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Dear Farm Credit East Shareholder,

I am writing to ask for your support in my bid for election to the Board of Directors of Farm Credit East, ACA. For the past sixteen years I have been a highly involved Shareholder through my Customer Service Council and Nominating Committee memberships. This dedicated involvement has garnered me a strong working knowledge of the bank, its philosophies and the Farm Credit system.

As Co-Owner of a 104-year-old, third-generation farm, I understand the commitment and drive required to operate multiple, integrated, successful agribusinesses. I will continue to bring this commitment and passion of agriculture into the boardroom of Farm Credit East. I earned a graduate degree (MBA) in finance from Northeastern University and a bachelor's degree (BS) in Marketing from Bryant University. My formal education, broad business experience and current industry board positions should provide you confidence that, if elected, I would be a trusted, valuable addition to Farm Credit East's board room. I sincerely look forward to the opportunity to work closely with the senior management team and fellow directors while adding diversity to the board's reach with representation of the greenhouse industry sector.

Alignment is critical at the board and senior management level, and that alignment starts with our membership. A positive customer experience is the backbone of Farm Credit East. Our institution's intimate knowledge of agriculture and its commitment to customer service separate us from traditional lending institutions. As competition for agricultural lending increases in the northeast, this commitment to customer service is critical to the future success of Farm Credit East.

Farm Credit East must continue to invest in its members, employees and communities. Diligence in further educating its Board of Directors and employees while empowering its membership with detailed knowledge-based tools has helped create the strong capital position Farm Credit East is experiencing. This strong capital base has enabled our cooperative to help members through adversity and the cyclic nature of the agricultural industry. Also, your cooperative, through a progressive culture, has been able to hire and retain excellent employees while providing them with the necessary tools and training to serve our membership.

Finally, if elected, I would continue to further and support Farm Credit East's focus on delivering customer value, ensure the cooperative is strong for current and future generations and maintain a high focus on human capital. As a strong member of the board, I will work diligently to develop appropriate policies that support strong governance and execution of the strategic direction the board sets in place. With the many challenges our membership faces, such as labor shortages, international trade and tariffs, commodity surpluses, land rights issues and the strength of the dollar, Farm Credit needs to be pro-active in legislative affairs at the local, regional and national level.

I am confident I have the abilities required to meet these goals and I look forward to the challenge. Thank you for your consideration.

Sincerely,

Matthew J. Piscitelli