

LEADER

FARM CREDIT OF THE VIRGINIAS

WINTER 2020



MESSAGE FROM THE PRESIDENT

LEADER

is published quarterly for stockholders, directors and friends of Farm Credit of the Virginias.

PRESIDENT

Brad Cornelius

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David W. Campbell

Robert M. Chambers, Jr.

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Charles E. Horn, Jr.

Paul M. House

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Milton L. McPike, Jr.

Alfred W. Stephens, Jr.

John E. Wells

EDITOR

Lauren Link

Farm Credit of the Virginias furnishes data to credit reporting agencies. The Association's reporting efforts are important for aiding consumers in obtaining credit, assisting businesses in credit approval, providing consumers with timely and accurate personal credit information, reducing fraud and abuse, helping prevent identity theft, and minimizing errors in credit reporting. If you have questions regarding this process, please contact our Credit Desk at 540.886.3435 ext. 5224.

FINANCIAL REPORTS

Address changes, questions, comments or requests for copies of our financial reports should be directed to Farm Credit of the Virginias, ACA, by writing P.O. Box 899, Staunton, VA 24402 or calling 800.919.3276.

Our annual and quarterly financial reports can also be obtained by visiting our website at FarmCreditofVirginias.com.

December is a busy time at Farm Credit, just as it is in your homes and businesses. We're working to complete the year-end loan rush, celebrate the holidays, and get situated to kick off 2021. But before we close the door on the year that, for many, has been the most tumultuous one of our lives, I'd like to share some takeaways from 2020.

As 2020 draws to a close, I'm both proud and hopeful. I'm proud of American agriculture and its ability to feed the world, despite a global pandemic. I'm proud of our customer-owners, who have dealt with unplanned and unprecedented adversity this year. Lastly, I'm proud of the Farm Credit of the Virginias (FCV) team and their resiliency during the trials this year brought.

I'm also hopeful that better times are just around the corner. First, the American farmer has always been able to overcome adversity; this has been true for over 250 years, even a year like 2020 won't change that. Second, The Farm Credit System has been a source of reliable credit for farmers and ranchers for more than a century. We survived the 1980's and the Dust Bowl, we'll get through the pandemic as well. And third, I'm surrounded by a great team of talented

individuals at FCV and we're committed to serving our mission come what may.

Our strong third quarter financial performance is a testament to the resiliency and steadfast commitment of our team members. Despite the challenges 2020 presented, we continue to deliver on our mission and vision. As of the third quarter, our year-to-date net income of \$24.3 million was \$1.3 million more than projected in our business plan and loan volume growth is hovering near 2%. Credit quality also remains above 92% Acceptable. These measures all reflect that your cooperative remains in a solid financial condition.

As I continue to strengthen our leadership team, I am excited to announce Michael Almond to the newly-created role of Chief Lending Officer. Michael began his tenure with Farm Credit of the Virginias in mid-November, although he's no stranger to the Farm Credit System with more than 23 years of service. I am confident Michael's experience and proven leadership will be an asset to this Association.

In our endeavors to enhance our digital offerings and accessibility to you, our valued customer-owners, during a new era where in-



person interaction must be limited, we launched a new website with a host of resources for our members to leverage. Additionally, members can now access product and service updates, their online banking portal, and Knowledge Center content all on one site.

Our Knowledge Center continues to deliver top-notch content to our producers through new, digital platforms. These offerings include: KConnection, a monthly agricultural newsletter; AgCast, an industry news broadcast; and, back by popular demand, the second Farm Credit Knowledge Center virtual agricultural advocacy conference.

Amidst prolonged times of uncertainty, and in the true spirit of the holidays, we opted to double-down on our efforts to back agriculture and our rural communities this season, another source of pride for me personally. We returned over \$350,000 this year in charitable contributions, to include a host of local initiatives as well as some larger organizations, to benefit both our farmers and rural community members alike.

Most recently, our annual Christmas contribution totaled \$17,500 dispersed evenly

throughout our region to worthy organizations positively impacting our communities. We also teamed up with MidAtlantic Farm Credit and Colonial Farm Credit to fight food insecurity by providing financial support to the Federation of Virginia Food Banks, the Mountaineer Food Bank, and the Maryland #HungerHeroes campaign. Our dollars went directly to funding their involvement in the U.S. Department of Agriculture's (USDA) Farmers to Families Food Box Program, established by the Coronavirus Food Assistance Program (CFAP).

During difficult times, there is value in identifying positivity. For me, that has been recognizing sources of pride and hope, stemming from the agriculture industry, our customer-owners and this Association. You may find that strategy helpful as you navigate the remainder of 2020 and look with hope towards the future.

Lastly, from everyone at FCV, I'd like to wish you and your families a very Merry Christmas and a healthy and joyous New Year.

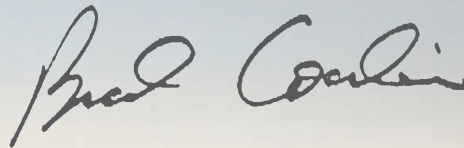



Photo by Steven M. - Washington County, VA

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ASSOCIATION NEWS



Holiday Schedule

Offices will be closed on the following days:

December 24 & 25 Christmas (Thursday & Friday)

2021

January 1 New Year's Day (Friday)

January 18 Martin Luther King, Jr. Day (Monday)

May 31 Memorial Day (Monday)

July 5 Independence Day Observed (Monday)

September 6 Labor Day (Monday)

November 11 Veteran's Day (Thursday)

November 25 & 26 Thanksgiving (Thursday & Friday)

December 24 & 27 Christmas Observed (Friday & Monday)

SAVE THE DATE

FARM CREDIT



DAIRY MANAGEMENT
INSTITUTE



Week of March 22nd, 2021

Rocky Mount, Dayton and Southwest VA Locations

More details to come!

FARM CREDIT
Knowledge Center



SHARING IS CARING

Spread the word
about our co-op!

Do you have a friend that could benefit from the same great financing options and outstanding personal service you received from Farm Credit of the Virginias?

Referrals are the biggest compliments we can receive and are an important part of our continued success. You can feel confident knowing that anyone you refer will be treated with the utmost courtesy and respect.

Referring someone is simple! Contact your loan officer or use our online form by going to FarmCreditofVirginias.com/member-referral. We'll send you a Yeti Rambler® Tumbler as our way of saying "Thank you!"

*Employees and directors are not eligible for the referral program. Referral gift distributed based on availability and is not guaranteed as pictured, subject to change. Farm Credit of the Virginias reserves the right to discontinue this program at our discretion.



2020 — A Year of Giving

FCV values many things, our customers being at the top of that list. Not far from our customer-owners, though, is the value we place in our local, rural communities. We recognize the importance of the places you call home and the people who make them up. Because of that, year after year we choose to give back through charitable contributions across our footprint.



2020 was no different. In fact, it was even more important to us that we find outlets to support not only agriculture, but all areas of what keeps a community thriving. From its teachers and police officers to our youth involved in agriculture and leadership development, all play a crucial role in keeping our community functioning.

We are proud to have given back a total of \$350,000 in 2020, and we look forward to continuing to find philanthropic opportunities in the coming year. Included in those contributions are FCV's annual holiday giving. In keeping with the spirit of the holiday season, donations have been made to the following organizations in honor of our customer-owners and business affiliates:

Feeding America – Southwest Virginia
The MaDee Project
Fauquier Education Farm
Healing Strides of VA
Loudoun Therapeutic Riding
Still Meadows
Beyond Wishes
Samaritan's Purse
Halifax County Cancer Association
Bedford Christian Ministries
Rocky Mount Church of God Food Pantry
Toys for Tots - Greenbrier/Pocahontas Counties, WV
Botetourt County Meals on Wheels
Salvation Army
Bible Baptist Temple
Hardy County Committee on Aging
House of Hope
Ripley Rotary Club - Toys for Tots
Sheriff of Hampshire County - Toys for Tots



Ronald McDonald House Charities of Southwest Virginia provides housing for families of sick and injured children in the Roanoke area for medical treatment. FCV showed their support by purchasing red RMHC {family} shirts and sporting them in their work-from-home offices.



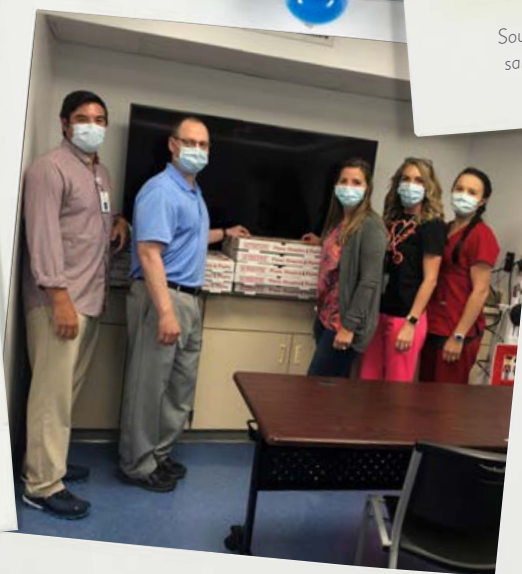
Kicking off 2020, FCV made a donation on behalf of our February All-Hands community service initiative. The organization selected was New Freedom Farm, a non-profit therapeutic equine facility created with the intention of helping veterans battle PTSD, substance abuse and traumatic brain injuries by interacting with their rescued mustangs at no cost to recovering veterans.



South Boston Police Department gladly accepted some sandwiches and salads from our South Boston branch.



Verona branch sent lunches from Honey Baked Ham Co to Sentara RmH Medical Center.



WVU Jackson General Hospital enjoyed some pizza as donated by the Ripley branch.

Branches from all across the footprint showed their support of frontline workers during the pandemic by donating lunches. This included local hospitals, police departments, fire companies and EMS. We thank you for your service during this difficult time!

DIRECTOR ELECTION RESULTS

The ballots have been counted and we are excited to announce the following individuals have been elected to serve as members of our Board of Directors: Galen “Laird” Bowman, Kevin C. Craun, Kyle E. House, and Alfred (Al) W. Stephens, Jr.



Galen “Laird” Bowman

Mr. Bowman owns Bowmont Dairy Farm Inc. in Franklin County, VA. The operation consists of 800 acres owned and rented crop, pasture and timber land, 240 dairy cows and additional young cattle. Mr. Bowman serves as a director of Maryland and Virginia Milk Producers Cooperative.



Kevin C. Craun

(incumbent)

Mr. Craun owns and operates, with his brother, Hillview Farm, a 950-acre operation supporting 180 dairy cows and 120 cow/calf pairs in Rockingham County, VA. Mr. Craun is a director and chairman of the Shenandoah Valley Soil and Water Conservation District, a member of the Rockingham County Agriculture Stewardship Committee, and Commissioner of the Virginia State Milk Commission.



Kyle E. House

Mr. House is an owner/operator of Kettle Wind Farm, LLC in Prince William County, VA. The family operation consists of 3000 acres of corn, soybeans, wheat and hay as well as 1000 acres of sod. Mr. House is a County Committee member of the Fairfax/Loudoun/Prince William FSA Office.



Alfred “Al” W. Stephens, Jr.

(incumbent)

Mr. Stephens is a partner with his father on a 145-cow dairy and 70-cow beef operation consisting of over 500 acres in Wythe County, VA. Mr. Stephens serves as treasurer of Wythe/Bland DHIA, a member of the VA Tech Dairy Science Advisory Board, the Virginia Farm Bureau, and Virginia State Dairymen’s Association.



CALL TO SERVE

Do you want to get more involved with your local Farm Credit cooperative? Well here is your chance! Each year, Farm Credit of the Virginias (FCV) holds an election for its Board of Directors and Nominating Committee. As you probably noticed, the results of the recent elections are presented in this issue of the Leader.

The Board of Directors is responsible for the oversight and conduct of the Association's affairs. The Board determines the strategic direction for the Association, formulates policies, provides supervision and promotes the Associations' welfare. Directors serve a four-year term. In 2021, four director seats will be up for election. Potential director candidates will be selected from the following counties:

Seat 6 **Donald W. Reese**, incumbent director: Halifax and Pittsylvania Counties, VA

Seat 10 **Ronald L. Bennett**, incumbent director: Alleghany, Bath, Craig and Highland Counties, VA and Fayette, Greenbrier, McDowell, Mercer, Monroe, Nicholas, Pocahontas, Raleigh, Randolph, Summers, Upshur, Webster, and Wyoming Counties, WV.

Seat 12 **James F. Kinsey**, incumbent director: Allegany and Garrett Counties, MD and Barbour, Harrison, Marion, Monongalia, Preston, Taylor, Tucker, and Wetzel Counties, WV.

Seat 13 **Donna M. Brooke-Alt**, incumbent director: Grant, Hampshire, Hardy, Mineral and Pendleton Counties, WV.

Also annually, members are elected to serve on the Nominating Committee. This committee is responsible for selecting a slate of candidates for the next year's election. The Nominating Committee that is elected in 2021 will be looking at director candidates for 2022. Nominating Committee members serve a one-year term. In 2021, potential nominating committee candidates will be selected from the following counties:

Seat 2 **Robert M. Chambers, Jr.**, incumbent director: Culpeper, Madison, Orange, Rappahannock, Spotsylvania, and Stafford Counties, VA.

Seat 9 **David Wayne Campbell**, incumbent director: Buchanan, Dickenson, Lee, Russell, Scott, Washington, and Wise Counties, VA.

NOMINATING COMMITTEE

The elected members of the 2021 Nominating Committee are:

Seat 6

(Halifax and Pittsylvania Counties, VA)

Robert J. Mills, Jr.

Earl M. Stanfield, Jr.

Chad D. Francis *(alternate)*

Seat 10

(Alleghany, Bath, Craig and Highland Counties, VA and Fayette, Greenbrier, McDowell, Mercer, Monroe, Nicholas, Pocahontas, Raleigh, Randolph, Summers, Upshur, Webster, and Wyoming Counties, WV)

Vickey J. Neel

Kari B. Sponaugle

Anthony M. Raines *(alternate)*

Seat 12

(Allegany and Garrett Counties, MD and Barbour, Harrison, Marion, Monongalia, Preston, Taylor, Tucker, and Wetzel Counties, WV)

Cole S. Williams

Aquilla Creed Ward

Jessica N. Jordan *(alternate)*

Seat 13

(Grant, Hampshire, Hardy, Mineral and Pendleton Counties, WV)

Keith G. Bohrer

Robert (Robbie) E. Williams, Jr.

David R. Parker *(alternate)*

If you are interested in serving on either the Board of Directors or the Nominating Committee, please contact your local branch office or Melissa Driver, Corporate Secretary, at 540.801.0192, Ext. 5246, or by e-mail at mdriver@fcvirginias.com.

THE FUTURE OF AGRICULTURE

is in Good Hands with Floyd County Young Farmer



Colby Gearheart, an 18-year-old agriculturalist from Floyd County, VA is well on his way to a thriving career in the cattle industry. He credits his family, the Floyd community and Farm Credit as the stepping-stones to his success.

What is your role in the cattle industry?

Here at RG Cattle, our family-owned farm business, we background about 10,000 cattle each year. We hold a weekly buying station for local cow/calf farmers within a 50-mile radius to bring their steer and heifer calves weighing between 300 and 700 pounds to our farm for sale. We sort, sex, weigh and buy them so we don't have to participate in the market system to source our cattle. We buy a couple hundred calves a week and pre-condition the calves for the next 4-5 months, which means we feed and care for them until they weigh between 800 and 900 pounds and are ready for their next home — a feedlot out west.

Where did you get your start in the ag industry?

I am a third generation farmer and knew from the time I was old enough to understand it, that this is what I wanted to do with my life.

What does a typical day look like for you?

When I'm not in school finishing up my senior year of high school, I start my mornings by feeding a few calves that I'm backgrounding for myself and check on them to make sure they are healthy and growing. Then, I'll probably be hauling cattle for somebody or hauling some of our own cattle. I also spend a lot of time checking each lot looking for signs of distress or sick calves.

How have you been involved in the local community?

Living in a community like Floyd has made it easier for our operation

to grow. We have friendships with most of our clients and the people we do business with. We are doing business with our friends instead of a stranger off the street. It is easier to do business that way because we can trust people. Everyone is honest.

What has your experience been working with Farm Credit?

The program has helped me to expand and to pay more attention to the financial side of the business. Understanding the paperwork and making sure your cattle will bring in enough money to pay back your interest can tell you if the whole thing is worth doing. It means more when you have to prove to your loan officer that you can pay the money back. My first loan was \$5,000 which I was able to turn into \$7,000 and keep growing.

What do you plan to do after your high school graduation?

I'm just going to keep farming. I want to grow our operation — both with my family and my personal cattle, keep working together, and increase our customer base to get bigger and more efficient.

Do you plan to continue a relationship with Farm Credit?

I just recently paid off my last youth loan, but I hope to apply for a line of credit in the future to continue growing my own backgrounding operation. Doing business with Farm Credit is something I hope to do for as long as I can.



Randall and Ann, Colby's parents, say that Colby has been farming since he was two years old. Jokingly, they stated, "It seems he skipped being a kid and went straight to an adult." They are proud of his success, but quick to mention that it is not just a Colby operation, or RG Cattle, "It's our family operation and we help each other."

The Gearharts never doubted that the agriculture industry was a challenge, but they, as were many of us, quite unprepared for what COVID-19 brought to their operation. Randall, however, concluded that while uncomfortable in the beginning due to trading cattle and market prices, it has overall been a bittersweet experience.

"There were some logistics issues getting meat to grocery stores, but regardless of your level of fear related to COVID-19, you still had to eat and to eat a product you were comfortable with. The pandemic ultimately helped local sales with a lot of the farms offering farm to family programs. We have

always dabbled in freezer beef and selling by the quarter or half to friends and family, but now our phone rings from people we don't know asking about beef for sale, where to have it processed, and how to get it cut. It's increased our sales volume and overall shown a greater interest in folks knowing where their beef comes from, which is important," Randall shared.

Despite a decline in the number of folks involved in production agriculture and the challenges that a global pandemic brings, Farm Credit is happy to help support young farmers like Colby and his family. Colby said it best when asked what motivates him to keep going in such a challenging industry, "Every day presents a new challenge in this industry — the weather, market prices — there is always something thrown in the mix to slow you down. For me, knowing that I'm a part of feeding the world and I can show my passion for that every day is what keeps me going. I wouldn't want it any other way."



REPRESENTING OUR FARMERS in the Halls of Government

Agriculture is an extremely regulated industry, governed by federal, state and even local requirements that guide and sometimes constrain operations. For farmers, understanding all the rules they're expected to follow can be overwhelming, especially as the rules continue to change. Trying to influence new policy can be even more intimidating.

Protecting customers' ability to continue operating successfully is an essential function for Farm Credit of the Virginias. FCV's government affairs staff work actively in Richmond, Virginia, Charleston, West Virginia, and on Capitol Hill to educate policymakers about the on-the-ground impact specific policies or laws will have on farmers' ability to access financing and continue to produce the food, fuel and fiber the nation and the world expect.

"We recognized a long time ago that what happens in D.C., in our state capitals and with local decision makers has a direct impact on the customers and the communities we serve, which ultimately impacts our business and our ability to continue serving our customer-owners," says Katie Frazier, FCV Chief Marketing and External Affairs Officer.

Advocating for Our Constituents

FCV's efforts are two-pronged: developing relationships with national and state legislators to educate them about Farm Credit, and advocating for specific issues that impact agriculture, our customers or our rural communities. In many cases we coordinate with the national Farm Credit Council, which represents Farm Credit's interests in D.C., as well as other industry organizations to strengthen our message.

"The most effective advocacy happens when we partner with other groups so we can



Congressman Cline discusses the issues facing our farmers with Eric Paulson of the VA Dairyman's Association and customer Gerald Garber of Augusta County, VA.

leverage our collective voices to affect change on behalf of our customers, each speaking from our different perspectives and areas of expertise," says Katie.

Customer Alert: Blocked from CFAP

But what happens when an individual customer faces an adverse policy situation? A recent example stems from the first round of the Coronavirus Food Assistance Program (CFAP), considered to be beneficial to the industry as a whole but as it turns out, not necessarily beneficial for everyone.

"There's a small segment of the dairy industry that operates seasonally, meaning that they don't milk over the winter and only reach full production around April or May," says Anthony Watson, FCV loan officer. "The CFAP

payment calculations were being based on first quarter production, and of course seasonal dairies don't have any, so they wouldn't receive any meaningful payments."

With no ill intent, simply a lack of knowledge, policymakers had effectively barred seasonal dairies from receiving payments to support them through the pandemic.

FCV was first alerted to this inequity by George Hudson, a customer since 1994 who operates a seasonal dairy in southwest Virginia. George had already contacted the Farm Service Agency (FSA), the Farm Bureau and the Virginia Dairyman's Association before almost offhandedly asking Anthony if Farm Credit "had any pull."

Anthony quickly alerted Katie to the situation, who contacted the Virginia Dairyman's Association and the Virginia Farm Bureau as well

Simple Steps to LEGISLATIVE ACTION

When faced with a specific situation like that of the seasonal dairy sector or if you're unsure whether a regulation applies to you, here are steps you can take to gain clarity and support.

1. Talk to your FCV loan officer, who can explore the issue internally with our government affairs experts, who can then engage with other partners to investigate possible solutions.
2. Take proactive steps to engage in advocacy. The Farm Credit Council in Washington manages an action alert system that notifies subscribers about national ag issues and identifies specific actions to take, such as submitting an online form letter to your Congressional representatives regarding COVID-19 relief for farmers. FCV encourages all our customers to register for the Farm Credit Council's Action Alerts to strengthen our unified voice in D.C. To sign up, visit farmcredit.com/takeaction.
3. Take advantage of advocacy training and resources available through FCV's Knowledge Center and other industry organizations. In December, the Knowledge Center will be hosting a four-part session on how to be an advocate for agriculture.
4. Get involved with a local or state level production group for your industry sector or a general ag group like Farm Bureau. These trade associations are continually engaging on your behalf, and offer opportunities to learn about legislation and regulations that impact your specific type of farming.

as fellow external affairs officers at other Farm Credit organizations to discover if they were hearing the same complaint and to coordinate efforts to rectify the situation. Together, these groups worked to inform elected officials at the national level of this unintentional but unfair situation, and to request their intercession with the USDA to correct the oversight in any future round of CFAP.

"It's much more impactful to amplify our message by speaking with one unified voice," says Eric Paulson, executive secretary and treasurer with the Virginia Dairymen's Association. "When we work together, everyone brings different information and a different perspective to the conversation so we can come up with the best approach to a solution."

As Farm Credit and others engaged on his behalf, George maintained his own efforts, and he made a surprising discovery in the process.

"I had many calls with legislative officers and I was really surprised to hear how active and how much Farm Credit and Katie herself are respected out there," says George. "When I'd make my case, they'd even ask, 'What does Farm Credit think?'"

Advocacy Leads to Success

Katie continued to follow up with weekly phone calls and emails to influence the policy,



George Hudson on his seasonal dairy farm in Pulaski County, VA

and raised the issue on public roundtables to raise awareness, until the second round of CFAP was announced. The result of the combined government affairs efforts on behalf of seasonal dairies were in and they were a success: CFAP 2 dairy production calculations are based on second quarter production numbers, thus including seasonal dairies in the national relief program.

"George did so much of the groundwork before we were aware of the situation and he had solutions ready to go, which made it very easy for us to activate our efforts and to explain to policy influencers exactly how the situation could be fixed," says Katie.

While advocating on your own behalf may be unfamiliar territory, George says it's worth the trouble.

"If you don't try to fix a problem, you'll never know if you can," says George. "No one likes having to do this, but it's clear to me that the folks in power are getting hit with requests from all sides and they're going to pay attention to whoever's making the most noise, so it's important to have a lot of voices saying the same thing on your behalf."

A Coalition Ready to Help

Many farmers may not know where to start when faced with a regulatory or policy problem because there are so many levels of governance and different departments within those levels. The best advice is to contact everyone relevant who might be able to help you achieve resolution, including broad industry groups like the Virginia Agribusiness Council, with which FCV works regularly.

"Sometimes, we're able to resolve a situation quickly, but sometimes a problem needs a long-term fix that's not feasible at the time, but everyone involved will work together to at least get answers," says Kyle Shreve, executive director with the Virginia Agribusiness Council. "It's safe to say that any organizations within agriculture will work together to achieve a common good. We're all on Team Ag."

FCV's Katie agrees. "We're working toward beneficial ag policy every day on our customers' behalf, and we're here to respond to specific problems, too," she says. "And when a customer has a problem, we'll work together with everyone in the industry available to help resolve it."

KNOWLEDGE CENTER RESOURCES

Now Housed on the Farm Credit of Virginias Website!

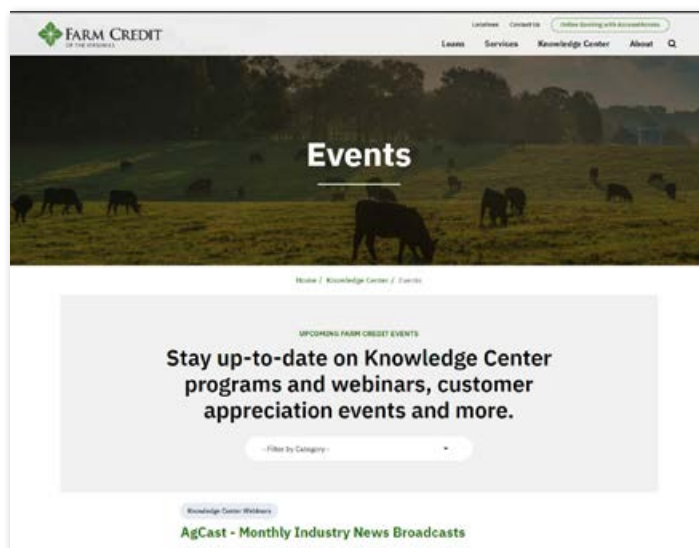


Knowledge Center resources are now housed on the Farm Credit of Virginias website as of September 2020. The Knowledge Center, which is the educational arm of the Association, provides many benefits to customer-owners, ag explorers, educators and all those interested in agriculture.

Visitors to the Farm Credit of the Virginias website can now easily access upcoming events, blog articles and numerous resources in the form of resource guides and links, business planning learning opportunities, educator resources and much more!

In addition to accessing information regarding Farm Credit loans and services, visitors to the site can browse through Knowledge Center resources:

Events



All upcoming events held by Farm Credit of the Virginias and the Knowledge Center are now accessible in one place and contain the information needed to learn more and to register to attend. Visitors can stay up-to-date on Knowledge Center in-person and virtual events, workshops and can also access information about customer appreciation events.

Blog

The Knowledge Center blog covers a wide variety of agricultural topics. Visitors to the site can filter blogs by category, further narrowing down the list of articles to the topic of interest. You have access to a number of articles covering education and teaching materials, ag planning, farming and rural living, ag resources and more! Blogs are published on the 2nd and 4th Mondays of each month.

Ag Planning

Farming takes planning. That's why we provide ag planning resources, workshops and programs to help you take your operation to the next level of success. Are you interested in learning more about starting an agricultural operation? Do you have an ag operation currently that you would like to expand and grow? The Knowledge Center offers the Ag Biz Basics and Ag Biz Planner programs to assist you with your endeavors.

Do you have questions on the basics of ag lending or the loan application process? You will find some informative resource guides to help you gain understanding. To find out more information or register for the programs, reach out to the email address located on the following page.

Young, Beginning, Small and Veteran Farmers

Are you an ag-explorer or interested in starting an agricultural operation? We have resources specific to the needs of young, beginning, small and veteran farmers (YBSV).

The Knowledge Center works to provide resources to assist YBSV farmers with their agri-business ventures. Whether you are new to agriculture or have just started your operation, we have resources to help you.

Educator Resources



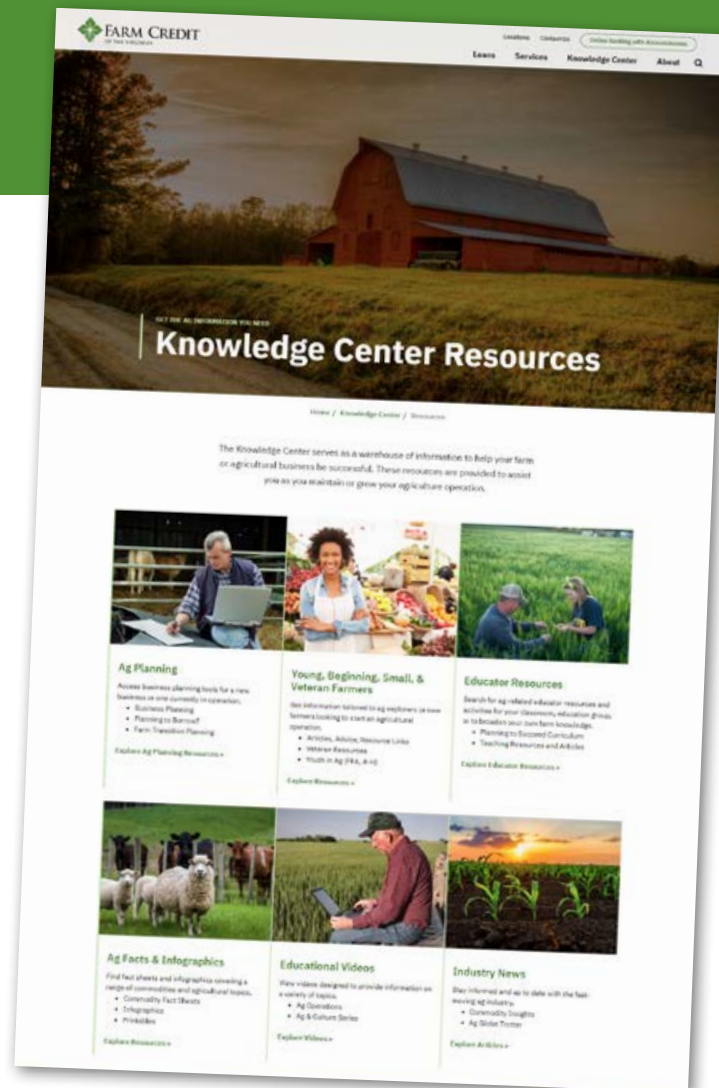
The Knowledge Center posts lesson plan ideas, teaching tools and other resources to help formal and non-formal educators share the agricultural story with children, youth, and adults in a variety of ways!

Our Planning to Succeed Curriculum is a financial awareness and preparedness curriculum aimed toward Ag Business classes and Economics and Personal Finance classes.

Browse our teaching materials which include teaching articles with infographics, teacher resource links, printables and more!

Ag Facts & Infographics

The Knowledge Center continually creates infographics that highlight different aspects of agriculture. Feel free to download and use as teaching tools or to share with others. We have multiple resources for general ag and general commodity.



Educational Videos

You can view videos designed to provide information on a variety of topics. You can also view the Ag & Culture series to get an insider look at different agricultural industries.

Industry News

Stay informed and up-to-date on the fast moving ag industry. The Industry News page contains links to view commodity reports and articles. You also have access to Ag Globe Trotter articles written by Dr. David Kohl.

Don't forget to sign up for the KConnection Newsletter! Subscribers will receive the monthly newsletter containing recent news, upcoming events, links to recent blog articles and more.

The newly launched Farm Credit of the Virginias website has a little something for everyone. Browse the site today to find information for ag operators, educators, ag explorers and more!

If you have additional questions, please feel free to reach out to the Knowledge Center team at KnowledgeCenter@FCVirginias.com.





Farm Management Institute



Open To All In Agriculture...

Join us for the 2021 Farm Management Institutes that will be held in the Farm Credit of the Virginias footprint. This year's content and lecture will be relevant to those who are lifelong learners, including young farmers, potential young farmers, parents, 4-H and FFA students and those continuing or expanding their farming operations. Dr. Dave Kohl, Emeritus of Virginia Tech, will provide insights, materials and techniques to enhance your growth and success in agriculture.

Agriculture Today: It Is What It Is... What Should We Do About It?

The agricultural economic downturn is in the seventh year and counting. Most in the industry are facing razor thin margins combined with increased volatility in the economic environment. This results in massive changes in the structure of agriculture and rural communities. Tune in for our virtual Farm Management Institute to discuss the following:

- What is the state of the trade agreements and the short and long-term implications to the bottom line?
- Where are interest rates, land values, and trends leading the industry?
- How can one adjust strategies and tactics to cope and survive in this environment?

One must have the business intelligence and street smarts to be successful. This session will discuss the assessment of management IQ that often places one in the top third or bottom third of profitability. We will discuss the financial and business management characteristics that one must focus on in planning, strategizing, executing and monitoring for 2021 and beyond.

Save the Date:

March 9th, 2021

9 - 10:30 a.m.

Offered VIRTUALLY

Visit FarmCreditofVirginias.com
and choose the Knowledge Center
Tab to register!

More information to come
in the coming weeks.

For more information about the
Farm Management Institute or to
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LET'S START THINKING ABOUT TAXES

By Justin Weekley, Chief Financial Officer, Farm Credit of the Virginias



Justin Weekley
CHIEF FINANCIAL OFFICER

Like many Americans, you may have breathed a sigh of relief when the IRS announced the traditional April 15th tax deadline was postponed to July 15, 2020 in response to the COVID-19 pandemic. However, no such postponement has been announced for the 2020 tax year, which means it's time for us all to start thinking about our 2020 income taxes.

December may feel early but I do not think we would regret investing additional time in the process that is as complicated or important as filing your income taxes. So, let us be intentional when thinking about the upcoming tax season by preparing or gathering necessary tax information and making a list of important tax documents you will need from others in order to file your taxes in a timely manner. Preparing early can help take unnecessary stress out of the process and ensure you are prepared for meeting the upcoming tax deadline.

Whether you prepare your own return or rely on the services of a professional tax preparer, you will need to gather important documents to aid in the process. W-2 forms for your wages, salaries and tips, 1099's for interest or dividend income, 1098's for home mortgage interest paid, K-1's capturing income from a partnership, trust or S-Corporations, documentation to calculate farm income and expenses, etc. are all common documents that are critical to the preparation and filing of an accurate return. In addition to these routine items needed for your annual tax filing, take time to consider items that may have been new for you or your business in 2020. Some may be new to you as a result of the pandemic while others may be related to changes in your life or business.

There were many financial programs enacted at the federal and state levels that were utilized by those in our communities to help offset the negative financial impact of the pandemic. While there was a wide range of programs implemented, commonly utilized programs include economic impact (stimulus) payments, supplemental unemployment benefits, the Paycheck Protection Program, and the Coronavirus Food Assistance Programs 1 and 2. If you participated in any of these, or other stimulus programs during 2020, it is important to understand the impact (if any) that they will have on your tax return. Even if you, your family, or your business were not eligible to receive these or other government benefits, now is still a great time to start preparing for the upcoming tax season.

If you're looking for ways to stay up to date on IRS changes that may impact your family or your business, why not go straight to the source? You can sign up for the *IRS Tax Tips e-News Subscriptions*, a resource that offers tips on topics such as COVID tax tips, common tax preparation errors to avoid, and the latest news on tax scams and schemes. To sign up for this free resource, go to www.irs.gov.



Photo by Tyler R. - Preston County, WV

Farm Credit of the Virginias

UNCLAIMED FUNDS

Below is a list of unclaimed funds. Unless the funds are claimed, they will be considered forfeited to Farm Credit or sent to the Unclaimed Property Division, depending on state law. Please contact our office at 540-886-3435 ext. 5099 to inquire about unclaimed property.

Adams, Charles A & Sandra D & Tingle, Earlen K & Kimberly A West Union, WV
 Adams Steven & Kenneth P & Robert F West Union, WV
 Alford, James L, Jr. Natural Bridge, VA
 Alt, Charles Daniel & Rebecca B. Moorefield, WV
 Argenbright, Harold E & Deborah A Mt. Solon, VA
 Barnette, Clyde O & Cintilla & Elkins, Gary R & Nancy D Given, WV
 Beatty, Paul R Lost Creek, WV
 Benton, Nelma Gate City, VA
 Berg, Robert O & Thomasine A Maysville, WV
 Blanchett, Danny E Max Meadows, VA
 Blankenship, Donald W Callaway, VA
 Bobbitt, Alexander W Brownsburg, VA
 Boggs, Pamela J Sinks Grove, WV
 Bowmar II, Carl J. Tunnelton, WV
 Bowmar, Charles M Tunnelton, WV
 Breeden, Jeffery Dewayne Elkton, VA
 Burch, William I Harrisville, WV
 Burner, David F Elkton, VA
 Burnette, Tony A & Tina W. Bedford, VA
 Carochie III, Frank William & Billeisen, Jonathan Wade. Denver, CO
 Carpenter, Rhonda & Doy R. Webster Springs, WV
 Carter, Michael J & Kimberly P Hodgen, OK
 Childress, Michael Blanton Christiansburg, VA
 Circle W Farms Inc & Wolfe, Robert C & Stanley, E & Larry M. Philippi, WV
 Clark Farm LLC & Clark, William E & Sandra A & Muldoon, Bryan & Martha Ann. Meadowview, VA
 Clarke, Kevin M Fairmont, WV
 Cline, Erik Justin & Rachel A. Chilhowie, VA
 Coleman, Martin E, Sr & Martin E Timberville, VA
 Collins, Evan James & Higginbotham, Henry K, II. Pearisburg, VA
 Cress, Fred A & Kevin A Chilhowie, VA
 Crites, Carissa Holly. Moorefield, WV
 Dawson, Jeffrey S & Julia A Anchorage, AK
 Debusk Farm Inc & Debusk, David E & F Amanda Glade Spring, VA
 Dodson, Andrew C Louisa, VA
 Dunn, Estate Of Roberta B And Ray A Dunn Jr Estate Roseland, VA
 Dye, Ryan A Mount Clare, WV
 Eddy, Miles Spenser Aldie, VA
 Eicher, Philip & Velda Fredonia, KY
 Estep, Preston M & Lacey, Timothy J & Deborah M Waynesboro, VA
 Evans, Michael J Shady Springs, WV
 Farmer, Anthony B & Tammy R Church Hill, TN
 Farmer, Robert W & Naomi A Catlett, VA
 Ferguson, James P, Jr Rocky Mount, VA
 Finch, Dillard H III. Blairs, VA

Fink, Roy F Bergton, VA
 Fleck, Joan I Hume, VA
 Francis, Michelle A & Adam R. Leasburg, NC
 Friese, Christopher S & Jamie L Rockport, WV
 Getz, Stephen C & Ralph Kimberly Scherr, WV
 Gibson, Quentin & Kayla L Gate City, VA
 Giles, Samuel M & Samuel M Giles II Chatham, VA
 Gilley, Gary W & Angela H. Marion, VA
 Giunta, Vincent J & Joyce R Abingdon, VA
 Glass, Bryan C & Thomas F & Nancy S. Grottoes, VA
 Goldizen, Uldene S & William R Maysville, WV
 Grace Hill Farm LLC & Shannon, Harry A, III. Rockbridge Baths, VA
 Grandon, Ronald L & Charlotte Gay, WV
 Gravley, Charles E. Beckley, WV
 Guthrie, Chad Wayne & Misty Jean. New Creek, WV
 H Paul Jones Rev Living Trust Belington, WV
 Hagee, Jeremy M & Mary M. Wytheville, VA
 Haller, Daniel Woods Cambridge, MD
 Hardin, Kristine Halifax, VA
 Harris, Dillon S, Martha B, & Richard P, Jr. Rapidan, VA
 Hayhurst, Jay C & Aaron R. Jane Lew, WV
 Hickle, Christopher L & Brian Dale Ridgeley, WV
 Hill Jr, Kenneth W. Danville, VA
 Hill, Kevin M & Helen M Ravenswood, WV
 Hill, Nicholas N & Douglas M Rochelle, VA
 Holmes, Orville J & Rosalee M. Ripley, WV
 Honaker, Charles E, Jr & Janice L Grottoes, VA
 Horne, Peggy & Tammy. Nickelsville, VA
 Howland, Clinton H & Patricia L. Spotsylvania, VA
 Jackson, Elbert Mason, Jr. Max Meadows, VA
 Jennings, Montie D & Sidney L Bastian, VA
 Johnson, Terry L Huddleston, VA
 Kauffman, Nathan L & Loriann S & Nissley Jr & Calvin. Manns Choice, PA
 Keen, William Mark Chilhowie, VA
 Kennedy, Christopher R Aldie, VA
 Kennedy, Christopher R & Kathryn A McIntosh. Aldie, VA
 Keplinger, Stephen W. Maysville, WV
 Kilgore, Luther Neal & Karen S Abingdon, VA
 Koontz, Robert Lynn & Kimberly P Harrisonburg, VA
 Krens, William F & Janet E Purcellville, VA
 Laughlin, W O, Jr & Sandra C & Angela D Goode, VA
 Lee, George C & Kathryn M Athens, TN
 Lefcheck, Eleanor A. Fishersville, VA
 Lepley, Edward E & Connie J. Romney, WV
 Lester, Jacob Charles & Janet S & Randy Joe Glade Spring, VA
 Lohr, Jeffery W & Cynthia M Broadway, VA

Mack, John Robert Lee Rocky Mount, VA
 Mannon, Christopher L Floyd, VA
 Mannon, Christopher L Floyd, VA
 Marchwicki, Mark E Bealeton, VA
 Marks, Richard V & Delta E Belleville, WV
 Mason, Willard T & Judy A Goldvein, VA
 Maye, Paul & Cheryl Fairfield, VA
 Mayhew, Daniel H Gretna, VA
 Mccallister, Jason E & Shawna D Alderson, WV
 McClure, Christopher Lee Rocky Mount, VA
 McClure, Raymond L Pickens, WV
 Mccoy, Ralph H & Gera L Nora, VA
 Mcdavid III, Frederick R & Pemberton, Mary Lee Fort Defiance, VA
 Mcvey, Burl D & Pauline V Elizabeth, WV
 Mcwilliams, Russell J & Irvin Dulaney White Charlottesville, VA
 Messick, Jonathan & Jeremy P Midland, VA
 Miller, Jeffrey A & Bennett, Kristi Given, WV
 Miller, Robert C & Charlotte B Sinks Grove, WV
 Mitter, Jeremy Masontown, WV
 Morris, Janice D Fulks Run, VA
 Neala Farm LLC & Rogers, David C & Malaika A Madsison, VA
 Nellis, Gail M & Jennifer E Flint Hill, VA
 Newman, David O & Sharon B Roanoke, VA
 Nixon, Cheryl L Clarksburg, WV
 Nolen, Fred Allen Vienna, VA
 Nuesch, Patrick F & Roslyn R Crozet, VA
 Olinger, Alvin W & Linda G Abingdon, VA
 Palmer, Craig Michael Ashburn, VA
 Pendry, Joshua Glen Fork, WV
 Perry, Carl E White Sulphur Spring, WV
 Pigg, Joseph E, Sr Spencer, VA
 Pillow, Nicholas B Hot Springs, VA
 Powell, Brandon A Ringgold, VA
 Reed, James Timothy & Stephanie Lewis Middleburg, VA
 Rhudy Livestock LLC & Rhudy, John B & Bethany D Tazewell, VA
 Riddle, Melissa A Roanoke, VA
 Riffey, Gregory A & Ryan A Crawley, WV
 Roach, Jerry, Sr Huddleston, VA
 Roberts, Wesley Somerset, VA
 Rockwell, Charles R Enterprise, WV
 Rodgers, Robert Earl & Regan C & Brian Sinks Grove, WV
 Roher, Oscar Damon Blairs, VA
 Roher, Oscar Damon & Brenda M Blairs, VA
 Rudolph, Jessica L & Anthony J &
 Barbara S & Charles A Rural Retreat, VA
 Russell, Larry W French Creek, WV
 Schmidlen, Walter L, Jr & Susan Ann Elkins, WV
 Shiff, William D & Cody-Shiff, Cathleen C Amissville, VA
 Short, Darrell I Stanley, VA
 Sisk, Virgil Lee & Victoria Beale Culpeper, VA
 Sites, Rodney L, II Milton, WV

Sizemore, Brian A Red House, WV
 Smith, Bryant F Warrenton, VA
 Sojka, Thomas J & Kristine H Afton, VA
 Staengl, Luke & Larel A Floyd, VA
 Stanley, Shelby J Beckley, WV
 Stein, David Edward Grantsville, MD
 Stewart, Lawrence W & Hughes, Judy A Pulaski, VA
 Stover, Paul C & Mary Kay Thornton, WV
 Strawser, Robert G & Lois K Aurora, WV
 Sullivan, Margaret J Greenville, NC
 Sullivan, Scott & Brandi L Dyke, VA
 Sulzen, David Forrest Floyd, VA
 Swanson, Courtney Derrick Callands, VA
 Tabor, Cindy L, James, & Betty A Odd, WV
 Tate, Angela Suzanne & Lonnie E Abingdon, VA
 Taylor, Matthew S Ravenswood, WV
 Thomas, Mary Elizabeth Roanoke, VA
 Thompson Jr, James Broadway, VA
 Thurman, John M & Rita S Rocky Mount, VA
 Todd, Darrell R & Malinda S Beckley, WV
 Tokar, Michael S Mount Airy, MD
 Townes, W Waverley & Brenda I Louisville, KY
 Turner, Gregory T Sterling, VA
 Tutwiler, Gary E & Biser, Tammy L Augusta, WV
 Underwood, Teresa E & Rodney L Fincastle, VA
 Updegraff, David G & Jason M Meadowview, VA
 Vision At Work Inc & Miller, Kevin Wayne &
 Cobbs, Shawn D & Carter, Gary W Danville, VA
 Ware, William S Mt Solon, VA
 Weaver, Thomas F Wytheville, VA
 Weisenberger, Michael & Audra S Kearneysville, WV
 Wells, Truman C Sandyville, WV
 Welsh, Christina M Harrisonburg, VA
 Wenger, Frank I Bridgewater, VA
 Westfall, Garrett W Davisville, WV
 Wheeler, Glenn H, III & Amy M Atkins, VA
 White, Irvin Dulaney & Kerri C Charlottesville, VA
 Whitehill, Joseph Abingdon, VA
 Williams, Jeffrey H, Sr Danville, VA
 Wilmer, Edward C & Whistleman, Patricia Ann Lexington, VA
 Wilson, M Van Barboursville, VA
 Wimmer, Brian Channing & Billy Brian Pounding Mill, VA
 Wingfield, Frank L & Josephine A Elkins, WV
 Wolford, Gary W & Matthew K, Kimberly H & Naomi R . . . Exchange, WV
 Wright, Michael A & Deana C Moneta, VA
 Wright, Randolph P & Danny P & Randolph C Moneta, VA



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