

RURAL LIVING YOUR WAY

LEADER

Farm Credit of the Virginias ~ Winter 2016

Good Food and Good Practices
at Moving Meadows Farm & Bakery

Director Election Results

Young Farmer Profile: Dakota Janowitz



Important Dates and Events

Save The Date

VIRGINIA CATTLEMEN'S ASSOCIATION

2017 FIELD DAY
July 7, 2017



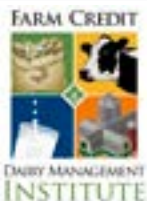
Location -



Stuart Land & Cattle
Company
Rosedale, VA

For More Information contact VCA at
540-992-1009

SAVE THE DATE



March 30, 2017 | Rocky Mt., Va.
Franklin Center, 50 Claiborne Ave, Rocky Mount, Va.
9:30 am-2:30 pm

March 31, 2017 | Harrisonburg, Va.
Dayton United Methodist Church, 215 Ashby St., Dayton, Va.
9:30 am-2:30 pm

The 2017 Dairy Management Institute offers a wealth of information you don't want to miss. Participants will hear from author, dairyman and guest speaker, Mr. Andrew Junkin.

For more information or to sign-up, please contact:

Patti Craun, Dairy Specialist/Relationship Mgr.
Farm Credit of the Virginias, ACA | P.O. Box 2550, Harrisonburg, VA 22801
540.434.5385 ext. 5223 or 800.919.FARM | pcraun@FCVirginias.com

Gary Monroe, DMI Data Specialist
540.810.6777 or 800.559.1016, option 3

You do not need to be a Farm Credit customer to participate or attend.



VT Beef Cattle Health Conference January 28, 2017

Litton-Reaves Auditorium
Virginia Tech Campus
8:15 am-3 pm

For more information contact
Ralph Roop at 540.231.7344 or reroop@vt.edu



Dr. Ron Plain

VIRGINIA CATTLEMEN'S ASSOCIATION PRODUCER MEETINGS

Save the Date for Economic Outlook Discussions—January 2017

Virginia Cattlemen's Association and Virginia Cooperative Extension are pleased to sponsor meetings for cattle producers to hear a discussion of the economic situation in the beef cattle industry, supply/demand influencers and price outlook for 2017.

Dr. Ron Plain, Professor Emeritus of Agricultural Economics with the University of Missouri, is a nationally and internationally renowned speaker and livestock marketing expert. He has long been a resource of the food animal industry and USDA for economic outlook, marketing strategy and demand influencer planning.

January 23, 2017
in Barboursville, Va.

January 24, 2017
in Abingdon, Va.

January 25, 2017
in Appomattox, Va.

All meetings are free to attend and include supper—details to come for RSVP, times and specific locations.



LEADER

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

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Dave Lawrence

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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 800-559-1016. Our quarterly financial report can also be obtained on our website: www.farmcreditofvirginias.com, or by email: chite@fcvirginias.com.

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. 5038.





The NEW Abingdon office is now OPEN!

19292 Lee Highway
Abingdon, VA 24210



Holiday Schedule

Our offices will be closed for the following holidays:

December 23 & 26—Christmas (Friday and Monday)

January 2—New Years (Monday)

January 16—Martin Luther King, Jr. Birthday (Monday)

May 29—Memorial Day (Monday)

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Dave Lawrence

Well Positioned

As my retirement approaches and my time leading this outstanding cooperative draws to a close, I'm pleased to report that Farm Credit of the Virginias (FCVA) remains well positioned to continue to meet our customer-owners' borrowing needs.

FCV's capital position remains at approximately 20 percent permanent capital, up from 12 percent in 2009, net volume and net income has increased year-over-year. Overall credit quality year-to-date continues in a positive trend. As a result of this strong financial position, we anticipate that patronage dividends will again be 12 percent, with it likely that we will again receive, and distribute to our customer-owners, a special patronage from AgFirst, our funding bank.

FCV's success is only made possible through the success of our customer-owners,

and while most are doing very well, we do recognize that several sectors – particularly dairy and beef – are facing challenging economic conditions. Our loan officers are busy working with their customers to craft individual plans to achieve positive cash flow. I encourage anyone facing such financial stress who hasn't already done so to contact your loan officers, as many situations will benefit from intervention sooner rather than later. We recognize that some operations will need to make significant changes to remain viable, and we are committed to supporting our customers through these challenging times, as we have for the past 100 years.

Among our customer-owners are a growing number of young, beginning and small farmers. Meeting the unique needs of this customer group is an important part of our business plan, and I'm pleased to report that 20

percent of new loan originations are to these customers, who we value as representing the future of agriculture and the future strength of FCV. Our Farm Launch program is designed to assist such beginning farmers, providing loans to those who do not qualify for traditional lending as well as providing a mentor and educational tools to help these new farmers establish a solid foundation for success.

As with Farm Launch, our support for our customers goes far beyond loans: the Knowledge Center, launched just three years ago, has made great strides toward fulfilling its mission to provide education and resources, and to connect our customers with others in the industry to help solve problems and build businesses. The Knowledge Center offers a variety of workshops, both general and sector-specific, covering topics like estate planning, dairy business planning and hops production.



A new webinar “Home Construction Loan” will soon be available to assist customers through the process of buying land and building a new home. The Knowledge Center also collaborates with others in the industry through sponsorships of key events and programs.

The AgBiz Planner program for 2016-17 is off to a good start with 16 participants. This program of online modules created by Dr. David Kohl walks participants through financial and business planning, enabling them to develop a business plan for their farm operations by the end of the course. We'll soon be enhancing the program by adding “QuickBooks for Farmers” to AgBiz Planning and AgBiz Basics.

Continually looking for ways to strengthen our local agriculture industry, the Knowledge Center recently launched a “Financial Curriculum” for the Mennonite school in the Shenandoah Valley after hearing from the community there was a need for more training around financial information. FCV is helping prepare the next generation of farmers in this area by providing them the tools they'll need to be successful in the years to come.

Our commitment to our communities extends beyond our customers in other ways,

one of which is our annual donation drive for the Blue Ridge Food Bank. This year we'll again be challenging our fellow citizens and businesses to match our contribution of \$25,000, monies that the Food Bank will use to purchase fresh produce to supplement the staples typically offered to its clients. The produce comes via a produce auction supplied by the Mennonite community, providing an outlet for their products and creating a win-win situation that we're proud to support. In addition to those efforts, our FCV and AgFirst teams also presented a check in the amount of \$25,000 to United Way in order to help those affected by the flooding that took place in West Virginia earlier this year.

I'm proud of many of FCV's accomplishments during my tenure leading this fine organization. We've grown to more than 11,000 customer-owners and built our assets to \$2 billion, a financial position that ensures we'll be able to continue delivering on our mission to support rural communities and agriculture. We've worked hard to train and develop the next generation of loan officers to be effective in supporting our customer-owners, and built a culture of continuous learning and improvement where we consistently challenge our way

of thinking to ensure that we'll be responsive to changing customer needs and able to anticipate and plan for future trends.

Without question, the most gratifying aspect of my career with FCV has been the people I've had the good fortune to work with, both our customers and our employee team. Agriculture is a great industry filled with dedicated people who consistently strive to improve, and who demonstrate unmatched commitment, integrity and passion. I've appreciated being able to spend my career working with such exceptional individuals, both within Farm Credit and out on the farm.

One of these exceptional individuals is Peery Heldreth, who was selected from among several well-qualified candidates to take over the CEO role by our Board of Directors following a very in-depth and considered process. I'm looking forward to watching Peery grow into this new leadership role as he brings his insight, experience and enthusiasm to lead the organization to even greater success.

It has been my pleasure to serve you, our customer-owners, as FCV's CEO for the past 13 years, and as I start the next chapter of my life, I wish you great happiness and success in all your endeavors. ∞



Director Election Results

The results are in and we are excited to announce that Paul M. House (incumbent), Kevin C. Craun, Barry W. Shelor (incumbent) and Alfred W. Stephens, Jr. (incumbent) have been elected to serve a four-year term. We are looking forward to these respected gentlemen serving as directors beginning January 1, 2017.



PAUL M. HOUSE (incumbent), of Nokesville, Virginia, is a managing member of Kettle Wind Farm, LLC in Prince William County, a 4,200-acre operation where he works with his son, Kyle, and daughter, Stephanie, to run a 315 cow dairy, raise an additional 250 heifers, and grow corn, soybeans, wheat and hay, as well as 1,000

acres of sod. Mr. House also has a financial interest in Dutchland Farm. Mr. House served on the AgFirst District Bank Board from 2002 – 2015, and has served as chairman of the AgFirst District Bank Board as well as chairman for the Farm Credit of the Virginias board. He has also served as board chairman for the Southern States Nokesville Cooperative and Southern States Prince William-Fauquier Service, as director and president of the Virginia State Dairymen's Association, and as a director of the Prince William County Farm Bureau, the Prince William County Manpower Planning Council, and Select Sires. Mr. House has three children and five grandchildren. Mr. House was first elected to the FCV board in 1985.



KEVIN C. CRAUN, of Bridgewater, Virginia, owns and operates, with his brother, Hillview Farm, a 900-acre operation supporting 190 dairy cows, 150 cow/calf pairs and dairy steers. He is a director and Senior Vice President of Rockingham Cooperative, a director and President of Rockingham County DHIA,

a Farm Bureau director, a director of the Shenandoah Valley Soil and Water Conservation District, and a member of the Rockingham County Agriculture Stewardship Committee. Mr. Craun holds a bachelor's degree in Dairy Science from Virginia Tech, and is a member of St. Jacobs-Spaders Lutheran Church. He and his wife have three children.



BARRY W. SHELOR (incumbent) of Meadows of Dan, Virginia, is the owner and operator of Mountain Meadows Dairy, LLC, which milks an 800-head herd as well as raising corn and alfalfa. Prior to this, he was active at Shelor's Dairy, Inc. Mr. Shelor serves on the Boards of Directors for Mountain Meadows Dairy, LLC and

Shelor's Dairy, Inc., as well as the Patrick County Farm Bureau. He and his wife, Valerie, both attended Virginia Tech, and are raising four children. Mr. Shelor has been a Farm Credit director since 2003.



ALFRED (AL) W. STEPHENS, JR. (incumbent), age 48, of Wytheville, Virginia, is a partner with his father on a 145 cow dairy and 90 cow beef operation. He also serves as secretary/treasurer of Wythe/Bland DHIA and is a member of the Virginia Farm Bureau and Virginia State Dairymen's Association. Mr. Stephens

was named a Virginia Farm Bureau Young Farmer of the Year, served as Virginia Farm Bureau Young Farmer Committee vice chairman, and is a past Board chairman of Wytheville Southern States. First elected to the FCV board in 2002, he is past Board chairman and has served on both the Governance/Executive and Compensation Committees. A Premier Governance Certified director, he currently serves on the CAP/Sales Committee. Mr. Stephens is the youth group leader of Holy Trinity Lutheran Church, a 4-H leader, coaches youth soccer and holds a degree in Dairy Science from Virginia Tech. He and his wife have four children.

Nominating Committee

The elected members of the 2017 Nominating Committee are:

Seat 6

(Halifax and Pittsylvania Counties, Va.)

Chad D. Francis **Robert J. Mills, Jr.**

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, W.Va.)

Stephen P. Butler **Remington W. Perkins**

Seat 12

(Allegany and Garrett Counties, Md., and Barbour, Harrison, Marion, Monongalia, Preston, Taylor, Tucker, and Wetzel Counties, W.Va.)

Carl F. Bachtel **Steven L. Price**

Seat 13

(Grant, Hampshire, Hardy, Mineral and Pendleton Counties, W.Va.)

J. Hunter Williams **Richard Z. Woodworth**

Call to Serve

Do you want to get more involved with your local Farm Credit cooperative? Well here's your chance! Each year the Farm Credit of the Virginias holds elections 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*.

Annually, the Association holds elections for director positions. 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 Association's welfare. Directors serve a four-year term. In 2017, four director seats will be up for elections. 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, W.Va.)

Seat 12 – James F. Kinsey, Incumbent Director

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

Seat 13 – Donna M. Brooke-Alt., Incumbent Director

(Grant, Hampshire, Hardy, Mineral and Pendleton Counties, W.Va.)

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 elections. The Nominating Committee that is elected in 2017 will be looking at director candidates for 2018. Nominating Committee members serve a one-year term. In 2017, potential nominating committee candidates will be selected from the following counties:

Seat 2 – W. W. Sanford, Incumbent Director

(Culpeper, Greene, Madison, Orange, Rappahannock and Spotsylvania Counties, Va.)

Seat 9 – William J. Franklin, Jr. and Bobby C. Gray, Incumbent Directors

(Buchanan, Dickenson, Lee, Russell, Scott, Washington and Wise Counties, Va.)

If you are interested in serving on either the Board of Directors or the Nominating Committee, please contact your local branch office or Carolyn Hite, Corporate Secretary, at 540-886-3435, extension 5015 or by e-mail at CHite@FCVirginias.com.

Visionary Seeds Bear Fruit

By: Dr. David M. Kohl

A special convergence of events took place at the start of the 21st Century that resulted in a game changer in agricultural lending education. The demographics of the industry were aging, technology applications were growing by leaps and bounds, and the need for education had accelerated. Perceiving a need for training on the horizon, a visionary CEO and his team members reached out to Virginia Tech to develop a cutting-edge program to solve this challenge.

Dave Lawrence, Bette Brand and other team members engaged Dr. David Kohl, professor of ag finance at Virginia Tech, and sowed the seeds of monetary support and guidance to create Farm Credit University. The solution was found through a Master's degree project supported by Farm Credit of Virginias (FCV), supervised by Dr. Kohl, and spearheaded by Alicia Morris, who was pursuing her graduate degree.

The combination of high tech online education with high touch face-to-face training, or blended education, was created. In 2003, a pilot class with several interns, including current FCV team members, Kate Duke and Paul Eberly, and four FCV lenders including Joey Cornwell, Bobbi Loudermilk, Kathy McClellan and Paul Mc Daniel, were the first graduates.

Farm Credit University has now evolved into a training and educational program for

not only FCV and the AgFirst district, but also nationwide. With five curriculums, and over 4,000 enrollments from 40 states, including Farm Credit staff, lenders, farmers, ranchers and regulators, many have been beneficiaries of the state of the art educational experience.

A special thanks and tribute go out to retiring CEO David Lawrence for his vision, energy and commitment to Farm Credit University over the years. The team at Farm Credit University and graduates wish him well on his next chapter of life.



David Kohl received his M.S. and Ph.D. degrees in agricultural economics from Cornell University. For 25 years, Kohl was professor of Agricultural Finance and Small Business Management and Entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Va. He was on special leave with the Royal Bank of Canada working on advanced initiatives for two years and also assisted in the launch of the successful entrepreneurship program at Cornell University. Kohl is Professor Emeritus in the AAEC Department at Virginia Tech.



**Farm Management
Institute**

You're Invited to Join Us

Positioning for Success

Join us for the 2017 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, FFA students and those continuing or expanding their farming operations. Dr. Dave Kohl and Dr. Alex White will provide insight, materials and techniques to enhance your growth and success in agriculture. Matt Lohr, Knowledge Center Director, will join Dr. Kohl and Dr. White to provide participants with tools and methods to become an advocate for agriculture.

- Learn the latest market news and trends from both a global and domestic economic outlook
- Gain insight on effective succession planning for the next generation
- Become an advocate for agriculture and learn how to effectively share your story

Attend one of these institutes of lifelong learning to enhance your knowledge, build key relationships and broaden your opportunities for 2017 and beyond.

Dates and Locations

Tuesday, February 28, 2017

*Stoneridge Event Center
7373 Comfort Inn Drive, Warrenton, VA
9:00 a.m. – 4:00 p.m.*

Reserve your seat by February 13!

Thursday, March 2, 2017

*Holiday Inn Tanglewood-Roanoke
4468 Starkey Boulevard, Roanoke, VA
9:00 a.m. – 4:00 p.m.*

Reserve your seat by February 20!

Monday, April 3, 2017

*Jacksons Mill
160 WVU Jacksons Mill, Weston, WV
9:00 a.m. – 4:00 p.m.*

Reserve your seat by March 20!

There is NO cost to attend!

For more information about the Farm Management Institute or to reserve your seat, please call

540-434-5385 ext. 5616

KClevenger@FCVirginias.com



FARM CREDIT

Knowledge Center

www.FarmCreditKnowledgeCenter.com



Good Food and Good Practices at Moving Meadows Farm & Bakery

By: Karen Macdonald

Whether called field-to-fork or farm-to-table, consumers are growing increasingly interested in eating local foods, both at home and at restaurants, and in meeting the farmers and ranchers who raised what they're enjoying. At the same time that consumer interest is waxing, more and more farmers are looking for ways to share their stories, "opening the barn doors" to educate people about how their food is produced.

The intersection of these two trends is epitomized at Moving Meadows Farm in Culpeper, Virginia, where owners and Farm Credit of the Virginias customers Wally and Amy Hudson embody a passion for natural, sustainable farming and a commitment to contributing to consumer health.

Natural Practices a Modern Day Innovation

On a lush, 50-acre farm about five miles outside of town, the Hudsons raise 30 head of cattle,

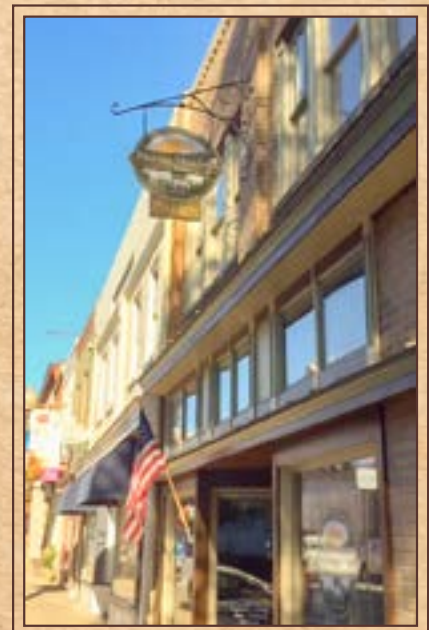
100 meat goats, 250 egg layers, 130 turkeys, and three seasons of meat chickens, during which they care for several hundred birds at a time. Managed primarily by their son, James, the animals are pasture-raised in a process that inspired the farm's name: cows, goats and poultry are literally moved around the pasture land every day, with cows moving twice a day.

"What we're doing is really more like shepherding," says Wally. "In a few minutes we can move the paddocks, and then leave the animals be with nutrients and water."

The chickens are housed in an easily movable "chicken tractor," which has a roof and sides but no bottom so the animals can forage and leave their litter behind to fertilize; the larger animals are paddocked using electric fencing that is also very easy to move. Given the number of animals and size of their property, any given area of the Hudsons' farm sees animal activity once every two months, by

which time a healthy stand of pasture has had time to grow.

Avoiding overgrazing and preserving the land may seem obvious reasons for taking this approach, but it also actually builds soil and



“We value transparency, and we want people to look over our shoulders and see what we do. We’re catering to consumers who value that integrity.”

— Wally Hudson

biodiversity through the animals’ activity. Wally learned about the process while attending a three-day grazing school that taught the methods discovered by Dr. Allan Savory, a Rhodesian ecologist and environmentalist.

“Mr. Savory discovered a synergistic relationship between grassland and herd animals,” Wally says. “Without herd animal impact, grassland will revert to brush or even desert. Impacting the land with animals, breaking up the soil, and then giving it a long rest before grazing it again actually builds the soil and helps the grass flourish.”

After five years, the result at Moving Meadows Farm is clear: Where once dirt patches were visible throughout, the Hudsons now grow five times as much grass, all with no seeding and no fertilizers. They’re also seeing more variety of grasses, including clover, Timothy grass and orchard grass, as the animal activity has activated seeds that lay dormant in the soil.

“You can barely see your feet standing in the field now, because the intense but brief impact of our animals, followed by the rest period, created the right environment for all

these seeds to sprout,” he says. “We’ve also become more drought-tolerant because the soil is continually covered – we capture the rain when it falls instead of it running off.”

Retail Operation Caters to Discerning Customers

Over in downtown Culpeper, population 15,000, the Moving Meadows Farm Bakery and retail store does a brisk business. Butchered beef, goat and chicken along with eggs, all from the Moving Meadows Farm, fairly fly off the shelves as local residents and visitors from nearby urban centers like Washington, D.C., appreciate the naturally raised products.

“My biggest challenge is meeting the demand, even though we’re more expensive than the grocery store,” says Wally. “I can’t keep ground beef on the shelf at \$8.99 a pound, but people are willing to pay more because of what we’re doing and how we’re doing it.”

The store is also home to a commercial grade bakery where everything is baked from scratch. While Wally staffs the store, taking opportunities to educate interested

customers about naturally raised foods and farming practices, head baker Amy puts out several hundred loaves of bread each week, as well as a host of cookies, cinnamon buns and other pastries.

The retail operation is an evolution of the Hudsons’ farmers’ market days, when they first started selling their baked goods more than five years ago. When the opportunity to move into the retail space arose, they jumped at the chance; the store opened in November of 2013, and the bakery just six months later.

“We considered having the facility at the farm, but then decided to put our business front and center where we could interact with more people,” says Wally. “We value transparency, and we want people to look over our shoulders and see what we do. We’re catering to consumers who value that integrity.”

One unique aspect of the bakery is that the products are made from organic flour, in keeping with the family’s commitment to natural foods, that is milled from whole grain right onsite on an as-needed basis. This gives the flour little time to oxidize, improving the



flavor of the final products. The fresh-ground flour is used exclusively in breads and buns, and is supplemented with high-quality commercial organic flour for cookies and pastries.

A little over a year ago, the bakery and farm combined in a new way, adding offerings like egg salad and chicken salad sandwiches that highlight the farm's naturally raised food on the bakery's organic, fresh-made bread. These are supplemented by soups and other savorys in what has evolved into a small, limited seating café.

Increasing Interest Fosters a Positive Future

As consumers grow more interested in where their food comes from, and more interested in consuming naturally raised foods, it seems that Moving Meadows Farm & Bakery are optimally positioned to capitalize and grow. And while growth is certainly a goal – though slowly and thoughtfully, Wally is quick to point out – it doesn't seem to be the overriding driver for this dedicated couple.

"There's a growing segment of consumers who want to eat clean food, and we feel strongly about meeting that demand. It's the right time in our culture for us to be doing what we're doing," says Wally. "The improvements we're making to the land and the waterways, simply through the way we graze and manage our animals, are also very exciting. To do that while we're also producing healthy food is a win-win."

The Hudsons' success is also a win for Farm Credit of the Virginias, with which the couple has worked since 2011. When the holder of their private mortgage decided to get out of the business, Wally and Amy needed a new lender and turned to FCV. The relationship has been strong ever since.

"They always have a can-do attitude, they're always fair, and I was impressed that they like to have local people in their offices," Wally says. "I would definitely recommend them to others in agriculture or rural communities as good partners to have." ∞



Farm Credit of the Virginias Employee Milestone Celebration 2016

By: Ryan Tipps

The theme of this year's Milestone Celebration captured the event perfectly: Strong Past, Stronger Future.

Farm Credit of the Virginias clearly has a strong past—100 years strong in fact. The foundation was put in place and maintained by many years of hard work and dedication. On September 7, during a luncheon at The Boar's Head Inn in Charlottesville, FCV recognized its employees who helped contribute to this past and who were celebrating milestone anniversaries between five and forty years. In all, the 23 honorees totaled 320 years of service to the organization.

"You've made it happen," said Dave Lawrence, CEO of Farm Credit of the Virginias. "You've built a strong foundation for FCV."

Today, Farm Credit of the Virginias stands in the top 25% of performing Farm Credit associations across the country. Lawrence credited his employees for striving toward continuous learning, and for being driven—much like those before them—by ethics, passion, inclusivity, and competence.

Farm Credit of the Virginias is also poised for a strong future—where lending is adaptable and a premium is placed on customer service.

"The challenge to you is to take the 100-year legacy and keep it relevant for today's farmers," Lawrence said.

Those celebrating anniversaries are pictured below.

The foundation of Farm Credit is so solid that there is room to grow, and much can be done to fuel the future.

Before handing out awards to each of the honorees, Lawrence proudly said: "Thank you for making FCV strong." ❧



5 Years

L to R: Andy Puckett, Tammy Harmon, Carol Wade, Shelia Horton, Teresa Anson, Nancy Kimble, Betty Roseboro and Brian Wilkerson



10 Years

L to R: Melvin Woodson, Melanie Craig, Kay Manchester, Brian Repass



15 Years

L to R: Penny Godwin, Lynne Pollock, and Peery Heldreth.

Not pictured:
Susan Belford and
Jamie Thomas



20 years

Dave Loar
not pictured

25 Years

L to R: Patti Craun,
Margaret Cumby,
Shelia Loudermilk



30 Years

Steve Cavender



40 Years

Teresa Lyons

Ag in the City Day

Cows in the outfield. A tractor in the parking lot. And a teenage chicken. Sound a little unusual? Not when it comes to telling the story of agriculture to young children. Farm Credit of the Virginias and the Farm Credit Knowledge Center were excited to partner with the Boys and Girls Club of Harrisonburg and Lauren Arbogast on a first annual "Ag in the City" day this past July at the Simms Center in Harrisonburg, Va.

Approximately 300 Boys and Girls Club members from Harrisonburg and Rockingham County converged on the baseball field of the Simms Center to participate in a hands on event that was the culmination of a week spent learning about animals and agriculture. Lauren Arbogast, Learning Designer at Vivayic, Inc. worked with the Boys and Girls Club to provide reading material for the week of the event that would share information about farming and agriculture with the club members. Then, early on Friday morning, industry professionals from many different segments of the agricultural community arrived at the Simms Center baseball field to begin setting up for the "Ag in the City" event. A total of 12 stations were present including Agricultural Equipment, Sheep and Goats, the local Soil and Water Conservation District, the Natural Resources and Conservation Service, Worm Composting, Gardening, 4-H, All About Corn, Ask a Farmer, Chickens, Dairy and Beef. The children began arriving at 8 a.m. and were placed into groups. These groups rotated through each station, spending about 10 minutes with each of the different areas.



This event was an opportunity to expose these children, most of whom have never been on a farm, to the many different types of agriculture. They had an opportunity to:

- see live dairy calves, sheep, goats and chickens
- learn more about beef and cattle
- see a tractor up close and personal
- learn about the importance of cover crops and the root structure of plants from NRCS
- participate in a hands-on soil erosion and runoff demonstration with SWCD
- see live worms and learn about how they can help the environment
- plant seeds and learn more about growing food
- enjoy a team building activity with 4-H
- learn about the different products that are made from corn
- ask questions and interact with an actual farmer



These presentations helped to tie farming and agriculture to the food, clothes, and other products that the children use each and every day in a fun and memorable way!

The Farm Credit Knowledge Center is proud to offer these types of events that connect all types of people to agriculture. If you have a group that may be interested in an event like this, please feel free to reach out to a member of our Knowledge Center Team! ☺



Congressional Ag Tours

Produce production to beef cattle, dairy cattle to chickens, orchards, herbs, pasture raised pork, cider, meat processing, wine, community supported agriculture (CSA), farm stores and flowers—the diversity of agriculture throughout Virginia is amazing. Each of these segments of agriculture (along with many others that can be found in Virginia) are unique and face a unique set of challenges, which can make it difficult for legislators to understand and balance all of their needs.

As a part of the Farm Credit Knowledge Center's goal to support all types of agriculture, the Knowledge Center team organized two, two-day tours for legislators and their staff to tour different types of agricultural operations in their district. The first tour, which covered the 9th and 6th Congressional Districts, was held in early August. Participants began their tour



Stoneybrook Farm Market

in Southwest Virginia at the Virginia Produce Company in Hillsville, Va. From there, they traveled up 81 to Hillwinds Farm in Dublin, a commercial beef cattle operation. Other stops included Kentland Farm at Virginia Tech and Ingleside Dairy in Lexington, which featured a unique robotic dairy milking system. That evening, producers were given time to interact more with the congressional staffers so they

could learn more about how the legislative process works in DC.

The tour began again the next day with a visit to Donald's Meats, a custom meat processing business in Lexington, then Virginia Poultry Growers Association in Harrisonburg, and Old Hill Cider/ Showalter's Orchard in Timberville before wrapping up one last stop at Shenandoah Growers. Participants on the tour, which included both Senate and Congressional staff and legislators, had an opportunity to visit with these different agricultural producers and see firsthand how agriculture contributes to

CONTINUED ON PAGE 21



American Color Inc. Greenhouses



Glenmary Farm Beef Cattle



Moving Meadows Bakery

CAP News

(Communications Advocacy Program)

The employees and the Board of Directors at Farm Credit strive to build lasting relationships with members of Congress and their districts that fall in their footprint. These efforts help keep the needs of farmers, producers and the agriculture industry at top-of-mind for those making decisions that ultimately impact each and every person they serve.

August 31-September 2: Mark Haddix, Relationship Manager–Wood Industry and F.J. Grady, Regional Lending Manager, attended the 80th Business Summit held at The Greenbrier Resort. This event was sponsored by the WV Chamber of Commerce and attended by Senator, Joe Manchin, Senator Shelley Moore Capito, Congressman David McKinley, Congressman Alex Mooney and WV Attorney General Patrick Morrisey.

October 17: Bette Brand, Chief Sales Officer, attended a reception at Congressman Bob Goodlatte's house where Carly Fiorina was a featured speaker.

October 18: Farm Credit and WV Farm Bureau hosted an agricultural tour for Congressman McKinley and members of his staff in October. The first stop was in Wetzel county to visit with Howard and Linda Henderson to learn more about their beef and sheep operation and then on to Benny Howell's stone ground corn mill just outside of New Martinsville. The final stop was in Pleasants County where Eric and Audra Cunningham had prepared a farm grown luncheon and shared with the Congressman



Congressman McKinley with Howard and Linda Henderson

regarding the challenges facing agricultural operations and discussed ways to keep the next generation involved in family farms.

October 24-26: Bette Brand took Ken Johnson, Senator Warner's Ag LA on a tour of farms in Virginia. The tour included visits to Ingleside Dairy (The Leeches), Saunders Brothers Orchard and Nursery, Cross Keys Vineyard, and Shenandoah Growers. In addition to the tour, Mr. Johnson attended the meet and greet for CEO-Elect, Peery Heldreth at Rowe's Restaurant in Roanoke, Va.



Saunders Brothers Orchard

October 27: Congressman Bob Goodlatte attended the Farm Credit board meeting to congratulate CEO, Dave Lawrence on his retirement and to meet CEO-Elect, Peery Heldreth. ∞

Right: Congressman Bob Goodlatte attended Farm Credit's board meeting



Cross Keys Vineyard



Visiting Ingleside Dairy Farm



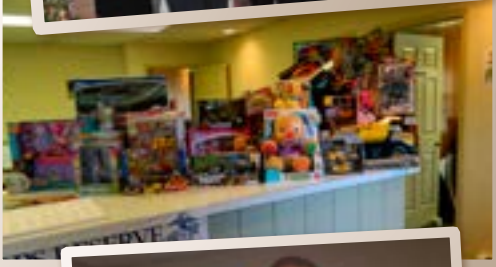
Community Service



Congratulations to all of our Farm Credit offices for meeting their goals in the \$100 for 100 Community Service project!

In honor of Farm Credit's 100th Anniversary, each branch within our association decided to focus their Community Service efforts toward the '100' theme. Each branch committed to a community service project to be completed this past year and we are happy to announce that each office met their goal!

Take a look at some of the photos we received this past year from our offices supporting their local communities! ∞





Dakota Janowitz DJ's Firewood – Augusta, W.Va.

By Ryan Tipps

The drive for success came at a young age for Dakota Janowitz.

“The day I turned 16 and got my license and my own vehicle,” he said, “I started selling my own firewood and mowing yards. I’ve always wanted to own my own business.”

There’s no mistaking that as a teenager, Dakota had the motivation and the business-savvy to make DJ’s Firewood a sustainable venture. The young man came from a family of business owners, and he had often cut firewood when he was younger. Of all of the enterprises

that his family was involved in, no one had a hand in wood.

“So I said, ‘That’s what I’m going for,’” said Dakota, of Augusta, West Virginia. He said his grandfather had built several log cabins and had always cut his own wood for those buildings, and Dakota looked up to him for it.

Though it began only as a side job, the business grew.

“I started by splitting all that wood by hand, and I had to borrow a lawn mower from my uncle,” he said. But as that first year went

by, he bought his own zero-turn mower and a wood-splitter.

To further the expansion of the firewood business, Dakota had his eye on a dump trailer capable of hauling a lot more wood than his pickup truck could. Still, a dump trailer was more than he could afford at the time. A co-worker’s recommendation got him started down the path with Farm Credit of the Virginias.

“He told me, ‘Look, just go to Farm Credit. Try them out. They’re great people to work with,’” Dakota said. Now, at age 21, his relationship with Farm Credit is as strong as ever. In the past couple of months alone, he has recommended FCV to three people. “I don’t plan to deal with anyone else but Farm Credit. They’ve helped me out a lot.”

Over the years, Farm Credit has aided Dakota in financing a firewood processor, skid loader, and two trucks. Additionally, he received assistance mapping out a business plan



Top of page: Brand new wood processor

Left: Loading up his dump trailer to make a delivery

from Lindsey Teets (lindsey.m.teets@wv.gov; 304-434-8000), a business coach for the West Virginia Small Business Development Center which was suggested by his Loan Officer, Andy Cumberland.

Dakota has built a stable operation based off of his family's 500-acre farm. Each member of his family has a house on the property, and his grandparents retired there from Maryland. Dakota himself moved to West Virginia when he was in second grade.

There's no question, "West Virginia is home for me," he said.

In the early days, he cut a lot of wood off of the family farm, and still does to an extent. But his business has far outgrown that property; today, he gets the majority of his firewood by doing brush and lot clearings for customers.

To put his business's expansion into perspective, Dakota sold about 100 cords of wood in his first year, and throughout his second year, he did a bit over 200. This fall, he hit 200 cords before November even arrived, and he said he's likely to top 400 cords before winter's out. And while September and October are high-demand months for seasoned firewood, the firewood-side of the business really is year-round.

Being his own boss has been important to him. There was intense satisfaction in going out and doing something for himself.

"Whatever you got, you earn, because you worked for it," he said. "But I wanted more. I wanted to go out and wholly earn whatever I've got. I didn't want anyone to hand me a paycheck at the end of the week because I was there for 40 hours.

"That scares a lot of people, but that drives me."

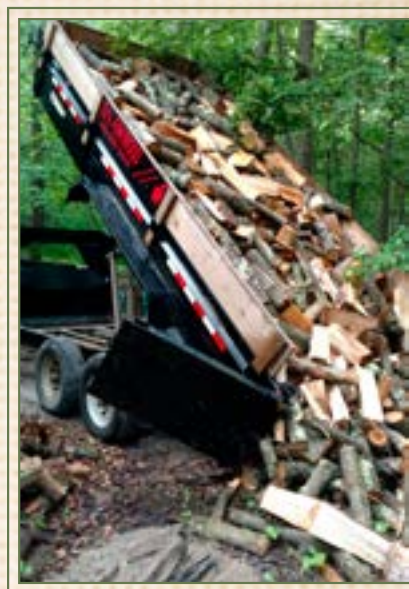
Even to this day, he stays extremely busy, coupling his work selling firewood with continuing to mow lawns.

He advises young people interested in becoming business owners that it's "going to be the scariest step you've ever taken in your life," he said. "But don't hold back. Go for it, and don't stop. You can't have a lazy bone in you. You have to be married to your business and married to what you're going to do."

Forget a set schedule. For Dakota, dawn to dusk on Saturdays, and most of the day after church on Sundays are common, but the reality of the business is that when he's called upon, he has to be there.

"If you have the urge and you have the drive to do it, then you can do it," he said.

In the future, Dakota wants to grow with both aspects of the business, and he wants to begin making his own mulch. Hiring an employee isn't out of the question, but it would have to be someone who has a drive to succeed comparable to his. After five years as his own boss, Dakota has become a skilled job manager



Dumping a trailer load of processed firewood

and knows what it takes to succeed and what he risked to get to this point.

"I just went for it," he said. "And now, I'm full-time working for myself, loving every minute of it." ❧



Below: Operation set up at family farm



Forest Products Specialist, Mark Haddix Takes Industry Leadership Role

By: Karen Macdonald

Expertise in the agriculture industry is the lynchpin of success at Farm Credit of the Virginias, and nowhere is that more apparent than in Mark Haddix, Relationship Manager and Forest Products Specialist who was recently named president of the West Virginia Forestry Association.

Mark joined FCV in 1989 after several years working in the retail business, a return to his roots that he still appreciates: he grew up in Elkins, West Virginia, helping out on his family's part-time farm, and joining FCV's predecessor organization West Virginia Farm Credit brought him back to Elkins and to the agriculture industry. He still lives in Elkins, with his wife and five children.

"A lot of my early jobs were in farming, and I've always had an attraction to it, so when an opportunity came up for a job that let me get close to that, I jumped at the chance," he says.



Mark Haddix

Early into his Farm Credit Career, a director suggested that the branch look at forestry products to expand its portfolio, and Mark got to work writing loans for new wood products customers. The association's CEO recognized the potential of the industry, and in 1995 backed a change to the organization's

business model to allow Mark to focus exclusively on the forestry sector throughout the territory—a risky proposition for Mark, who had just accepted a promotion at another branch.

"The organization figured, we can hire a forestry person and teach them credit, or we can take a credit person and teach them forestry," Mark says. "They chose the latter, and I was fortunate enough to be in the right place at the right time. I haven't looked back since."

Mark started building the portfolio of wood products loans in West Virginia's territory, a process that grew even more daunting after a 2001 merger doubled his territory. Today, wood and forestry products loans represent 15 percent of FCV's nearly \$2 billion portfolio, and Mark remains the only industry sector specialist in the association.

"I have customers I've worked with since I started in 1995," Mark says. "Being able to partner with them and provide the capital that makes them successful is a gratifying part of my job."

He also enjoys the variety of his customers' operations, which include a combination of products, species and grades, both hardwoods in West Virginia and western Virginia, and softwoods in eastern Virginia. The complexities of the industry also offer both variety and challenge.

"As with most ag sectors, forestry is a cyclical industry, following trends in production, markets and consumer preference," Mark says. "As an example, ebbs and flows in the domestic single family housing market have



a dramatic impact on demand for some of our customers' products."

Operating in a global market offers additional complexity, with a high percentage of the region's hardwoods currently being exported.

When Mark took on the forestry specialist role, he knew he had a lot to learn, and he took to it with a vengeance, talking with customers, attending wood and forestry product meetings, and joining industry organizations. He continues this industry involvement today as a member of the Hardwood Alliance Zone, the Virginia Forestry Association, the Virginia Forest Products Association, and Appalachian Hardwood Manufacturers Incorporated. He also joined the West Virginia Forestry Association, which named him president in October 2016.

"I've been a member for 21 years and have served on the board several times, but being named president is truly an honor," Mark says.

"I have customers I've worked with since I started in 1995. Being able to partner with them and provide the capital that makes them successful is a gratifying part of my job."

— Mark Haddix

Mark's goals are to grow membership in the organization, advance its legislative platform, and ultimately bring value to the membership. He also sees advantages to both WVFA and FCV in his new role, as he'll be in a unique position to bring information to WVFA from his industry involvement and

close relationships with customers across several states, and bring insight back to FCV about industry trends, risks and opportunities.

"I work in the industry, I support the industry, and I want to do everything I can to advance it," says Mark. "Through my work with FCV, I'm already out there every day, and this new role will position me to help advance the industry while I'm at it."

Central to Mark's satisfaction with his roles at FCV and at WVFA are the people he works with every day.

"As with other ag sectors, the wood industry is a relationship business and it's the people who make it worth it. I've found that the people are very loyal and honest, they work hard and have high integrity," Mark says. "The people I work with at Farm Credit of the Virginias have the same characteristics. Both customers and colleagues are the kind of people you just like to be around." ∞

CONGRESSIONAL AG TOURS – CONTINUED FROM PAGE 15

the overall economy. They also had a chance to learn more about Farm Credit and how we have served the needs of the agricultural community for the past 100 years.

The second tour in late August focused on the 10th and 7th Congressional Districts. The first day occurred throughout the 10th district and began at the Leesburg Farm Credit office where participants traveled to Spring House Farm, a pasture raised pig and beef operation, in Purcellville, Va. From there the group visited Stoney Brook Farm Market in Hillsboro, and Hillsborough Vineyard before wrapping up the day at Whitestone Farm, a purebred Angus operation in Aldie, Va. The next day took place throughout the 7th district, and began with a visit to American Color Inc. greenhouses in Orange. From there participants traveled to Glenmary Farm in Rapidan which raises beef cattle, turkeys and crops. After a local lunch at a new restaurant, Grass Rootes, in Culpeper, the group made stops at Moving Meadow Farm Store and Old House Vineyards. Once



Carriage ride at Whitestone Farm

again both local and state legislators as well as several staffers participated so they could gain firsthand knowledge and perspectives from the various types of agricultural operations.

These tours were an opportunity for some of the local producers to share their stories and visit directly with people who have an impact on legislation that will affect their businesses. It was also an opportunity for the legislators and staff to network and visit with producers so they can gain a unique

perspective—and build relationships that can be helpful in dealing with complex issues as they arise. By providing these connections and helping to build these relationships, the Farm Credit Knowledge Center hopes to continue promoting and encouraging all types of agriculture throughout our territory. We greatly enjoyed being able to help create these networking opportunities and look forward to hosting other tours in the future. ∞

Unclaimed Funds

Adams, Joseph M & Amanda J Brandy Station, VA
 Anderson, Darcy F & Julia Anna Jefferson, MD
 Anderson, Garnett Lee & Timothy D & Brindi Jo Lewisburg, WV
 Anderson, James R & Tracy L Northville, MI
 Banks, Samuel Claude & Sherie M Fancy Gap, VA
 Barrett, Christopher R Lebanon, VA
 Beegle, Charles W & Aspen Charlottesville, VA
 Bender, Raymond C & Alta Accident, MD
 Bender, Walter L & Eva Flintstone, MD
 Bingle, John R New Canaan, CT
 Blevins, James W Abingdon, VA
 Bohart, Jessica Celeste Southlake, TX
 Broadwater, Bruce E Frostburg, MD
 Brumfield, Ralph Neil & Ben William & Mary Ann Austin, TX
 Burger, Benjamin W Wallace, NC
 Carr, Brian A Bethesda, MD
 Carroll, Charles D Whitefield, NH
 Carroll, Roger A Winchester, VA
 Chandler, Mary R & Cavalier, Loretta L & Williams, Martin R Mt Clare, WV
 Charlier, Estate Of Fred Wilton, IA
 Click, Timothy W Point Pleasant, WV
 Coburn, Roberta P Tampa, FL
 Commodity Specialists Company Minneapolis, MN
 Connell, Reginald M & Patricia J Dunkirk, NY
 Cross, Lee Thomas & Lucinda Johnson Renick, WV
 Crouse, Jewel Dean & Marinel Elizabeth Ft Washington, MD
 Crowe, E & Opal Oakland, MD
 Dixon, David G & Maude Oakland, MD
 Dodd, Karl J Stafford, VA
 Don Rodeheaver Repair LLC & Rodeheaver, Donald E Jr. & Sharon A. Mchenry, MD
 Dooman, Joanne S New Britain, CT
 Easter, Richard S Cottageville, WV
 Emerson, Beau A & Katie D Swanton, MD
 Enlow, Robert E Friendsville, MD
 Evans, Gregory A Gandeeville, WV
 Evers, Mark A & Sara M Wolcottville, IN
 Ferry, F William Sr Kitzmiller, VA
 Fiscus, W Guy & Jane A Lavale, MD
 Fitzwater, Thomas A Oakland, MD
 Flanagan, Herbert H Rawlings, MD
 Floyd, Richard W & Geri L Franconia, VA
 Forest Harvester LLC & Mccrobie, James S & Teresa D. Friendsville, MD
 Francis, Sandra L Nokesville, VA
 Freeman, Gary R, II & Wolfe, Robert C Philippi, WV
 Fritz, Kenneth D Damascus, VA
 Frye, Curtis H & Cynthia R Saltville, VA
 Gancs, Robert H & Jean Ann Charleston, WV
 Garlitz, Todd W Frostburg, MD
 Geis, Edward G Jr. & Ellen R Frostburg, MD
 Gibbooney, Harris B Harned, KY
 Gibowski, Laura D & Macdonald, Roberta R Durham, NC
 Gibson, Grant P & Tammy T New Albany, IN
 Greenberg, Melvin T & Midgette, Shelburn Oloney, MD
 Grimmett, Robert F Houston, TX
 Groves, Elwood, III Ruth Ann & Doris M Hillsboro, WV
 Haggerty, David D, III & Donna G. Denton, TX
 Hall, Brian F & Auville, Jessica L Weyers Cave, VA

Hamlin, Cornelius J Baltimore, MD
 Hamric, Jason A Frametown, WV
 Hanlin, Virgil W Oakland, MD
 Harsh, Charles N & Nancy L Oakland, MD
 Harsh, Charles N & Katherine L Oakland, MD
 Harter, Frederick A & Esther J Cottage Hill, MD
 Harvey, Hobart Deer Park, MD
 Haymes, Charles O. Chatham, VA
 Heifner, Robert F & Brigitte M Broad Run, VA
 Hendricks, Nathaniel Cragmoor, NY
 Henle, Joseph T Jr. & Joan H & Charles Timothy & Sara J Crozet, VA
 Henry, Delysie L & Kaye C Alpena, MI
 Heslop, Michael H & Janet K Mchenry, MD
 Hess, Howard P Sandyville, WV
 Hill, Elmer L & Judy A Duffield, VA
 Hogue, Ernest W & Cecil H & Benjamin A & Petty, Mark E South Boston, VA
 Holden, Arnold L Portland, IN
 Holm, Paul L & Joan R Campbell Hall, NY
 Howe, Thomas Crownsville, MD
 Hummel, Harry W & Rhoda R Grantsville, MD
 Hurd, Elaine & Young, Maja E Rohersville, MD
 James, Ann N & Holmquest, Donald L Menlo Park, CA
 Johnson, Scott B & Patricia D Culpeper, VA
 Jones, James Junior & Rosa L & Fanson III, George W & Sarah M Vemon Hill, VA
 Jones, Jerry B & Linda R Austin, TX
 Jones, Teresa M & Mark S Barboursville, VA
 Kendrick, Mary Cynthia & Howard Wayne & Patricia Nathalie, VA
 Klotzbaugh, Ralph J Accident, MD
 Klotzbaugh, William & Diane Accident, MD
 Lawrence M Bernard Jr & Shirley A & Lawrence M Mt Lake Park, MD
 Laws, Jason Boomer, NC
 Leese, Delbert C & Martha J Frostburg, MD
 Leith, Jonathan M & James R Cumberland, MD
 Lester, Andrew S Bristol, VA
 Lowther, Brenie M & Carolyn S Alum Bridge, WV
 Markwood, Ronald W Purgitsville, WV
 Marshall, Robert A & Louise C Wheaton, MD
 Mayfield, Chad W Bristol, CT
 McClung, Lowell N & Margaret W Silver Spring, MD
 Mchenry, Mark A & Connie C Moody, TX
 Mckay, Donald W & Cynthia T Crockett, VA
 Mcvicker, Willard R & L Genell Laurel, MD
 Messick, Howard V & Anna Marie Flintstone, MD
 Michael, Raymond E, III & Michael, Dale Scott, II Staunton, VA
 Michael, Dale Scott, II & Dale S Keezletown, VA
 Minter, Lloyd L Floyd, VA
 Moore, Ralph D & Elizabeth A Blackwater, VA
 Mosher, Lloyd A & Catherine A Versailles, KY
 Moss, William H & Cecilia M Weyers Cave, VA
 Ness, Michael B Riner, VA
 Norman, Keith R Rugby, ND
 Parson, Herman Chesapeake Beach, MD
 Paugh, Allen S Oakland, MD
 Paugh, Rob Roy & Mildred A Accident, MD
 Paugh, Stanley G & Melinda M Mountain Lake Park, MD
 Phillips, Terrence L, Jr Cool Ridge, WV
 Pierce, Earl ,

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 or 800-559-1016 ext 0 to inquire about unclaimed property. ∞

Pinto, Michael and TA PCM Real Estate Co Warren, MICH
 Poland, Frank Beaver, WV
 Potomac Highlands Construction LLC &
 Miller, Danny S & Geary, Mark C Petersburg, WV
 Price, Michael W & Rebecca R Elkton, VA
 Pruitt, Charlie D Clarksville, MD
 Raines, Kenneth W Forest Hills, MD
 Ramey, Jennifer R Goodview, VA
 Reiner, Cordell E & Patricia Mineral Wells, TX
 Remines, John E Barren Springs, VA
 Reynolds, Jonathan D Abingdon, VA
 Rhea, Rusty S & Jackie Dean & Reva R Rural Retreat, VA
 Rigney, Richard E Ripley, WV
 Robinette, Paul E & Martha V Flintstone, MD
 Rodeheaver, David R & Loretta M Accident, MD
 Saunders, George E Saxe, VA
 Scardo, Larry E Bristol, VA
 Schenk, L F Oakland, MD
 Shannon, Paul C Warrenton, VA
 Sharpes, Lowell W, Jr Boonsboro, MD
 Shifflett, Devin L & Patty M & Allan Lee Catlett, VA
 Shumaker, William E Cumberland, MD
 Silber, Joseph W, Jr. & Frances E Oldtown, MD
 Skiles, Earl A Franklin, WV
 Smith, David S Truckee, CA
 Snead, Timothy L & Amanda H Scottsburg, VA
 Spencer, Acie J & Carol A Frankford, WV
 Stallard, Darrell Landon Gate City, VA
 Stark, Ira M & Jennie D Lonaconing, MD
 Stevens, Hayard Alfred Moneta, VA
 Steyer, Gary A & Karen L Deer Park, MD
 Stover, Mark C Rockville, MD
 Sullivan, Beverly Smith Fredericksburg, VA
 Tallman, Lucius M & Ponder, Alvin E Cromwell, CT
 Terry, Jason B Rural Retreat, VA
 Thigpen, Estate Of Eunice P Raleigh, NC
 Thomas, Charles R & Virginia D Mchenry, MD
 Thompson, Shirley Wilson Rocky Mount, VA
 Tilman, John W Far Rockaway, NY
 Tuck, Ralph D & Kaye S & Kimberly D Virgilina, VA
 Tucker, Leon W Philadelphia, PA
 Virgil, Richard A Timberville, VA
 Wagner Trucking Inc & Wagner, James A & William J & David L Mchenry, MD
 Walker, Christopher Ryan Shawsville, VA
 Weaver, Michael A & Nestor, James E, Jr Thornton, WV
 Webb, Jack J Oakland, MD
 Wellborn, James R & Elizabeth J Accident, MD
 Wiggins, Harvey E & Joan Ann Suitland, MD
 Wilkins, William W, IV Alton, VA
 Williams, David N & Elizabeth M Galax, VA
 Willis, Brian K Scottsville, VA
 Wills, Hubert O Roanoke, VA
 Wilson, Argyle T & Naomi F Frostburg, MD
 Wolfe, Daniel W & Susan W Kearney, NE
 Yeager, Jack E & Barbara D Dunbar, WV
 Young, Nathan W & Retina T Staunton, VA
 Zins, Leander J Remington, VA

Farm Credit Customer Receives National Recognition!

Congratulations to Lauren Hartzler Arbogast for being named one of U.S. Farmers & Ranchers Alliance Faces of Farming and Ranching! Check out Lauren's website at www.PaintTheTownAg.com to learn more about her story and how she is impacting the agriculture industry.



Consolidated Balance Sheets

	September 30, 2016	December 31, 2015
(dollars in thousands)	(unaudited)	(audited)
Assets		
Cash	\$ 3,350	\$ 2,945
Loans	1,733,203	1,692,633
Allowance for loan losses	(14,519)	(14,487)
Net loans	1,718,684	1,678,146
Loans held for sale	1,314	2,269
Accrued interest receivable	13,941	8,680
Investments in other Farm Credit institutions	24,654	25,330
Premises and equipment, net	8,743	8,035
Other property owned	4,693	4,803
Accounts receivable	9,918	22,239
Other assets	3,375	5,228
Total assets	\$ 1,788,672	\$ 1,757,675
Liabilities		
Notes payable to AgFirst Farm Credit Bank	\$ 1,374,242	\$ 1,354,433
Accrued interest payable	3,164	3,060
Patronage refunds payable	140	15,259
Accounts payable	2,655	2,463
Other liabilities	17,523	17,682
Total liabilities	1,397,724	1,392,897
Commitments and contingencies (Note 8)		
Members' Equity		
Capital stock and participation certificates	12,704	12,606
Retained earnings		
Allocated	92,568	92,568
Unallocated	285,698	259,626
Accumulated other comprehensive income (loss)	(22)	(22)
Total members' equity	390,948	364,778
Total liabilities and members' equity	\$ 1,788,672	\$ 1,757,675

Consolidated Statements of Comprehensive Income

	For the three months ended September 30,		For the nine months ended September 30,	
(dollars in thousands)	2016	2015	2016	2015
	(unaudited)			
Interest Income				
Loans	\$ 22,355	\$ 21,362	\$ 66,282	\$ 63,118
Interest Expense				
Notes payable to AgFirst Farm Credit Bank	9,473	9,002	28,159	25,967
Net interest income	12,882	12,360	38,123	37,151
Provision for loan losses	250	1,000	1,750	2,000
Net interest income after provision for loan losses	12,632	11,360	36,373	35,151
Noninterest Income				
Loan fees	233	126	590	504
Fees for financially related services	4	5	38	19
Patronage refunds from other Farm Credit institutions	3,226	3,399	9,713	9,559
Gains (losses) on sales of rural home loans, net	240	252	646	721
Gains (losses) on sales of premises and equipment, net	22	25	57	34
Gains (losses) on other transactions	30	(34)	41	(15)
Other noninterest income	20	10	58	41
Total noninterest income	3,775	3,783	11,143	10,863
Noninterest Expense				
Salaries and employee benefits	4,415	4,257	13,897	13,191
Occupancy and equipment	307	264	1,023	939
Insurance Fund premiums	620	434	1,684	1,252
(Gains) losses on other property owned, net	131	120	(6)	340
Other operating expenses	1,488	1,455	4,818	4,920
Total noninterest expense	6,961	6,530	21,416	20,642
Income before income taxes	9,446	8,613	26,100	25,372
Provision for income taxes	15	9	28	37
Net income	9,431	8,604	26,072	25,335
Other comprehensive income	—	—	—	—
Comprehensive income	\$ 9,431	\$ 8,604	\$ 26,072	\$ 25,335

The shareholders' investment in the Association is materially affected by the financial condition and results of operations of AgFirst Farm Credit Bank. Copies of AgFirst's quarterly and annual financial reports to shareholders are available free of charge at www.agfirst.com, or by writing to AgFirst Farm Credit Bank, Financial Reporting Department, P.O. Box 1499, Columbia, SC 29202. Farm Credit of the Virginias complete quarterly and annual financial reports are available online at www.farmcreditofvirginias.com



Farm Credit of the Virginias
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Give us Your Best Shot!

Enter the 2018 Farm Credit of the Virginias Calendar Photo Contest

Here's your chance to take your best shot for the 2018 Farm Credit of the Virginias Calendar Photo Contest and to win a prize! We are looking for images that include anything related to farming, ranching and rural lifestyles. Photo opportunities might include but are not limited to crops, livestock, wildlife, scenery, or farm families and kids.

Prizes:

First Place: \$100.00

Second Place: \$75.00

Third Place: \$50.00

Requirements:

- The contest is open to everyone, including employees, members of Farm Credit of the Virginias and the general public.
- Participants may submit up to three entries. We will not accept more than three entries per person. Submissions can be made by anyone on behalf of the photographer, however, only the photographer will be eligible to win a prize and receive credit in the calendar.
- Only digital photos will be considered. No hardcopy prints will be accepted.
- The preferred orientation is horizontal (landscape). Vertical (portrait) may not be considered due to the calendar format.
- Text or captions on photos, photo composites, resolution-enhanced photos and major image alterations will not be accepted. Photos can be cropped.
- All photo files must be at least 1 MB in size. Photos with original pixel dimensions of at least 2,700 pixels wide and 2,100 pixels tall are ideal.
- No entries will be accepted by email. All entries must be made through the online submission form at FarmCreditofVirginias.com/photo-contest.html no later than midnight eastern time, May 31, 2017.
- All photo submissions become the property of Farm Credit of the Virginias. No images will be returned.
- The top 3 photos will be featured in the 2018 Farm Credit of the Virginias Calendar.

Submit your entries at FarmCreditofVirginias.com/photo-contest.html

Hurry! Deadline for entries is May 31, 2017.

800.919.3276



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