



PlainsLandBank.com



Looking Forward

Dear Friends,

2020 has thrown everything but certainty at us. However, there are still a few things I am confident that we can count on: agriculture, the rural lifestyle and Plains Land Bank's commitment to serve our stockholders.

The government has deemed agriculture as an essential industry, but we've known this all along. Our customers have, and will continue to provide food and fiber for our nation. We are proud of the producers we serve and are truly honored to be a part of this industry. Despite COVID-19, farmers and ranchers have continued to show up and perform business as usual. And just like you optimistically do each year, you planted another crop and prepared for what's next. The world was shaken, but agriculture and the rural way of life has held together.

While the pandemic has rocked our world and changed our daily operations, we have not stopped looking forward. As you look ahead and prepare for 2021, know that Plains Land Bank is prepared to walk alongside you. You can depend on us. Our commitment remains crystal clear.

Our mission is to "improve the means and well-being of farmers, ranchers and rural life in our territory." We will remain here to serve the incredible people of the Texas Panhandle and South Plains. Thank you for choosing Plains Land Bank as your lending partner. Our team cannot wait to shake your hand again and help you Own a Piece of Texas!

Onward and upward,

Greggory S. Lloyd
Chief Executive Officer

AMARILLO OFFICE
5625 Fulton Drive
Amarillo, Texas 79109
(806) 353-6688
(806) 353-7389 fax

PAMPA OFFICE
2526 Perryton Parkway
Pampa, Texas 79065
(806) 669-1126
(806) 665-1310 fax

PERRYTON OFFICE
506 South Main Street
Perryton, Texas 79070
(806) 435-4319
(806) 435-4280 fax

PLAINVIEW OFFICE
3102 W. Seventh St.
Plainview, Texas 79072
(806) 296-5579
(806) 296-0464 fax



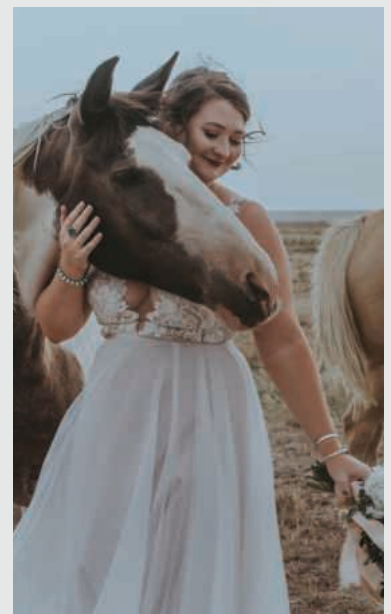


FINDING LOVE AND LAND IN THE TEXAS PANHANDLE

By Jessica White

Finding a piece of Texas to call home can be a time-consuming process. From internet searches to applying for financing, the journey can be quite overwhelming. Hunter and Darcy Hamby know firsthand the challenges that come with locating the perfect property. At 22 and 24 respectively, recently engaged and with little credit, they were overlooked by many other financial institutions. However, with the help of Plains Land Bank, the young couple was able to realize their dream of owning enough land to train performance horses.

Having met through a mutual friend, Darcy and Hunter hit it off immediately. Although Hunter had relatives who were involved in the world of performance horses, Darcy reintroduced him while dating. The couple fell in love with the idea of finding the perfect piece of land to begin their own adventure into western-style equestrian sports. Hunter, a firefighter in Randall County, knew that they would need to find something within his boundaries to respond to callouts. Despite diligently searching and inquiring for specific properties, they would be repeatedly disappointed to discover that the sale was pending. Despite the highly competitive market, the Hambys continued their search. Initially wanting a mere 2.5 acres, their measurements would exponentially increase to 5 acres, then to 10 acres. And one afternoon, they found what they had been looking for. Nestled just West of the city of Canyon, Texas, Hunter and Darcy found the perfect 10.83 acres of land.



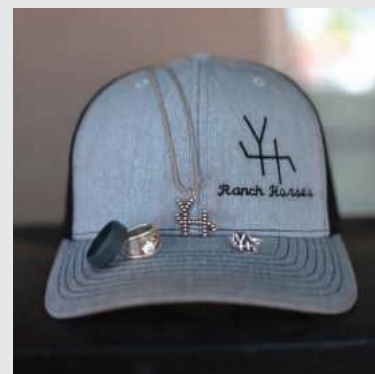
Darcy on her wedding day. The bride has been riding horses since she was 7 years old and was excited to be able to include her passion in her wedding day.

After placing an offer on their dream property, the couple began to look into their financing options. Hunter called several banks in his area, with very little reciprocity to his inquiries. Many times, the people he spoke to at other financial institutions would never follow up after his call. Frustrated, Hunter turned to friends and acquaintances for suggestions. The resounding recommendation was the same: Plains Land Bank. Upon reaching out to a loan officer at Plains Land Bank, the couple recognized a distinct difference in the service they received. Anytime they reached out with questions, the team at Plains Land Bank was prompt to reply with answers. Being the first time that the couple had ever purchased property, they were relieved and grateful for the assistance they received in navigating the purchasing process.

Once they became the official owners of the property, Hunter and Darcy decided to further commemorate their purchase by getting married on their 10.83 acres. Originally planning for a 2021 wedding, the couple decided to move up the date upon receiving news that Hunter's father had been diagnosed with cancer. Keeping the ceremony small and intimate, the guest list included eight close friends and family, plus eight bonus onlookers from their neighbor's porch. After the wedding, the couple documented their special day with photos of their property and horses. Everything was exactly what they had wanted and more.

The next step for Hunter and Darcy was to make small improvements on their new land. Hunter spent a week working on building a fence perimeter around the 10 acres after the sale had been finalized. Due to his unusual firefighter schedule, he worked tirelessly to get the work done. Every morning he was up and out by 5 a.m. and didn't return home until 1-2 the following morning. This was just the first of many steps in making the property their own. In the next five years, the couple is planning on building their dream home on their dream property. By using the equity they will have saved in paying on the land, they will have a great start in investing in the home they've always wanted. In addition, Darcy is passionate about training and getting actively involved in competing in reined cowhorse, so building a round pen and arena is the next top priority. Currently, the Hambys have two or three horses turned out at a time. Since the pair both have full-time jobs, their friends and neighbors regularly utilize this small remuda and swap them out while working their own operations.

Like the Hambys discovered, it is well within reach to own a piece of Texas. Designing a life is not impossible; it just takes some time and grit to press through the difficult parts. By spending the time to look for the right piece of property, as well as partnering with Plains Land Bank, the couple are well on their way to creating a life that they've been dreaming of.



The Hambys have made several mementos commemorating their brand, Y Broken Bar H. The brand is inspired by their last names (Hamby and Darcy's maiden name, Young), and their unbreakable bond as husband and wife.



NEW FACES at Plains Land Bank



Jennifer Bourque

Cash Management Specialist, Central Office

Jennifer was born and raised in Amarillo where she graduated from Caprock High School. She recently received her bachelor's degree in accounting from West Texas A&M University. In her spare time, she enjoys watching movies, reading books and spending quality time with her family.



Keri Foos

Cash Management Supervisor, Central Office

Keri moved to Amarillo when she was 16 and graduated from Amarillo High. She has worked in the accounting field for over 20 years. She and her husband, Troy, have raised two boys, Nicholas and Aiden. In her spare time, she enjoys renovating her 100-year-old house.



Lynnie Meeves

Loan Administrator Associate, Amarillo Office

Lynnie grew up in Muleshoe and graduated from West Texas A&M with a degree in ag business. She was a crop insurance agent for 8 years prior to coming to Plains Land Bank. Lynnie and her husband, Dillon, have two children, Kessler and Quincy. In her free time, she enjoys barrel racing.



Reagan Lucia

Credit Analyst, Central Office

Reagan was raised in Lubbock before moving to Amarillo in June of 2019 when he married his wife, Audra. He studied accounting and finance at Lubbock Christian University while playing baseball. Reagan enjoys spending time outdoors and loves to hunt and fish with friends and family.



Shannon Swaim

Loan Administrator Associate, Amarillo Office

Shannon was born and raised in Amarillo. She graduated from Northwood University with a degree in business administration and automotive marketing and management. She and her husband, Lorenzo Solis, are the proud parents of Lily and Lochlin. They love baseball and spending time with family.



Clay Conrad

Loan Officer, Amarillo Office

Clay was raised in Claude and still lives there with his wife, Brianna, and daughter, Clair. He graduated from West Texas A&M with a degree in ag education. Clay came to Plains Land Bank after spending time as a chattel appraiser. He is involved in 4-H and FFA programs and raises show pigs.



Gina Wilde

Internal Auditor Associate, Central Office

Gina is a native of Ballinger. She earned her BBA degree in finance from Texas State University. She worked in the wealth management field for four years before joining Plains Land Bank. In her spare time, Gina enjoys being outdoors and spending time with family and friends.



Andra Morales

Office Administrator, Pampa Office

Andra was born and raised in Pampa. She has been in the financial / lending industry for 9 years now. She is very involved in raising her son, Boston. Their hobbies include hiking, fishing, fossil hunting and camping.



Please "like" us on Facebook and follow us on Instagram!

Congratulations

to our PLB 2020
Scholarship Recipients!



Lucas Bradshaw

High School: Canyon High School

College: Texas A&M

Major: Agribusiness



Gwendolyn Walser

High School: Canadian High School

College: Texas Tech

Major: Agribusiness



Kailey Thomas

High School: Perryton High School

College: Texas A&M

Major: Animal Science



Gage Lewter

High School: Canyon High School

College: Blinn College

Major: Pre-Vet

Applications for the PLB 2021 Scholarship will open at the beginning of the year for the Senior Class of 2021.

Thank You

FOR YOUR DEDICATION

Blain Eubank

After 26 years of Farm Credit service, Blain Eubank retired from his position as Branch President of our Pampa Office, effective April 30.

“Blain has been a great asset to Plains Land Bank, and he will be missed greatly by his PLB family. He thrived on meeting the needs of his customers and worked from the heart. While it will be difficult to see him retire, I am very excited for him as he heads into this next phase of life. I wish Blain the very best.”

- Gregg Lloyd, CEO



Following the Plains Land Bank Annual Stockholder's Meeting held on June 18, 2020, mail ballots for the 2020 Board of Directors election were sent out to all designated voters.

The following candidates were elected or reelected to a 3-year term beginning in August 2020:

PLACE I: OCHILTREE & LIPSCOMB COUNTIES:



WINNER

**Danny
Krienke**

(Incumbent)

PLACE III: HEMPHILL, ROBERTS & GRAY COUNTIES:



WINNER

**Steve
Rader**

(Incumbent)

PLACE V: RANDALL COUNTY AND THE SOUTHWEST PORTION OF ARMSTRONG COUNTY SOUTH OF THE PRAIRIE DOG TOWN FORK OF THE RED RIVER:



WINNER

**Randy
Darnell**

(Incumbent)

DOING BUSINESS *Your way*

Everyone has a preferred way of doing business — whether it's in-person, online or whatever is most convenient. At Plains Land Bank, we're here to provide service the way you want.

Banking online

When there's no time to drop by your Plains Land Bank (PLB) office, use Ag Banking Online (ABOL) to manage your accounts anytime, anywhere.

- Make loan payments
- Receive electronic billing statements
- View account activity — such as loan balances, payments, interest paid and patronage history
- Set up future and recurring transactions
- Send and receive secure messages about your accounts
- Change date and dollar amount on recurring fund transfers

"Ag Banking Online is a great account management tool for our borrowers," said Kay Lynn McLaughlin, chief financial officer. "Amidst a pandemic, when farmers and ranchers didn't stop, ABOL kept banking from stopping too."

Ag Banking Online also features face and fingerprint recognition. Or you can use a four-digit PIN. And more upgrades are coming, like viewing and uploading loan documents from home.

Easy sign-up

To get started, go to plainslandbank.com/abol. Complete and submit the enrollment forms. If you need assistance, contact your local PLB office.

Once we receive your forms, we'll call you to verify your identity. Then we'll email you login instructions.

If you already use Ag Banking Online, download our mobile app. Look for Plains Land Bank in Apple's App Store or the Google Play store.

Business via cell

You can also conduct business over the phone with our FastCash program. With just one phone call, you can make a loan payment without leaving your home or tractor cab. FastCash allows you to transfer funds from your bank checking or savings account as soon as that day.

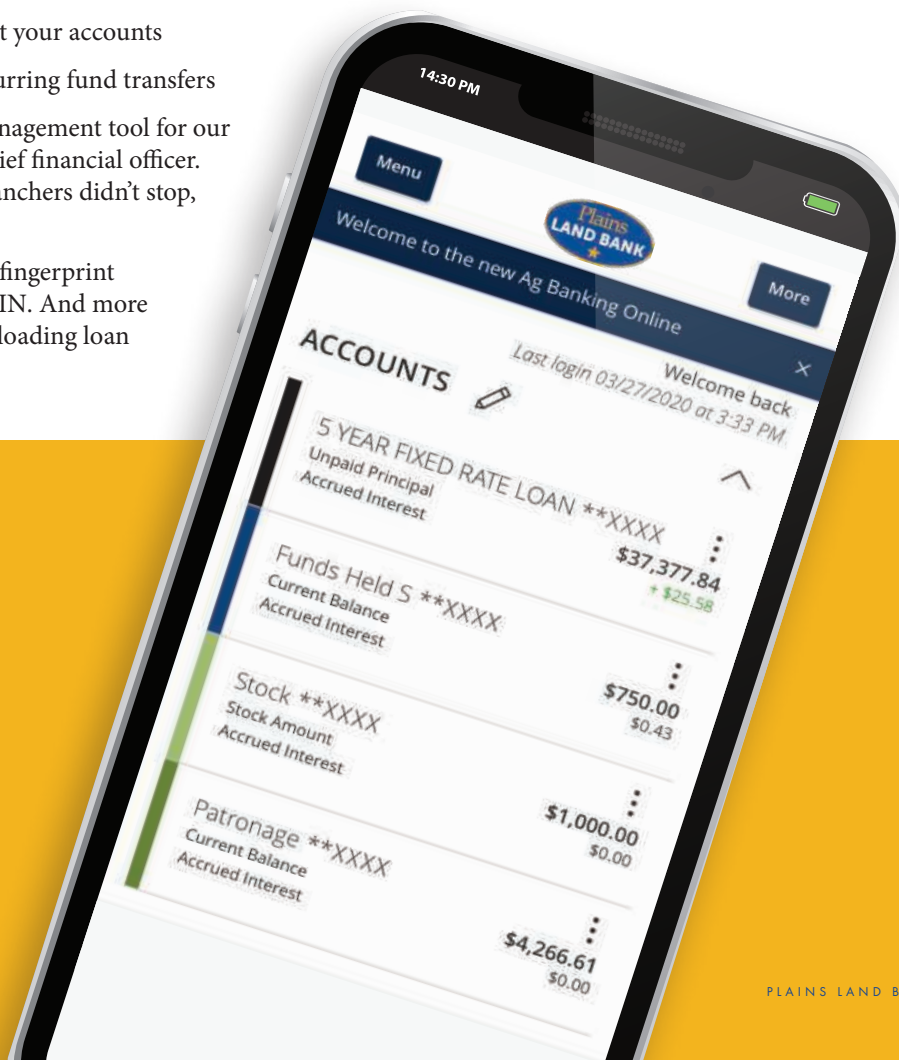
To sign up or learn more about FastCash, stop by your local PLB office.

Open to serve you

All four of our locations are open — so stop in to speak with one of our lending experts. We'll be wearing masks for your safety.

So whether you do business in-person or remotely, Plains Land Bank is here to meet your financing needs — your way.

We can't wait to shake your hand again.



PLAINS LAND BANK RETURNS \$8.5 MILLION IN PATRONAGE TO BORROWERS

It's rare for lenders to return interest payments to their borrowers. But not for Plains Land Bank.

This spring, we returned \$8.5 million of our 2019 earnings to our borrowers in patronage!

The patronage payment, which was distributed in cash, was based on the lending co-op's strong financial results in 2019.

The size of your individual patronage refund depended on your loan balance and interest rate. The more interest income your loan generated for the co-op, the bigger your patronage payment.

Patronage is a co-op benefit

Patronage refunds are a distinct benefit of financing with Plains Land Bank. You not only receive a competitive rate up front, you also get interest back as patronage when the co-op does well.

Patronage effectively lowers your cost of borrowing.

- This year, Plains Land Bank returned an average of 26 cents of every dollar borrowers paid in interest in 2019.
- A borrower with a 5% interest rate would have effectively paid just 3.7% in 2019 after receiving this year's patronage refund.
- This year, Plains Land Bank returned 56% of our 2019 net income to our borrowers.

At Plains Land Bank, every borrower is a co-op stockholder. Your hard work and resilience helped contribute to the co-op's success.