

# Panhandle-Plains LAND BANK, FLCA

panhandle-plainslandbank.com



## *Agriculture – It's Our Only Business*

If you have worked in agriculture for long, you may have seen ag lenders come and go. When agriculture enjoys an upswing, as is occurring in many areas now, this sector becomes attractive to lenders who otherwise might focus on oil and gas, manufacturing or construction. Then, when commodity prices decline, those lenders often exit the ag financing arena.

Not Panhandle-Plains Land Bank. We're in agriculture for the long haul because it's our only business! We do only one thing, and we work very hard to do that one thing very well.

As part of the Farm Credit System, established nearly 100 years ago, Panhandle-Plains Land Bank is dedicated to financing agriculture and rural America. We focus all of our time, energy and expertise on that segment. We don't run when farm income drops due to prices or weather; we work with our customers and try to get them through difficult times. Because of our expertise, we understand the ups and downs of the ag industry.

At Panhandle-Plains Land Bank, we offer personalized service that is rare in today's marketplace. Our loan decisions are made locally by ag credit specialists who understand your business — not by bankers located in a city on the other side of the country. Our objective is to be your financial partner for the long term — the lender you can count on to help you meet your goals, whether it's building a profitable business or achieving the rural lifestyle of your dreams.

We advocate for the ag sector because we are a part of your industry. Our employees devote time and energy to bettering their rural communities because that's where they live and work. Also, our board members make policy decisions with your best interests in mind, because they were elected by you and your fellow customers. Your association supports area youth in numerous ways, from stock show donations to college scholarships. We also support agribusiness professionals, from producer meetings at the county level to lobbying in Austin and Washington, D.C., to supporting the infrastructure of our rural communities.

Competitors may come and go, but Panhandle-Plains Land Bank's long-term commitment to serving the financial needs of our customers never wavers. We have offered steady support to ag producers and rural landowners since 1917, the year we made our first loan. We've been here, and will continue to be, during every cycle. You can bank on it.

Greggory S. Lloyd  
Chief Executive Officer

### **MARK YOUR CALENDAR!**

#### **Panhandle-Plains Regional Stockholder Meetings**

**April 7 and 10, 2014**

##### **Pampa**

Monday, April 7 — 11:30 a.m.

##### **Perryton**

Monday, April 7 — 6 p.m.

##### **Plainview**

Thursday, April 10 — 11:30 a.m.

##### **Amarillo**

Thursday, April 10 — 6 p.m.

Meeting times for 2014 have changed. Watch your mail for additional information and an RSVP from your loan officer. Forthcoming details will be posted at [panhandle-plainslandbank.com](http://panhandle-plainslandbank.com).

#### **AMARILLO OFFICE**

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(806) 353-7389 fax

#### **PAMPA OFFICE**

2526 Perryton Parkway  
Pampa, Texas 79065  
(806) 669-1126  
(806) 665-1310 fax

#### **PERRYTON OFFICE**

506 South Main Street  
Perryton, Texas 79070  
(806) 435-4319  
(806) 435-4280 fax

#### **PLAINVIEW OFFICE**

629 Baltimore Street  
Plainview, Texas 79072  
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Part of the Farm Credit System

# Chief Credit Officer Cory Bruce Participates in Farm Credit Leadership Program

*Cory Bruce, chief credit officer at Panhandle-Plains Land Bank, participated in the 2013 Farm Credit Association Leaders Program in June, hosted by the Farm Credit Bank of Texas. This travel program gave 15 Farm Credit association employees from Alabama, Louisiana, Mississippi, New Mexico and Texas the opportunity to visit financial and policy organizations in the New York City area and Washington, D.C. The purpose was to learn firsthand how the Farm Credit System attracts money from Wall Street and delivers it to rural America.*

*Below, Bruce shares what he learned on the trip.*

Over a four-day period, the Farm Credit Association Leaders group visited a variety of businesses, organizations and government agencies that have a direct relationship or involvement with Farm Credit. The program finished with a visit to George Washington's Mount Vernon residence.

## **New York City – Where Our Money Comes From**

In the New York City area, we visited the Federal Farm Credit Banks Funding Corporation (Funding Corp.) in New Jersey, had a briefing and tour of the trading floor of Daiwa Capital Markets in the Wall Street area, and visited former President Bill Clinton's office in Harlem.

- *The Funding Corp.* – The Funding Corp. is a unique partner of the Farm Credit System. It focuses on issuing and marketing debt securities (typically highly rated notes and bonds) to finance the many lending entities in the Farm Credit System. The staff works passionately to convey to their peers on Wall Street the reasons they should invest in the System. They intricately know the System from the borrower-member to the funding mechanism, and work tirelessly to educate the

financial market industry.

- *The bond market* – One partner in the bond market is Daiwa Capital Markets America. Daiwa has purchased Farm Credit bonds for a number of years, knows firsthand the advantages of the Farm Credit System and has a strong belief in our product.

## **Washington, D.C. – How the Legislative Process Affects Farm Credit**

Our visits in Washington, D.C., included the Farm Credit Council, the Farm Credit Administration (FCA) and Capitol Hill, with a closing event at President Washington's Mount Vernon residence.

- *Farm Credit Council* – The council is one of the System's most valued and important partners. This trade organization's ongoing physical presence among congressmen, senators and the administration provides the System with consistent visibility on Capitol Hill.
- *Farm Credit Administration* – The FCA is the regulatory agency that oversees the operation and compliance of each Farm Credit association and bank in the nation. Although compliance and regulation are not popular topics in most businesses, regulation is required by the Farm Credit Act and provides investors, legislators and the general public with confidence in Farm Credit.
- *Capitol Hill* – We visited the offices of Texas congressmen Rep. Randy Neugebauer, 19th Congressional District; Rep. Mike Conaway, 11th Congressional District; and Rep. Mac Thornberry, 13th Congressional District; and Senators John Cornyn and Ted Cruz.



*New York City is the backdrop for this photo of the 2013 Farm Credit Association Leaders Program participants. Cory Bruce is in the front row, second from left.*

Although we were able to personally visit with only two congressmen, both of whom knew Farm Credit, we recognized that it is imperative to continue to have personal contact with our legislators and their staffs to educate them about the Farm Credit System. Our visit coincided with debate and a vote on the farm bill, which provided plenty of relevant topics for discussion.

## **A Great Learning Experience**

Farm Credit is one large partnership of interrelated and interdependent entities. The Funding Corp., the local association, our district funding bank and FCA all function better in unison than alone. Similarly, it is important that everyone who has an interest in Farm Credit or in agriculture, no matter what part of the country they're from, works to educate our elected leaders and policymakers.

In conclusion, here are a few key observations and lessons I learned from this trip:

- Both the Funding Corp. and FCA serve an important purpose and have vital relationships with each Farm Credit association. Without these entities, Panhandle-Plains Land Bank could not fully function within its current structure or provide member-borrowers with the types of financial products and services they are accustomed to receiving.
- When you observe and understand the process through which the money flows, then you are better able to appreciate what's involved in funding a customer's loan. This trip helped me to better

# WTAMU Students Awarded Scholarships

Four students at West Texas A&M University (WTAMU) received the association's annual scholarships for 2013-2014. This is the sixth year of the scholarship program, which recognizes students from the Texas Panhandle and South Plains with \$1,000 awards.

The scholarship recipients are chosen by the WTAMU Foundation, with priority given to area students studying some facet of agriculture. The recipients were announced at the 2013 West Texas A&M University Ag Day Celebration and Reunion on Sept. 7. This year's winners are:

- **Shandi Jade Leavitt** of Wildorado, an agriculture media and communication major
- **Travis Jack Miller** of Booker, a senior agriculture major
- **Natalie Nicole Pugh** of Abernathy, a sophomore agriculture media and communication major
- **Madilyn Elizabeth Shults** of Pampa, a junior agriculture education major. This is her second time to receive the award.

These students push themselves to excel in the classroom and participate in beneficial extracurricular activities. Panhandle-Plains Land Bank is proud to recognize them, and wishes them success in their college careers.



*Panhandle-Plains staff members pose with scholarship winners. Pictured from left to right are Vice President Steve Donnell; Travis Miller; Natalie Pugh; Madilyn Shults; Shandi Jade Leavitt; and Chief Credit Officer Cory Bruce.*

understand the Farm Credit processes and what must take place every day for our association to do what we do well — meeting our customers' financing needs.

- Borrower-members should feel confident in the Farm Credit System, knowing that the Federal Farm Loan Act and the Farm Credit Act were passed to ensure farmers have a reliable source of financing, and knowing what has taken place over the years in order to provide customers with the best type of financing available today. The cooperative mentality is alive and well throughout the System. It is incumbent upon us to convey the advantages and benefits, both real and monetary, of doing business with Farm Credit.
- As the saying goes, "out of sight is out of mind." With so many different industry groups trying to convey their message, we in Farm Credit must continue to meet with our legislators.
- Because we reside in the Texas Panhandle, it would be easy for us to become complacent about the importance of the legislative role as it relates to agricultural issues. Our area has a strong history of dependence on, and future in agriculture. However, not all areas of the nation have those privileges. Farmers, ranchers and operators all over the U.S. have varying degrees of support legislatively — thus it is imperative that those in agriculture work together to convey one voice to our Congress. Partnerships must continue to be developed with legislators from non-agricultural areas in the local, statewide and national arenas.

## Steve Donnell Named First Choice Winner



*Steve Donnell, left, pictured with his wife, Denise, receives his WTAMU Foundation First Choice Award from Dr. Don Topliff, Dean of the College of Agriculture, Science and Engineering.*

At the 2013 West Texas A&M University (WTAMU) Ag Day Celebration and Reunion on Sept. 7, Steve Donnell of Panhandle-Plains Land Bank was recognized as a First Choice Award winner by the Department of Agricultural Sciences.

According to the WTAMU Foundation, "The honoree must be successful in his or her profession while being easily identified with West Texas A&M University. The honoree should have contributed to WTAMU agriculture in leadership, volunteer service, participation in campus activities or financial support. The honoree should be an advocate for West Texas A&M University in his or her professional duties and community activities."

Panhandle-Plains Land Bank is proud of Steve and appreciates the university for its recognition of him.

# Association Surpasses \$400 Million Milestone

All businesses operate in an environment of numbers; it's no different for Panhandle-Plains Land Bank. From credit quality to closing days, the association is judged by ratios and numbers. Some compare us to industry norms, and some we set for ourselves as goals.

One of our most tangible goals is growth in our loan portfolio. Positive growth is important because no matter how many new loans we close, scheduled payments on existing loans and early payoffs have to be accounted for.

For 2013, Panhandle-Plains Land Bank's goal was to grow loan volume by 2 percent over our Dec. 31, 2012, loan volume of almost \$383 million. Ending 2013 with \$390 million in loan volume seemed like a reasonable goal. Well, so much for goals! In the second quarter of this year, the association's loan volume passed the \$400 million mark. We know the end of the year brings significant payments; but we also know there is still time remaining in the year to continue closing new loans!

This is quite a milestone coming from a volume of \$137.6 million in 1997, when the former associations in Amarillo, Pampa and Plainview merged to form what we now know as Panhandle-Plains Land Bank. Growth of almost 300 percent over 16 years meets the definition of a successful business. This is especially true when the numbers include excellent credit quality, a very low cost of operations, a competitive interest rate product and a strong cash patronage program.

These numbers, combined with an intangible known as superior customer service, are thanks to the Panhandle-Plains Land Bank team. Strong directors and loyal customers are vital to our success story; as is a lending team with a will and drive for success.



*Panhandle-Plains is all about teamwork. Here employees proudly sport T-shirts with the co-op's logo.*

"What an accomplishment," said CEO Gregg Lloyd. "It has been a personal goal of mine to reach the \$400 million milestone. I want to personally thank each of our team members for their hard work and dedication to reaching this pinnacle."

The best business plan is only as successful as the folks who implement it. And that's where the lending team comes in. Seven loan officers, six support loan administrators and the central office team of seven make up the Panhandle-Plains team — all with a focus on making the association a successful cooperative and helping our customers meet their dreams of real estate ownership.

## New Faces at the Association

Panhandle-Plains Land Bank welcomes two new team members, who both bring business experience and strong ties to the Panhandle and South Plains.

### Cassidy Beckham

Joining the Amarillo office July 1 as loan administrator associate was Cassidy Beckham. She and her husband, Steven, have two children, Ava, 8, and Eliza, 3 months. Cassidy is from Amarillo, and has her BBA in finance from West Texas A&M University.

### Mandy Villarreal

Mandy Villarreal joined the Plainview office on July 15 as loan administrator associate. She is a Plainview native and has two children, Briana, 18, and Matthew, 16. Mandy is continuing her education online at Colorado Christian University.

## Perryton Loan Officer Announces Retirement



*Sandy Judice*

Sandy Judice, vice president in the Perryton office, has decided to move on at year's end.

Joining Farm Credit in October of 1993, Sandy was hired as office

manager at the High Plains FLBA of Pampa. With a lifetime of family, friends and business contacts from her employment at Ochiltree County Abstract and from working with her husband, Sammy, in the family agribusiness, the Land Bank was a natural fit, she explains. Robert Williams, CEO of the High Plains association, promoted Sandy to loan officer in charge of the office in 1994. While the association's names have changed over

the years, she has been a constant in the northern plains region.

Sandy plans to turn her full focus to family, church, civic activities and perhaps some travel. Her primary attention, however, will be on her five grandchildren, ranging from elementary school to college age, along with helping her mom and Sammy. She will remain active in church activities and the local Rotary Club. Relaxing with a good book, cooking and gardening may fit in there somewhere, as well.

We wish Sandy the very best with all her future plans and hope she will find time for a few visits to the office in her busy retirement schedule!

Jess Wall will take over Sandy's role in the Perryton office. Stop by and say "hi" to all the Perryton folks.