When it comes to agriculture and rural communities, it’s all about family. We see evidence of that every day in our offices. There are families that Farm Credit has been serving for generations, and we know them so well, they’ve become an extension of our own family. We do our best to be sure new customers are welcomed the same way, and all of the Panhandle-Plains Land Bank team members consider themselves to be part of the Farm Credit family.

A report released recently from USDA’s Economic Research Service reinforced the idea. According to their findings, most U.S. farms — 98 percent in 2007 — are family-run operations. They vary greatly in characteristics like size, profitability and production, but they share that one distinguishing trait of generations working together.

Having such a close connection to agricultural families is one of the reasons I love working for Panhandle-Plains Land Bank. We value the many contributions of agricultural producers and strive to be there for them to help them succeed. Our goal is to stay ahead of the lending needs of agricultural producers and agribusiness owners, so that we can offer the right loan products and services to best fit their situations. Unlike many commercial lenders, at Panhandle-Plains Land Bank, we understand land values and the needs of both investors and owner-operators. We put that knowledge to work, creating loan packages that suit individual situations.

Panhandle-Plains Land Bank has been around since 1917. In all that time, ag and rural lending has been our only mission. We truly are specialists in ag lending, and every day, we put that expertise to work for you.

Our success was shown again in our financial performance during the first half of this year. The association is in a strong financial position, ready to serve the Panhandle and South Plains.

However, I’m proud to say that our success and expertise has not come at the cost of our customer service. At Panhandle-Plains Land Bank, we work hard to be a friendly, reliable place to do business, where our team cares as much about your family as your finances.

When you blend experience with enthusiasm, head and heart, you have a winning combination. I think it explains why most farm families are so strong and why the Farm Credit System has stayed strong.

If you work in agriculture, I want to sincerely thank you for the work you do. If we can help you with any of your rural real estate financing needs, please call us. At Panhandle-Plains Land Bank, we want to be your long-term agriculture mortgage lender.

Sincerely,

Gregg Lloyd, CEO
Bob Williams Retires After 38 Years With Farm Credit

Panhandle-Plains Land Bank recently bid fond farewell and good luck to Bob Williams, as he retired June 30. Bob served in Farm Credit lending for 38 years, and had been the chief executive officer since 1997.

Bob began his career in 1972 with the Federal Land Bank of Houston. In 1975, he was named manager of Spearman-Pampa Federal Land Bank Association (FLBA) where he served until 1982, when the association merged with the FLBA of Perryton to form High Plains FLBA. He served as president until appointed CEO of Panhandle-Plains Land Bank in February of 1997.

During his tenure as CEO, the association grew substantially, while maintaining its mission to provide long-term rural real estate financing for area farmers, ranchers and investors. Since the merger in February 1997, loan volume has increased from $134 million to $382 million.

However, as is stated in the association’s motto, “Adding value to membership,” Panhandle-Plains Land Bank is about more than growth. A competitive rate and 100 percent cash patronage was always Bob’s goal. Since 2005, the association has returned more than $13.5 million in cash to customers through its annual cash patronage program.

“The association is fortunate to have had Bob at the helm for the past 13 years,” said Rusty Henson, board chairman. “Under his leadership, the association acquired a position of strength in agriculture mortgage lending in our area. His leadership helped see us through the past 18 months, when financial times were tough.”

Gregg Lloyd Assumes Role as Association CEO

Following Bob Williams’ retirement, the board named Gregg Lloyd as CEO. Gregg’s Farm Credit career began in 1982, when he served as vice president of High Plains FLBA in Pampa. He became CEO of the FLBA of Amarillo in 1989. After a merger with the Caprock-Plains FLBA, High Plains FLBA and FLBA of Amarillo in 1997, Gregg served as executive vice president/chief credit officer. Gregg and his wife, Debbie, live on a farm in rural Randall County, southwest of Canyon.

“We are confident in Gregg’s ability to lead us into the future,” said Chairman Henson. “Panhandle-Plains Land Bank has a great track record and will continue to move forward with his direction.”
News From the Land Bank’s Amarillo Office

The big news out of our Amarillo office is, of course, the retirement of Bob Williams and promotion of Gregg Lloyd to CEO. Congratulations to both of them! We wish Bob well in his retirement, and we welcome Gregg to the role of CEO.

There have been some other changes in Amarillo as well. Anne Zabriskie, who has been loan administrator since joining the association in February 2007, moved from the retail side to serve as assistant credit analyst. She will assist the Amarillo credit staff with monitoring the association’s purchased participation loan portfolio, as well as perform other financial and administrative duties.

Mary Ann Stephens was hired Aug. 2 as an office assistant. If she looks familiar, you are no doubt a long-time member of the association. Mary Ann worked at what was then known as the FLBA of Amarillo from 1987 until 1993. Other employment opportunities took her and her husband, Chris, who is a Texas Department of Public Safety trooper, away from Amarillo until a few years ago. Mary Ann and Chris live in Canyon with their three very active kids: Rachel, 15, John, 11, and David, 9. They are members of the Washington Avenue Christian Church. Mary Ann works with Cindy on the “front line” of the retail side. We are very glad she rejoined our Farm Credit family.

The Amarillo office hired Kay Lynn McLaughlin in March as a loan officer. Kay Lynn and her husband, Scott, and their 6-year-old son, Christopher, are continuing a farming tradition. The family has about 3,000 acres, on which they produce cotton, wheat and cattle. Scott also works at Pantex. Kay Lynn received her MBA from West Texas A&M University, and she brings a great deal of experience to the association, having worked for eight years in the mortgage department at Happy State Bank.

Congratulations to these Panhandle-Plains Land Bank folks.

Mark Your Calendar!

WHAT: Panhandle-Plains Regional Stockholder Meetings
WHEN: April 12 and 14, 2011
WHERE: Perryton Tuesday the 12th at noon
Pampa Tuesday the 12th at 6:00 p.m.
Amarillo Thursday the 14th at noon
Plainview Thursday the 14th at 6:00 p.m.
Watch your mail and panhandle-plainslandbank.com for more information!

2010-2011 West Texas A&M Scholarship Recipients

For the third year in a row, Panhandle-Plains Land Bank made a donation of $4,000 to the WTAMU Foundation. Scholarships are given to select students in the College of Agriculture who graduated from high school in our service territory. Students are chosen by a committee from within the College of Agriculture.

Scholarships for 2010-2011 were announced at the Ag Scholarship Event Sept. 11. This year’s recipients were: Kayla Shayne Kelley, an agriculture media and communications major from Quitaque; Ashton Renee Cates, an agriculture major from Canadian; and Cydney Jordyn Friemel, an ag business major from Vega. All are excellent students with strong grade point averages, who have exhibited superior effort in and outside of school.

Panhandle-Plains Land Bank is proud of these individuals and wishes them well as they continue their studies. We are indeed fortunate to have West Texas A&M University in our area.
Why Choose Panhandle-Plains Land Bank as Your Lender?

Experience hometown service at its best and benefit from the strength of the Farm Credit System. At Panhandle-Plains, it’s all about adding value to membership.

- Strong, reliable service since 1917
- Farm, ranch and country home loans
- Rural recreational land financing
- Agribusiness loans
- Cash patronage
- Competitive fixed and variable rates
- Superior service from staff you know and trust

Panhandle-Plains Land Bank
A Federal Land Credit Association

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