



The GATE POST

A CALL TO ARMS

we are high on Great Plains Ag Credit. We enjoy our jobs — the challenges, the pace. We enjoy serving the people who work in agriculture. But could you say we are satisfied? **HARDLY.**

The Board of Directors and management of Great Plains Ag Credit launched an initiative in August 2011 called **Commitment to Excellence**. Effective leaders know that success can breed complacency. “Good enough” isn’t in their vocabulary. **Commitment to Excellence** puts a new fire in our belly and builds the passion for what we do.

We know there are improvements that can be made to the delivery of our services. You’ve told us and we’ve heard you. In the next months, many of you may recognize changes to processes that were of concern to you.

Each day, we contribute our personal excellence and accountability to the organization. We believe in putting the goals of Great Plains Ag Credit before those of any group or individual. As a team, we can accomplish greatness.

Communication is a core value of this association. So is integrity, honesty, trust, transparency, and preservation of your confidential information. The future of agriculture is of the utmost importance to us and we embrace the opportunity to assist future generations in their endeavors.

Grow with us. Seize the opportunities this association provides for your operation. Be part of the excitement as we become the most recognizable and respected full-service agricultural lender in the area.

*“If it ain't broke, don't fix it' is the slogan of the complacent, the arrogant or the scared.
It's an excuse for inaction, a call to non-arms.”*

COLIN POWELL

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eeef Tips

By Loraine Anthony

Shopping List:

- 2 lbs. sirloin steak cut into bite-sized pieces
- 1 can (8 ounces) mushrooms with liquid (sometimes I omit and add more liquids)
- 1 package (1.3 ounces) Lipton's dried onion soup mix
- 1 can (10 3/4 ounces) golden mushroom soup, undiluted
- 1/2 c red wine (or substitute beef broth)

Place all ingredients in a 1 1/2-qt casserole and cover tightly. Bake at 325° for 3 hours. DO NOT UNCOVER!! Serve over mashed potatoes, rice or pasta.

Sometimes I will put in fresh mushrooms or a large sweet onion and increase the liquids.

Loraine and Dennis Anthony officially entered the "empty nest" phase of their lives this fall. Prior to that they had 4 daughters active in academics and athletics. Even as they one-at-a-time left for Texas Tech, it's no doubt that simple, no-fuss recipes such as Beef Tips were a great way to keep a traditional sit-down dinner doable in the Anthony household.

Loraine retired as a CPA upon the birth of their twins. Dennis serves as Chairman on the Great Plains Ag Credit Board of Directors. He and Loraine have been married for 28 years.

"I've always liked foods that are simple but homemade. My kids have actually said I am a good cook. They are not picky eaters; I think that is because they have been exposed to many different kinds of food."



Manage Your Cash

By Kasi Janssen



Cash is the fuel that powers your business. That's why Great Plains Ag Credit offers a wide range of products to help ensure your cash works hard for you.

Cash management products are designed to help you operate a smarter, stronger business and maximize your profit potential. They allow you greater flexibility in

managing your day to day operations.

At Great Plains Ag Credit, we want you to focus on what you do best—MANAGING AND GROWING YOUR BUSINESS.

Rather than spending your valuable time making trips to the bank for deposits or calling for daily balances, our cash management products can help you simplify your banking, improve your cash flow and enhance your return on funds. We offer these tools to help your business operate smoothly, efficiently and profitably.

Call me in the Amarillo office, 806.376.4669, and I will show you how an AgSweep account can benefit your operation...big or small. Or ask your loan officer about any of our cash management products today!

SUPPORTING THE FUTURE

In recent years, Great Plains Ag Credit has set forth several programs to support and involve young people in our area. The benefits of these programs are many faceted and bring a new generation of people closer to the

land, inform them about our industry and allow us to tell a new generation the Farm Credit story.

Read about what we are doing today and share the opportunities with the young people in your life.

A G BIZ PLANNER

Ag Biz Planner is an interactive, educational learning series designed specifically for YBS (young, beginning and small) farmers. The program is designed to benefit those new to farming or experienced producers interested in honing their business and financial management skills.

Great Plains Ag Credit will select five existing YBS borrowers, one from each branch office, to participate in the program which kicks off in September 2011 and continues through March 2012. During the six month program, the members will participate in three webinars and peer group sessions to allow participants to stay a step ahead of industry conditions, network with other producers within Great Plains Ag Credit's diverse territory, and build strong fundamentals in business and financial management.

Great Plains is committed to building a strong future with YBS borrowers. Ag Biz Planner will be a great way for these farmers to build a strong financial foundation and continue the strong presence of agriculture in the panhandle of Texas!

M ASTER MARKETER

Since 2006, Great Plains has sponsored our Young and Beginning Farmers & Ranchers in Master Marketer classes held in the area. The fee for the class is reimbursed upon completion of the four 2-day sessions.

This year's program will be held in Plainview, Texas, with session dates on January 17-19; February 1-2; February 15-16; and, February 29-March 1.

If you are a Great Plains Ag Credit customer, are either a Young or Beginning Farmer or Rancher and are interested in attending the 2012 Master Marketer program, please contact your lender or visit the website: <http://mastermarketer.tamu.edu/> or follow them on Facebook.

As defined by Farm Credit...

- **Young farmer** – a farmer, rancher or producer who is age 35 or younger
- **Beginning farmer** – a farmer, rancher or producer who has 10 years or less farming, ranching experience

The Farm Credit and Great Plains Ag Credit Scholarship

Through the generosity of our funding bank in Austin, we are pleased to co-fund a scholarship to benefit students at **West Texas A & M University**. Annually, the monies from this fund are distributed among the College of Agriculture, Science and Engineering; the College of Business; and the College Assistance Migrant Program .

We are very interested in helping the children and grandchildren of our stockholders. If your student is enrolled in one of these programs and has applied for scholarship assistance, please CONTACT US before February 2, 2012 so we can add them to the short list of possible recipients.

GREAT PLAINS AG CREDIT Student Board of Directors

Beginning in 2007, Great Plains has worked with diverse groups of students from West Texas A & M University through our Student Board of Directors.

Through monthly meetings, students review actual board reports with management to gain an understanding of director responsibilities, as well as, an overview of business strategic planning as it applies to a financial institution.

In addition, members of the student board take part in a project. The project culminates in a presentation to the Great Plains Board of Directors at their April meeting.

Applications are due by October 15th. The interview and selection process will be held the following week. The first meeting is scheduled for the week of November 15th.



AG CREDIT

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Beef Financial Management CONFERENCE



Amarillo, Texas
2011

cpe-conference.com

GREAT PLAINS AG CREDIT invites all
Feedlot Operators and Cattlemen
to this informative FREE conference.

Thursday, October 6, 2011
8:30 a.m. to 4:00 p.m.
Ambassador Hotel
3100 Interstate 40 West
Amarillo, Texas 79102

Seminar participants will qualify for CPE credit
through NASBA.



Topics Include:

- ★ The Drought and its Economic Impact
- ★ Estate Planning Considerations
- ★ Cattle, Grain, and Ethanol Outlook
- ★ Risk Management Strategies
- ★ Legislative Update

Sponsored by:

Great Plains Ag Credit ~ CIH, LLC
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