When a ranch has been in a family for more than one generation, it tends to be more than just a ranch. These properties have special heartstrings attached to them, and rightfully so! Whether the family is still ranching, the property is leased for cattle grazing, crops, or hunting, or the family uses it for recreation, these ranches have far more than just monetary value.

As mineral managers, our goal is to maximize revenue for our clients. Our farm and ranch managers have optimization in mind as well, and they tailor their plans to suit the desires of the client. There are synergies between how we deliver both our services. We optimize revenue, serve and protect our clients, and are good stewards of the land for future generations. For all of these reasons, there are great business partnerships that exist here at Farmers National Company.

One of the best examples of this is a timber property. The lands have been in the family for three generations and is a heartstring asset. The timber itself is a profitable commodity, there are hunting leases on the property, and the largest source of income is the oil and gas operations. While we want oil and gas operations on the property, it would not be prudent to allow the operator to just build roads, pipelines, and pad sites through the middle of the property where they would destroy trees and interfere with the active timber operations. The hunting must also be coordinated with the timber operations for safety reasons.

Another example is ranchlands that have been in the family for 100 years. They have always run cattle on the lands, but they want to retire. They still need the income, but don’t want the hard work anymore. Farmers National Company offers full services for ranch and cattle operations. The oil and gas team can work with the farm and ranch team to be sure oil and gas income is optimized, while also protecting the cattle operations. Efforts are coordinated to ensure cattle guards are properly placed, lease roads are maintained and in mutually beneficial locations, and especially if crops are present, proper damages are calculated.

Having a qualified team working together to resolve issues such as environmental matters, location, payment for damages, and easement and right of ways can pay big dividends to our clients, not only in the form of dollars, but in peace of mind knowing that their ancestors would be proud. If you own both surface and minerals and don’t already have a mineral manager and a farm and ranch manager, please contact us. We can help with optimization of your assets, and we care about your heartstrings!
Three years ago Farmers National Company opened its first Texas oil and gas office. Since that time, the office has grown by leaps and bounds every year. The outstanding staff is profiled below:

**Melody Martinez, CPL, Assistant Vice President, Mineral Manager**
Melody graduated from the University of Texas at Arlington with a degree in management and minor in economics. She brings a wealth of knowledge having completed trust school and TCU’s Energy Institute in addition to 13 years with JPMorgan Chase Bank, NA and its predecessor Bank One. Melody manages a large diverse portfolio of clients including, but not limited to, individuals, non-profits, universities, hospitals, partnerships, and financial institutions. She is also a Certified Professional Landman (CPL) which is the most prestigious designation a landman can earn in the energy industry.

**Regina Graves, Assistant Mineral Manager**
Regina joined Farmers National Company in 2009 following 19 years with JPMorgan Chase Bank, NA specializing in farm and ranch. In addition to the 29 years of accounting experience, she brings her excellent research skills and impeccable attention to detail. Her skills and experience are complemented by the outstanding service she provides to the customers she serves.

**Melissa Montanez, Senior Assistant Mineral Manager**
Melissa brings a wealth of experience having spent 22 years with JPMorgan Chase Bank, NA including specialty trust assets real estate and oil and gas. Melissa’s forward thinking and efforts towards efficiencies have improved many processes including account opening, record retention, and account audits. Her positive attitude and outstanding service is consistently applauded by all of the customers she serves.

**Chay Jackson, RPL, Regional Leasing Manager**
Chay came to Farmers National Company with extensive industry knowledge and experience from the exploration and production side of the industry. Chay spent six years leasing and working title projects for many major oil and gas plays across the country. He currently specializes in the Permian Basin in West Texas and New Mexico, but handles leasing nationwide for clients of the Fort Worth office. Chay is a Registered Professional Landman (RPL), a distinguished designation in the industry. His title and leasing experience have made him an invaluable asset to FNC and all of the clients we serve.

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**Farmers National Company Services Include:**
- Oil and Gas Management
- Farm and Ranch Management • Real Estate Sales • Auctions • Appraisals • Consultations • Insurance
- Forest Resource Management • Lake Management • National Hunting Leases • FNC Ag Stock

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For additional information, please visit our website...

www.FarmersNational.com

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