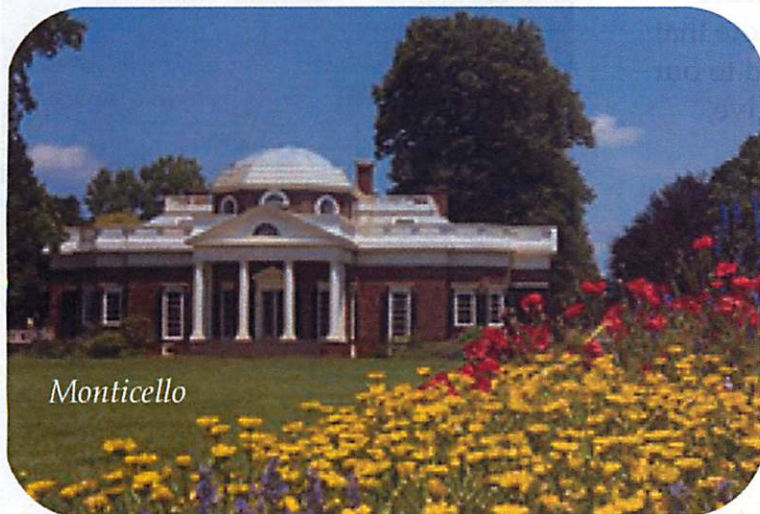


# Rural Rehabilitation REPORTS



## President's Message

*By Bennie Hutchins*

Well, this is the year! Sounds like a positive sports fan looking forward to winning the championship. But no; it's the year we finally get to meet for our NARRC Annual Meeting and 50<sup>th</sup> Anniversary Conference...two years late! All state member offices should have by now received the registration packages by mail or by email. The Planning Committee has put together what promises to be a great experience for all of us that are able to attend. They are to be commended for their patience and perseverance over the past 3 years!

I encourage you to send in Program Registration Forms soon to help the Committee fine-tune conference activities. Also note that room reservations at the \$162 rate need to be booked by August 23. I hope that each state will be able to be represented and this milestone conference for which we've waited so long to become reality.

*Continued on page 2*

## INSIDE



Introducing NARRC Secretary, Lisa Barber  
Pg 2



Treasurer Mike Crosby's Report  
Pg 3

## Featured Articles



Michigan,  
Pg 4



Technology  
Pg 5

*Do you remember this?*



## President's Message, continued

Now is a good time to check to see if your state has paid their Annual Membership Dues; if not paid, please make an effort to do so at first opportunity. Note that dues need to be payable to NARRC and mailed to our new Treasurer, Mike Crosby, 926 Cherokee Drive, Smoaks SC 29481.

As most of you know by now, Steve Ferguson retired from the Iowa organization and resigned as our NARRC Secretary-Treasurer effective April 30, 2022. We so appreciate the fantastic job Steve did for us in the past 2.5 years. Subsequently, the NARCC Board voted to split the position into two, so in addition to Mike Crosby (SC) being our new Treasurer, Lisa Barber (CO) is our new Secretary, and William Martin has volunteered to take responsibility for the Newsletter. Many thanks to these three for stepping forward in our time of need!

Hope to see each of you in Richmond!

Bennie Hutchins (MS)

President, NARRC



*Historic Williamsburg, VA*

## Greetings, Lisa Barber, NARRC Executive Secretary

Lisa Barber has been the Executive Secretary for Colorado Rural Rehabilitation Corporation since 2019. She was raised on a farm and ranch near Bennett, Colorado and raised her own family there as well. Lisa has been active in Agriculture her entire life, whether through her education or as a producer and also serving on a local Board or Committee. After college, her first loan was with CRRC in 1993!

Lisa is looking forward to meeting and learning about the other States/Representatives in the NARRC and their rural assistance programs.

Phone: 303-283-6870. Email: [lbarber@fusainsurance.com](mailto:lbarber@fusainsurance.com)

# Treasurer's Report

## GREETINGS, MIKE

Mike Crosby has been a part of SC Rural Rehabilitation Corporation now since 2013, but his agricultural roots run much deeper than that. Mike grew up helping and working on his family's farm, which he now owns and runs today. He worked his way through college on that farm and on the farm of a good friend and neighbor. He graduated from Clemson University in 1986 with a degree in Ag Mechanization and Business, and he has spent his career working in the Agricultural Sector, first with USDA and Clemson Extension, and now with his own enterprise, Tailored Agri-Business Solutions. Since 2003, he has been selling crop insurance and providing accounting and financial recordkeeping for local farmers. Mike and Katie, his wife of 36 years, stay busy with the farm, his small business and, with their three children and, best of all, with their five grandchildren, all of whom live nearby.

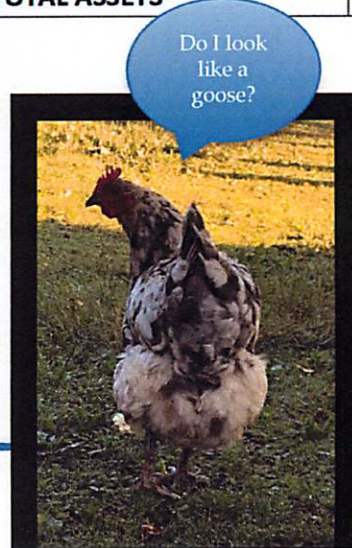
Greetings to everyone.

On 4/20/22 the NARRC Board of Directors agreed to allow me to assume Steve Ferguson's duties as treasurer. Since that time I have been getting acquainted with the NARRC accounts. My name has been inserted in place of Steve's on the signature cards for the Wells Fargo Checking Account-IA, GreenState CU Money Market Account and Grinnell State Bank Savings Account. Presently I am working with Wells Fargo to have my name inserted in lieu of Steve's on the Wells Fargo Checking Account -TX. I have not met with the Finance Committee yet, but as I get things set up at my location, I

hope to continue doing the wonderful job Steve was doing as our treasurer. I am sure I will be meeting with them shortly. Please see our latest financial report as of 6/30/22 below.

<b>NARRC Cash Flow: 1-1-2022 to 6-30-2022</b>		
<b>Previous Balance</b>	<b>12-31-2021</b>	<b>\$68,205.65</b>
<b>Income</b>		
Dues	\$3,450.00	
Interest	\$105.77	
<b>Total Income</b>	<b>\$3,555.77</b>	
<b>Expenses</b>		
Update website	\$190.00	
Printing	\$229.80	
<b>Total Expenses</b>	<b>\$419.80</b>	
<b>NET GAIN</b>		<b>\$3,135.97</b>
<b>NEW BALANCE</b>	<b>6-30-2022</b>	<b>\$71,341.62</b>

<b>ASSETS</b>		
Wells Fargo Checking-IA	\$20,786.90	
Wells Fargo Checking-TX	\$11,700.00	
GreenState CU M Mkt	\$14,767.14	
Grinnell St Bk Savings-#	\$24,087.58	
GreenState CU CD#1-*	\$0	
GreenState CU CD#2-@	\$0	
<b>TOTAL ASSETS</b>	<b>06-30-2022</b>	<b>\$71,341.62</b>



*Treasurer's Report Continued on page 4*

*Treasurer's Report Continued from page 3*

I would like to give special thanks to the states that have sponsored the NARRC 50<sup>th</sup> Anniversary Conference! They are listed below:

Arkansas Rural Endowment Fund, Inc.  
 North Dakota Rural Rehab Corporation  
 Kansas Homestead Rehab Corporation  
 Wyoming Business Council  
 Florida Rural Rehab Corporation  
 Michigan Rural Rehabilitation Corporation  
 Texas Rural Communities, Inc.  
 Colorado Rural Rehab Corporation  
 Alabama Rural Rehab Corporation  
 Iowa Finance Authority  
 Mississippi Rural Rehabilitation Corporation  
 Alaska Rural Rehabilitation Corp  
 Missouri Ag & Small Business Development Authority

Thank you to these organizations for their commitment to have the 50<sup>th</sup> Anniversary Conference in Richmond, VA and to keep the NARRC Organization strong through the Covid Pandemic. The sponsorship funds are being used to offset the 50<sup>th</sup> Anniversary Conference expenses, and if any states would like to contribute, we will gladly accept. The money will be put to good use.

Thank you to all states that have already paid their dues, and if any state has not submitted those dues, please send them in as soon as possible.

Thanks,  
 Mike Crosby  
 882 Cherokee Drive  
 Smoaks, SC 29481

Email: [mlcrosby@lowcountry.com](mailto:mlcrosby@lowcountry.com)

Voice/Text: (803) 707-8338



*Above, MRRC original stock certificate, 1935*

# MRRC

## Michigan Rural Rehabilitation Corporation

The February 2022 Rural Rehabilitation Reports featured articles on North Dakota and South Carolina. In this issue we will continue to highlight different states with a brief look at Michigan.

If you call Michigan's office, the person answering the phone will likely say, "MRRC". Try saying "Michigan Rural Rehabilitation Corporation" five times fast and you will soon know why! Depending on the reason for your call, you will speak with one of our three full time staff members. Ally has been with the corporation since 2020 and performs general secretarial and clerical tasks. She will be happy to take your payment over the phone or process your check from the mail, though many of our borrowers are electing to have their payments automatically scheduled and pulled on a monthly, biweekly, or weekly basis. If you are calling for a student loan, perhaps to learn a trade, to drive truck, or to operate heavy equipment, Kate will get you on track. She has been with the corporation since 2008 when she was hired as a part-time secretary. She is now Vice President and oversees daily operations and the TARFF (Tuition Assistance for Rural Farm Families) student loan program. If you are calling for a mortgage, business loan, or other agricultural loan you would talk with William about a ROAP (Rural Opportunity and Agricultural Program) Loan. William has been with the corporation since 2016 as the President of the Corporation. *Continued on pg 5*

*MRRRC, continued from page 4*

As President, William works with the Board of Directors on all ROAP loans and is responsible for daily operations including all marketing, accounting, and reporting. He also manages MRRRC's office building in Marshall, Michigan that has two tenants in addition to the corporation's offices.

Michigan is an independent operation and its programs are generally not affiliated with State or Federal initiatives. MRRRC's Board of Directors provides oversight and makes general policy goals that the staff then works to achieve. Board members serve three years terms, meet twice yearly to review operations and any business that arises for their consideration. They are available as needed to consider all ROAP loans of more than \$40,000.

Early operations consisted of loans for farmland, livestock and crops across the state. The construction of potato warehouses in northern Michigan was something that garnered considerable time and attention in the early days. In 1971 MRRRC began making student loans in association with the state and federal governments. As the Federal posture in this sector changed in the 90s, MRRRC developed the TARFF program on its own and phased out its government student loan partnership. Through 2015 student loans commanded the bulk of the corporation's assets with a high of more than eight hundred borrowers.

Since 2008 the student loan program has been slowly shrinking as demand has changed. In response, the ROAP program has been given particular emphasis and the bulk of MRRRC's loan activity is given over to mortgage loans for small town and rural homes, businesses, and farms. Today, across all of its loan programs, the corporation services over 350 loans ranging from 4,000 to \$250,000.



Office of MRRRC in Marshall, MI



MRRRC is financing this new farmhouse in Caro, MI

## Technology – Is It Time to Change?

In Michigan's files we have historic account books that show the loans tracked by hand in pencil. Today we use computers and they are a blessing, until they are not. In Michigan our operations are centered around our customized database built on the Omnis platform from around 2010. Generally it works well and is sufficient for our needs, however, it is aging and is not compatible with the last several Mac Operating Systems (OS). Our desktops are also aging. Since we cannot upgrade our OS due to Omnis we are not able to use recent versions of products like Adobe Acrobat and Microsoft Office. As some of our software is no longer supported, we could be vulnerable to on-line security threats. The time to upgrade is at hand, but do I upgrade Omnis, or do something else?

While thinking about what to do, I wondered, what software programs do other RRCs use to track their loans? Michigan cannot be the only office facing this challenge! What are you doing or have you done in your state? Is it working for you, or do you wish you had gone another direction? I invite you to contact me, William Martin, before, at, or after the convention. I would like to have a variety of perspectives and ideas for the next newsletter – something that will be a resource for anyone thinking about this problem. Thanks!

My email: [wmartin@mrrccollegeloans.com](mailto:wmartin@mrrccollegeloans.com) Phone: 269-781-4646