

TRANSCRIPT: MARK HUMPHREY INTERVIEW

Mr. Mark Humphrey · President of the Houston area of Prosperity Bank

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An interview with Mr. Mark Humphrey, President of the Houston area of Prosperity Bank. Humphrey is a 1982 graduate from Texas A&M and an inducted member of the Tyrus R. Timm Honor Registry.

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Could you please introduce yourself and tell us a little about your career?

Howdy, my name is Mark Humphrey. I'm a Class of 1982 graduate of agricultural economics. My family is a long line of Aggies with my grandfather and father both graduating from A&M. My dad was Class of '50. He also got a agricultural economics degree. In 1982 after graduation, I accepted a intern position with the Federal Intermediate Credit bank in Austin, and upon completion of the training, I took a full-time position in El Campo for the Production Credit Association, where I served as a agricultural lender for, for several years. In 1986, I went to work for Prosperity Bank in, in Edna, and we were a one-bank holding company with 50 million in assets, Texas-based, and since the past 20 years, we've grown that to a 20 billion dollar Texas banking franchise with banks in Texas and Oklahoma and about 20 billion in assets. Professional career has been very rewarding and rewarding personally. It's been, been a lot of fun. I serve as the chairman of the Bryan-College Station banking centers on management committee and senior loan committee.

Can you describe your early career?

Early in my career with the Farm Credit, Credit System, very gratifying. I remember getting out and sweeping the front porch and changing, changing light bulbs as part of my duties. I've always believed that... never ask anybody to do something in work that you wouldn't do yourself. Getting to know the different farmers in the area and the ranchers. It was a great group of people. A lot of those were former students of Texas A&M and a very high quality type of individual, and got to learn the, you know, the Farm Credit System and how to loan money to farmers and ranchers. Very gratifying.

Could you tell us a little about your experiences at Texas A&M?

My experiences at Texas A&M were a lot of fun and a lot of hard work. First, I guess in the ag department, it was a very, very good department, very caring. Of course, you knew that there was a job to be done. The professors were there to give you an education and get you prepared once you graduated and left A&M. I lived in the Moses hall for all four years and made a lot of really good friends. We still get together over the, over the years annually, and it's our 32nd year to have a... our golf tournament. We meet on a Friday and play golf for a weekend. At... living on campus, we participated in intramural sports a lot. Won 2 all-university championships, Class A, and I served as a social chairman in the dorms, so you need to start, start working on your class work early and not doing like I did.

How were you able to manage time for family, work and other priorities throughout your career?

Managing time throughout your career is probably one of the more difficult tasks to manage. Starting out early, you want to get to work early, stay late, work harder than everybody else to get ahead in your career, but your your family life suffers. You need to work and, and not let that happen. I was guilty of that in my early years over, over time I've learned to, to manage those a lot better. You also have your civic duties and, and helping the community and... to be a better place, but it's something you really have to, to strive and work at and not let one of the areas, you know, consume too much of your time.

In your opinion, what does it take to achieve success?

To achieve success, I'll let you know when I get there, but it's, you know, it's defined differently by different people. Some people, you know, define the success if you're successful in business, others will consider family, others will consider doing, you know, good things for other people, but you know it's a balance. You have to work hard. Everybody's out there to get ahead and... you know hard work, doing the right thing, being honorable. Be a person of your word, and... you know something you worked hard to, and success will come if you stick with it.

What advice do you have for students of Agricultural Economics?

My advice to the current agricultural economics students would be to start, you know, start working hard on your grades immediately. You know, put it, put in your effort. A part time job within your, your major

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would be good. You need to determine what you want to do when you get, when you get your degree and graduate from A&M, and a good way to do that is through, through different jobs and trying to find out where your interests are. I didn't know what I really wanted to do when, when I graduated from A&M but I was good in finance and math and economics, and so they can kind of...It's where I ended up. I enjoy it. and you always want to find something you enjoy because you'll be doing it the rest of your life, and it's not just a paycheck. It's something you enjoy doing.

What are your thoughts on being selected to the Tyrus R. Timm Honor Registry?

Being selected to the Tyrus Timm honorary registry is a great award. I'm very humbled. There's a lot of, a lot of peers that I've known that are in the, in the registry. It's very flattering. Just, just a great honor and I'm very proud to be a part of the registry.

Is there anything else you would like to add?

That's a good one. It's, you know, I enjoyed my time at A&M. The ag eco department gave me a broad, broad degree to make me employable when I got, got out of A&M. You know, always work hard, do you best, you know, be a person of integrity, and the Aggie Network is alive and well out there and gig'em.

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