

Dear Fellow Farm Credit East Members,

I want to thank you for allowing me to serve as a Farm Credit East Director for the last twelve years.

We are at that time of year when members have the opportunity and responsibility to decide who the member leaders of our Cooperative will be and I encourage you to do just that. I would appreciate your vote and support in this year's election as I seek another 4 year term on your Board of Directors. It is most important for you to return that ballot regardless of who you vote for.

During my three terms on Farm Credit East Board of Directors I have been on the Audit, Business Risk, Governance and Stewardship and the AgInitatives Committee being its Chairman two years. I have attended all six of the Premier Governance Training programs that are designed to provide extensive training for Farm Credit Board members from across the nation. By completing those trainings I have attained my Farm Credit Director Certification. Through the training and my time on the Board, I have gained a tremendous amount of understanding and knowledge as to the intricate operations that allow Farm Credit East to serve our members with superior services and most importantly a competitive, reliable source of Credit with a staff that is committed to serving their customers.

At home our multiple generation family farm is going through the same challenges as many of our members; growth and diversification, technology adoption and cost, variable revenue and higher expenses, generational transition, labor challenges and governmental regulation compliance. We find Farm Credit East to be an excellent resource to help with many of these. I feel extremely blessed to be a part of a growing, progressive family farm operation, where the next generation is eager and capable of taking on more responsibility. Their efforts have allowed me to dedicate the time needed to be an engaged and focused Board member.

If reelected I will continue, as the entire Board, management and staff is, to work diligently to serve the needs of all our members and keep Farm Credit East in the critically important position to serve all our members.

I welcome any questions you might have and can be reached at dshel@frontiernet.net or by cell phone at 315-783-1206. I would appreciate your support. Please remember to vote.

Sincerely,

Douglas W. Shelmidine