

AGTEXAS MISSION

AGTEXAS FARM CREDIT SERVICES IS DEDICATED TO THE PROSPERITY OF AGRICULTURE AND RURAL AMERICA.

AGTEXAS OFFICES

AMARILLO

2001 S. Soney Road
Amarillo, Texas 79124
(806) 376-4669

HILLSBORO

1316 Corsicana Highway
Hillsboro, Texas 76645
(254) 582-2471

BROWNFIELD

121 W. Broadway
Brownfield, Texas 79316
(806) 637-3589

LEVELLAND

301 E. Highway 114
Levelland, Texas 79336
(806) 894-6119

BURLESON

117 S. Burleson Blvd.
Burleson, Texas 76028
(817) 293-6103

LUBBOCK

6901 Quaker Ave.,
Suite 300
Lubbock, Texas 79413
(806) 745-4575

DIMMITT

112 E. Jones
Dimmitt, Texas 79027
(806) 647-3169

PLAINVIEW

104 I-27 North
Plainview, Texas 79072
(806) 296-2782

DUMAS

1315 E. First Street
Dumas, Texas 79029
(806) 935-6851

SEMINOLE

2015 Hobbs Highway
Seminole, Texas 79360
(432) 758-3201

FRIONA

1602 W. Highway 60
Friona, Texas 79035
(806) 250-2758

STEPHENVILLE

3145 West Washington St.
Stephenville, Texas 76401
(254) 965-3151

INSURANCE OFFICES

AMARILLO

2001 S. Soney Road
Amarillo, Texas 79124
(806) 418-2641

MULESHOE

623 West American Blvd.
Muleshoe, Texas 79347
(806) 272-4271

BROWNFIELD

121 W. Broadway
Brownfield, Texas 79316
(806) 637-3589

PLAINVIEW

104 I-27 North
Plainview, Texas 79072
(806) 296-2782

LUBBOCK

6901 Quaker Ave., Suite 300
Lubbock, Texas 79413
(806) 745-4575

WWW.AGTEXAS.COM



Part of the Farm Credit System



TAKING AGRICULTURE TO THE NEXT LEVEL

Agriculture is defined as the practice of farming. For those of us who work in the agricultural sector, however, it's not just about production. Agriculture is a diverse industry that encompasses everything from research and development to processing and marketing.

Today, AgTexas Farm Credit Services primarily finances livestock operations and row crops — with cotton, beef cattle, corn, dairy operations and feedlots in the top five. More and more AgTexas customers are diversifying beyond traditional crops, adding value by processing their own raw commodities, and adopting new technologies that increase profitability, address labor shortages and better serve the changing consumer market.

Some farmers and ranchers are taking agriculture to the next level, bringing products a step closer to consumers through innovative approaches to marketing. Still others have started agribusiness operations that are creating jobs and keeping rural communities vibrant.

This issue of Landscapes spotlights a few of the many Farm Credit customers who are doing all that through ingenuity and hard work — people like association customers Jeremy and Sarah Brown of New Home, Texas, who grow peanuts, sesame, wheat, rye, grain sorghum, and both conventional and organic cotton in Dawson County. Elsewhere in Landscapes, you can read about Farm Credit members who have started vineyards and wineries, established agribusiness companies and sought out new marketing channels for their traditional crops.

AgTexas applauds our many customers who work hard every day to produce, process and market the food and fiber our nation depends on. Thank you for allowing AgTexas Farm Credit Services to play a supporting role in your agriculture business.

Tim McDonald
Chief Executive Officer

ONE MISSION. MANY VOICES.



A national video featuring AgTexas Chairman Dennis Anthony, above, and CEO Tim McDonald was viewed 19,000 times on Facebook after it was released on July 23 to announce Farm Credit Week. You can watch it at <http://bit.ly/FlyInVideo>.

In late July, more than 600 Farm Credit employees, directors and stockholders from across the U.S. traveled to Washington, D.C., with one purpose — to be your voice.

The gathering was part of Farm Credit Week, which included the launch of a national marketing campaign showcasing Farm Credit's customers — One Mission. Many Voices. — as well as meetings with policymakers and officials who will determine the future of the farm bill, trade and Farm Credit. Farm Credit met with Sen. Pat Roberts, chairman of the Senate Agriculture Committee, and U.S. Ag Secretary Sonny Perdue. A group from AgTexas Farm Credit Services also met with Sens. John Cornyn and Ted Cruz; Rep. Mike Conaway, chairman of the House Agriculture Committee; and Reps. Jodey Arrington and Mac Thornberry.

We told them that agriculture and rural communities are crucial to the strength of our country. We emphasized the need for a new farm bill in 2018 with risk protection, including crop insurance, to see producers through the current downturn. We explained the need for expanded funding for rural development and an expansion of market access for U.S. commodities

around the world. And, we told them that agriculture needs Farm Credit — the lender created for agriculture, who understands the cyclical nature of the business.

Rural communities and agriculture are at the heart of what we do. And a constant supply of credit to our customer-owners helps make agriculture one of the driving

engines for the U.S. economy and enables our nation's agricultural producers to feed a hungry world.

Our mission remains as important today as it was when the first Farm Credit loan was made more than 100 years ago. In good times and bad, we at AgTexas are committed to our customer-owners . . .



Pictured holding Farm Credit shirts, Rep. Jodey Arrington, center left, and Rep. Mike Conaway, chairman of the House Agriculture Committee, met with about 45 Farm Credit representatives from Central and West Texas. AgTexas attendees included customer Jeremy Brown, in gray jacket on left, and CEO Tim McDonald in striped tie, back row, center.

SUMMER INTERNS

Learn Lessons in Life and Farm Credit

Early in 2017, AgTexas began a search for three interns to spend eight weeks visiting our regions. By spring, the choice had been made: Kaylee Tipton, Allie Black and Cassie Jevic would be joining us in the summer.

During their time with us, they took part in tours of local operations, met some of our customers, visited with lots of AgTexas employees and learned about Farm Credit. They also completed an assigned project and provided a written report and an oral presentation to senior management.

The students each delighted us with their warm personality and sense of humor. Before they returned to school this fall, they shared some parting words and told us about a few of the things they learned this summer:



AgTexas representatives at Farm Credit Week included, from left to right, Danny Klinefelter, director; Jerry Spruill, chief financial officer; Kristy Tucker, assistant vice president, marketing; CEO Tim McDonald; Scotty Elston, chief credit officer; Dennis Anthony, director; and customer Jeremy Brown, who was in Washington to attend the 2017 Farm Credit Young Leaders Program.



AgTexas Hillsboro employees Lee Statham, far left, and Whitley Reece, far right, took Kaylee Tipton, Cassie Jevic and Allie Black to the Refuge Wildlife Ranch in Navarro County as part of their internship program.



The signature event of the week was the Farm Credit Marketplace, a gathering of about 1,400 people at the Library of Congress Great Hall, where officials and Capitol Hill staff members sampled Farm Credit customers' products from around the U.S. Pecans grown by AgTexas Director Kinley Sorrells were among the 75 featured products at the reception.

In Their Own Words

- After this experience, we are more thankful for Farm Credit and the farmers who feed America!
- Ask farmers questions about their operations. They love telling their story and describing their commodity.
- Timesheets are not your friend when you are a beginner — sorry, Maggie [Maggie Savage, senior HR assistant].
- Loan Committee can be intense (rightfully so).
- Car rides are an opportunity to learn — not sleep.
- Your sense of direction is important. It is possible to get lost in the corporate office.
- When in Hillsboro, be picture-ready! (Matt Thomas, Hillsboro branch manager, takes lots of pictures.)
- Everyone we have met holds a special place in our hearts. Thank you for teaching us about your daily lives with open arms. We are so thankful to have been a part of this family for two short months.

AGYOUTH OF THE MONTH WINNERS

Receive \$20,000 in Scholarships

Congratulations to the 2017 AgYouth of the Month scholarship winners. At the regional banquets held in May, we presented a total of \$20,000 in scholarships — double the number of the year before. We think it's a good investment in these students and the rural communities they represent.

We accepted applications this fall for the 2017-18 program, which is now in full swing. Learn more about our scholarships and stay tuned for more announcements at AgTexas.com.

Top:

Our Central Texas scholarship winners were, from left to right, Morgan Kearney, Allika Roman, Kobe Conring and Madison Taylor.



Middle:

South Plains scholarship winners were, on front row from left to right, Savana Ware, Taylor Spiller, Jadeyn Arthur and Jacey Snapp, and on back row, Jack Escamilla, Jonathan Fleming, Josh O'Connor and Carolyn Benitez.



Bottom:

Our scholarship winners from the Panhandle were, on front row from left to right, Landry Little, Leslie Batenhorst, Meredith Ratke and Kenlea Barnes, and on the back row, Raymond McGregor, Rachel Hromas, Jayden Shearer and Russell Spurlock.

