



In Agriculture, Hope Springs Eternal

The humorist Will Rogers said, “The farmer has to be an optimist or he wouldn’t still be a farmer.”

Farmers and ranchers are some of the most optimistic professionals anywhere. They might grumble about taxes, government policy and weather conditions, which are seldom ideal, but they persevere through all kinds of adversity — always confident that better days lie ahead.

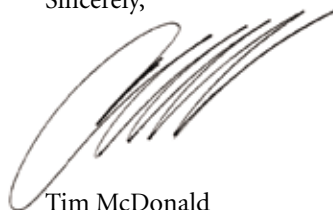
Last year proved the truth in Rogers’ observation. The year was challenging for many farmers, ranchers and agribusiness firms throughout our area, as the general economy remained sluggish and the weather created difficult operating conditions for everyone.

Nevertheless, Great Plains Ag Credit customers remained committed to meeting their financial obligations, and that diligence contributed to the association’s improved financial performance in 2011. In turn, Great Plains was able to allocate an all-time high patronage to stockholders of \$4.96 million based on our record-setting 2011 earnings. Of that, \$3.22 million was distributed in cash in March.

For the most part, 2012 began with better pastures and planting conditions than we experienced last year; interest rates remain relatively low, and the agricultural sector is one of the bright spots in the nation’s economy. But come what may, Great Plains Ag Credit is not a fair-weather lender.

The Farm Credit System was established in response to difficult conditions that farmers and ranchers faced more than 95 years ago. Over the years, Great Plains Ag Credit has financed producers through all kinds of adversity, from wildfires and flooding to drought and economic depression. We have expanded our financing options and services, such as crop insurance and cash management products, to help our customers to be successful. We will continue to support agriculture through all its ups and downs. So go ahead — be optimistic, and count on your full-time ag lender, Great Plains.

Sincerely,



Tim McDonald
Chief Executive Officer



Stockholders' Annual Meetings Celebrate Farm Credit Anniversary

A total of 118 stockholders, along with guests and association staff, attended Great Plains Ag Credit's two annual meetings, which were held in April. The meeting theme was a celebration of the 95th anniversary of the Farm Credit System. Guests enjoyed birthday cake and door prizes related to the occasion.



Dan McWhorter, left, and Dennis Anthony

Director Dan McWhorter Retires

During the report of the Nominating Committee, presented by Mack McLain at the Amarillo meeting and Steven Johnson at the Plainview meeting, it was announced that Dan McWhorter would not be seeking another term on the Great Plains Ag Credit Board of Directors. A special presentation was made by Board Chairman Dennis Anthony to recognize McWhorter's service and contribution to the association.

"Dan has served selflessly during his term on the board of Great Plains," Anthony said. "As a board member and as a stockholder of Great Plains, I thank him for his involvement with the board and wish him and his wife, Mary, all the best."

Commitment to Excellence

During his management report, McDonald commented on the association's Commitment to Excellence initiative. He thanked stockholders who took part in focus groups earlier in the year and remarked on the value of the feedback gathered during these meetings.

He also announced that the staff of Great Plains had selected Rachel Myers, director of insurance services, as the employee for 2012 who best exemplified the core values set by the initiative: communication, customer service, accountability, integrity and teamwork.



Rachel Myers accepts the 2012 Commitment to Excellence Award from Tim McDonald.

ALL OPERATING LOANS RENEWED

Tim McDonald, chief executive officer of Great Plains Ag Credit, commented on the fall-through-early-spring loan renewal period. He noted that the association to date had renewed every operating loan. Nearly two-thirds of the operators reviewed had a profit, and those who did not have managed their losses well.

"A difficult year does not change our interest in financing agriculture," McDonald said.

Staff Service Awards

At the close of 2011, three staff members of Great Plains Ag Credit reached anniversary dates in their Farm Credit careers. Recognized at the 2012 annual stockholders' meetings for their years of service were:

5 YEARS

CAROLYN BRAND, executive assistant, Amarillo central office
BRANDON BLAUT, chief financial officer, Amarillo central office

30 YEARS

DEBRA WILFONG, vice president/assistant chief financial officer, Amarillo central office

HeartSafe in Rural School Districts

The Great Plains Project HeartSafe Committee reached out with cost-free donations of AEDs (automated external defibrillators) in the spring of 2012. Units were presented to the Muleshoe, Friona, Springlake-Earth, Dimmitt and Olton independent school districts at the association's insurance meetings in February. Additional AEDs were presented to the Stratford and Tulia school districts during the Amarillo and Plainview annual stockholders' meetings in April.

The motivating factor for the committee to help increase the placement of AEDs in schools was the survival of a Frisco, Texas, middle-school student. When Kylee Shea, a 7th-grader from Maus Middle School, collapsed from an undiagnosed heart condition before class, teachers used CPR and an AED to save her life. The girl had no previous symptoms of heart problems before her heart stopped in the school hallway, where the event was captured on school surveillance cameras. To view the dramatic footage go to <http://www.cardiacscience.com/news-events/in-the-news-and-look-for-the-story-on-Oct.-26,-2011>.

Nearly 60 percent of all cardiac arrests are witnessed. It is estimated that improved access to AEDs could save 40,000 lives a year in the United States alone.

The goal of the Project HeartSafe Committee — composed of Cardiology Center of Amarillo, Cardiac Science, KGNC radio stations and Great Plains Ag Credit (GPAC), is to make AED units readily available in rural communities. Grants have been provided to first responders in these rural areas and the unit price has been reduced. Since the program began in 2009, 143 AEDs have been distributed throughout the Texas Panhandle.

Pictured from left to right at the Plainview annual meeting are GPAC Director Trent Finck, Tulia ISD nurse Gwen Ann Shannon and GPAC Chief Executive Officer Tim McDonald.



From left to right are GPAC Board Vice Chairman Joe Reinart, Stratford ISD Superintendent Jerry Birdsong and his wife, Stephanie, and GPAC Chief Executive Officer Tim McDonald at the Amarillo annual meeting.

Great Plains Ag Insurance: IT'S A GOOD FIT

The related services division of Great Plains Ag Credit provides a full line of carriers and products just for agricultural producers. We encourage you to talk with our insurance specialists when you need to manage risk in your operation — whether that need is through crop hail, multi-peril, drought, livestock or life insurance policies.

Need a reference? Six of the Great Plains Ag Credit board members take part in our crop insurance programs. Give one of them a call and find out why they made the move to Great Plains Ag Insurance.

At right: Trent Finck, left, and Bryan Reinart try out their new Great Plains Ag Insurance jackets after the board meeting.



Meet Our Newest Team Members

Brittany Borden, Loan Administrator, Amarillo Branch

Brittany Morris Borden has been a customer of Great Plains Ag Credit since she was a youth from Gruver, Texas, showing calves in FFA and 4-H. She attended Texas A&M University in Bryan-College Station and graduated with a degree in ag economics. She met her husband, Dustin, at Texas A&M, and they are expecting their first child this fall.

Matt Cox, Vice President/Commercial Lending, Amarillo Branch

Matt Cox's hometown is Happy, Texas. He has a bachelor's degree in animal science from Texas Tech University and has nine years of agricultural and commercial lending experience. He and his wife, Melissa, have a 7-year-old daughter, Kenah, and 3-year-old son, Koy. Matt enjoys church, golf, fly-fishing, roping and training horses.

Casey Johnson, Vice President/Branch Manager, Dumas Branch

Casey Johnson is familiar with the Farm Credit System, having worked for Farm Credit of New Mexico for the past nine years,



From left to right are Matt Cox, Tyler Randolph, Brittany Borden and Casey Johnson

where he assisted in managing the Clovis office. He is well versed in all types of agricultural lending, including dairy. Casey has a bachelor's degree in agriculture and extension education from New Mexico State University. He and his wife, Brandi, have a daughter, Taylor, 10, and a son, Garrett, 7.

Tyler Randolph, Assistant Vice President, Dumas Branch

Tyler is from Hale Center, Texas. He attended Frank Phillips College on a livestock judging scholarship. He also attended South Plains College and graduated from West Texas A&M University with a bachelor's degree in agribusiness. He and his wife, Janet, have a 2-year-old daughter, Darbie, and are expecting their second child.

WE TAKE PRECAUTIONS TO PROTECT YOUR PRIVACY



At Great Plains Ag Credit, we take your privacy seriously. Our practices protect the information you provide when you become our stockholder. We also take precautions when you visit our website and manage your accounts online.

Under the regulations of the Farm Credit Administration (FCA), we protect the confidentiality of all information regarding a borrower's character, credit standing and property. We may not reveal or quote your confidential information to third parties except with your written consent or under very limited circumstances set forth in federal regulations.

Our website is a way to learn about the products and services we provide. From our website, you also can access Ag Banking Online, a tool that lets you view your account information, make loan payments and transfer funds between accounts. We limit online account access to

customers who go through an enrollment and verification process and who use a browser that meets a high standard for encryption. Each of these requirements protects your privacy. A PIN (personal identification number) is required to log in. Additional security is provided by a time-out feature if the website is inactive for five minutes. At times, we may verify certain requests to prevent unauthorized access to your account. Even our e-mail system is secure for safe transmission of confidential information.

Look for our privacy practices link on our website, www.GreatPlainsAgCredit.com. A notice of our privacy policy is also printed on our loan documents. The regulatory standards we follow can be found online at www.fca.gov under *Laws and Regulations, FCA Regulations. Privacy practices are described under Title 12, Part 618, Subpart G in the Code of Federal Regulations.*