



Premier Farm Credit

The Gold Standard in Ag Lending | PREMIERACA.com

AGFORUM

PUBLISHED FOR THE MEMBERS & FRIENDS OF
PREMIER FARM CREDIT

APRIL 2025

THIS ISSUE

RECIPE.....	P. 2
DIRECTOR ELECTIONS	P. 3
COBANK FRAUDWISE	P. 3
LAND VALUE TRENDS	P. 4
AG HALL OF FAME.....	P. 5
SCHOLARSHIPS	P. 5
PRESIDENT MESSAGE	P. 6

BOARD OF DIRECTORS

BECKY LENZ
CHAIR
HOLYOKE

RANDY KIRKWOOD
VICE CHAIR
FLEMING

TERRESA LAUCK
FORT MORGAN

ANDY GERKEN
FORT MORGAN

ROD BOERNER
FLEMING

LISA SHINN
STERLING

LEO STIEB, JR.
ILIFF

MARK OESTMAN
ECKLEY

RYAN GODSEY
WRAY

MIKE BROWNELL
OUTSIDE DIRECTOR
FLEMING

LYNDSEY GRAVES
OUTSIDE DIRECTOR &
FINANCIAL EXPERT
KEARNEY, NE



WE'VE DELIVERED \$7.25 MILLION IN PATRONAGE BACK TO OUR MEMBER-OWNERS

Premier Farm Credit is pleased to announce that it paid a record \$7.25 million in patronage dividends to its member-owners in 2025. This dividend was distributed to eligible members across six counties in northeast Colorado. This marks over 25 years of continuous patronage dividend payments, demonstrating the cooperative's unwavering dedication to its members.

"At Premier Farm Credit, we pride ourselves on our strong commitment to our member-owners and their operations," said Chris Hornung, CEO of Premier Farm Credit. "The patronage dividend is a testament to the financial strength and stability of our cooperative. We look forward to once again sharing our success with those who make it all possible."

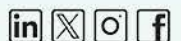
Rebecca Lenz, Premier Farm Credit Board Chair, added, "The consistent payment of patronage dividends for 28 consecutive years and over \$94 million returned underscores the association's dedication to its member-owners. Our success is their success, and we are proud to continue providing financial benefits that support their agricultural businesses and communities throughout northeast Colorado where our members live and work."

With input costs on the rise for producers, Premier Farm Credit recognizes the need for extra capital to support its members. The patronage dividend distribution has helped alleviate some of the financial pressures faced by its member-owners, allowing them to invest in their operations and continue thriving in a challenging economic environment.



STERLING
HOLYOKE
YUMA
FT. MORGAN
INSURANCE

970.522.2330
970.854.3585
970.848.5839
970.867.4966
970.522.5295



PREMIERACA.COM

facebook.com/premieraca

x.com/premieraca

instagram.com/@premierfarmcredit



YEARS OF SERVICE MILESTONES

JANUARY

Phyllis Luft, 41 years

FEBRUARY

Jeff Schumacher, 33 years

Ryan Lebsack, 11 years

MARCH

Lee Salyards, 3 years

Kevin Wright, 7 years

APRIL

Chris Hornung, 19 years

*Welcome,
Curtis Schroetlin!*



We are pleased to announce that Curt has started as Loan Officer in Sterling. He grew up on a farm in the Holyoke area and received a BS in Agricultural Business and a BS in Soil and Crop Sciences from CSU. He

currently resides in Sterling and previously worked at Centennial Conservation District and Helena Agri-Enterprises. We are excited to have Curt join the team!

*Welcome,
Kobryn Mann!*



Our intern from last summer joined the Yuma Lending Team as a Loan Officer Trainee. He graduated from Fort Hays State University with a bachelor's degree in business administration with a banking concentration. We

are thankful to have Kobryn at Premier!

*Welcome,
Kris Beckers!*



We are thankful Kris Beckers joined our team as a Senior Capital Markets Analyst. She comes to the team with a wealth of experience in commercial banking and capital markets. Kris will work remote from Minnesota, and

we appreciate her expertise at PFC.

MONKEY BREAD RECIPE

Recipe by **Vanessa Hernandez** - Credit Support Specialist, Sterling Lending Office



INGREDIENTS

- 24 Rhodes Bake N Serve frozen dinner rolls
- 1 box of Jell-O Cook & Serve Butterscotch pudding & pie filling mix (3.5 oz box)
- ½ cup of butter
- ¾ cup of brown sugar
- ¾ tsp of cinnamon



DIRECTIONS

- Spray bundt pan with nonstick cooking spray.
- Arrange frozen rolls evenly in the bundt cake pan.
- Sprinkle the butterscotch Jell-O mix over rolls.
- Cook butter, brown sugar, and cinnamon in a separate pan on low heat until the brown sugar is dissolved and mixture bubbles.
- Once the mixture is done, pour over the frozen rolls.
- Cover the top of the bundt pan tightly with foil, and let the frozen rolls rise (6-8 hours).
- When rolls have risen in the pan, remove foil and cook at 350 degrees for 25-30 minutes. Enjoy!

**It's no question of IF
it will hail in Northeast Colorado,
but WHEN will it hail?**

**GET AHOLD OF
KEVIN OR CARRIE AT
970-522-2330**

**To make sure your crops are covered
with a crop-hail policy**



DON'T FALL VICTIM TO ROBOCALLS AND TEXTS

— FROM COBANK FRAUDWISE

Avoid becoming a victim of robocall – and robotext – scams, which can be a serious threat to privacy and are growing to a \$10 billion a year industry. If you answer the phone and hear a recorded message instead of a live person, it is a robocall. If you're getting a high number of robocalls trying to sell you something, odds are the calls are illegal and, most likely, a scam.

Today we will go through tips on how to handle robocalls and robotexts.

A good rule of thumb is to not answer calls from unknown numbers. Fraudsters are experts in spoofing real numbers or making numbers look familiar so you will be more likely to answer.

Of course, if you do answer a call and hear a recorded message, simply hang up. Do not press any numbers and don't speak. Responding to the call in any way indicates a live number and the scammers will continue to target you.

Whether you hear a recorded message or connect with a live person, it is of critical importance to not provide any personal information over the phone. You should never provide personal information including name, birth date, address, Social Security Number, account numbers, zip code, maiden name, children's names, or other information that might be a security risk. Try not to respond with a "yes" or "no" because that can be recorded and reused. If you must respond, you should only answer questions with a "who's calling" or "how did you get this number?"

If you receive a robotext message, do not respond to the message, click on links or call the number back. This will confirm your number with the scammer and open you up to increased harassment.

Fraudsters are especially quick to target people that are more susceptible to scams, such as older people and young kids. It is

important to help educate your family on the common types of scams and what they should do if they suspect they are a target. Common scams include grandparents scam, overpayment scams, fake job offers, lottery, or inheritance scams. These types of scams are often presented as "too good to be true" scenarios that will ask for or offer money to obtain bank information or Social Security Numbers.

Avoiding roboscams all together is unlikely because fraudsters simply don't care about things like Do Not Call lists or complying with regulations. However, you can help reduce the volume of these calls by turning on a telemarketing or a spam call blocker on your phone.

This has been CoBank's Fraud Wise. Helping YOU avoid becoming a victim of fraud. For more information about these and other types of fraud, visit cobank.com/slashsecurity.

DIRECTOR ELECTION RESULTS

Congratulations to the following:



**BECKY
LENZ**



**TERRESA
LAUCK**



**LEO
STIEB JR**

Becky Lenz, Teresa Lauck, Leo Stieb, Jr. who were re-elected as our Board of Directors. Thank you to Jeffrey Koester, Kolton Kembel, and Caleb Schultz who also ran as candidates for the Board. We appreciate our members taking the time to vote.

WE'RE UPDATING OUR PHONE SYSTEMS

PLEASE SAVE THE FOLLOWING PHONE
NUMBERS FOR EACH LOCATION:

Sterling Lending Office:
970-522-2330 or 800-585-2338

Yuma Lending Office:
970-848-5839 or 800-698-5341

Fort Morgan Lending Office:
970-867-4966 or 877-650-8239

Holyoke Lending Office:
970-522-2330 or 800-585-2338

Sterling Admin Office:
970-522-5295 or 877-650-8240

PREMIER FARM CREDIT'S VISION:

We will be recognized as the premier agricultural lender that offers reliable and consistent credit and related services. We will provide stockholders cost-effective financial solutions, superior service and value of ownership.

PREMIER FARM CREDIT'S CORE VALUES:

- Commitment to Agriculture & Rural America
- Success of our Member-Owners
- Stockholder Ownership & Control
- Commitment to Excellent Customer Service



LAND VALUE TRENDS IN NORTHEAST COLORADO



Land values fluctuate each year. The overall number of land sales in northeast Colorado was down last year. Our team at Premier Farm Credit keeps track of land values and trends in our six-county region. Look at the trends:

	2019/2020	2020/2021	2021/2022	2022/2023	2023/2024	% Change 2022/2023 - 2023/2024	% Change 2019/2020 - 2023/2024
Sprinkler Irrigated							
- Phillips & Yuma Counties	\$5,927	\$5,706	\$6,095	\$6,244	\$6,123	-2%	3%
- Morgan County	\$7,367	\$7,840	\$6,158	\$10,021	\$8,897	-11%	21%
- Logan County	\$4,953	\$6,047	\$8,735	\$9,636	\$8,746	-9%	77%
Dry Cropland							
- Phillips County	\$1,457	\$1,422	\$1,599	\$1,872	\$1,990	6%	37%
- Sedgwick County	\$1,170	\$1,384	\$1,617	\$1,901	\$1,822	-4%	56%
- Logan County	\$1,128	\$1,091	\$1,143	\$1,310	\$1,022	-22%	-9%
- Washington County	\$1,136	\$1,077	\$1,269	\$1,336	\$1,266	-5%	11%
- Yuma County	\$1,499	\$1,515	\$1,773	\$1,665	\$1,546	-7%	3%
- Morgan County	\$1,519	\$1,315	\$1,015	\$1,172	\$1,348	15%	-11%
Pasture							
- Eastern Territory	\$727	\$826	\$913	\$936	\$810	-13%	11%
- Western Territory	\$700	\$688	\$909	\$790	\$711	-10%	2%

SPRINKLER IRRIGATED VALUES

Sprinkler irrigated cropland values have steadily increased in recent years. All counties have seen a relative increase, except for Yuma County, over the last three-to-five-year period, with some ups and downs throughout the analysis. The decline in values in Morgan County in the 2021-22 timeframe may have been due to more frequent sales in the Kiowa-Bijou basin in recent years, rather than more sales with good quality irrigation water. The two terms after this period in Morgan County have seen more sales with better quality water and is evidenced by the increase in sales price per acre. Water rights/supply will continue to be the major driver of irrigated land values. Changes within the Republican River Basin, if any, could impact irrigated land values substantially. The Republican River Water Conservancy District has mentioned within the next four to ten years, they will be decreasing the number of wells used so that they can meet their obligation to Kansas and Nebraska, as well as increasing their fees associated with the land in the district. This could impact values negatively in the immediate years, and positively in the long run. There is no current sales information available to support an adjustment for RRWCD water concerns. This information may take a few years for a potential benefit of conservation efforts to be reflected in the market. Increasing dairy influence in Morgan and possibly Logan County is likely to keep upward pressure on irrigated values.

DRY CROPLAND VALUES

While dry cropland values in most areas of the territory have retracted from their all-time highs from 2014-2015, the rate of decline has slowed, if not stopped. All counties except Logan and Morgan County have seen an overall increase in dry cropland values in the past five years, while each of the counties has shown both ups and downs during the analyzed time frame.

PASTURE VALUES

Pasture values have increased for the most part over the past five years across the entire territory. The trend appears to level off overall, with some areas seeing larger increases and/or decreases depending on the area, and there is a consistency in the average values throughout the territory. There is still adequate demand as operators continue to seek grass for the expansion of existing operations.

CONCLUSION

As noted throughout the report, buyers are becoming more selective and marginal properties seem to show the sharpest declines in value. On the contrary, top quality land in certain areas shows little to no decline in value, while some areas with quality land have seen increases since the previous analysis. Within the most recent two terms, and especially the second half of each term respectively, the wet spring and early summer throughout the territory have likely improved many buyers' outlook and may have influenced sales prices in a positive manner. Many well-established operators still seek to increase their land base for future generations that have returned to the family farm in recent years.

Premier Farm Credit has three certified and experienced appraisers. If you or someone you know needs agricultural land appraised, please reach out to our appraisal team at 970-848-5839.

AG HALL OF FAME



Senior Loan Officer **Garrett Seymour** and Board Member **Mark Oestman** congratulate former Colorado Commissioner of Agriculture Don Brown as he is inducted in the 2025 Colorado Ag Hall of Fame.

GROW YOUR FUTURE FORUM



This year's Grow Your Future Forum took place in Salt Lake City. Farm Credit Associations in the CoBank District organized this forum to help young, beginning, and small farmers and ranchers enhance their business acumen while building relationships and learning from other producers from around the country. We are thankful for Senior Loan Officer, **Andy Piel**, and customers **Nate Northup**, **Seth Thompson**, and **Dallas**

and **Tara Welp** attended the sessions and tours with him representing Premier Farm Credit.



You're invited to join us Thursday, June 12 at Sky Ranch Golf Course in Sterling for a 4-person scramble with lunch to follow. Registration is at 8 AM and shotgun start begins at 9 am. Men and women are both welcome to play, and you don't need a full team to sign up.

**SIGN UP AT STERLING LENDING OFFICE
OR CALL 970-522-2330
TO JOIN IN ON THIS FREE EVENT!**

2025 SCHOLARSHIP WINNERS

After reviewing several excellent applications, the scholarship committee selected the following individuals to receive PFC scholarships:



Eli Kalous is graduating from Wiggins High School and is planning to major in Agricultural Business at Northeastern Junior College. He is the son of Matt and Heather Kalous.



Jaylyn Kechter is graduating from Idalia High School and is planning to attend Nelson University and major in Human Services. She is the daughter of Toby and Brianne Kechter and granddaughter of Robert and Brenda Kechter.



Madelyn Willeke is graduating from Otis High School and is planning to attend University of Colorado, Boulder and major in Integrative Physiology. She is the daughter of Jordan and Jennifer Willeke.



Addison Oliver is graduating from Revere High School and is planning to attend Kansas State University and major in Agricultural Education. She is the daughter of Ryan and Jessica Oliver.

Premier offers four \$1,000 scholarships to students who have not yet obtained their undergraduate degree. Selection is based on academic aptitude, vocational promise, personal attributes, leadership and financial need. Applicants must be a child or grandchild of a current stockholder or be a current stockholder themselves. Children or grandchildren of employees or Board members are not eligible.

SAVE THE DATE

**JUNE 24TH
& JULY 1ST**

We hope you will join us for one of our two customer appreciation steak-fry events.

Come out for food and fellowship on June 24th at Skyview Garage in Yuma or on July 1st at Riverview Event Center in Brush.





**Premier
Farm Credit**

202 Poplar | PO Box 1785
Sterling, CO 80751
970.522.5295 ph
970.522.6584 fax
www.premieraca.com



CHRIS HORNUNG

PRESIDENT'S MESSAGE

As we reflect on the past year, we are proud to highlight a key benefit that sets our cooperative apart—patronage. For over 28 consecutive years, our Association has been committed to paying patronage, a vital way of sharing our success directly with you, our valued members. We achieved a new milestone this past year, paying a record patronage this spring, a testament to the strength of our Association and the trust you place in us.

The patronage we pay provides meaningful value, not only enhancing the financial well-being of you, our members, but it also supports the businesses and communities where you live and work. This cooperative advantage sets us apart in an increasingly competitive marketplace, and we are proud to continue this tradition. Our ability to return profits to you demonstrates our commitment to reinvesting in the success of our membership and ensuring the long-term sustainability of our cooperative. Our Board of Directors and management team make it a priority to provide meaningful patronage while also providing an Association that is stable and well-capitalized, so that we have the strength to weather the downturns and serve our members no matter what the current economic situation is.

Through the Farm Credit System, we benefit from a network that is specifically designed to help agriculture thrive. Our ability to pay patronage is made possible by the strength of the system's cooperative model, where the success of our cooperative is shared directly with those who make it possible—our members. This unique structure allows us to provide competitive rates, flexible terms, and exceptional services that support the growth and sustainability of your operations.

As we look ahead, we encourage you to share the benefits of our membership with fellow agriculture producers in your area. Your voice is one of our most powerful tools for growth—by promoting the value of our cooperative, including the patronage program, competitive financial services, and our commitment to agriculture, you help strengthen our Association for the future. Together, we can continue building a cooperative that supports more producers, grows our Association, and ensures the continued success of the rural communities we are proud to live in.

We extend our sincere gratitude to each of you for your continued business and unwavering loyalty. Thank you for being an integral part of our cooperative family. We look forward to many more years of shared success!

Thank you for your continued business and support.

— Chris Hornung, President and CEO