

Panhandle-Plains LAND BANK, FLCA

panhandle-plainslandbank.com

Spread the Co-op Word

If you grew up in the country, you've probably been aware of co-ops since you were a youngster. In many rural communities, we have the option to buy our farm and garden inputs from a farm supply cooperative, receive our power from an electric co-op, and sell our cotton or grain to a cooperative. An example is Floydada Co-op Gins, featured in this issue of Landscapes.

There is a simple reason that cooperatives are prevalent in rural America: Farmers, ranchers and small-town residents figured out a long time ago that cooperatives are a viable option, not only for convenience and service, but to help them achieve their economic goals. As is so often the case, competition between retailers and service providers is a good thing for the consumer.

That's essentially why the Land Bank was chartered in the Panhandle 95 years ago, and why the Farm Credit System, of which we're a part, remains the largest source of rural financing in the nation.

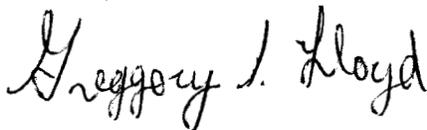
Still, not everybody is familiar with the benefits of doing business with a cooperative. And that's where you can help.

Tell your friends and relatives about the cooperative business model. Explain how your Farm Credit lender is locally owned and operated, how you get to vote for the board members, and how the cooperative's employees are experts in rural financing. Most important, explain how Panhandle-Plains Land Bank provides value for membership, returning a cash patronage to customers when it does well.

You'll be doing your friends a favor, and helping yourself too. The more creditworthy customers we have, the better Panhandle-Plains Land Bank will perform, and the greater our return to you will be.

This is the International Year of Cooperatives. Let's celebrate the positive impact they have on our lives.

Sincerely,



Gregory S. Lloyd
Chief Executive Officer



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Getting to Know Your Cooperative

PERRYTON BRANCH OFFICE: A VIEW FROM THE TOP OF TEXAS

With an assigned territory of Hansford, Lipscomb and Ochiltree counties, the Perryton office has plenty of ground to cover in the northeastern Panhandle. This area has mixed land use, with vast areas of native pasture and highly productive row-crop farms. Grass country is more rolling in nature, and generally not as broken as it is farther

south. Cow-calf, stocker and feeder operations are common. Irrigated and dryland producers grow wheat, corn and milo, and cotton was established in the crop rotation several years ago.

While irrigated areas in the northeastern Panhandle have strong water flow, drought conditions over the past two years have made a significant impact.

Some dryland crops have failed, and production costs for irrigated acres will be high. Cattle numbers are down as producers exhaust native grass. Mineral income has provided a supplemental revenue source for years in the Panhandle; current prices for oil and gas continue to support this activity.



Sandra Judice, left, and Joyce Smith

Sandra Judice

Sandra Judice and Joyce Smith represent the association in Perryton. Sandra — or Sandy, as she is often known — is vice president and officer in charge, and has been with the association since October of 1993. Sandy brings farming and ranching experience to her job, as she has sat on both sides of the lending desk and knows what it takes to make a successful agricultural operation. She and her husband, Sammy, farm and ranch south of Perryton, own a feed dealership, and raise bucking bulls for rodeo stock.

The couple has two children: Stacy Johnson and her husband, Brad, who live in Amarillo, and Brent Judice and his wife, Kelly, in Perryton. They enjoy five wonderful grandchildren. The Judice children grew up in 4-H, with both Sandy and Sammy serving as adult leaders as the children competed in stock shows and in

showing quarter horses. Sandy expressed, “having grown up in this area, I know my customers and share fond memories with them. I’ve been part of their agriculture operation for close to 20 years. I value each customer as a friend, as well as a fellow agriculture businessman.”

Joyce Smith

Joyce Smith, loan administrator, has been with the association since April of 1995. She was raised on a farm in the Lakeview community near Memphis in Hall County. Joyce and her husband, Larry, live south of Perryton, where they are engaged in farming and ranching. They have four children, and are blessed with 10 beautiful grandchildren. Their children, Misty Dollar and her husband, Brad, reside in Temple; Brenna Vela and her husband, Ramon, live in Perryton; Chandra Bailey and her husband, Jonathan, are in Spearman; and Kade Smith and his wife, Erin, live in Oklahoma City, Okla.

MARK YOUR CALENDAR!

- WHAT:** Panhandle-Plains
Regional Stockholder Meetings
- WHEN:** Tuesday, April 9, and Thursday, April 11, 2013
- WHERE:** Pampa: 11:30 a.m., April 9
Perryton: 6 p.m., April 9
Plainview: 11:30 a.m., April 11
Amarillo: 6 p.m., April 11

Meeting times have changed for 2013; be sure to watch your mail for additional information and an RSVP from your loan office. Information will be posted at panhandle-plainslandbank.com.

CAPITOL HILL'S IMPACT ON FARM CREDIT IS THE FOCUS OF TRIPS TO D.C.

In June, the Farm Credit Association Leadership Program took 16 employees from the Texas District to New York City and Washington, D.C., to learn how Wall Street and Capitol Hill impact the Farm Credit System. The district's 2012 Young Leaders Program, which is for association stockholders, was held Oct. 1-5, and the Tenth District Farm Credit Council Government Relations Conference is being planned for February 26-28, 2013.

Both the Association Leadership Program and the Young Leaders Program began with visits to the Federal Farm Credit Banks Funding Corporation and the financial district in New York, before participants traveled to Washington, D.C., to meet with the Farm Credit Council and visit Capitol Hill.

Kenneth Hooper, senior vice president from the Plainview office, attended this year's program for employees. He was the fourth

from Panhandle-Plains to participate. Hooper echoed comments from previous participants, referring to the event as one of the most intense, productive and enjoyable training events he has been involved in.



2012 association leaders, pictured with New York City as the backdrop. Panhandle-Plains' Kenneth Hooper is fifth from left.

Association Announces 2012-2013 Scholarship Winners

Panhandle-Plains Land Bank is pleased to introduce its 2012-2013 scholarship recipients at West Texas A&M University (WTAMU). This is the fifth year that the association has worked with the WTAMU Foundation to recognize students from our area.



From left to right are scholarship recipients Chip Morris, Abigail Miller, Panhandle-Plains Vice President and CCO Cory Bruce, Anna Castanon and Madilyn Shults.

Four students from the College of Agriculture are chosen by the university to receive \$1,000 for the academic year. This year, scholarships are being awarded to:

ANNA GABRIELA CASTANON from Perryton, a senior pre-veterinary medicine major

ABIGAIL GRACE MILLER from Floydada, a senior agricultural media and communications major

ROGER LOUIS "CHIP" MORRIS from Vega, a junior plant, soil and environmental science major

MADILYN ELIZABETH SHULTS from Pampa, a sophomore agriculture major

Miller and Morris have family members who are customers of Panhandle-Plains Land Bank, doing business in the Plainview and Amarillo offices, respectively. While membership in the cooperative is not a criterion for the scholarship, Panhandle-Plains considers it a bonus when we are able to assist a member or a member's family. This is the second year that Castanon has received the award.

We appreciate the WTAMU Foundation's work in identifying these students and managing the scholarship program. Best wishes to these students from the board, employees and stockholders.

Strengthening the Association Through Diversity

Panhandle-Plains stockholders may notice a more proactive stance by the association board and management in the coming months and years relating to diversity and inclusion in our portfolio and workforce.

“Diversity means that everyone is included. It starts with reaching out to new groups of people.”

Recent rulings by our federal regulator, the Farm Credit Administration (FCA), require Farm Credit institutions to address and report annually to our boards on our strategies and actions that strive for more diversity and inclusion. The board and management of Panhandle-Plains Land Bank view this as an opportunity to showcase our efforts to fully serve our chartered territory.

The mission of Farm Credit is not changing, that being to offer financing

and services to eligible, creditworthy applicants. However, the landscape of rural America is constantly changing. And it's not just ethnicity that is changing.

“Diversity means that everyone is included. It starts with reaching out to new groups of people,” says Ivory Tate, Farm Credit Bank of Texas vice president of human resource management and chief diversity officer. Tate explains that the goal is to attract the widest range of employees and customers possible in order to be competitive. Potential benefits include greater innovation, more engaged employees, increased market share and heightened customer loyalty.

Through the young, beginning and small operator program and a heightened emphasis on diversity and inclusion, the association will strive to meet the needs of all current and potential stockholders.

Texas Grain Producers Will Vote on Self-Insurance Fund This Fall

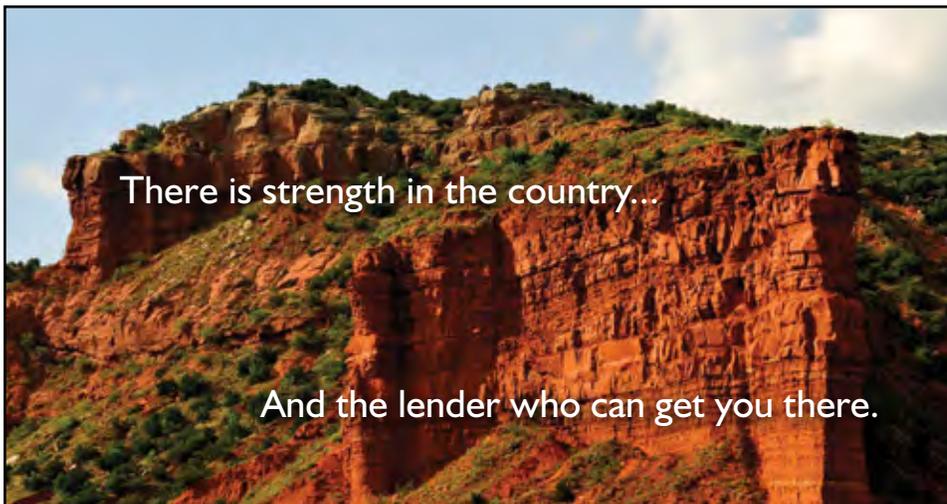
Eligible grain producers can now cast ballots on a referendum that would establish an indemnity fund to help protect the state's growers when a financial failure prevents grain buyers from paying for sold/contracted grain or delivering unsold grain. The referendum voting period will begin Nov. 19 and end Dec. 7. Ballots must be postmarked on or before Dec. 7. Producers will be able to obtain a ballot from their county Texas A&M AgriLife Extension office.

To be eligible to vote in the referendum, producers must:

- be the owner of a farm on which grain (corn, sorghum, wheat and/or soybeans) is produced; or
- be the owner's tenant or sharecropper engaged in the business of producing grain or causing grain to be produced for commercial purposes; and
- have sold grain in the 36 months preceding Dec. 7, 2012.

Earlier this year, the Farm Credit Bank of Texas and 11 local Farm Credit lending cooperatives in Texas, including Panhandle-Plains Land Bank, committed more than \$32,000 to help promote and conduct the referendum.

For more information about the referendum and the Texas Grain Producer Indemnity Board, visit **TexasGrainIndemnity.org**.



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