



February 15th, 2025

I write this letter to ask your support in the upcoming Farm Credit East Board of Directors election.

I represent the third generation of our family's vertically integrated, wild capture, seafood business. We operate 22 fishing vessels between the east and west coast, a commercial cold storage, and five production facilities between New Jersey, Massachusetts, and California. Our company is very diverse and operates in 15 different fisheries with a primary focus on squid, sea scallops, menhaden, mackerel and herring. Annually we harvest 75 to 100 million pounds of seafood which is distributed around world. In recent years we have invested heavily in creating value added products and connecting food service, retailers, and other sales channels directly to the source. In addition to our domestic production, we import seafood products from various foreign countries to meet our customer supply chain needs.

Throughout my career and family's continued journey I have gained leadership, financial expertise and strategic planning knowledge, which I believe to be valuable as a Farm Credit board member. Farm Credit's unwavering support has been integral to the longevity and success of my family business, and I am committed to working to ensure Farm Credit East remains a reliable financial pillar to its members for generations to come.

I would like to thank the nominating committee for giving me this opportunity and thank you for your consideration in electing me as a board member.

Best Regards,
Wayne Reichle
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