

Plains LAND BANK



Change.

Dear Friends,

The pandemic struck over a year ago and some things will never be the same. We naturally struggle with, sometimes even resist, change. Even when, over time we come to realize that the change is here to stay, thus beginning the process of acceptance. Throughout the pandemic, Plains Land Bank (PLB) faced many of the same challenges as every business; loss of customer interaction, temporary office closures, remote work, and new norms such as social distancing. Plains Land Bank faced all of these challenges and many more. However, I am extremely proud of our customers, our Board of Directors, and our PLB team for the resilience they have shown in adapting to these changes. Our lives were shaken but agricultural and the rural way of life has stood tall. Through it all, our focus and commitment to our customers at Plains Land Bank has always been priority.

Speaking of change, this will be the last time you will hear from me as CEO of Plains Land Bank. I have made the decision to move into the next chapter of my life, and after 39 years, I am retiring at the end of 2021. It has been an incredible journey full of exciting challenges and such wonderful people. I am extremely blessed to have spent my entire career in Farm Credit with the great people of PLB; from our customers to the Board of Directors to our PLB team. I count it an honor and a privilege to have been part of the PLB team with its great passion and dedication to making dreams come true for our customers and the heartfelt joy of helping someone "Own A Piece of Texas".

With change comes opportunity, and I see a great future for Plains Land Bank. Kay Lynn McLaughlin, current Chief Financial Officer, has been named CEO-Elect and will permanently fill the position of CEO on October 1, 2021. Kay Lynn has over 19 years of experience in banking, the last 11 years with Plains Land Bank. She has an incredible passion and drive for excellence and great customer service. I am extremely excited for Kay Lynn and the future of Plains Land Bank.

At PLB it wasn't a career, it was a part of me, working with passionate people to meet the challenges that set PLB apart. I will head into retirement very proud and fulfilled to have been a part of Plains Land Bank. Truly making a difference for agriculture and the rural way of life.

My warmest and deepest regards,

Gregory S. Lloyd
Chief Executive Officer



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AMARILLO. PAMPA. PERRYTON. PLAINVIEW

We believe in the future of agriculture and we know it takes time to build capital and credit history. So, we take extra steps to help you get started by offering first time farmer loans to producers and potential producers in the Panhandle and South Plains. We also believe in tradition. As a co-operative owned by our member-borrowers, we know farming and ranching are difficult and we've seen what it takes to create a successful operation. Our mission is to keep the tradition of farming and ranching going, which is why we support ag producers who are just starting out or have only been in the field for a short time. We also help those running small operations, especially families who are the heart of our industry.

WHAT IS A FIRST TIME FARMER LOAN?

As a member of the Farm Credit System, Plains Land Bank has the resources to help farmers and ranchers that may not have the backing to build upon their dreams right away.

Established by the Farm Credit Act of 1971, the Young, Beginning & Small (YBS) Loan Program was born and Plains Land Bank created programming to assist a new generation of producers. Financing was also secured in order to keep small farms alive, many of which have been in existence for decades.

Today, that support remains available for all three categories:

- **Young Farmer Loans** – Provided to farmers, ranchers and harvesters of aquatic products who are 35 or younger.
- **Beginning Farmer Loans** – Producers who have been farming, ranching or harvesting aquatic products 10 years or less.
- **Small Farmer Loans** – Farm, ranch or aquatic harvesting operations that gross less than \$250,000 in agricultural sales a year.

First time farmer loans can also give applicants more time to complete the loan process from inquiry to closing.

For decades, Plains Land Bank has helped young, beginning, and small farmers and ranchers succeed. Our loan officers can assist you with a variety of loan types, all with competitive interest rates so you can use available capital to finance your dreams.

Own *a piece of* TEXAS™

FIRST TIME
Farmer Loans

THE LASHMET FAMILY • White Deer, Texas



NEW FACES

at Plains Land Bank



Cynthia Reyes

Loan Administrator Associate

Cynthia was born in Dodge City, KS and raised in Lyons, KS. She moved to Amarillo in 2011. She has been in the financial industry for over 8 years. She previously worked for Happy State Bank as a Fraud Specialist. She is a proud mother of three, Anai (11), Joseph (6), and Jayden (3). She enjoys spending time with her family and attending her children's sporting events. She joined the Amarillo branch as a Loan Administrative Associate and is looking forward to growing as a team member at Plains Land Bank.



Tiffany Wilhelm

Office Administrator II

Tiffany was born and raised in Plainview. She spent 10 years working for Covenant Health Business Office and Patient Access departments before transitioning to the Financial / Lending Industry. She is married to Edward Wilhelm of Nazareth. Tiffany enjoys watching her 10 year old son play year around with his traveling baseball team. Her 2 year old son keeps her on her toes as he is always on the go.



Travis Parker

Vice President of Lending

Travis was raised in Plainview, Texas and graduated from Tarleton State University in Stephenville. He has worked in the Financial / Lending industry for 18 years. He and his wife Kathy have two sons Logan and Brennan and they reside in Hale Center. Travis and his family enjoy stock showing, golfing, and fishing.



Manuela "Minnie" Constancio

Office Administrator II

Manuela Constancio is a native of Spearman, Texas. Born and raised in Spearman for most of her life, her father was a farmer who worked for Delbert Timmins for 16 plus years. Her mother a home maker. During her second semester of her freshman year, Delbert sold his farm and her family moved to Gruver where her father began farming for Richard Gillispie. She eventually moved out on her own, got married, had three beautiful children, and moved to Perryton. She took classes in 2000 and received her GED. Prior to coming to work at Plains Land Bank, she worked for the Perryton Independent School District. She was a substitute for a few years, then started working full-time at Perryton Junior High in the Special Education Department where she resumed for ten years. She then moved to the office of Perryton Junior High where she worked for about three years while also attending nursing school part-time. She worked with an amazing group of people there. Now she is happily working for another great group of people at Plains Land Bank in Perryton. She feels so blessed to be a part of superior team.





Plains LAND BANK



Finance land with the experts in rural lending

- ✓ **FARM**
- ✓ **RANCH**
- ✓ **RECREATIONAL FINANCING**
- ✓ **RURAL HOME**

Own *a piece of* TEXAS™

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WE LOVE RETURNING MONEY TO OUR CUSTOMERS!

At Plains Land Bank, our stockholders share in our ownership and earnings, an advantage of doing business with a co-op. Based on our strong 2020 financial results, our board of directors declared a record **\$8.8 million** in patronage. Our stockholders received their patronage checks in early April.

Payments like this one lowers our stockholder's effective interest rate, thus reducing their cost of borrowing.

If you need financing for your farm, ranch or rural property, come to Plains Land Bank and reap the benefits of our rural lending expertise and cooperative structure.

