

*The mission of Great Plains Ag Credit is to provide a dependable source of financing and related services to the area's agricultural producers.*



## Agriculture Is Our Only Business

All of us involved in agriculture have seen it happen. When agriculture enjoys an upswing — which is occurring in many areas now — farms, ranches and agribusinesses become 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 Great Plains Ag Credit. We're in agriculture for the long haul!

As a part of the Farm Credit System, established nearly 100 years ago, Great Plains is dedicated to financing agriculture and rural America. That's our only business. We focus all of our time, energy and expertise on that segment. We don't run when farm income drops; we work with our customers and try to get them through difficult times.

At Great Plains Ag Credit, 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 state. Our objective is to be your financial partner for the long term — the lender you can count on to help you meet your goal of building a profitable operation and leaving a legacy for your family.

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. In the spring of 2013, Board Chairman Dennis Anthony and Rachel Myers, director of insurance services for Great Plains Ag Insurance, traveled to Washington, D.C., to talk with members of Congress about the farm bill and preserving crop insurance.

Competitors may come and go, but Great Plains' 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 1934, the year we made our first loan. We've been here, and will continue to be, during every cycle. Count on it.

Tim McDonald  
Chief Executive Officer



Part of the Farm Credit System

# Annie's Project Comes to Amarillo

## Workshops Offer Networking, Farm Management Training to Women



### Annie's Project

*Presenters at the first-ever Annie's Project in Amarillo, including Great Plains staff members, at left, Brad Thacker, vice president of lending, and third from right, Rachel Myers, director of insurance services*

spoke about managing risk through insurance products for crops and livestock. Also speaking at the event was Great Plains Vice President of Lending Brad Thacker, who discussed operating loans.

Texas A&M AgriLife Extension sponsored the start-up of Annie's Project in Texas at events in Amarillo and Georgetown, with program support provided by Farm Credit Bank of Texas, the funding bank for Great Plains Ag Credit.

For information on future Annie's Project workshops, contact DeDe Jones with Texas A&M AgriLife Extension Service in Amarillo at (806) 677-5608. Additional information about the program is available at [bit.ly/19mjAHN](http://bit.ly/19mjAHN). To read about how other farm women across the nation have benefited from the project, go to [www.extension.iastate.edu/annie](http://www.extension.iastate.edu/annie).

The 2007 Census of Agriculture reported a 30 percent increase in the number of farms principally operated by women since 2002. Women now manage 14 percent of the nation's 2.2 million farms.

To help the growing number of women with a passion for agribusiness, Annie's Project was started in 2002. This nationally awarded program for women offers a workshop series on the subject of farm and ranch management and decision-making in the complex, dynamic world of agriculture. It is designed to address these issues and provide farm women with a support network of other women facing similar challenges.

This fall, Annie's Project held six workshops in Amarillo for farm and ranch women. Sessions addressed the topic of critical decision-making and provided information on estate planning. The meetings also covered the management of risk in the areas of finance, marketing, production, human resources and legal issues.

Participating as an industry professional, Rachel Myers, Great Plains director of insurance services and a rancher herself,





# When Is Lease Financing the Best Choice?

Loans to agricultural producers and businesses are the No. 1 way we serve our stockholders. However, we know that there are times when a lease makes the best business sense for you. At Great Plains Ag Credit, we want the best for you and your operation. Talk to your lender today and find out if a Farm Credit lease can help protect your business investment while providing financial benefits.

## Grain Storage and Building Leases

Space and speed are the key considerations when it comes to grain storage. When you have sufficient on-site grain storage, *you* can decide when the price is right to capture a premium in the marketplace. Likewise, having the appropriate farm, shop and machine storage space allows you to keep your supplies and equipment dry and in good working order, protecting your business investment.

Lease financing for buildings and grain storage facilities offers the same benefits as vehicle and equipment leases — lower taxes, improved cash flow and capital preservation.

## Advantages of Leasing

With a lease, the payments may be fully tax deductible as a business expense. These deductions are generally larger than the

standard depreciation for owned facilities. This can lower your tax liability and enables you to write off the facility sooner.

Leasing does not require a down payment, and payments are often lower than with traditional loan financing, so your cash flow remains available for daily operating expenses. Leasing also diversifies credit, which preserves access to funding for other capital initiatives.

## Competitive Rates, Flexible Terms

Farm Credit leasing rates are competitive and often lower than loan rates. Plus, facility leases are tailored to fit your individual business needs. Payment schedules can be arranged on a monthly, quarterly, semi-annual or annual basis.

Leases can be structured according to your optimum payment and tax levels through a variety of lease terms on fixed-rate financing and true lease, conditional sale or purchase options. You can even finance construction for the duration of the project.

## Facilities Eligible for a Lease

Farm Credit Leasing financing is available through your Great Plains Ag Credit lender for many farm, shop and machine storage buildings, such as pole barns, greenhouses

## Friona Farmers Co-op Gin

built this spacious metal building in 2013 to preserve and service their equipment, and also have put it to good use as the venue for their stockholders meeting.

Gin Manager Matt Lingle remarked, “The lease was a good fit for our business. This building is preserving our most valuable assets. Without our trucks and equipment, we cannot provide service to our customers.”

and modular buildings. We also finance all of the components of a grain storage facility, including:

- augers
- conveyors
- dryers
- grain bins
- legs

To learn more about facility leasing and how it can benefit you, please contact the Great Plains Ag Credit office near you.

# New Staff at Great Plains

## Carrying on the Commitment to Excellence

In our commitment to provide a dependable source of financing and related services to the agricultural producers in our 20 Texas Panhandle counties, we believe it is vital that we exceed your expectations. In order to provide the financial products and personalized service that you deserve, Great Plains Ag Credit added three new staff members during the summer of 2013.



Travis  
Woodard

Rachael  
Sharber

Colton  
Long

### Colton Long

Gone are the days of the simple farming operation. Today's producer has to consider risk management and marketing strategies, along with planting, crop rotation, weather and commodity prices. Ag lending too has become more complex. Pencil-filled financial statements and one-page promissory notes are extinct (and we miss them, too). To assist in managing the relationship between producer, lender and analyst, Great Plains hired a portfolio manager, Colton Long. His coordination of the association's internal processes improves our bottom line and creates greater efficiencies, resulting in a more profitable association.

Colton was reared on an agricultural operation near Sterling City. During his college

career, he was a member of the 2008 National Champion Livestock Judging Team at Texas Tech University, from which he graduated in 2009 with a bachelor's degree in ag economics. Prior to joining Great Plains, he held a similar position at a commercial bank.

### Rachael Sharber

Our customers are more than people who walk through the door; they are our owners. Many customers told us they want easier access to leasing, so Great Plains has made a concerted effort to increase the availability of leasing options to our customers. Rachael Conrad Sharber joined the association credit staff in July as a full-time leasing representative. Together with your loan officer, she will help you to determine

if a lease would be a beneficial choice for your operation.

Rachael grew up in Panhandle, Texas. Her father's family farms near Groom in Carson County. She attended the University of Texas, from which she graduated with a bachelor's degree in biology, and West Texas A&M University in Canyon, where she earned a teaching certificate. Rachel and her husband, Daniel, have two children.

### Travis Woodard

Great Plains Ag Credit has been a part of agriculture in the Plainview area since 1934. The loyalty of the stockholders who support this office is remarkable. We see it in the attendance at meetings held in Plainview; and our staff and board members appreciate it very much.

In 2012, we set our allegiance to those stockholders in stone when we built a new office near Interstate 27. Now, with the addition of a new lender, Travis Woodard, our commitment to producers in the Plainview area continues.

Travis began his career with Great Plains Ag Credit this past July. Previously, he was a vice president and commercial lender in the banking industry for more than seven years. Travis is a graduate of Texas Tech University with a bachelor's degree in agricultural and applied economics. He and his wife, Claire, have a son named Caden, who's almost 3 years old. Travis enjoys spending time with his family, attending Texas Tech sporting events and playing golf.