



NEWS from MHC'S INDUSTRY PROFESSIONAL MEMBERS



SPONSOR SPOTLIGHT

MidAtlantic Farm Credit: 2020 net income is \$78.7 million

Most *Equiery* readers know Farm Credit as a friendly lender for ag properties, horse farms, and equipment related to farm businesses. What most readers don't know is that Farm Credit is not a typical lending institution. Farm Credit is a national system made up of member-owned regional cooperative associations, such as **MidAtlantic Farm Credit**, which services most of Maryland. This cooperative does one thing and one thing only: lend money. You can not set up checking or savings accounts at Farm Credit. You can only borrow money.

But here is the interesting thing about Farm Credit: once you borrow money, you become a member of the cooperative. Because Farm Credit is legally organized as a cooperative, members of the cooperative (you, the borrower) receive "patronage distributions" when Farm Credit has a profitable year.

2020 was a particularly good year for MidAtlantic Farm Credit, according to the financial reports released in early spring. Borrowers (members of the cooperative) can expect to see (or have already seen) sizable checks (patronage distributions). In 2020, loan volume grew to \$2.90 billion, an increase of approximately 2.1 percent compared to \$2.84 billion in 2019. The Association reported a net income of \$78.7 million in 2020, up from \$63.8 million in 2019. The Association's portfolio quality continues to remain strong with acceptable credit quality at 95.6 percent for 2020.

"2020 brought new challenges to us all, and the agricultural industry was tested in many ways," says Tom Truitt, Chief Executive Officer of MidAtlantic Farm Credit. "Our Association found its strength through our members who remained dedicated and persevered through the pandemic. We remained true to our mission by offering note modifications, payment deferrals, the Paycheck Protection Program, and patronage distribution to support our members during this extraordinary time."

Last year, MidAtlantic Farm Credit distributed \$50.8 million in cash through their patronage program. "Farm Credit's unique cooperative structure allows us to share our profits with our borrowers," adds Truitt. "The over \$50 million in cash we were able to distribute to our members last year will help them continue to succeed."

MidAtlantic Farm Credit has been a proud sponsor and industry professional member of the Maryland Horse Council since 1996. For more information about MidAtlantic Farm Credit's financials, and to view the Association's 2020 annual report, please visit mafc.com/about/financials.



NEW MHC SPONSOR

MHC welcomes **Tracy Diamond** and **The Tracy Diamond Team** as its latest sponsor. A long-time member of MHC, Tracy grew up amid the rolling hills of Maryland's prime farmland in a family with deep roots in land, as farmers and as realtors. Tracy's clients benefit from her intimate knowl-

edge of traditional and newer neighborhoods, her relationships within the community, her ag-related knowledge and her over 25 years of successfully buying and selling homes, farms and equestrian properties. She is in the top 1% of Maryland realtors. In 2018, Tracy moved her business to eXp Realty in order to provide her clients with the most sophisticated digital technology platforms available in the industry. Tracy has become the 5th highest producer in eXp Maryland and has twice earned the prestigious ICON agent status. When she is not selling real estate, she is foxchasing and managing her own small private boarding operation. Tracy's "equestrian team" includes daughter Victoria "Your Home Girl" Kaminski and long-time friend Crystal Brumme Pickett, founder and former publisher of *The Equiery*.

VETERANS ADMINISTRATION APPROVES WORTHMORE AS AN ANIMAL SERVICE PROGRAM

MHC member **Worthmore Equestrian Center** in Kent County is a full service equestrian facility that is also home to two equine therapy programs, one of which is Bridges at Worthmore. Bridges at Worthmore is certified in EAGALA (Equine Assisted Growth and Learning Association), and offers Equine Assisted Psychotherapy and Equine Assisted Learning. With the help of the treatment team (a mental health professional, an equine specialist, and the horses), clients participate in ground activities with the horses with specific treatment goals in mind. Dr. Ben Kohl, President of Bridges' Board of Directors, notes, "We are proud to be entrusted by the VA to provide this service on the Shore. What is particularly encouraging is that veterans who are already receiving traditional talk therapy, medication management or substance use services can sign up for equine sessions with no disruption to their current health care. In addition a veteran who may have avoided treatment in the past can give us a call and get right to work with the horses." Worthmore will be included in VA materials as an approved facility and could be eligible for related grants.

HELEN TUEL HONORED



MHC member Helen Tuel (**Therapeutic & Recreational Riding Center, Inc.**) was honored in March by the Howard County Commission for Women, which celebrated Women in History month with the "So She Did" campaign. Throughout the month, the campaign recognized local women who are promoting positive change through their professional work, volunteerism, or advocacy efforts, and thereby making a difference in the local community. The tribute to Helen noted that as co-founder of TRRC, she has been "promoting the social, economic and political well-being of the county's special needs community for 37 years."

GRANT KUDOS

MHC Member **Days End Farm Horse Rescue** is the beneficiary of a \$500,000 Bond Bill passed by the Maryland General Assembly in the session that just concluded. DEFHR will use the funds to help acquire the adjacent firehouse property in Lisbon this year and repurpose it to expand operations and increase community outreach and education. Planned renovations include exterior updates, construction of an educational welcome center and classroom, and conversion of other existing struc-

ABOUT MHC'S INDUSTRY PROFESSIONAL MEMBERSHIP



tures to administrative offices and an equine rehabilitation medical suite.

The Community Foundation of Anne Arundel County (CFAAC) recently distributed its eighth cycle of grants since the Covid crisis began, through its Community Crisis Response Fund. To date, CFAAC has awarded 265 grants to 134 different nonprofits totaling \$1.63M. In this most recent round, CFAAC distributed \$330,500 to 25 local nonprofits that serve the county's most vulnerable and at-risk populations and provided funding for organizations that provide human services and health/mental health and educational resources. MHC member **Maryland Therapeutic Riding, Inc.** received one of these grants to provide program and operating support for MTR's mission to support the physical and mental health of children and adults with special needs in Anne Arundel County.

MHC Member **Freedom Hills Horse Rescue** received a grant of \$1,500 for medical supplies and supplements from the Gus Hawthorne Foundation. The Gus Hawthorne Foundation is based in Turner, OR, and makes grants to assist animal charities. Who is Gus Hawthorne? Cute story. Visit the Gus Hawthorne Foundation website to find out!

MHC IP MEMBER UPDATES

MHC member **Clarity Riding** welcomes new instructor Mikaela Williams.

MHC member **Katie Carr**, of **Quantum Leap Eventing LLC**, is back in the proverbial saddle (albeit not the actual saddle) after sufficient recovery from shoulder replacement surgery. She was able to resume her business of teaching and coaching on March 22, and is anxious to return to schooling horses as soon as she can.

Maryland's loss, Montana's gain! MHC bids adieu to **Arlene Atkins** as she and her husband make their way west where they intend to retire. For over 25 years, Arlene has been "The Feed Lady" for MHC member **Farmers Cooperative Association** in Frederick and has been the main driver of the Coop's membership in MHC. She likewise helped to establish the Frederick County Equine Alliance, one of the few county-based horse council-like organizations in Maryland. E-quiery-ing minds wanted to know: who will be the new "Feed Lady" (or "Feed Dude") once Arlene has flown "the Coop?!" The good news: Farmers Coop has asked her to continue on as a consultant, so Arlene will continue to be a Marylander, albeit a virtual one!

It's been a long road to merge three different "brands" (Gaithersburg Equipment Company, Frederick Equipment Company and Westminster Equipment Company) and their 50 years of history into one cohesive brand, the **Rippeon Equipment Company** (a MHC member) with three locations. Although the name change happened several years ago, there are all those other little details, such as phone numbers and websites. Rippeon Equipment has now completed their digital transition! Not only does a single URL serve all three locations, it is a fully online e-commerce site - and as any one who has a retail background knows, that is no small accomplishment. In addition, effective in March, the company now has a central phone number for all locations - no more separate numbers! Want to know what the new phone number and URL is? Check out their ad on page 21 of this issue!

COVID COLLATERAL DAMAGE

Not all businesses have been able to survive COVID and its ramifications, but some have not given up. MHC member Farm & Equine Services has had to suspend its services due to the impact of COVID and subsequent lack of availability of materials (manufacturers are still backed up; the author of this column is still waiting for a new stall door ordered last summer). Owner Larry B. Miller has assured all clients that existing contracts will be honored, and that he will continue repair services for existing clients. He hopes to be able to re-evaluate and reopen sooner rather than later.

RENEWED MEMBERS

Welcome back: Araby North (Rus & Debbie Gambrill) • Armata Stables (Perry Bolton) • Equestrian Partners in Conservation (EPIC) • Yuletide Pines Farm (Dr. Kathleen Blanche)

THIS EQUIERY COLUMN IS FOR YOU!

This monthly column in *The Equiery*, (which is owned and published by the Maryland Horse Council) is designed to meet the demands of MHC's Industry Professional Members: a place where you can publicize your professional news and updates. Have you taken on a new partner? Hired a new manager or trainer? Brought a new vet into your practice? Promoted an employee? Moved your location? Received a commendation or award? Changed brokerages or practices? Hired a new director of development? If so, we want to know! Please send your news to IndustryNews@mdhorsecouncil.org.

WHAT IS AN INDUSTRY PROFESSIONAL?

Industry Professional Memberships are open to owners and managers of equine or equine-related businesses, farms and shows/events, and to independent contractors and service providers. Equine businesses include (but are not limited to) farms and stables offering any equine-related service (such as boarding, training, lessons, trail rides, pony parties, breeding, mare care, foaling, carriage horses, and equine entertainment).

Equine-related businesses include (but are not limited to) tack, feed and other retail stores; trailer manufacturers, sales & service; shipping; feed mills; manufacturers of saddles, supplements, tack, and shoes; hay, straw, shavings, feed, and other products; insurance, financial, legal, accounting, and marketing services; auction houses and sales sites; competition venues and race tracks; veterinary practices and hospitals.

Independent contractors include (but are not limited to) veterinarians, farriers, equine therapists, saddle fitters, trainers, instructors, stall muckers, braiders, and equine dentists.

Annual Membership Dues: \$100
Lifetime Membership: \$1,000

MHC Spring Quarterly Meeting
Tuesday, May 25 2021 via ZOOM
6 p.m. Sip & Share Happy Hour
7 p.m. 2021 Legislative Report & Business Meeting
for more details, see page 7

This feature is a benefit for MHC Industry Professional Members. To learn more or submit news & updates, contact Business Network Co-Chairs Jane Seigler & Crystal Brumme Pickett at IndustryNews@mdhorsecouncil.org

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