

**FINANCIAL
PARTNER**
BUSINESS INSIGHTS FOR HIGHER YIELDS



FARM CREDIT EAST
FarmCreditEast.com

VOICE *of* **MEMBERSHIP**

ALSO IN THIS ISSUE:
2022 Director Candidates

SPRING 2022

INSIDE

2 | News & Views

3 | CEO Column

4 | Cover Story

9 | Customer Service Councils

10 | Patronage

11 | Public Policy Update

12 | Director Candidates

16 | Farm Credit East Cares



Insights & Perspectives

Be sure to check out Farm Credit East's **2022 Insights and Perspectives** report. This year's edition provides industry outlooks and insights from both industry experts and Farm Credit East's knowledgeable staff. Topics include the Northeast farm economy and 2022 outlooks for the dairy, grain and oilseed, greenhouse and nursery, vegetable, forestry and and lobster sectors fishing sectors.

Learn more: FarmCreditEast.com/InsightsAndPerspectives

Calling All Talented Photographers!

Submit your photos for a chance to win \$100.

We've received many creative images representing Northeast agriculture and country life from customers, employees and friends over the years. As the weather warms, we hope you'll get outside to capture images representing modern agriculture, commercial fishing and forest products. Upload your creative shots for a chance to be featured in our 2023 calendar!

We look for photos representing Northeast agriculture, commercial fishing and forest products during every season, so don't forget to send in the snowy scenes you captured this winter too! We encourage creative photos from all industries, from forest products to row crops, commercial fishing to dairy — with all other industries in between.

Ready! Aim! Shoot!

Upload photos at FarmCreditEast.com/Calendar
Deadline: July 31, 2022

Farm Credit East's Customer Assistance Program

As a customer-owned cooperative, Farm Credit East is committed to providing the services and resources that our members need. That is why we offer a customer assistance program at no cost to you. Farm Credit East customers customers, family members and employees may access the services of ESI Group by calling 800-252-4555 or visiting theEAP.com. This service, the same that is available to Farm Credit East employees, has a wide range of HR, legal, financial and personal wellness resources available. To use this complimentary service, just indicate that you are a Farm Credit East customer.

Learn more: FarmCreditEast.com/CAP



Mike Reynolds
CEO, Farm Credit East

VOICE OF MEMBERSHIP

I borrowed the title for my column this month from the magazine's cover because it suggests two important concepts that are part of Farm Credit East's "organizational DNA" — voice and membership.

Membership, or ownership, is the first. As a cooperative, we're focused on our members' success. The second concept is that members are also owners and in a cooperative are given a **voice** through their role in governance.

This issue's cover story goes to the heart of that concept as we provide insight into the many facets of our cooperative's governance. It concludes the series we started with last summer's issue on Farm Credit East's Environmental, Social, and Governance (ESG) initiatives. The timing is appropriate, as Farm Credit East kicked off its director election process at our annual meeting on March 21.

There are many reasons for Farm Credit East's long-term success, starting with our amazing customers and our talented team. Together, we've built a financially strong cooperative that has met the challenges of the cycles in agriculture, forestry and fishing, and helped our members do the same. Through the decades, Farm Credit East has maintained the capacity to withstand credit challenges and meet the financing needs of our customers.

And that capacity has been enhanced through the merger with Yankee Farm Credit that became effective January 1, as Yankee had a similarly strong track record of financial results.


In addition to maintaining that financial strength, Farm Credit East continues to return the earnings not needed to capitalize or operate the association to members in the form of patronage dividends, for an average effective interest rate reduction of 1.25%. Since its formation, Farm Credit East and predecessor associations have now returned over \$1 billion to our customer owners.

From an accounting perspective, that financial capacity has been achieved through yearly operating results, however the foundation it is built upon is sound cooperative governance and the financial stewardship of the board of directors. That's because they keep members' interests as their top priority and have a long-term perspective as they set the strategic direction for the organization.

Achieving sound governance takes work, and it starts with broad-based customer engagement. Farm Credit East engages members in a variety of ways, including through customer communications and meetings, local branch Customer Service Councils and the

association's Nominating Committee. In 2022, Farm Credit East will be refreshing its customer engagement strategy and building on existing programs, with changes such as the inclusion of young producers on all branch Customer Service Councils to ensure input from the next generation of Farm Credit East members.

Please let your local branch manager know if you're interested in getting more involved at Farm Credit East. One of the easiest but most important ways members can get involved is voting in the upcoming director elections. Members of the board of directors are your representatives in how the association operates, so when your ballot arrives by mail (or by email for those that opted in for electronic communications), please vote for the highly qualified candidates profiled later in this issue. There is additional information on the candidates at farmcrediteast.com/DirectorElections.

As spring kicks into full swing in the Northeast, I wish everyone the very best for a successful growing season. And as the days get longer and busier, please remember to vote in the upcoming director elections to ensure your voice in cooperative governance is heard. 

VOICE *of* MEMBERSHIP

FARM CREDIT EAST BOARD OF DIRECTORS

As Farm Credit East embarks on its next chapter, it seemed the appropriate time to revisit how Farm Credit East is governed. Additionally, given we are in the midst of the annual director elections, it is fitting to highlight the role of the Farm Credit East board of directors, which underscores why it is important for membership to take part in the annual election process by casting a vote for each open seat. Later in this issue, learn more about the six candidates seeking your vote for election in 2022.

In our last *Financial Partner*, we introduced Farm Credit East's Environmental, Social and Governance (ESG) strategy. As a customer-owned cooperative, ESG is an increasing priority for Farm Credit East, and the governance pillar is one often overlooked when discussing ESG, however it is the one most customer focused. Governance defines how corporate decisions are made and how rights and responsibilities are distributed to interested parties, including the board of directors, management and shareholders.

Responsibilities

At Farm Credit East, the board of directors operates independently of cooperative management. Its core responsibilities are to ensure stockholders are provided with accurate information

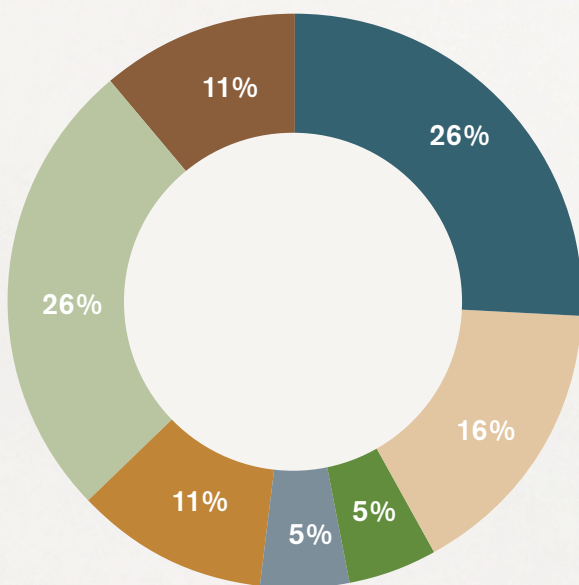
about their cooperative; approve strategy, the annual business plan and other major policy decisions to ensure the longevity of the cooperative; evaluate, compensate and plan for the succession of the CEO and senior officers; provide oversight of the management of association risks and review internal controls to confirm association assets are protected; maintain effective board governance and compliance with the Farm Credit Act and Farm Credit Administration regulations; and adhere to cooperative principles, including a patronage dividend program. To learn more about the roles and responsibilities of the Farm Credit East board of directors, review the Board Charter at FarmCreditEast.com/BoardCharter.

Composition

As a customer-elected board, the director distribution should reflect the membership. The Northeast is known for the diversity of its agriculture, and you'll note in the corresponding chart that the board composition is equally diverse, representing the many industries we serve. To make sure all members have a fair share of voice, board seats are apportioned based on the voting members in each region. In fact, nominating regions and board seats were recently realigned as part of the merger with Yankee Farm Credit to maintain this balance.



INDUSTRY REPRESENTATION ON THE FARM CREDIT EAST BOARD OF DIRECTORS



- Fruit/Veg
- Forestry
- Cash Crop
- Maple
- Green Industry
- Dairy
- Outside Appointed

Committees

To focus on certain business functions, the board operates with different committees which then report back to the full board. Each board member sits on one of these committees and each year, committee membership is revisited to provide continuity or new leadership and ideas where appropriate.

All the committees have a charter and develop an annual workplan for the various topics to be addressed throughout the year, although each committee is always prepared to address emerging areas within its scope of responsibility. In the pages that follow, learn more about three of the board oversight committees: Audit, Business Risk and Governance/Stewardship. In addition to these three committees, the Executive/Compensation committee meets regularly to discuss issues related to CEO and management compensation.

WHAT IS THE ROLE OF THE ASSOCIATION NOMINATING COMMITTEE?

The Association Nominating Committee is elected annually from eligible stockholders and operates independently of the board and management. Its role is to surface, evaluate and recommend candidates to run for director in the annual board elections. In its surfacing of candidates for full membership consideration, the Nominating Committee considers diversity in types of agriculture, geography, business experiences, gender, race and age from within the pool of prospective qualified candidates and in relation to the current board of directors.

Business Risk Committee Overview

It's probably no surprise to anyone that Farm Credit East's management team spends a lot of time thinking about how the association assesses and manages risk, and so does the board of directors. To aid in monitoring all of the association's areas of risk, the board of directors created a Business Risk Committee.

strategic, operational, compliance and financial risks. These areas comprise the risk universe and within them there are a number of categories and sub-categories, all of which have their own metrics, which are combined to arrive at risk outlook rating for each.

One of the tools the committee uses to monitor risk is an ERM dashboard, a graphic representation of each risk area with its



The Business Risk Committee is responsible for ensuring management has a business and enterprise risk management (ERM) structure that effectively addresses all major organizational risks. This committee reviews new and existing business strategies, practices, performance goals and objectives, making sure they align with the association's risk management strategy, as well as assessing and identifying possible future risks to the association.

Beyond identifying risks, the committee also oversees the monitoring and reporting of the association's risk throughout the year. The committee provides guidance and feedback to management, reporting its findings to the full board and identifying any changes that should be considered to risk parameters.

Because Farm Credit East's primary business is lending money, credit risk often comes to mind first, but that's just one of the many risks faced by the association, in addition to areas such as

current risk outlook rating that is reviewed each quarter. The dashboard allows the board to focus on higher risk areas or ones where the risk profile is changing. Areas that exceed the established risk tolerances require action plans by management of how the risk will be mitigated, and the committee monitors progress on such plans quarterly.

Finally, a key responsibility of the committee is undertaking an annual review of the risk universe to recommend any necessary changes for the upcoming year, which is then approved and included in the association business plan.



Audit Committee Overview

At its most basic level, the Audit Committee provides high level, independent oversight of the association's audit and accounting policies to ensure the integrity and accuracy of its financial statements.

As part of its charter, the committee is responsible for assisting the board in its oversight responsibilities for internal controls over financial reporting (ICFR), and compliance with legal and regulatory requirements. Central to this responsibility is the committee's role in reviewing and approving a qualified external auditor for the association, which is currently PricewaterhouseCoopers (PwC).

The committee approves the association's allowance for credit loss to ensure the financial statements reflect an adequate loss reserve should there be loans that can't be repaid because of industry conditions or other factors. Ensuring the independence of the audit function at the association is also critical, which is why the committee approves the association audit plan, and the association's Chief Audit Executive (CAE) reports directly to the committee.

The Farm Credit Administration (FCA) regulations require that the board of directors has a designated financial expert knowledgeable in at least one of the following areas: public and corporate finance, accounting procedures, and/or financial reporting and disclosure. Farm Credit East is fortunate that it has several directors who would qualify as a financial expert, however the designated financial expert is Timothy C. Chan, former Chief Financial Officer (CFO) of Ocean Spray cooperative, who serves as chair of the committee.

INTRODUCING NEW BOARD MEMBERS

Pursuant to the Merger Agreement of Yankee Farm Credit and Farm Credit East, three former Yankee Farm Credit directors joined the Farm Credit East Board effective January 1, 2022.

Thomas J. Colgan was appointed to a 2-year term expiring in 2024

Thomas serves as CEO of Wagner Forest Management, Ltd., a timber management company headquartered in Lyme, N.H. He also serves as a senior officer of Wagner Forest Management, Ltd. (a forest management company that serves as the manager for Bayroot, LLC, Wagner Energy, LLC, Merriweather LLC, Typhoon LLC and Yankee Forest, LLC); Wagner Wind Energy III, LLC, an electrical generation company; and Mirage Flats Holding, LLC, a real estate holding company.



David Folino will serve a 4-year term expiring in 2026

David and his wife Sue own and operate Hillsboro Sugarworks in Starksboro, Vt. While spending 20 years in the publishing industry, working as a marketing director, general manager and co-owner, he started a small sugaring operation which grew into a small business. He is now full-time in the maple business, with about 15,500 trees currently tapped. He and his wife market throughout central Vermont and worldwide through their website.

Kyle Thygesen will serve a 4-year term expiring in 2026

Kyle, along with his wife Jennifer and son Keenan, own and operate the Farmstead at Falls Hill, LLC, in Tunbridge, Vt. He is also currently the Director for Dairy Operations for Vital Farms. In his role, Kyle manages the entire dairy portfolio and ownership of its long-term growth.



Learn more about all the directors who serve on the Farm Credit East Board at FarmCreditEast.com/Board.

Governance/Stewardship Committee Overview

The Governance/Stewardship Committee has a broad scope of responsibilities including oversight of the election and operations of the board of directors itself, as well as many of the association's outreach activities.

While the committee oversees outreach efforts to identify board candidates and the communication plans relative to encouraging member participation, an important tenet of Farm Credit East's governance is that the Nominating Committee operates independently from the board of directors.



The governance component of the committee's responsibilities includes overseeing the director election process, as well as the training and development of board members. The committee oversees the board's annual self-assessment, where board members identify areas for additional education or expertise. A training and development plan is included in the annual business plan to address those identified needs.


“AN IMPORTANT TENET OF FARM CREDIT EAST'S GOVERNANCE IS THAT THE NOMINATING COMMITTEE OPERATES INDEPENDENTLY FROM THE BOARD OF DIRECTORS.”

The Farm Credit East board of directors undertakes ongoing learning and development, and each member works toward completion of the national Farm Credit System's director training program, called the Premier Governance Series, which includes sessions on topics such as financial markets, cybersecurity, strategy, leadership and human resources.

Finally, the committee also makes recommendations relative to director compensation and plays a role in ensuring the highest level of ethics and standards of conduct and avoiding real or perceived conflicts of interest.

The stewardship responsibilities within the committee's charter encompass many association outreach activities as well as specific mission related activities such as the association's young, beginning and small (YBS) and veteran farmer program.

Each year the Business Plan sets quantitative goals for serving YBS producers in the association territory. The Governance Stewardship Committee monitors progress toward those goals and financial incentives provided to support those producers on a quarterly basis.

Each quarter, the committee also provides oversight of the Knowledge Exchange, Marketing Communications and Public Affairs functions, as well as many of the association's stewardship programs. These stewardship programs include the financial and other support Farm Credit East provides to support the communities where our customers and staff live and work, supporting leadership development, the next generation, and diversity, equity and inclusion in the industries we serve. Many of these programs were featured in the Fall issue of *Financial Partner*. 

SPOTLIGHT: CUSTOMER SERVICE COUNCILS

Farm Credit East local Customer Service Councils (CSC) are an important component of Farm Credit East's governance and a critical source of grassroots feedback.


About 8 to 12 members from each of the 24 Farm Credit East branch offices comprise the local CSCs and meet three times per year with the local branch office manager (BOM), senior management and board leadership. CSC members are provided updates from the local branch and briefed on association-wide priorities.

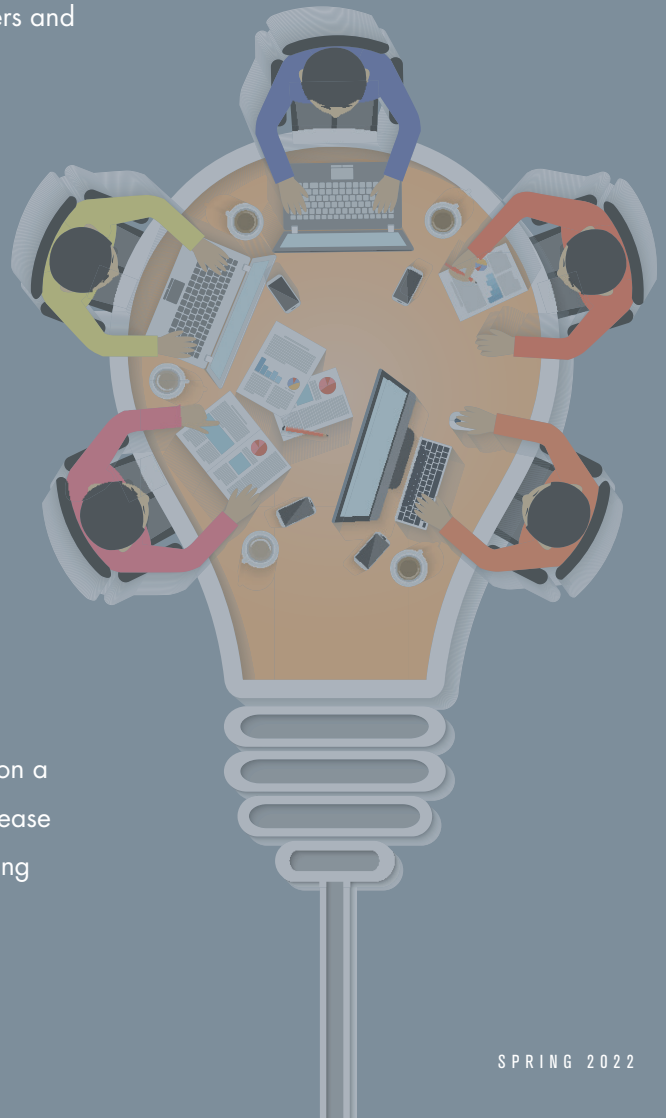
In turn, CSC members provide feedback on Farm Credit East products and services, as well as provide insight on local industry conditions and competition. CSC members also provide updates on other agricultural or stakeholder organizations they are involved with and are sometimes asked to contact elected representatives on public policy issues relevant to the association or our members. The feedback provided by CSC members at local branch meetings is then reported to the full board of directors.

New this year is the addition of a young producer member to each local CSC. In addition to providing a young producer's perspective to the local branch CSC, collectively the young producer representatives from each CSC comprise an association-wide Young Producer Council to provide input on how Farm Credit East can best engage the next generation of Farm Credit East members. We look forward to engaging these young producers and involving them in the association's governance.

Also new in 2022 are Digital Experience Champions. While not part of the CSC per se, these individual customers or employees of customers were identified by BOMs and CSC members to provide feedback on Farm Credit East's digital initiatives.

Another important connection between the local CSCs and the association's governance is that most branch Nominating Committee representatives are selected from the local CSCs. The Nominating Committee operates independently from the board of directors and is elected at the previous year's annual meeting. The Nominating Committee is tasked with identifying and selecting candidates to run for the board of directors.

Many current members of the board of directors have served on a local CSC and/or the association's Nominating Committee. Please contact your local branch manager if you're interested in serving as a Digital Experience Champion or as a member of the Young Producer Council, CSC or Nominating Committee. 



FARM CREDIT EAST'S PATRONAGE DIVIDEND PROGRAM: YOUR SHARE IN OWNERSHIP

Farm Credit East is a financial cooperative, owned by the customers we serve and governed by a customer-elected Board of Directors. Our customer-owners share in the financial cooperative's success through patronage dividends. This cooperative model enables Farm Credit East to offer competitive interest rates up front, and then through continued success, return a share of net earnings to our owners via patronage dividends.

What you should know about patronage dividends:

- For the full year 2021, customer-owners received \$91 million in patronage dividends. This is equivalent to 1.25% of average eligible loan volume.
- Patronage payments are paid entirely in cash. Payments are taxable, so we encourage recipients to consult with their tax advisors about their specific situations.

Is a patronage payment guaranteed each year?

The Farm Credit East Board evaluates a variety of business factors, including earnings, growth and economic conditions, to determine if it is appropriate to pay patronage dividends in a given year. In evaluating these factors, the Board makes a business determination as to whether Farm Credit East earnings should be returned to customer-owners in the form of patronage dividends or retained on our balance sheet to help us continue serving agriculture, commercial fishing and forest products industries through cycles.

How does patronage impact your interest rate?

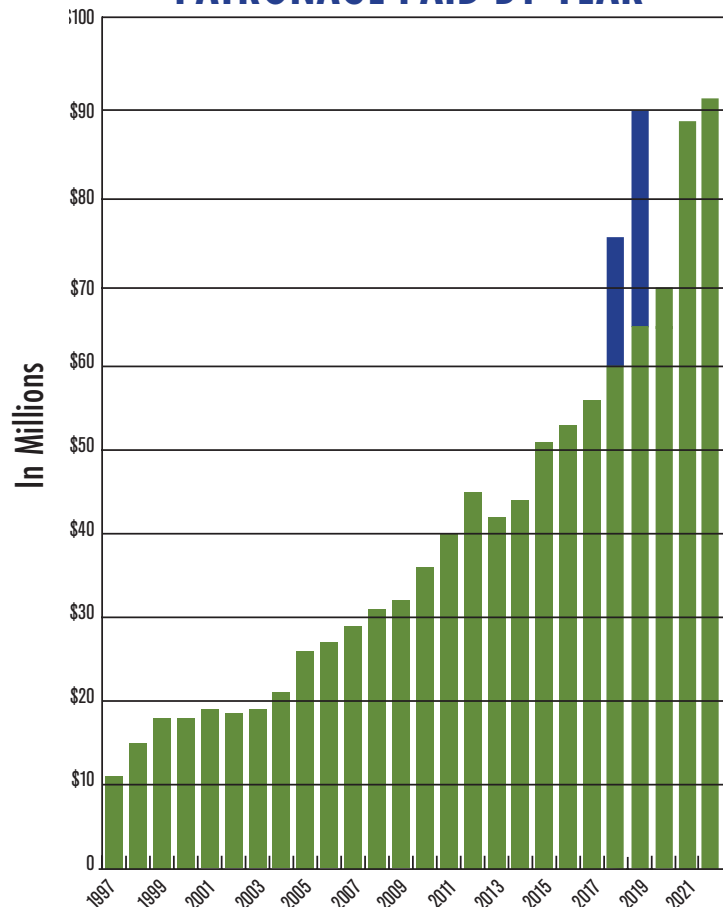
On average over the past three years, eligible customers have received 30% of the interest earned during the year. The level of the patronage payment is based on the interest earned from your loan during the year.

The chart below compares a rate from another bank to the Farm Credit East rate with the patronage dividend.

LOAN	RATE	PAYMENT	TERM	TOTAL INTEREST	PATRONAGE DIVIDEND*	NET INTEREST
ANOTHER BANK'S TERMS						
\$ 200,000	4.00 %	\$ 1,212	20	\$ 90,871		
FARM CREDIT EAST WITH PATRONAGE DIVIDEND						
\$ 200,000	3.00 %	\$ 1,212	20	\$ 90,871	\$ 27,261	\$ 63,610

*Based on a patronage dividend of 30% of interest accrued. This is an example and actual results may vary. Patronage is not guaranteed.

PATRONAGE PAID BY YEAR



Special patronage paid in 2018 and 2019.

Customer-owners have earned \$1.1 billion in dividends from ownership of their cooperative over the past 26 years.

**\$1.1
BILLION IN
DIVIDENDS**



FARM CREDIT EAST



WASHINGTON *Update*



Tom Cosgrove
Executive Vice President for Public Affairs

FEDERAL REGULATIONS: A KEY STEP IN THE PUBLIC POLICY PROCESS

From a federal public policy perspective, we often focus our attention on Congress, which makes sense given it makes the laws. When Congress passes (and the President signs) laws, however, the law is carried out by the executive branch. For example, Congress might create a new agricultural program as part of the Farm Bill or other legislation, but the United States Department of Agriculture (USDA) actually administers the program.

The primary way an executive branch agency carries out a law is through issuing regulations. While the federal regulatory process is not the origin of the idiom, “the devil is in the details,” it certainly applies. How a law is carried out by an executive branch agency can have a significant impact on whether or not the law achieves its intended effect.

Just as individuals can engage members of Congress to share their views on proposed legislation, the public also has the ability to weigh in on proposed regulations. The Administrative Procedures Act governs how regulations are developed and issued, and a key requirement is the opportunity for the public to comment on a proposed rule. The issuing agency is required to address the comments received before it issues a final rule. The agency may not make

changes to the proposed regulation, however the agency must summarize the comments and indicate how it has taken them into account.


Proposed and final regulations are published in the Federal Register, which can be found at [federalregister.gov](https://www.federalregister.gov), and individuals can submit comments at [regulations.gov](https://www.regulations.gov).

As part of Farm Credit East’s public affairs program, in addition to engaging members of Congress and providing the association’s views on pending legislation, periodically Farm Credit East will submit comments on specific regulatory matters. Farm Credit East may submit comments on its own or join with our Farm Credit System partners in providing feedback on a proposed rule through the Farm Credit Council, our national trade association.

There are two pending regulatory matters Farm Credit East is tracking that illustrate this approach. The first is a regulation published by the Consumer Finance Protection Board (CFPB). Normally the CFPB does not have jurisdiction over Farm Credit institutions, but the proposed regulation applies to all financial institutions and the collection of demographic data on business loans. Comments submitted by from both Farm Credit East and the Farm Credit Council expressed concern over the proposed

rules and the administrative burden it would place on Farm Credit institutions, costs that would eventually be borne by our members.

Secondly, there is a rulemaking underway by the USDA Risk Management Agency (RMA) which administers the crop insurance program. RMA has published a proposed rule that would make major changes to the current apple policy which Crop Growers, Farm Credit East’s crop insurance arm, has been reviewing. Crop Growers submitted a number of clarifying questions and requested an extension of the deadline for comments on the proposed rule in order to get input from growers on how the policy changes would impact their operations. We’re pleased the extension was granted, which demonstrates agencies can be responsive to public input.

To use another idiom, regulations are often where “the rubber meets the road” in terms of public policy, so sometimes providing comments and feedback on regulatory matters can be just as important as weighing in on legislative proposals in Congress. Farm Credit East will continue to weigh in on regulations that could have a major impact on the association or our customers. 



2022 CANDIDATES

FOR THE BOARD OF DIRECTORS

On behalf of the nominating committee, Farm Credit East is pleased to present the 2022 candidates for the association's board of directors. There are three open director seats to be filled in 2022, and six qualified candidates seeking election to these seats.

- One 3-year seat from the Central Region
- One 4-year seat from the Central Region
- One 4-year seat from the Western Region

At the close of the current election cycle, the Farm Credit East Board will consist of 19 directors: 15 elected directors, two appointed customer directors and two appointed outside directors.

THE BOARD

The Farm Credit East board sets a clear direction for the cooperative on behalf of all customer-owners. The board works closely with CEO Mike Reynolds to set policy, establish long-term business plans, evaluate business results and provide feedback to the management team. It does not make day-to-day management decisions, including actions on individual loans or matters relating to employees.

THE NOMINATING COMMITTEE

The nominating committee is composed of 27 Farm Credit East members and 26 alternates. The association membership elects the nominating committee at the annual stockholders meeting. This committee works hard to identify qualified candidates to ensure that the association attracts a skilled and diverse board. In addition, the committee makes every effort to recommend two qualified candidates for each open seat.

ELECTION PROCESS

You'll find the information you need to make an informed voting choice for the 2022 Farm Credit East board of directors, including:

- An annual meeting information statement, which voting members received either electronically or in the mail
- This article's profile of each candidate
- Information on our website at FarmCreditEast.com/DirectorElections

Ballots will be mailed to voting members after the annual meeting on March 21, 2022.

EVERY VOTE COUNTS!

This is your opportunity to express your voice in ownership and direction of the cooperative. By voting, you convey your continued commitment to Farm Credit East and thanks to fellow members who are seeking election to the board.

The following overview information is provided by each candidate.

**MICHAEL N. BROOKS OF ELMER, NJ**

Business: Dusty Lane Farms LLC
327 Garrison Road, Elmer, NJ 08318

Business Experience: Managing partner of Dusty Lane Farms LLC, a 2,000-acre irrigated vegetable and grain farm. The diverse vegetable farm grows white potatoes for the chip industry, peppers, spinach, sweet corn, cabbage, corn, soybeans and wheat. Mike manages all day-to-day operations of the business.

Website: DustyLaneFarms.com

Leadership/Community Experience: Current Farm Credit East director, serving on the Governance/Stewardship Committee. Mike has served on the USA Potatoes Board and the Salem County Board of Agriculture. Mike is also past president of the Woodstown FFA Alumni Association and past chair of the

Woodstown-Pilesgrove Agricultural Education Advisory Council.

Why Farm Credit is critical to my business: I feel Farm Credit is one of the last relationship lenders and that they know the unpredictable nature of the agricultural industry. Having a relationship with a large lending institution that understands agriculture and is able to grow with one's business is essential to maintaining a strong northeast agricultural industry. This has been critical to my farm's growth and I feel it is essential to maintain.

Why I am seeking reelection to the Board: Having served on the Farm Credit East board of directors for eight years, I am seeking reelection because I feel I can continue to contribute my knowledge and skills to the cooperative. Over the past eight years I have completed the Premier Governance Series training courses and understand what it means to be an effective board member.

**AMY L. WALKER-BAILEY OF FORT ANN, NY**

Business: Walker Farms, LLC
5565 State Route 4, Fort Ann, NY 12827

Business Experience: Chief financial officer of Walker Farms, LLC, a 1,300-cow family dairy operation. In this role, Amy analyzes finances and provides information to aid in decision making. The family also operates a large farm store, which Amy is the general manager and chief financial officer responsible for all daily business decisions.

Website: WalkersFarmHomeAndTack.com

Leadership/Community Experience: Current member of the Greenwich office Customer Service Council. Amy has served as a delegate for Dairy Farmers of America and was the 2007 National Milk Producers Federation Young Cooperator Chaircouple. She also served as the chair of the Washington Country Dairy Princess for 15 years and served on the Fort Ann Central School Board for 10 years, including three years as president.

Why Farm Credit is critical to my business: Our farm has worked with Farm Credit for many years and the relationship has been a major factor in the success of our dairy farm, along with our related businesses. I would appreciate the opportunity to expand our network within the agricultural industries Farm Credit East serves.

Why I am seeking election to the Board: As a family business, we have always believed that we need to be involved in the outside factors that influence our business. By educating yourself about the factors that drive your business, you can make better decisions. The future of Northeast agriculture is in our hands and it is necessary to do what is needed for it to grow and flourish in the future, and I feel my board involvement will benefit future generations.



PHILIP "JAMIE" JONES OF SHELTON, CONN.

Business: Jones Family Farms
606 Walnut Tree Hill Road, Shelton, CT 06484

Business Experience: Managing member of Jones Family Farms alongside his parents, Terry and Jean, and wife, Christiana. Established in the 1850's, the Jones family's 500-acre farm produces and direct markets strawberries, blueberries, pumpkins and Christmas trees. Additionally, Jamie established a vineyard and winery that currently produces 6,000 cases. His primary role is coordinating crop management and winery production.

Website: JonesFamilyFarms.com

Leadership/Community Experience: Current Farm Credit East Director, serving as chair of the Governance/Stewardship Committee. Jamie has also served as the vice president of Connecticut Farm Bureau and president of the Connecticut Vineyard and Winery Association, among involvement with numerous other agricultural organizations.

Why Farm Credit is critical to my business: Farm Credit has been vital to my family farm's success and growth over the past 75 years. We rely on financial services to streamline our office operations and help guide the strategic direction of our business. The ability to finance capital expansion projects has enabled us to expand quickly to meet market demands. I want to ensure these services remain viable and potentially strengthened to enable Northeast agriculture, forestry and fishing enterprises to thrive.

Why I am seeking reelection to the Board: I first ran for the board to become more engaged and contribute my perspective to the future direction of the cooperative. After serving two terms, my appreciation for what Farm Credit East provides has only deepened. Now I feel I can combine my interest in helping agriculture with the experience I have gained serving as a director to become a stronger board member in helping guide the strategic direction of the cooperative.



DAVID S. LUCAS OF NEW WOODSTOCK, NY

Business: Lucas Homestead, LLC and H. W. Naylor Co. Inc.
121 Main Street, Morris, NY 13122

Business Experience: President of Lucas Homestead, LLC, which owns and rents 700 acres, and president of H. W. Naylor, an FDA registered animal health manufacturer operating under the Dr. Naylor brand to produce topical medications used on all forms of agricultural animals in the U.S. and abroad. David has owned this company for the last 14 years.

Website: DRNaylor.com

Leadership/Community Experience: Current board member of Thousand Island Land Trust and the Central New York International Business Association. As a member of the Cazenovia Area Planning Project, he helped pass the Right to Farm Law in Cazenovia.

Why Farm Credit is critical to my business: Having multiple businesses, my first call is to Farm Credit East to see if a business decision meets their requirements. The options and flexibility Farm Credit East offers support the basic form of entrepreneurship. This flexibility allows me to utilize all of my assets so they are working for me. I have also been a large promoter of Farm Credit East's Country Living loans program.

Why I am seeking election to the Board: Having served on multiple boards, I understand the role of director. Agriculture has been part of my life and I believe in giving back to society. I have visited and spent time at some of the largest production animal locations in the country, allowing me to see many different management styles. This, combined with my experience on developing focus groups for specific animal health products, has provided a strong understanding of different producers' thoughts. As producers look to grow their businesses, my international experience lends itself to understanding their financial requirements.



EARL C. LAGROU III OF OAKFIELD, NY

Business: Lamb & Webster Inc
601 West Main Street, Springville, NY 14141

Business Experience: Chief financial officer and secretary of Lamb & Webster Inc, an agricultural equipment company conducting business in sales, parts and service. In this position, Earl is responsible for all financial transactions and the financial health of the company. He also leads human resources, advertising and general operations, overseeing 70 employees.

Website: LambAndWebster.com

Leadership/Community Experience: Chair of the Genesee County Water Resources Agency, former chair of the County Public Service Committee, the Parks and Forest County Board, and the Genesee County Management review committee, and past chair of the Town of Alabama Planning board, and the County Ag and Farmland Protection Board. Earl has also served on the Genesee County Legislature for six years and served on the boards of the County Soil and Water Conservation, Cornell Cooperative Extension and County Ways and Means.

Why Farm Credit is critical to my business: Farm Credit has been an integral part of Lamb & Webster's current financial stability. I have utilized Farm Credit East advisors for guidance in stabilizing the financial health of our business. Previously, the business's financial manager had allowed Lamb & Webster to stray from simple business financial metrics that are used to gauge the health of the business. Farm Credit has steered our business in the right direction and that has led to our financial stability.

Why I am seeking election to the Board: From my past experience in several fields, I believe I can offer valuable insight into specific aspects of the agricultural business. I can utilize my financial experience in a private business to further enhance Farm Credit East shareholders' return on their investments and utilize my personnel management skills to ensure Farm Credit is hiring and retaining top industry professionals.



TERRY R. ZITTEL OF EDEN, NY

Business: Amos Zittel & Sons, Inc.
3275 Webster Road, Eden, NY 14057

Business Experience: Business executive and treasurer of Amos Zittel & Sons, Inc., a fifth-generation 400-acre wholesale vegetable and flower business growing fresh market, hand harvested vegetables as well as rooted liners and a potted flower crop. Terry has over 39 years of experience implementing and managing a fully integrated accounting, inventory, order entry and point of sale system for all the enterprises as well as managing wholesale flower sales, shipping, human resources utilizing H2A and migrant labor, strategy and marketing.

Website: Zittels.com

Leadership/Community Experience: Current Farm Credit East Director, serving on the Audit Committee. Terry is director and past president of the Eden Community Foundation, a 501c3 private giving for public good, and director of Harvest Malawi, an irrigation/education project in Africa.

Why Farm Credit is critical to my business: Farm Credit East has been integral to our business for 44 years. After our 2014 snow disaster, we fully realized Farm Credit's value in providing stability during up and down cycles. After serving on the board, I see the tremendous value Farm Credit provides not only through affordable funding, but in education and information they provide to our industry.

Why I am seeking reelection to the Board: After serving a term, I have a greater appreciation and working knowledge to be a more effective director. I have better understanding of the dynamics necessary for the board of directors to provide good governance and work together to accomplish the missions set forth. Over the last term, the board of directors oversaw the CEO transition, and feel another term would provide valuable legacy knowledge, stability and continuity to the board.

FINANCIAL PARTNER is for the customers, employees and friends of Farm Credit East. Farm Credit East is a customer-owned lending cooperative serving the farm, commercial fishing and forest products businesses in Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island and Vermont. Part of the national Farm Credit System, Farm Credit East is a full-service lender dedicated to the growth and prosperity of agriculture.

HOW TO REACH US: Whether you want to praise us, complain, ask our advice or just let us know what's on your mind, we'd like to hear from you.

WRITE: Kristie Matuszewski, Editor, Farm Credit East,
240 South Road, Enfield, CT 06082-4451

CALL: 860.741.4380

E-MAIL: kristie.matuszewski@farmcrediteast.com

©2022 by Farm Credit East, ACA. All rights reserved.
Farm Credit East is an affirmative action, equal opportunity employer.

♻️ **FINANCIAL PARTNER** is printed on recycled paper.



Farm Credit East
240 South Road
Enfield, CT 06082-4451

Address Service Requested

PRSRT STD
U.S. Postage
PAID
Permit No. 690
Springfield, MA

In ten years, Farm Credit East Cares has made a meaningful impact in our local communities. Initiated by our employees, I'm humbled each year by our team's generosity to support important causes that make a difference in both rural and urban communities.

- Craig Pollock, Farm Credit East senior vice president and Farm Credit East Cares coordinator.



FARM CREDIT EAST
Cares

Farm Credit East Cares Surpasses \$1M contributed to Northeast Rural Communities

In 2021, Farm Credit East Cares, an employee-initiated charitable giving fund to support Northeast rural communities, celebrated 10 years since its founding. To top off this exciting milestone year, the charitable fund closed out the year surpassing \$1 million contributed to various Northeast charities and disaster relief efforts since the program's 2011 inception.

Farm Credit East Cares received initial seed funding from Farm Credit East and CoBank which each committed \$100,000. Since that time, Farm Credit East Cares has continued through the generous contributions of Farm Credit East employees, matched by the association thanks to the support of the Farm Credit East board of directors. At the end of each year, barring no natural disasters or other events, those employees who contributed select the local organization to receive funds.

Over the past decade, this charitable fund has contributed to food banks and hunger relief efforts, youth and agricultural education programs such as 4-H, veteran organizations, community and health support organizations, and programs to enrich the agriculture community.

