Directors In Attendance

Kevin Still  Ben Freund  Bill Harris
Directors In Attendance

Jim Kinsey

Kevin Riel
Speakers

Marci Rossell

Tom Flick
Record levels of loan volume and net income

Strong credit quality

Capital and liquidity well above regulatory minimums

Fulfilled the mission of the bank and met the financial needs of our customers
$76.6 billion in 2014
Net Income Growth, 2010 – 2014 ($ in millions)

- 2010: $600 million
- 2011: $800 million
- 2012: $1,000 million
- 2013: $1,000 million
- 2014: $904 million

$904 million in 2014
Patronage, 2010 – 2014 ($ in millions)

$468 million in 2014
Credit quality
Capital levels
Liquidity
Performance of individual business segments
Customer profiles
Corporate Social Responsibility

- Support for agriculture
- Rural economic development
- Research & higher education
- Corporate philanthropy
- Corporate advocacy & industry support
- Sustainability & the environment
Governance

Restructuring Committee Proposals:
- Reduce elected board seats from 24 to 14
- Maintain existing voting regions
- Maintain balance between OMOV and modified equity seats
- Increase maximum appointed board seats from 5 to 6
- Modify director eligibility requirements to achieve more balanced industry representation

Gradual phase in to new structure from 2016 to 2020

Shareholder vote in 2015
CoBank Northeast Customer Meeting
March 16-17, 2015
Economic Update

Marci Rossell
CoBank Northeast Customer Meeting
March 16-17, 2015
Stewardship in Rural America

Bob Engel
Creating “True Urgency” in Business

Tom Flick