



ACCESS TO CAPITAL:

Food, Beverage, and Agricultural Enterprises



Financing food, beverage and agricultural businesses

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Niagara Falls

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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

Long Standing Commitment

- Federally-chartered network of borrower-owned cooperatives
- Celebrating 100 Years this year!

The Front Door to Rural America

- 75 associations, like Farm Credit East, are specialized, integrated, full-service lending institutions.

Financially Strong*

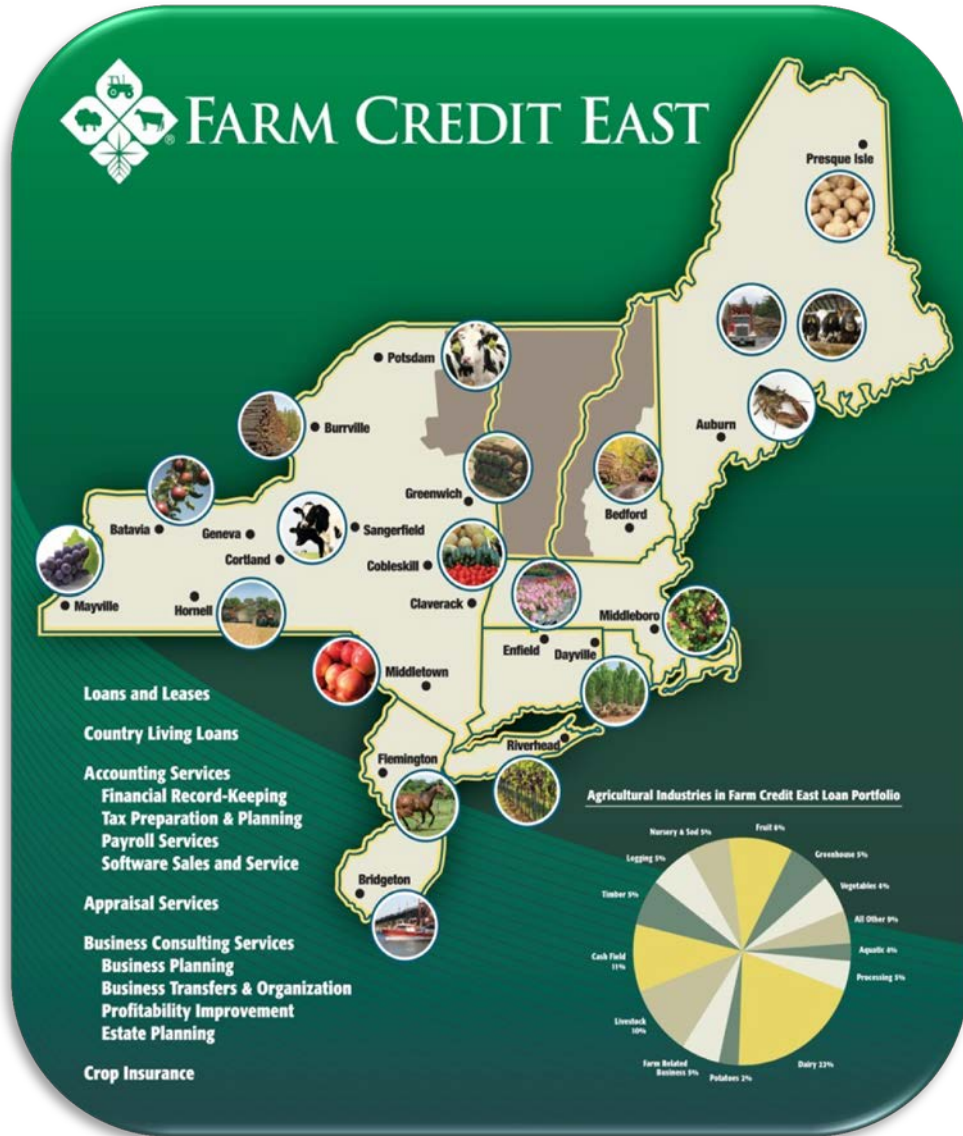
- \$305 billion in assets
- \$50 billion in capital
- 2016 first quarter net income \$1.16 billion

*As of 3.31.2016

Provides a wide range of **credit and financial services** to Northeast agriculture and the food system

13 branch offices across New York

8,993 customers and **\$4.1 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 **“on farm” service** focus
- **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

Diverse Mix of Products

Real estate,
capital and
operating loans

Leasing

Accounting
services

Appraisal
services

Business
consulting

USDA B&I &
FSA guarantees

FarmStart, LLP

Crop Growers
insurance

Benchmarking

Knowledge
Exchange



FARM CREDIT EAST

Farm Start, LLP Program

- Investment up to **\$75,000** for working capital or similar purposes
- Term of **no more than 5 years**
- Interest (dividend), at least quarterly
- Return on investment at Wall Street Journal Prime Plus **2%**
- Generally unable to obtain working capital through conventional lenders/programs
- Fills gap in existing Farm Credit and FSA-USDA lending programs

Resources



Web and Social Media

- FarmCreditEast.com
- Youtube.com/user/FarmCreditEast
- twitter.com/FCEast
- facebook.com/farmcrediteast



Industry research and webinars:

- [Farm Credit East Knowledge Exchange](#)
- [Northeast Agriculture: 2016 Insights and Perspectives](#)

Guide to Services

- [Products and Services Guide](#) at FarmCreditEast.com