

## AgNewMexico.com

### Office Locations

4501 N. Prince Street  
Clovis, NM 88101

19554-A Highway 314  
Belen, NM 87002

1310 Picacho Hills Drive, Suite 1  
Las Cruces, NM 88007  
(575) 647-4430

### Board of Directors

Ronnie Harral, Chairman	Larry Hammit
Randy Autrey, Vice Chairman	F.T. "Ted" McCollum III
Linda Miller Brown	Dwayne Vidlar
Marty Franzoy	

### Clovis Administrative Office

Brett Valentine	Interim Chief Executive Officer
Will Fisher	Chief Financial Officer
John Logsdon	Sr. VP/Correspondent Lending
Zane Slater	Accountant I
John Caron	Human Resources Generalist
Rachel Silok	Accounting Clerk

### Clovis Credit Office

Brett Valentine	Chief Operating Officer
Michael Burns	Sr. VP/Relationship Manager
Shannon Berry	Sr. Relationship Manager
Stephanie Cullison	Loan Operations Manager
Kristin Drake	Loan Officer Trainee
Tammy Bass	Mortgage Loan Officer
Elaina Delk	Loan Closer
Brad Hodges	Collateral Evaluator

### Belen Credit Office

John Heckendorn	VP/Branch Manager
Hal Porter	VP/Relationship Manager
Kathy Lehocky	Director of Secondary Markets
Nikki Johnson	Loan Officer Associate
Julie Riley	Secondary Markets Administrator
Jody Rigoni	Credit Support Specialist
Chris Lambie	Mortgage Loan Officer

### Las Cruces Credit Office

Dave Wright	Chief Credit Officer
Richard Sobczak	Chief Appraisal Officer
Warren Russell	Sr. VP/Branch Manager
Elizabeth French	Sr. Relationship Manager
Calley Satriana	Appraiser Trainee
Dajah Howell	Sr. Credit Officer
Jamie White	Mortgage Loan Officer



# AG NEW MEXICO FARM CREDIT



## Committed to Agriculture, Proud to Be Different

At Ag New Mexico Farm Credit, we often talk about how Farm Credit supports rural communities and agriculture. It's our mission, and we're proud to fulfill it every day. But what does that really mean?

As a cooperative, we're owned by you and our many other stockholders. Our board members are borrowers themselves, who are voted into office by their fellow borrowers. They provide important direction and ensure the safety and soundness of our finances.

When we have a good year, our customer-owners benefit. Our net income is used in only two ways: It's retained as capital by our association to build financial strength that ensures continued lending, and in successful years it's passed on to you as patronage dividends that effectively lower your cost of borrowing. Ag New Mexico Farm Credit recently distributed \$532,000 in patronage to stockholders.

Those aren't the only things that make Ag New Mexico Farm Credit different. Our staff is willing to go the extra mile — or 100 miles, if necessary — to help you out. We'll come to your farm or business to touch base, talk about your operation and see if we can provide additional support. What's more, our deep understanding of agriculture is genuine. Most of us grew up in rural areas, and some of us still have a hand in farming or ranching, so we personally understand the business decisions you face.

We try to make a difference in your life and your ag business by offering specialized services and loan products. Some of these include loans to young, beginning and small farmers; cash management products such as AgBanking Online and AgSweep; appraisal services; and equipment leasing.

Ultimately, however, what makes the Farm Credit difference is personal relationships — such as relationships that are formed when you become a customer-owner of the co-op or when our loan officers literally take their expertise to your farm or business. We are truly committed to rural America and supporting the men and women who produce our food, fiber and fuel.

Thank you for choosing Ag New Mexico Farm Credit as your lending partner.

Brett Valentine  
Interim Chief Executive Officer



Part of the Farm Credit System



# We Love Returning Money to You

**Ag New Mexico Farm Credit Declares \$532,000 in Patronage to Borrowers**

The reasons for financing with us are **stacking up**



In a cooperative, the members enjoy economic participation. That's one of the seven guiding principles of a co-op.

True to that principle, Ag New Mexico, FCS, ACA recently declared \$532,000 in patronage to you, the stockholders, effectively returning a portion of the interest that you paid on your loans last year.

The cash patronage payment, which was distributed in April, was based on our co-op's strong financial results in 2017. Ag New Mexico, FCS, ACA ended 2017 with \$2.7 million in net income and \$220 million in loan volume. This year, we returned nearly 20 percent of our 2017 net income to our customers.

Patronage is a cornerstone of the cooperative business model: When we have a good year, the board of directors decides how much of the association's earnings to hold as a capital cushion to manage risk or to fund growth. Then we share the remainder in the form of a patronage refunds to our owners.

The size of your individual patronage payment is based on the interest income that your loan generated for the association.

Tell your friends and neighbors about the Ag New Mexico Farm Credit patronage program. Patronage refunds are a distinct benefit of financing with our cooperative.

# Ag New Mexico



## **Elaina Delk, Loan Closer**

Ag New Mexico recently hired Elaina Delk as a loan closer in its Clovis office. A native of Clovis, Delk was raised on a small farm, where she was involved in 4-H and FFA showing livestock. She graduated from Clovis

High School and attended Clovis Community College and Eastern New Mexico University.

Delk has experience in agricultural lending, and has worked as a teller and debt counselor. She also previously owned a contracting company. Delk is married and has three children. In her free time she enjoys traveling, photography and hiking. She is also scuba-certified and enjoys snow skiing.

"It's wonderful to be part of a team of people who are dedicated not only to the organization, but also to its member-borrowers," Delk says of working at Ag New Mexico. "I'm excited about the way the lending cooperative is growing."



## **Kristin Drake, Loan Officer Trainee**

Kristin Drake recently was hired as a loan officer trainee in Ag New Mexico's Clovis office. She earned a bachelor's degree in agricultural education from Eastern New Mexico University. During her

schooling, she worked in the university's ag department and for a local accounting firm.

Previously, Drake was an agricultural education teacher and FFA advisor with Clovis Municipal Schools. A native of Stanley, N.M., she grew up raising and showing cattle, sheep and pigs. Drake and her

# Welcomes New Staff Members

husband, Lane, reside in Clovis. She enjoys the outdoors, especially the mountains.

"I obviously am an advocate for the agriculture industry and am happy to have this opportunity with Ag New Mexico to help provide farmers and ranchers with financial support for their businesses," Drake says. "I am excited to learn and grow with this wonderful association."



## **Will Fisher, Chief Financial Officer**

A native of Santa Fe, Will Fisher joined Ag New Mexico as chief financial officer with five years of Farm Credit experience as comptroller at Farm Credit of New Mexico. He previously also worked for the Internal Revenue Service. He is a graduate of the University

of New Mexico, where he earned a bachelor's degree in accounting and finance, and an MBA. He is a certified public accountant.

Fisher has been married for nearly 10 years, and he and his wife have a 4-year-old son. In his free time, he enjoys working with his hands — building furniture or creating stained glass — and being outdoors.

"The Farm Credit family is small, so it wasn't hard to hear good things about Ag New Mexico," says Fisher. "I'm elated to have the opportunity to join the team."



## **Rachel Silok, Accounting Clerk**

Rachel Silok is the new accounting clerk in Ag New Mexico's Clovis office.

Prior to joining Ag New Mexico, Silok held a variety of positions in the retail industry. A native of Elk, Wash., she and her family currently reside

in Clovis. Silok earned her bachelor's degree in forensic accounting from Southern New Hampshire University.

"Rachel is a perfect fit for Ag New Mexico," said Will Fisher, chief financial officer. "She tells us that her family motto has always been to work hard and stay humble, and that ethic runs deep in our member-owners and all of us who work in the agricultural industry."

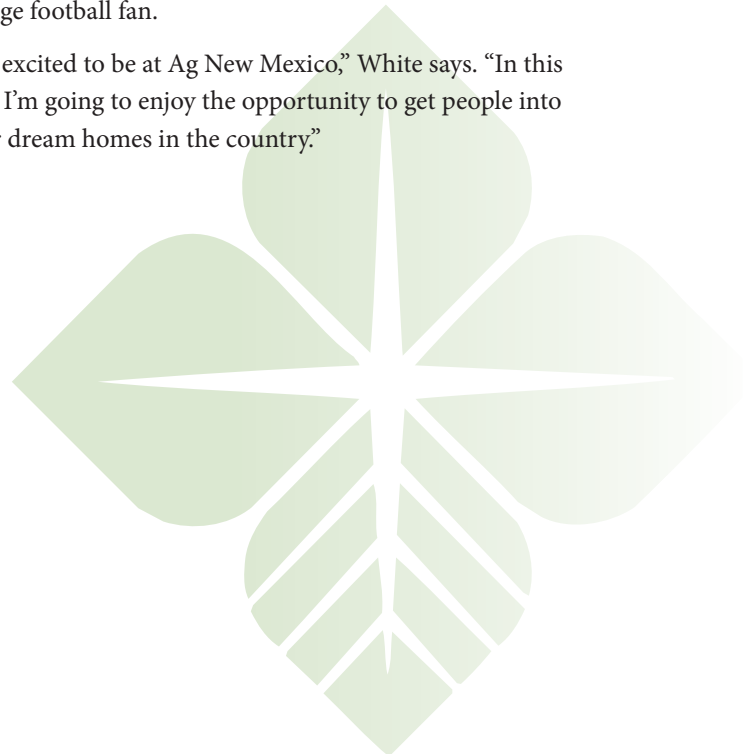


## **Jamie White, Mortgage Loan Officer**

Jamie White was recently hired as a mortgage loan officer in Ag New Mexico's Las Cruces office. He joins the lending cooperative's mortgage division with previous experience as a Realtor.

Raised in rural South Carolina, White earned a bachelor's degree in agricultural education from Clemson University. While in school, he worked on several of the university's farms. He is married to Dr. Laura White, an equine science professor at New Mexico State University, and the couple has one son. In his free time, White enjoys hunting, fishing and cooking, and is an avid college football fan.

"I'm excited to be at Ag New Mexico," White says. "In this role, I'm going to enjoy the opportunity to get people into their dream homes in the country."





# OUR YEAR IN REVIEW

## ANNUAL REPORT PRESENTS THE BIG PICTURE AND THE DETAILS

**F**or leisure reading, an annual report can't compete with a good novel, but if you want to know how Ag New Mexico Farm Credit is doing, there's no better source than our annual report.

"It gives you insight," says Phil Guthrie, who serves on the Farm Credit Bank of Texas Board of Directors. "It will tell you how management views the world and how the company functions."

Ag New Mexico Farm Credit posts the annual report on the association's website within 75 days of year end and also mails a copy to each stockholder.

### Hit the Highlights

In recent years, annual reports have become very detailed because reporting standards have become more complex under federal regulations. However, if you don't have time to read the entire report, Guthrie recommends hitting the highlights. To read our report:

- Start with the summary page to find out if the co-op grew or made money.
- Check the auditor's report to see if an outside firm issued a clean, unqualified opinion.
- Read the first few notes to the financial statements that describe the business and its accounting policies.

"For the average reader, those are the things to look at," says Guthrie, who is the CEO of two companies and former chief financial officer of Southwest Airlines. "I see tons of annual reports, and those are the things I go to first before I do any deep dives."

### Understand the Numbers

Following are key sections of an annual report. As you read the charts and graphs, keep in mind that dollars are stated in thousands, so a figure written as \$1,000 is actually \$1 million.

- The **five-year summary** condenses key financial indicators onto one page. At a glance, you'll see trends for net income, patronage, loans and assets, financial ratios and more. Return on assets and return on equity indicate how effectively the cooperative is generating earnings — the higher the ratios, the better.
- The **management's discussion and analysis** covers financial performance, risk management, economic conditions and trends from management's perspective.
- The **financial statements** tell how much the co-op earned, spent and had left over. They include the balance sheet, income statement, statement of members' equity and cash flow statement.
- The **notes to the financial statements** — the footnotes at the back of the report — put the numbers in context and help you analyze how the co-op is doing financially.

