Financing Food, Beverage and Agricultural Businesses

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Michael Haycook
Vice President
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

- 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
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
Financing food and agriculture

- Serve all agricultural commodities as well as vertically integrated and farm related businesses
- Local network of branches with focus of “On Farm” service
- 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
- Special programs for start-up farm operations
Diverse Mix of Products

- Real Estate, Capital and Operating Loans
- Leasing
- Accounting Services
- Appraisal Services
- Business Consulting
- USDA B&I and FSA Guarantees
- FarmStart, LLP
- Crop Growers Insurance
- Benchmarking
- Knowledge Exchange Program
- Grant Writing Assistance
Resources

• Web and Social Media
  • farmcrediteast.com
  • youtube.com/user/FarmCreditEast
  • twitter.com/FCEast
  • 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