

Panel 1:

Traditional Sources of Capital

**Edward A. Coates, Senior Vice President & Ag Banking Manager, NBT Bank
(No PowerPoint)**

**Cynthia Shannon, Manager, Linked Deposit Programs, Empire State
Development
(PowerPoint Included)**

**Thomas W. Cosgrove, Vice President, Commercial Lending Unit, Farm Credit
East, ACA
(PowerPoint Included)**

**Steven Willard, Senior Vice President, NYBDC
(No PowerPoint)**

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Edward A. Coates

Senior Vice President & Ag Banking Manager

NBT Bank

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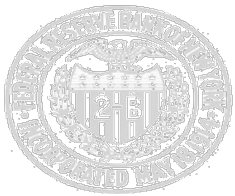
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Cynthia Shannon

Manager, Linked Deposit Programs
Empire State Development

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Empire State Development

Linked Deposit Program

A Public / Private
Economic Development Program

Eligible Businesses

(Principal place of business must already be in NYS)

Eligible Businesses that qualify for up to the 2 Percent Reduction:

Manufacturers with 500 or fewer full-time employees

Service businesses with 100 or fewer full-time employees

Eligible Businesses that qualify for up to the 3 percent reduction:

Agricultural businesses that employ 500 or fewer full-time

Empire zone-certified companies, businesses in highly distressed areas, Federal Empowerment Zones, Enterprise or Renewal Communities, Technology or Innovation businesses with 100 or fewer full-time employees

Eligible Projects/Use of Funds

- Equipment purchases or upgrades
- Real estate purchases, construction of new facility, addition or renovations to existing building, etc.
- Defense diversification
- Buyouts or spinoffs of existing businesses
- Increase export activity
- Expansion working capital (inventory, new product development/expansion into new markets)
- Procurement financing for MWBE-certified business
- Extension or renewal of existing 4 year deposit

Current Loan Limits

- Lifetime maximum = \$2 million
- \$2 million maximum single deposit
- A borrower can have any number of deposits totaling \$2 million outstanding at one time
- No minimum loan amount

Term / Structure

- Four-Year Term Participation
- Renewal Option: 4 years (renewal term to coincide with second 4 year term of the original loan)
- Fixed Rate Loans (mortgages, equipment/term loans)
- No Line of Credit/Variable Rate Financing
- No Equipment Lease Financing
- No Refinancing Debt or Transferring Existing Deposits

Contact:

- LDP Program Office in Albany at 518-292-5261
- Email: linkeddeposit@esd.ny.gov
- To download an application form or view other information visit the ESD website:
<http://esd.ny.gov/BusinessPrograms/LinkedDeposit.html>

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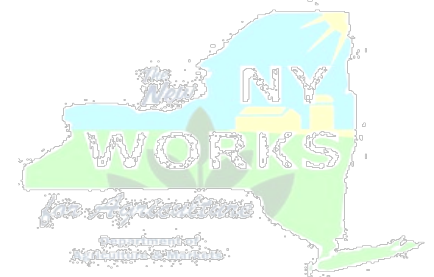
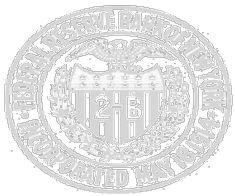
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Tom Cosgrove

Vice President, Commercial Lending Unit
Farm Credit East

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Financing food and beverage businesses

June 24, 2014

Tom Cosgrove

VP, Commercial Lending Unit

Overview

- Farm Credit System
- Farm Credit East
- Farm Credit East and the food and beverage industry in New York
- Other resources

Farm Credit System

- Federally-chartered network of borrower-owned cooperative lending institutions
 - Specialized lenders created to serve US agriculture and related businesses
 - Celebrating our Centennial in 2016
- 80 associations, like Farm Credit East, are the front door to rural America
- Financially strong
 - \$260.8 billion in assets; \$42.6 billion in capital at 12/31/13 -- 2013 net income: \$4.6 billion

Farm Credit East

- \$5.7 billion in assets and \$1.0 billion in capital as of 3/31/14 -- excellent credit quality
- Net income for 2013 was \$116.6 million -- \$35.0 million net income year to date through 3/31/14
- Returned \$42 million to customer owners in the form of patronage dividends
- Funded by CoBank, largest bank in the Farm Credit System -- finances ag. coops, rural energy and telecom and ag. exports -- a key partner

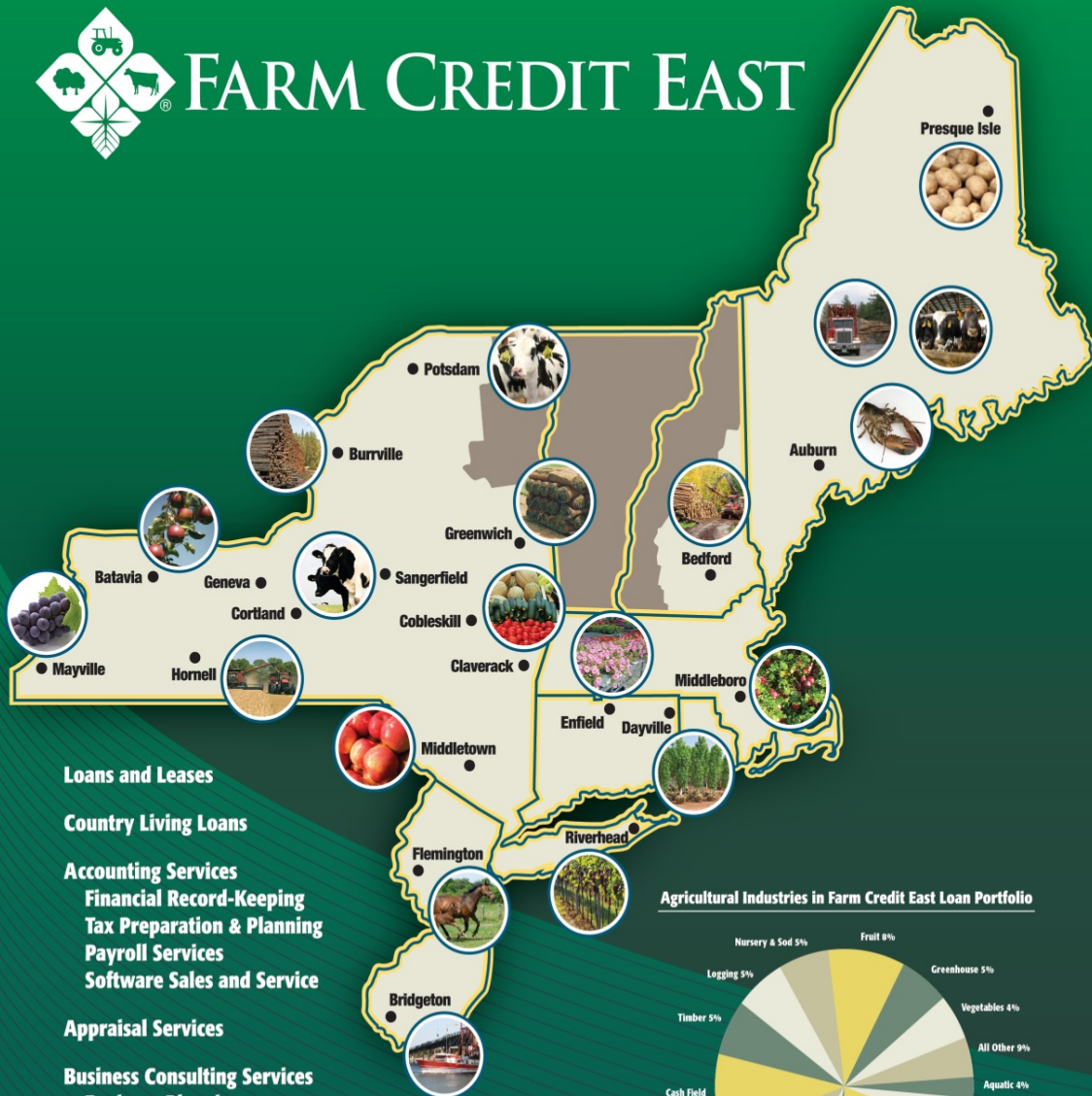
Provides a wide range of credit and financial services to Northeast agriculture and the food system

13 branch offices across New York

8,722 customers and \$3.6 billion in loan commitments in New York



FARM CREDIT EAST



Loans and Leases

Country Living Loans

Accounting Services

- Financial Record-Keeping
- Tax Preparation & Planning
- Payroll Services
- Software Sales and Service

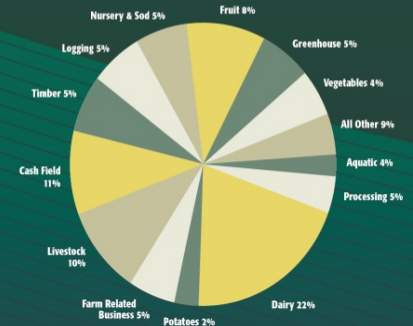
Appraisal Services

Business Consulting Services

- Business Planning
- Business Transfers & Organization
- Profitability Improvement
- Estate Planning

Crop Insurance

Agricultural Industries in Farm Credit East Loan Portfolio



Financing food and agriculture

- Serves all agricultural commodities as well as vertically integrated businesses like wineries
- Commercial Lending Unit -- \$1 billion of loan volume in food and beverage processing/marketing and other food and ag-related businesses
- Partner with commercial banks or other financial providers to serve businesses that don't own ag. production
- Active with New York state economic development programs like linked deposit and farm labor housing

Diverse businesses -- strong outlook

- See strong interest in the Northeast for locally produced foods and beverages
- Farm Credit East understands the critical linkages along the marketing chain from farm to table
- Supports the diversity of food and beverage businesses, large and small, which provide economic growth for New York and new markets for ag. producers
- Providing credit and financial services as well as industry expertise, business consulting and benchmarking

Resources

- Web and Social Media
 - farmcrediteast.com
 - [youtube.com/user/FarmCreditEast](https://www.youtube.com/user/FarmCreditEast)
 - twitter.com/FCEast
 - [facebook.com/farmcrediteast](https://www.facebook.com/farmcrediteast)
- Industry research and webinars:
 - farmcrediteast.com/Industry-Support/Knowledge-Exchange.aspx
 - Northeast Agriculture: the overlooked economic engine
 - Northeast Agriculture: 2014 insights and perspectives
- Guide to Services
 - issuu.com/farmcrediteast/docs/fce_services_guide

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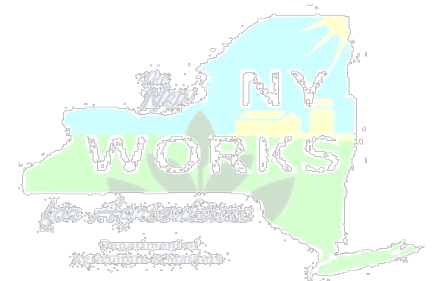
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