January 21, 2025

Dear Farm Credit East Membership:

I would like to ask for your support in the upcoming election of the Eastern Region seat. Growing up on my family dairy farm, Cushman Farms in Franklin Connecticut, I learned to farm with my uncle, two brothers, and it is where we continue to farm today with the next generation. We have a dedicated workforce to help milk the 1,750 cows and farm 3,000 acres of crops to feed the cows. Their efforts have afforded me the opportunity to be involved in a number of off-farm committees and boards to help the farming community.

Over the last 40 years, I have been an advocate for agriculture in Connecticut. I started with a group called Very Alive which promoted agriculture and brought attention to the legislature and the public about how important agriculture is to the state. With that experience, I then joined Working Lands Alliance (WLA) which is a subcommittee under American Farmland Trust. WLA is made up of a large number of groups, each with an interest in protecting farmland. Some of my other valuable experience includes lobbying at our state capital for agriculture and building relationships with many Connecticut state legislators, commissioners, and governors, including the opportunity to hold calls with them to discuss issues that resulted in positive outcomes. As the chair of the Farmer's Cow Board for many years, I have had the opportunity to learn about the retail business and the significant differences between big box stores and mom-and-pop operations. Because of this experience, I can understand the challenges restaurant businesses face.

I am a dairy farmer at heart, but I support all aspects of agriculture—all farmers rely on the same infrastructure. My experience includes working with the poultry industry with their challenges at the state level. During Covid I worked with the fishing industry allowing a fish drop point, which grew to 40 customers per week. Recently, I joined a drone AI company, Almanax, to work with them on ways to improve crop efficiency, reduce soil erosion, track plant and forest health, and monitor ocean floor beds. Our goal is to make agriculture businesses more profitable.

Thank you for your consideration. If there is any more information you need, please reach out to me. I look forward to hearing from you.

Sincerely,

James A. Smith 234 East Hebron Turnpike Lebanon, CT 06249 (860) 234-0286 james69432@gmail.com