

# TRANSCRIPT: MARK MILLER INTERVIEW

Mark Miller · CEO & President, Texas Farm Credit

---

## TRANSCRIPT

An interview with Mr. Mark Miller, CEO & President of Texas Farm Credit. Miller is a 1987 graduate from Texas A&M and an inducted member of the Tyrus R. Timm Honor Registry.

This video was posted June 20, 2016 on the Tyrus R. Timm Registry YouTube Channel.

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

I'm Mark Miller. I'm with Texas Farm Credit, it's part of the Farm Credit system. We have offices scattered from basically Del Rio to San Antonio to Houston, and then Houston up towards Waco through the Dallas-Fort Worth Metroplex, up to Red River, and everything East of that line and South of that line. And so, we cover about 100 counties with 20 offices.

Can you tell us about your experiences at Texas A&M and what you value the most?

My most valuable experience at Texas A&M was probably taking the 425 class that we're here judging today. I had an incredible education here, felt like, with great accounting courses and finance courses and business courses, marketing courses, and production courses. But really until I was able to bring it all together and, and have this capstone course to tie them all together, I really didn't understand how they fit. And I really, I really feel like this is probably the most valuable class I had while I was here and although it didn't take up the full time I was here, it took up a full year, and I was able to work for Dr. Rister during the time, from the time I got here basically to after I graduated. And I just feel like that work with him in this class was a highlight of my college career.

Do you have any advice for AgEc student who are about to graduate and start their careers?

Find something you're passionate about. It might not be what you think you're passionate about. I thought my passion was actually row crop farming in South Texas. And I had the opportunity to try that, and as it turned out, that really wasn't my passion. My passion was lending money to the farmers who did do that. And I feel like if you're passionate about something, there's a much higher likelihood of success than if it's something that you're not that passionate about.

Besides hard work, what does it take to achieve success?

Success is, I guess achieved in different ways. As I look back how I achieved what I achieved, I'm not sure I'd be considered successful. But, if you look back at my career, I feel like I've had the opportunity to, early on, know that I had a moral compass and knew how to head it in the North direction. I feel like I was ingrained in me early on that you're a small piece that everybody associated with. I feel like I learned early on that, that you had to have an extremely long, hard work ethic, but at the same time have a work-life balance. So, when you work hard, work hard or you're not working, take it just as much energy for your life. I also learned that if there's a problem out there that needs to be taken care of, you need to be willing to roll up your sleeves and get the job done yourself if it can't be done without you. And not being part of the problem but be part of the solution. I also learned that if you can hire really good people that are smarter than you are and they can do the job better than you can, then stand back and let them do the job and they'll make you successful. I guess that's kind of how I found where I am today.

Mr. Mark Miller | Transcript  
Tyrus R. Timm Honor Registry | Department of Agricultural Economics | Texas A&M University

What has been the biggest challenge of your career, and how have you faced it?

I guess the biggest challenge I've face in my career was a merger we went through in 2010. It was a difficult situation, there was employee issues, there were, there were member issues. We had to go through some things and do some things I've never been faced with before, and I've been in the organization and in management position for a number of years but really was through good times. And that merger really taught me that, that although you can be passionate about something and although you can love it and be successful at it on a normal day, there's going to be times that you have to do things you don't enjoy. And I think, I think that was one of the toughest times in my career, was having to do a lot of things that, that needed to be done, they were the right things to do but they weren't any fun.

Is there anything else you would like to add?

Gig 'em!

Thanks for watching!

Mr. Mark Miller | Transcript  
Tyrus R. Timm Honor Registry | Department of Agricultural Economics | Texas A&M University

Transcribed by  
Molly Luhrs  
June 10, 2020