chesapeake office for

several years. Andrew worked closely with Lavan during 2022 to become acquainted with the customers and the industry.

Previous Scholarship Recipient

Taylor Burch University of Maryland



I cannot put into words how grateful I am for being chosen as a Colonial Farm Credit Scholarship recipient over the last four years. Over the last four years Colonial Farm Credit has allowed me to use the scholarship endowment towards my college tuition. Coming this December I will graduate from the University of Maryland, College Park with a bachelor's degree in agriculture and resource economics. I am very excited to end my college career and begin the next steps towards my future. My goal is to work for either USDA or MDA. I would love to ensure my passion of the agricultural industry to our youth and others. I chose to obtain a degree in agriculture because it is not only a very important aspect of my life but without it, we would not survive. Agriculture is important to everyone's life whether they realize it or not.

I have spent my entire life living on a 300-acre family farm. We strive to provide our community with locally grown produce, field crops, meat from our livestock herds, flower bouquets, and farm fresh eggs. My family has been market vendors at the Del Ray Farmers Market in Alexandria VA, ever since the beginning. Many of our customers can recognize me from being the infant in the pack and play while my mom helped my grandparents sell produce at the Saturday market. Now 22 years later I am still helping my aunt and uncle operate the market. Roughly four years ago I decided to start raising chickens so I could provide our customers with local fresh eggs. Customers are so impressed with the difference in taste a fresh egg has compared to grocery store eggs.

Along with living on a farm, I was a Charles County 4H member. I joined the club when I was 10 years old and aged out when I was 18. This program teaches so many valuable life lessons that I will carry with me for forever.



As a 4H member I raised livestock which included pigs, cows, and goats. I participated in many club activities such as Livestock Judging, Skillathon, Public Speaking, and 4H camps. The memories I have made throughout my years in 4H hold a special place in my heart.

Again, I cannot thank Colonial Farm Credit enough for continuously choosing me as a scholarship recipient. I hope others like myself continue their passion for the agricultural industry and continue to make a difference.

A Summer of Learning

Cab Harwood William & Mary College



Cab and Anne Good (Assistant Corporate Secretary) having fun on the Rob Wittman farm tour.

I have had the privilege of working for Colonial Farm Credit this summer in the marketing department, learning the ropes from Megan Arrington and Ronnie Gill. Prior to this internship I was entirely unaware of the Farm Credit System's existence, having grown up unquestionably suburban, tens of miles away from the closest farm. However, during my time within the Farm Credit System I have developed a reverential appreciation for the load bearing role it plays in American agriculture. In addition to introducing me to a passion I didn't know I had, Colonial Farm Credit has been kind enough to invest in my development as a professional.

I was incredibly grateful for the opportunity to travel to Columbia, SC for the Farm Credit Basics for Interns conference, an invaluable learning and networking opportunity. The conference, led by Ronnie Hucks, discussed the nitty gritty mechanics of the actual lending, as well as the larger mission and goals of AgFirst Farm Credit Bank. This helped me to grasp the symbiotic relationship between district banks and associations, which puzzled me to no end when I first came on board. The discussions I had with interns representing other associations were illuminating as well, both professionally and personally. Their backgrounds were quite different from my own, as is the case with most Farm Credit employees I have met so far. When I talked with them about their background in agriculture, I began to notice their passion for helping farmers was infectious, rubbing off on me in a way I didn't expect. As the conference went on, peers became friends, and I formed relationships with folks that I would be excited to work with down the line in my career.

Additionally, I am grateful to have had the opportunity to visit each of the five hub branches across our territory to better understand the diversity in both agriculture and people throughout our association. I was particularly fascinated by the unique methods our team has developed to reach the territory's growing Amish and Mennonite populations, exemplifying Colonial Farm Credit's commitment to serve its members. It was tremendously

encouraging to see firsthand the passion that employees have for their work at every level of the Farm Credit System.

I had a wealth of noteworthy experiences throughout the summer that I am grateful for. When Megan found out I had never been to a farm she was kind enough to set up a tour of Amy's Organic Garden in Charles City, VA, where I couldn't help but relate to the excitement of the 3 year old joining us as he gleefully exclaimed "TRACTOR" every time we passed one. I represented Colonial Farm Credit at the Ag Expo, which was a great excuse to shake hands with many of our members and get more acquainted with the Virginia ag industry in general. I was also able to lend my voice to a radio commercial, which along with being my new fun fact about myself, gave me a new respect for voice actors following my eighth failed attempt to spit out the word 'Tappahannock.'

My experience working at Colonial Farm Credit was positive and reassuring from start to finish. Not once have I heard anyone discuss increasing profits for the sake of profits, the conversation was always centered around doing the most we can for members through education, patronage, etc. The Farm Credit System is home to the only financial institutions I'm aware of that operate with altruistic intent, and I am proud to have contributed to that.

This fall I will begin my senior year at William & Mary. I'd like to thank the Farm Credit System for giving me a renewed sense of optimism that I can have a career contributing positively to the world. I'd like to thank Colonial Farm Credit for the incredible opportunities that have been made available to me and for supporting my professional development. Finally, I'd like to thank Megan Arrington for her patience, effort, approachability, and generally being a really down to earth boss/person.



Cab sat in his first piece of farm equipment while interviewing Paul Rogers on his board tenure and experience.

Unclaimed Equities Funds

Colonial Farm Credit, ACA located at 7104 Mechanicsville Turnpike, Mechanicsville, VA 23111

The persons listed below at their last known address are the rightful owners of unclaimed funds held by Colonial Farm Credit. To claim these funds, the owners or legal heirs should contact Kristen Helms at 804-746-4581 extension 1109 by October 31, 2022.

Borrower	City, State
ALEXIS T ARONHALT/FRAZIER MILLER ARONHALT	ASHLAND, VA
ALFRED N BRIGGS III	FAULKNER, MD
ALPHEUS K KIRBY/DIANE C KIRBY	MECHANICSVILLE, VA
BENSON C BRAXTON/HILDA H BRAXTON	KINSALE, VA
BRYAN S JOHNSON/LISA G JOHNSON	LOUISA, VA
CAROLYN M EXTINE	GLOUCESTER, VA
CLAY T CREEKMORE/KRISTINE T CREEKMORE	CHESAPEAKE, VA
CLINTON D SLATER/JULIE E SLATER	LANEXA, VA
DALE M JONES/DEBRA A JONES	SUNDERLAND, MD
DAVID CARL LEE MOUNTS	VIRGINIA BEACH, VA
DAVID M KUEHL Jr	QUINTON, VA
DONNA H DUCKWORTH	RICHMOND, VA
DOUGLAS W ADAMS	RICHMOND, VA
DWANE E MASSENBURG/SOPHIA F MASSENBURG	DANVILLE, VA
EDWARD C PETERSON	CHARLES CITY, VA
ELWOOD M JOHNSON Jr	GLEN ALLEN, VA
ERNEST J SILGEVINCK Jr	LOUISA, VA
ESTATE OF JOSEPH J WRIGHT	TAPPAHANNOCK, VA
ESTATE OF KENNETH W VAUGHAN	PETERSBURG, VA
GARY M HODGES	GUM SPRING, VA
GEORGE F MADER Jr	HANOVER, VA
GEORGE K TOOMBS/DONNA F TOOMBS	SAXE, VA
GORDON A ROBINS/BARBARA B ROBINS	VIRGINIA BEACH, VA
GREGORY W HALL/MONICA C HALL	EVINGTON, VA
GUY H HALL/GLORIA H HALL	PRINCE FREDERICK, MD
HENRY C ANDERSON	CULLEN, VA
HERMAN P GARBEE/MARY B GARBEE	LYNCHBURG, VA
J KEVIN RARESHIDE/BYRD G RARESHIDE	POWHATAN, VA
JACOB F KING/MARY D KING	ADDISON, NY
JACOB T RICE/JOSHUA C RICE	SUFFOLK, VA
JAMES G HASSLACHER Jr/SANDRA L TORMOEN	QUINTON, VA
JAMES G MAXEY II	POWHATAN, VA
JAMES M GARNETT Jr	ORANGE, VA
JEAN E WEDDING	NEWBURG, MD
JOHN CALVIN HARRIS/BRENDA G HARRIS	EVERGREEN, VA
JOHN D BOWEN	MECHANICSVILLE, MD
JOHN SCOTT	PHILADELPHIA, PA
JOSEPH S DRAKE	NEWSOMS, VA
JOSEPH T BROWN/DOLORES A BROWN	TALL TIMBERS, MD
KENNETH A NELSON/JOHN ANDREW NELSON/ELIZABETH L NELSON	CHAPTICO, MD
KEVIN J KACZOR	WRIGHTSTOWN, NJ
LELAND KEITH MOYER/MARGARET B MOYER	AMELIA, VA
LINDA B FOUT/MARY S MALECHEK	WILLIAMSBURG, VA

Borrower	City, State
MABLE V KAHL	RICHMOND, VA
MARVIN E MORRIS Jr/ELIZABETH R MORRIS	WAVERLY, VA
NICHOLAS W HORSTKAMP IV/TERRIE HORSTKAMP	LA PLATA, MD
RAY C LOVE/REANATTA M LOVE	L APLATA, MD
RICHARD J LEIGH	GLOUCESTER, VA
ROBERT A THOMPSON/DONNA L THOMPSON	NEW KENT, VA
ROBERT H DAVIS/VERNA T DAVIS	FORD, VA
ROBERT I SPRAGUE/IFNORE I SPRAGUE	RICHMOND, VA
ROBERT O FRICK Jr/ROBIN A MUHR	HAMPTON, VA
ROBERT WAYNE PARRISH/REBECCA ANN PARRISH	LOUISA, VA
RONALD EUGENE MILLER	CLINTON, MD
RONALD L SCRUGGS/RONALD L SCRUGGS JR	CREWE, VA
SALLY RENEE B PERKINS/JOSHUA ROBERT PERKINS	LOUISA, VA
SARA MURPHY/CORY MURPHY	QUINTON, VA
SHERI BABER FOX/STEPHANIE L BABER	RUSTBURG, VA
STEPHEN D GALLAGHER/EMILIA A GALLAGHER	MIDLOTHIAN, VA
STERLING P DUNN	MECHANICSVILLE, VA
STEVEN E BLUNT/ANGELIKA J BLUNT	PROVIDENCE FORGE, VA
STEVEN W GOHLKE/CATHERINE M GOHLKE	CHESTERFIELD, VA
T CLAYTON DAVIS/JOHN T DAVIS	CHURCH ROAD, VA
TERENCE A IMBERY/KATHERINE E IMBERY	YORKTOWN, VA
THOMAS B FOWLER/ANN C FOWLER	SUFFOLK, VA
THOMAS W GARTHRIGHT/NANCY L GARTHRIGHT	PROVIDENCE FORGE, VA
VICKI J. PERRY/PAMELA C BUTLER	CHEVERLY, MD
WARREN SCOTT MCDONALD/MILES W MCDONALD	CHESAPEAKE, VA
WILLIAM J SAMMONS/JENNIFER C SAMMONS	CHESAPEAKE BEACH, MD
WILLIAM S BRISTER Sr/JUDITH P BRISTER	KEYSVILLE, VA
WILLIE MOON Jr/PHYLLIS R MOON	LYNCH STATION, VA
WILLOUGHBY W COLONNA III/LINDA L COLONNA	ZUNI, VA



Barbara and Dewey Haines

AgBiz Planner Successfully Kicks Off 2022-2023 Program

The 2022-2023 class of AgBiz Planner had their kickoff videoconference with Dr. Kohl on August 15th. Dewey and Barbara Haines of Fluvanna, VA and their mentor Chelsea Bickley will be going through the program with participants and mentors from Farm Credit of the Virginias, Carolina Farm Credit, AgCarolina Farm Credit, and Cape Fear Farm Credit. A closing meeting will take place January 4-5, 2023 in Raleigh, NC.



Colonial Farm Credit
7104 Mechanicsville Tnpk
Mechanicsville, VA 23111

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Nominating Committee Members and Alternate Members

Congratulations to those chosen as 2023 Nominating Committee members.

District 1 – John Craig Brann and Thomas David Deitz
Dwight S. Forrester, alternate

District 2 – Benjamin Scott Mundie and George David Black
Leo Fred Browning, alternate

District 3 – Jeremy Dean Moyer and Richard M. Watkins, Jr.
Stephen P. Lawson, Jr., alternate

District 4 – Daniel Edward Glenn, III and Bruce G. Jones
Phillip E. Whitlow, alternate

District 5 – Robert H. Spiers, Jr. and Jeannette S. Everett
William E. Chappell, Jr., alternate

District 6 – Michael W. Griffin and Ronald W. Nicholson
Christopher T. Parker, alternate

REMINDER!

Colonial Agricultural Educational Foundation

The application for 2023-2024 academic school year scholarships will be available beginning November 1st at colonialfarmcredit.com/scholarships. All applications must be submitted through the website by March 1, 2023. High school seniors and current college students are encouraged to apply! Please see the scholarships page of our website for endowment criteria and additional information.



Colonial Agricultural Educational Foundation

