

The First Bank and Trust Company



2018 VIRGINIA AGRITOURISM CONFERENCE

PRESENTER:

BRADLEY WEBB

VICE PRESIDENT/AGRICULTURAL & COMMERCIAL LENDER



**Bank
& Trust Company**

The Bank That Puts You First

www.firstbank.com

Member FDIC

Who We Are



- Community Bank established in 1979
- Headquartered in Abingdon, VA
- Over \$1.4 Billion in total assets
- 21 Branches, 4 Loan Production Offices and ~370 employees
- Board of Directors that know agriculture and are committed to its growth
- Primarily serving Virginia, Tennessee, and North Carolina
- Among the Strongest Financial Institutions in the Nation, 5-Star Rating from BauerFinancial Inc., 2015, 2016, and 2017.



Agricultural Lending Division



- Division of First Bank & Trust Company
- Largest agricultural lender among community banks in VA and TN
- FSA Preferred Lender in 7 Mid-Atlantic states
- Approved FarmerMac loan originator
- Other Financing Institution (OFI) through the Farm Credit System
- Ranked among the Top 50 Agricultural lenders in the nation with over \$385 million in outstanding agricultural loans



Agricultural Lending Division



- 12 experienced lenders
- Full support staff with diverse agricultural backgrounds
- Over 200 combined years of agricultural lending experience
- 40 years of serving the Mid-Atlantic agricultural industry



Keith Phillips
Senior Vice President
Agricultural Lending Division
Harrisonburg 540-437-0604



Gene Copenhaver
Abingdon 276-623-0128



David Kiracofe
Bridgewater 540-828-2020
NMLS #491081



Bradley Webb
Harrisonburg 540-437-0604



Everett Johnson
Wytheville 276-228-1125



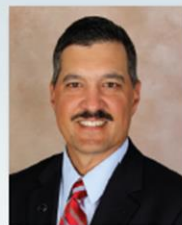
H. B. Hunter
Lynchburg 434-455-0888



Roy Settle
Johnson City, TN
423-282-3850



Jamie Whitacre
Woodstock/Winchester
540-459-7228
NMLS # 662775



Mark Cox
Radford 540-633-3793



Ed Blevins
Abingdon 276-623-0128



Bill Henley
Hanover 804-550-5700



Emma Brown
Harrisonburg 540-437-0604

FB&T Direct Financing



- Real estate purchases
- Building and construction
- Commercial real estate
- Equipment acquisition
- Lines of credit
- Personal mortgages
- And more!



Lending Tailored to Your Needs



- USDA B&I Loan Guarantees
- U.S. Small Business Administration (SBA)
- USDA Farm Service Agency (FSA)
- Virginia Small Business Financing Authority

How to Apply



- **Contact one of our lenders with the following:**
 - Detailed business plan
 - Financial statements/balance sheets
 - 3 years of tax returns
 - Credit history
- **Criteria your lender will consider:**
 - Your business plan
 - Sources of income
 - Collateral
 - Cash flow, and repayment capacity

Points to Ponder



- The dreaded “S” Word
 - Mitigating Factors
- Is debt the answer?
 - Other sources? Cash, other income, other sources?
 - Debt can cripple start-ups
- Ideally, debt will finance growth, not start-up.
- Hedge your bets.
 - Don't put all your eggs in one basket.