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February 24, 2020

Farm Credit East
Hartford, CT 06106

Dear Farm Credit East members,

Farm credit has played a pivotal role in the success and growth of our business and in the development and sustainability of agriculture in the Northeast. As a first-generation farmer, I am running for the board because it is important to me Farm Credit continues to evolve and be there for my next generation.

In addition to farming, I have spent many years in the food industry at a senior executive level involved in finance, sales and acquisitions. I have seen more change in the past 5 years than in the previous 30 years. I have assisted many in starting their own businesses and navigating through the cultural, economic and regulatory change that has and will continue to occur. I am at a point in my life where I would like to give back and offer my perspective to help insure the sustainability of Farm Credit and its membership.

My Agricultural background and family

I spent my childhood working and spending the majority of time on my best friend's farm. His family had a dairy farm that eventually evolved into beef and multiple uses. My Mom was a homemaker and did not drive in those days so work and fun was found on the farm. I learned how to care for animals, hay, chop wood and run equipment. My goal was always to own my own farm but having not had a farm in the family, I had no choice but to work hard to save the money to eventually buy a farm in Northwest Connecticut. After purchasing the farm we spent the first years raising beef cattle and selling hay. We started planting grape vines in 2001 and opened our winery in 2008.

Along with my wife Judy, my son George and my son in-law Chris, we farm close to 40 acres of wine grapes. In addition we have an additional 115 acres which we farm to hay, Christmas trees and hemp. At a time where it is fashionable and perhaps more cost effective to bring in fruit from other regions, we are committed to producing wines with grapes grown 100% from our farm.

The role of Farm Credit East

Initially we did not start with Farm Credit but when my accountant made a huge tax blunder on how to deal with startup expenses, I realized I needed someone who understood agriculture. Since then, Farm Credit has helped support us through accounting, tax planning and payroll services specific to agriculture. In addition they have provided capital to help grow our business with loans at competitive interest rates and leasing options with terms a small business would be hard pressed to find on its own.

Why vote for me

My wife and I started a business when we were in our late 20's. To make a long story short, we failed after 6 months because we didn't have the financial backing or support to sustain. From this though, I gained valuable experience that I often say has served me better than any graduate school degree. I learned what it takes to be successful; hard work, a drive to improve and an acceptance of change. I learned to plan for the worst and strive for the best while always being committed. I would like to offer my perspective and experience towards the goal of ensuring Farm Credit's success and sustainability for years to come.

Thank you for your consideration of my election to the board of directors.

I wish you the best in all you do.

Sincerely,

George Motel