



Professional Administrative Services, Inc.

Testimony Supporting HB 3239

John McCulley representing

Northwest Farm Credit Services

March 23, 2015

Northwest Farm Credit Services is part of the 99 year old Farm Credit System that is regulated by the Farm Credit Administration. Northwest FCS is a producer-owned, cooperative lending institution providing credit and insurance products to farmers, ranchers, foresters, fishers and cooperatives in Oregon, Idaho, Montana, Washington and Alaska. Our 11 Oregon offices serve approximately 3,800 producers.

We were involved in the 2013 beginning farmer legislation and were disappointed the definition developed in that bill was not sufficient to include Northwest Farm Credit Services. Northwest Farm Credit Services has a very focused initiative to serve young, beginning and small farmers called [AgVision®](#). Through this initiative, Northwest Farm Credit Services has extended \$108 million in loans to 307 young, beginning and small producers in Oregon through December 31, 2014. HB 3239 fits nicely with our mission to serve this important segment of agriculture.

Northwest FCS worked with HB 3239 proponents and with the Oregon Business Development Department to craft an appropriate definition to include our organization as a lender. We are prepared to participate in this new program just as we do under Washington State's beginning farmer program where we are the exclusive or preferred lender and have already served 24 beginning farmers with \$5.2 million in "aggie bonds".

Please support HB 3239.