Financing food, beverage and agricultural businesses

June 27, 2016
Niagara Falls
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Overview

Farm Credit System

Farm Credit East

Farm Credit East and the food, beverage and agriculture industries in New York

Other resources
Farm Credit System

Long Standing Commitment
- Federally-chartered network of borrower-owned cooperatives
- Celebrating 100 Years this year!

The Front Door to Rural America
- 75 associations, like Farm Credit East, are specialized, integrated, full-service lending institutions.

Financially Strong*
- $305 billion in assets
- $50 billion in capital
- 2016 first quarter net income $1.16 billion

*As of 3.31.2016
Provides a wide range of **credit and financial services** to Northeast agriculture and the food system

**13 branch offices** across New York

**8,993 customers** and **$4.1 billion** in loan commitments in New York
Financing food and agriculture

- Serve all agricultural commodities, as well as vertically integrated and farm related businesses
- Local network of branches with “on farm” service focus
- 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 and to provide ag expertise to other lenders
- Active with New York State economic development programs like linked deposit and farm labor housing loans
Diverse Mix of Products

- Real estate, capital and operating loans
- Leasing
- Accounting services
- Appraisal services
- Business consulting
- USDA B&I & FSA guarantees
- FarmStart, LLP
- Crop Growers insurance
- Benchmarking
- Knowledge Exchange
Farm Start, LLP Program

• Investment up to $75,000 for working capital or similar purposes
• Term of no more than 5 years
• Interest (dividend), at least quarterly
• Return on investment at Wall Street Journal Prime Plus 2%
• Generally unable to obtain working capital through conventional lenders/programs
• Fills gap in existing Farm Credit and FSA-USDA lending programs
Resources

Web and Social Media
- [FarmCreditEast.com](http://FarmCreditEast.com)
- [Youtube.com/user/FarmCreditEast](http://Youtube.com/user/FarmCreditEast)
- [twitter.com/FCEast](http://twitter.com/FCEast)
- [facebook.com/farmcrediteast](http://facebook.com/farmcrediteast)

Industry research and webinars:
- [Farm Credit East Knowledge Exchange](http://FarmCreditEastKnowledgeExchange)

Guide to Services
- [Products and Services Guide](http://ProductsServicesGuide) at FarmCreditEast.com