

## News Release

Farm Credit Administration  
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### **Jerome Fowlkes Named Associate Director and Team Leader of Credit and Mission Team**

McLEAN, Va., August 31, 2012 — Gary Van Meter, Director of the Office of Regulatory Policy in the Farm Credit Administration, has named Jerome Fowlkes to serve as the Associate Director and Team Leader of the Credit and Mission Team. The appointment will be effective Sept. 9.

As head of the team, Mr. Fowlkes will manage projects related to lending operations, credit administration practices, scope and eligibility, Farm Credit System mission services, investments in rural America, agricultural credit sectors, loan products, related services, appraisal practices, and rural home lending.

Mr. Fowlkes joined FCA in 2010 as a senior financial analyst. Since then he has served as project manager on FCA's Syndication Study, the agency's rural business investment company efforts, and several regulatory approvals. Last December, he was recognized as one of four inaugural Impact Award winners at FCA for first-year contributions to the agency's mission.

Mr. Fowlkes has more than 24 years of experience working in both public service and the private sector. He has served as a commercial lender and vice president at the predecessors to Bank of America and SunTrust. In these roles, he specialized in communications industry and middle market transactions.

He has also worked as an investment banker at BIA Capital Strategies where he wrote business plans, structured debt and equity transactions, negotiated term sheets, and managed due diligence for private transactions. He also managed the telecom valuation department for BIA Financial, which supported asset-based lenders with telecom-related valuation reports.

Mr. Fowlkes' public sector experience includes serving as the Deputy Division Chief for the Federal Communications Commission's Auctions and Industry Analysis Division. While there he supervised a staff of 19, managed an \$11 billion auction installment loan portfolio, and made financial policy recommendations for the loan portfolio and the auction process.

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Before joining FCA, he managed a portfolio of venture capital loans and investments for the Small Business Administration's Office of Liquidation and was responsible for negotiating and collecting outstanding obligations from portfolio companies.

Mr. Fowlkes holds an M.B.A. from the College of William and Mary and a B.S. in business from Virginia Tech. He serves on the national board of directors for the Virginia Tech Alumni Association and as advisor on the Pamplin College of Business Advisory Council. Mr. Fowlkes is currently enrolled in the ABA Stonier Graduate School of Banking at the Wharton School and the Agricultural Lending Institute at California State University, Fresno.

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The Farm Credit Administration is the safety and soundness regulator of the cooperative Farm Credit System and the Federal Agricultural Mortgage Corporation (Farmer Mac). FCA charters, regulates, and examines the 94 banks, associations, service corporations and special-purpose entities of the Farm Credit System. The System makes loans to agricultural producers and their cooperatives nationwide. It includes Farmer Mac, which provides a secondary market for agricultural real estate loans, rural housing mortgage loans, and certain rural utility loans. Members of the FCA Board are Leland A. Strom, Chairman and CEO; Kenneth A. Spearman; and Jill Long Thompson.

Note: FCA news releases are available on the Web at [www.fca.gov](http://www.fca.gov).