



PlainsLandBank.com

## Helping Young People Get Started



Dear Friends,

As our Plains Land Bank team grows, we are welcoming more young people and it has really livened up the office. The passion they have for their jobs inspires all of us to work even harder. In a way, it is like having grandkids — the energy they bring is contagious!

I have enjoyed watching our employees get married, start their lives, and buy their first homes. It reminds me of when my wife, Debbie, and I got married 40 years ago. It sounds cliché, but I cannot believe how the years have flown by. It seems like just yesterday that I stood in front of Grandma Stewart asking for her permission to get married. Fortunately, permission was granted!

Since then, Debbie and I have had two kids and four grandkids, and the best part of life is when they come home for the holidays. It is so rare that we get our family together all under the same roof, and the memories we make are truly priceless.

At Plains Land Bank, we know that those moments are important to you, too, and there is nothing better than helping young couples purchase their first homes and farms. We are excited to help them finance their futures.

Many young people want their children to experience country life, and traditional lenders don't always understand that, but here at Plains Land Bank we do. In fact, Plains Land Bank is one of the few lenders in our area to finance barndominiums and rural homes. We are proud to be able to help families make memories, and we thank you for letting us be a part of your lives.

From my family to yours, we wish you a joyous holiday season!

Cheers!

Gregg Lloyd  
Chief Executive Officer

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Part of the Farm Credit System

ASSOCIATION SUPPLEMENT – WINTER 2018



# Thinking of Living in a **BARN?**

## You Aren't Alone.

Barndominiums are changing the landscape, and Plains Land Bank is helping.

By Sue Durio

**L**ook up the word barndominium on Wikipedia and here's what you will find: "A barndominium is a neologistic portmanteau of barn and condominium with multiple meanings." Huh?

In other words, barndos are a combination of living and working spaces that are about as unique as their owners themselves and the properties on which they reside. Drive around the Texas Plains region for long and it's a good bet you will pass a barndo or two or three — with none exactly alike.

"Whether families are wanting a home they can live, play and work in, or something just a little different than the norm, barndos have become ever increasingly popular," says Shandi Russell, loan officer in Plains Land Bank's Amarillo branch. Since joining the association about four years ago, Russell has seen the demand for barndos only continue to increase.

Vice President of Lending Trent Tyson agrees.

"In just the past few years alone, our association has financed 15 to 20 barndominiums,"

he says, making it the clear go-to lender for barndo financing in the region.

The couples profiled below are among the many barndo aficionados who've turned to Farm Credit to make their dreams a reality.

### Out-of-the-Box Tribute to the Canyon's History

Longtime West Texans Mark and Ida Wilson are among those who've joined the barndo bandwagon. Self-described outdoorsy and unconventional, the Wilsons sought to "live outside the box — no pun intended," when they opted for a barndominium for their property overlooking Palo Duro Canyon.

"Our surroundings determined our living arrangements," says Ida. "We feel a responsibility to the history of the Palo Duro, which was the home of Charles Goodnight, the 'father of the Texas Panhandle.'"

The Wilsons took their vision for a home that would provide a simplistic and

minimalistic lifestyle to an architect who helped them put it into a workable plan. They then turned to a local builder familiar with the terrain and soils of the canyon, and to Plains Land Bank for financing.



*Top: Ida and Mark Wilson enjoy the porch on their wood barndo. Middle: The Wilsons with Plains Land Bank Loan Officer Shandi Russell, left. Bottom: The Wilsons' living room features rustic wood paneling.*



“Our home is a true barn with the advantage of indoor plumbing,” Ida says. “It opens on all sides with an overhang for shelter for our animals and ease of feeding during the winter months. Our hope is that this barn looks like it could have belonged to Charles Goodnight. The landscaping is naturalized, and once the siding turns grey, it will look much more authentic.”

The Wilsons first approached the lender that had previously financed the land, but “they could not see the vision that we had in mind,” Ida notes.

“On a long shot, I called Plains Land Bank and was fortunate enough to talk to Shandi Russell,” she says. “She was so positive that within two weeks, we started the loan process for our home.”

Construction took about six months, with most of the financing paperwork handled online.

“Our experience with Plains Land Bank was simple and straightforward,” Ida says. “Shandi and her team were always available to answer questions, but most of the process was conducted online. We were able to sign draw requests from our phones and stay on top of our paperwork.”

## A Dream Home in the Country

When what had been their “country” home started to be surrounded by houses on 1-acre lots, Garre and Lisa Robinson knew it was time to make a move. They soon bought 14 acres on Cemetery Road outside Canyon, sold their home, and started designing a new house.

“We had looked at a lot of barndos over the years, and felt that they fit who we are,” says Lisa. “Our builder said it was cheaper by the foot to do a barndo, and we decided to go that direction not just for the costs but because we like the look of them.”

The couple opted for a 40-by-60-foot metal house and an unattached barn of the same size, with matching patriot red and galvalume exteriors. The barndo’s exterior also features stone from a quarry in Lueders, Texas, the location of Lisa’s maternal grandmother’s homestead. The home includes three bedrooms and two baths.

The open design with nine-foot ceilings delivers views from the front living room to the rear dining room. The living room features a huge rock fireplace and vaulted ceilings with wood beams. Finishes include

stained concrete floors, granite countertops and sliding barn doors.

Porches and sidewalks span the full circumference of the home. About 20 feet from the house sits the barn, with its own full bath, used as garage and storage space.

“We were surprised that a traditional bank wouldn’t fund us, and had no idea that Plains Land Bank did this kind of loan, until a friend suggested talking with Trent Tyson,” says Lisa. “It was definitely a good experience. The paperwork was easy, we got paid quickly and did things mostly by e-mail. The process was simple.”

## Ready to Finance Your Barndo?

The biggest challenge most homeowners run into when considering a barndominium is financing.

“Barndos are still fairly new to the market, and commercial banks don’t have buyers for these loans in the secondary market, or the expertise to appraise them,” says Tyson. “Plains Land Bank does not currently sell any of our loans to the secondary market, and therefore we don’t have to meet as strict guidelines, specifically with appraisals, as the commercial bank.”

Plains Land Bank offers barndominium mortgages for up to 20 years, with fixed rates for the entire term. Borrowers can finance up to 75 to 80 percent of the total

appraised value of the property, with the homeowner having 20 to 25 percent equity from the start.

“The borrower never has to worry about the payment increasing or changing for that matter,” adds Tyson. “And with a minimum of 20 percent equity in, they never have to pay any mortgage insurance.”

In addition, the Land Bank’s extensive experience in barndominium financing gives homeowners a distinct advantage when it comes to appraisals.

“Considering the number of barndos we have financed over the last few years, we have a good bank of comparables,” says Tyson. “We use local appraisers who understand the rural home market and have specific knowledge of these barndo properties. There is no reason for a barndo property to have any discount in appraised value simply due to it being an unconventional build.”



Top right: from left to right, Plains Land Bank Vice President of Lending Trent Tyson, and Lisa and Garre Robinson. Middle right: The Robinsons’ warm and spacious living room. Bottom: The Robinsons’ barndo features the bright red paint associated with many true barns.





## MEMBER SPOTLIGHT: Plains Land Bank Stockholders Go to Washington, New York

It's not often that the average citizen gets to go to Washington, D.C., and visit with their senator, U.S. representative and congressional staff. But that was just the case, and more, for Austin and Tamren Terhune, Plains Land Bank members from Perryton, Texas.

The Terhunes were among 27 agricultural producers who were selected for the 2018 Farm Credit Young Leaders Program in New York City and Washington, D.C. in June.



*Tamren and Austin Terhune celebrate the completion of the 2018 Farm Credit Young Leaders Program in Mount Vernon, Va., with Stan Ray, right, Farm Credit Bank of Texas chief administrative officer and president of the Tenth District Farm Credit Council, which hosted the program.*



*Austin and Tamren Terhune, second and fourth from right, met with Sen. John Cornyn on their visit to Capitol Hill.*

The 13th annual program took them to Wall Street to visit a brokerage firm and to the Federal Farm Credit Banks Funding Corporation. There they learned about how the sale of highly rated Farm Credit notes and bonds provides steady funds for local lending co-ops like Plains Land Bank.

### **An Exciting Time on Capitol Hill**

Next the group traveled to the nation's capital to exchange ideas with public officials. While on Capitol Hill, the Terhunes discussed policy issues with Sen. John Cornyn, Rep. Jodey Arrington and congressional staff.

It was an exciting time to visit Capitol Hill, as that very day the Senate passed its version of the farm bill, setting the stage for a compromise bill of this vital agricultural and food legislation.

The young leaders also visited the U.S. Department of Agriculture, where Rural Business-Cooperative Service Administrator Bette Brand and others talked with them about USDA programs tailored for young ag producers.

The five-day program ended with a visit to Mount Vernon, George Washington's innovative farming and milling operation.

"This annual program provides a great opportunity for these young ag producers to see how Farm Credit plays a role in supporting agriculture and rural communities," said Gregg Lloyd, Plains Land Bank chief executive officer.

### **Fifth-Generation Farmer**

Austin Terhune is a fifth-generation farmer in the Texas and Oklahoma panhandles. He also owns a spraying business, is a Channel Seedsman, and is venturing into cotton sales and cattle.

After he and Tamren married in 2009, he went on to earn a bachelor's degree from Oklahoma State University and a master's degree in agronomy from Texas A&M University. The Terhunes have one son.