



Dear Farm Credit Customer-Owner:

Thanks to another profitable and successful year, a patronage payout has been approved by our board of directors to you, our dedicated customer-owners. Our ability to pay patronage is a direct reflection of the trust and support you show Farm Credit of the Virginias by selecting us as your lender of choice.

We are pleased to announce that Farm Credit of the Virginias will deliver a total of \$35 million in patronage back to our customer-owners this year. As we are able to share profits through the patronage program afforded by our cooperative status, your effective cost of borrowing is decreased. The \$35 million in total patronage distribution equates to having an interest free loan for four months and represents approximately 34% of the interest accrued on your loans.

We hope you will continue to see the value in doing business with Farm Credit and recommend us to your friends and family. The more our business remains profitable and healthy, the more it benefits each customer-owner we serve. Other benefits of doing business with Farm Credit include:

We offer great rates. In addition to your patronage refund, you also receive a competitive interest rate upfront on your loans, helping you maximize your money.

We are ag experts. Our board of directors, management and employees have agricultural experience and expertise that allows them to understand your needs and challenges. Furthermore, the Farm Credit Knowledge Center provides value-added resources and ongoing networking and educational opportunities.

We are committed. We have been serving agriculture and rural communities for 100 years — through good and challenging times — and we are positioned to continue serving our communities for the next century and beyond.

Again, thank you for choosing Farm Credit! We appreciate your business and look forward to serving your farm, agribusiness, home and personal credit needs. If you have any questions, please give us a call. We'd love to hear from you!

Sincerely,

J. Robert Frazee
Interim Chief Executive Officer