



Farm Credit

Rural America's Customer-owned Partner

NEWS RELEASE

For immediate release

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(Electronic copy available by email)

www.farmcreditofvirginias.com

Lateisha Beard Completes Farm Credit Training Program

Lateisha Beard, a loan officer in Farm Credit & Country Mortgages' Roanoke branch, has graduated from Farm Credit University, an educational program that combines online courses, mentoring and on-the-job training in all phases of lending for agriculture and rural housing. Beard will specialize in mortgage origination.

Dr. David Kohl, professor emeritus of Agricultural and Applied Economics at Virginia Tech and an internationally-recognized expert on rural finance, serves as the lead instructor for the program. With the input of Farm Credit's senior management staff, Dr. Kohl developed fifteen modules for two different instructional degree courses: Country Living and Commercial Lending. Students take nine months to one year to complete each course and must work together to present a final case study to Dr. Kohl and the Farm Credit management team to graduate.

"The bottom line to *Farm Credit University*," said Dave Lawrence, Farm Credit of the Virginias CEO, "is that the better our employees understand the needs of rural America and agriculture, the better they can serve the full and part-time farmers, agribusinesses and rural homeowners in the communities we serve today and those Farm Credit will serve in the future."

A farmer-owned cooperative, Farm Credit of the Virginias provides over a billion dollars in financing to more than 9,000 farmers, agribusinesses and rural homeowners in 96 counties in Virginia, West Virginia and Maryland. It makes loans for home purchase and construction, land and farm purchases, equipment, farming expenses, horse and livestock purchases. Other financial services available through Farm Credit are credit life insurance, crop insurance and equipment leasing programs.

Farm Credit of the Virginias is part of the national Farm Credit System, established in 1916 by Federal legislation. For more information, visit www.farmcreditofvirginias.com.



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Farm Credit Meets with Senator Robert Byrd

Farm Credit representatives met with West Virginia Senator Robert Byrd in his office on Capitol Hill on May 11 to discuss the financial cooperative's patronage refund distributed to its customers in the state, which totaled \$2.79 million, and the Horizons Project, an initiative aimed at meeting the changing financial needs of farmers and rural America. Senator Byrd was also presented with a PAC contribution by Farm Credit earlier in the week. "In West Virginia, we have small but innovative farms. The men and women who work on these farms are committed to putting food on the tables not just of their families, but also of families across America," Byrd explained. "I am proud to stand with our family farmers and with Farm Credit, an important partner in the success of West Virginia's rural communities."

Pictured (l to r) are Farm Credit's Bud Stiles and Charles Kackley, Farm Credit Council's Kim Boscia, Senator Byrd, Farm Credit's Laura Staley and John Wells and Chef Harv Christie of Gourmet Central in Romney, WV.

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Farm Credit Meets With Congresswoman Capito, Sponsors Luncheon

At Farm Credit's Taste of the Virginias luncheon held on May 11 in Washington, D.C., company representatives met with Second District Representative Shelley Moore Capito to discuss the financial cooperative's patronage refund distributed to its customers in her district, which totaled \$1.25 million, and the Horizons Project, an initiative aimed at meeting the changing financial needs of farmers and rural America. Capito was also presented with a PAC contribution by Farm Credit directors Charles Kackley, John Wells, and Marty Kable at a meeting later that day. Capito has co-sponsored the luncheon with Rep. Bob Goodlatte, chairman of the House Agriculture Committee, for the last two years. The luncheon features foods grown by farmers in Virginia and West Virginia to highlight the importance of agriculture in the states.

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