

To: Chairman Dan Kerschen and the Senate Agriculture and Natural Resources Committee  
From: Vance Keaton, Senior Loan Officer of Live Oak Bank - Poultry Lending  
Re: Testimony in Support of SB 405

Dear Chairman Kersch and the Senate Agricultural & Natural Resources Committee:

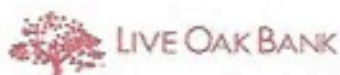
We appreciate you reaching out for information regarding the poultry industry and the financing of contract growers. Live Oak Bank has successfully helped hundreds of families across the nation become poultry growers. Since 2015, we have lent over \$1 billion to the industry.

Live Oak feels confident in providing our opinion on who a strong poultry farmer is and how their business provides a stable income for their family.

The average size of a family farm is an eight house broiler farm. This size farm is manageable by the family and provides them with a respectable income and comfortable living.

Farms that are regulated to a smaller size do not provide the income to support a family or provide an acceptable return. Live Oak is proud to have provided many rural families the opportunity to stay in their local communities and help bring the next generation back to the farm full time.

Vance Keaton | Industry Expert  
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