

Dear Stockholders,

My name is Brett Kreher. I am a third-generation partner on a farm in Clarence, New York (just east of Buffalo). Our farm is comprised of 3 egg farms with 1.6 million conventional laying hens at 2 sites, plus 400,000 organic hens at a third site. We grow 2,000 acres of corn and soybeans conventionally and 3,000 acres of corn, soybeans, wheat, and specialty vegetables organically. We raise all of our own pullets from day-old chicks. We wash, grade, pack, and distribute all of our eggs, primarily to supermarkets and food service distributors. We mill all of our feed. We compost our manure, which is then sold as organic fertilizer. We are also a partner in a start-up organic baby leaf lettuce operation. On the farm, my role has changed over the years as our farm has grown and evolved. It is currently focused on transitioning responsibilities to the next generation of leaders, risk management, and assisting with crop operation planning.

I've been involved with Farm Credit East's Batavia Customer Service Council and Nominating Committee. I am the Past President of the Erie County Farm Bureau. I am currently the Chairman of Erie County Ag & Farmland Protection Board and on the Town of Clarence Municipal Ag & Farmland Protection Committee. I am a 1989 graduate of Cornell University and a member of Lead NY Class VII. In addition, I participated in The Executive Program for Agricultural Producers (TEPAP) out of Texas A&M in 2014 and 2015.

On a personal note, I am married with four daughters, ages 12-20. I enjoy hiking in the woods and walking farmland.

If elected to the board, I would bring my experience on a mid-size and larger-scale farm, while also respecting small and start-up operations. I would also bring a background in both conventional and organic, as well as livestock and crop operations. My strength is working together and building consensus, while focusing on the numbers, which is essential in our multi-generational family farm.

I believe that Farm Credit East is an outstanding organization that we ALL count on as we run our operations each day. Farming is capital-intensive and we have to manage different risks compared to other businesses. Our staff at Farm Credit East understands farming, and those risks, better than traditional lenders. I will be focused on ensuring that Farm Credit East continues to thrive for the benefit of all of us shareholder/borrowers.

I humbly ask for your vote. Thank you.

Brett Kreher