

2018

ANNUAL MEETING INFORMATION STATEMENT



FARM CREDIT EAST

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You are cordially invited to participate in our **2018 Annual Meeting** to be held on **Monday, March 26 starting at 4:00 p.m.** at the **Albany Marriott** in Albany, N.Y. You will find the Marriott at **189 Wolf Road**.

This meeting will receive reports from the Board, management and nominating committee; elect next year's nominating committee; and introduce your 2018 director candidates.

The CEO's report will include key 2017 financial results, and you will have ample opportunity to ask questions. As a stockholder, you will receive a copy of the **2017 Farm Credit East Annual Report** in late March. The report will be posted on our website by March 16, 2018. Prior Farm Credit East Annual Reports are posted on our website. (The annual reports are incorporated in this statement by reference.)

To attend the annual meeting, please mail the enclosed reservation card or sign up on *FarmCreditEast.com* by **Friday, March 16**. This assures that you have a meal. Please help us spend your money wisely by returning the card only if you plan to attend the dinner.

Your nominating committee will formally report its slate of candidates at this meeting. Biographical information for the six director candidates is included in this statement and on *FarmCreditEast.com*.

Your Board is committed to keeping you informed and providing opportunities for you to communicate with the Board and management. Casting your vote in the director election supports strong company governance:

- Electing qualified, dedicated directors keeps Farm Credit East resilient and progressive.
- Candidates invest significant time in running for director. By voting, you demonstrate your support to the candidates and to Farm Credit East as a customer-owned cooperative.

2018 Annual Meeting Agenda

3:30 p.m.	Registration Desk Opens	5:30 p.m.	Meet the Candidates Reception
4:00 p.m.	Welcome, Chair	6:15 p.m.	Dinner
4:05 p.m.	Candidate Forum	7:30 p.m.	Director Candidate Video Presentation
4:30 p.m.	Nominating Committee Report	7:45 p.m.	Pride of Farm Credit East Award and Other Recognitions
	Slate of 2018 Director Candidates		
	Election of 2019 Nominating Committee	8:30 p.m.	Adjourn
4:45 p.m.	Board & Management Reports <ul style="list-style-type: none">• Chair's Report• Chief Executive Officer's Report		

OVERVIEW OF 2018 DIRECTOR ELECTION

There are three open director seats to be elected for four-year terms:

- One from the Eastern Region
- One from the Central Region
- One from the Western Region

Farm Credit East's bylaws specify four-year terms with a limit of four consecutive terms. The bylaws require that Farm Credit East's local service area be apportioned into three regions based on voting stockholders being approximately proportionate to the number of elected directors. As of February 1, 2018, voting stockholder numbers were:

Region	# Voters	% Voters
Eastern	4,964	36.5
Central	4,411	32.5
Western	4,216	31.0
Farm Credit East	13,591	100.0

Region	# Directors	% Directors
Eastern	5	38
Central	4	31
Western	4	31
Farm Credit East	13	100

At the close of the current election cycle, the Farm Credit East Board will consist of 16 directors: 13 elected directors, one appointed customer director and two appointed outside directors.

Role of the Board of Directors

The Board's duties include:

- Hiring, coaching and ongoing evaluation of the CEO
- Setting overall ACA vision and strategic direction, including approval of the annual business plan
- Assuring safety and soundness through monitoring financial and other reports (This includes working closely with PricewaterhouseCoopers, Farm Credit East's independent auditor.)
- Enacting overall policy guiding day-to-day operations
- For more information on your Board of Directors, please ask your local representative for a copy of *The Role of a Farm Credit East Director*. Also, for a copy of the Board's charter, please see: FarmCreditEast.com/BoardCharter.

2018 Slate of Director Candidates

There are total of six candidates seeking election for three seats. The nominating committee conducted an extensive candidate search starting with fall Customer Service Council meetings, followed by regional conference phone calls in December and then a formal meeting in January. Potential qualified candidates were actively solicited for all positions.

Farm Credit East bylaws also provide for the nomination of candidates by petition. An eligible nominee by petition must provide the secretary of the association with the signatures of at least 50 voting members at least 60 calendar days prior to the annual meeting. This information was posted on Farm Credit East's website after the nominating committee met. As of the January 24 deadline, there were no petitions presented. Also, floor nominations will be accepted for eligible candidates at the annual meeting. For additional information on the floor nomination or petition process, please contact General Counsel and Corporate Secretary Alena Gfeller.

ELECTION PROCESS

Voting for directors will be by mail ballot within 10 business days following the annual meeting. Voters must be a stockholder of record as of March 1, 2018.

Candidates are listed by open seat and alphabetically by name. The election polls will close April 17, the end of the fifteenth business day following the date on which the ballots are mailed to stockholders.

The election for each position shall be conducted independently with each voting stockholder given an opportunity to vote for each of the three open positions. A tellers' committee of members will count the votes and declare the winners within five business days of the voting deadline. The candidate receiving the largest number of votes for each position shall be declared elected.

Elected and Appointed Directors Whose Terms Continue Beyond 2018

	Region	Profile	Age ¹	Initial Service Date ²	Term Expires
Matthew W. Beaton	Eastern	Elected / Cranberry	50	2006	2020
Peter R. Call	Western	Elected / Vegetables	61	2015	2019
Tim C. Chan	At Large	Appointed / At Large	67	2015	2019
Daniel J. Corey	Eastern	Elected / Potato	57	1999	2019
Laurie K. Griffen	Central	Elected / Sod	54	2011	2019
David "Skip" Hardie	Western	Elected / Dairy	67	2016	2020
Henry L. Huntington	Eastern	Elected / Greenhouse	58	2011	2019
LouAnne F. King	Central	Elected / Dairy	54	2017	2021
John P. Knopf	Western	Elected / Dairy	57	2013	2021
Lisa P. Sellew	Eastern	Elected / Greenhouse	60	2013	2021
Douglas W. Shelmidine	Central	Elected / Dairy	61	2012	2020
Diane D. Souza	At Large	Appointed / At Large	65	2015	2019
Peter R. Triandafillou	At Large	Appointed / Customer	61	2016	2022 ³

¹ Each director's age is as of May 1, 2018.

² Directors' date of service is as of the April Board meeting, except for Diane Souza, which is August 1.

³ Peter Triandafillou's current term expires in April 2018. The Board has reappointed him to a second term which expires in 2022.

2019 NOMINATING COMMITTEE ELECTION

In keeping with its responsibility under the association's bylaws, the nominating committee presents the following slate of candidates for the 2019 nominating committee to be elected at the

annual meeting. There are 23 regular members and 23 alternates. Additional nominations for the 2019 nominating committee members may be made from the floor at the annual meeting.

2019 Nominating Committee

EASTERN REGION	Member	Alternate
Auburn	Libby Bleakney	James Crane
Bedford	Jamie Robertson	Stewart Yeaton
Bridgeton	Frank Tedesco	Tom Sheppard
Dayville	John Nunes	Allyn Brown III
Enfield	Ed Kasheta	Don Patterson
Flemington	Lisa Applegate	Michael Puglisi
Middleboro	Dawn Allen	Fred Jenkins
Presque Isle	Greg Schools	Matt Griffeth
Riverhead	Karl Auwaerter	Norman Keil
CENTRAL REGION	Member	Alternate
Burrville	David Rudd	Jonathan Beller
Claverack	Ulderic Boisvert	Robert Graves
Cooperstown	Chris Fredericks	Corey Mosher
	David Curtin	Lukas George
Greenwich	Ian Murray	Willard Peck
Middletown	Richard Byma	Greg DeBuck
Potsdam	Dan Chambers	Patrick Smith
WESTERN REGION	Member	Alternate
Batavia	Tom Jeffres	Jason Schwab
	Susan Weber	Brad Macauley
Cortland	Lee Hudson	John Gates
Geneva	Adam Peters	Matt Doyle
	Matthew Young	Steve Patt
Hornell	Darlene Krisher-Meehan	John Wallace
Mayville	Jody Waterman	Martin Rosiek

2018 DIRECTOR CANDIDATES

Candidate ages are listed as of May 1, 2018

SEAT 1

Nominated from the Eastern Region: Auburn, Bedford, Bridgeton, Dayville, Enfield, Flemington, Middleboro, Presque Isle and Riverhead offices. Two candidates are running for a four-year term.



MICHAEL N. BROOKS (Age 36)

327 Garrison Road, Elmer NJ 08318
Served by the Bridgeton Branch

Business Experience (past 5 years):

Managing partner and majority owner of Dusty Lane Farms LLC, a diverse 1,400-acre irrigated grain and vegetable farm, growing white potatoes, sweet corn, spinach, peppers, wheat, corn and soybeans. Mike is also CFO of Sorbello Farms CSA, LLC, a produce home delivery business. Visit www.DustyLaneFarms.com for more information.

Farm Credit/Community Involvement: Bridgeton Customer Service Council member and current Farm Credit East director, serving as the AgInitiative Committee chair. Mike is also member of the Association of Agricultural Production Executives (AAPEX), which is an organization of graduates of The Executive Program for Agricultural Producers (TEPAP).

Current Business Interests/Affiliations: 25 percent ownership interest in Sorbello Farms CSA, LLC.

Family members who transact business with Farm Credit East: Spouse, parents, sister and brother-in-law



JAMES ALVIN ROBBINS II (Age 45)

53 Ghent Road, Searsmont ME 04973
Served by the Auburn Branch

Business Experience (past 5 years):

President of Robbins Lumber Inc., a fully integrated sawmill that produces Eastern White Pine lumber and manages 27,000 acres of timberland in Maine. James is also the manager of Georges River Energy LLC, a biomass power plant that burns wood waste in order to produce electrical power. For more information visit RLCO.com.

Farm Credit/Community Involvement: Past Farm Credit East nominating committee member and currently serves on the Farm Credit East Board of Directors, including the Governance Committee. James is also past president of the Maine Wood Products Association and a member of the Northeastern Lumber Manufacturers Association.

Current Business Interests/Affiliations: Director of Robbins Distribution LLC and manager of Georges River Energy LLC.

Family members who transact business with Farm Credit East: Brother and sister

SEAT 2

Nominated from the Central Region: Burrville, Claverack, Cooperstown, Greenwich, Middletown and Potsdam offices. Two candidates are running for a four-year term.



PETER JAMES BARTON (Age 54)

63 Apple Tree Lane, Poughquag NY 12570
Served by the Claverack Branch

Business Experience (past 5 years):

Owner and operator of Barton Entertainment Co., LLC, overseeing Barton Orchards, a diverse 175-acre agritourism farm operation offering 18 different commodities for pick-your-own from vegetables to field crops to tree fruit. For more information visit BartonOrchards.com.

Farm Credit/Community Involvement: Claverack Customer Service Council member, as well as a current Farm Credit East director, serving on the AgInitiative Committee. Peter was also active on his town board for 12 years, representing the highway, recreation and planning committees, and also served as deputy supervisor for six years.

Current Business Interests/Affiliations: Crunch Time Growers director representing direct marketing.

Family members who transact business with Farm Credit East: None



PHILIP JAMISON JONES (Age 42)

606 Walnut Tree Hill Road, Shelton CT 06484
Served by the Middletown Branch

Business Experience (past 5 years):

Co-owner and managing member of Jones Family Farms, LLC, a 400-acre retail farm growing strawberries, blueberries, pumpkins and Christmas trees. Owner of Jones Family Farms Winery, LLC, a 5,000 case vineyard and winery. Visit JonesFamilyFarms.com for more information.

Farm Credit/Community Involvement: Middletown Customer Service Council member and served on the Farm Credit East Board (2014 -2017), including serving as Governance Committee chair. Jamie served as vice president of Connecticut Farm Bureau and president of the Connecticut Vineyard and Winery Association. He was also on the Shelton Zoning Board of Appeals and the Connecticut Governors Council for Agricultural Development.

Current Business Interests/Affiliations: None

Family members who transact business with Farm Credit East: Spouse and parents

SEAT 3

Nominated from the Western Region: Batavia, Cortland, Geneva, Hornell and Mayville offices.
Two candidates are running for a four-year term.

**BRETT D. KREHER (Age 50)**

5411 Davison Road, Clarence NY 14031
Served by the Batavia Branch

Business Experience (past 5 years):

Partner at Kreher's Poultry Farms (and related entities), an egg production business raising

just under two million hens that produce conventional and organic eggs across three locations. The business also has conventional and organic crop operations growing corn, soybeans, wheat and vegetables. For more information visit KreherEggs.com.

Farm Credit/Community Involvement: Served on the Batavia Customer Service Council and the association nominating committee. Brett is chair of the Erie County Ag and Farmland Protection Board, past president of Erie County Farm Bureau and serves on the Town of Clarence Municipal Agricultural & Farmland Protection Plan Committee.

Current Business Interests/Affiliations: Partner of Kreher's Poultry Farms, GP; Manager of Kreher's Farm Fresh Eggs, LLC, Wayne County Eggs, LLC, Kreher's Sunrise Farm, LLC, Kreher Enterprises, LLC and Wayne County Farms, LLC; Treasurer, Newstead Farms, Inc.; and Director, Duncan Family Farms, Northeast, LLC.

Family members who transact business with Farm Credit

East: Four brothers, three cousins, two nephews and a niece, who are all partners with Brett.

**TERRY RIDER ZITTEL (Age 59)**

3275 Webster Road, Eden NY 14057
Served by the Mayville Branch

Business Experience (past 5 years):

Corporate secretary and business manager of Amos Zittel & Sons, Inc., a wholesale veg-

etable, flower and retail market business growing 300 acres of fresh market vegetables, including sweet corn, peppers, lettuce, cabbage, broccoli, brussel sprouts and squash, and a certified organic crop of mini cukes and hot peppers. They also have three acres of greenhouse growing two million rooted liners of 950 vegetative annual varieties for Ball Seed®, and wholesale finished spring pots. For more information visit Zittels.com.

Farm Credit/Community Involvement: Terry previously worked as a farm business management agent and acting program leader for Cooperative Extension. She's also director and past president of the Eden Community Foundation, a 501c3 private giving for public good.

Current Business Interests/Affiliations: Zittel's Country Market, Member of TREW R2 LLC, a family farm in Delaware; past president and current chair of marketing and strategy committee for Eden Community Foundation; and treasurer/bookkeeper for Harvest Malawi, a 501c3 (status pending) agricultural development organization.

Family members who transact business with Farm Credit

East: Spouse

A SPECIAL THANK YOU TO RICK JANIGA!



After 18 years of service on a Farm Credit Board, Rick Janiga, of East Aurora, N.Y., will be retiring from the board in 2018. Rick owns and operates R + D Janiga Enterprises, LLC a 300-cow dairy, cash crop and custom harvest operation. During his time on the Board, Rick served as Farm Credit East Board vice chair, as well as vice chair of the Farm Credit of Western New York Board. He also serves on the national Farm Credit Council Board of Directors. Rick was instrumental in both Farm Credit East mergers that took place during his tenure, and has always been an advocate for programs that support the next generation of producers. Rick, thank you for insight and years of service to Farm Credit!

2018

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CERTIFICATION

The undersigned certify that this statement has been prepared in accordance with all applicable statutory and regulatory requirements and that the information contained herein is true, accurate and complete to the best of their knowledge and belief.

William J. Lipinski
Chief Executive Officer

Matthew W. Beaton
Chair of the Board

Andrew N. Grant
Chief Financial Officer

February 23, 2018



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