



For Immediate Release

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American AgCredit Brings Sales Professionals On Board: Brian Olson from Wells Fargo, and Marc Busalacchi from CoBank

Expansion of sales team focusing on growth for new, emerging and diverse ag markets

SANTA ROSA, CA (October 2014) – Building on efforts to support agriculture’s new and emerging markets, Farm Credit lender American AgCredit announced today the hiring of two key sales team leaders for its California market: Vice President Brian Olson, formerly at Wells Fargo Bank, and Vice President Marc Busalacchi, formerly with CoBank, the Association’s funding bank.

With two new market leaders, American AgCredit adds to the breadth of financial expertise it offers, which includes mortgage and operations financing, farm land appraisal, and leasing.

“The ability to provide expanded support to agricultural producers is an important component of our mission,” said President and Chief Executive Officer Byron Enix. “We consider it a great privilege to have these two specialists on board, and are focused on assisting producers even more by providing additional support to help agribusiness grow.”

About Brian Olson

Hired as the Vice President/Relationship Manager in the Santa Rosa/St. Helena offices, Brian brings more than 30 years of banking and finance expertise to the Association. His focus is the development and acquisition of new business relationships in the Northern California Region.

Prior to joining American AgCredit in July 2014, Brian was SVP/Regional Sales Manager for 22 years in Wells Fargo’s North Coast Commercial Banking office. He started his career with Bank of America in 1984 as a Relationship Manager in Santa Rosa.

A lifelong resident of Sonoma County, Brian grew up raising sheep and was a member of both 4-H and Santa Rosa FFA programs. Brian graduated with his finance degree from California State University; Sacramento after attending Santa Rosa Junior College where he earned is AA degree.

Brian has been an active community leader in Sonoma County. A two-time board Chair of Junior Achievement of the Redwood Empire; he currently serves on the Executive Board of the Leukemia and Lymphoma Society, Northern California Chapter.

As both his son (Taylor) and step daughter (Rachel) are focusing on their careers, Brian and his wife Lori enjoy living in Windsor with Charley, their Goldendoodle.

(more)

About Marc Busalacchi

Brought on as the Vice President of Sales and Business Development with American AgCredit's Central Region, Marc comes directly from CoBank's Western Region Agribusiness Group where his portfolio consisted of customers in the fruit, nut, vegetable, timber, dairy and livestock industries. In this role, Marc served as team marketing lead for all ancillary products and served as Chairman of the Specialty Crops Center of Excellence bank wide industry research group. Prior to that, he worked with both Westamerica Bank and Barron Capital where he managed commercial real estate and business lending portfolios.

Based out of the Stockton branch, Marc is charged with building market share in both the Central and Salinas Valleys, and directing Marketing and Public Relations for the region. His roots in the area are deep, as he grew up in the Stockton/ Linden, CA area where his family grows cherries and numerous other row crops.

"I'm excited to be working with this fabulous team at American AgCredit, and look forward to building a stronger agricultural marketplace here," he said. "In many ways I'm coming back to where I started."

Marc has a BA in Agribusiness from California Polytechnic State University, San Luis Obispo with a concentration in Sales and Marketing. He and his wife Renee have two children, Nico (5) and Pete (15 months). In his spare time Marc enjoys spending time with family and friends, exploring the Tahoe area and watching his kids' sporting events.

About American AgCredit

Founded in 1916, American AgCredit is part of the nationwide Farm Credit System, and is the nation's 7th largest Farm Credit cooperative. American AgCredit specializes in providing financial services to agricultural and rural customers throughout California, Nevada, Central Kansas, Northern Oklahoma, North Central and Western Colorado, and Northern New Mexico – as well as to capital markets customers in 30 states.

Financial services provided by American AgCredit include production and mortgage financing, equipment and vehicle leasing, crop and life insurance, lines of credit, and the Young, Beginning and Small farmer program. In addition, the Association provides interest-free loans for qualifying 4-H and FFA AgYouth programs, as well as college scholarships to young people interested in agriculture.

For more information about American AgCredit's financial services, call 800-800-4865 or visit the website at www.agloan.com for a listing of offices by region.