

Cape Fear FARM & COUNTRY

Summer 2018

“ Life

is a journey,
and I'm thankful
agriculture is a
part of mine.

DREAMS TO REALITY

“Jack” Ortiz | Ortiz Farms


Cape Fear
Farm Credit

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Cape Fear FARM&COUNTRY

Cape Fear Country is published for stockholders and friends of Cape Fear Farm Credit.

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Address changes, questions, comments or requests for copies of our financial reports should be directed to Cape Fear Farm Credit by writing P.O. Box 2405, Fayetteville, N.C. 28302 or calling 910-323-9188. Our quarterly financial report can also be obtained on our website at www.capefearfarmcredit.com.

ON THE COVER:

Customer-Owner Silviano 'Jack' Ortiz, a poultry farmer in Sampson County, N.C.



OFFICES CLOSED

Independence Day July 4

Labor Day Sept. 3

Thanksgiving Nov. 27-28

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TELL-A-FRIEND *Referral Program*

Refer a friend or neighbor to Cape Fear Farm Credit
and receive **\$100.***

* Loans subject to RESPA regulations are prohibited from including in this promotion.



I am constantly reminded that agriculture always has a story to tell. We need to share this story with others within, or outside, of the industry, to our customer-owners, and to our employees. This magazine and our Facebook page will be sharing the stories of our customers in the months to come. I trust you will enjoy them as much as I do.

#AgStory



As the father of two teenaged girls, I see how much time they, and their peers, spend on social media. Facebook, Instagram, and other similar platforms, have certainly revolutionized how we communicate. I believe their popularity can be explained very simply... people love to see and share other people's stories – big and small. I too, enjoy the stories, specifically the stories of the people behind North Carolina Agriculture. I always enjoy visiting a farming operation to see a young farmer starting operation or a multi-generational family continuing the legacy their great-grandfather started many years ago.

I am constantly reminded that agriculture always has a story to tell. We need to share this story with others within and outside of the industry with our customer-owners, and our employees. This magazine, and our Facebook page, will share the stories of our customers in the months to come. I trust you will enjoy them as much as I do.

Cape Fear Farm Credit also has a story to tell. It is a story of financial strength, historic patronage distributions and as the catalyst for many farmers, including young, beginning and small farmers. Below is an overview of our Association's 2018 1st quarter financial story*

- Net Accruing Volume was \$892 million, a \$50 million increase
- Non-Accrual Volume was \$11.0 million, a \$7.6 million improvement
- Net Worth/Stockholders Equity was \$205 million, a \$13 million increase
- Strong capital level remains steady with a permanent capital ratio of 20.87%, well above regulatory minimum of 7.0%
- Net Income as of 3/31/2018 was \$5.2 million, above budget by 46.31%
- Acceptable credit quality was 92.1%, an improvement from 88.81%

Thank you for allowing us to be a part of your 'AgStory' and for being a vital part of ours.

With gratitude,

Brad Cornelius

Brad Cornelius
Chief Executive Officer

**Financial Note: The financial numbers are compared to 1st quarter 2017*

#AgStory

TECHNOLOGY to DIVERSIFICATION

You often hear that farming is a gamble. From the weather to legislation, there are many variables within the agriculture sector that are beyond our control. One of our biggest farming challenges is the market. As a row crop farmer in Robeson and Bladen counties, market prices on crops change daily; therefore, over the past few years, we have just tried to survive to compete.

My husband Kevin and his brother Mark are partners in Roberts Farms. As fourth generation farmers, Kevin and Mark have been farming since they were able to walk. Operating alongside their father, Pete Roberts, farming has always been a part of our family. The tradition carries on from our grandparents, to our parents and now... to us. We hope the legacy continues as we prepare for our children to carry on this way of life.

As row crop farmers, Roberts Farms produces soybeans, corn, wheat, peanuts and cotton. When the market fluctuates daily, it is our job to create change that assists with efficiencies and yields. For example, a few years ago we installed a pivot irrigation system to help maximize our yield per acre. However, often each upgrade and change needed requires financial support and partnership. I am thankful to say that Cape Fear Farm Credit has been a longtime supporter of our family, in good times and in bad, and they are here to help meet our financial needs.



Kevin with his daughter, Kelli, and Taylor with her dad, Mark.

I often wonder what my grandparents would say at the many changes farming has endured throughout the years. I believe first and foremost, they would smile at the legacy they started. Second, I think they would be amazed at the advancement of farming. From technology to diversification, the traditional operation of just “one crop tobacco” has turned into a more diverse operation. Additionally, technology has advanced as tractors now have computer monitors and systems that provide data, including the number of acres planted and yield per farm or a RTK guidance system that allows hands free operation.

Throughout market challenges, changes in technology and farming diversity, the hard work of farmers remain. I am thankful for my husband's hard work and for the legacy he continues to build and hopes to pass to our children. Although the days can be long, I am proud to be a part of a farming family and the story we tell.

Honored to share my “AgStory”

Paula Roberts

Paula Roberts, Loan Assistant
Cape Fear Farm Credit



A FARM CREDIT *difference*



We, in the Farm Credit “world”, often talk about patronage. We discuss how patronage effectively lowers a borrower’s average interest rate, the strong history of patronage distribution and what a strong patronage says about one’s Association. However, we don’t talk enough about what happens after that check is distributed to the member. What does patronage mean for our counties and communities? As a Farm Credit Association, we give back a portion of our profits (aka patronage) to the borrower. The benefits are more than a single transaction.

So, how many times does a dollar turn over once it reaches your community?

That’s the question posed to Dr. David M. Kohl, Professor Emeritus of Agricultural Finance and Small Business Management and Entrepreneurship at Virginia Tech. According to Dr. Kohl, “Patronage is an example of dollars put to work in our agricultural industry and rural communities as a result of strategic vision and focus on efficiency, with a team of people who care about the customers and communities they serve in a globally competitive environment.”

“If one uses a multiplier effect of five to ten dollars for every dollar of patronage as a result of possible investment, spending, and employment, then one can quickly ascertain how \$10 million in patronage returns could equate to \$50 million to over \$100 million of activity. This is not a ‘one and done’ activity, as it has been replicated for years and is truly an economic engine for agriculture and rural America.”

~ Dr. David Kohl

Let’s do the math.

To be conservative, let’s say that patronage has a multiplier effect of five. Over the past 30 consecutive years, Cape Fear Farm Credit has distributed \$240 million in patronage to our customer-owners. This influx of cash patronage throughout the past 30 years, with the conservative multiplier effect of 5, could equate to over a \$1 billion impact.



FUTURE LEADERS IN AG

Cape Fear Farm Credit is committed to the future of agriculture as the Association invests in the next generation of leaders within the industry. By providing scholarships and supporting North Carolina 4-H and FFA, Cape Fear Farm Credit assists in cultivating others passion for agriculture.

Scholarship Program:

Cape Fear Farm Credit awards scholarships to graduating high school seniors. The scholarship program is designed to support academic excellence, community involvement and leadership for students committed to southeastern North Carolina agriculture and rural development. In 2018, the Association offered scholarship opportunities including an at-large scholarship awarding one qualified student per branch, a diversity scholarship and an FFA scholarship.

Cape Fear Farm Credit is proud of all of our scholars and we wish them the best as they begin their college careers.

For more information about the scholarship program, visit capefearfarmcredit.com and click on scholarships.

The end result.

So, in a nutshell, when an 'extra' dollar is interjected within a community, the extra income leads to an increase in spending. This increase in spending creates additional income for others, known as the multiplier effect. Through the patronage program, as our profits are distributed back to our customer-owners, the extra income is circled throughout the economy.

In 2018, the \$15 million patronage at a multiplier effect of five, has an estimated economic impact of \$75 million throughout Southeastern North Carolina, boosting individual operations, community spending and the economy.

One of our Farm Credit differences is the corporative structure, as we put our profits in your pockets.

2018 Scholarship Recipients



Thomas 'Ford' Debenport
Pine Forest High School

Sarah Conner
North Brunswick High School

Rebecca Randolph
Western Harnett High School

Samantha Howell
E.A. Laney High School

Madison Weeks
Triton High School

Alise Pait
West Bladen High School

Dillon Best
Midway High School

Ty Meyer
Hobpton High School



PULL FOR YOUTH

2017 marked the first year of the Pull for Youth Sporting Clays Events. A donation of \$103,000 was split evenly between North Carolina 4-H and FFA from the Farm Credit Associations of North Carolina. Funds were raised in conjunction with the three Pull for Youth sporting clays events held across North Carolina with over 350 shooting participants and 150 volunteers.

The 2017 Pull for Youth event was a success due to the generous support of local sponsors and shooters who attended the event. Thank you to our 2017 Pull for Youth Sponsors.

The Farm Credit Associations of North Carolina are asking you to partner with us in sponsoring the 2018 Pull for Youth event as we continue to raise funds that benefit our young people across the state in 4-H and FFA. For sponsorship or shooter information, visit farmcredtofncc.com/pullforyouth.



“Agriculture is the number one industry in North Carolina. By providing funds to NC 4-H and FFA, we are working together to make sure tomorrow’s leaders in agriculture have a bright future. We hope you will plan to join us for the 2nd “Pull For Youth” event on Nov. 2, 2018.”

~ BRAD CORNELIUS, CEO

Thank You 2017 Sponsors!

\$5,000 Statewide Sponsors

- HogSlat
- American Forest Management
- House of Raeford

\$2,500 Statewide Sponsors

- MCT General Contractors, Inc.
- Poyer Spruill, Attorneys at Law
- Metal Tech of Murfreesboro
- Prestage Farms
- Bottomley Evergreens & Farms, Inc.
- NC Soybean Producers Assoc.
- Goldsboro Millins Company
- Percivall Advertising
- NWTF
- Crop Production Services

- Southern States
- TranSource
- Nexsen Pruet
- Adventure Outfitters
- Flatlands Insurance Group

\$1,000 Sponsorship Level

- NC Cattlemen’s Association
- Fair Products, Inc.
- Farm Credit Leasing
- Murphy Family Ventures
- Smithfield

\$500 Local Sponsorship

- Bear Trail Golf
- Big Blue Stores

- Clinton Truck and Tractor
- D and Z Timber, LLC
- NAU Country
- Quality Equipment, LLC

\$300 Local Sponsorship

- Alton D. Bain, Attorney
- Carolina Concrete Landscape & Design, LLC
- Carolina Picker Repair, Inc.
- D&D Cox Agency, Inc.
- Dail Brothers
- Dail Brothers Construction, LLC
- Dunn-Benson Ford
- Fisher and Phillips, LLC
- Forms and Supply, Inc.
- Fuquay Gun and Gold

- Huff Orthopedics & Sports Medicine PA
- JE Womble & Sons, Inc.
- JDS Advertising
- Kelly & West Attorney, PA
- Kenansville Equipment Company, LLC
- Milton Realty Group, LLC
- NC Farm Bureau
- NC Farm Bureau – Nick Bell
- Park Farm Leasing, LLC
- Parker Gas
- Rain and Hail ACE American
- Star Telephone
- TRP Accounting
- Tyson Foods, INC.
- Wintergreen Hunting Preserve, Inc.



FROM OLD TO NEW, OUR COMMITMENT REMAINS ●

If walls could talk, we can only imagine the many stories the Dunn branch could share – stories of family, legacy, growth and long-standing relationships.

In 2017, after countless hours of research, cost comparison and planning, it was determined by the Cape Fear Farm Credit Board of Directors and Senior Leadership Team that it was cost-effective to remodel the existing branch location in Dunn, N.C. Remodeling the space ensures efficiency as design plans include upfitting meeting spaces, employee workspaces and creating an inviting front lobby.

“As an Association, community is a large part of who we are and it’s important to have a space that is inviting and functional for all,” adds Betts. “Throughout the remodel process, the community has been on the forefront of all design plans and decisions. Any items and materials that are able to be donated have been sent to various organizations and needs within the community, including donating to the local Habitat for Humanity Restore.”

The Harnett County branch is currently operating in a temporary location at 600 N. Ellis Avenue in Dunn. The newly renovated branch plans to reopen late 2018.

“We are excited about the changes coming to the Dunn Office and the benefit it will have to our customer-owners and employees. Although the office may have a new look, the staff’s commitment to agriculture and our stockholders remains constant.”

~ JOHN PATTERSON, REGIONAL MANAGER



“Throughout the renovation, it has been fun to uncover the history of the Dunn branch. From 1930s ledgers to mid-1990s bag phones, this office has seen a lot of change! The staff within the Harnett County Branch is looking forward to starting a new chapter in this building with our stockholders.”

~ STUART BETTS, HARNETT COUNTY BRANCH MANAGER



#AgStory

DREAMS TO REALITY

Growing up, I had a dream. A dream to raise my family in America, to own a home and 50 acres of land. The last two years, I wasn't sure if I would obtain that dream as I fought leukemia. But through it all, I am ever so thankful.

I've learned throughout my years that life is full of challenges and opportunities. Growing up in Mexico I often heard of the opportunities available in America; opportunities that I longed to be a part of. At the age of 16, with only a sixth grade education, I came to America and started working on a ranch. I quickly realized that the 'ranch' life was not for me, but agriculture was. In 1988 the president gave papers to immigrants, so I needed to obtain my green card to stay in the United States. After receiving my green card, I continued to work in agriculture and in 2000, I started working on a turkey farm in Sampson County, N.C.

In addition to working in agriculture, I had ambitions to become a U.S. Citizen. In the years leading up to the 'big day', I studied hard and practiced my English as much as I could. In 2002, I took the next step. Although there is a lot involved, I will never

forget one question; to me, the easy question. The lady sat across the desk and asked me, "Why do you want to be a U.S. Citizen?" I didn't even have to think about that response, as I had dreamed about it my entire life, "America is the best country to work and to live. I want to contribute and provide a better future and opportunities for my family."

I continued to work on the turkey farm owned by Mr. Charles Williams, my friend and coffee partner each morning. He became my business partner in 2012 when I leased his farm. A few years later, farm ownership became reality as he approached me to purchase the farm. With the guidance of Mr. Williams and Cape Fear Farm Credit, this dream became reality.

Cape Fear Farm Credit understands agriculture and they have helped me walk through the process of employee, to leasing, to farm ownership. I am thankful to be a part of agriculture and to be able to provide for my wife and six children.

Life a journey, and I'm thankful agriculture is a part of mine.

Thankful for my "AgStory"

"Jack" Ortiz

Ortiz Farms
Cape Fear Farm Credit

PARTNERS IN AG



The North Carolina Soybean Producers Association works hard every day on behalf of the soybean farmers in North Carolina to achieve its mission of maximizing the profitability of soybeans in an economically and environmentally sound manner. It does this through research, market development, communications to keep producers informed and advocacy.

The NCSPPA strives to address the priorities of soybean growers in N.C. and undertake activities to build their business. Farmers may be familiar with some of these activities, like research, but a research coordinator has been added to the staff so even more can be done. The NCSPPA is the only commodity with someone on staff to oversee and conduct research, whether that be through private agronomic consultants or overseeing all the soybean research the association funds at N.C. State University.

This commitment has resulted in a huge increase in the tools available for producers. The Grower Resources section at ncsoy.org, has been expanded with helpful information and videos on everything from variety selection and planting, to weeds, disease and insects. Earlier this year, the NCSPPA worked with NCSU faculty to create the first N.C. Soybean Production Guide which provides growers with information on disease, insect and weed management, as well as marketing and production. It is a companion to 2017's N.C. Soybean Scouting Guide, which provides descriptions and photographs of pests in N.C. and common associated problems. The NCSPPA communicates research and agronomic best practices through these resources so farmers have the information they need to grow the best crop possible.

The NCSPPA does many other things to build positive perceptions of agriculture and create a favorable operating environment for soybean farmers. The NCSPPA outreach program introduces children and adults across the state to soybeans and agriculture. NCSPPA participated in about 160 events in 70 counties in 2017! N.C. State fans are also introduced



to farming and soybeans through radio messages on Wolfpack football and basketball games and at the Ag Day football game. New for 2018, the NCSPPA also educates fans about soybeans during the Carolina Mudcats and Down East Wood Ducks baseball games.

So where does the funding come from for research and other programs to expand markets for N.C. soybeans and increase yield and profitability? The NCSPPA is the Qualified State Soybean Board (QSSB) that administers the soybean checkoff in N.C. The association retains half of soybean checkoff monies collected in N.C. for this purpose and remits half of collected assessments to the United Soybean Board (USB). The NCSPPA is led by a board of 35 farmer members elected to represent the interests of soybean growers, each member serving farmers in the county where they farm and/or surrounding counties.

The NCSPPA leads the field when it comes to helping farmers maximize their yields and productivity through research, communicating information that producers need and encouraging a positive perception about N.C. agriculture. To learn more, visit ncsoy.org or call 919-839-5700.

ncsoy.org



Your key to EASY EQUIPMENT FINANCING



Farm Credit Express Dealer Brandon Williams (left), Lauren Tokoly (center) with Jay Darden, CFFC Relationship and Related Services Manager (right).



Farm Credit EXPRESS, through partnerships with participating dealerships, is designed to provide individuals with competitive rates, flexible terms and convenience for equipment financing.

Cape Fear Farm Credit customer-owner Lauren Tokoly and her husband Addison own and operate a Sanderson broiler poultry farm in Sampson County, NC. "When Lauren and Addison mentioned they needed equipment on the farm, we explored a few options to ensure they made a wise investment," states Cale Horne, Cape Fear Farm Credit Branch Manager. "As their financial partner, I am committed to supporting them and their operation". With his guidance, the couple realized Farm Credit *Express* was the ideal fit for their equipment purchase.

"We purchased a Case IH 75C tractor and a KMC Poultry House Windrower for our operation. The program offered competitive rates in addition to eligibility for a patronage refund," states Lauren.

The Farm Credit *EXPRESS* program partners with dealerships throughout Cape Fear Farm Credit's territory. "This program is fast, easy and reputable," adds Brandon Williams, Sales Associate at Clinton Truck and Tractor and participating Farm Credit *Express* Dealership.

“Utilizing the Farm Credit **EXPRESS** program was an excellent avenue for financing our equipment. As the application process was quick and easy right there in the dealership.” LAUREN TOKOLY

In addition to the strong commitment from Farm Credit, this program offers easy, on the spot financing, fixed rate loan products, leasing options and the benefit sharing in Farm Credit's profit-sharing patronage program. Jay Darden, Cape Fear Farm Credit Relationship and Related Services Manager adds, “The opportunity to have point of sale financing, competitive rates and an easy one page application makes this program very appealing. Additionally, these loans stay local so if any member or dealership has a question or concern, it’s a quick and easy phone call to the local office.”

“As a young farmer, I am thankful that Farm Credit upholds their commitment to those within agriculture,” includes Lauren. “From support and guidance from our loan officer to the additional financing opportunities Farm Credit provides, such as Farm Credit **EXPRESS**, I trust them as my lender and their commitment to agriculture.”

To learn more about the Farm Credit **EXPRESS** program, and for a complete list of participating dealerships, please visit farmcreditempress.com.

“As an extension of Farm Credit, customers know that Farm Credit **EXPRESS** is reliable and understands the needs within agriculture, giving them support and service when needed.” ~ BRANDON WILLIAMS

Participating Farm Credit Express Dealerships

- Benchmark Buildings and Irrigation
- Cape Fear Tractor and Saw LLC
- Carolina Picker Repair, Inc.
- Clinton Truck and Tractor Inc.
- Cumberland Tractor Kubota of Fayetteville, LLC
- Dail Brothers of Kenansville, N.C. LLC
- Darden’s Farm Repair Inc.
- Ed Bullard Irrigation
- Ingold Irrigation LLC
- Johnson Equipment Company
- Kenansville Equipment Co. Inc.
- Mainor Tile and Irrigation, Inc.
- Nash Equipment Co.
- Pinnacle Trailer Sales, Inc.
- Quality Equipment LLC
- Smith Enterprises
- Southeast Farm Equipment Company
- Suttontown Repair Service
- Vantage South Atlantic, LLC
- Vause Equipment Company Inc.
- White Tractor Company Inc.

For more information, visit our website at farmcreditempress.com or give me a call!

Jay Darden | Farm Credit Express Relationship Manager
jdarden@capefearfarmcredit.com | 910-323-9188



#AgStory

NOT “JUST” A FARM

As my alarm would start beeping way before I was ready to get out of bed and before it was light outside, I knew that it was ‘my turn’. In the moment, I begrudgingly put on my boots, although, looking back, I now understand. I understand it was ‘my turn’ to help my parents pay for college, it was ‘my turn’ to display the work ethic my father instilled in me from a young age and it was ‘my turn’ to make memories for a lifetime.

My dad worked in the textile industry for 35 years and my mom was a teacher; throughout the years, I saw my parents work hard for us, their children. Now as a parent myself, I understand the sacrifices parents make to provide and make memories with their family. Striving to give us a college education, my parents searched for opportunities to help support the financial needs of college. In the 1990’s as the swine expansion was in full swing, my parents jumped on the opportunity to supplement their careers and help pay for our college. They were approached by Goldsboro Milling and built two swine houses in 1992 and two more in 1994.

The “Kilpatrick Homestead Farm” is just outside of Mt. Olive, NC and was built on a tract of land

that was included in the original land purchased by my great-grandfather in 1919. Along with Dad, my brother Collin and I would rotate going through the pigs each morning before school or work and weekends too. We did this all through high school and during the summers while attending East Carolina University.

My parents are continuing their farming operation. My wife, Sabre, and I, my oldest sister, Tiffany, and her husband, Asa Creech, expanded our family farming operation with additional swine farm purchases in Lenoir and Jones Counties.

As we continue to be a part of the farming operation, to me it’s not ‘just’ a swine farm. This farm taught me life lessons, gave me the opportunity to attend college and started a legacy that we will continue. My parents saw an opportunity, partnered with Farm Credit and the rest is history. Little did we know when my parents started their relationship with Farm Credit, that this financial lender would be more than “just” a lender; Farm Credit would be a crucial part of my education, experience in farming, and my career today.

Grateful for my “AgStory”

Cliff Kilpatrick
Relationship Manager
Cape Fear Farm Credit

FROM INTERNS TO EMPLOYEES

The internship program at Cape Fear Farm Credit is an important chapter in many college students' lives as they gain hands-on experience, make connections and grow in their skillsets. For some, their internship is only the beginning in their story with the Association. What began as an internship for Elizabeth Hood and Ben Ellmers in 2017, was only a chapter in their story as they are now full-time team members supporting the Farm Credit mission.

The competitive Cape Fear Farm Credit internship program selects three college students to be a part of the team each summer. "Interns are exposed to multiple departments within CFFC, visit AgFirst in Columbia, S.C. for new hire training and complete an Association project with a final presentation to the Senior Leadership Team," states Sarah Temple, CFFC Sr. HR Administrator.

"While the internship program provides workforce experience, it also serves as an opportunity for the Association to select new team members." ~ SARAH TEMPLE

"During my internship at CFFC, I quickly realized my desire to be a full-time employee of the team. I was impressed by the team's passion for agriculture and their customer-owners," states Elizabeth Hood. "In shadowing, the loan officers make it a priority to form strong relationships with their customers and to always put their needs first."

No stranger to Duplin County, Elizabeth grew up in Kenansville and graduated from Harrells Christian Academy and NC State University with a bachelor's degree in Agricultural Business Management and a minor in Economics. After graduation, Elizabeth is looking forward to coming back home. "My grandmother worked for CFFC for over 40 years as a loan officer in the Kenansville branch. I remember growing up in that office and loving the atmosphere, the people who worked there, and all of the



Elizabeth Hood and Ben Ellmers.

customers who came in," states Hood. "Throughout my internship I was reminded of these memories and it allowed me to develop a stronger desire to be a part of the CFFC family."

"The internship program gave me insight on the day-to-day operations of a loan officer at Farm Credit" says Ben Ellmers. Growing up in Dunn, N.C., Ben is a graduate of Cape Fear Christian Academy and North Carolina State University with a bachelor's degree in Agriculture Business Management. "The experience allowed me to have a better appreciation for how CFFC operates, and what current and potential borrowers need from their relationship lender. The most important 'take-away' was that every borrower is different and it is imperative to form a relationship with each farmer, or agriculture business owner, to ensure they receive the right financial support."

"The internship program at Cape Fear Farm Credit is a unique opportunity for college students to experience the workforce prior to applying for a full-time position," states Temple. "Not only do the interns determine if they would enjoy a position at Farm Credit, but unlike an interview, we are able to interact with the interns and get to know them throughout the summer."

Both Elizabeth and Ben are honored to be a part of Cape Fear Farm Credit and to have the opportunity to form relationships with our customer-owners as their financial partner to achieve their agricultural goals. Information about the internship program is posted each spring at capefearfarmcredit.com.

CAPE FEAR, a part of my story



“As my retirement date draws near, I am certainly proud to have been a part of this association for the past 16 years. Cape Fear puts their members first and foremost. I am amazed with how our bank works with our members if they were unable to make their payment or fall short.

Cape Fear definitely understands that farming is a gamble, you may have one good year and the next year will be bad. The association has employees that not only have worked on farms, but run farms themselves and understand what is required to run a farm. Having the knowledge of how everyday life on a farm is certainly helps in the way that the association serves our members. My advice to the younger crowd is to make a point to go to the farms and see what your members do every day to provide our nation with the food that we consume. It will make you appreciate them more.

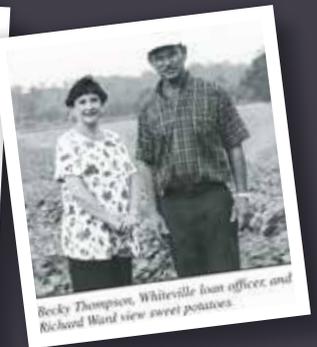
GAIL LEE, BURGAW LOAN ASSISTANT AND 2018 RETIREE

“I grew up on a row crop farm in Duplin County, so I know about hard work and the pressures our farmers endure on a daily basis. But I also know that it's a good life. Farm Credit has been a part of my story for 37 years. Although I had a 10 month break of service in the mid-1980's, it didn't take me long to figure out that Farm Credit was where I was supposed to be. I feel that Farm Credit was the place I grew up since I accepted a position at the young age of 20. Throughout the journey and many life changes, including getting married and starting a family, I had the opportunity to work with three Associations in North Carolina, Tar Heel, East Carolina and Cape Fear. During my career, I have made a lot of life-long friendships with fellow employees and customers as they have become a part of my extended family. Farm Credit has been a wonderful place to work and is good to their employees and customers, for that, I will always be grateful.

BECKY THOMPSON, LOAN AND CLOSING SPECIALIST AND 2018 RETIREE



Richard Ward (left) shows organic tobacco to Becky Thompson, Whiteville loan officer.



Becky Thompson, Whiteville loan officer, and Richard Ward view sweet potatoes.



Whiteville staff prepares for barbecue and chicken meal.

GIVING BACK IS IN OUR "JEANS"

In 2017, AgCarolina Farm Credit, Cape Fear Farm Credit and Carolina Farm credit were proud to announce the donation of \$26,000 from employees and directors for Hurricane Harvey and Hurricane Irma relief efforts. Farm Credit matched the employee funds for a total of \$52,000.

Cape Fear Farm Credit employees have the option to participate in "Jeans For a Cause" each year. The campaign requires a monetary donation from participating employees to a non-profit selected by the Senior Leadership Team. In 2017, participating team members donated towards the statewide initiative to raise funds for Samaritan's Purse to assist with Hurricane Harvey and Hurricane Irma disaster relief.

"I love that we are given the opportunity to participate in Jeans For a Cause. It is really rewarding to know that our contributions have helped so many people in our local communities."

~ CATHY KEENE, LOAN ACCOUNTANT

Hurricane Harvey and Hurricane Irma impacted many of the people, highways, homes, businesses and farming operations throughout the southern part of the United States, especially Texas and Florida. Samaritan's Purse set up five disaster relief units in Texas to equip staff and volunteers as they served residents recovering from Hurricane Harvey and its aftermath. Samaritan's Purse delivered critically needed supplies to storm survivors and affected families of Hurricane Irma.



"Being a CFFC employee has many great benefits and opportunities.

One example is the opportunity to participate in 'Jeans for a Cause,' which gives team members the chance to support charitable organizations by wearing jeans to work. I appreciate management and the Board of Directors allowing us to participate in such great causes."

~ SHARON NICHOLS, LOAN ASSISTANT IN RAEFORD, NC





From “Deep Run Roots: Stories and Recipes from My Corner of the South,” by Vivian Howard (Little Brown, 2016).



VIVIAN HOWARD'S *Roasted & Fresh Tomato Pie*

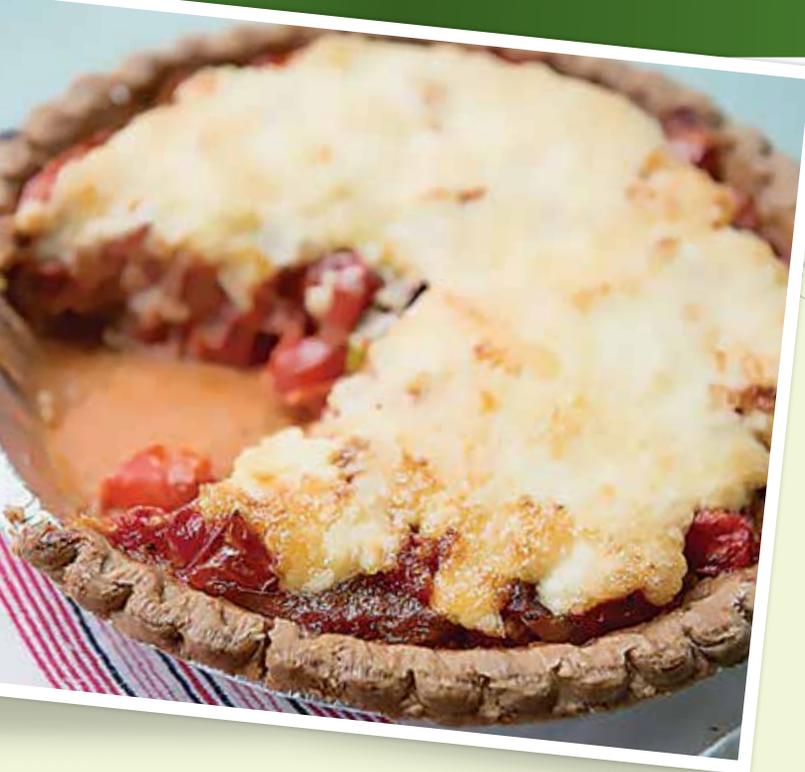
During the summer months, this tomato pie is one of the most popular items on Vivian Howard's menu at her restaurant, Chef & the Farmer. One slice and you'll know why.

Pie Crust

- 1 ¼ cups all-purpose flour
- 2 ½ teaspoons granulated sugar
- ½ teaspoon salt
- 6 tablespoons cold butter, cut into ½-inch cubes
- 2 tablespoons ice-cold water
- ½ teaspoon vinegar

Filling and topping

- 1 tablespoon butter
- 1 large yellow onion, halved and cut into julienne with the grain
- 2 teaspoons salt, divided
- 3 ½ pounds tomatoes, cut into ½-inch dice, divided
- 1 teaspoon granulated sugar, divided
- 1 teaspoon picked thyme
- 2 tablespoons extra-virgin olive oil
- 10 turns of the pepper mill or ½ teaspoon black pepper
- 1 cup picked basil leaves
- ½ cup mayonnaise
- 1 cup grated Fontina
- 1 cup grated Parmigiano-Reggiano



Make the crust

Place the flour, sugar and salt in the bowl of a mixer fitted with the paddle attachment. Mix on medium for a few seconds. Then begin adding the butter one cube at a time. Continue until the flour is speckled and crumbly. With the mixer still running, add the water and vinegar until just combined. Do not overmix. Lay roughly a 10x10-inch square of plastic wrap on the counter in front of you and turn the dough out onto it. Wrap the dough tightly in the plastic wrap and chill in the refrigerator overnight.

Bring the crust to room temperature. Dust your counter and rolling pin lightly with flour and roll the crust slightly larger than your pie pan. Lay the crust in the pan and press gently into its edges. Cut off the edges that hang over and discard. Freeze the crust in the pie pan for at least 15 minutes or until you're ready to blind-bake.

Preheat oven to 400 degrees. Lay foil or parchment paper on top of the crust and weigh that down with dried beans or rice. Blind-bake for 30 minutes.

Make the filling and topping

Preheat your oven to 375 degrees. In a medium saute pan or skillet, melt the butter and add the onions and $\frac{1}{2}$ teaspoon salt. Cook the onions over medium-low heat till they are deeply caramelized. This will take about 40 minutes. If your onions get away from you and burn a little, add $\frac{1}{4}$ cup of water to the pan, scrape up the overbrowned bits, and keep going. In the end, you'll have a scant $\frac{1}{3}$ cup caramelized onions.

Toss half the tomatoes with $\frac{1}{2}$ teaspoon salt and $\frac{1}{2}$ teaspoon sugar. Set them over a colander and let them drain while you get everything else ready, at least 30 minutes.

Toss the remaining tomatoes with $\frac{1}{2}$ teaspoon salt, the thyme, and the olive oil. Spread them out in a single layer on a sheet tray with as much room separating the individual pieces as possible. Slide the tray onto the middle rack of your oven and roast for 20 to 30 minutes. You're looking for the tomatoes to dry out and brown slightly.

Once all the individual components are done, stir together the onions, the fresh tomatoes, the roasted tomatoes, the remaining $\frac{1}{2}$ teaspoon salt and $\frac{1}{2}$ teaspoon sugar, black pepper and basil. In a separate, smaller bowl, stir together the mayonnaise, Fontina, and Parm.

Spoon the filling into your blind-baked crust and crown it with mayo-and-cheese topping. Bake in the middle rack of your oven for 30 minutes. You can serve this warm or at room temperature. Both have their virtues.

Makes a 10-inch pie.



2017 marked the first year of the Pull for Youth Sporting Clays Events. A donation of \$103,000 was split evenly between North Carolina 4-H and FFA from the Farm Credit Associations of North Carolina. Funds were raised in conjunction with the three Pull for Youth sporting clays events held across North Carolina with over 350 shooting participants and 150 volunteers.

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Carolina Farm Credit

- September 14, 2018
- Registration at 8:30 a.m.
- Start time at 9 a.m.
- Red Hen Reserve & Hunting Club
3720 NC Hwy. 268
Lenoir, N.C. 28645

AgCarolina Farm Credit

- October 5, 2018
- Registration at 9 a.m.
- Start time at 10 a.m.
- Rose Hill Sporting Clays Range & Hunting Preserve
3815 Rose Hill Lane
Nashville, N.C. 27856

Cape Fear Farm Credit

- November 2, 2018
- Registration at 9:30 a.m.
- Start time at 10 a.m.
- Drake Landing
3146 Chalybeate Springs Rd.
Fuquay-Varina, N.C.