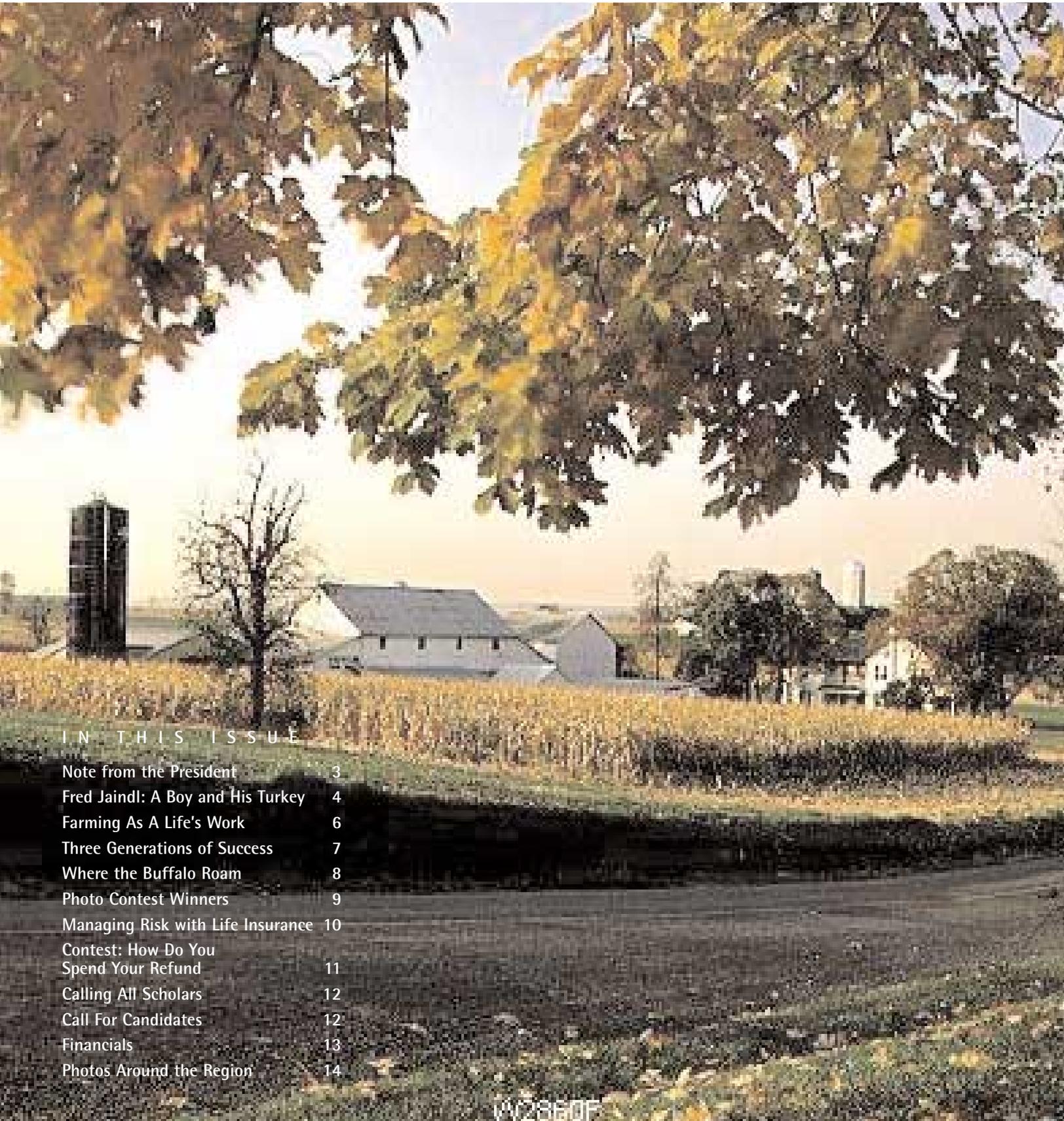




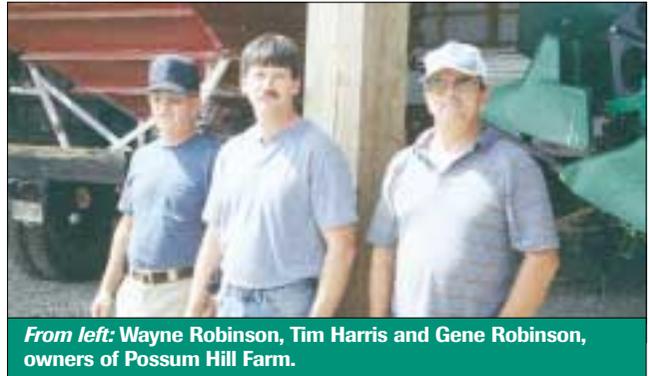
# LEADER



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# The sky's the limit with a lease from MidAtlantic.



*From left: Wayne Robinson, Tim Harris and Gene Robinson, owners of Possum Hill Farm.*

The owners of Possum Hill Farms in Federalsburg, Maryland lease a variety of equipment (trailers, dryers, sprayers, just to name a few) and buildings through MidAtlantic's leasing program.

"It works for our operation," states Wayne Robinson. "The flexibility and tax benefits are two of the reasons we've chosen to use leasing—it just makes sense."

From pick-up trucks to grain systems, MidAtlantic's leasing program has you covered. Set your expectations high—give one of our leasing representatives a call today to see if leasing may be a better option for your operation.

In Delaware and on Virginia and Maryland's Eastern Shore:

**800.573.3028**

In central Maryland:

**800.442.7334**

In southeastern Pennsylvania

**800.477.9947**

[midatlanticfarmcredit.com](http://midatlanticfarmcredit.com)



NOTE FROM THE PRESIDENT

In this issue, we've turned our focus to families who have used Farm Credit generation after generation. Farm Credit, as you know, was created by Congress in 1916 to give the ag community access to a secure and reliable source of credit. I'm very proud of our historic partnership with agriculture, and I want all of our borrowers to know that everyone here at MidAtlantic is committed to continuing that partnership in the future.

Whether you've been in farming for generations, or have just struck out on your own in this business, you know that this year's drought has been devastating for many of our members. We all know that farming is a risk—we can try to lessen that risk through proactive measures such as irrigation and crop insur-



ance—but sometimes, despite our best management efforts, bad luck and timing catch up with us. Here at MidAtlantic, we're committed to helping good business operators get back to better times. If you are under financial stress as a result of this year's weather conditions, I hope that you will call us immediately, so that we can work with you to get back on the right track. When I say that we're a partner for rural America, I mean it—in periods of hardship as well as periods of prosperity.

For over 85 years, it's been a priority for MidAtlantic to understand agriculture and its business cycles. Many of our staff members grew up on family farms, or own farms themselves. I personally was raised in Garrett County, Maryland on a 700-head beef and cash grain operation. My father and his cousin managed our farm, as well as satellite operations in Somerset, Greene and Fayette Counties in Pennsylvania, so I know the commitment necessary to create a successful farming venture.

That's why I'm so impressed with the stories in this month's *Leader*. We've featured families that have been with Farm Credit for years, and have introduced their children (and sometimes their grandchildren!) to our services. I've said

before that we're committed to all aspects of agriculture—from large agribusinesses to smaller part-time farms to rural homeowners. Sometimes we have financed the farm for the parents, and a home for the children. Other times, the children have opted to come back to the farm, and expand its operations.

No matter what the particulars are of your operation, the entire staff of MidAtlantic is committed to your success, and to helping your dreams come true. And we'll be committed to that for future generations as well.

Bob Frazee  
President  
MidAtlantic Farm Credit

# EVENT SCHEDULE



Nov	Event	Place
26	MDIA Annual Meeting	New MidWay, MD
Dec	Event	Place
3-4	MAFC Open Houses	See page 9
8-11	Maryland Farm Bureau Convention	Ocean City, MD
10	Lebanon County Farm City Banquet	Lebanon, PA
11-12	Delmarva Ag Expo	Salisbury, MD
24-25	Christmas Holiday	MAFC offices closed
Jan	Event	Place
1	New Year's Day	MAFC offices closed
5-10	Pennsylvania Farm Show	Harrisburg, PA
7-8	Eastern Shore Ag Conference	Bell Haven, VA
7-9	Keystone Farm Show	York, PA
8-10	Mid-Atlantic Nursery Trade Show	Baltimore, MD
8-10	Delaware Vegetable Growers Meeting	Harrington, DE
15	Mid-Winter Farm Meeting	Westminster, MD
16-19	Maryland Horse Expo	Timonium, MD
17	Future Harvest	Hagerstown, MD
20	Mid-Atlantic Horticulture Short Course	Virginia Beach, VA
31	Vegetable Producers Meeting	Upperco, MD
Feb	Event	Place
4-6	Mid-Atlantic Fruit & Vegetable Convention	Hershey, PA
17	President's Day	MAFC offices closed
28-2	Pennsylvania Horse Expo	Harrisburg, PA

# A BOY AND HIS TURKEY

*Fred Jaindl met his first turkey at age five.*

*Neither Fred nor the turkeys have been the same since.*

by Albert Schramm

It was 1932 and times were tight. Depression had settled over the land when John Jaindl bought five acres of prime Pennsylvania farmland and five turkey poults. For son Fred, those five poults were the beginning of a personal quest as much as the start of a lifelong career. The years since have seen Jaindl branch out into land development and banking, but turkeys remain at the heart of the Jaindl Family Farms' business. And close to Fred's heart, too.

In the early years, Fred and his father worked hard to make the turkey a profitable crop. After a break to serve in World War II, Fred helped his father to steadily enlarge both farm and flock, taking every advantage to acquire more land. Just after the war, the Jaindls were farming about sixty acres and producing a crop of about 2,500 turkeys per year. By the time Fred bought his father's share of the family business in 1965,



MAFC's Ken Lewis (far right) joins, right to left, Patricia, John, Mark, Catherine, Fred and David Jaindl with some of their flock. Daughters Mary Ellen and Alice were out of town when this photo was taken.

the farm had grown to 500 acres and the flock had expanded to more than 200,000 birds.

### The Designer Turkey

Fred's skillful stewardship of the family business led to swift, secure growth. Jaindl Family Farms now owns nearly 13,000 acres throughout Lehigh, Berks and Northampton Counties. Some of the land is targeted for development by the Jaindl Land Company, but the bulk is in 175 separate farms devoted

to producing feed grains for the 750,000 turkeys that the Jaindls now market each year. The Jaindls raised up to 1,000,000 birds annually, but reduced the number to better manage and maintain the high quality of their final product. Jaindl also owns Schantz Orchards, wholesaling peaches, cherries and over 50,000 bushels of apples annually.

While he grew his various business operations, Fred pursued a singular idea about what a first-class, gourmet

turkey should be. He devoted his energy and skills to developing the Jaindl "Grand Champion" brand turkey that is marketed currently.

Today's Jaindl turkey is a unique bird. Compared with all other brands of commercial turkeys, the Jaindl turkey carries a far larger proportion of its weight in its extremely broad breast. An independent study carried out by a university found that, pound-for-pound, the Jaindl turkey's smaller wings, and shorter legs, and broader breast, puts up to 54% more white meat where it's easier to carve and serve. In addition, the Jaindl "Grand Champion" brand turkey is the only turkey certified by the USDA as a "lite" turkey—55% less fat and 25% fewer calories than other whole turkeys.

### A Turkey in the White House

No, that's not a political slur—every fall for the past thirty-five or more years, Jaindl has been selected by the



Unlike chickens, turkeys are hardy birds and the barns are open sided during much of the growing season.



The Jaindls operate a total of 219 turkey barns, each capable of producing more than 3,500 of the big birds.



Jaindl raises turkeys across a broad spectrum of processed weights—from eight through more than thirty pounds.

National Turkey Federation to provide the main course for the President's Thanksgiving dinner. Both Democrats and Republicans seem to agree about Jaindl's turkeys, and again this year, Jaindl Family Farms will ship two thirty-pound birds to grace the President's table. Though the national media event will show a fully feathered fowl frolicking for the cameras, the First Family and their guests will dine on prime "Grand Champions" from Jaindl.

### Talking Turkey

Every Jaindl "Grand Champion" Brand turkey starts out with a tiny measure of semen carefully harvested from select toms. Thinned and sanitized, the turkey semen is artificially introduced into carefully selected breeders. The 25,000 breeder hens lay up to 18,000 eggs per day, of which more than 95 percent are fertile. The gathered eggs are washed and sanitized within the first hour. They are then "set" into incubators that hold a total of 450,000 eggs. It takes 28 days for the turkey to hatch. Approximately 90,000 turkeys are hatched per week during peak season.

The poults spend ten days loafing around the nursery before they're put into their grow-out barns, each of which has been sanitized, scrubbed clean and standing empty for a few months. All new straw bedding and a thoroughly sanitized barn mean fewer problems with infection or disease spreading among the birds. Feeding and watering

are automatic, with each barn of turkeys ultimately consuming seven tons of proprietary feed every week. After 22 weeks, on average, the birds are ready for processing. Only one crop per year is raised and processed on a cycle that lasts, roughly, from the end of February through mid-December. The remainder of the year is devoted to preparing the nursery and cleaning and sanitizing the barns for the next crop.

Beginning in October, the first of three-quarters of a million big birds enters the Jaindl's on-site processing plant. Customers up and down the Atlantic coast await the arrival of the first of this year's "Grand Champion" brand or specialty selected custom labels, which include Bell & Evans, Wegmans Holiday Turkey, Whole Foods, and Genuardi. The turkeys receive minimal processing, and nothing is added—no basting or marinades, no fats or butter, real or artificial.

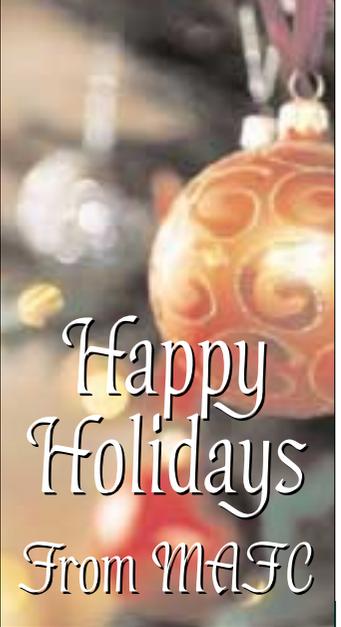
### Here, There and Everywhere

In order to support this huge crop of birds, the Jaindls cultivate more than ten thousand acres of grain crops on 175 separate farms spread across three counties: 6,000 acres of feed corn, 2,000 of soybeans, and another 2,000 in wheat. All of this produce is dedicated to the Jaindl's proprietary feed mills, making the operation largely self-sustaining. The only ingredients Jaindl buys outside his own supply chain are dietary supplements.

Fred Jaindl's seven children all participate fully in the family business. David Jaindl is the General Manager of the farm and President of Jaindl Land Company. His brother John runs the hatchery and oversees product distribution. Mary Ellen Jaindl is in charge of payables and the retail store. Alice Jaindl Brown manages wholesale sales and is the company nurse. Patricia Jaindl assists David and guides the company through various government compliance issues. Catherine Jaindl Leuthe handles retail real estate and settlements for Jaindl Land Company. She also works with turkey mail order sales. Mark Jaindl is President and CEO of American Bank, of which Fred is a founder and the largest shareholder. In addition, Mark acts as Jaindl Family Farms' CFO. Fred remains a very active CEO, keeping an experienced eye on every aspect of the family's business holdings.

Fred Jaindl might have been created by Horatio Alger, for his is the ideal American Dream, built upon merit, hard work and an eye for tomorrow. But Fred Jaindl is not a fictional character—he is real flesh and blood with a quick grin and ready wit. He built an empire upon the modest beginnings of his father, and when he decides to retire, he will hand off an extensive, diversified and thriving family business to his heirs.

For additional information, check out the Jaindl website at [www.Jaindl.com](http://www.Jaindl.com). ❖



Happy Holidays  
From MAFC

## OPEN HOUSES

Join us for cookies and punch and good cheer by the bunch!

No, we won't be featuring a turkey from Jaindl's, but there will be lots of fun to be had at our annual open house. Please take a moment from your holiday rush and slow down with some friends and fellowship at your local MidAtlantic office. Join us on December 3 or 4, from 10:00 to 3:00. We'll have cookies, punch, door prizes, and lots of holiday cheer at each of our offices this year.

And don't forget—if you're eligible for a revovement check, it will be wrapped and waiting for you to pick up, just like a special gift from Santa.

We hope you can join us—we look forward to seeing you!

MAFC Open Houses  
December 3 & 4  
10:00 – 3:00

# CONTINUING A FAMILY FARM TRADITION FOR CHARLES NEVIUS

IS A LIFE'S WORK

by Jack Curry

There's an old adage that if you get a little dirt under your fingernails from tilling the soil you'll never leave the land. There's truth in that saying for Charles Nevius as he continues a family farming tradition that he traces back to the early 1800s in Perry County, Pennsylvania.

Today, Charles and Theresa, his wife of 51 years, and their son Charles Lee carry on that tradition, farming 250 acres and operating a 100-cow dairy in Carroll County, Maryland. The senior Nevius' father and brother purchased the farm in 1944 with a Federal Land Bank loan. That action also fostered another Nevius family tradition, one of returning over the years to the Federal Land Bank and Production Credit Association (both predecessor organizations to Farm Credit) and now to MAFC to finance land purchases, barns, silos, equipment, and homes.



Bill Schrodell surprised the Nevius family when he brought them a file containing original 1944 loan documents signed by Charles Nevius' father Vincent. Vincent Nevius purchased the 128-acre farm in partnership with his brother for \$7,500 with the help of a Federal Land Bank loan. *Left to right:* Charles and Theresa Nevius, son Charles Lee Nevius, and Bill, account executive in MAFC's Westminster office.

farm oriented lending people in this area; they'll lend farmers money for things regular banks wouldn't touch. My Dad said that numerous times and it's still true today."

Although none of the Nevius' four daughters are involved in farming today, the Farm Credit linkage continues with daughter Teri's participation in MAFC's Country

## Spanning the Generations

Charles Nevius has experienced much over his 72 years and through it all, the farm and the lifestyle it provided his family remained his focus. It was not always easy; in fact, it seldom was easy and Nevius credits his parents, wife Theresa and their five children for helping operate the farm.

"Years ago, I worked the night shift at Black and Decker, then came home and farmed,"

Nevius recalls. "Part of that time I attended Penn State's York campus and earned my college degree while working full time at Black and Decker and running the dairy, too."

Theresa remembers those years, saying: "You can't imagine how hard it was to try and keep five kids quiet so Charles could get a little sleep before heading off to class and then on to work. But it was a fun time with the girls juggling their schedules and classes, working in time for homework and milking."

"Farming has been my life," muses Nevius. "It's true: I worked for Black and Decker for 31 years, but all that time it was my aim to get back to the farm," he says.

## Lender of Choice

Addressing the subject of the Nevius family's nearly 60-year relationship with Farm Credit, Nevius says, "Farm Credit stands out as the most

Mortgages program. Son Charles Lee, who assumed primary responsibility for operating the farm in 1994, also views MAFC as the lender of choice whenever needs arise.

When asked what influenced his children to go to MAFC for their financial needs, Nevius is quick to reply. "Me," he firmly states, "because whenever they needed financing I told them Farm Credit is the place to go. I go there, my father and uncle went to them and now my kids. I guess we passed that practice down through the generations."

Charles Nevius is an interesting character that delights in regaling visitors with stories of his life's many experiences. But two things particularly stand out about him, his commitment to farming and preserving the land and his dedication to his family. It's a family farm tradition that continues for the Nevius', generation after generation. ❖



A stately pre-Revolutionary era brick home is the focal point of Charles Nevius' 250-acre farm near Westminster, Maryland. Built from bricks manufactured on the property, the house features solid walls, five bricks thick.



Charles Nevius cares for his dairy herd and keeps improving it genetically by using embryonic implants. He also takes pride in the 100-cow dairy's daily 6,000 to 6,500 pounds of milk production.

PAST, PRESENT AND FUTURE

# FAMILY MATTERS

A STORY OF THREE GENERATIONS' SUCCESS

by Jennifer Stum

Many baby boomers are assuming more of a leadership role in their family businesses than ever before. Even though the role of the prior generation may be changing, they're not washing their hands of the business just yet; in some capacity, most are staying involved. Stanley Collier, Sr. of R. Stanley Collier & Son, Inc. is no exception. At eighty-seven, he's handed over the reigns of the family farm to the next generations, but is far from being out of the business.

### The Generations Three

Stanley Collier, Sr. has three children, two daughters and a son. Stanley Jr., his wife Faye, and their son Tom are all active in the operation as is Stanley Sr.'s other grandson, Jeff Trice. Jeff is the son of Stanley Sr.'s daughter, Elaine, and her husband Sam Trice. They make their living running the operation that Stanley Sr. literally built from the ground up over fifty years ago. Stanley Sr. had a dream



The past, the present and the future of the Collier operation: (left to right) Tom Collier, Stanley Collier, Sr., Stanley Collier, Jr., and MAFC account executive Paul Shipper.

from a very young age, probably as young as twelve years old, that he wanted to be a farmer. About four years later (approximately 1931) with some mentoring from his grandfather and the small donation of a cow and a pig from a nearby neighbor, Stanley Sr. was determined to make his start.

In the beginning, Stanley Sr. farmed mostly rented land, and by the time he was twenty-four, he was farming over 500 acres and milking about 30 cows. Around 1945, he decided that it was time to purchase a farm of his own, so Stanley Sr. bought a series of adjacent farms off of Route 50 in Maryland. Over time, Route

50—a main thoroughfare to Ocean City, Maryland—became very heavily traveled; as a result, the family decided to move the operation to the current Harrington, Delaware location. “The traffic made it difficult and dangerous to get equipment from place to place,” says Stanley Jr. That was three years ago. Today, the family farms about 1000 acres and milks about 225 cows at the Harrington location.

### Deep Roots with Farm Credit

Stanley Sr., who served as a Farm Credit director for about fifteen years during the 1970s and 1980s, tells the story of how he became acquainted with the cooperative. Interestingly enough, it was through his grandfather, who was distantly associated with Farm Credit as a government appraiser back in the early 1920s. From the beginning, Stanley Sr. dealt with Farm Credit, obtaining the money he needed to go one step further in fulfilling his

dream of farming. The family continues to use Farm Credit today because of the “strong relationship and high level of service,” says Stanley Jr.

The person responsible for providing that high level of service is Paul Shipper, account executive at the Dover branch of MidAtlantic Farm Credit. Paul began working with the Colliers almost two years ago, when Lloyd Webb, their MidAtlantic Farm Credit loan officer at the time, began serving as regional manager for the newly formed association. “The Colliers are a family that pays attention to the details. They strive to stay very educated in their industry, and they are savvy, always using the best management practices,” says Paul. Surely, those are the qualities that will ensure that the operation Stanley Sr. worked so hard to build will be passed on for many generations to come. ❖



During a severe drought year the Colliers have relied on irrigation to grow a sufficient corn and soybean crop to feed their herd.



In addition to her duties as bookkeeper for the operation, Faye Collier works to keep the grounds looking beautiful.

# TATANKA!

*“O, give me a home, where the buffalo roam...”*

by Albert Schramm

There’s no sagebrush. No tumbleweed. And nary an antelope in sight. But of buffalo, there’s aplenty. Big, shaggy humpbacks, shambling up the slope to snag yet another apple from the latest tourists.

Gary Bloom’s first forty years were marked by successful but unsatisfying ventures. He tried his hand at lots of things—from go-carts to auto transmissions—but nothing had that special spark. Then Bloom discovered the buffalo. It was ten years ago that Bloom first turned to MidAtlantic Farm Credit to finance his 26-acre Tatanka Farm in Street, Maryland, and he has not looked back since. Gary Bloom is having the time of his life.

## Keeping Ancient Traditions Alive...

Bloom hosts school field trips for a number of local school districts to expose children to Native American cul-

ture and crafts. He caters weddings, reunions, scout outings, pow-wows and other assorted social gatherings on the farm. He offers a wide range of menus from steamed crabs to Cajun fried turkey, but bison is always near the center of his menu plans. He also offers for sale a wide array of Indian artifacts made from the buffalo, all of which are made in the traditional manner by hand on the farm. From rattles to robes, hides tanned into full-scale rugs, even dried and sun-

bleached bison skulls—all can be found at Tatanka Farm.

## ...with an Eye to the Future

Bloom has two daughters, Amy and Emily. Emily attends college and will have a future site on the farm. Amy and her fiancé, Matt Moffitt, purchased a subdivision and are now building their own home on a wooded ridge at the far side of the property. Amy, a mental-health professional with a Masters degree, and Matt, a journeyman well-driller, will

be married by the time this article appears, and their new home is now under roof in a secluded glade. As a long-time MAFC customer, Bloom naturally recommended the lender to the young couple. Now Country Mortgages by Farm Credit is providing the construction financing for Matt and Amy, even though neither is a farmer. The loan will convert to a conventional residential mortgage once the newlyweds take possession this fall.

“Amy and Matt are building a beautiful home with some unique features,” notes Sherry Gentry, Country Mortgages account executive. “We’re always eager to work with young couples just starting out, and many people don’t know we offer residential mortgages to non-ag folks.”

Theirs is an energy-efficient house in a beautiful, wooded location. In addition to hearths and wood stoves as energy savers, Matt used his drilling expertise to choose a geothermally-boosted central heating system. Two wells draw water from more than 420 feet beneath the house—water that is already above 50° Fahrenheit, even in the depths of winter. In addition, the innovative structure features lots of future expansion capability as Amy and Matt develop their own plans for expansion in the years ahead.❖



From left, Gary Bloom with Sherry Gentry of MAFC, Matt Moffitt and Amy Bloom, with friend Hattie on the unfinished porch of their new home. Youngest daughter, Emily, not available for photo.



These two young buffalo have a way to grow before reaching their full potential.



Amy and Matt’s new house is deep in the woods at the high end of Tatanka Farm.

# PHOTO CONTEST HELD IN HOWARD COUNTY



**First Place Photo Contest winner: Sue Neri, Columbia, MD**

MidAtlantic Farm Credit co-sponsored this event with the Howard County Economic Development Authority. The theme of this year's contest was 2002 People, Places and Products of Howard County Agriculture. We are pleased to print the top four winners in the competition.



**Second Place: Natalie Harvey, Columbia, MD**



**Third Place: Sue Neri, Columbia, MD**



**Honorable Mention: Betty Rippel, Ellicott City, MD**

## ...AND THE WINNERS ARE



It was a photo finish for the winners in our calendar photo contest. We received a lot of great photos and trying to select 13 was difficult. Listed to the right are the names of those whose photos will appear in the calendar for 2003.

Our entries were so fantastic, we plan to make this an annual tradition. Keep those cameras clicking—again, we had some beautiful farm scenes and we look forward to judging your entries for our 2004 calendar. The 2003 calendar is now available at any of MAFC's offices. Stop by and pick one up (maybe during our open houses?) or call your local office to have one mailed.

- Jeff Little, Jefferson, MD**
- Jason Fry, Milford, DE**
- Kelly Wilson, Parkton, MD**
- Reuben Goetzl, Adamstown, MD**
- June Leppo, Finksburg, MD**
- Dana Lynn Cessna, Clearville, PA**
- E. Daniel Leatherman, Hamburg, PA**
- Tara Roberts, Knoxville, MD**
- Levi F. Glick, Christiana, PA**
- Ida E. Risser, Leola, PA**
- Marlene Stutzman, Kutztown, PA**



## PLAN TO ATTEND MAFC'S 2003 STOCKHOLDERS' MEETINGS

April is a long way off, but it is never too early to mark your calendar to attend one of MAFC's Stockholders' Meetings. They always offer good food, fellowship with other members and the staff of Farm Credit, and an opportunity to hear first-hand an update on your cooperative's plans.

This year, we've moved some meetings to new venues, and combined several of the previous meeting sites to take advantage of some great deals on larger administration. Our goal in doing this was to have meetings in the most convenient locations for all our members, and to be able to offer high quality food and facilities for everyone.

We hope you'll join us at the meeting nearest you.

The meeting schedule follows:

**Tuesday, April 1**  
Delmarva Convention Center  
Delmar, MD

**Wednesday, April 2**  
Modern Maturity Center  
Dover, DE

**Thursday, April 3**  
Yoder's Restaurant and Buffet  
New Holland, PA

**Monday, April 7**  
Shoemakersville Fire Hall  
Shoemakersville, PA

**Tuesday, April 8**  
Holiday Inn Select-Baltimore North  
Timonium, MD

**Wednesday, April 9**  
Walkersville Fire Hall  
Walkersville, MD

HOW LIFE INSURANCE CAN HELP

# GENERATION TO GENERATION

KEEP YOUR DREAMS ALIVE



by Sheila Dunn,  
Minnesota Life Insurance Company

This year's harvest... your next equipment purchase or building improvement... your next family wedding or expected birth... life insurance planning...

All of the above except the last one are probably common table talk during family get-togethers. In fact, life insurance is something that most of us would like to avoid discussing altogether.

But that doesn't make the need for careful financial planning go away. You might think you have enough insurance, but if your farming operation is carrying too much debt, it could force your heirs to sell or divide it in order to pay creditors and estate taxes.

Even if your children don't want to "take over" the farm when you're gone, it would be a shame to lose this valuable asset you've worked so hard to build for them.

Life insurance can help your loved ones steer clear of this situation. Your beneficiary can use it to:

- ◆ **Pay off** or reduce debt on your farm.
- ◆ **Fund** your children's education.



## How much Life Insurance do you need?

Take these questions into consideration:

- ◆ How long do you want to provide for your family?
- ◆ Would you want your family to be able to pay off your mortgage? Other farm debt?
- ◆ What is your monthly vehicle payment?
- ◆ What are your monthly expenses for groceries, electricity, gas, telephone, cable TV and other expenses?
- ◆ Do you have other outstanding debt such as credit card or department store charges?
- ◆ Do you want to pay for your children's education—(estimate \$10,000 for state school and \$20,000 for private education per year, per child)?

- ◆ **Provide** living expenses for your loved ones.

As a MidAtlantic Farm Credit member, you have access to several programs created to meet your insurance needs. Among them:

- ◆ **Mortgage or credit life insurance:** pays off or reduces your mortgage when you die.
- ◆ **Premier term life insurance:** affordable insurance for a specified term that allows you

to renew for subsequent terms at reasonable prices - without showing proof of insurability.

- ◆ **Advantage term life insurance:** very competitively priced premiums, guaranteed for a period of ten or 20 years.

## How Much Life Insurance do you Need?

Some financial experts suggest carrying life insurance equal to five times your annual living expenses to protect your

surviving spouse and maintain your family's current life style. It's also recommended you carry life insurance equal to one times your annual living expenses for each child under age 18. Finally, it's a good idea to include enough life insurance to protect your existing Farm Credit loans.

## Your Farm Credit Association can Help you Preserve your Dreams

Your account executive at MAFC can help you decide which type of insurance is best for your situation. Call or stop in today!

## Helping Farmers Protect their Livelihoods Since 1954

*Minnesota Life has served generation after generation of farm families with life insurance offered through Farm Credit Associations. Founded in 1880, Minnesota Life serves millions of people with a wide range of insurance and investment products for individuals, families and businesses.*

*For more information or to use our online insurance needs calculator, see our website, [www.fc lifenet.com](http://www.fc lifenet.com).*

# Planned Giving

Fulfilling your charitable wishes and enhancing your personal economic security are an integral part of an estate plan. A substantial gift to your state youth programs can become part of the plan. The vehicles are numerous: Charitable Trusts, Gifts in your Will, Life Insurance, Gift Annuity, Revocable Living Trust, Life Estate Agreements. The state foundations are willing to work with your estate planning professional, tax advisor, attorney, investment broker trust officer or life insurance agent in meeting your goals. If you are interested in obtaining additional information contact the FFA Foundation or the 4-H Foundation in your state.



## FFA Foundations

### Delaware

Karen Hutchison  
*State FFA Advisor*  
 Department of Education  
 PO Box 1402  
 Dover, DE 19903-1402  
 302.739.4681  
 302.739.7645 (fax)  
 khutchison@doe.k12.de.us

### Maryland

Patricial D.H. Hummel  
*Gift Planning Consultant*  
 PO Box 3241  
 Silver Spring, MD 20918-3241  
 410.549.0939  
 hummelp@msn.com

### Pennsylvania

Kerry Hoffman Richards  
*Secretary*  
 PO Box 10493  
 State College, PA 16805  
 814.865.2134  
 814.867.9230 (fax)  
 kmh14@psu.edu

### Virginia

Carrier Monger  
 PO Box 472  
 Bridgewater, VA 22812  
 540.828.1117  
 clmonger@adelphia.net

## 4-H Foundations

Joy G. Sparks  
*State 4-H Leader*  
 113 Townsend Hall  
 Newark, DE 19711  
 302.831.2509  
 jsparks@udel.edu

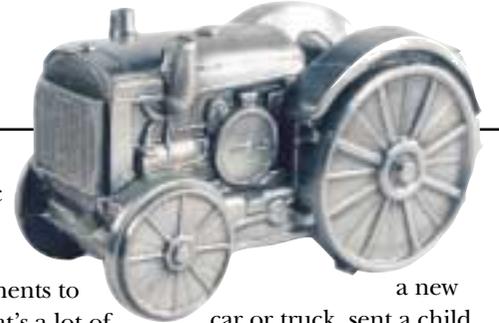
Robert K. Cooper  
*Executive Director*  
 8020 Greenmed Drive  
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 Richmond, VA 23226  
 804.662.7290

MONEY, MONEY, MONEY!

# TELL US HOW YOU SEND YOUR PATRONAGE REFUND



Last year, MidAtlantic distributed over \$17.5 million in patronage payments to our members. That's a lot of dough! In fact, some of our members tell us that being a part of our cooperative is like being a kid on Christmas morning—opening those patronage payments and distributions twice a year.\*

We know you love receiving your patronage check, but we're curious how you spend it. Whether you took that vacation to Disneyland that you've always wanted to take, bought

a new car or truck, sent a child to college, paid off some of those nagging bills...tell us. If we use your story in the future, we'll send you this pewter tractor bank (in case you'd like to save some of the money from your refund this year!)

For your convenience use the form below. If you need extra space, attach a separate sheet of paper. Deadline for submissions is December 31, 2002.

Please print or type:

Name: \_\_\_\_\_

Telephone (include area code): \_\_\_\_\_

Address (Street, PO Box, City, State & Zip Code): \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Here's how I spent my refund (we've been making patronage payments since 1991; your favorite story does not have to be from this year):

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Send your story to: MidAtlantic Farm Credit  
 Patronage Story  
 PO Box 687  
 Avondale, PA 19311

\*As always, patronage payments are based on a variety of factors, and—although our past payment history has been great—they are not guaranteed. Members of the former Keystone Farm Credit association currently receive patronage refunds only; revolvment payments will begin in 2003.

# CALLING ALL SCHOLARSHIPS

*How are you going to pay for college?*



**M**idAtlantic Farm Credit has recently put the final touches on our scholarship program. We have revised the program in order to make more scholarships available to applicants. This year we will offer three \$2,000, three \$1,000, and three \$500 scholarships for use at two-year or four-year college or technical schools.

This scholarship is limited to members or the children of current MAFC members, regardless of the field of study they choose. Our goal is to promote education among

our youth regardless of their major or concentration, to help ensure a qualified workforce for the future.

Your local branch office has official applications for the scholarships; please contact them for a copy. You can also apply online by

visiting MAFC's website at: [midatlantic-farmcredit.com](http://midatlantic-farmcredit.com). All applications must be received on or before January 31, 2003 to be eligible for the award.

Check out the selection criteria below, and then start working on your entry. *Good luck!*

## SELECTION CRITERIA

- Applicants must be high school seniors, or currently enrolled in a two- or four-year institution. They, or their parent(s) or guardian(s) must be members of MidAtlantic Farm Credit.
- Relatives of MidAtlantic Farm Credit employees are not eligible.
- MidAtlantic Farm Credit will award (3) \$2,000, (3) \$1,000, and (3) \$500 scholarships.
- The applicant must plan to attend, or continue attending a two- or four-year college or technical school on a full-time basis.
- Selection will be based on the applicant's record of scholastic achievement and extracurricular activities without regard to race, sex, religion, or financial need.
- The scholarships are not renewable.
- Selection of recipients will be the responsibility of MidAtlantic Farm Credit.



## CALL FOR CANDIDATES

**W**e're all lucky to be part of a strong, stable cooperative that has returned millions of dollars to its members in the past few years. One of the keys to our success has been a strong, visionary board of directors.

Our nominating committee is currently starting the process of finding members willing to run for open seats on our board\*. Board elections will be held in April, at our annual meetings (see p. 5 for more information).

If you would like to be nominated as a board candidate, or know someone who would, please contact MAFC's board secretary Laura Bailey at 800.477.9947, or contact a member of the nominating committee, listed below. We will also accept candidate names at each of our open houses in December, so be sure to ask for the sign-up sheet as you linger over cookies.

Come and be a part of the future of MidAtlantic!

### **Nominating Committee**

#### *Central Maryland Election Region:*

Jesse L. Burrall, Sr.  
Steven L. Wilson

#### *Chesapeake Election Region:*

Raymond T. Harrison, III  
William M. Knight, Jr.

#### *Delaware Election Region:*

Leroy Allen Messick, Jr.  
Benjamin H. Tull

#### *Keystone Election Region:*

Stephen R. Burkholder  
Dean L. Groff

#### *Marva Election Region:*

Susan B. Arnold  
Lewis Quinton Riley

\*All board candidates must meet eligibility requirements, as outlined in our Association bylaws.

<i>(dollars in thousands) unaudited</i>	<b>For the three months- ended June 30,</b>		<b>For the six months- ended June 30,</b>	
	<b>2002</b>	<b>2001</b>	<b>2002</b>	<b>2001</b>
<b>Interest Income</b>				
Loans	\$19,337	\$21,900	\$38,592	\$44,180
Other	7	4	13	7
Total interest income	19,344	21,904	38,605	44,187
<b>Interest Expense</b>				
Notes payable to AgFirst Farm Credit Bank	13,027	14,669	26,159	29,931
Net interest income	6,317	7,235	12,446	14,256
Provision for (reversal of) loan losses	600	500	1,575	500
Net interest income after provision— for (reversal of) loan losses	5,717	6,735	10,871	13,756
<b>Noninterest Income</b>				
Loan fees	356	355	631	590
Fees for financially related services	36	37	120	83
Gains (losses) on other property owned, net	—	697	—	680
Miscellaneous	11	726	1,811	809
Total noninterest income	403	1,815	2,562	2,162
<b>Noninterest Expense</b>				
Salaries and employee benefits	2,706	1,869	5,227	3,727
Occupancy and equipment	341	341	673	683
Insurance Fund premium	90	—	180	—
Other operating expenses	976	984	2,020	1,822
Total noninterest expense	4,113	3,194	8,100	6,232
Income before income taxes	2,007	5,356	5,333	9,686
Provision (benefit) for income taxes	(288)	(618)	2,431	(974)
Net income	\$ 2,295	\$ 5,974	\$ 2,902	\$10,660



# AROUND THE REGION



1

photo by Angel Carrier

**1. Going for a Test Drive:** JB Towers of Denton, MD wanted to take this shiny tractor for a test drive at the Queen Anne County Fair.



2

photo by Holly Richard

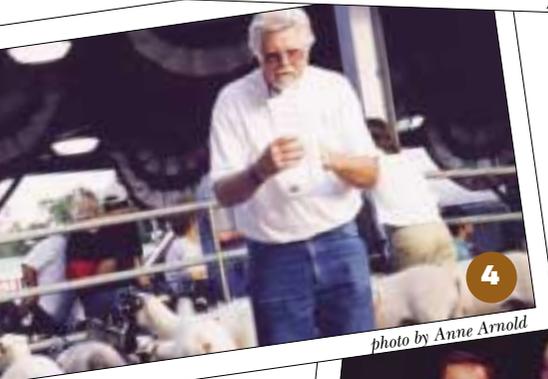
**2. Kicking Back:** Brent and Julie Stinar, along with their son Gray, (seated) relax in their new Cracker Barrel rocking chairs, courtesy of Country Mortgages by Farm Credit. The couple were the winners of a promotion sponsored in the MidMaryland area. Account executive Michelle Trumpower (standing) say they are going to need to relax after two years of renovation to their 19th century home.



3

photo by Holly Richard

**3. Ready to Eat:** Over 40 farmers and spouses attended the Ag Progress Days bus trip, coordinated by MAFC and the Baltimore County Extension office. It was a full day of field demonstrations, hands-on exhibits and over 350 commercial displays. The group stops for a photo before dinner at the Family House Restaurant.



4

photo by Anne Arnold

**4. And the Winner is:** Chuck Cramer presenting awards during the Montgomery County (Maryland) Fair.

**5. Supporting FFA and the Youth of Agriculture:** In September, the Maryland FFA Foundation, Inc. awarded MidAtlantic Farm Credit with the 2002 Sponsor of the Year Award. For over 18 years, Farm Credit has supported FFA in various programs and sponsorships. Accepting the award was (left to right) Bill Schrodel, Account Executive; Bob Stabler, MAFC Vice Chairman; and Boyd Robinson, MD FFA Foundation, Inc. Chairman.



5

photo by Holly Richard

**6. Gathering at the Farm:** MAFC gave its Eastern Shore members the opportunity to talk to a local candidate on August 26 at the farm of Doug Scott in Hurlock. From left: AgFirst Vice President Nick McNair, MAFC director Howard McHenry, MAFC President & CEO Bob Frazee, Congressman Wayne Gilchrest, MAFC directors George Bundick, Ron Wade, John Hastings, D. Wheatley Neal, Fred West, Fred Moore, Wayne Lambertson, Doug Scott, Farm Credit Council President Ken Auer, and MAFC director Lingan Spicer.



6

photo by Angel Carrier



**7**  
photo by Bob Evanchalk

**7. Is it a Winner?:** Bradley Fidler with his dairy beef animal. Bradley is the grandson of MidAtlantic Farm Credit members Stanley and Joan Fidler of Friedensburg, Schuylkill County (PA).



**8**  
photo by Bob Evanchalk

**8. 4-H Girls:** (Left to right) Jessica Pacentia, Scarlett Hester, Kelly Kramer, and Paula Lengle prepare themselves for the market goat competition at the Schuylkill County (PA) fair.



**9**

photo by Laura Strite

**9. Tough Job:** (left to right) Sara Wiles, Alternate Maryland Dairy Princess; Jaime Weddle, Washington County Farm Bureau Queen; Bradley Wiles, Washington County dairy farmer and MAFC member; and his daughter were the lucky judges of this year's Ice Cream Churning Contest at the Washington County Ag Expo. With all the great contestants and flavors, it was definitely a hard decision to make.



**10**

photo by Bob Evanchalk

**10. Reflections:** Emily Schaeffer of Bernville, PA takes time to reflect on the activities during the Schuylkill County (PA) fair. Emily belongs to the Blue Mt. 4-H Club.



**11**

photo by Angel Carrier

**11. At the races:** MAFC president & CEO Bob Frazee presents the official MD Million Waterford Bow to the winners of the MAFC MD Million race. *From left:* Wilmer Hostetter, MAFC Board Chairman, Bob Stabler, MAFC Board Vice-Chairman, Linda Frazee, Bob Frazee, owner Kennard Warfield, Jr., Mary Ellen Warfield; jockey Gus Brown, trainer Kevin Boniface.



**12**

photo by Kelli Wilson

**12. Rodeo Fun:** From left: Pat, Kenall, and Pam Harshman enjoy the activities at the J Bar W Ranch rodeo.

**13. Not Your Typical Farm Animal:** Heniz Wilms takes his alpacas for a walk around the Great Frederick Fair. These animals were just one of many that was exhibited in the City Streets, Country Roads display at the fair. Children and adults alike enjoyed visiting the many variety of farm animals.



**13**

photo by Holly Richard

**14. PAC'ing a Punch:** MAFC Director Mehrle Ramsburg (third from left) shows off the prize he won during AgFirst's annual meeting in Charleston, SC. Winners were chosen from directors who contributed to Farm Credit's Political Action Campaign fund. The AgFirst district contributed over \$63,000 to political campaigns last year.



**14**

Courtesy Photo

MidAtlantic Farm Credit, ACA

J. Robert Frazee, CEO

MidAtlantic Farm Credit  
Board of Directors

Wilmer L. Hostetter  
Chairman

Robert N. Stabler  
Vice Chairman

George E. Bundick Jr.

Millard E. Crum Jr.

James M. Garber

Gary L. Grossnickle

John J. Hastings

Dale R. Hershey

Walter C. Hopkins

M. Wayne Lambertson

Howard A. McHenry

Fred R. Moore Jr.

D. Wheatley Neal

Dale J. Ockels

Mehrle H. Ramsburg Jr.

Ralph L. Robertson

Mervin Sauder

Douglas D. Scott

Lingan T. Spicer

Kenneth L. Stutzman

L. Ronald Wade

Rodger L. Wagner

Fred N. West

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# LEADER

Published quarterly for stockholders, friends and business associates.

The Farm Credit Administration does not require the association to distribute its quarterly financial reports to shareholders. However, copies of its complete report are available upon request.

The shareholders' investment in the association is materially affected by the financial

condition and results of operations of **AgFirst Farm Credit Bank** and copies of its quarterly financial report are available upon request by writing: Patti Trotter **AgFirst Farm Credit Bank** P.O. Box 1499, Columbia, SC 29202-1499 Address changes, questions or

requests for the association's quarterly financial report should be directed to: MidAtlantic Farm Credit, ACA by calling 800.333.7950 or writing **MidAtlantic Farm Credit** P.O. Box 770 Westminster, MD 21158-0770

**Questions or Ideas** If you have any questions or ideas for the editorial staff of *The Leader*, contact Donna Dawson at 800.477.9947, e-mail her at [ddawson@midatlanticfarmcredit.com](mailto:ddawson@midatlanticfarmcredit.com) or write her at MidAtlantic Farm Credit, PO Box 687, Avondale, PA 19311-0687. This publication is for you, our reader. We'd love to hear from you if you have any thoughts to share.



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## Generation to Generation

For over 85 years, Farm Credit has financed generations of farms. Read about some of these stories in this issue.

