

GREENSTONE FCS

Peter Lemmer, EVP & Chief Legal Counsel

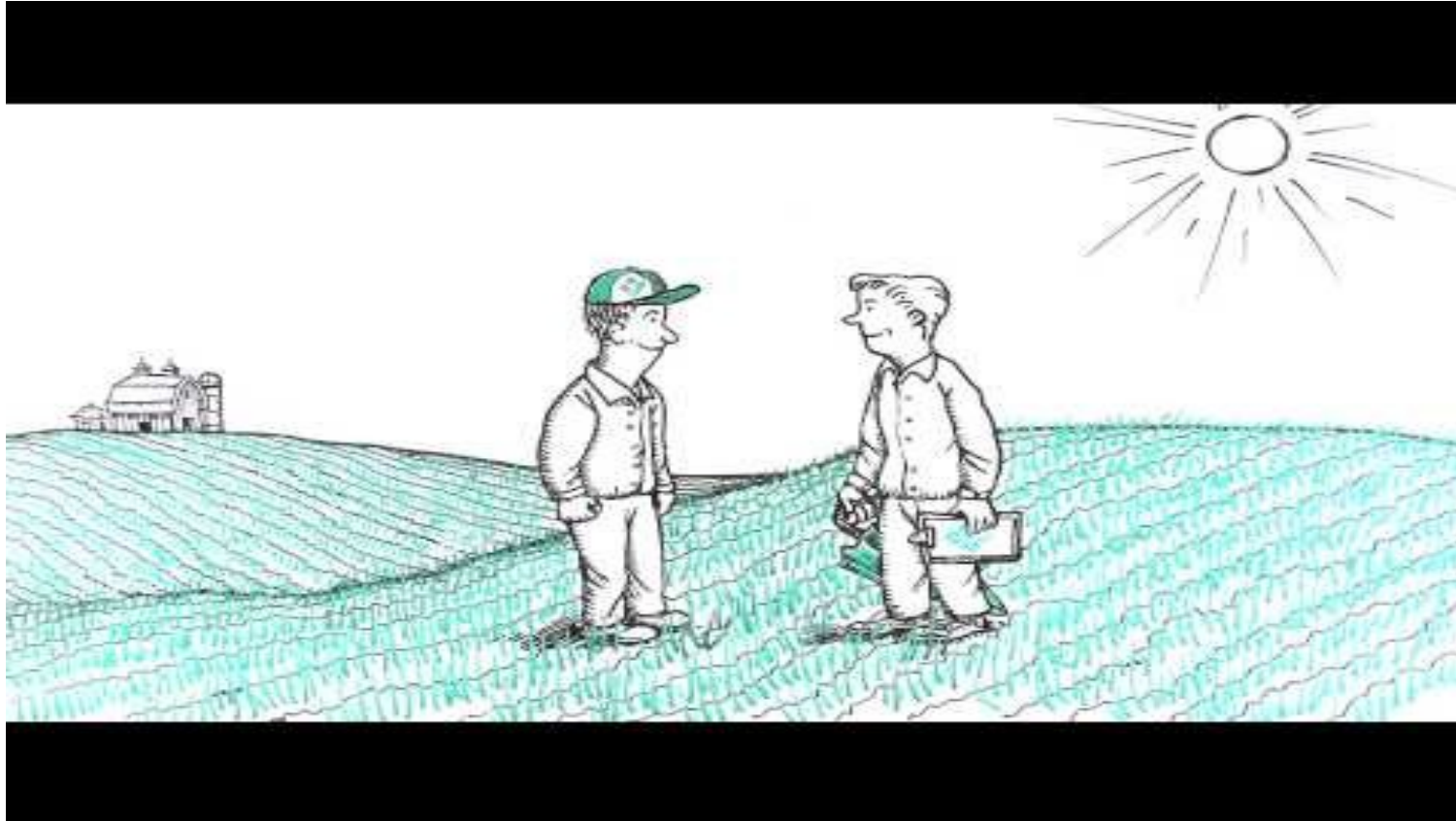




Supporting rural communities and agriculture with reliable, consistent credit and financial services today and tomorrow.

Farm Credit Services

Farm Credit Overview

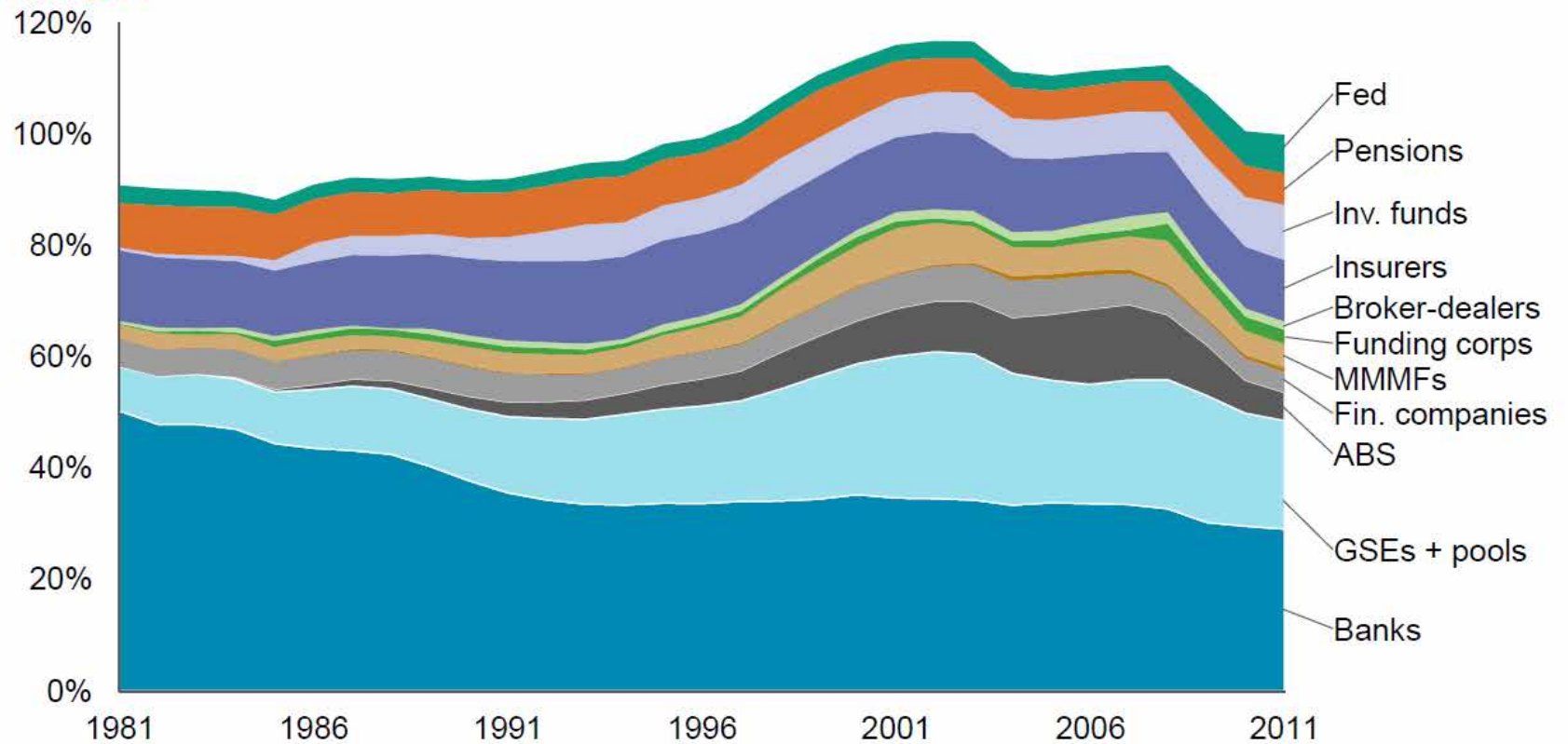


<https://www.youtube.com/watch?v=6go4nJqjAdo>

Farm Credit vs. Commercial Banks

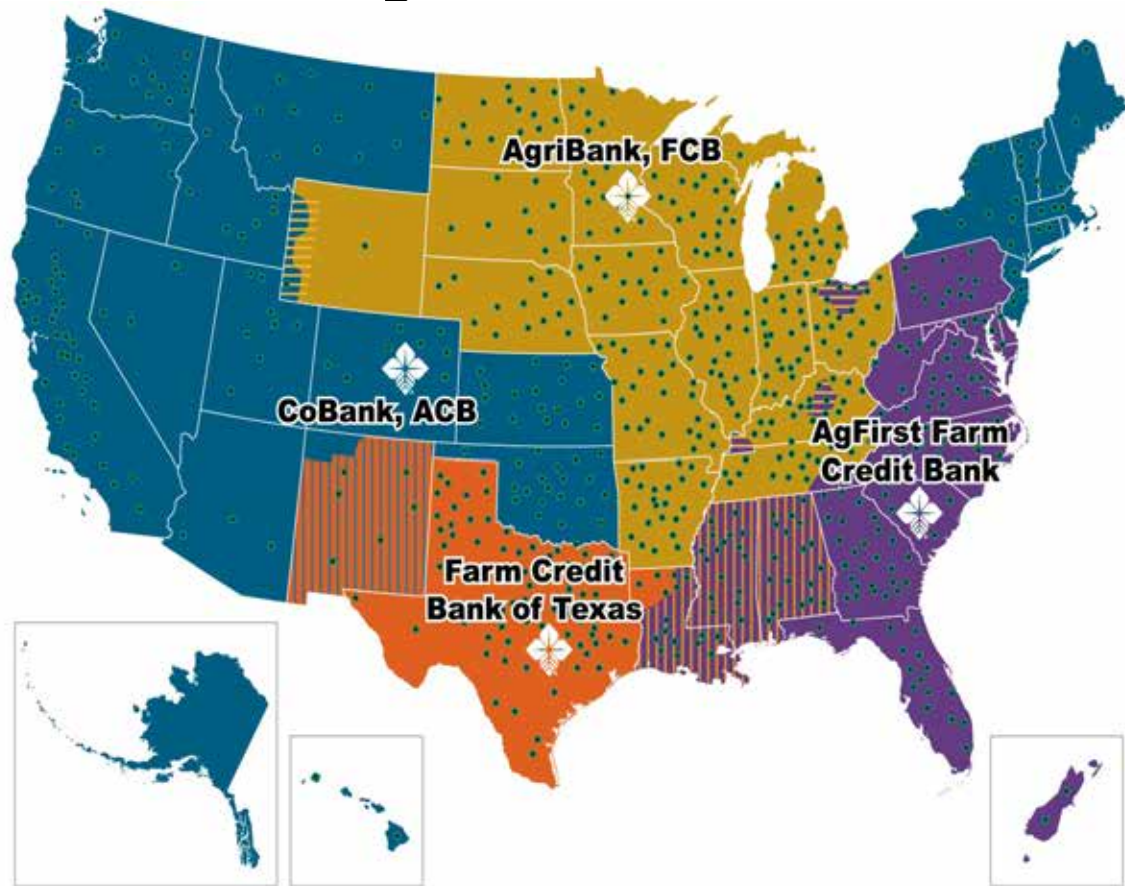
- ❖ Farm Credit was created by an Act of Congress
 - Federal Farm Loan Act of 1916
- ❖ Farm Credit is a cooperative
 - Borrower-owned and operated
 - Patronage Program

Financial sector credit assets, as a percentage of credit owed by nonfinancial sectors 1981-2011



Source: Flow of Funds Accounts of the United States

Farm Credit System Territories



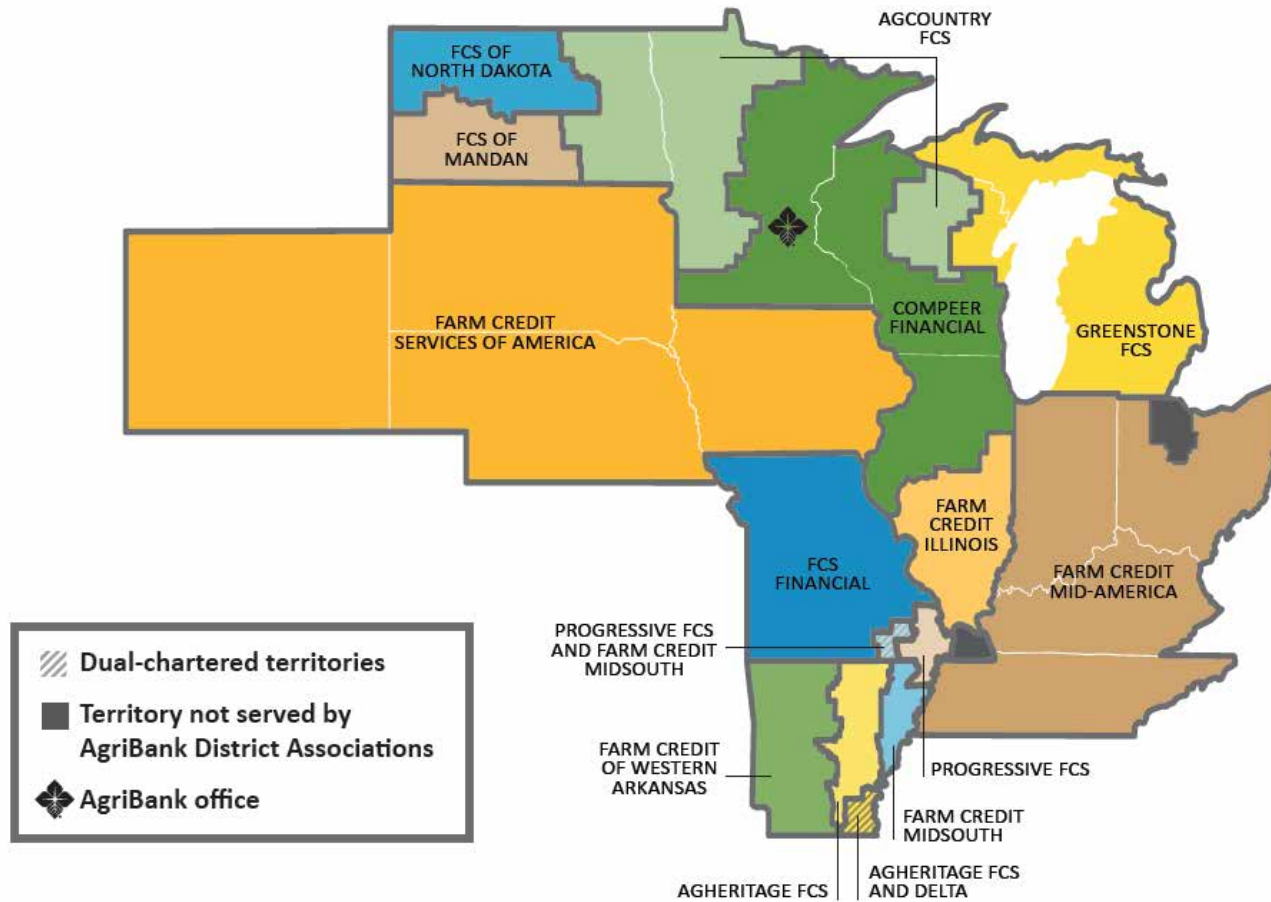
Farm Credit vs. Commercial Banks

- ❖ Lending authority is limited to chartered territory
 - Michigan and NE Wisconsin
 - Rural areas, populations of less than 2,500
- ❖ No authority to accept deposits



Farm Credit Associations in the AgriBank District

14 Associations, 15 States — Effective July 1, 2017





COOPERATIVE STRUCTURE UNIQUE FUNDING MODEL



<https://www.youtube.com/watch?v=Gz-FIUAVCZ8>

FARM CREDIT SYSTEM FLOW OF FUNDS



FARM CREDIT COUNCIL | FARM CREDIT SYSTEM INSURANCE CORPORATION

* Farmers, ranchers, rural homeowners, ag cooperatives, rural utility systems & agribusinesses
** Farm Credit System Banks - AgFirst, AgriBank, FCB of Texas, CoBank.
CoBank has lending authority to Associations within its District as well as nationwide lending authorities to agricultural cooperatives, rural utilities and other eligible borrowers.

https://www.farmcreditfunding.com/ffcb_live/investorResources.html



FARM CREDIT SYSTEM FLOW OF FUNDS

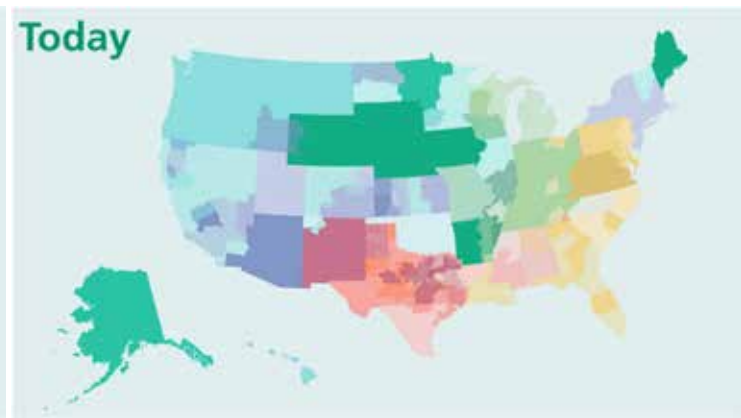


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Today



1916

2000

Today




GreenStone

FARM CREDIT SERVICES

Promote the business success of our customers and the rural community by being the best at providing credit and financial services.

GreenStone's Mission



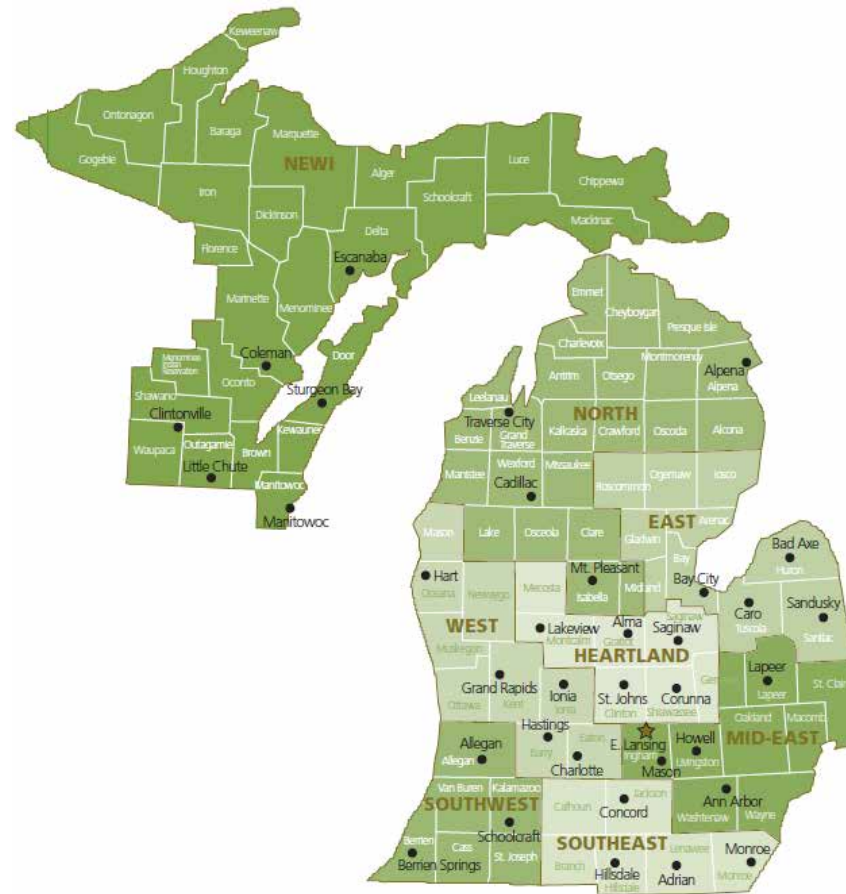
GreenStone supports **rural communities and agriculture** with reliable, consistent **credit and financial services**, today and tomorrow.

Customer Bill of Rights

- ❖ Personalized Service
- ❖ Immediate Responses to all Requests
- ❖ Honest, Fair, Impartial Treatment
- ❖ Confidential Treatment of all Information
- ❖ Accurate Information and Advice



GreenStone's Territory & Branches



Page 9 in your workbook

EXECUTIVE TEAM

EXECUTIVE SERVICES

SALES

- Senior VP of Regional Sales
- Regional Vice Presidents (RVP)
- Financial Services Officers (FSO)
 - Traditional
 - Country Living
- Crop Insurance Ops. Coordinator
- Crop Insurance Specialists
- Crop Insurance Technicians
- Tax and Accounting

Commercial Lending Unit (CLU)

Capital Markets

- Dairy
- Non-Dairy

CREDIT

- Chief Credit Officer
- VP of Credit
- AVP of Credit
- Credit Analysts

CLU - Credit

Appraisal

Risk Asset Dept. (RAD)

OPERATIONS

- VP of Operations
- Regional Ops. Coordinator (ROC)
- Customer Service Rep. (CSR)

INFORMATION SERVICES

MARKETING

HUMAN RESOURCES

LEGAL

ACCT & FINANCE

FACILITIES

INTERNAL AUDIT



<https://www.youtube.com/watch?v=LPjzfGChGIE>