



FARM CREDIT

Lending support to rural America™

COMMUNITY IMPACT REPORT
FARMCREDIT.COM



1916

HELPING AMERICA GROW SINCE



By supporting partners who improve the lives and livelihoods of farmers and ranchers, Farm Credit is advancing a sustainable future for agriculture and rural America.

The Farm Credit System has had a unique mission since it was established in 1916: to support agriculture and rural America. Through a network of regional wholesale banks and local lenders, Farm Credit provides financing to farmers, ranchers and agribusinesses throughout the United States. Funded by access to international and institutional money markets, Farm Credit provides a stable source of credit to farmers, ranchers and rural homeowners, enabling them to achieve their dreams.

The Farm Credit Mission: *Support Agriculture and Rural America*

Farm Credit's commitment to a thriving rural America extends beyond providing financial services. Farm Credit's legacy of service supports rural American communities through volunteerism and financial contributions to organizations and initiatives that improve the lives and livelihoods of farmers and ranchers.

To underscore this focus, Farm Credit's national contributions program targets organizations that work in three specific areas:

- **Advocates for agriculture** and rural America, comprised primarily of trade organizations that advocate for the policy perspectives of their agricultural members;
- Programs for **young, beginning, small and minority farmers**, and youth-focused ag education programs;
- **Friends of agriculture** and rural America who promote economic opportunity, social advancement and the overall well-being of farmers, ranchers and rural America.

These national partnerships are important to Farm Credit, and we appreciate the opportunity to contribute to the success of a vibrant rural America through these national partnerships. This report showcases a few of these groups, highlighting their goals and achievements.

Additionally, Farm Credit's banks and associations give millions of dollars and thousands of volunteer hours annually to support local and regional programs. To learn about local contribution programs, please use the locator at farmcredit.com.

HOW TO GET SUPPORT

Governing Farm Credit's national contributions program is a strategic review process that enables us to direct our donations to the organizations and programs that best align with the Farm Credit mission and deliver the most positive impact to agriculture and rural America. Groups wishing to solicit support from Farm Credit can apply at www.farmcredit.com. These requests are reviewed quarterly by the Farm Credit National Contributions Review Group, made up of representatives from across the Farm Credit System. Contributions are made at the direction of the review group.



ADVOCATES FOR AGRICULTURE

Bettering U.S. Agriculture through Involvement in Public Policy

National policy decisions can directly impact how individual farmers and ranchers are able to conduct their businesses. Advocates for agriculture strive to inform policymakers about the potential effects of their decisions and help influence decisions for the betterment of U.S. agriculture. The following are examples of advocates that Farm Credit supports.

AMERICAN FARM BUREAU FEDERATION Showing America's Farmers How to Be Heard

The American Farm Bureau Federation (AFBF) works to improve the lives of America's rural citizens and to promote issues important to U.S. agriculture at the local, county, state, national, and international levels. Through the Partners in Agricultural Leadership (PAL) class, AFBF also supports younger farmers and ranchers in developing their leadership skills and their knowledge of agricultural and public policy issues. Each year, this advanced leadership development program welcomes ten farmers and ranchers to a three-session course teaching media relations, lobbying and public speaking.

Chris Chinn, a Missouri hog farmer, graduated from PAL in February and has already put her new skills to good use by lobbying to modify a legislative proposition aimed at limiting the number of domestic animals allowed. The original wording of this legislation would have shut down Chris' operation.

“The financial support and advice provided by Farm Credit has helped us teach farmers and ranchers how to advocate for themselves.”

Jim Werkoven, Dairy Producer

“PAL taught me the skills to lobby for the issue to make sure that my story was heard, and it gave me the confidence to get up and give a speech to 11,000 people on the capital steps,” she says.

A strong advocate for the program, Chris adds, “It was a lot of work and took dedication, but it was the most rewarding experience I’ve ever had. I’d go through it five more times if I could.”

In addition to supporting the PAL program, Farm Credit also sponsors AFBF’s Young Farmers & Ranchers program and the Women’s Leadership Conference.

NATIONAL MILK PRODUCERS FEDERATION Supporting the Future of the Dairy Industry

Since 1916, the National Milk Producers Federation (NMPF) has worked on behalf of 31 dairy cooperatives. Together, the cooperatives represent more than 40,000 producers who supply the U.S. with the majority of its milk. The organization helps these dairy producers thrive through a variety of industry programs and national policy initiatives. One farmer who appreciates NMPF’s efforts is

Jim Werkoven, who runs a 1,100 head dairy operation in Washington and who also serves as the chairman of the Northwest Dairy Association, an NMPF member.

“They’re very effective on public policy, and it helps a great deal for us as an industry to have a voice in Congress,” Jim said of NMPF’s efforts in Washington, DC. NMPF’s work in our nation’s capital focuses on issues that affect milk production and marketing, with the ultimate goal of helping the industry continue to produce an adequate supply of pure, wholesome milk and dairy products for American consumers.

Jim is also a strong proponent of NMPF’s National Dairy Producers Conference, a Farm Credit-sponsored event that brings together industry leaders to discuss the challenges and opportunities facing dairy farmers and marketers.

“It gives me the opportunity to have real conversations with people like myself, who are dairy farmers and who also happen to be industry leaders,” he said. “I don’t think I’ve missed one for 12 or 13 years, and I expect to go to the next one, too.”

YOUNG, BEGINNING, SMALL AND MINORITY FARMERS AND RANCHERS

Empowering Farmers and Ranchers to Build a Bright Future

The future of agriculture in America depends in large part on the success of the growing number of young, beginning, small and minority-operated farms and ranches. Because of its importance, Farm Credit directs contributions to organizations targeting this agricultural segment, demonstrating our commitment to the future of U.S. agriculture.

NATIONAL FFA ORGANIZATION

Preparing Students for Careers in Agriculture

Since 1948, FFA has educated our nation's middle and high school students about the science, business and technology of agriculture as well as helping them develop important leadership skills. Student officers from all 50 states, Puerto Rico and the Virgin Islands participate in a continuum of leadership training, beginning with the BLAST Off! program. BLAST Off! helps newly elected state officers identify their strengths, define their personal philosophies, and develop individual growth while mastering public speaking and learning time management skills.

Riley Branch participated in BLAST Off! when he was a state officer from Texas in 2000 and believes that the skills he learned through National FFA's leadership development program helped him succeed in college and will continue to help him throughout law school and in his future career. He is so strong a supporter of the program that he's become a BLAST Off! instructor, teaching and mentoring today's state officers.

"The role of a state officer provides a good preview into the corporate world," he says. "Of course some of the duties are different, but the management practices are

similar – how to start and finish projects, how to balance different demands and how to handle a new situation or a new opportunity."

Recognizing the importance of future leaders in agriculture, Farm Credit sponsors the BLAST Off! program as well as other key National FFA programs.



SUPPORT BY THE NUMBERS

Farm Credit Employees From Across the U.S. Support FFA and 4-H

For decades, Farm Credit has been a strong and consistent sponsor of FFA and 4-H, both locally and nationally. Financial donations and volunteer support from Farm Credit reached an all-time high in 2010:

- **\$2,399,000:** Amount the Farm Credit System, including local and regional Farm Credit organizations, donated to FFA and 4-H
- **16,362:** Number of hours Farm Credit spent volunteering for local FFA and 4-H programs
- **56:** Number of Farm Credit associations who have at least one employee participating on a local or regional FFA or 4-H board or committee

“Wherever FFA is, Farm Credit is there – locally and nationally – to support our youth.”

Maggie Halferty, National FFA Foundation

NATIONAL 4-H COUNCIL

Providing Life Lessons and Values for 4-H Kids



2011 4-H Youth Action Award winner, Morgan Billingslea-Walker, accepting her award at a New York City ceremony.

As the largest youth development organization in America, 4-H helps millions of our country's young people develop leadership skills, embrace a spirit of community service and learn important life lessons. The winner of this year's Youth Action Award, Morgan Billingslea-Walker, certainly understands the values 4-H teaches.

"Even the smallest thing you do for your community can make a big difference to someone," she says, speaking of her volunteer experience that ranges from working in soup kitchens to helping teach health and wellness in her local elementary schools. "I've learned a lot, too. Because of my teaching experience, I have a healthier lifestyle now, and so does my family." Morgan plans to expand her volunteering in the future, giving even more back to her community.

This volunteerism is one reason Morgan was selected for the Youth Action Award, which recognizes one young person in the country who serves as a catalyst and an inspiration for positive change. Farm Credit sponsors the Youth Action Award as well as the Citizenship Washington Focus program, which sends 2,000 teens each year for a week to our nation's capital to learn about the history of our nation, the leaders who have shaped it, and how they can apply their growing leadership and citizenship skills to contribute in their local communities.

NATIONAL CATTLEMEN'S BEEF ASSOCIATION

Supporting Youth Helps to Build a Strong Economy



Last year, Florida-native Caroline Dailey and two teammates stood up and delivered an original marketing presentation promoting beef to a room full of industry professionals – quite an undertaking for a then-high school sophomore. It was worth it, though, as they earned first prize in the National Cattlemen's Beef Association (NCBA) national marketing competition and the \$500 check that came with the honor.

NCBA represents 230,000 cattle breeders, producers and feeders.

"I was nervous giving the presentation," Caroline says. "But I'm glad I did it. It made me more confident in public speaking, and also better at gathering information and putting it together into a good presentation." Caroline, who doesn't live on a farm, says the process was especially educational for her because it gave her the opportunity to visit ranching operations as part of her research.

NCBA represents more than 230,000 cattle breeders, producers and feeders. As an advocate for the cattle industry's policy positions and economic interests, it develops programs to ensure the continued vitality of the beef industry. These efforts focus on developing future ranchers and producers through Farm Credit-supported youth programs and conferences, and educational programs for young and beginning professionals. In addition to the marketing competition, NCBA also hosts the annual Beef Quiz Bowl, provides scholarships to undergraduate students who are pursuing careers in the beef industry, and organizes both the Young Producers Council and Young Cattlemen's Conference.

ANNIE'S PROJECT

Developing Business Savvy Women Farmers and Ranchers



Women have always played an important role in U.S. farming and ranching – a role that is only growing with farm ownership and operation by women continuing to increase. Rose Holste has run a row crop and hay operation in Iowa with her husband since 1968. Even with decades of experience, she still wanted to learn more about the business side of farming. She found Annie's Project, a national program designed to empower women in agriculture.

"It was so worth the time," Rose says. "The sessions were all well planned and presented and gave me a new perspective. We've definitely applied the information to our lives and our operation."

"This program definitely has something for every age group and every situation," Rose says. "The group that attended with me was diversified, which made the discussions interesting. I felt that everyone who attended walked away with new knowledge."

Annie's Project has served more than 6,600 women in 26 states.

Since its inception in 2003, Annie's Project has served more than 6,600 in 26 states. In 2011, Farm Credit's national sponsorship is helping to expand Annie's Project.

FRIENDS OF AGRICULTURE

Helping Those Who Promote Excellence in America's Agriculture Industry and Rural America

Farming and ranching are integral industries to both rural America and the American consumer – a vibrant agricultural system improves the lives of farmers and ranchers and benefits consumers by providing consistent, safe food choices. Farm Credit supports organizations that create greater awareness of, and excellence in, U.S. agriculture.

AMERICA'S HEARTLAND

Bridging the Gap between the Farm and Your Table

Decades ago, the majority of Americans were either farmers themselves or living near agricultural production. Today, millions of Americans have moved away from rural areas and have lost the connection to the sources of their food, fuel and fiber. By sharing compelling and personal stories of farmers and ranchers, America's Heartland hopes to close that gap.

*America's Heartland has brought more than **800** stories about American farm families and other agricultural stories to major audiences across the U.S.*

"We think it's absolutely essential that a positive image of agriculture be shared with the vast majority of Americans who are no longer working in the industry," says Michael Sanford, Vice-President of Content Creation for KVIE Public Television/America's Heartland. "Learning about the business of agriculture today contributes directly to its future, and, hopefully, we can help people

understand that farmers and ranchers share the same values as they do: a strong commitment to food safety, animal welfare, environmental stewardship and providing good food value."

The award-winning America's Heartland is the only nationally-distributed program on U.S. agriculture airing on public television and RFD-TV, reaching more than 38 million viewers each season. Since its inception in 2005, America's Heartland has brought more than 800 stories about American farm families and other agricultural stories to major audiences across the U.S. As a sponsor of Season 7, Farm Credit looks forward to helping bring more of these stories to the American public, further educating the nation about how food products make their way from the farm to the table.

THE EXECUTIVE PROGRAM FOR AGRICULTURAL PRODUCERS (TEPAP)

The Business of Farming in a Changing World

Now in its 22nd year, TEPAP teaches agribusiness leaders important business skills including international business development, niche market evaluation, analyzing and forecasting financial position, and personnel management. Through an intensive week of classroom sessions with some of the nation's most prominent agricultural economists and agribusiness specialists, the program helps farmers and ranchers develop the ability to anticipate and adapt to business and market changes so that they're better positioned for the long-term.

Iowan Tim Richter and his brother were co-owners of a hog feed operation that was, according to him, completely antiquated. The buildings and equipment needed replaced and neither he nor his brother saw any real future for the operation.



America's Heartland film crew in the field | PHOTO CREDIT: America's Heartland

"We were at a crossroads as to whether to keep the operation or not when we heard about TEPAP," he says. They now run an updated and thriving 7,000 acre operation and grow corn on 6,000 acres to support their feed operation. Tim credits TEPAP with his success, saying that it opened his eyes to possibilities and gave him confidence to make those possibilities realities.

*Farm Credit's sponsorship of TEPAP supported a record **160** agricultural executives this year.*

Tim is just one of the 1,400 helped so far by TEPAP, and he credits the program with his current success.

Farm Credit's sponsorship of TEPAP supported a record 160 agricultural executives like Tim in learning to better manage the issues facing today's complex farm and ranch businesses and ultimately achieve greater levels of success.

FARM CREDIT RECIPIENT ORGANIZATIONS

Achieving Success in Agriculture Through Relationship Building and Education



4-H Council

Agricultural Media Summit

Agriculture Council of America

Agriculture Future of America

America's Heartland

American Agri-Women

American Farm Bureau Federation

American National Cattlemen

American Society of Farm Managers

Annie's Project

Association of Ag Agents

C.S. Mott Group for Sustainable Food Systems at Michigan State University

Center for Food Integrity

Center for Rural Affairs

Center for Rural Leadership Project

Community Partners' Veterans Resource Guide

Cooperative Communicators Association

Council on Food Agricultural and Resource Economics

Drake University Forum on America's New Farmers

DTN/Progressive Farmer Conference

Ecological Farming Association

Farm Financial Standards Council

Farm Safety 4 Just Kids

Federation of Southern Cooperatives

Institute for International Research

Intertribal Ag Council

Langston University Small Farmers Conference

Minority Land Owner's Magazine Inaugural Conference

National 4-H Forestry

National Agricultural Alumni & Development Association, Inc.

National Association of Counties

National Association of County Agricultural Agents

National Association of Farm Broadcasting

National Association of Farmer Cooperatives

National Association of State Departments of Agriculture

National Block and Bridle

National Cattlemen's Beef Association

National Christmas Tree Association Annual Meeting

National Cotton Council

National Dairy Producers Federation

National Farm Machinery Show

National Farmers Union

National FFA

National Grange

National Institute for Animal Agriculture

National Institute for Farm Safety

National Potato Council

New Mexico Farm & Livestock Bureau

North American Intercollegiate Dairy Challenge

Produce Marketing Association

Progressive Agriculture Foundation

Regional Technology Strategies

Sand County Foundation

Successful Farming YBS Conference

The Executive Program for Agricultural Producers (TEPAP)

U.S. Farmers & Ranchers Alliance

USDA AgOutlook

Women in Agriculture

FFA State Leaders Alumni | PHOTO CREDIT: FFA



4-H Youth | PHOTO CREDIT: 4-H Council



Dear Christina & Farm Credit,
Thank you for supporting Dairy Challenge. This opportunity has really helped me learn & socialize with other students & future employers.
Thanks for all the support,

Jarrod, National Dairy Challenge

FFA National Conference | PHOTO CREDIT: FFA



To: Farm Credit
Attn: Christina Bowen, Director
National Communications

Farm Credit is such a great encourager of women in agriculture and was recognized as so. Without sponsorships like yours, this opportunity for learning and networking for women in agriculture would not be possible. THANK YOU!

Helen, American Farm Bureau National Women's Conference

Sand County Leopold Award Recipients



Thank you
Luke Dixon
Terrence Clark
Santiago Sandoval
Kaley Shaw
Daniel Fowler
Trinity Reynolds
Lu'sler
James Brock

Haley Laake
Trinity Reynolds
Lu'sler
James Brock
Kaley Shaw
Daniel Fowler
Trinity Reynolds
Lu'sler
James Brock

Thank you for sponsoring Progressive Agriculture Safety Day
It was awesome!

Participants, Progressive Agriculture Safety Day

4-H Eco Stewardship | PHOTO CREDIT: 4-H Council



Thank you Farm Credit!
We are multi-generational Farm Credit borrowers and couldn't farm without you. :)

Beth, American Farm Bureau National Women's Conference