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FARM CREDIT EAST

SUMMER 2024 | FARMCREDITEAST.COM



CULTIVATING WISDOM INTELLIGENCE

advancing technology to farm smarter

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NEWS & VIEWS

Important Dates!

Farm Credit East offices, including online banking and payroll processing, will be closed on the following dates:

- **Monday, September 2**
- **Monday, October 14**
- **Monday, November 11**
- **Thursday, November 28**
- **Friday, November 29**

Also! Visit us at **Empire Farm Days**, held Thursday, August 1 through Saturday, August 3 at Palladino Farms in Pompey, N.Y. Stop by the Farm Credit East booth at 357 Frederick W. Lee Lane.

Save the Date!

Farm Credit East will be holding a virtual cooperative update on Wednesday, November 12, at 12 p.m. ET. Register at FarmCreditEast.com/webinars



FARM CREDIT EAST

Board Election & Reorganization Results

Farm Credit East announced the results of its director elections in late April. Stockholders re-elected the following candidates.



James Alvin Robbins II of Searsmont, Maine, was elected to a three-year term in the Eastern Region. James is co-owner and president of Robbins Lumber Inc, an Eastern White Pine Lumber mill with four locations, as well as sustainably manages over 28,000 acres of working timberland and operates an 8.5 MW biomass power plant.



Laurie Griffen of Schuylerville, N.Y., was elected to a four-year term in the Central Region. Laurie is co-owner and operator of Saratoga Sod Farm consisting of approximately 700 acres of turfgrass sod; a range of seed and fertilizer products and a sod installation service; 600 acres of corn and soybeans; and a retail bagged garden soil operation.



Douglas Shelmidine of Adams, N.Y., was elected to a four-year term in the Western Region. Doug is owner and operator of Sheland Farms LLC, a 900-cow dairy with 730 head of youngstock and crops about 3,000 acres, as well as operating Sheland Farm Services, a business offering crop-related services.

Congratulations to the winning candidates! Thank you to customer-members for voting and to the association nominating committee for providing an excellent slate of candidates.

At the April 23 reorganization meeting, the board elected John Knopf, of Canandaigua, N.Y., as Chair and LouAnne King, of Madrid, N.Y., as Vice Chair. In addition to Chair Knopf and Vice Chair King, the Executive Committee also includes Laurie Griffen, of Schuylerville, N.Y., James Robbins II, of Searsmont, Maine, and Kyle Thygesen, of Tunbridge, Vt.



From Board Chair John Knopf:

“Farm Credit East has an essential role in serving Northeast agriculture, commercial fishing and forest products. We have an excellent board of directors whose experience and diversity enables us to effectively represent members across our service area. As Laurie Griffen steps down as Chair, I want to thank her for her leadership over the past several years, guiding the association through a period of tremendous change and growth. I look forward to her counsel in my new role.”

In 2025, there will be four seats up for election. Learn more about these director seats and how you can become involved in the election process on page 13 of this issue.

CEO's MESSAGE

Mike Reynolds
CEO, Farm Credit East



SMART GROWTH

The title for this issue's cover story – *Cultivating with Intelligence* – really resonated with me. Because isn't that what we're all trying to do, and have been doing for generations?

We all use the information and resources available to us to improve and simplify processes, gain efficiencies, provide enhanced experiences, and achieve our business goals. Rumor has it, the team had a bit of help from artificial intelligence (AI) to generate the title for this issue's cover story, because why not use the tools available to improve their idea?

At the Annual Meeting held earlier this year, I recapped a strategic assessment the board underwent last year to ensure Farm Credit East remains positioned to serve the needs of Northeast agriculture, commercial fishing and forest products. This assessment determined we have the tools and team in place to move the cooperative forward, but it will require investment over the next several years to advance our systems, train our team and build our capabilities. In other words, enhance the resources already at our fingertips to move our cooperative into the future. And that's just what we plan to do.

Technology is a component to delivering on that strategy. It can help our team more efficiently analyze data to provide customized solutions for our customers. It can deliver faster loan decisions and provide customers with real-time access to their information.

But technology is not the only component. Our team and the data we already have are core

to the success of this strategy. Technology is just layered on top, streamlining day-to-day processes to provide our team with more time to spend with you, hearing about your plans and goals, so that we can help you drive your business forward.

The Farm Credit East Board's assessment is something each of you has done in your business at one time or another. Should you

“Technology is just layered on top, streamlining day-to-day processes to provide our team with more time to spend with you, hearing about your plans and goals, so that we can help you drive your business forward.”

upgrade your combine or milking parlor? Should you invest in the latest technology or add a new crop to the mix? Each is a strategic decision you made using data. And while the data points may tell you a self-driving tractor makes sense for your business, it doesn't change your end goal — to produce a high-quality product.

The same goes for Farm Credit East. The data may tell us a new loan accounting system will improve security and compliance, but it doesn't change our mission to provide quality credit and financial solutions to Northeast agriculture. In fact, it only enables us to further deliver on that mission.

In this issue's cover story, you'll hear about new technologies to advance the industry. In so many ways, agriculture is often on the forefront of technology. It's fascinating to learn about the tools available or that are on the horizon to help you *cultivate with intelligence*.

Later in this issue, you'll meet this year's scholarship recipients. As I reviewed this year's winners, I was impressed by the wide breadth of their career aspirations that touch on so many aspects of the agriculture industry — from production to education, research and policy. It's an inspiring representation of the industry's future leaders.

As we look to the future, we are committed to **smart growth**, for both the cooperative and our customers. Smart growth is reliant on the relationships our team has with our customers and capturing accurate data to serve customer needs. The technology is layered on to help us deliver quicker decisions and provide customized solutions to help you achieve your goals. 🌱



CULTIVATING — WITH — INTELLIGENCE

advancing technology to farm smarter

“AI is going to change 100% of jobs,
100% of industries, 100% of professions.”
— Ginni Rometty, former CEO, IBM

In agriculture, change is a constant. With the many variables those in agriculture deal with each day — weather, wildlife, disease, markets, consumer preferences — technology may be one of the easier variables to adapt, adopt and hopefully add value to the operation for the long term.

In fact, farmers are often early adopters of new technologies. Cow identification systems and automated greenhouse climate controls are just a few technologies today’s agricultural producers are implementing to farm smarter, more efficiently and more cost-effectively.

“Today is the slowest rate of change we will ever experience,” stated Jack Uldrich, agricultural futurist and author of *A Smarter Farm*, in a presentation given to Farm Credit East late last year. Digital agriculture, such as the technology to monitor cow health, has been around for years. Today, that technology is evolving to identify disease, illness or even calf birthing time in advance, enabling farmers to be proactive versus reactive. Enhanced weather predictions and crop monitoring could lead to more informed crop rotations and reduce fertilizer usage and resulting expense.

These examples are just a small sampling of the capabilities available to today’s producers. With technology advancing at a rate we’ve never seen before, what else is on the horizon?

We recently gleaned insights from leading researchers, technologists and thought leaders on some specific applications in the industries Farm Credit East serves, and how these advancements will shape those industries into the future.

ARTIFICIAL INTELLIGENCE IN AGRICULTURE

Artificial Intelligence (AI) — or the ability of computers to process large amounts of data to make predictions or decisions — has been around

for decades. Some of the first experiments began in the 1950s wherein a computer was challenged to beat a human in chess. Over several years, processing power in computers got faster, and by 1997, the computer Deep Blue was able to beat chess grandmaster, Barry Kasparov.

So why the sudden hype around AI? “The biggest change is significant improvement in processing power that can turn raw data into solutions much faster,” noted Aimpoint Research Senior Analyst Chimdi Chekwa.

Erin Rodger, Senior Manager of the Office of Marketing and Communications at Cornell University’s College of Agriculture and Life Sciences (CALS) also notes, “Digital solutions, including AI, will help enhance sustainability and resilience in agrifood systems. AI is truly the next frontier, however, as it will offer producers ultra-targeted solutions in crop monitoring, yield prediction, pest management and more.”

INTEGRATION OF AI

A recent news story reported on a dairy farm that installed cameras throughout its barns to monitor activity, but nobody had time to review all the data the cameras were capturing. Enter an AI solution that reviews that footage and reports on trends and activity to alert the farmer to any anomalies. Now, the data from the existing technology isn’t going to waste but is actually generating actionable information and a return on investment.

In his book, *A Smarter Farm*, Jack Uldrich states AGI (or artificial general intelligence — a higher level of AI) will take automation to the next level, delivering on the promise of precision agriculture. In other words, while the technology may already exist, the addition of AI is enabling producers to optimize the potential of those tools — as was the case with the dairy producer.

Two AI solutions being integrated into farming technologies are precision agriculture and predictive analytics. According to the International Society of Precision Agriculture (ISPA), “Precision agriculture is a management strategy that takes account of temporal and spatial variability to improve sustainability of agricultural production.”

According to IBM, predictive analytics uses historical data combined with data mining, statistical modeling and machine learning to predict future outcomes.

Aimpoint Research Intelligence Analyst Abby Greiman simplified this differentiation: “precision agriculture is the equipment or ‘hardware,’ and predictive analytics is the ‘software’ that informs the hardware.” Following are some ways these AI solutions are optimizing current agricultural practices.

ENVIRONMENT MONITORING AND SUSTAINABILITY

In agriculture, cameras, sensors, satellites and drones are being used to collect data on soil composition, moisture levels and temperature. Analyzing this data allows farmers to optimize resource use by reducing inputs and improving crop yields. Coupling that data with predictive analytics enables producers to predict yields and identify disease and pest risks.

We spoke with Maxwell Torrey of Torrey Farms in Western New York, who said the potential cost savings were a big factor in their recent purchase of two laser weeders earlier this year. “With the increasing cost of labor in New York State coupled with overtime, we hope to cut back on labor expense,” he said. “But there is also the sustainability component. We can use less herbicides, which saves on input costs while hopefully resulting in higher yields and higher returns.”



These technologies are not limited to agriculture. In forestry, drones are collecting data on tree species, health and size, allowing foresters to create detailed digital maps that allows them to hyper-target harvests, promoting sustainable management and minimizing waste.



Similar technologies are being deployed in commercial fishing. Sonar systems, smart buoys, satellite imagery and underwater drones are assessing fish populations, mapping migration patterns, and monitoring habitats. In many cases, these devices can travel to depths never accessed by humans. This insight into fish behavior reduces the guesswork of determining optimal fishing grounds, which increases the catch and minimizes fuel consumption.

LIVESTOCK MONITORING

In recent years, ear tags, neck bands and chips placed under the skin have helped monitor animal health and enable robotic milkers. Now more advanced solutions, such as smart cameras or sensors are being used to monitor dairy cattle health, including how much they are eating, if they are sick, how much milk they produce, and can even predict when they will calve.

ROBOTICS

While automatic milking systems have been around for decades, there are now automated systems to manage barn and greenhouse climates. And in forestry and the green industry, robots are even planting seedlings.

On the rise are robotics that integrate precision agriculture techniques to weed, prune, harvest and apply fertilizers. While robotics are already automating processes, layering in AI solutions like precision agriculture and predictive analytics will advance these tools by learning, adapting and operating with minimal human intervention.

NOTWITHSTANDING THE CHALLENGES

While digital tools have the potential to provide so much value to agricultural producers, they also come with their own unique challenges.

While robotics are already automating processes, layering in AI solutions like precision agriculture and predictive analytics will advance these tools by learning, adapting and operating with minimal human intervention.

A primary consideration is data management. AI relies on data. For AI tools to provide the most value, a producer needs the means to collect and analyze data. There are also considerations around the privacy and accuracy of data. The broadband connectivity and energy infrastructure required to quickly process all that data can also be of particular concern in rural areas.

Additionally, producers should be wary of overhyped technologies that don’t provide the value promised. For this reason, the research and trials of land grant institutions and other trusted advisors is critical to making informed decisions. Cornell University recently received USDA grant funds to implement a Farm of the Future initiative, which aims to develop, test, trial and publicize the results of new technology. Efforts like this should help identify the more effective solutions.

Julie Suarez, Associate Dean and Director of Translational Research Programs at Cornell CALS, also mentioned challenges around the lack of public funding for agricultural research and technology development along with the limitations of different organizations conducting their trials in silos. “Collaborations between researchers, extension services and farmers are critical for developing user-friendly, trusted technologies that solve real agricultural problems,” she noted.

And of course, one of biggest barriers is the price to implement many of these technologies. However, if implemented methodically and strategically, these investments can result in positive returns.

EQUIPPING THE NEXT GENERATION

In addition to research, Cornell University’s CALS is focused on equipping the next generation with the right skills to manage these new technologies. They now offer a minor in digital agriculture, which is a combined minor with the computer science and business colleges.

“We aim to graduate students who are prepared to enter into this new universe that seamlessly integrates computers and robotics into farm operations,” said Julie.

NEXT STEPS TO A SMARTER FARM

With many tools already available — and many others on the horizon — it can quickly become overwhelming to determine where to start. We asked our experts for their advice on how to approach integrating advanced technology solutions.

1. Determine business needs

“Think about your primary business needs for the next one to three years,” said Chimdi. “Then consider those emerging solutions to help solve for those needs. Starting with your business needs will lead to the most opportunity for return on investment.”

Farm Credit East Senior Loan Officer Anthony Colangelo offered similar advice. “Don’t get caught up trying to build an overarching AI strategy from the start,” he said. “The pragmatic approach is to identify specific problems or inefficiencies in your operation and then explore how AI tools can be leveraged to solve those issues.”

2. Do your research

Once you’ve determined your business needs, Julie emphasized the importance of research. “Look into different technologies and land grant research to verify before you make a purchase,” she said.

Researching potential grants and other incentives can facilitate adoption and offset high implementation costs. “There are already some state and federal funding opportunities available, and we expect to see more becoming available in the future,” said Heather LaPierre, Farm Credit East Grant Coordinator. “A good place to start is talking through your business goals and possible technology solutions with a trusted advisor, and they may be able to recommend funding sources.”

WHAT'S THE RETURN ON AI?



Finally, make sure the systems you implement can be integrated within your existing operation and with each other. Data quality, integration and cybersecurity are critical for technology solutions to be effective, so you need to invest in systems that can consolidate data across technologies.

“AI won’t put farmers out of work, it will put farmers who don’t leverage AI at a competitive disadvantage.”
- Jack Uldrich, Futurist



Gain efficiencies and enhance productivity
AI’s wealth of data can inform producers about ideal planting times or generate customized regimens for crop or animal care — all to maximize yield and improve animal health and productivity.



Reduce labor needs & costs
Mechanization has increasingly become a consideration for many farms faced with labor challenges. In 2019, we interviewed a New Jersey greenhouse grower who had turned to automation to cut back on labor. He noted the mechanization allowed him to trim down on labor expenses and increase production and sales. With the integration of AI, the technology will only become smarter and more efficient at automating labor intensive tasks.



Informed decision making
Artificial intelligence collects and analyzes both real-time and historical data at an astronomical rate, allowing the end user to make faster, more informed decisions. Crop Growers, Farm Credit East’s crop insurance provider, recently implemented Optimum, a data-driven solution that does just that to craft customized risk management plans for its insurance clients.



Enhance Sustainability
Technology provides opportunities to further sustainability all along the food and resource chain. Through soil, crop and climate monitoring, technology can optimize the use of water, fertilizers and climate control devices to reduce environmental impact. As was the case with Torrey Farms, more precisely targeted intervention can reduce inputs, help increase efficiency, preserve biodiversity, and reduce environmental impact.

3. Implement an incremental approach
“Take small bites of the apple first,” continued Anthony. Implement AI solutions in a business-minded manner, focusing on outcomes that show measurable return on investment. Build momentum by achieving little wins, and then the long-term AI strategy will emerge organically from those successes.”
“You don’t need to automate the whole farm at once,” added Chimdi. “Find the small efficiencies that can make a big difference in your specific operation.”

4. Stay informed
With the pace of change today, producers can’t take a once-and-done approach. They need to be thinking ahead and be aware of emerging technologies, so that investments made today can evolve with future advancements.

A SMARTER FARM
No one can be sure what the future holds, but one certainty is the pace of change is only going to accelerate. Producers will need to move beyond just digital agriculture to remain competitive. The AI-driven, autonomous solutions becoming available offer the potential to provide producers with the data and insights to *cultivate with intelligence*. 🌱

SUPPORTING AGRICULTURE'S NEXT GENERATION

STEWART SPOTLIGHT

Farm Credit East has long recognized the importance of supporting and developing the industry’s future leaders and does so in a number of ways, including multiple student scholarship programs along with sponsorships and contributions throughout the year.

One such organization is the National FFA (formerly Future Farmers of America). Farm Credit East has been a long-time supporter of FFA, providing support to local chapter initiatives and events, including annual officer training, and staff serving as judges at many FFA competitions, including the regional Star Farmer awards at the Eastern States Exposition (Big E).

Recently, Farm Credit East was pleased to support the New York FFA Foundation’s Jacket Award by purchasing all the neckwear (either a scarf or tie), to complete the official ensemble of the 99 FFA members who were awarded a FFA jacket at the 99th New York State FFA Convention.



FFA jackets were awarded to members from 52 chapters across the state. (Courtesy photo)

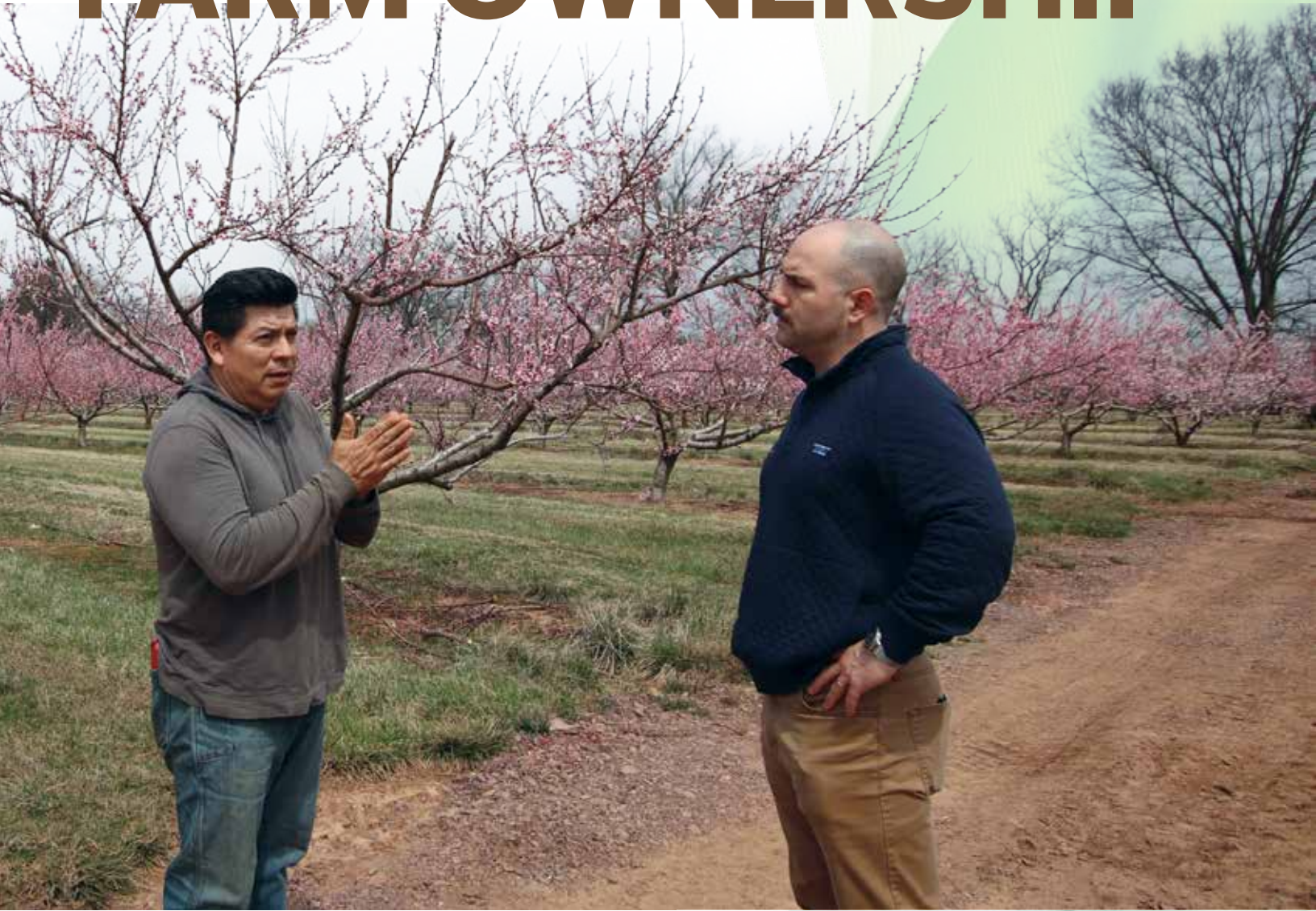
“Farm Credit East has been a long-time partner of NY FFA and ag education, and many of their employees are alumni of the organization. Projects like this are only possible when people open their generous hearts to support the program.”
- Todd Lighthall, Executive Director of the NY FFA Leadership Training Foundation



Farm Credit East FFA Scholarship
Farm Credit East offers scholarships for high school students involved in FFA to support their Supervised Agricultural Experience (SAE) or educational opportunities within the agriculture, commercial fishing or forest products industries. The next application deadline is December 31.

Learn more or apply: FarmCreditEast.com/FFA

ACHIEVING THE DREAM OF FARM OWNERSHIP



Hector Perez with Senior Loan Officer, Michael Somma

Hector Perez’s passion for agriculture started at a young age as he watched his grandfather grow tropical fruits and vegetables on a small farm in Mexico. After earning his bachelor’s degree in agriculture, Hector came to New York City in the early 2000s to learn English. While there, he learned about GrowNYC’s New Farmer Development Project, which aims to help immigrants grow their knowledge in agriculture. GrowNYC helped to connect Hector with a few different New Jersey farmers to continue to grow his knowledge of agriculture and English.

In 2009, Hector began renting 37 acres in New Jersey to start his own crop. Today, Jersey Farm Produce, based in Pittstown, N.J., has grown to 89 acres, and now has five trucks making the trip to direct market fresh produce at GrowNYC farmers’ markets. The farm consists of 45,000 apple trees, five acres of peaches — including white, yellow, donut, nectarines — as well as cherries, table grapes, Heirloom tomatoes, cut flowers, and various varieties of pears, plums and berries. He started out retailing at only two GrowNYC markets and today sells at 18.

“We really try to diversify the operation,” said Hector. “Selling at different GrowNYC markets, I’ve found that each neighborhood has its own preferences, so I grow various varieties to supply each market.”

Around the time Hector began renting his land, he was contacted by Dirt Capital Partners, private land investors who partner with regenerative farmers to obtain farm ownership. They presented Hector with an opportunity to work toward full ownership of his property and also connected him with Farm Credit.

“Dirt Capital suggested I work with Farm Credit for my accounting,” said Hector. “Ever since, Douglas Myers and the Farm Credit East financial services team have been helping me with my budget to make sure all my expenses are accounted for and help me to find ways to be more efficient. They’ve really helped to open my eyes on the business.”

When it came time to purchase the farm, Hector extended his Farm Credit East relationship. “The Farm Credit East team — both Douglas and Michael Somma, my loan officer — actually came out to my farm to meet with me,” said Hector. “They already had my numbers, but they still took the time to walk the fields and understand the operation.”

“After talking for a few hours, Michael turned to me and said, ‘We will be happy to support your dream and lend you the money to purchase the farm.’ So, we did it!”

As Hector looks to the future, he has plans to continue to adjust his products to meet the unique preferences of his New York City customers, find efficiencies in his current operations, and possibly even explore a few new products and growing practices. “I love agriculture and the science behind it, and I like to be constantly improving,” he commented. But his end goal is the same as what motivated him in the first place: To grow a variety of quality products.

“I came to the United States with nothing,” said Hector. “It’s humiliating to not be able to communicate, but I was always a hard worker.” And that hard work has paid off.

Hector donates any excess product to those in need. Last year, he donated more than 3,000 pounds of apples to a local church. “It’s not about the money for me, so when I have extra fruit or vegetables, it provides me the greatest satisfaction to help those who need it.” 🌱

“My Farm Credit East representatives took the time to come out to my farm, walk the fields and understand the operation.”

– Hector Perez, Jersey Farm Produce



THE CORPORATE TRANSPARENCY ACT

HOW TO COMPLY WITH BENEFICIAL OWNERSHIP INFORMATION (BOI) REPORTING REQUIREMENTS



WEBINAR

WATCH THE WEBINAR: FarmCreditEast.com/Webinars



Farm Credit East tax specialists hosted a webinar in early June to discuss the new BOI reporting requirements.

BLOG ARTICLE

READ THE ARTICLE: FarmCreditEast.com/BOI



Effective January 1, 2024, many companies need to identify and begin submitting information about their beneficial owners — or face potential penalties. What do you need to know to comply?

Farm Credit East has resources available to keep members informed about BOI reporting requirements, timelines and who is required to report.

In January, Farm Credit East tax specialists authored an informational blog article: *What you Need to Know about Beneficial Ownership Information Reporting for your Business*

CROP GROWERS
Your first choice for crop insurance.

HAY INVENTORIES RUNNING LOW?



Unsure of how to supplement these losses? Whether you source additional acres to make up the difference or suffer through those high hay prices until spring, Crop Growers can help.

Pasture, Rangeland, and Forage (PRF) coverage insures against a lack of rainfall, so in a dry year, you can have supplemental revenue to cover your bottom line.

Our goal is to protect your investment, and PRF coverage offers protection when you need it most.

SALES CLOSING DATE IS DECEMBER 1

Contact your local Crop Growers specialist in advance of the December 1 sales closing to ensure your coverage aligns with your goals for the year ahead.



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CROP GROWERS IS AN EQUAL OPPORTUNITY PROVIDER



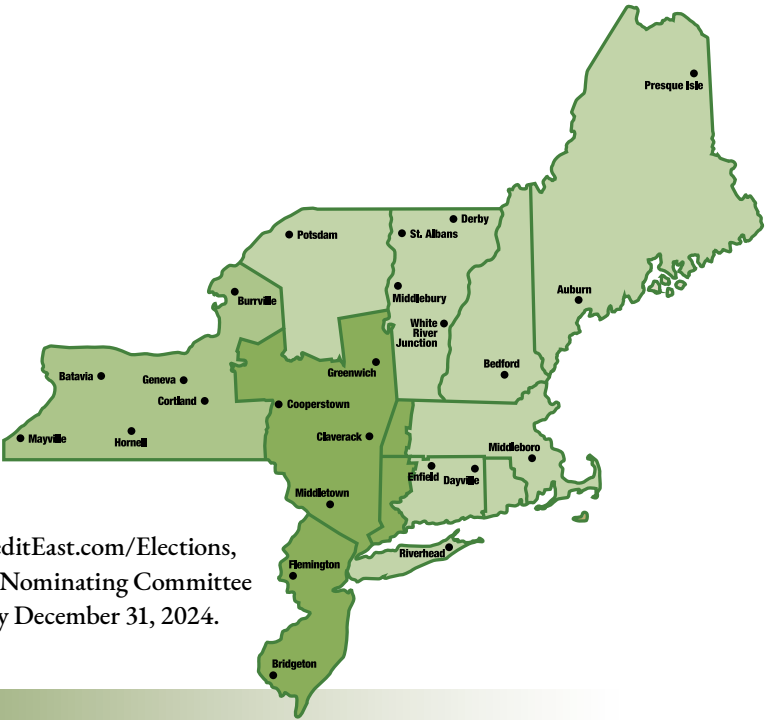
As a cooperative, Farm Credit East is owned by the more than 18,000 customers it serves and governed by a board of customer-elected directors.

Operating independently of the board, the Association's Nominating Committee serves an important role in identifying and advancing the board of director candidates. These 54 members and alternates represent each of Farm Credit East's office locations to ensure geographic diversity and representation of various industry and business backgrounds. For more information on the structure of the Nominating Committee and how it operates, visit FarmCreditEast.com/Elections.

Interested in shaping the future of your cooperative?

Any borrower who owns voting stock is eligible to nominate themselves to be considered for a position on Farm Credit East's **Nominating Committee** or the **Board of Directors**.

You may nominate yourself or another individual by visiting FarmCreditEast.com/Elections, or by contacting a member of your local customer service council, the Nominating Committee or a Farm Credit East representative. Nominations must be received by December 31, 2024.



Director Seats up for Election in 2025:

- *Eastern Region: One 3-year seat and one 4-year seat*
- *Central Region: One 4-year seat*
- *Western Region: One 4-year seat*



Scan to nominate someone for the Farm Credit East Nominating Committee or Board of Directors.

FarmCreditEast.com/Elections



Tom Cosgrove
Executive Vice President for Public Affairs

PASSING THE BATON

After writing about the Farm Bill for almost two years, I can finally report the legislation, which was due to expire in 2023 and was extended for 12 months last fall, has cleared its first major hurdle. On May 23, the bill was approved by the House Agriculture Committee on a vote of 33 to 21 with four Democrats joining all 29 Republicans in supporting the bill.

Farm Credit East supports passage of the legislation as it is critical to providing certainty to Northeast producers and maintaining risk management, safety net, conservation and other important programs. And while usually not as prominent in Farm Bill discussions, the research title of the committee-passed bill also contains several key initiatives.

As mentioned in this issue's cover story, government sponsored research at land-grant universities and other institutions is foundational to discovering and refining the agricultural technologies and practices producers will need to overcome challenges and remain competitive. The Farm Bill would reauthorize and increase funding for existing programs as well as create new ones, including a Specialty Crop Mechanization and Automation Research and Extension Program.

The bill also includes several Farm Credit-supported provisions:

HR 4736, which would give Farm Credit institutions authority to partner with community banks and other lenders to finance essential community facilities like senior and childcare centers and healthcare facilities.

HR 2423, which would confirm the role of the Farm Credit Administration (FCA) as the Farm Credit System's sole regulator and

require the collection of certain loan applicant demographics in a way that protects their privacy.

HR 5631, which would increase the amounts for USDA's Farm Service Agency direct loans and loan guarantees — an important program for Farm Credit lenders working with beginning farmers and other customers facing financial challenges.

Unfortunately, the committee-passed bill does not contain HR 4940, which would extend Farm Credit's lending to businesses that support the fishing and aquaculture industries. We are working with Northeast sponsors Chellie Pingree (ME-1) and Jeff Van Drew (NJ-2) on including it when the Farm Bill is debated by the full House of Representatives.

While Committee passage of the bill is a positive step, the outlook for the bill is unclear. Leaders of the Senate Committee on Agriculture, Nutrition and Forestry, Chair Debbie Stabenow (MI) and Ranking member John Boozman (AR), have released their frameworks for the legislation but there is no timeline for action. With Congress just beginning consideration of the 12 annual appropriations bills and the limited days in session because it's a Presidential election year, the outlook for completion is uncertain.

"I'm confident I'm handing the baton to a team that will make sure Farm Credit East and its members' interests and concerns continue to be heard by policymakers here in the Northeast and Washington."



Dave Lane, Sen. Kirsten Gillibrand (D-NY), and Tom Cosgrove on a recent visit in Saratoga, N.Y.

Like the current one, recent Farm Bills have not typically sailed through the legislative process and extensions have become common. The 2008 Farm Bill, originally due to expire in 2012, wasn't signed into law until February 2014. In 2008, Congress had to override President George W. Bush's veto to enact the Farm Bill, which was supposed to have been completed in 2007.

So, it is very possible that it will be up to the next Congress to complete the Farm Bill. And while the drawn-out nature of the process can be frustrating, it underscores the importance of staying engaged, which takes a team effort. To that end, in August I will pass the baton in

leading Farm Credit East's efforts on the Farm Bill and other public affairs matters to Senior Vice President Dave Lane.

Dave joined Farm Credit East's senior leadership team in 2022 through the merger with Yankee Farm Credit. Since joining Farm Credit East, he has taken on a variety of responsibilities in the areas of public affairs and stewardship as well as overseeing the association's sustainability efforts, which he will continue. Among the many positions he has held in his career prior to joining Farm Credit, is serving as Deputy Secretary for the Vermont Agency of Agriculture.

It has been my privilege to serve in this role for nearly 10 years, telling the story of Farm Credit and its members and advocating on their behalf. Along with Knowledge Exchange Specialist Kyle Bell, Dave will be working closely with our national trade association, the Farm Credit Council, and CoBank's Washington D.C. staff. I'm confident I'm handing the baton to a team that will make sure Farm Credit East and its members' interests and concerns continue to be heard by policymakers here in the Northeast and Washington. 🍀



MEET OUR SCHOLARSHIP WINNERS

Each Earned \$2,000 Toward Higher Education

Farm Credit East congratulates our 41 scholarship winners, all aspiring to make a difference in their agricultural communities. In addition to this year's Farm Credit East "Futures" recipients, students earned a collective \$90,000 in scholarships to help them on their way to becoming the Northeast's future leaders.

Our scholarship supports students with a diversity of agricultural career aspirations and backgrounds from across our eight-state territory. Congratulations to these deserving students and best wishes for a successful educational experience.

CONNECTICUT



Priya Betts
South Windsor, Conn.

University of Massachusetts – Amherst
Major: Animal science
Career Path: Large animal veterinarian



Griffin Mandirola
Suffield, Conn.

University of Connecticut
Major: Agriculture and natural resources
Career Path: Farm manager/owner



Amelia Withington
Baltic, Conn.

SUNY Cobleskill
Major: Animal science
Career Path: Animal nutritionist

MAINE



Abram McCrum
Mars Hill, Maine

University of Maine
Major: Mechanical engineering technology
Career Path: Farm manager/owner



Becky Sue Seifrit
Stockton Springs, Maine

University of Maine at Augusta
Major: Business administration – accounting
Career Path: Accountant/farm owner

MASSACHUSETTS



Olivia Camara
Acushnet, Mass.

University of New Hampshire
Major: Sustainable agriculture and food systems
Career Path: Farm manager/owner



Datev Gevorkian
Bedford, Mass.

University of Massachusetts – Amherst
Major: Sustainable food and farming
Career Path: Farm manager/owner



Valerie Ho
Arlington, Mass.

Northeastern University
Major: Environmental and sustainability sciences
Career Path: Soil scientist



Callie VandenAkker
Whitinsville, Mass.

Dordt University
Major: Agriculture
Career Path: Farm manager/owner

NEW HAMPSHIRE



Abhinav Avvaru
Nashua, N.H.

Columbia University
Major: Environment and sustainability
Career Path: Ag research



Elizabeth Bliss
Hudson, N.H.

Great Bay Community College
Major: Veterinary science
Career Path: Veterinary technician



Lauren Gardner
Loudon, N.H.

SUNY Cobleskill
Major: Wildlife management
Career Path: Conservation officer



Adrianna George
Milford, N.H.

University of New Hampshire
Major: Animal science
Career Path: Veterinary pathology

NEW JERSEY



Nora Doonan
Highland Lakes, N.J.

University of Connecticut
Major: Plant science
Career Path: Ag research



Pradthana Nuan Ngam
Middletown, N.J.

University of Pennsylvania School of Veterinary Medicine
Major: Veterinary medicine
Career Path: Large animal veterinarian

NEW YORK



Abbie Ainslie
Clayville, N.Y.

Cornell University
Major: Animal science
Career Path: Ag education



Shannon Algieri
Tarrytown, N.Y.

Westchester Community College
Major: Accounting
Career Path: Farm business manager/accountant



Claire Barber
Schuylerville, N.Y.

SUNY Adirondack
Major: Ag business
Career Path: Farm manager/owner



John Burditt
Hartwick, N.Y.

SUNY Cobleskill
Major: Dairy production and management
Career Path: Farm manager/owner



Taylor Cary
Salem, N.Y.

Colorado State University
Major: Livestock business management
Career Path: Farm manager/owner



Peyton Darling
Schenevus, N.Y.

Cornell School of Veterinary Medicine
Major: Veterinary medicine
Career Path: Large animal veterinarian



Laken Dyn
Jordanville, N.Y.

Kansas State University
Major: Animal science
Career Path: Ag policy



Molly Edgar
Plessis, N.Y.

SUNY Cobleskill
Major: Animal science
Career Path: Farm manager/owner



Kelly Niefergold
Lawtons, N.Y.

SUNY Morrisville
Major: Dairy management
Career Path: Farm manager/owner



Taryn Hoyt
Odessa, N.Y.

SUNY Cobleskill
Major: Animal science
Career Path: Ag education



Cameron Stanton
Orient, N.Y.

Tufts University
Major: Environmental law
Career Path: Environmental attorney



Emma Jenks
Millerton, N.Y.

Colorado State University
Major: Extension education
Career Path: Cooperative Extension 4-H program manager



Ella Underberg
Springville, N.Y.

West Virginia University
Major: Ag education
Career Path: Ag policy



Caroline Kelly
Greenwich, N.Y.

University of Rochester
Major: Cell and developmental biology
Career Path: Large animal veterinarian



Sophia Wilbur
Fabius, N.Y.

Cornell University
Major: Animal science
Career Path: Dairy management



Nathaniel King
Schuylerville, N.Y.

Cornell University
Major: Animal science
Career Path: Farm manager/owner



Alysa Williams
Little Valley, N.Y.

SUNY Alfred State
Major: Agribusiness management
Career Path: Farm accountant



Keller LaClair
Ellenburg Center, N.Y.

SUNY Cobleskill
Major: Plant science
Career Path: Crop advisor



Pietro DiStefano
North Kingstown, R.I.

Oklahoma State University
Major: Agricultural education
Career Path: Ag education



Brittany Martin
Strykersville, N.Y.

Cornell University
Major: Animal science
Career Path: Herd manager/farm owner



VERMONT

Abigail Reen
Lincoln, Vt.

University of New Hampshire
Major: Sustainable agriculture and food systems
Career Path: Ag education



Lilly Mills
Canastota, N.Y.

Cornell University
Major: Animal science
Career Path: Dairy nutritionist

FARM CREDIT EAST “FUTURES” RECIPIENTS

Farm Credit East awarded an additional \$2,000 scholarship to students committed to careers in production agriculture, forestry or commercial fishing. This scholarship was awarded upon a secondary, in-depth review of the applications and is in addition to the \$2,000 Farm Credit East scholarship.



J. Isaac Folts
North Collins, N.Y.

Cornell University
Major: Animal science
Career Path: Farm manager/owner

With a passion for cows and the dairy industry and his competitive nature, Isaac is always looking for ways to improve the industry, the cow and the family farm. He plans to apply his education to adapt the farm, including herd genetics, and maximize its potential.



Kylie Hearn
Westhampton, N.Y.

Washington State University
Major: Enology
Career Path: Winemaker

Drawing from her family’s multigenerational involvement in the wine industry and her five years of practical experience working in wineries, Kylie aims to transition from a cellar hand to a winemaker. Through her education, she aims to refine her understanding of grape cultivation, fermentation processes, and sensory evaluation, to contribute meaningfully to her family’s legacy while making a positive impact on the broader wine community.



Payson Rienhardt
Exeter, Maine

University of Maine
Major: Forestry
Career Path: Forester

Payson plans a career in Maine’s forestry industry following years of experience working alongside his grandfather and uncle to manage and update current infrastructure, land and woodlots. Sustainability will be a focus of Payson’s career as he plans to implement practices that ensure the long-term health of forests, such as selective harvesting, reforestation, and wildlife habitat preservation.

ROYAL W. SMITH JR. SCHOLARSHIP

Awarded to the Futures Recipient from Vermont



John Lincoln
Randolph Center, Vt.

Vermont State University
Major: Construction management
Career Path: Farm manager/owner

John’s upbringing on a central Vermont farm has inspired his career aspiration as a land business owner. With a degree in construction management, John plans to focus on excavation, with logging, beef, and maple sugaring as diversified income streams and expanding these businesses into new and diverse markets.

To be a candidate for a 2025 scholarship, contact a
Farm Credit East office or visit FarmCreditEast.com
The 2025 application will open in January 2025.

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HOW TO REACH US: Whether you want to praise us, complain, ask our advice or just let us know what's on your mind, we'd like to hear from you.

WRITE: Kristie Matuszewski, Editor, Farm Credit East,
240 South Road, Enfield, CT 06082-4451

CALL: 860.741.4380

E-MAIL: kristie.matuszewski@farmcrediteast.com

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Agricultural Views

Photo Calendar Contest

SUBMIT YOUR PHOTOS FOR A CHANCE TO WIN \$100.



Help us fill Farm Credit East's *Agricultural Views 2025* Calendar with lots of fresh imagery that illustrates the best of Northeast farming, horticulture, forestry and commercial fishing. We also look for creative photos that celebrate country life in New England, New York or New Jersey.



Your photo entry may appear in Farm Credit East's *Agricultural Views 2025* Calendar and also earn you a \$100 cash prize!

UPLOAD TO [FARMCREDITEAST.COM/CALENDAR](https://farmcrediteast.com/calendar) BY JULY 31, 2024