



15 S. Main Street
Mansfield, PA 16933
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Customer Spotlight



Rick and Veronica Mead, Sylvester Quality Meats

Sylvester Quality Meats is owned and operated by Rick and Veronica Mead along with their daughter. Rick is currently the 3rd generation on the family farm located in the hills of Westfield in Tioga County, PA. The farm consists of 250 acres with Angus / Simmental crosses grazing in the fields, and a USDA Federally inspected butcher shop, which the family opened to the public in 2007. The shop has the capacity to run 30 head of beef and 25 hogs per week, along with chickens, lambs and goats. The operation currently employs 12 and sells PA Preferred products and follows Beef Quality Assurance Guidelines. In 2015, Rick and Veronica opened a retail store that sells steaks, roasts, sausage and bacon. Congratulations, Rick and Veronica, on all your success!



We Put Farmers First



HAVE YOU HERD

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First Citizens Continues Growing Ag Division

In the last issue of **Have You Herd**, I wrote about our strength and commitment to Agriculture and our strategy to capitalize on this core competency through geographic expansion. The initial step in our expansion was a move into the agriculturally rich area of the Lebanon Valley with the acquisition of The First National Bank of Fredericksburg in December. I'm excited to report that we've continued our expansion by acquiring an experienced team of Ag Bankers to support our agricultural initiative; by opening an Ag Loan Production office in Winfield, Pennsylvania (what we refer to as our Central Region); and the opening of our 25th office in Mount Joy, Lancaster County later this year.

Success occurs when opportunity meets preparation. Our strength in Agriculture and our continued strong financial performance has prepared us for expansion. And when two regional banks that had a significant focus on Agriculture were acquired by a large national bank, we saw the opportunity to acquire key Ag lenders. These bankers appreciate our commitment to Agriculture, agree with our philosophy on personal service and flexibility, and have joined our team. Please take a moment to meet our team on page 3 of this newsletter.

What makes us so successful in Agriculture is the experience, passion and commitment of our people. Even though we bring years of experience to our Farmers each day, we realize every day provides a classroom for learning new things from new Agricultural markets and new Ag team members — and that benefits farmers in all of our markets.

Randy

Over 130 Attended 4th Annual Ag Forum!



Another successful Ag Forum was held at the Troy Fire Hall in Bradford County on March 8th, with over 130 in attendance! The Young / Beginning Producer panel (left) moderated by Jeff Harding from Elanco Animal Health, was a favorite, with each panel member sharing their operations' successes and struggles.

In addition to the panel, Dave Hardy from Organic Valley discussed organic milk, Dewey Shaffer of Country View

Family Farms gave a presentation on hog opportunities, and Handsome Brook Farm discussed poultry. Attendees were provided lunch and enjoyed networking with other participants. We look forward to planning next year's Ag Forum, and are considering expanding the forum to include an event in the Southcentral region!

Upcoming Events



7/1 - 7/31 - National Ice Cream Month

7/14 - 7/23 - Lycoming County Fair
Hughesville

7/23 - 7/30 - Lebanon County Fair
Lebanon

7/25 - 7/30 - Troy Fair
Troy

7/30 - 8/6 - Clinton County Fair
Mill Hall

8/1 - 8/6 - Potter County Fair
Millport

8/1 - 8/6 - Schuylkill County Fair
Schuylkill Haven

8/8 - 8/13 - Tioga County Fair
Whitneyville

8/16 - 8/18 - Ag Progress Days
Pennsylvania Furnace



Local Teen Crowned Tioga County Maple Sweetheart

Lyndsey Payne, daughter of Mansfield office manager, Kristina Bogaczyk, was crowned Tioga County Maple Sweetheart at the Potter-Tioga Maple Festival held in Coudersport, PA on May 7th. A Maple Sweetheart is crowned for each PA county, and Payne will compete against the others in August for the right to vie for the statewide PA Maple Sweetheart competition. Payne is a senior at North Penn-Mansfield High School in Mansfield. Congratulations, and good luck, Lyndsey!



Jim Dunn's Dairy Outlook

The decline in milk prices from last year has continued in 2016. After having a Pennsylvania all-milk price of \$18.18/cwt. for December 2015, we have had several months below that, including \$16.52 for April 2016 and an estimated \$16.32 for May. Milk prices are forecast to rise in the near future as warmer weather slows production. My forecast for the all-milk price for the remainder of 2016 averages \$18.28/cwt., which is \$0.33 below the same period in 2015. Western producers have contracting production with low returns and very hot weather. The Midwest has excess production as producers have expanded, especially in Michigan. New York is another state expanding milk production over 2015 by 5.3% for April over the prior year, with this growth almost entirely in milk per cow.

The US dollar, which has been very strong recently, hurts our ability to export dairy products and keeps milk prices lower than they would be otherwise. We are importing butter from Europe and New Zealand, which further depresses

domestic milk markets.

Although milk prices are low, feed costs are also expected to remain low. The world's supply of corn and soybeans is very large. That, along with the expensive dollar, is hurting exports of corn and beans, so prices for these feed ingredients should remain low.

It appears that dairy farm profits will improve considerably in the second half of the year. Much depends on the ability of farmers to produce good quality hay, which depends mainly on good local weather conditions. In 2015 this was a problem, and so far this year, weather has been full of extreme events elsewhere in the country. A prolonged wet period could hurt our hay production. The California dairy industry continues to struggle with a multi-year drought.

Since 1977, James W. Dunn has been a Professor of Agricultural Economics at Pennsylvania State University teaching and doing research and extension in the areas of agricultural marketing, agricultural policy, food industry economics, and trade, with an emphasis in agricultural markets and price risk management.



Meet the Newest Members of Our Ag Team



Blaine Fessler, a former Vice President of Agricultural Lending with Susquehanna Bank leads the team in our Central Region. Fessler, who has his BS in Agronomy from Penn State University, has been in Ag Banking for over 35 years.

Other members of the Central Team include Francis Strause, Kimberly Henninger and Dora Walter.

Francis Strause has 43 years experience with production, dairy, swine and poultry. He has a BS in Agricultural Business Management from Penn State University and spent the last 10 years as an Ag Lender at Susquehanna Bank. He and his wife currently operate a poultry farm in Northumberland County.

Henninger is the group's Ag Loan Credit Analyst, a position she previously held at Susquehanna Bank. Walter, who was with Susquehanna Bank in commercial sales support, provides administrative and customer support to the Winfield team.



Dwight Rohrer joined us in May as part of our strategy to strengthen our agricultural and commercial business focus in the Lebanon and Lancaster markets. Rohrer has been serving the business and agricultural community in Lancaster since 2003, most recently as Vice President and Ag Team leader for National Penn Bank in Lancaster where he managed a \$75 million loan portfolio and a team of Ag lenders. Prior to joining National Penn Bank, Rohrer served the Ag community at MidAtlantic Farm Credit and Mennonite Financial Federal Credit Union.

Joining Dwight is Sharon Ebersole, who has 30 years experience as a loan administrator, most recently with National Penn Bank.



Is your child / grandchild showing an animal or entering a food or handcrafted item at your local county fair this summer? If so, we'd love to feature him or her with the animal or item in our September issue! So, snap a photo and mail to First Citizens Community Bank, Marketing Dept., 15 S. Main St., Mansfield, PA 16933, or e-mail to: fccbinfo@firstcitizensbank.com by 9/2/16. If your entry is selected, we'll send you a prize!

Cook's Column

Strawberry Chantilly

Ingredients:

- 1 cup all-purpose flour
- 1/4 cup packed brown sugar
- 1/2 cup butter
- 1/2 cup chopped walnuts
- 2 egg whites
- 1 cup white sugar
- 2 cups fresh strawberries, or one 10 oz. package of frozen strawberries, thawed (decrease white sugar to 2/3 cup if using frozen berries)
- 1 cup heavy cream
- 1 tsp. lemon juice

Directions:

1. Preheat oven to 300 degrees.
2. Mix flour, sugar and butter until crumbly. Stir in chopped walnuts. Press two thirds of the mixture into the bottom of a 9 x 13 inch baking dish; reserve remaining crumble for the topping. Bake crust for 20 minutes and cool completely.
3. In a large, deep bowl, stir together egg whites, sugar, strawberries, and lemon juice. Whip with an electric mixer at high speed for 10 minutes.
4. In another mixing bowl, whip heavy cream until stiff, and fold into strawberry mixture. Spread over cooled crust and top with reserved crumble.

5. Freeze for six hours or overnight before serving.



Have a great farm-fresh recipe you'd like to share? Mail or e-mail a copy to us at:

fccbinfo@firstcitizensbank.com

