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From the Cow to the Cone



Manning Farm Dairy - It Starts with Farm Fresh Ingredients

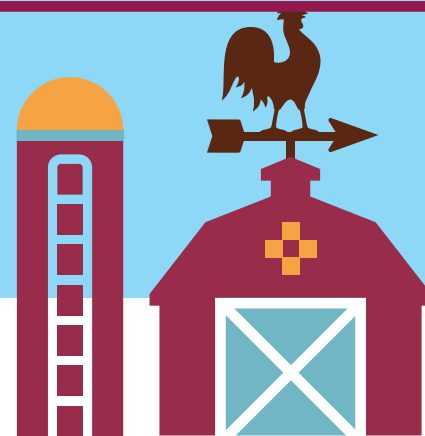
Manning Farm Dairy is a 4th generation dairy farm located in Dalton, PA. In 1920, Paul Manning's grandfather purchased the farm as a dairy operation and the family went door-to-door delivering fresh bottled milk to locals. It continues to be a family operation today as two sons who graduated from Cornell, and one who graduated from Princeton, have chosen the family dairy as their career.

In 1964, the dairy began making ice cream. Manning's homemade ice cream starts well before the cream and sugar. They grow 95% of what their 75 Holsteins eat, and are the only dairy in all of Lackawanna County that exclusively uses their

own milk in all of their dairy products. Paul says their milk is pasteurized the old-fashioned way, using low temperature vat pasteurization. Although this takes longer, the results are worth it — and their customers agree. In the summer months, they serve 55 flavors, but have the ability to make more than 160. Batches are made in 5-gallon portions, with hand-swirled ingredients. After being stored overnight, the ice cream is delivered to one of their five stores the next morning. The next stop, your cone!



We Put Farmers First



HAVE YOU HERD

Spring 2017



First Citizens Focuses on Family Farms

This spring, *Have You Herd* turns a year old and we're honored to have the opportunity to keep you up-to-date with what's happening in the Ag industry and to let you know what we've been up to as well. Being your partner and resource for information that can improve your operation is our commitment.

In this issue, you'll find highlights from our 5th annual Ag Forum which was held at two sites this year, Whitneyville and Harrisburg, to accommodate our new markets and our new customers. Our guest speaker, Ron Hanson, shared his 40 years' experience in succession planning with over 150 guests, urging them to take action to keep the farm in the family. Ron spoke from the heart, sharing his own personal experience about how his family lost their farm because communications were not clear upon his father's death. You can read more about Ron's presentation on page 2 of this newsletter and can find full details on the Agriculture section of our website at firstcitizensbank.com.

The recommendation to bring Ron Hanson and the topic of succession planning to the Ag forum came from our experienced Ag Advisory Board. These individuals continue to provide valuable insight and direction that impacts you, so we thought we'd introduce them. In this issue, we've highlighted the Northern Tier Ag Board members and will include the newest members, our South Central Ag board, in the next issue.

Randy



First Citizens Donates to Special Olympics

The office building of Mark Hershey Farms, located in southern Lebanon County, has been topped with a large chicken for years. Owner Daryl Alger, and company president Alan Graves, were not planning on moving it when they relocated to their new office building. But their employees and friends had other ideas and started putting up signs and wearing t-shirts to "Save the Chicken." So, Daryl made them a deal — he'd relocate the chicken if they raise \$10,000 for the Lebanon County Special Olympics. First Citizens recently made a \$500 donation to the Special Olympics to assist those in need and to help ensure the chicken makes the trip to a new nest.

Cook's Column

Leek & Asparagus Frittata



Here's a tasty treat using
spring vegetables:

Ingredients:

- 2 tbsp. butter
- 1 c. chopped leeks
- 12 oz. asparagus, chopped
- 1 c. mushrooms
- 8 large eggs
- 1 cup fontina cheese
- ½ tsp. salt
- ½ tsp. pepper
- ¼ c. grated parmesan

Directions:

Melt butter in oven-proof skillet over medium heat. Sauté leeks 4 minutes. Add asparagus, mushrooms & salt - sauté 6 minutes. Whisk eggs with ¾ c. fontina cheese & pepper. Add egg mixture to skillet, fold gently to combine. Cook until almost set. Sprinkle on remaining fontina & parmesan cheese. Broil in oven until cheese is golden, about 3 minutes.

Serve in wedges.



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

fccbinfo@firstcitizensbank.com

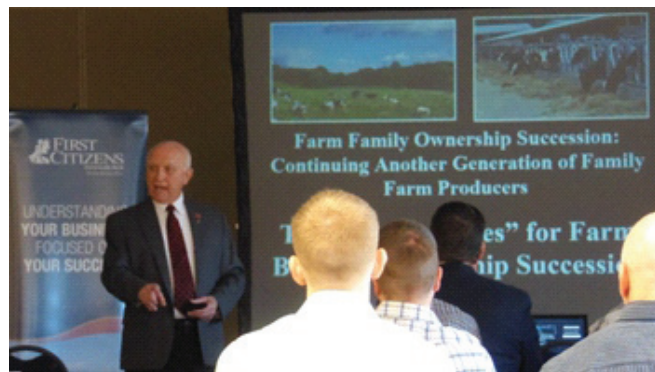


Keeping the Farm in the Family and the Family on the Farm

In early March, First Citizens hosted our 5th annual Ag forum with guest speaker Ron Hanson, who talked about the importance of farm succession planning. Ron is a retired Agribusiness Professor from the University of Nebraska. He has 40 years' experience counseling farm families, and helping them resolve issues involved with family farm succession and the transfer of management control between farming generations.

Ron introduced the crowd to some shocking statistics — only 30% of family farms make it past the second generation, 12% past the third generation and 4% past the fourth generation. Hanson listed many common challenges farm families face when thinking about succession planning, starting with the fact that farmers are very private and do not want everyone to know what they own and what they are worth. They also worry about whether their kids will sell the farm or farm it as they did, how to include non-farming kids, attorney costs, and whether the kids will get upset with their decisions. Further complicating the situation is that the largest share of the parents' financial investment for retirement is tied up in their farming operation, and many children cannot afford to purchase the farm.

Ron speaks from personal experience when he says, "No farm or farm business is ever worth the cost of tearing a family apart." A successful family business succession plan requires the entire family to communicate their feelings and expectations with each other. But most parents avoid these discussions because there are just too many personal emotions involved. If you're shaking your head in agreement with Ron, here's some advice — start planning now! Begin open and honest conversations with the entire family, be willing to discuss your desires and needs, get some agreement on the tough issues, and make it legal.



Learn more about Ron's succession planning presentation online at firstcitizensbank.com/agriculture-banking.

Issues to Consider:

- When will the transfer of ownership actually take place, how and under what circumstances?
- Who will continue to farm?
- How will non-farm kids be included?
- What about in-laws?

The day ended with a panel discussion that included experienced agricultural attorneys and farmers who have weathered the storm and completed the tough task of creating a farm succession plan.

Also present were Kellie Czarnecki and Bob Devenport, representatives from Stewart Peterson, who spoke on the 2017 dairy and grain outlook. Several Ag organizations attended including Penn State Extension and USDA Rural Development, members of the Grand Canyon and Southern Tioga FFA chapters, and Tioga County Dairy Princess, Joelle Urban.



Our Northern Tier Ag Advisory Board

We are supported by Ag Advisory boards, composed of farmers and other industry leaders, who help us stay in touch with the needs, opportunities and challenges of our Ag customers. Their guidance is invaluable.

Dean Jackson - Dean and his wife own and operate Mt. Glen Farm in Columbia Crossroads, PA. The dairy farm consists of 920 acres. Dean works at developing deep bloodlines, raises heifers and bulls, and markets semen. Dean has served in many capacities including President of the PA Holstein Association, director of the Bradford County Holstein Club, and the Bradford County Conservation District director.

Martha Davis Young - Martha and her husband milk 75 Holsteins, raise their own replacements and crop about 250 acres. They own and operate Davi-LeRay Farm, a 4th generation dairy farm in LeRaysville, PA. Martha is Church treasurer, NEB Education Foundation treasurer, and secretary/treasurer for Bradford/Sullivan Farm Bureau.

Dale Hoffman - Dale and his wife own a 750-acre dairy farm in Potter County. Hoffman Family Farm, LLC, milks 750 cows and raises 750 replacement heifers and calves. They also lease approximately 1,200 acres. Dale is active in the Tioga-Potter Farm Bureau, and has served on many boards including PDMP and Ag Choice Farm Credit. There are currently three generations working on the dairy farm today.

Glenn Gorrell - Glenn is a 1979 graduate of Delaware Valley University. He and his wife started dairy farming in Centre County in 1981, eventually moving to East Smithfield, PA in 1989 with 64 cows and 60 heifers. In 2000, they built a milking parlor, and currently have 800 cows and 700 heifers. Glenn is a delegate for Land O Lakes, and is a member of the PA Dairymen's Association and the Center for Dairy Excellence.

Tim Webster - Tim stepped into the role of running the family's 50-cow dairy farm upon the passing of his father. He currently operates a 90-head beef herd outside of Wellsboro, PA and crops 75 acres of corn, 40 acres of soybeans and 250 acres of hay. He is a member of the Beef Cattle Association and the Tioga County Ag Association.

Phil Rockwell - Phil graduated from Penn State in 1978 with a degree in Biology and certification in secondary education. He eventually came back to the family business, H. Rockwell & Son, a feed mill and farm supply store serving five counties in north central Pennsylvania. He has served on the board of Cooperative Feed Dealers, a regional Ag co-op.

E. Gene Kosa - Gene graduated from Alfred State College with a degree in Agricultural Engineering. He has been active on the family farm, and a partner and president with EDKO Farms, operating an 80-cow, dairy and beef operation. The farm currently operates 2,100 acres of land in Potter County, PA and Allegany County, NY.