

Fence Lines

Spring 2012

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We'd love to hear from you!
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FenceLines

Spring 2012



Cover Photo: Cows at Wadeland Dairy.

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FenceLines is published for the reading enjoyment of customers and friends of Western AgCredit. Efforts are made to ensure the accuracy and completeness of information printed. However, the Association assumes no liability for inadvertent or unintended errors or inaccuracies. Servicing the Intermountain West since 1917, customer service is our commitment.

Dear Western AgCredit Stockholders & Friends,



We hope this issue of FenceLines arrives with you and your family doing well. In this issue of FenceLines, I want to discuss positive issues and avoid subjects like the National Deficit, National Politics, Wars, etc. If you listen to the news too much, you get an overdose of negativity. Bad news sells papers. I miss hearing Paul Harvey on a daily basis because Mr. Harvey always took the time to highlight something positive that happened in the world. In spite of all of the negative news we hear every day, we are blessed to reside in the United States of America and we shouldn't lose track of that fact.

The greatest blessings we have are our families, our friends and our countrymen. The quality of people is truly what makes our Country great. Here are a few examples of people helping people that I have recently observed:

I had a Great Aunt, Marjorie Bare, who recently passed away in Douglass, KS at the age of 107. Aunt Marjorie was fortunate to be in good health right up to the end of her life. We didn't have relatives in Douglass to look after her, but she had amazing neighbors. Mr. and Mrs. Bob Kittle checked in on her every day. In addition to checking on her, the Kittles would run errands, deliver her to doctors, prepare her taxes, etc. The Kittles volunteered to help Marjorie because that is the type of people they are; caring people who help their fellow man because it's the right thing to do.

The Midwestern part of the US is being pounded with an unusual number of tornados this spring. Many families have lost their homes and, in some cases, there have been deaths resulting from the terrible storms. Invariably you hear stories of neighbors helping neighbors get through the initial stages of the destruction from the storms. The local communities jump into action before the local, State or Federal agencies are able to mobilize. Why do the neighbors help each other? Because it's the right thing to do.

On a local level, we have many examples of families who are fortunate to have enormous financial wealth at their disposal and they are willing to use it for the

betterment of mankind. Instead of keeping their fortunes for their own personal use, they donate significant portions of their resources to help all of us in the community. A few examples of generous families are Jon Huntsman, Larry H. Miller, George Eccles, J. Willard Marriott, and many more. These families have helped many individuals and entire communities by their generosity. They aren't obligated to donate their time and resources, but they have chosen to do so in order to improve the quality of life for all people. Some politicians and segments of the media try to convenience the public that people of great wealth don't contribute their fair share to society. Contrary to what is being said my a minority of people trying to get elected or sell more papers, most people (even rich people) care about their fellow man, and they contribute their time and resources in an effort to make the world a better place.

At all levels of our Country, we have neighbors helping neighbors. Charity is one of the greatest attributes of our Nation. It's easy to forget the many positive aspects of our society that has made our Country great. The United States achieved unparalleled success throughout its history in part because its people depended on each other, not the Government, to solve their problems. We have to return to a sense of "self-sufficiency" and "community" versus Governmental entitlement if we have any hope for our future generations to achieve a similar level of success and happiness that previous generations have enjoyed. If all Americans would commit to work together to solve our problems instead of expecting "more" Government to be the solution, we are guaranteed to be on the road to a fiscal and moral recovery.

Together in Agriculture,

Richard Weathered
President

Changing to Serve You Better



This year, the Western AgCredit management team, with the support of the Board of Directors, introduced Project 2012, a plan to revitalize the Association and prepare it for future success. While this project includes many different aspects which are primarily centered around increasing efficiencies and ensuring the future strength of the Association, the most notable changes include organizational restructuring and modifying job responsibilities.

The number one priority when assessing and implementing these changes has been the commitment to stockholders. Throughout this process, the goal has been to ensure changes made allow Western AgCredit to continue to provide a dependable source of credit and unsurpassed service.

Why Change?

Over the past 20 years, Western AgCredit has grown from a \$160 million company to a portfolio of over \$560 million today. During this period, there have been minimal changes to the management and organizational structure.

Looking towards the future, Western AgCredit leadership recognizes the need to make organizational changes so the Association is prepared to manage future growth and to continue to effectively serve the growing needs of a larger portfolio. These changes to the management structure will facilitate increased efficiencies and ensure the Association continues to be viable in the future.

What Are The Changes?

◆Credit

One of the most noticeable changes is dividing the credit delivery responsibilities into two regions. Two regional managers, Scott Poulsen in the North and Ross Baadsgaard in the South, have been promoted from within to these positions. The regional managers are charged with and dedicated to employees and employee

performance in their regions. They will work closely with the branch managers and credit staff; providing more consistent personal interaction between management and staff.

Ross and Scott have historically serviced large loan portfolios and provided important contributions as managers in their local areas. They have now been given the responsibilities to oversee credit delivery and marketing in their regions, which each cover about half of the Association's service area. The new regional managers will also work with senior management to provide input in areas of planning and strategic direction. They will continue to directly service some loans, but this will be on a much smaller scale than they have in the past.

◆Product Development

Many of the programs Western AgCredit uses to analyze loans and prepare loan documents were developed or enhanced by employees. For many years, Wallace Bowen has assisted with the development of these programs that have helped the Association's credit delivery become faster, more efficient and more automated. At the same time, Wallace has served as a branch manager and been responsible for a loan portfolio. In addition to continuing to service a reduced portfolio of loans, in his new role as vice president of product development, Wallace will now focus on leading an Association project to further develop technology that will greatly enhance efficiencies in credit delivery and reporting Association-wide.

◆Credit Services

David Brown, vice president of credit services, and his staff have historically been responsible for preparing legal documents and other credit support functions. With Project 2012, they have received additional responsibilities related to portfolio management and risk reporting.

◆ Accounting

A new position, accounting and operations manager, was created to manage general ledger activity, reporting and cash management as well as to oversee operations, ensuring that proper policies and procedures are met. Ryan Johansen was promoted to fill this position, which also includes overseeing three employees with duties within his realm of responsibility.

The Association's increased reliance on reporting also necessitated the need for a full-time, reporting director. Marissa Smith, a 22-year veteran employee with an extensive knowledge of the Association's accounting system and reporting needs filled this position.

"Considering the significant growth the Association has experienced in the last 20 years, these changes were vital in order to continue to operate effectively and efficiently," said Matt Jarrett, Western AgCredit's chief financial officer. "I'm confident that the changes in the accounting department will allow us to continue to provide exceptional customer service and help us realize greater efficiencies."

What Are The Benefits?

Over the same 20 year period, there has been minimal turnover in the credit department – particularly in branch

manager and other senior credit positions. "Similar to the generational transfers that happen within our customers operations, Western AgCredit will be experiencing changes at some key positions over the next several years. The organizational changes will help to prepare for smooth transitions as those changes come," said LaMar Barrington, chief credit officer. "We are also prepared to better utilize the abilities of our staff as employees accept new responsibilities and take on new challenges."

The organizational changes have provided opportunities for the following experienced loan officers to be promoted to branch manager positions – Tony Powell, Tremonton; Rick O'Brien, South Jordan; and Robert Wheeler, Richfield. In addition, other loan officers have the opportunity to service the loans of customers previously handled by staff who have new responsibilities.

These changes have already had a positive impact on the Association, and Western AgCredit management is confident that as Project 2012 continues to roll-out, more benefits to the Association, employees and customers will be realized. Please continue reading for more information on the employees hired to fill management positions as part of the structural re-organization.



Scott Poulsen
**Senior Vice President
Northern Regional Manager**

Scott began his career with Western AgCredit in 1982. During his years with the Association, he has worked as a loan officer, branch manager and as an appraiser. Scott has a bachelor's degree in accounting and business administration from Utah State University. He

grew up in Linrose, ID located at the north end of Cache Valley, on a small farm.

"I am so fortunate to have had the opportunity to work with the greatest agricultural families in the state. Western AgCredit customers and credit staff are second-to-none when it comes to building family legacies and being good stewards of the land. I now look forward to expanding those associations to all of our customers and staff in the Northern Region of Western AgCredit," said Poulsen.



Ross Baadsgaard
**Senior Vice President
Southern Regional Manager**

Ross started working at Western AgCredit in 1980. During his career, he was worked as a loan officer and a branch manager. Ross graduated from Brigham Young University with a bachelor's degree in finance. Originally from Spanish Fork where he still lives today, Ross

grew up working on his family's crop farm and for local farmers and fruit growers.

"I look forward to continuing my friendship and association with the customers I have served for so many years, even though it will be in a different capacity. The opportunity to become better acquainted with customers and our credit staff in the Southern Region of the state is something I look forward to as well. I have always enjoyed the people and agriculture of southern Utah," said Baadsgaard.

(Continued on next page)



Wallace Bowen
Vice President
Product Development

Wallace has worked for the association since 1987. Prior to his promotion, he was the Tremonton Branch Manager. He has also worked as a loan officer. Wallace graduated from

Utah State University with a degree in agricultural economics and a minor in computer science. He grew up in Burley, ID on a crop farm.



Rick O'Brien
Regional Vice President
South Jordan
Branch Manager

Rick has worked in ag-lending since 1986, and he has been with Western AgCredit most of his career. He graduated from Utah State University with a bachelor's degree in

animal science. Rick is from Coalville, UT where he was raised on a cow-calf operation. He also ran his own cows for several years.



Robert Wheeler
Regional Vice President
Richfield
Branch Manager

Robert has worked for Western AgCredit since 1982, and has been a loan officer in Richfield since 1985. Robert graduated from Utah State University

with a bachelor's degree in agricultural business. Robert grew up in Manti, UT where he spent time working on his grandfather's turkey and cattle operation.



Tony Powell
Assistant Vice President
Tremonton
Branch Manager

Since 2003, Tony has worked as a loan officer in Tremonton. Tony has a bachelor's degree in animal science with a minor in business management

from Brigham Young University. He was raised on a dairy and crop operation in Rexburg, ID where they grew wheat, alfalfa, barley and potatoes.



Ryan Johansen
Accounting &
Operations Manager

Ryan has worked for Western AgCredit since 2011. He graduated from Utah Valley University with a bachelor's degree in accounting. Prior to working for Western AgCredit,

he worked for the Utah State Tax Commission as a corporate tax auditor and as a senior accountant for Norbest, Inc. Ryan grew up in Mt. Pleasant, UT on a family farm where they raised turkeys, cattle and hay.



Marissa Smith
Reporting Director

Marissa has worked for the Association since 1989. During her time at Western AgCredit, Marissa has worked in several capacities, most recently as the general ledger and reporting manager. Marissa

graduated from Ricks College with an extended associate degree in accounting. Marissa was born in Salt Lake City and raised in Twin Falls, ID.

Leopold Conservation Award 2012 Call for Applications

Criteria

Landowners are key producers of conservation. Private citizens who have responsibility for land possess the capacity, the aptitude, and the desire to improve natural habitats. We believe that giving the people closest to the land improved tools to heal and better manage working ecosystems will result in the most durable conservation results.

The Leopold Conservation Award Review Panel will be evaluating properties based on responsible and sustainable land management, economics, innovation, overall land health, and community outreach and leadership.

Applications

If you, or someone you know, is a Utah landowner who is committed to land management practices that increase conservation, we invite your application for the Leopold Conservation Award.

Please provide the following information:

- Name, Address, Contact information (phone and e-mail address, if available) of the farmer
- Name, Address, Contact information of the nominator (if different).

Please answer each of the following questions, based on the criteria of the award. **Each answer must be clearly numbered and limited to 1,000 words. Answers must be typed on 8 1/2 x 11 inch paper (standard size). Please paper clip or binder clip your answer document, so they may be easily copied for the panel.**

- 1. Responsible Management:** Describe the applicant's approach to land and resource management and how it may have changed over the years.
- 2. Sustainable Revenues:** Describe how the applicant is generating additional revenue or lowering production costs in ways that help achieve long-term sustainability and conservation outcomes.
- 3. Leadership:** Describe any significant achievements the applicant has made within the agricultural community in Utah.
- 4. Overall Land Health:** Describe specific conservation efforts that contributed to improved land health.
- 5. Innovation:** Describe any innovative techniques that the applicant has used to improve natural resources on their land.
- 6. Outreach:** Describe any efforts where the applicant has shared their management techniques with others inside and outside of agriculture (examples: research, educational and media tours, et cetera).
7. Describe any other factors the review panel should take into consideration.
8. Provide at least three letters of recommendation.

With your application, we encourage you to include supporting materials such as news articles, photos, maps, or any resources that would assist the panel in reviewing your application. **Please do not send DVD's or video clips. If you would like the application materials returned to you, please indicate this in your application.**

All materials must be mailed to:

Leopold Conservation Award
c/o Utah Farm Bureau Federation
9865 S. State Street
Sandy, UT 84070

 **Application Deadline: July 31, 2012**

For further information, please see the Leopold Conservation Award website:

www.leopoldconservationaward.org



The Leopold Conservation Award in Utah is sponsored by the Utah Farm Bureau, Western AgCredit, and:





Blaine and Clint Wade in the manger of one of their Holstein pens.

Expanding to Remain

WADELAND DAIRY HAS UNDERGONE SEVERAL EXPANSIONS IN RECENT YEARS TO SECURE THE FUTURE OF THE BUSINESS.

Wadeland Dairy in West Warren, UT is currently owned and operated by Blaine, Ilene, Clint and Tara Wade. This family-owned dairy operation has a history of expansion to remain competitive in the ever-changing dairy business.

The Wades original dairy located in Warren, UT came into the family when Blaine's great-grandfather started farming the land. His grandfather started the dairy, and the family continued to dairy at the original Warren location until they purchased the current property from Blaine's cousin in 1998 and moved the milking operation to West Warren.

Since the move, the Wades have made several strategic management decisions to grow their business, planning for future viability and to make time for family life through trusted employees tasked with management when the Wades are away from the farm. "We had to grow or never take vacations," said Blaine. "You're at the point when you milk 250 cows that you're doing most of it yourself."

The current location has been an excellent place to expand. In the last 12 years, it has undergone a complete transformation and is hardly recognizable. All that remains of the original facility is an old barn, the old

milking barn and a commodity shed. Bordered on one side by the Weber River, on another side the railroad, and owning the farmland that surrounds them helps them guard against development. "We're kind of protected around here a little bit," said Blaine.

From the start, the West Warren location allowed them to expand their milk herd from 250 to about 1000 head, milking in a double-twelve herringbone parlor. After quadrupling the herd, the Wades recognized that a new facility would be necessary to continue to grow their business. "We were in a 30-year old barn that was built to milk 100 cows, not 1000," said Clint.

In 2009, after thorough research on larger milking facilities that would facilitate their herd expansion plans, the Wades started building the parlor they use for milking today. It was a challenging time with the sharp decline in milk prices, but with the depressed economy that accompanied that fall, they were able to save money on construction. "The one good thing about when we expanded is the money we saved on construction," said Clint. "Construction costs came down from our initial bid to when we bid it a second time."

The impressive 50-cow carousel has the capacity to milk between 280-290 cows per hour. The other possible option would have been a 50-cow parallel milking barn, but this type of facility would only milk about 200-220 cows per hour. “We went with the carousel for cow comfort and employee comfort,” said Clint.

The Wades milk approximately 1850 cows through their new barn three times a day. It takes three employees to do each milking.

The cows adjusted pretty easily to the new facility, and in fact, they seem to like it. According to Blaine, he witnessed one cow ride the carousel four times before he insisted she get off. “The worst thing is the cows fighting to get on,” said Clint. “We’ve had more cows get hurt trying to get on than anything else.”

Along with researching milking facilities, the Wades also strategized the most cost-effective way to increase the herd size enough to justify the new facility. At the time, Jersey cows were hard to find, and the decision was made to purchase heifers at about 15 months and breed them, saving money over what an older, bred heifer would cost. They timed it so that they would calve right around the time the new facility would come online. Unfortunately, construction lasted about 4 months longer than the original projection, and the heifers were calving, maxing out the capacity of their old milk barn. Milking around the clock, it took over a 24-hour period to milk the cows twice. This was a long four months, making the Wades even more excited for their new barn.

The old double-twelve herringbone parlor is now used for hospital cows and fresh animals. “We don’t put any antibiotic milk through the new barn at all,” said Blaine. “We try to keep it all separate so there’s no chance of contamination.”

While expanding the herd, the Wades also decided to change their herd ratio of Jerseys to Holsteins with the hope of increasing production while maintaining the components and premium price Jersey milk brings. “When we started building this facility, we were milking about 1000 head, two-thirds Jersey and one-third Holstein cows. We wanted a little more volume, but we also wanted to keep the components,” said Blaine.

With the expansion, the Wades increased the number of Holsteins, and now they are milking about half Jerseys and half Holsteins, finding this to be a good mix. “We’re doing really well with components and we are getting the volume,” said Blaine.

Their herd average is 65 pounds of milk per cow per day. If you look at the energy correct milk (ECM), which is an adjustment factoring in the premium they get paid for the higher butterfat content and increased protein Jersey milk brings, their average is 78 pounds per cow in dollar value. The Wades sell their milk to Gossners. Their milk gets picked up an average of twice a day.

Milk production per cow is just one thing they can follow on a daily basis through the computer system that runs the new milking barn. Each cow has an identifying band that syncs with the computer in each milking unit when the cow steps on the carousel. “This system is totally integrated, you can go on the computer and it tells you how often we milk every herd and how many cows came through from every herd,” said Blaine.

Every morning Blaine sits at the computer and evaluates the previous day’s production. From the information gathered, he can get data on which cows should be culled, assess sick cows, make sure cows are getting milked out properly and that milkings are happening on schedule. The system can even determine which cows need to be bred,

(Continued on next page)



Blaine checking the data from the last milking.



An employee preparing cows for milking.



Clint, Tara, Ilene, and Blaine Wade.

and the automatic sorting gate pulls them from the herd and puts them into a pen to be bred after they are milked.

The Wades raise about 15% of their overall feed needs. They have about 450 acres of ground, and they also buy feed on the stump and harvest it themselves to save on feed costs. When the Weber River flooded last year, 80 acres of their ground was completely under water and another 250 acres couldn't be planted because it was too wet. It was July before they were able to plant. Their facilities and feed were also threatened with the rising waters. Fortunately, the facilities were not damaged and they were able to plant crops with a shorter growing season. With the help of a late fall, they were able to plant and harvest a good crop.

According to Blaine, one of the biggest challenges of the increased size of their operation is nutrient management. Finding a place for waste from that many animals is difficult, especially when the ground is too wet to spread the manure. One management decision they made to help deal with this challenge is composting the manure and using it for bedding the animals.

Although recycling waste into bedding sounds like it could introduce bacteria, it is actually proven as an excellent

bedding material. According to Blaine, they replaced compost for straw to bed their animals since they moved to the location in West Warren, and they have actually seen a reduction in their somatic cell count, which is a test run on milk to determine quality. Somatic cells, or white blood cells, increase in response to pathogenic bacteria, so a low somatic cell count denotes healthier animals.

The composting process takes about three months from start to finish. The first thing they do is run the wet manure through a separator that takes out the water. The remaining waste is spread in rows to compost. "We take it out on the row and we turn it three to five times," said Blaine. After three months, the compost is ready.

All of the manure from the milk cows is composted since they are all housed at the location that has the facilities to separate the manure. The younger animals are housed at different locations, and they use that waste to fertilize the fields. Unlike some dairies, the Wades keep all of the compost they make instead of selling some. "We need all we can get," said Blaine.

Dividing duties helps the Wades manage the business. Ilene is the main bookkeeper, and Tara is taking on some of those responsibilities as well. Blaine is responsible for managing the employees, which is no small task with the 26 employees it requires to keep their farm going. Blaine also manages the crop production. Clint oversees the cows with the help of three herdsmen.

Through wise management decisions, the Wades have successfully grown their business and are well-positioned for the future. "The Wades are excellent managers. They carefully think through improvements and expansions, running the numbers to make sure it will work before they move forward with an idea," said their loan officer Leon Nelson. "They always have a back-up plan to manage through disasters such as the flooding last spring. They have proven over the years they can manage through adversity."



Loan officer Leon Nelson with Clint and Blaine Wade.



The first cow on the new 50 cow carousel.

Tara Saprorny Promoted to Loan Officer



Tara Saprorny was recently promoted to loan officer at Western AgCredit's Evanston location. Tara has worked for Western AgCredit for over 13 years. She started as branch secretary, was promoted to credit support specialist and recently received the promotion to loan officer after completing her degree in business administration.

"I love working with the Western AgCredit borrowers. I'm excited to be

more directly involved in their lending experience in my new position as loan officer," said Saprorny.

Saprorny is a loan officer in the AgExpress Division, a newly created division that reduces documentation requirements from applicants while simultaneously streamlining analysis and paperwork related to the loan request, simplifying the process for customers that qualify.

Western AgCredit is Pleased to Welcome

Steven Carter joined the Western AgCredit team in March as an IT technician headquartered in the South Jordan office.

Steven's job responsibilities include working with computers and networking systems at Western AgCredit, including helping individual users. He enjoys the opportunity his position gives him to stay on the cutting edge of technologies that improve

productivity and performance. Steven has a bachelor's degree in information technology. He came to Western AgCredit with 15 years of experience in the computer industry.

Steven and his wife, Johanna, have a seven year old son named Ethan; the family lives in Sandy, UT. Steven enjoys hiking, camping, fishing and sports.



Steven Carter
IT Technician

In March, Amie Petrie was hired as the Evanston Branch secretary. Amie will assist in the daily operation of the branch as well as work with customers, which she is looking forward to because she loves working with people.

Amie's previous work experience includes business office assistant manager at a newspaper. She attended the University of Wyoming and the Business Skills Institute.

Amie and her husband, Matt, have two children, 12 year old Melissa and 7 year old Jaxson. The family recently moved back to Evanston from Pocatello, ID. Amie grew-up in Evanston, and she is excited to return to her roots and be closer to family. Amie enjoys fishing, camping, reading, scrapbooking, barbecues, swimming and spending time with family.



Amie Petrie
Evanston Branch Secretary

Customer Scholarship Winners

Western AgCredit would like to congratulate this year's \$1500 Customer Scholarship recipients. Applicants were evaluated on their academic performance, service, leadership, involvement in agriculture and their response to an essay. This year's essay question was: "Today, many challenges exist for young people wanting to make a living in production agriculture. Identify some of these challenges and develop creative solutions to overcome these hurdles." Below is information on the winners as well as an excerpt from their essays.

Douglas Ferry



Hometown: **Corinne, UT**
Parents: **Benjamin and Margaret Ferry**
Family Farm: **J.Y. Ferry & Son, Inc.**

Douglas is a senior at Box Elder High School. During high school, he has been actively involved in concert choir, orchestra, high school musicals, FFA, cross country, and track and field. He has also held various leadership positions including senior class secretary. He works on his family's agriculture operation helping with planting, irrigating, harvesting and assisting with the cattle. Douglas is also involved in the community. He has spearheaded several service projects to collect funds and supplies for those in need. After high school, Douglas plans on attending Brigham Young University and studying violin performance while fulfilling pre-veterinarian requirements so he can attend vet school.

Essay excerpt: *"There exists a generational gap in agriculture where older farmers whose children have chosen careers outside of agriculture will likely sell their farms or will their farms to the next generation, who will then sell the farm. If one, who is not born into the farming business to inherit the capital of a previous generation, desires to pursue a career in farming, he or she needs to bring a desirable set of skills to the market place which will compliment the capital side of agriculture. That skill set comes in the form of education."*

Chaleesa Warren



Hometown: **Mapleton, UT**
Parents: **Chad Warren and Colleen Warren**
Family Ranch: **Whiting and Warren Farms, Inc.**

Chaleesa is currently completing her freshman year at Utah State University majoring in agriculture education. She has worked for five years for large animal veterinarians, and she is currently employed at Bridgerland Animal Hospital as a veterinary technician. While in high school, Chaleesa was active in the FFA, receiving national recognition for her project which was owning and operating her own pumpkin patch. She also served as secretary and vice president of the Spanish Fork FFA Chapter. After graduation, she served as the Utah FFA Association President. Chaleesa enjoys helping on her family's crop and livestock operation when time allows.

Essay excerpt: *"There has been a growing issue with young people wanting to make a living farming. I believe that is about to change. I have been told my whole life that I would never be able to make it solely from farming and I should pick a new dream. My story isn't unique. We live in a world growing at a rapid rate; we are projected to reach 9 billion people in the year 2050. These people have to eat, not only eat but live daily relying on agriculture. This opens a huge window of opportunity for young people to make a living in production agriculture."*

Whyatt Garn



Hometown: **Fielding, UT**
Parents: **Kevin and Jeri Garn**
Family Ranch: **Garn Cattle Co., Inc.**

Whyatt is a senior at Bear River High School. During his high school career, he has been actively involved in the FFA, receiving numerous awards and serving in several leadership positions including Bear River Chapter vice president, sentinel, treasurer, and president. He was recently selected to serve as the 2012-2013 Utah State FFA vice president. In addition to his FFA involvement, Whyatt has been actively involved in Scouting, including receiving his Eagle Scout and Bronze Palm. Whyatt is also involved in his family's farming operation and has his own small herd of cattle. After graduation, Whyatt plans to attend Utah State University, majoring in plant science.

Essay excerpt: *"For someone interested in production agriculture, being able to acquire and develop a financial partner is crucial. Some reasonable solutions are lowered interested rates, first time farming loans, and perhaps information provided through secondary agricultural education courses or offered agricultural programs like 4-H and FFA about financial and book keeping practices."*

Katherine Pieper Receives Western AgCredit's FFA Scholarship



Katherine Pieper with her father, Charles Pieper, at the FFA Convention where she received the Western AgCredit Scholarship

Katherine Pieper of the Payson FFA Chapter was awarded the 2012 Western AgCredit FFA Scholarship in the amount of \$1500 at the annual FFA Convention on March 8, 2012 in Richfield, UT.

Katherine is the president of the Payson FFA Chapter. During her years in FFA, she has also participated in the Meats Evaluation Team, attended several leadership conferences and activities, and placed in the top sixteen at the National FFA Convention in the Creed Contest.

In addition to her FFA pursuits, Katherine has served on the yearbook staff, the LDS Seminary Council and in the National Honor Society. She has also performed in school musicals, played soccer and played the snare drum in her high school bagpipe band.

Her SAE consisted of raising hogs and working at the Red Barn in Santaquin, UT. After graduation, Katherine plans to attend Snow College.

About Western AgCredit Scholarships

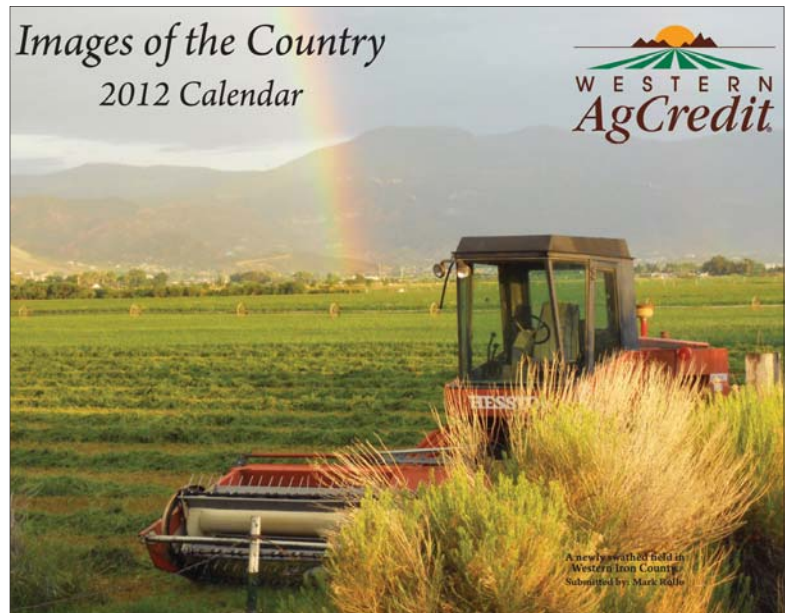
As part of Western AgCredit's commitment to the future of agriculture, Western AgCredit sponsors various scholarships to help educate future leaders that will be committed to the agriculture industry. Deadlines for most scholarships sponsored by Western AgCredit are between January and March. Watch for scholarship details in the Winter edition of FenceLines. You can also email Sarah Buttars at sjb@westernagcredit.com for more details.

We Want Your Pictures!

We hope you're enjoying your 2012 Western AgCredit calendar featuring pictures submitted by our customers. Now is the time to start taking pictures to submit for the 2013 calendar!

Thirteen agriculture related photos will be selected for the calendar, and winners will each get a \$50 gift certificate to Cabela's for their submission. There are no limits on submissions, so enter as many photos as you would like. **The submission deadline is June 15, 2012!**

High-quality digital photos are preferred, but other formats will be accepted. Submissions will not be returned. By submitting your photos, you give Western AgCredit the right to use photos for additional marketing purposes. Please include a brief description of the photo including location and names of individuals, if present. Entries can be emailed to Sarah Buttars at sjb@westernagcredit.com, or mailed to her at PO Box 95850, South Jordan, UT 84095.



Cover of this year's Western AgCredit calendar.

Western AgCredit Marketing Director Receives Honorary State FFA Degree



Utah State Sentinel Sawyer Peacock presents Sarah Buttars, Western AgCredit's marketing director, with an Honorary State FFA Degree.

Sarah Buttars, Western AgCredit's marketing director, received an honorary State FFA Degree at the Annual FFA Convention held March 9, 2012 in Richfield, UT.

"This was truly an honor for me. I love the FFA organization and I believe in it's ability to help young people succeed." said Sarah. "I'm grateful for the opportunity my position at Western AgCredit gives me to work with the FFA organization and its members. I'm always impressed with the high caliber of individuals I meet when helping at FFA events and interviewing for the Western AgCredit FFA scholarship. The future of agriculture is bright when one considers the agriculturalists being cultivated through the FFA organization."

Sarah serves as the vice-chairman of the FFA Foundation, administers Western AgCredit's FFA Scholarship and assists in judging various FFA related competitions.



Laughing Pen

“True contentment is a thing as active as agriculture. It is the power of getting out of any situation all that there is in it. It is arduous and it is rare.”

- Gilbert K. Chesterton

Laws Defined

1. **Law of Mechanical Repair:** After your hands become coated with grease, your nose will begin to itch.
2. **Law of Gravity:** Any tool, nut, bolt, screw, when dropped, will roll to the least accessible corner.
3. **Law of Probability:** The probability of being watched is directly proportional to the stupidity of your act.
4. **Law of Random Numbers:** If you dial a wrong number, you never get a busy signal and someone always answers.
5. **Variation Law:** If you change lines (or traffic lanes), the one you were in will always move faster than the one you are in now (works every time).
6. **Law of the Result:** When you try to prove to someone that a machine won't work, it will.
7. **Law of Physical Surfaces:** The chances of an open-faced jelly sandwich landing face down on a floor, are directly correlated to the newness and cost of the carpet or rug.
8. **Law of Logical Argument:** Anything is possible if you don't know what you are talking about.
9. **Brown's Law of Physical Appearance:** If the clothes fit, they're ugly.
10. **Wilson's Law of Commercial Marketing Strategy:** As soon as you find a product that you really like, they will stop making it.
11. **Doctors' Law:** If you don't feel well, make an appointment to go to the doctor, by the time you get there, you'll feel better.

Farm Inventory

The professor and his wife were doubtful about returning to the farm on which they had spent the previous summer because they had been somewhat annoyed by the proximity of the pigsty to the house. Finally, the professor wrote to the farmer and explained the objectionable feature. He received the following reply: “We hain't had no hogs on the place since you was here last summer. Be sure to come.”

Double Coverage

Two farmers met on the road one day and began talking. “My wife is always into these new ideas she hears being advertised,” one farmer told the other. “Now she wants to get ‘pet insurance’ for our cats. Can you believe that?” “I've heard of that,” the other farmer replies. “Sounds like just another thing to waste money on,” the first farmer added. “How many cats do you have?” the second farmer asked. “Two,” the first replied. “Why?” “Tell your wife I'll give you double coverage insurance on those two cats at no cost,” the second farmer offered. “Wow, that's great!” the first farmer replied. “But how can you provide that? Especially double coverage and at no cost.” “Simple,” the second farmer explains. “If anything happens to your two cats, I've got four more out in the barn you can replace them with!”

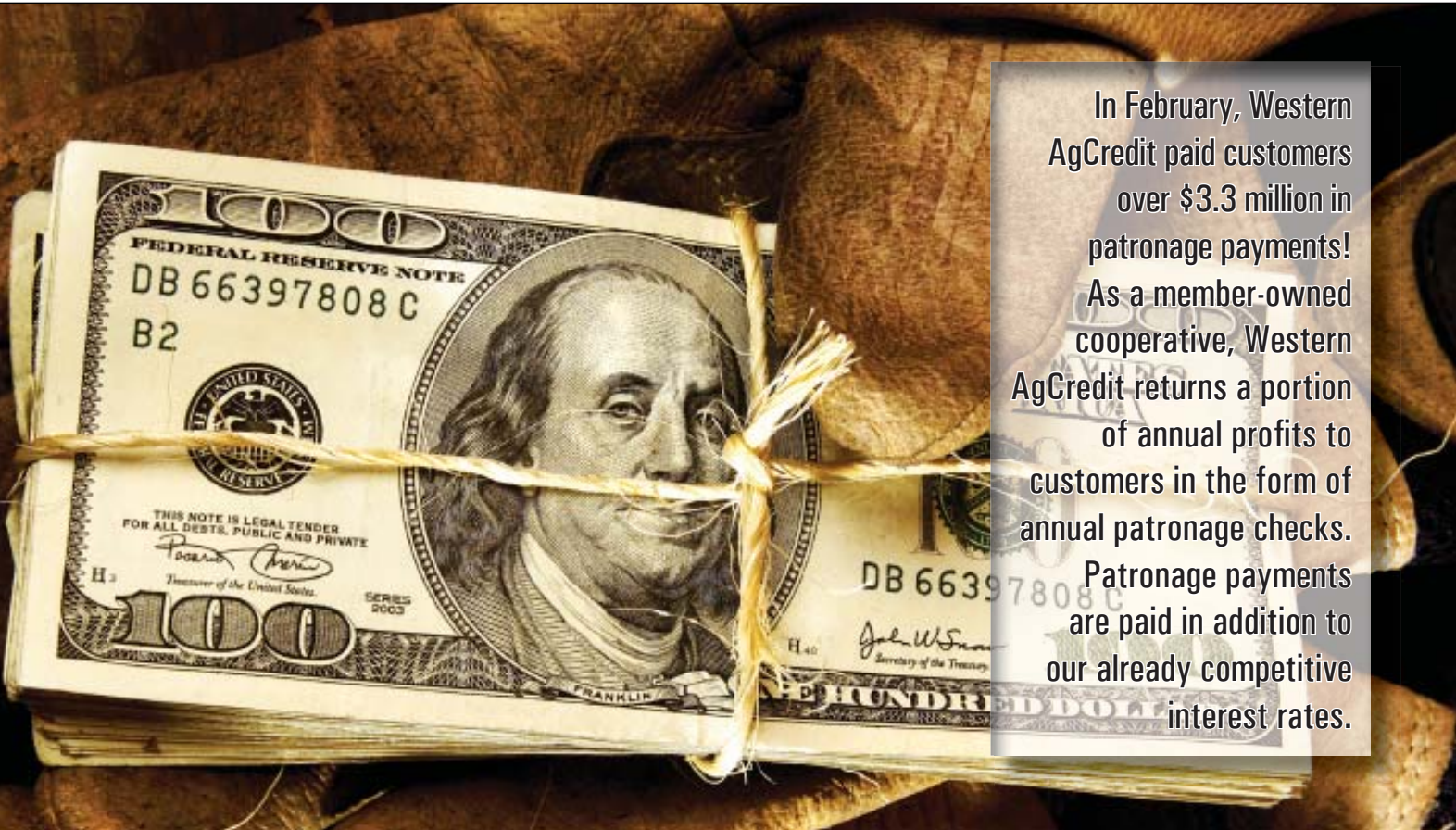


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