



## *We Owe Our Success to Our Customers*

Dear Stockholder:

On behalf of the entire staff of Great Plains Ag Credit, I want to offer sincere thanks to you, our customer, for the many ways you contribute to this cooperative organization. Without you, Great Plains would not exist or be as successful as it is today.

As a customer and part-owner, you are the reason we're in business. Unlike investor-owned corporations, cooperatives like ours are owned by members. Your ownership in the co-op entitles you to vote in board elections and in other important business matters. If you exercise your right to vote in Great Plains Ag Credit elections or are willing to serve on our board, we offer an additional thank you. Your involvement is welcome and encouraged. This is *your* co-op, and we appreciate it when you let your voice be heard.

I also want to thank you for recommending new, high-quality business to us. Although we live in an electronic world, where consumers can find a lender with the click of a mouse, research shows that a personal recommendation by a friend or family member has a big impact when people are making a buying decision. At Great Plains Ag Credit, we take pride in how much of our new business comes from referrals by other customers. You play an important role in our success when you recommend other creditworthy borrowers to us, and through our patronage program, you benefit from that success.

It is gratifying to us when we can share our success with you. Based on 2010 financial results, the board of directors voted to allocate the largest patronage payment in Great Plains' history — \$4.42 million.

At Great Plains Ag Credit, we work hard to provide you with competitive loan packages, as well as cash management, leasing and insurance services to meet your needs. Those efforts paid off in 2010, as you saw in our 2010 financial results.

All of our achievements translate to more value for our customer-members. The Farm Credit System celebrates its 95th anniversary in 2011, and the nationwide System continues to be the largest provider of credit for agriculture and rural America. I believe our cooperative structure, combined with our extensive expertise in ag lending, creates a powerful combination that is good for our customers.

Ultimately, however, our success lies with our customer-owners. When you achieve your goals, we celebrate. Together with other agricultural producers and rural landowners, you own this System and you benefit from it. Thanks to you, Farm Credit is still strong after almost a century.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim McDonald'. The signature is fluid and cursive, with a large loop at the end.

Tim McDonald  
Chief Executive Officer



# Great Plains Ag Credit Hosts Three Regional Annual Stockholders' Meetings

The board and management recounted record association earnings to a record 120 stockholders who attended the three regional meetings held in Amarillo, Dumas and Plainview in April.

In his management report, CEO Tim McDonald highlighted areas of the recently published 2010 Annual Report and spoke to the challenges facing stockholders and the association in the coming year. McDonald noted, however, that these challenges seem inconsequential when compared to the positive factors affecting not only Great Plains Ag Credit, but agriculture in the United States. "A consensus is growing in the world," he said. "People are more aware than they have been in many years of the critical nature of U.S. agriculture in feeding the world's population."

Chairman Dennis Anthony of Friona and Vice Chairman Joe Reinart of Stratford gave the Report of the Board of Directors and encouraged fellow members to be vocal about the many strengths of the association and the Farm Credit System. "I feel privileged to be involved with the Farm Credit System," said Anthony. "The System as a whole came through the credit crisis without receiving a dollar of government TARP funds, and even during the darkest days of the banking meltdown, each and every association was able to fund its obligations every day without exception.

"Despite some moderate credit quality issues, we — and I say we, because each stockholder is a part of Farm Credit — remain very healthy today. I believe Farm Credit serves a critical role in financing U.S. agriculture, and my challenge to each of you is to 'tell the story' of Farm Credit every chance you have," Anthony said.

At each of the meetings, Nominating Committee Vice Chairman Jon Garnett of Spearman gave stockholders the opportunity to make nominations from the floor for two expiring director positions and for positions on the 2012 Nominating Committee.

In addition, door prize drawings were held at each meeting for a flat screen TV. The lucky winners were Randy and Mary Kay Bennett of Plainview; Justin Crownover of Dumas; and Paul and Evelyn Detten of Panhandle.



Top photo, Plainview meeting: Eddie and Phyllis Bryan; center photo, Dumas meeting: Former Amarillo PCA director Joe Everett, left, and Don Ponder; bottom photo, Amarillo meeting: Great Plain's Geary Mortimer, assistant vice president of lending, left, with Mikki and Gary Vance

## Tell us what you think!

Spurred on by the positive response of stockholders who attended, the Great Plains board, management and staff are already planning for the 2012 annual meetings, and we want your input. Please stop by your local office to share your ideas and opinions. Our goal is to raise this year's record stockholder attendance of 120 to 200.

# Great Plains Donation Establishes Fund to Assist Rural Fire Departments

In response to the wildfires that raged through the Texas Panhandle this spring and the imminent danger of more fires as heat and drought intensify over the summer, Great Plains Ag Credit teamed with the Panhandle Regional Planning Commission (PRPC) to establish the Panhandle Rural VFD Equipment Repair Fund, which provided assistance to 16 rural fire departments and volunteer firefighters in several counties across the Panhandle.

Between the amount that the association donated and personal contributions made by Great Plains Ag Credit staff and directors, the contribution totaled \$6,855. The money was used by the recipients to repair equipment needed to maintain readiness during fire season. Local volunteer fire departments that benefitted from the fund included:

<b>Clarendon</b>	<b>Gem City</b>	<b>Lefors</b>	<b>Samnorwood</b>
<b>Claude</b>	<b>Happy</b>	<b>Quitaque</b>	<b>Sanford</b>
<b>Farwell</b>	<b>Higgins</b>	<b>Randall</b>	<b>Timbercreek</b>
<b>Flomot</b>	<b>Howardwick</b>	<b>Rhea Hollene</b>	<b>Turkey</b>

Great Plains Ag Credit initiated the volunteer relief effort to show its support and appreciation for the deserving volunteers who risk their lives to preserve life, land and property for area residents, farmers and ranchers.

“The recent fires were devastating for so many people. We wanted to reach out and help our friends and neighbors,” said Great Plains CEO Tim McDonald. “Many fire departments suffered damage to their trucks and equipment during the wildfires, and Panhandle residents need the assurance that these volunteers are prepared for the increasing fire danger associated with ongoing, dry conditions.”



## Staff Service Awards

Congratulations to the following employees who were recognized at the 2011 annual stockholders' meeting for years of service to Farm Credit.

**FIVE YEARS** **Jill Graves**, customer service representative, Amarillo branch office  
**Sabra Snyder**, loan administrator, Amarillo branch office

**TEN YEARS** **Kay Conyers**, loan administrator, Dimmitt branch office  
**Don Dixon**, manager of insurance operations, Amarillo central office  
**Rebecca Huey**, credit operations manager, Amarillo central office  
**Tommy St. Clair**, assistant vice president, Friona branch office

**TWENTY YEARS** **Eddie York**, chief lending officer/branch manager, Amarillo branch office

**TWENTY-FIVE YEARS** **Harriett Burluson**, assistant vice president, Plainview branch office

# Meet Our Newest Team Members

**Casey Cook** joined Great Plains Ag Credit in December 2010 as the vice president of lending in the



Amarillo branch office. He has 10 years of agricultural lending experience and a lifetime of knowledge from growing up on his family's farming and ranching operation near Canadian, Texas. A graduate of Texas A&M University, Casey received a bachelor's degree in ag economics.

He and his wife, Stefani, have two children, Hadlee, 7, and Cade, 4. This young family is invested in the community as members of Saint Stephen United Methodist Church in Amarillo. In addition, Casey serves as the Panhandle area chair of the Texas A&M University College of Agriculture Development Council and is a committee member of 24 Hours in the Canyon, a local cancer benefit event.

If you haven't yet met Casey, you won't have long to wait. He's been busy contacting his newly assigned customer base since his first day.

**Erin Morgan** is a 2006 graduate of West Texas A&M University in Canyon with a bachelor's degree in agricultural business. When given the opportunity to join Great Plains Ag Credit as the credit and oversight manager last year, she took the opportunity to return to the Texas Panhandle.

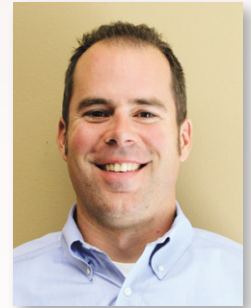


A veteran of Farm Credit, Erin came to Great Plains with five years of experience working for Heritage Land Bank and AgriLand, Farm Credit Services. With that experience,

Erin has been able to hit the ground running: She has quickly made herself an integral part of our loan approval process by providing structure and organization, and by sharing the type of innovative ideas we crave from our new employees.

Erin grew up in La Veta, Colo., where her family had a cow-calf operation and she was actively involved in showing cattle and horses with FFA and 4-H.

**Brad Thacker** joined the Great Plains lending team in May 2010 as an assistant vice president of lending. Brad has been a familiar face at the association, having previously worked for Farm Credit Leasing, a division of CoBank, where he shared office space with the Amarillo branch office.



He is a graduate of Texas Tech University and received dual bachelor's degrees in ag economics and business administration.

A native of Roaring Springs in Motley County, Texas, Brad's family owned a hardware-supply store and ran a small cow-calf operation. The effects of growing up in a small town have left their mark on Brad, as he has never met a stranger and knows how to make everyone around him feel special. With his high energy, pleasing personality and marketing skills, Brad brings contagious excitement to our lending team and the rest of our staff.

Brad and his wife, Weslyn, have two children, Charlee, 5, and Edee, 2.

**Lauren Winkelman** began as a credit analyst associate in January, but first came to us through a highly successful intern program that Great Plains coordinates through West Texas A&M University (WTAMU). While pursuing her bachelor's degree in accounting at WTAMU, Lauren worked with our credit analyst team for a semester and quickly made an impression on her teammates and management. She immediately joined the association following her graduation last December.



You won't hear anyone at Great Plains grumble about the "younger generation." We enjoy the vitality that this recent college graduate brings with her. Born in Dumas, Lauren is a graduate of Pampa High School. She has a fondness for animals and lives with two dogs, Lilly and Phoebe. With two sisters and a bushel of family in the area, we think she's pretty happy here on the Great Plains!