



FARM CREDIT

April 10, 2020

To our valued customer-owners and friends,

I hope this letter finds you well. As you know, the unprecedented COVID-19 pandemic has taken a toll on our rural communities. We've all been impacted and find ourselves facing unexpected challenges. As your cooperative whose mission is to serve agriculture and rural communities through good times and bad, you can rest assured knowing we're here for you.

Farm Credit of the Virginias' priority remains to safely serve you. We're monitoring public health concerns and adjusting our delivery of services accordingly while remaining accessible and ready to address your needs. Although we have made the decision to close branch office lobbies to the public, the majority of our team members are working remotely and available to serve you via phone call, email, or text.

We are leveraging flexibilities afforded by our cooperative structure, financial strength and industry knowledge to help borrowers negatively impacted by COVID-19 in the following ways:

- Extending the terms of loan repayments
- Restructuring members' debt obligations
- Payment deferment for up to 90 days
- Working with customer-owners to understand potential shifts in their situation due to COVID-19 and finding solutions that best fit their individual needs
- Providing 24/7 online access to your accounts via AccountAccess found on our website

Please contact your loan officer if you've been adversely impacted by COVID-19 and believe one of the above options could benefit you.

Despite the disruptions caused by COVID-19, Farm Credit of the Virginias remains financially strong as detailed in our recently published annual report and quantified in the \$35 million patronage refund we returned to our customer-owners this month. We hope your refund check provided some support and a boost to morale.

Please consult the Farm Credit of the Virginias website (farmcreditofvirginias.com) and social media channels for timely updates regarding our COVID-19 response strategy and changes to our delivery of services. Additionally, refer to the included list of programming and resources that may be of help to you during these challenging and stressful times.

Farm Credit of the Virginias stands ready to assist you as we continue to navigate these unprecedented times. We'll get through it together. We appreciate your business and the opportunity to serve you.

Sincerely,

J. Robert Frazee
Interim Chief Executive Officer



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COVID-19 Updates & Resources

Phone Support – If you have questions for our team, please give us a call at 1-800-919-FARM (3276). Please afford us some extra patience in response times as we are experiencing heavier than normal call volumes.

Online Banking – Access your accounts and make payments online or through the mobile app with AccountAccess. Visit our website at farmcreditofvirginias.com to enroll or contact a representative for help at 1-800-919-FARM (3276).

Federal Financial Assistance Programs – Several federal programs have been launched in response to the COVID-19 crisis. These include:

- The Small Business Administrations' Economic Injury Disaster Loan (EIDL) offers loans up to \$2 million in assistance to help overcome the temporary loss of revenue for agribusinesses that support farms and agriculture (direct production farms not eligible). Loans can be used to pay fixed debts, payroll, accounts payable and other bills that can't be paid because of the disaster's impact. For more information, contact SBA's customer service center at 800-659-2955 or email disastercustomerservice@sba.gov.
- The Small Business Administration's Paycheck Protection Program (PPP) offers loans of up to \$10 million in assistance aimed to assist small businesses (including agricultural operations) toward job retention and certain other expenses, including payroll, rent, mortgage interest, or utilities. For more information, visit <https://www.sba.gov/funding-programs/loans/paycheck-protection-program-ppp>, or call your loan officer to learn more.

Upcoming Farm Credit Knowledge Center Webinars

You can join webinars via the web or by calling in, directions for both are provided after registration. In the event that you are not able to participate in an online educational opportunity and would like to, we will provide a recording the following Wednesdays after the "live" session on Facebook. The recording will be available for 24 hours (#WatchItWednesday).

Be sure to visit www.farmcreditknowledgecenter.com for additional information and resources.

Risk Management in the Marketplace

Jason Wisecarver

Tuesday, April 14, 2020

12:00pm-1:00pm EDT GoToMeeting: <https://global.gotomeeting.com/join/474864485>

Advocacy for Agriculture: Lobbying 101

Tuesday, April 21, 2020

12:00pm-1:00pm EDT GoToMeeting: <https://global.gotomeeting.com/join/642232397>

Farm Transition Planning Series – Profitability

Dr. Doolarie Singh-Knights

Tuesday, May 5, 2020

12:00pm-1:00pm EDT

Registration Required: <https://transitionplanningprofitability.eventbrite.com>

Virginia General Assembly: What you need to know from the 2020 session

Tuesday, April 21, 2020

2:00-3:00pm EDT

Registration Required: <https://va-general-assembly-2020-session.eventbrite.com>

Virginia General Assembly: After the Veto Session, Final Word on the 2020 Session

Tuesday, April 28, 2020

2:00pm-3:00pm EDT

Registration Required: <https://va-general-assembly-veto-session.eventbrite.com>