

## YOUR SOURCE FOR LOANS, LEASES AND INSURANCE.

If you farm on any scale, or even if you don't farm but simply want to live in a rural community, Farm Credit Services can help with your financing needs. Many times, customers tell us that is what sets us apart from other lenders. In addition to great rates and products, we have great people to serve you — people who share those same rural values and interests in agriculture.

Our member-owner cooperative strives to keep strong ties to the rural communities we serve. This commitment is underscored by an annual stewardship budget from which a percentage of earnings is reallocated in grants and scholarships given to young people in agriculture. In addition, funds go to groups such as 4H, FFA, commodity organizations, Young Farmers and many other farm organizations.

The cooperative as a modern business structure originated more than 150 years ago with the primary purpose of building a better, stronger future.

Today, the board of directors, management and staff of Farm Credit Services of Mid-America are committed to providing the membership with the best possible value in farm and rural financing programs now, and into the future.

For more information on Farm Credit Services and how you can become involved in our association, go to [www.e-farmcredit.com](http://www.e-farmcredit.com) and click on "About Farm Credit."



**Farm Credit Services**  
OF MID-AMERICA

1-800-444-FARM  
[www.e-farmcredit.com](http://www.e-farmcredit.com)



**Farm Credit Services**  
OF MID-AMERICA

# “THEY UNDERSTAND FARMING AND KNOW WHAT FARMERS ARE FACING EVERY YEAR.” – TENNESSEE FCS CUSTOMER

## PART OF THE FARM CREDIT SYSTEM

Farm Credit Services of Mid-America is part of the near-century-old Farm Credit System, the largest single provider of credit to American agriculture. Congress created the system in 1916 as a government-sponsored entity to provide American agriculture with a dependable source of credit.

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## NOT A COMMERCIAL BANK

Farm Credit Associations are privately owned by their customer-members and receive no funding from the federal government. Loan funds are raised by the sale of Farm Credit System bonds on Wall Street. The funds are channeled back to rural America through five Farm Credit Banks and one Agricultural Credit Bank into a nationwide network of almost 100 Farm Credit Lending Associations. We obtain our funding from AgriBank, based in St. Paul, Minnesota, one of the five Farm Credit Banks.

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## STRENGTH IN CONSOLIDATION

The Farm Credit Act of 1987 gave the system greater flexibility to change its structure, allowing long- and short-term loan services to be combined into one association. Since that time, we've become known as Farm Credit Services of Mid-America with headquarters in Louisville, Kentucky.

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## FARMER OWNED AND DIRECTED

As a cooperative, we are owned and controlled by our customer-members. One advantage of belonging to a cooperative is having a voice in how the organization is run. All stockholders, regardless of the size of their investment, have a vote in electing their board of directors. Our board is comprised of 16 representative stockholders plus two non-borrowing, at-large members appointed by the board. The board sets policy and governs the association. The board's efforts are supported by more than 950 farmers and professionals in ag-related fields who serve as advisors.

We use our capital strength to be a low-cost lender, passing along the value of our cooperative ownership directly to customer-members through lower interest rates instead of patronage returns.

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## LARGEST IN THE NATION

We are the largest Farm Credit Association in the nation, with more than 82,000 customers and over \$13 billion in loan assets. And, we are growing to better serve rural America. By year-end 2008, Farm Credit will have more than 95 offices located throughout Kentucky, Ohio, Indiana and Tennessee. Our 825-plus employees live and work in rural America, sharing a passion to serve farmers.

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## A BOARD OF FARMERS WORKING FOR FARMERS

Over the years, the Farm Credit Services Board of Directors has consistently worked to provide lower interest rates to farmers and to build a cooperative that offers the widest array of financing products in the market, including an extensive lineup of long-term fixed rates.

When other farm lenders were unwilling to offer the security of long-term fixed rates in the 1990s, Farm Credit Services of Mid-America stepped up to the plate. Today, and every day, we make loans to farmers with 15-, 20- and even 25-year fixed-rate terms.

In 1999, when the board saw the opportunity to return value to its customers, it rolled back interest rates by 30 basis points on every product and every loan, saving customers millions of dollars in interest.

When interest rate trends began easing, Farm Credit Services of Mid-America invented “conversion.” Through a simple process, with no complicated refinancing involved, thousands of customers were allowed to “trade in” their old rates for lower ones. In the past six years, more than 46,000 customers converted nearly \$8 billion in loans, saving \$334 million in future interest expense.

These are only a few examples of the benefits of a member-owned cooperative at work for its customers.

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