



LONG LUMBER
PINE CUT-UP STOCK
SHAVINGS



BANDSAW MILL
PLANING MILL
DRY KILNS

Fellow Farm Credit East Customers,

Please allow me to introduce myself. My name is James Robbins from Searsmont Maine. I am a fifth generation sawmill operator and landowner. With my brother and sister we sustainably manage over 27,000 acres of timberland. Our operation employs over 200 full time individuals with four mill locations. We manufacture Eastern White Pine and ship all over the country as well as export to Pakistan. Our company Robbins Lumber has been a Farm Credit East customer since the early 80's.

Farm Credit East plays a vital role with our companies' operations by understanding our dynamic lending cycle. Our lending cycle is unique due to the fact that we have to buy large volumes of logs and wood chips from various landowners when the loggers can operate on frozen ground and when the local roads aren't posted to heavy loads. Farm Credit understands this and accommodates our lending cycle.

I have been honored to serve on the Farm Credit East Board of Directors for six years. I currently serve as the Governance and Stewardship Chair as well as serving on the Executive and Compensation Committee. My forest products experience allows me to bring knowledge and input of this industry to board meetings. My career in the forest products business started at a young age just as the generations before me. From sticking lumber to driving forklift I learned the business from the ground level up. Later I took on more responsibility such as working on a mechanized logging crew to scaling logs. Working in our sawmill came next followed by ten years of running dry kilns and running the current operations.

In all aspects of our forest products business we focus on adding value to our products. We have started a lumber distribution yard in Halifax Nova Scotia to participate in the Canadian market and started pre finishing our lumber with coatings to diversify our Eastern White Pine. Recently the paper industry in Maine has had multiple mills close. We used to supply the paper industry with paper quality wood chips from our sawmill and provide low grade timber from our timberlands to these paper mills. With the low grade fiber market changing, we had to change as well. We moved forward and secured a long term contract to produce power that will provide us with an outlet for our wood chips and mill residuals. We constructed a 8.5 Megawatt power plant that burns all of our wood waste, provides steam to dry our lumber and heat our plant. This plant supports our local loggers by providing them a home for their low grade pulp wood.

The timber industry has faced numerous challenges through the years. Poor market conditions, weather events and changing markets all have created obstacles that our business has had to deal with. Some of these decisions I have made have been very difficult but necessary for the vitality of our business. I bring with me this dedication to the health and vitality of the Farm Credit System and will work with the board to ensure sure that Farm Credit East continues to serve their customer owners.

Sincerely,

James A. Robbins II