



Dear Farm Credit East Members,

I am asking for your vote as I run for the Western seat on the Farm Credit East Board of Directors. I was born and raised on a poultry, cash crop and fruit farm including an agribusiness in southern Delaware which is now in its 4th generation. After graduating from Cornell with an animal science degree, I worked as a farm business management agent on a Dairy Team for Cooperative Extension. For the past 35 years, I have worked side by side with my husband Bill, his brother, cousin, nephew, uncle, father and grandfather on a 5th generation, 300 acre vegetable farm including 3 acres of greenhouse and a retail market. In 2014, we experienced a major snow storm that resulted in our production greenhouses collapsing. I have spent the past three years writing grants, obtaining financing and being part of the rebuilding team for our business. Farm Credit East is and has been an integral part in helping us with our successful rebuild. After raising 4 children and being heavily involved in many school, church and community activities, I now feel I have the time, energy and enthusiasm to devote to this position as a director.

Part of my position as business manager at Amos Zittel & Sons, Inc. has been to work with Ball Seed Company and other plant brokers' sales force and customers providing customer service and shipping logistics. We have over 700 annual customers many of which I have gotten to know very well and in doing so it has helped me to understand the pulse of our industry. We grow over 950 varieties of flowers and ship over 2 million rooted liners throughout the country. In addition to customer service, I have served as comptroller and financial manager for our wholesale and retail business as well as support for our human resource team hiring over 100 employees – migrant and h2a. . These experiences have provided me with a strong understanding of our agriculture industry both locally and nationally.

Having a financial institution that understands our unique industry is so critical to the success of our agricultural businesses and I think that a dedicated, well diversified Board of Directors to help guide the strong management team will ensure the future of Farm Credit East. Ballots will be sent out to the members after the Annual Meeting in Late March or early April and I would appreciate your vote and thank you for your consideration.

If you have any questions or which to contact me, please feel free to call 716-523-3338.

Respectfully,

Terry
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