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COMMUNITY *Champions*



CENTER FOR DAIRY EXCELLENCE

Our recent donation of \$10,000 to the Center for Dairy Excellence will benefit the Center Foundation, including the education curriculums, internships and scholarships. Pictured Left-to-Right: Jason Landis and Sean McKinney (First Citizens Ag Lenders) Jane Seabright (Center for Dairy Excellence), and Jeff Bollinger (First Citizens Ag Lender)



PA FRIENDS OF AGRICULTURE FOUNDATION

The PA Friends of Agriculture Foundation received a donation from First Citizens to help support their Mobile Ag Ed Science Programs and Ag Education throughout the state! Pictured Left to Right: Chris Hoffman (Vice President, Pennsylvania Farm Bureau) Blaine Fessler and Chris Landis (First Citizens Ag Lenders) and Randy Black (First Citizens CEO and President).



JANUARY-MARCH, 2018

Welcome

LETTER FROM THE PRESIDENT

Randy Black—Success happens when opportunity meets preparation.

Customer SPOTLIGHT

Antler Ridge Winery | Rome, PA

Simple Philosophy—create the best wine with the best customer experience possible.

Fresh IDEAS

SKILLET BISCUIT POT PIE

Hearty, delicious, and easy to make. Try it—your family will love you for it!

Feature 1:

ROOF REPAIRS

The time to prepare for a busy farm season is when the plow is in the barn.

Feature 2:

RETIREMENT PLANS

The issue of family business transition is a major topic of discussion as farm businesses position themselves for continued success.

EMPLOYEE HIGHLIGHTS

Chris Landis
Sean McKinney
Patti Kirkner

EVENTS & STUFF YOU'LL WANT TO DO

COMMUNITY Champions

Donations to the Center for Dairy Excellence and The PA Friends of Agriculture Foundation.



President's Message

“Success happens when opportunity meets preparation.” – That’s a phrase I’ve used more than once in the past. Well, it’s time to bring it out and dust it off again because we’ve just been named by the American Banker Association as one of only two banks in

Pennsylvania to make the list of top 100 Ag Lenders in the country. Our commitment to being prepared makes this achievement possible.

We continue to add talent to our team and expose them to industry information that improves their knowledge base and makes them more valuable to you, our customer. We partner with organizations, such as the Pennsylvania Farm Bureau and Stewart Peterson, Inc., because we know strong partnerships are vital to every farmer’s success. We educate farmers on farm transition so their years of hard work are not lost to poor exit planning. And, we

contribute to the growth of the Ag industry by providing financial support to Ag focused organizations and the youth in our markets who want to pursue agriculture as a way of life. That’s how we define preparation at First Citizens.

We’re both excited and humbled that our diligence has allowed us to become a leader in the industry and a resource for farmers looking to start, expand or transition. We look forward to helping you and your family on your journey. Wishing you all the best for a prosperous new year.

— RANDY

Customer SPOTLIGHT

ANTLER RIDGE WINERY | ROME, PA



OVER TWENTY-YEARS' AGO,

Stephen Unis began making homemade wine from scratch, and it was then he discovered his passion. Today, he and his wife, Christine, run Antler Ridge Winery. Their philosophy is simple—create the best wine with the best customer experience possible.

All grapes are hand-selected,

chosen carefully to ensure the proper ripeness and readiness. A state-of-the-art tank room is controlled electronically to maintain the precise temperature required during fermentation. At Antler Ridge Winery, the reds are aged in French and American oak barrels until they are ready to be bottled.

They currently sell over thirty wine varieties in their five Pennsylvania locations in Ulster, Waymart, Hawley, Mertztown and Jim Thorpe. If you want to test your talents for winemaking, give them a call in the fall and order fresh pressed juice from their farm along with other wine making supplies.

Congratulations to Stephen and Christine on being successful doing what you love. Cheers!



Fresh IDEAS

Skillet Biscuit Pot Pie

INGREDIENTS

- 2 tbsp. extra-virgin olive oil
- 1 tsp. dried thyme
- 2 cloves garlic, minced
- 1 onion, chopped
- 2 large carrots, chopped
- 2 celery stalks, chopped
- Salt and Pepper
- 1/4 c. all-purpose flour
- 2 c. chicken broth
- 1/4 c. heavy cream
- 2 chicken breasts, cut into 1/2" cubes
- 1 c. frozen peas
- 2 tbsp. chopped fresh parsley
- 1 package biscuits
- 1 large egg, beaten with 1 tbsp. water

DIRECTIONS

- 1 Preheat oven to 400°
- 2 In a large cast-iron skillet over medium heat, heat oil and add thyme, garlic, onions, carrots and celery. Stir until vegetables soften, about 5 minutes, then season with salt and pepper. Add flour and continuously whisk until well incorporated. Slowly whisk in broth and heavy cream until mixture is smooth.
- 3 Add chicken and bring to a boil; simmer until thickened, about 5 minutes. Stir in peas and parsley. Top with an even layer of biscuits, then brush tops with egg wash.
- 4 Bake until biscuits are golden brown and filling is bubbling, 22 to 25 minutes. Serve immediately.

What's Happening IN AG?

NEWS & TIPS

In farm marketing, emotions usually move in sync with market phases. Farmers are happiest when prices are at their highest. They're saddest – and maddest – when prices are at their lowest. Strategic marketers see it the opposite way. They're fearful of high prices due to high risk. They see low prices as opportunities. The first step to becoming strategic is to break the common emotional pattern. Farm marketing strategies can become complicated. If there are any you'd like to know more about, please feel free to reach out to your Ag banker.

– Stewart Peterson, Inc.

CURRENT "TOP-STEP" PRICING BELOW:

FUTURES CONTRACT	THIS WEEK	LAST WEEK	CHANGE
March Corn	3.5250	3.4625	0.0625
March Soybeans	9.7725	9.6050	0.1675
Mar CBOT Wheat	4.2275	4.2050	0.0225
Mar KCBOT Wheat	4.2750	4.2625	0.0125
Mar MGEX Wheat	6.0850	6.1275	-0.0425
February Milk	13.57	13.07	0.50



THE TIME TO REPAIR THE ROOF IS WHEN THE Sun is Shining.

And the time to prepare for a busy farm season is when the plow is in the barn. Winter can be a slower time of year and experts see it as an opportune time for planning and getting your financial house in order.

Talk with a professional to learn about options to take your operation to the next level. Take the time to prepare for your meeting – pull together your current personal and business financial statements, accounts payable and receivables, personal and business tax returns for the last three years, and a detailed list of your equipment. But most importantly, bring your ideas and your thoughts on what you want to see happening on your farm.

If replacing old equipment or expanding your facility is on your mind, find out now what your finance options are so you're ready when the ground begins to thaw. As a member of the Pennsylvania Farm Bureau, you can take advantage of our \$75 discount on loan documentation and preparation fees. We're a leader in Ag Banking and fully prepared to help you and your family prepare for a productive year.



MANY MANAGERS AND OWNERS

stay too long before turning over the business. The optimal time for ownership and management of a business is 30 to 35 years. Owners who stay much longer fall into the trap of doing "business as usual" without keeping up with the changing times.

If adding a new business partner will be part of your transition plan, it's estimated that \$150,000 to \$250,000 in gross revenue, or \$40,000 to \$70,000 of net profit will be required for this to be successful. If a new partner is brought into the business, make

sure you allow him/her to move into management and decision-making within six years.

If your desire is to keep the farm in the family, have the business assets transferred to the child managing the business, and insurance policies to cover estate settlement costs and cash settlements for children who are not interested in the business. A plan that covers dissolution of the business is critical in establishing a family business transition. Included in such a plan is an operations agreement, a buy/sell agreement, and a time line for an orderly transition.

Whether you plan to keep it in the family or not, all businesses need to have a list of advisors or a transition team. This team includes a lender, a lawyer, an accountant, a financial planner, both spouses, and all partners. Annual team meetings with all members present are critical.

As noted in our previous articles, which can all be found at WePutFarmersFirst.com, the key to a successful transition plan, whether for growth or succession, is to get started. Procrastination just makes things harder.

When it's time to hand over the reins.

The issue of family business transition is a major topic of discussion as farm businesses position themselves for continued success. In our final article on the subject, we provide some time-tested tips provided by the Virginia Cooperative Extension from their article Ten Rules of Transition Management.

Employee HIGHLIGHTS



Patti Kirkner

Patti joins our team as a Credit Support Assistant with 21 years' experience in Ag Banking.



FIRST CITIZENS AG LENDERS ATTEND NATIONAL CONFERENCE

Chris Landis and Sean McKinney attended the American Bankers Association National Ag Bankers Conference in Milwaukee. The four-day conference educated our team on a variety of topics such as Keeping Your Clients Profitable through Every Market Cycle, Understanding How Technology will Change Farming, and Commodity Outlooks.

EVENTS & STUFF YOU'LL WANT TO DO

KEYSTONE PORK AND POULTRY EXPO | SHADY MAPLE SMORGASBORD, EAST EARL | February 20
 PENNSYLVANIA DAIRY SUMMIT | PENN STATER HOTEL AND CONFERENCE CENTER, STATE COLLEGE | February 21-22

FIRST CITIZENS 6TH ANNUAL AG FORUM | SHADY MAPLE SMORGASBORD, EAST EARL | March 6 | TROY FIRE HALL, TROY | March 7
 FIRST CITIZENS AG SCHOLARSHIP APPLICATION DEADLINE | WEPUTFARMERSFIRST.COM | March 15