

**NOMINATION HEARING TO THE
BOARD OF DIRECTORS FEDERAL AGRICULTURAL
MORTGAGE CORPORATION**

HEARING
BEFORE THE
**COMMITTEE ON AGRICULTURE,
NUTRITION, AND FORESTRY**
UNITED STATES SENATE

ONE HUNDRED EIGHTH CONGRESS

FIRST SESSION

—————
MAY 15, 2003
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**NOMINATIONS HEARING TO THE BOARD OF
DIRECTORS, FEDERAL AGRICULTURAL
MORTGAGE CORPORATION**

THURSDAY, MAY 15, 2003

U.S. SENATE,
COMMITTEE ON AGRICULTURE, NUTRITION, AND FORESTRY,
Washington, DC.

The committee met, pursuant to notice, at 11:20 a.m., in room S146-A, United States Capitol, Hon. Chad Cochran, [Chairman of the Committee], presiding.

Present: Senators Cochran, Talent, Dole, Harkin, and Daschle.

**STATEMENT OF HON. THAD COCHRAN, A U.S. SENATOR FROM
MISSISSIPPI, CHAIRMAN, COMMITTEE ON AGRICULTURE,
NUTRITION, AND FORESTRY**

The CHAIRMAN. The committee will please come to order.

We are pleased today to convene a meeting of our Committee on Agriculture for the purpose of reviewing nominations to the Federal Agricultural Mortgage Corporation. The three nominees are Lowell Junkins of Iowa, who is being reappointed to the Board; Julia Bartling of South Dakota, who is to be a new member of the Board; and Glen Klippenstein of Missouri, who is also nominated to be a new member of the Board.

The committee is required to administer an oath to all nominees before commencing the hearing on your nominations, so if you will please stand and raise your right hand.

[Nominees sworn.]

Thank you. You may be seated.

I know Senator Dole had come to the meeting earlier and is probably voting upstairs again, as we are conducting a series of roll call votes, as you already know. Senators may come and go, and some may be unable to attend the hearing because of those votes that are going on.

There are statements that have been given to me for the record. Senator Bond has advised us he will not be able to attend the hearing to introduce Mr. Klippenstein, but he has submitted a statement and would like it entered into the record.

[The prepared statement of Senator Bond can be found in the appendix on page 10.]

The CHAIRMAN. Senator Daschle has also indicated that he has a statement in introducing Ms. Bartling, and that statement will be included in the record as well.

[The prepared statement of Senator Daschle can be found in the appendix on page 11.]

The CHAIRMAN. Let me ask each of you if you can agree that you will appear before any duly constituted committee of Congress, if asked to appear?

Mr. KLIPPENSTEIN. Yes, sir.

Mr. JUNKINS. Yes sir.

Ms. BARTLING. Yes, sir.

The CHAIRMAN. The statute that created Farmer Mac—and I'm not sure we need to call it that, but the "Board" is what I prefer to call it—the Board, requires that at least two of the Presidential nominees to the Board be experienced in farming and ranching. We are pleased to note today that all three of the nominees before the committee have some agricultural experience.

Let me start with Ms. Bartling and ask you to tell the committee what your background and experience is that will be helpful to you in carrying out your duties as a member of this Board.

STATEMENT OF JULIA BARTLING, BURKE, SOUTH DAKOTA, TO BE A MEMBER OF THE BOARD OF DIRECTORS OF THE FEDERAL AGRICULTURAL MORTGAGE CORPORATION

Ms. BARTLING. Thank you, Senator.

My background, I was born and raised on a farm in South Dakota, south-central South Dakota. I continue to work with my husband in farming and ranching for those years. My husband and I also own an ag-related business, a feeding and grain business and a trucking operation. We deal strictly with agriculture. We haul livestock grain, feed commodities, et cetera, in our area and the upper Midwest. My background is not only in helping my parents growing up in South Dakota, but with my husband.

I am very familiar with the struggles of agriculture, as well as the good times in agriculture.

I am also an elected State Representative in the State of South Dakota, from District 21 now. I serve on the appropriations committee, as well as I am a delegate from South Dakota for a 2-year period to the National Conference of State Legislators Budgets and Reviews. In South Dakota, agriculture is our No. 1 industry and we are very concerned about the survival of it in our State. I do feel that my background, personally as well as professionally, will aid me in my serving on this board.

Thank you, sir.

The CHAIRMAN. Thank you.

Mr. Junkins, you heard the question that I raised. What is your response about your background or experience that, in your judgment, would be helpful to you as you serve as a member of this Board?

STATEMENT OF LOWELL JUNKINS, DONNELLSON, IOWA, TO BE A MEMBER OF THE BOARD OF DIRECTORS OF THE FEDERAL AGRICULTURAL MORTGAGE CORPORATION

Mr. JUNKINS. Mr. Chairman, my father and I started in the mid-sixties in the machinery business, growing up in a small community of about 800 people in southeastern rural Iowa. My initial connection, of course, was to come from a small community, which was

an agriculture community, and then working in the machinery, equipment, trucking, tractor business. From that, we ended up in partnerships with the farm and we've been farming since the early eighties.

From 1973 until 1985, I served in the Iowa Senate. I served as the Minority Leader as well as the Majority Leader. Mixing the ability for us to have some sense of how the public side of the equation works, and the interest that you all and others might have, being able to relate to the kinds of challenges that you have, and mixing that with the business side of what we do with farmers and ranchers and having the experience, as both a farmer in this particular case as well as a business person in the farming area are the strengths that we bring to the company. Thank you.

The CHAIRMAN. Mr. Klippenstein, you heard my question of Ms. Bartling and Mr. Junkins. What is your response in your case?

STATEMENT OF GLEN KLIPPENSTEIN, OSBORN, MISSOURI, TO BE A MEMBER OF THE BOARD OF DIRECTORS OF THE FEDERAL AGRICULTURAL MORTGAGE CORPORATION

Mr. KLIPPENSTEIN. My response is that I've been at it longer than these people, as you can tell.

I started in Saskatchewan, Canada, and from the first time that I saw a calf wag its tail when I was giving it milk, I was hooked on livestock and cattle. Then we subsequently moved to Pennsylvania for educational purposes and farmed there—my parents did. I went to Penn State University and majored in animal science, was on livestock judging teams, and all kinds of extracurricular activities and was chairman of several committees. Those kinds of things I was drawn to.

Then we moved to Missouri and started a seed stock operation. I raised Hereford and Angus bulls, and sold about 7,000 bulls over the years. A lot of bulls.

Among other things, the Dixie National in Jackson, MS was one of my favorite places—well, it was my favorite place because I won more championships there and dug more gold out of those hills than I did anywhere else. I'm appreciative, sir.

Then, after selling bulls, semen and frozen embryos to lots of countries in the world, and every State, it's been an extraordinary ride, really. We're cutting down on our farming and ranching activities now. I'm terribly passionate about it and all the energy I've given it, being a State Senator in Missouri was partially in order to promote, in my view, agriculture, although I always felt safer, better, behind the tail of a cow than I did behind the tail of a...yes.

[Laughter.]

At any rate, it is a passion of mine and I believe that this instrument that we commonly call Farmer Mac, the Federal Ag Mortgage Corporation, can be another instrument to help in ways to, if not reestablish, but certainly to keep rural America more healthy. That's what my purpose is for having assumed, hopefully, this task.

The CHAIRMAN. The major reasons for the creation of Farmer Mac were to free up rural capital and make credit more available and less costly.

Do you think Farmer Mac has had that effect, and if so, to what extent?

Mr. KLIPPENSTEIN. That's something that I don't know if I could quantify, but yes. You know, it's amazing to me, when you do math, as a statistician, how much a little can do sometimes. The dollar loaned by Farmer Mac are relatively little compared to the whole, but it impacts in an almost exponential way. I would say the positive impact has been greater than what might initially meet the eye, when you just look at the raw figures.

The CHAIRMAN. Mr. Junkins, what's your reaction to that question?

Mr. JUNKINS. Mr. Chairman, I believe it has served a purpose and continues to serve a purpose. There will be peaks and valleys as to the value of instruments like Farmer Mac, depending upon what the overall economy looks like. Even during the times when we've had reduced interest rates, thereby the margins being narrower, clearly, and maybe not as much pressure on competition to keep their rates low, it's ultimately what is going to benefit farmers and ranchers.

Farmer Mac provides that kind of competition in the system that allows you to have rates that are available in the secondary market that will beat or exceed rates that financial institutions might find in other places. On a competitive basis, it clearly is having an impact.

If we begin to see those rates creep back up, as everybody feels they've got to go north at some point, the value of Farmer Mac increases during those periods of time, because those margins will obviously be greater and there will be a better incentive for people to either utilize Farmer Mac or Farmer Mac being in the system and creating competition that tends to hold down rates to farmers and ranchers.

The CHAIRMAN. Ms. Bartling, you have a chance to respond to that question as well.

Ms. BARTLING. Thank you, Senator.

Well, it's very difficult to followup on two excellent answers because they basically said what we all feel. Farmer Mac has been there and are very strong advocates in aiding the farming and ranching communities across the country.

I do feel that, especially in our small town banks across the country, they are another source that they can go to to assist in finding financial aid for farmers and ranchers as they continue to struggle and reach for those opportunities to grow. I do believe that Farmer Mac has been strong, and I do believe it will continue to be strong in light of our economy and in looking at our economy.

The CHAIRMAN. There are 15 members of the Farmer Mac Board. Five are selected by financial institutions, five are selected by the Farm Credit System, and five are nominated by the President. According to the statute, the five Presidential nominees are to be representatives of the general public.

How do you view your responsibilities as a Board member and how would you try to represent the general public? I'll ask you that, Ms. Bartling.

Ms. BARTLING. Thank you, Senator.

As a Presidential nominee, I believe, as you have just stated, the duties to represent the public are the primary interests and goals of those individuals. As a nominee, working not only in private in-

dustry for the years that I have, but also in the public eye, I know that that is going to be a very important aspect. I certainly will be available to help in any way that I can and bring forth the concerns from the small farmers and ranchers across the country that have interests and concerns in bring their support to the Board.

The CHAIRMAN. Mr. Junkins, do you feel that you're qualified to represent the interests of the general public?

Mr. JUNKINS. If I didn't believe it, I would tell you "yes" anyway. [Laughter.]

I happen to believe it, so there's no problem.

My experience in Farmer Mac has really allowed me to make me feel better about answering this question today than I did five or 6 years ago. Congress was very insightful when they mixed the various players as they put together the Farmer Mac Corporation.

A lot of expertise comes out of the Farm Credit System, a lot of expertise comes out of the private side. Yet, at the same time, this GSE was put together by Congress to serve the public, not necessarily to serve those other two entities or the representatives from those entities. By putting five public members who, frankly, don't bring in most instances a lot of the financial skills, it really allows us to bring, I believe, the perspective that Congress intended. That is the perspective of feeling that we understand what you all meant in passing the statute, what you are attempting to accomplish. That's the strongest value that we, as public members, can bring to the Corporation, that our perspective is necessarily that of a broader interest, of a farmer, of a rancher, and not necessarily being tied into how do you run the day-to-day banking business of America.

I have seen the other public members that I've served with, and I would like to believe that we contributed immensely toward conversations within the Corporation that really brought an added discussion, a broader discussion, about Farmer Mac, where it's going and what it's doing, than would have been otherwise the case if there wasn't the public membership. I believe we have contributed to that and we look forward to continuing to do that, Mr. Chairman.

The CHAIRMAN. Mr. Klippenstein, do you feel that you're qualified to represent the interests of the general public?

Mr. KLIPPENSTEIN. Well, Mr. Chairman, I would respond that we're the public, all of us are the public, and if agriculture succeeds well, the rest of the public does as well. With this instrument we call Farmer Mac, if we're diligent to make sure that it stays healthy, then those who are the direct recipients of the potential benefits of Farmer Mac will be healthy, and then so will, to a greater extent, America. Yes, I believe I'm qualified to represent the public's interests.

The CHAIRMAN. I don't have any further questions. There may be questions that other Senators may have. We have another vote that is now in the final stages on the floor of the Senate. I'm going to go vote, and we will keep the committee in session pending the arrival of other Senators. I will be right back. Until then, we will suspend the hearing.

[Recess.]

Senator HARKIN. I again want to welcome all the nominees to the committee. I'm impressed with the group that we have assembled: an owner of a feed and grain business, feed and cattle industry, a former State Senator and economic development specialist, whom I have known for 20-some years now. Again, this represents the broad constituency that Farmer Mac serves.

Farmer Mac provides important services in increasing the liquidity of farm and rural business loans. In simplest terms, Farmer Mac purchases these rural loans from rural lenders and the replenish the rural lenders' ability to lend to others.

Our rural financial infrastructure has come to rely on this service, so it is vitally important that Farmer Mac have a well-qualified and effective Board so that the institution needs help. I know that we on this committee take seriously the need to make sure the Board members of Farmer Mac are qualified to serving on the governing board of this important institution. I welcome you all here.

I was going to introduce Lowell Junkins, but since you've already met him, I will not introduce him again. My good friend, Lowell Junkins, has been renominated to the Farmer Mac Board. He served in this position since 1996. He also served the State of Iowa in a number of capacities, as city council member, mayor of Montrose, IA, State Senator for 12 years, distinguished himself in the State Senate, and is now involved in economic development in Lee County down in southeast Iowa.

Given his broad experience, Lowell understands how important institutions like Farmer Mac are to rural communities. With the challenges that rural America faces, it needs a healthy credit sector to help fuel its development. I am glad that Lowell has agreed to continue to utilize his experience in this very important position. I'm really glad he decided to serve.

Thank you very much.

The CHAIRMAN. Senator, do you have any questions at all of the witnesses? I have asked questions of each witness and they've answer them very well.

If you have questions, please proceed.

Senator HARKIN. If you're satisfied, I'm satisfied.

[Laughter.]

I don't think I have any more. Certainly you've asked questions about Farmer Mac and, with that, I don't know that I need to go through any more. As I said, I have looked at all the resumes, and for the people I don't know, I have read their backgrounds and it looks as if they're very well qualified to serve and will bring good expertise to this Board. I don't think I have any questions.

The CHAIRMAN. I understand that Senator Talent had planned to present a statement in support of the nomination of Mr. Klippenstein. That will, of course, be printed in the record.

[The prepared statement of Senator Talent can be found in the appendix on page 12.]

[The prepared statement of Mr. Klippenstein can be found in the appendix on page 14.]

The CHAIRMAN. Any other statements of Senators, or members of the committee, will be printed in the record. If they have questions to submit for the record, we hope you will respond to them within a reasonable time.

If you have any additional material or statements that you would like to put in the record, you're welcome to submit those for the record as well.

If there are no other questions of the witnesses, this will conclude the hearing.

The CHAIRMAN. We appreciate very much your cooperation with our committee, and your patience this morning during this difficult period of scheduling and changing the locations for the hearing and all the rest that we've all had to deal with this morning. Thank you very much.

This hearing is adjourned.

[Whereupon, at 11:45 a.m., the committee adjourned.]

A P P E N D I X

MAY 15, 2003



AG COMMITTEE INTRO ON FARMER MAC NOMINATION

Mr. Chairman, it is my pleasure to introduce a constituent of mine, Glen Klippenstein, before your Committee. Glen has been a trusted friend for many years serving agriculture as one of the world's leading livestock producers and serving his district in Northwestern Missouri as State Senator.

He is world-renowned for producing some of the finest Hereford and Angus breeding stock in the world and has sold genetics and judged shows in 49 states and in many foreign countries including Australia, Turkey, South Africa, Argentina and even Europe. He is locally notorious for siring Senate staff, and I would appeal to the Chairman and the Committee not to let that in any way frustrate Glen's chances before the Senate.

Glen's resume is full of experience and industry and community recognition. He has experienced the euphoria of delivering a calf that he knew would be the next National Champion and he understands the peril of walking into the bank knowing that the plug could be pulled without recourse.

Glen knows as much about livestock genetics as any man on the planet and his own pedigree is 100 percent agriculture. His ancestors have farmed three continents and were practicing mennonites. Glen understands rural America, believes in its value and is unquestionably dedicated to its success. His experience and character would be of great benefit to the board of Farmer Mac and the citizens of rural America. I congratulate Glen for this honor and thank the Chairman for expediting his consideration.

THOMAS DASCHLE
SOUTH DAKOTA

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STATEMENT OF SENATOR TOM DASCHLE
Before the
Senate Committee on Agriculture, Nutrition and Forestry
Regarding the
Confirmation Hearing of South Dakota State Representative
Julie Bartling
to the
Farmer Mac Board

Mr. Chairman, I am pleased that the Senate Committee on Agriculture, Nutrition and Forestry is considering the nomination of South Dakota State Representative Julie Bartling to the Farmer Mac Board. I have known Julie for many years and know that she will do an excellent job in this important position.

Farmer Mac, America's secondary market for first mortgage agricultural real estate loans, was created by Congress to improve the availability of credit to America's farmers, ranchers and rural homeowners, businesses and communities. This is done foremost by purchasing qualified loans from lenders, thereby replenishing their source of funds to make new loans. Julie Bartling's background makes her an excellent choice for assisting Farmer Mac in those important duties.

Julie was born in South Dakota and raised on a farm. She was the valedictorian of her high school, is now married, has four children, and still lives on a farm east of Burke. The Bartlings have a trucking firm and a grain elevator operation.

In her professional career, Julie worked for 23 years for the county of Gregory, completing her service in 2000 to represent District 25 in the South Dakota House of Representatives. She says that she greatly enjoys public service, and is looking forward to continuing in this vein with Farmer Mac.

I highly recommend Julie Bartling for this position on the Farmer Mac board and assure my colleagues that, if confirmed, she will do an excellent job.

Thank you Mr. Chairman.

Senator James Talent

**Opening Statement
Nomination Hearing for Glen Klippenstein**

Thank you Mr. Chairman, it is an honor to be here today with my Colleague, Senator Bond to speak in support of Glen Klippenstein for this position on the Farmer Mac board of directors.

Mr. Klippenstein owns and operates a very respected, large cattle-breeding operation located in northwest Missouri. He is considered one of the leaders in the cattle breeding industries.

Despite his son, Brian, he has an impressive list of honors and appointments that speak volumes to his contributions and commitment to the agriculture industry. These honors range from Livestock Man of the year in Missouri, to Director of the National Cattlemen's Association. He has a distinguished career of service in agriculture that is unparalleled.

I left the Missouri legislature in 1992, Glen was elected to the Missouri Senate in 1993. I did not have the pleasure of serving with him, however, I know that the people in Northwest Missouri were sad to see him leave the senate and he was respected by colleagues on both sides of the aisle.

Through his former role as a State Senator in Northwest Missouri he documented how much he cares about rural America. Additionally, Glen has an excitement and enthusiasm for agriculture and the future of farming. He will make a tremendous addition to the Farmer Mac board.

Farmer Mac was created by Congress to improve the availability of mortgage credit to America's farmers, ranchers and rural homeowners, businesses and communities. Glen has grappled with these issues first hand and he understands the challenges

facing rural America. Starting a business in Maysville, Missouri, is much different than a start-up in St. Louis. Glen knows that, and he can take that commonsense Missouri approach to the board.

I appreciate Glen's service to Missouri and Missouri Agriculture. I look forward to supporting him at our next business meeting and I look forward to working with him as a member of the board of directors for Farmer Mac.

Testimony of Glen O. Klippenstein
Nominee for Farmer Mac Board of Directors
U.S. Senate Committee on Agriculture

May 15, 2003

Mr. Chairman and Members of the Committee, first, on behalf of those of us who make our living in rural America, let me express my gratitude for the work you do. I thank you Mr. Chairman and members of the Committee for scheduling this hearing, for the professional assistance of your staff and for permitting me the opportunity to share with you a few of my thoughts here today.

As someone famous once said, "when you come to the fork in the road, take it." When asked to do something useful, do it. Even if few good deeds go unpunished, still do the deed because it's the right thing to do.

I've invested nearly my entire life in production agriculture and the volunteer leadership posts it offered. From my beginnings on the plains of Saskatchewan, Canada, to the beautiful small productive farms of Pennsylvania, to the rolling land of North Missouri, the common thread for me was my innate passion and devotion to those who love the land, the livestock they manage, and who are great at what they do. The energy and entrepreneurship in transforming an idea or dream into opportunities helped build this country and provided examples of people doing what was asked of them, even to the point of absurdity. The great resilient human spirit of our farmers and ranchers and their supporters has been a tremendous blessing to America and our planet. That their financial position has deteriorated to its present condition has challenged mind, body and spirit of rural American.

A new generation of men and women that embrace new ways, understand new technology and the high capitalization of agriculture must have the opportunity to show what they can do, just as the new thinking and techniques of our military recently showed what they can do. We want to be as proud and grateful for the people who produce our food, fiber, energy, and all the derivations of our plants and animals for manufacturing and human use as we are of our professional military.

For this to happen, we need to provide an environment where innovative expressions of ingenuity, incentives, and pride reign. We need to free ourselves up and be more ready to fill voids of a myriad of needs that haven't begun to be tapped. For real and less encumbered progress to take place requires money. The average age of our farmers is sixty. Younger people will take over if they have access to capital at rates that make economic sense. [Otherwise, the trend of competing non-farm demands for capital will continue to crowd out rural enterprise.] Otherwise, the trend of "professionals" with outside money competing with professional farmers and ranchers will continue. It seems logical that more competitive interest rates to those whose livelihood depends on being on top of their business would need commensurately less subsidies -

payments that would also then, be decreased to those who really don't need them. The hobby people.

I consented to have my name put forward as a director on the Federal Agricultural Mortgage Corporation board because its stated purpose is "to provide a secondary market for agricultural loans.... and to further the availability of funds for agricultural real estate mortgage loans and housing in small rural communities."

I'm a big believer in balance and flexibility as it pertains to any pursuit of success. "Farmer Mac" has the ability to flex and help provide liquidity, lending capacity and use of capital markets to provide consistency through good times and bad. This helps people to help themselves and their communities grow. If a vital part of America is left out of the loop, the economic imbalance could easily flaw all our future successes. None of us want that.

I want to be in a position with "Farmer mac" to help fulfill it's mission of offering more competitive rates to rural borrowers and helping rural banks be more efficient with their funds and for their customers while keeping Farmer Mac financially healthy.

Thank you for listening to another devoted American agricultural businessman who has borrowed and paid millions in interest, who has been on many literally thousands of farms and ranches in 49 states and 16 countries, and who understands our potential and realities. Historically, rural America has been the so-called backbone of America, but I continue to believe that it remains the heart and soul as well. All together, we can right the sails of rural America by taking advantage of the wind we can in part provide.

DOCUMENTS SUBMITTED FOR THE RECORD

MAY 15, 2003

Julia Bartling
Biographical Information (Public)

1. **Full name (include any former names used):** Julia Ann Bartling
 Julia Ann Drey (maiden name)
2. **Date and place of birth:** Born July 1, 1958 at Burke, South Dakota
3. **Marital Status: (include maiden name of wife or husband's name). List spouse's occupation, employer's name and business address(es).** Married to Bart E. Bartling. Mr. Bartling is a self-employed business man and farmer. Business is Bartling Feed, Grain & Trucking located on E. Highway 18 near Burke, South Dakota
4. **Education: List each college and graduate or professional school you have attended including dates of attendance, degrees received, and dates degrees were granted.** Attended Burke High School at Burke, South Dakota, graduating with a high school diploma in May 1976. A post-secondary education was not sought.
5. **Employment Record: List (by year) all business or professional corporations, companies, firms, or other enterprises, partnerships, institutions and organizations, nonprofit or otherwise, including farms, with which you were connected as an officer, director, partner, proprietor, or employee since graduation from college; include a title and brief job description. Are you now or have you ever been an officer or director of any financial institution or entity?**
 1. May 1976 thru February 1983: Secretary for Gregory County, South Dakota
 Responsible for basic secretarial and clerical duties.
 2. March 1983 thru December 2000: Gregory County Auditor, Gregory County, South Dakota
 Responsible for financial records of the County of Gregory, including budget journal entries, account and fund balances, payroll, tax levying, banking records, etc.
 3. July 1977 thru present: Co-owner of Bartling Feed, Grain & Trucking of Burke, South Dakota. Own with spouse, Bart E. Bartling.
 Responsible for financial records, payroll, inventory, and dispatching.

I am not, nor have I ever been an officer or director of any financial institution or entity.
6. **Military Service: Have you had any military service? If so, give particulars, including the dates, branch of service, rank or rate, serial number and type of discharge received.** I have never had any military service.

7. **Government Service:** State (chronologically) your government service or public offices you have held, including the terms of service grade levels and whether such positions were elected or appointed.
May 1976 thru February 1983: Secretary for Gregory County, South Dakota (this was an appointed position)
March 1983 thru December 2000: Gregory County Auditor, Gregory County, South Dakota (this was an elected position)
January 2001 thru present: South Dakota State Representative, District #21 (this is an elected position)
8. **Honors and Awards:** List any scholarships, fellowships, honorary degrees, and honorary society memberships that you received and believe would be of interest to the Committee. I have not received any such honors or awards.
9. **Political Affiliation:** The statute creating the Federal Agricultural Mortgage Corporation requires that no more than three public members of the Board be from the same political party. List your current political party registration or affiliation. My party affiliation is Democrat.
10. **Other Memberships:** List all organizations to which you belong, excluding religious organizations. I belong to the National Council of State Legislatures, Herrick American Legion Post #220 Auxiliary, Gregory County Democrats, South Dakota Democrats, Rosebud-Sandhills Right-to-Life and RiteTeam Association.
11. **Published Writings:** List the titles, publishers, and dates of books, articles, reports, or other published materials (including published speeches) you have written. Please include on this list published materials on which you are the principal editor. It would be helpful to the Committee if you could provide one copy of all published material that may not be readily available. Also, to the maximum extent practicable, please supply a copy of all unpublished speeches you made during the past five years on issues involving agriculture, nutrition, forestry or commodity futures policy or related matters. I am not the author of any speeches, documents, reports, books, articles, either published or unpublished.
12. **Health:** What is the present state of your health? I am in excellent health.

Julia Bartling
Financial Data and Conflict of Interest (Public)

1. **Have you severed all connections with your immediate past private sector employers, business firms, associations, and/or organizations?** I have no connections with my previous employer. I continue to co-own Bartling Feed, Grain & Trucking with my spouse.
2. **List sources, amounts and dates of all anticipated receipts from deferred income arrangements, stock options, incompletd contracts and other future benefits which you expect to derive from previous business relationships, professional services, firm memberships, former employers, clients, or customers.** No receipts are anticipated.
3. **Do you, or does any partnership or closely held corporation in which you have an interest, own or operate a farm or ranch. (If yes, please give a brief description including location, size and type of operation.)** *No Yes JB*
4. **Have you, or any partnership or closely held corporation in which you have an interest, ever participated in Federal commodity price support programs? (If yes, provide all details including amounts of direct government payments and loans received or forfeited by crop and farm, etc. during the past five years.)**
 Yes. Following are the amounts received for all payments received: 1998: \$4,695.13; 1999: \$10,124.97; 2000: \$11,230.41; 2001: \$29,120.04; 2002: \$2,153.69
5. **Have you, or any partnership or closely held corporation in which you have an interest, ever received a direct or guaranteed loan from or cosigned a note to the Rural Business-Cooperative Service, Rural Housing Service, the Rural Utilities Service or their predecessor agencies, the Farmers Home Administration, the Rural Housing and Cooperative Development Service or the Rural Electrification Administration? (If yes, give details of any such loan activity during the past 5 Years.)** No
6. **Have you, or any partnership or closely held corporation in which you have an interest, ever received payments for crop losses from the Federal Crop Insurance program? (If yes, give details.)** Yes. Following are amounts received for past years: 1998: \$0; 1999: \$3,120; 2000: \$14,181; 2001: \$10,457; 2002: \$27,565
7. **If confirmed, do you have any plans, commitments, or agreements to pursue outside employment or engage in any business or vocation, with or without compensation, during your service with the government? (If so, explain.)**
 I plan to continue my public service as a South Dakota State Legislator, and I plan to continue to work along side of my spouse in our business and farming ventures.

8. **Do you have any plans to resume employment, affiliation, or practice with your previous employers, business firms, associations, or organizations after completing government service? (If yes, give details.)** I plan to continue on with my spouse in our business and farming ventures, and as a SD State Legislator.
9. **Has anyone made a commitment to employ you or retain your services in any capacity after you leave government services? (If yes, please specify.)** No
10. **Identify all investments, obligations, liabilities, or other relationships which involve potential conflicts of interest in the position to which you have been nominated.** I do not believe that any conflicts of interest are present.
11. **Have you ever received a government guaranteed student loan? If so, has it been repaid?** I have never received such a loan.
12. **If confirmed, explain how you will resolve any potential conflict of interest, including any that may be disclosed by your responses to the above items.**
If any conflicts are present, I will need to analyze the situation, and resolve such in the best interest of all involved. I must be conscious of long term benefits of the government service nomination in respect to my personal business and farming interests, as I cannot jeopardize the financial security of my family

BIOGRAPHICAL INFORMATION (PUBLIC)

1. Full name (include any former names used).
Lowell Lee Junkins
2. Date and place of birth.
Birth Date: 03/09/44
Place of Birth: Ft. Madison, Iowa (Lee County)
3. Marital Status (include maiden name of wife or husband's name). List spouse's occupation, employer's name and business address(es).
Married Linda Jean Smay Junkins

Linda's occupation: Linda works for Lowell Junkins and Associates and American Management & Consultants, Inc. in a bookkeeping capacity. She is an officer of AMCI.

Her work address is:

Lowell Junkins and Associates
and
American Management & Consultants, Inc.
110 Main Street, Suite 150
Montrose, IA 52639
4. Education: List each college and graduate or professional school you have attended, including dates of attendance, degrees received, and dates degrees were granted.

Attended Iowa State University, Ames, Iowa - 1962-63
5. Employment Record: List (by year) all business or professional corporations, companies, firms, or other enterprises, partnerships, institutions and organizations, nonprofit or otherwise, including farms, with which you were connected as an officer, director, partner, proprietor, or employee since graduation from college; include a title and brief job description. Are you now or have you ever been

1/1/03-present-Civic Strategy Group

A partnership which engages in the business of political consulting and lobbying of issues that come before the Iowa state legislature.

1/1/02-Present-Lee County Economic Development Group
Executive Director

Manages this non-profit economic development entity, which is funded by Lee County, Iowa.

3/97- Present-American Management & Consultants, Inc.
President

A corporation which provides management and/or consulting services in the areas of public relations, education, marketing, politics, finances and business development.

11/96- Present-Iowa Management & Consultants, Inc.
President

A corporation which provides management and/or consulting services in the areas of public relations, education, marketing, politics, finances and business development.

7/02/90-6/30/06-Iowa Association of Community College Trustees - Executive Director

To fulfill the duties of executive director as portrayed in the By-Laws, under the direction of the Board of Directors.

12/01/86-Present Lowell Junkins and Associates
Owner

Serve in capacity of public affairs consultant and state lobbyist.

1958-Present Junkins Garage
Partner

Partnership with mother and father to operate building complex in Montrose, Iowa.

5/1/71-Present Hillcrest Farms
Partner

Farms three parcels of farmland in Lee County, Iowa, in partnership with mother and father.

7/1/90-7/1/95 Junkins-Hultman and Associates
Partner

Partnership which engages in the business of political consulting and lobbying of issues that come before the Iowa state legislature.

1/73-10/85 Iowa State Senate
Iowa State Senator

To serve the State of Iowa in the legislature.

10/67-12/90 Lee County Ambulance Service, Inc.
President

Operate ambulance service in Lee County, Iowa.

6. Military Service: Have you had any military service? If so, give particulars, including the dates, branch of service, rank or rate, serial number and type of discharge received.

None

7. Government Service: State (chronologically) your government service or public offices you have held, including the terms of service grade levels and whether such positions were elected or appointed.

Served on Montrose City Council - elected 1969-1971
Served as Mayor of Montrose - elected 1971-1972
Served in Iowa State Senate - elected 01/73-10/85

Served on board of Federal Agricultural Mortgage Corporation - 1996 until present.

8. Honors and Awards: List any scholarships, fellowships, honorary degrees, and honorary society memberships that you received and believe would be of interest to the Committee.

None

9. Political Affiliation: The statute creating the Federal Agricultural Mortgage Corporation requires that no more than three public members of the Board be from the same political party. List your current political party registration or affiliation.

Democratic Party

10. Other Memberships: List all organizations to which you belong, excluding religious organizations.

Lions Club
Eagles Lodge
Keokuk Country Club

11. Published Writings: List the titles, publishers, and dates of books, articles, reports, or other published materials (including published speeches) you have written. Please include on this list published materials on which you are listed as the principal editor. It would be helpful to the Committee if you could provide one copy of all published material that may not be readily available. Also, to the maximum extent practicable, please supply a copy of all unpublished speeches you made during the past five years on issues involving agriculture, nutrition, forestry or commodity futures policy or related matters.

None

12. Health: What is the present state of your health?

Good

FINANCIAL DATA AND CONFLICT OF INTEREST (PUBLIC)

1. Have you severed all connections with your immediate past private sector employers, business firms, associations, and/or organizations?

No. I continue my consulting and public relations businesses as well as my position with Lee County Economic Development Group.


2. List sources, amounts and dates of all anticipated receipts from deferred income arrangements, stock options, incomplected contracts and other future benefits which you expect to derive from previous business relationships, professional services, firm memberships, former employers, clients, or customers.

none 

3. Do you, or does any partnership or closely held corporation in which you have an interest, own or operate a farm or ranch? (If yes, please give a brief description including location, size and type of operation.)


Yes, Hillcrest Farms-Montrose, Iowa.

This is a partnership between my mother, father, and me. We own 571 acres of farmland consisting of three separate parcels located in Lee County, Iowa. I own 50% interest in this partnership.



4. Have you, or any partnership or closely held corporation in which you have an interest, ever participated in Federal commodity price support programs? (If yes, provide all details including amounts of direct government payments and loans received or forfeited by crop and farm, etc. during the past five years.)

Yes, 9.6 acres were released from CRP in 2000. PFC and market loss assistance payments on this land—approximately \$1650.00 Total Since that time.

5. Have you, or any partnership or closely held corporation in which you have an interest, ever received a direct or guaranteed loan from or cosigned a note to the Rural Business-Cooperative Service, Rural Housing Service, the Rural Utilities Service or their predecessor agencies, the Farmers Home Administration, the Rural Development Administration, the Rural Housing and Cooperative
- 

Development Service or the Rural Electrification Administration? (If yes, give details of any such loan activity during the past 5 years.)

No

6. Have you, or any partnership or closely held corporation in which you have an interest, ever received payments for crop losses from the Federal Crop Insurance program? (If yes, give details.)

No we have not. But our land tenant has. His name is Everett Gabel.

7. If confirmed, do you have any plans, commitments, or agreements to pursue outside employment or engage in any business or vocation, with or without compensation, during your service with the government? (If so, explain.)

Yes, I will continue my consulting and public relations businesses as well as my position with Lee County Economic Development Group as I do today

8. Do you have any plans to resume employment, affiliation, or practice with your previous employers, business firms, associations, or organizations after completing government service? (If yes, give details.)

Yes, see question #7.

9. Has anyone made a commitment to employ you or retain your services in any capacity after you leave government service? (If yes, please specify.)

No

10. Identify all investments, obligations, liabilities, or other relationships which involve potential conflicts of interest in the position to which you have been nominated.

None

11. Have you ever received a government guaranteed student loan? If so, has it been repaid?

No

12. If confirmed, explain how you will resolve any potential conflict of interest, including any that may be disclosed by

your responses to the above items.

If actual conflicts exist, I would consider not serving any
Such client that would be in conflict.

QUESTIONNAIRE FOR FEDERAL AGRICULTURAL MORTGAGE CORPORATION
NOMINEES

BIOGRAPHICAL INFORMATION (PUBLIC)

1. Full name (include any former names used).
Glen Owen Klippenstein
2. Date and place of birth.
May 29, 1937 Laird, Saskatchewan, Canada
3. Marital Status (include maiden name of wife or husband's name).
List spouse's occupation, employer's name and business address (es)
Married Linda Allen November 10, 1962 homemaker
4. Education : List each college and graduate or professional school you have attended, including dates of attendance, degrees received, and dates degrees were granted.
Attended Bryn Athyn College: 1955-1956
Attended Pennsylvania State University: September, 1955 to June 1959
Received a Bachelor of Science Degree in Animal Science in June 1959.
5. Employment Record: List (by year) all business or professional corporations, companies, firms, or other enterprises, partnerships, institutions and organizations, nonprofit or otherwise, including farms, with which you were connected as an officer, director, partner, proprietor, or employee since graduation from college; include a title and brief job description. Are you now or have you ever been an officer or director of any financial institution or entity?
Owner 1959-1966 Klip's Herefords at Bryn Athyn, Pennsylvania
Partner/Manager 1966-1994 Glenkirk Farms at Maysville, Missouri
Senator, 12th District, State of Missouri 1993 and 1994 (no reelection effort)
Partner/Manager 1994-2003 Klippenstein Family Farms at Maysville, Missouri
CEO American Chianina Cattle Association 2000-Present at Platte City Missouri
6. Military Service: Have you had any military service? If so, give particulars, including the dates, branch of service, rank or rate, serial number and type of discharge received.
No

7. Government Service: State (chronologically) your government service or public offices you have held including the terms of service grade levels and whether such positions were elected or appointed.

Elected State Senator - 12th District - State of Missouri 1993 - 1994 (no reelection effort)

8. Honors and Awards: List any scholarships, fellowships, honorary degrees, and honorary society memberships that you received and believe would be of interest to the Committee.

High School Wrestling Team Captain
High School Student Body President
High School Valedictorian
High Point member on Meats and Livestock Judging team at Pennsylvania State University
President Block and Bridle Club
Alpha Zeta Honorary Fraternity member
AGR Fraternity member
"Mr. AG" Pennsylvania State University
Distinguished Alumnus Department of Dairy and Animal Science from
Pennsylvania State University

Honorary Alumnus University of Missouri School of Agriculture
National Agri-Marketer of the year
Livestock Man of the Year in Missouri
Missouri Seedstock Producer of the Year
Northwest Missouri State University Tower Society Member
Chairman, American Polled Hereford Association 1983
Director: National Cattlemen's association, 1984-1990
Chairman:
NCA Membership Committee 1987-1989
NCA Priority Issues Committee, 1988-1989
NCA Planning and Implementation Committee, 1989-1990
Chairman, Beef Promotion and Research Board, 1990 and 1991
Chairman: Beef Board Operating Committee, 1990 and 1992
Beef Board Producers Communication Committee, 1987 and 1992
Beef Board Research Committee, 1988 and 1989
Served on the National Steering Committee for the Bush/Cheney Farm and Ranch Team

9. Political Affiliation: The statute creating the Federal Agricultural Mortgage Corporation requires that no more than three public members of the Board be from the same political party. List your current political party registration or affiliation.

Republican

10. Other Memberships: List all organizations to which you belong, excluding religious organizations.

American Angus Association
American Chianina Association
American Hereford association
Missouri Farm Bureau
National Cattlemen's Association

11. Published Writings: List the titles, publishers, and dates of books, articles, reports, or other published materials(including published speeches) you have written. Please include on this list published materials on which you are listed as the principal editor. It would be helpful to the Committee if you could provide one copy of all published material that may not be readily available. Also, to the maximum extent practicable, please supply a copy of all unpublished speeches you made during the past five years on issues involving agriculture, nutrition, forestry or commodity futures policy or related matters.

See enclosed

12. Health: What is the present state of your health?

To the best of my knowledge - excellent

FINANCIAL DATA AND CONFLICT OF INTEREST (PUBLIC)

1. Have you severed all connections with your immediate past private sector employers, business firms, associations, and/or organizations?

No. I plan on continuing as CEO of the American Chianina Association.

2. List sources, amounts and dates of all anticipated receipts from deferred income arrangements, stock options, incomplete contracts and other future benefits which you expect to derive from previous business relationships, professional services, firm memberships, former employers, clients, or customers.

We expect no receipts or other benefits from previous business relationships. We are in the final process of liquidating most tangible assets of Klippenstein Family Farms, a partnership with son Ivan.

3. Do you, or does any partnership or closely held corporation in which you have an interest, own or operate a farm or ranch? (If yes, please give a brief description including location, size and type of operation.)

No. *yes GOR*

4. Have you, or any partnership or closely held corporation in which you have an interest, ever participated in Federal commodity price support programs? (If yes, provide all details including amounts of direct government payments and loans received or forfeited by crop and farm, etc. during the past five years.)

No

5. Have you, or any partnership or closely held corporation in which you have an interest, ever received a direct or guaranteed loan from or cosigned a note to the Rural Business-Cooperative Service, Rural Housing Service, the Rural Utilities Service or their predecessor agencies, the Farmers Home Administration, the Rural Development Administration, the Rural Housing and Cooperative Development Service or the Rural Electrification Administration? (If yes, give details of any such loan activity during the past 5 years.)

No

6. Have you, or any partnership or closely held corporation in which you have an interest, ever received payments for crop losses from the Federal Crop Insurance program? (If yes, give details.)

No

7. If confirmed, do you have any plans, commitments, or agreements to pursue outside employment or engage in any business or vocation, with or without compensation, during your service with the government? (If so, explain.)

Yes, continue as CEO of the American Chianina Assn.

8. Do you have any plans to resume employment, affiliation, or practice with your previous employers, business firms, associations, or organizations after completing government? (If so, explain.)

No

9. Has anyone made a commitment to employ you or retain your services in any capacity after you leave government service? (If yes, please specify.)

NO

10. Identify all investments, obligations, liabilities, or other relationships which involve potential conflicts of interest in the position to which you have been nominate.

None

11. Have you ever received a government guaranteed student loan? If so, has it been repaid?

No

12. If confirmed, explain how you will resolve any potential conflict of interest, including any that may be disclosed by your responses to the above items.

My track record indicates that in all probability there will be no conflicts. However, if in the slight case a conflict would occur, I would not vote, resign, or dispose of the conflict of interest in question.