

Panhandle-Plains LAND BANK, FLCA

panhandle-plainslandbank.com



Landscapes: Our Gift to You

Dear Stockholder:

Panhandle-Plains Land Bank is extremely proud to serve agriculture and rural America, and our pride is reflected in Landscapes magazine, which celebrates its 15th anniversary this year.

Landscapes is our gift to you. It was launched in 1998 to showcase the agricultural industry and the rural people served by Farm Credit, while also providing helpful information and association news to our customers.

Over the years, Landscapes has grown in size. It has won numerous awards, and we've published it online, so that readers around the world can learn about our business. The magazine's focus hasn't changed, however; it continues to spotlight the rural lifestyle and wide variety of agricultural operations that Farm Credit finances — including cattle, dryland and irrigated grains and cotton, recreational properties, rural housing and cotton gins.

We hope that you enjoy Landscapes and share it with your friends, neighbors and family members. The magazine is a great tool for educating the public about the agricultural industry and spreading the word about Panhandle-Plains Land Bank and the Farm Credit System; so when you are finished with your copies, please pass them along to others in your community.

On behalf of Panhandle-Plains Land Bank, I would like to thank you for your business and your involvement with our financing cooperative. For the association, 2012 was a very solid year. We had our highest earnings ever, and paid the highest cash patronage in our history: \$4,250,000. Our slogan for the cash patronage this year is "When Panhandle-Plains grows, you benefit." Help us grow by telling your neighbors, friends and family about Panhandle-Plains Land Bank.

It is a privilege to serve you and our many other customers, who together contribute to the success of Panhandle-Plains Land Bank and help make rural America and the Texas Panhandle in particular, the best place to live and work.

Sincerely,

Greggory S. Lloyd
Chief Executive Officer

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Part of the Farm Credit System

Strength and Opportunity Is a Winning Combination

Positive Reports, Cash Patronage Highlight Annual Meetings



From left to right: new director, Tim Stedje, and re-elected directors, Don James and Dennis Babcock

At the regional stockholder meetings in April, Panhandle-Plains Land Bank Chairman Steve Rader and Chief Executive Officer Gregg Lloyd had good news to report to member-borrowers while customers enjoyed fellowship and a meal, conducted association business, and received their cash patronage checks.

Chairman Rader's comments focused on the financial strength and diversity of the association. He expressed appreciation for management, lending staff and his fellow board members. Rader discussed how these strengths result in competitive rates and a cash patronage that sets a standard for long-term agriculture lending.

"The patronage comes 100 percent in cash, so every five years our borrowers have had one year of almost interest-free borrowing," Rader said, emphasizing the cooperative

benefit of membership in Panhandle-Plains. This 2013 cash distribution marks the 9th consecutive year that the co-op has paid patronage, with an average return of 19.1 percent of interest paid.

CEO Gregg Lloyd discussed the strength of both the association financials and its human resources.

"Your association enjoyed a record-setting 2012," said Lloyd.

"Record profits, strong capital and strong credit quality resulted in a \$4.25 million cash patronage, which is also a record amount." Lloyd closed with comments describing how Panhandle-Plains Land Bank is much more than impressive numbers: The association is about opportunity for our borrowers and their communities.

He recognized the hardworking Land Bank team, how the association is helping make dreams come true for landowners in the Panhandle and South Plains, and the strength and character of our borrowers who love the land and are persevering through the drought.

Retiring board member Wayne Garrett from Gruver was recognized for 14 years of service. Stockholders elected Timothy Stedje, also from Gruver, to fill Place II. Incumbent board members Dennis Babcock from Groom (Place VI) and Don James from Plainview (Place VII) were re-elected.

"Your association
enjoyed a record-
setting 2012."

— CEO Gregg Lloyd

Clockwise from upper left: 1. Corey Miller, left, registering with Loan Officer Kay Lynn McLaughlin at the Amarillo meeting. 2. From left to right: Vice President Sandy Justice with Bob and Michelle Zimmer at the Perryton meeting. 3. From left to right: John Schott, CEO Gregg Lloyd and LaQuetta Schott at the Plainview meeting. 4. Troy Ritter at registration with CFO Cathy Scribner at the Pampa meeting.



Getting to Know Your Cooperative

A Blend of Experience and New Faces in the Pampa Office

The Pampa office's assigned territory includes Gray, Hemphill, Hutchinson and Roberts counties in the east-central Panhandle. As of March 31, the office had 162 stockholders, servicing 261 loans, with a volume of \$49.5 million. Pampa office customers received \$735,000 from the 2013 cash patronage payment.

The Pampa territory is a mix of dry and irrigated cropland, pastures and recreational properties. All of the Panhandle and South Plains is beautiful country; however, the rolling hills of the eastern Panhandle remind you what a diverse place Texas really is.

Drought has impacted farming and ranching in this area, and producers are making the tough decisions necessary to keep operations going. As in all of the southwest, dryland crops struggle and cattle numbers are down. Mineral activity remains brisk in the Pampa area, and has boosted the local economy.

BLAIN EUBANK

Blain Eubank, vice president in charge of the Pampa office, is a seasoned veteran of Farm Credit.

In the 1990s, he was a loan officer for more than six and a half years with High Plains FLBA's Pampa office prior to the association's merger to become Panhandle-Plains. After pursuing other ventures, Blain also worked for another Texas Farm Credit District association, First Ag Credit, for approximately seven years. He rejoined the Panhandle-Plains Amarillo office in June 2007, and transferred to the Pampa location in February 2011.

Raised in the Panhandle, Blain considers Canadian, where he graduated from high school, his home. He completed studies at West Texas State University, graduating in December 1989.

Blain brings farming and ranching experience to his job as he and his wife, Doris, have their own ranching operation in Hemphill County. His experience as a landowner and livestock herdsman give him a real understanding of the challenges of running an agricultural operation in the Texas Panhandle.

He and Doris have two grown daughters, Mindy Carroll of Pampa and Stacey Eubank of Amarillo.

MOLLY SEABOURN

Molly Seabourn joined the association on April 22 to train with Loyce Wright for the loan administrator position.

Previously, Molly worked for Lewis Meers, CPA, PC in Pampa, where she gained experience in accounting, book-keeping and tax preparation. She says that her experience in public accounting not only helped her understand business principles, but reinforced her values of hard work and dedication.

After college, she also lived in Montana, where she was the accounts payable manager for the accounting department of Big Sky Ski Resort. While there, she advanced to assistant comptroller, where she oversaw the real estate division for the resort and its various construction projects.

Molly calls Pampa home, having graduated from Pampa High School in 1999. She studied at Amarillo College, where she earned an associate of arts degree in travel and tourism. She also earned a bachelor's degree in accounting from West Texas A&M University.

We welcome Molly to the association, and invite you to stop by and visit her when you can.



Pictured from left to right: Blain Eubank, Loyce Wright and Molly Seabourn

Much-Loved Pampa Office Employee Loyce Wright Retires

Loyce Wright, the loan administrator in Pampa, was with the association for nearly 12 years, until she decided to take early retirement May 15.

She and her husband, Tracy, have lived in the Pampa area since 1985. They reared their family here and are part of this community. Tracy has worked for Xcel Energy since January 1980, where he is the area substation foreman servicing the electrical grid in the northeast Panhandle.

Loyce enjoys gardening, cooking, piano, sewing, and most of all spending time with her family, who all live in the Pampa area. She and Tracy have two children, Sondra Cochran and Adam Wright, and one grandchild, Bella — and another grandchild is on the way. Loyce recently decided to take early retirement to slow the pace of her life down so that she can spend more time being a "Nana" and preparing for the new addition to the family.

Blain says he surely misses Loyce and that she has been a great help to him since coming to Pampa. In fact, we will all miss Loyce — she has brought such a positive energy to the association.

Team Updates for Panhandle-Plains Land Bank

Being a relatively small association has many advantages, not the least of which is communication among the four branch offices and the central office regarding human resources. Several additional changes have occurred since our last edition of Landscapes. We encourage you to visit and get to know these team members.

In November, **Christine Borges** moved from Plainview to the retail side of our Amarillo office as loan administrator. The position came available when **Mary Ann Stephens** was promoted to loan processor associate/collateral custodian, a central office position.

Athena Stennett was hired in Plainview as loan administrator associate in December. Athena has 11 years of experience in commercial banking, most recently as commercial lending assistant at Prosperity Bank in Plainview. She is married to Tucker, and they have one daughter, Ashlyn, 14.

NEW LOAN OFFICER IN PERRYTON OFFICE



Visitors to the Perryton office will see another new, yet not so new, face at the loan officer desk.

Jess Wall, a lifetime native of Perryton, joined the association

on March 1. He will work with Sandy Judice, soaking up as much of her knowledge as possible, pending her retirement at year's end.

Jess has prior experience with Capital Farm Credit in Perryton, and most recently, with Happy State Bank as an agriculture loan officer. Like Sandy, Jess also has been on both sides of the lender's desk, as operator and banker. He and his wife, Doris, run a 5,500-acre cow/calf operation in Ochiltree County.

A graduate of Texas Tech University, Jess was the school's Masked Rider in 1976. He and Doris have three grown children living in Plainview; Memphis, Tenn.; and overseas in China. Their first grandchild is due in August. We are sure glad to have Jess on our team.

SPECIAL RECOGNITION

We would like to recognize two borrowers who have received special attention recently.

Dan Smith of Lockney, a Plainview office borrower, was elected to the State Board of Directors for Farm Bureau, District 2. This district covers a large portion of the South Plains. Dan farms in Floyd, Briscoe and Hale counties. Congratulations, Dan!

The **H & K Koelder Farm** in Hale County was presented with a 100-year Family Land Heritage Certificate by Texas Commissioner of Agriculture, Todd Staples. Founded in 1907 by Harm Koelder, the farm has remained in the family and is now owned by Plainview borrowers, Ervin and Willie Yvonne Koelder. Operations remain in the family to this day. The 160-acre tract is farmed by the couple's son-in-law, John Boyce. The association is proud to be a small part of the Koelders' family history.



Photo by Alex Labry



Photo courtesy Ervin and Willie Yvonne Koelder

Above right: Borrowers Ervin and Willie Yvonne Koelder receive their 100-year Family Land Heritage Certificate from Texas Commissioner Todd Staples in a November 2012 ceremony held in the House Chamber at the Texas State Capitol.

Right: Ervin and Willie Yvonne Koelder on their 160-acre farm in Hale County.