

Panhandle-Plains LAND BANK, FLCA

panhandle-plainslandbank.com



Preserving Our Farm Credit History

In 2016, the Farm Credit System will celebrate its 100th anniversary. A century is a long time for any company to remain in business; but in the banking and finance arena, which is particularly sensitive to shifts in the stock market and the general economy, a century of service is a remarkable accomplishment.

At Panhandle-Plains Land Bank, we are honored to be a part of the Farm Credit System's upcoming centennial. We are also excited about our association's own centennial, which will follow in 2017, and we hope that you will join in the celebrations. For many of our customers, Panhandle-Plains Land Bank has been a part of their business for generations. Some of our older borrowers may recall when almost every county had a Farm Credit office, and some will remember their parents and grandparents talking about borrowing from our lending cooperative.

To ensure that Panhandle-Plains Land Bank's rich history is preserved for future generations, we are taking this opportunity to collect and archive memories and memorabilia from past and present customers and employees. We are particularly interested in old loan documents, photographs, newsletters and other material that tell the story of our association and the Farm Credit System.

If you would like to help build our history library, please contact Kenneth Hooper, senior vice president, at (806) 296-5579. Original photographs and documents can be scanned and returned to you. You are also invited to submit a written or oral history of your Farm Credit experience.

The reason for Farm Credit's longevity is simple: Agriculture and rural America need a reliable source of financing, and our cooperatively owned System has continued to meet that need as the most effective way of delivering credit to farmers and ranchers. You can be proud that you are a part of a rural lending co-op that has provided strong value to its owners for nearly a century and is well-positioned to continue to do so for many years to come.

A handwritten signature in black ink that reads "Greggory S. Lloyd".

Greggory S. Lloyd
Chief Executive Officer

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REGIONAL STOCKHOLDER MEETINGS

The Cooperative System Works for You

Any business can claim that its plan is a success. And, depending on how success is measured, the claim can be true. Panhandle-Plains Land Bank is a cooperative that measures success in financial strength, and how it benefits its owners — the stockholders who borrow from it.

The association held its regional stockholder meetings April 7 and 10 this year. Reports from the board chairman, Randy Darnell, and CEO, Gregg Lloyd, highlighted the past year and focused on tangible ways the cooperative works for its member-borrowers. Chairman Darnell pointed out that even the word “association” in our name has significance.

“In the dictionary, the word ‘association’ means, people cooperatively linked together,” said Darnell. “Think about it this way: This association is a group of people who take care of business, doing what they say, honoring their commitment. Board, management and stockholders are linked together for a common goal.”

Darnell further explained that the association’s growth had positive challenges that require adjustment and ongoing evaluation to maintain efficiency, financial strength and profitability. The result was being able to match last year’s record distribution of \$4.25 million in cash patronage.

“Our challenges for 2014 are to keep the association’s loan volume growing, and to expand our customer base,” Darnell concluded. “New stockholders not only provide for immediate growth, but they grow us for the future as well.”

CEO Lloyd spoke about the ways that the association works for its member-borrowers. He reviewed critical financial highlights, explaining that the association remained financially strong and rewarded its stockholders with a strong cash patronage payment.

“Maintaining financial strength and the cash patronage is at the forefront of every decision in the association,” Lloyd



Re-elected to the board of directors were, from left to right: Randy Darnell, Danny Krienke and Steve Rader

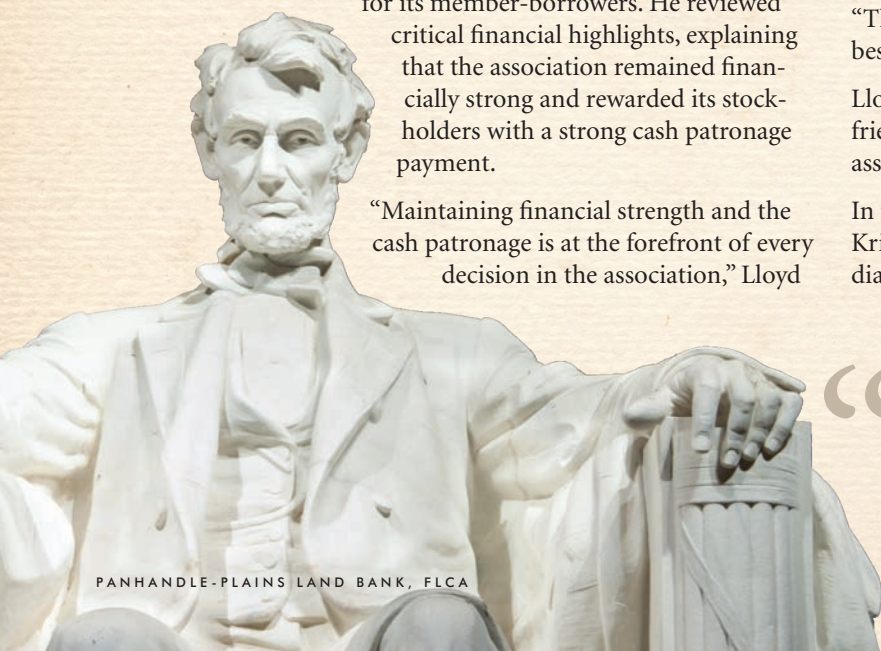
explained. “The association will face challenges as our producers deal with weather and prices, and in an ever-increasing regulatory environment.”

Lloyd cited a quote from Abraham Lincoln: “Whatever you are, be a good one.” This simple statement, he said, contains sage advice for all — to discover who you are, and then endeavor to be the very best at it. Indeed, Panhandle-Plains Land Bank has a long history of success in providing long-term agriculture real estate mortgages.

“That is who we are,” he said, “and we work hard to be the best at it.”

Lloyd closed with a request to stockholders to tell their friends and neighbors about the cooperatively linked association that works.

In the board elections, stockholders re-elected Danny Krienke from Perryton to Place I, Steve Rader from Canadian to Place III, and Randy Darnell from Canyon to Place V.



“Whatever you are, be a good one.”

— Abraham Lincoln

Behind the Scenes at the Central Office

“There is more than meets the eye,” is the old adage — and that certainly is true at your association. Over the past several issues, we have spotlighted our four retail offices. But in addition, the association has a group of folks who play a vital role in association operations.

The central office team is composed of seven professionals who perform a variety of functions that support our retail lending. Directly impacting loans, these functions include preparation of loan-closing and -servicing documents, and management of long-term document storage. Accounting duties include processing loan payments, paying bills and loan accounting.

The central team works with the Farm Credit Bank of Texas in Austin to obtain funds for our loans. They coordinate closely with examiners from the bank, the Farm Credit Administration, our auditor, and other audit and examiner groups. They also keep our board of directors up to date on association business, providing reports and preparing for monthly board and annual stockholder meetings.

In addition, this group manages our capital markets portfolio. These are purchased participation loans that the association holds primarily with other Farm Credit entities. As of Dec. 31, 2013, this portfolio had a volume of \$65.5 million.

Meet the Team

The central office team and our association are headed by Chief Executive Officer **Gregg Lloyd**. Gregg, who assumed his current role on July 1, 2010, has 31 years’ experience with the association. He began his Farm Credit career as a loan officer in Pampa, and was chief executive officer of the FLBA of Amarillo prior to the formation of Panhandle-Plains Land Bank.

Cory Bruce is the association’s chief credit officer. Cory began as a loan officer trainee in Amarillo, and took on his current role in 2010. He has 16 years of association experience.

Cathy Scribner is chief financial officer for the association. She was with the Pampa association for a number of years prior to



The Amarillo central office staff, front row, left to right: Cory Bruce, Anne Zarbock and Sandy Reneau. Back row, left to right: Mona Nichols, Cathy Scribner, Mary Ann Stephens and Gregg Lloyd

taking this role when the associations merged in 1997. Cathy has been with the association for 28 years.

Sandy Reneau and **Anne Zarbock** are administrative assistants, with 14 years’ and seven years’ experience, respectively. **Mona Nichols** is the accounting specialist with six years of experience, and **Mary Ann Stephens** is the loan closer with four years of tenure.

Gregg describes his team as a highly motivated, diverse group of individuals focused on the goal of adding value to membership.

“Our retail offices have made phenomenal progress over the past few years, growing the association volume to over \$400 million last year,” Gregg says. “This is possible because they can focus on making and servicing loans with a solid support team at central.”

With a total of 106 years of mortgage lending experience, they get the job done.

STAFFING UP We Welcome Two New Team Members

The association welcomed new faces on the front lines in the Amarillo and Pampa offices this year. We invite you to stop by and get acquainted.

Marcy Bohannon joined the Amarillo retail office Jan. 21 as a loan administrator associate. Originally from Lubbock, she has a degree in music education from Texas Tech University. We understand that Marcy spent some time in New Jersey; but we won’t hold that against her! Marcy and her husband, Chris, have a daughter, Jordan, 11, and a son, Jaron, 10.

The Pampa office has experienced excellent growth in the past couple of years thanks to the hard work of Blain Eubank and Molly Seabourn. To meet customer needs and continue growing, the board approved management’s request to add additional staff in Pampa. **Mandy Archibald** joined the Pampa office Feb. 3 as a loan administrator associate. A Pampa native, Mandy attended West Texas A&M University, where she studied business. She and her husband, Chris, have two daughters, Rylee, 8, and Reagan, 6.

STOCKHOLDER SPOTLIGHT:

Young Cattle, Quarter Horse Producers Take Stock of National Farm Credit System

Ryan and Amy Buschman of Perryton recently learned firsthand how the Farm Credit System carries out its mission to provide dependable credit to agriculture and rural America, and how Wall Street and Capitol Hill are connected to the process.

They were among 32 young agricultural producers selected to attend the Farm Credit Young Leaders Program last fall. The couple, member-borrowers of Panhandle-Plains Land Bank, which is a part of the Farm Credit System, met with government officials and representatives of the financial and agricultural industries.

During the annual event, participants traveled to New York City, where they visited the Federal Farm Credit Banks Funding Corporation and an international brokerage firm on Wall Street for a behind-the-scenes look at how the Farm Credit System brings money to rural America. The group then traveled to Washington, D.C., to meet with the leadership of the Farm Credit Council and other agricultural trade organizations.

The couple was selected to participate because they are actively involved in the agriculture industry and their communities — and because these current and future leaders need to have an understanding of, and appreciation for, the role Farm Credit plays in supporting agriculture.

The Buschmans have a 75-head commercial cow herd and raise, train and sell American Quarter horses in the Texas and Oklahoma



Ryan and Amy Buschman recently participated in the 2013 Farm Credit Young Leaders Program on behalf of Panhandle-Plains. They are pictured with Farm Credit Bank of Texas Chief Administrative Officer Stan Ray, right, president of the Tenth District Farm Credit Council.

panhandles. Ryan also works in his parents' cattle operation, where he is cattle manager for a 1,500-head commercial cow herd and supplies the ranch's horse remuda, or herd. Amy is also a graphic designer.

Panhandle-Plains is proud of these up-and-coming young leaders, and thanks them for their contributions to rural America.

IN MEMORIAM: *Lana Watson*



Lana Watson

The association said "see you on the other side" to one of its own on March 11. Lana Watson, loan administrator in the Plainview office, lost her struggle with illness, but won the ultimate victory.

Lana began her Farm Credit career in October of 1985 as a clerical assistant with Caprock-Plains Federal Land Bank in Plainview, under the leadership of CEO Mike Howell. She was promoted to loan administrator after the association merger in 1997. Her entire Farm Credit career was in the Plainview office. Over the years, Lana saw many changes in the Farm Credit System, the Texas District and the association. Throughout the changes, she never wavered from her primary goal, which was to serve the needs of her customers.

Lana developed many personal relationships with our customers during her tenure, and the genuine personal service she provided so easily no doubt has been a factor in the association's success. At the office, Lana's demand for perfection and

attention to detail made sure that each customer's business was taken care of promptly and accurately. Her years of experience were a resource for all members of the association.

Lana truly cared for her customers and co-workers. She made time to listen and understand concerns, and provided a stabilizing influence in an ever-changing world of mortgage lending. When local folks are asked why they live in our area, oftentimes the reason they give is, "It's the West Texas people." Born and raised on the family farm near Edmonson, Lana was truly one of those "West Texas people."

Lana was more than a contact for customers and a co-worker at the office; she was our friend and will truly be missed. Lana is survived by her husband, Rodney; son, Carey Watson, and his wife, Lacy, and their children, Aisley Grace and Hayes Lane; and daughter, Terra Smart, and her husband, Kyle.