

# THE BRAND

The Newsletter for the Farm Credit of New Mexico Community | Winter 2011 | Vol. 8 Issue 2

## SUPPORTING OUR COMMUNITIES

By Shacey Sullivan, Assistant Vice President and Director of Marketing

Community involvement is nothing new at Farm Credit of New Mexico; it is a long held tradition. In the cooperative spirit, being involved is a significant part of our day to day operations. Having the benefit of living and doing business in strong and healthy communities, state, and agricultural industry is imperative. We not only feel that giving monetarily is important, but also giving our time and talent as individuals is vital.

We have 27 employees who give their time and talents in and outside of work. In fact, this year alone, our employees have spent 6,570 hours volunteering, which is over 821 work days or 164 work weeks spent volunteering. It would take one person working 40 hours a week 3 years, with no vacation, to volunteer this much. Employees gave their time to 87 different groups including statewide agriculture groups, groups that work on curing disease and supporting those living with disease, church and faith based groups, helping seniors and homeless, and state and local youth groups including: sports, agriculture, and special needs groups.

Some of the things we do as a company include the Educational Institute, which is held bi-annually in conjunction with New Mexico Farm and Livestock Bureau and New Mexico Beef Council. The Institute is designed to help young farmers and ranchers

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The 2010 NMSF Queen, Jessica Burson and Cary Crist (Clovis Office) at this years NM state fair sale.



Clarissa Shiver (Administrative Office) hard at work running the computer at the New Mexico Junior Livestock Foundations Evening Out West.

## SUPPORTING OUR COMMUNITIES CONTINUED

throughout the state of New Mexico become more efficient producers of agricultural commodities. A bi-annual training session is held over two days that provides the participants with knowledge and instructions to help them prosper in the Ag industry. Ninety-three young producers have participated in the program over the past 6 years.

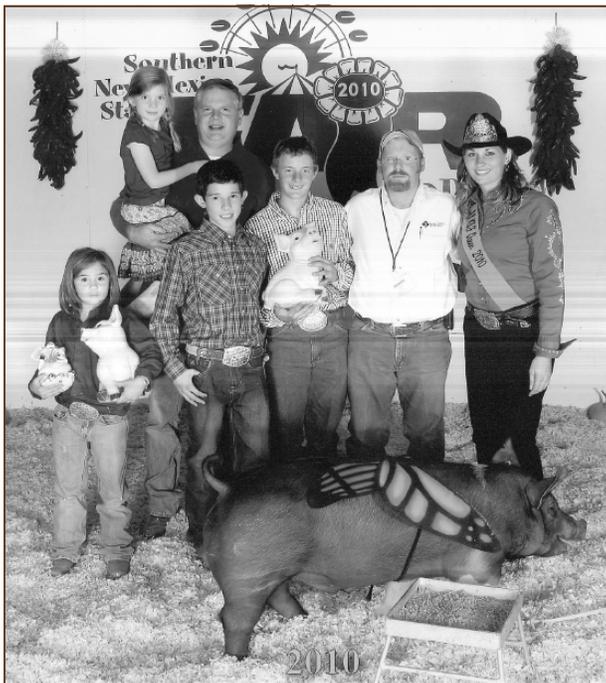
A scholarship endowment at New Mexico State University was established in 2005 with \$250,000. The

endowment funds a scholarship for Farm Credit of New Mexico members' children and grandchildren who attend the University. It provides \$2,000 annual scholarships (for undergraduate students majoring in any subject, who are full-time sophomores, juniors, or seniors with a 2.5 minimum grade point average.) The first scholarship was awarded in the fall 2006. To date 19 scholarships totaling \$42,000 have been awarded.

Farm Credit of New Mexico is a

constant buyer at the county and state fair junior livestock sales around the state. This year alone over \$109,000 was spent throughout the state. Animals were purchased at 24 sales.

Supporting our communities and industry has and will continue to be a priority for Farm Credit of New Mexico and our employees.



*The Las Cruces branch stays busy helping at the SNM fair. Scott Bailey is the Assistant Sheep Superintendent and during the animal sale, the office staff runs the non-alcoholic drink station, registration, and serves as runners throughout the night as needed.*

### AG COMMUNITY CALENDAR

December 24	FCNM Closed for Christmas
January 3	FCNM Closed for New Years
January 13-14	Southwest Hay Conference, Ruidoso
Jan 31-Feb 1	New Mexico Chile Conference, Las Cruces
February 8	Ag Fest, Santa Fe
February 22-23	Ag Expo, Portales
March 6-9	Western Pecan Conference, Las Cruces
April 28-29	Women in Agriculture Leadership Conference, Albuquerque
June 10-11	Dairy Producers of NM Convention, Ruidoso

## RISK BASED PRICING

*By Alfred Porter Jr., President and Chief Executive Officer*

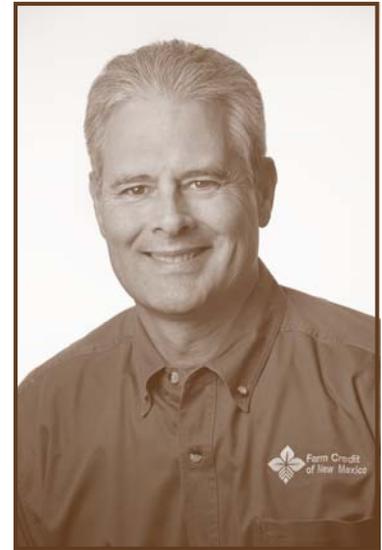
As many of you may have read, due to difficult economic times this great nation is facing, financial institutions across the country are being asked by their regulators to price loans according to risk. Farm Credit of New Mexico is no exception and therefore we have implemented changes in assessing risk which may ultimately affect the pricing of a loan(s).

Effective November 1, 2010, Farm Credit of New Mexico adopted a new pricing program that aligns financial risk as well as collateral risk in loan pricing. Over the next twelve months, all loans in our portfolio will be transitioned to this new program. All existing fixed rate loans will not be affected under this program.

The Association still believes in giving the best service and the best rate we can to our customer base. Changes in regulatory standards are very hard to take, but our Association does the best we can to balance the requirements that are placed on us and the needs of our customers.

I'm sure you may have questions in regard to the new program, so please feel free to contact your branch or loan officer and we will be glad to assist you.

Farm Credit of New Mexico thanks you again for your continued support and for making us an important part of the agricultural economy in the areas we serve. Although we are all



*Al Porter*

facing these changes, we continue to be focused on our mission: Growing Success, One Relationship at a Time.

## KENNETH W. SHAW RE-ELECTED TO U.S. AGBANK BOARD

Kenneth W. Shaw has been re-elected to Seat 14 (Region II – New Mexico) of the the U.S. AgBank, FCB Board of Directors by having received 100% of the total votes cast for this Seat. Mr. Shaw resides in Mountainair, New

Mexico and is a member of Farm Credit of New Mexico, ACA.

He will serve a three-year term which begin October 1, 2010.

## NOTICE

In accordance with Farm Credit Administration (FCA) regulations, our Annual Report to Shareholders will be published on our website when the report is sent electronically to the FCA (within 75 calendar days from December 31). A paper copy will be sent to you within 90 days after December 31.



The Brand | FARM CREDIT OF NEW MEXICO

September 13, 2010

Dear Farm Credit,

Thank you so much for the scholarship! It is difficult to maintain a job with my school schedule, so this definitely helps! I also really enjoyed the Educational Institute, I learned a lot and got to meet some really great people.

Thanks again,  
Erin Crumbley



Shane Hall (Roswell Office) donates his auctioneering skills to help many groups.