The First Bank and Trust Company

2018 VIRGINIA AGRITOURISM CONFERENCE

PRESENTER:
BRADLEY WEBB
VICE PRESIDENT/AGRICULTURAL & COMMERCIAL LENDER

First 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
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
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:
  o Detailed business plan
  o Financial statements/balance sheets
  o 3 years of tax returns
  o Credit history

• Criteria your lender will consider:
  o Your business plan
  o Sources of income
  o Collateral
  o 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.