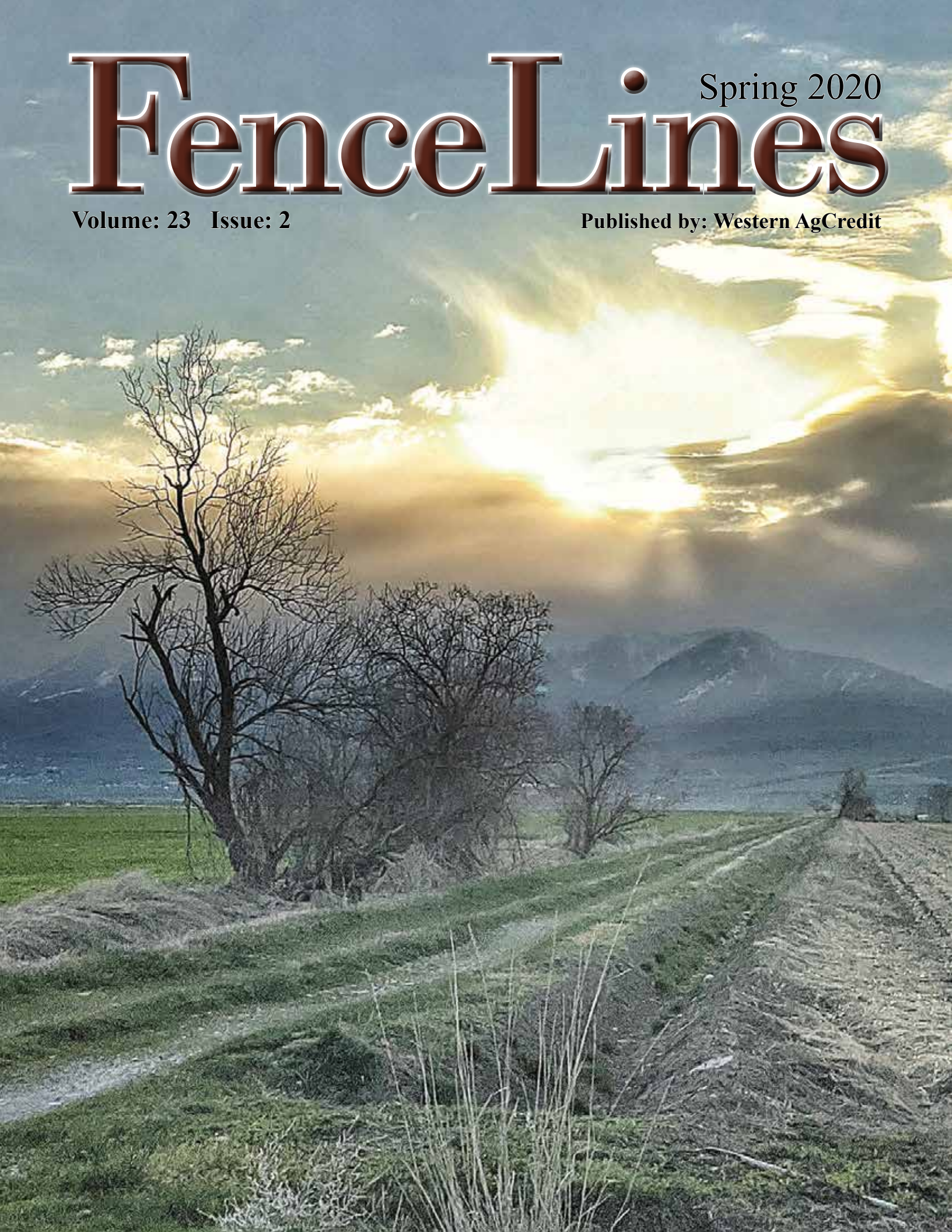


# Fence Lines

Spring 2020

Volume: 23 Issue: 2

Published by: Western AgCredit





## Board of Directors

**Ted Andrew**, Chairman  
Trenton, Utah

**Bill Wright**, Vice-Chairman  
Holden, UT

**Shirelle Erb**, Outside Director  
Salt Lake City, Utah

**LaDell Eyre**, Outside Director  
Cedar City, Utah

**Kim Haws**, Member Director  
Newton, Utah

**Kelly Heaton**, Member Director  
Santa Clara, Utah

**Robert Johnson**, Member Director  
Randolph, Utah

**Richard Nielson**, Member Director  
Ephraim, Utah

**Wayne Smith**, Member Director  
Cedar City, UT

**Scott Wayment**, Member Director  
Warren, UT

## Branch Locations

**Logan**, Utah: 435.752.2146

**Tremonton**, Utah: 435.257.0179

**Evanston**, Wyoming: 307.789.9420

**Roosevelt**, Utah: 435.722.4076

**Spanish Fork**, Utah: 801.798.7360

**Delta**, Utah: 435.864.2314

**Richfield**, Utah: 435.896.8407

**Cedar City**, Utah: 435.586.6575

We'd love to hear from you!  
Please send story ideas, comments,  
questions or suggestions to:

Western AgCredit  
c/o Sarah Witt  
P.O. Box 95850  
South Jordan, UT 84095-0850

[sjw@westernagcredit.com](mailto:sjw@westernagcredit.com)



[www.westernagcredit.com](http://www.westernagcredit.com)

# FenceLines Spring 2019



Cover Photo: "Brighter Days Ahead," A spring day in Amalga, UT  
taken by Holly Glover.

- 3 | President's Message
- 4 | Association News
- 6 | We're Here To Help!
- 8 | Recent Promotions
- 9 | Resolving Conflict During Transition Planning
- 10 | Transition Planning Resources
- 12 | Customer Scholarship Winners
- 14 | Western AgCredit Gives Back
- 15 | Laughing Pen

*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,



How quickly our businesses and personal lives have changed! Just a few short weeks ago there was reason for optimism as trade agreements were being finalized, snow was piling up in the mountains, and signs of improved economic conditions were evident. In what seemed like an instant, this optimism was derailed by a virus now known as COVID-19. As with each of you, this virus has caused some changes in the way we are conducting business here at Western AgCredit. Nevertheless, we remain fully committed to providing industry-leading products and service to each of our members.

In response to the COVID-19 pandemic, Western AgCredit has taken appropriate measures to protect our employees and customers from exposure to the virus by limiting in-person interaction, while at the same time going to great lengths to ensure that the products and service you have come to expect remain available. For the time being, our office lobbies are closed, but our staff continues to work a normal schedule and remain fully accessible to each of you.

Fortunately, over the years we have developed technology offerings to ensure continuity of business operations, simplify and add convenience to the customer experience, and limit the potential for disruption in service. By now, you may have already had your customer experience enhanced through online banking, electronic signature (DocuSign®), or one of our other tools. If not, give it a try!

Perhaps most importantly, be assured that Western AgCredit continues to have the financial strength, reserves, and access to capital markets to meet your financial needs, without interruption. We have been thoughtfully and purposely building this foundation in preparation for when agriculture needs it most, like right now.

The news and social media are filled with stories of farmers struggling to get their products to market or having to dispose of them altogether due to disruption in processing and distribution channels. To some of you, it is not just a news story, but a living reality. This situation is both unsettling for producers and eye-opening to the public. I can certainly empathize with any producer who, after toiling for long hours at great cost, watches the fruits of their labors

spoil or be dumped in a pit or a field for waste. This reality does not seem plausible in our country, yet it is happening.

While it is true our nation has been through hard times before and our resolve has been proven over and over, we must never take resilience for granted or believe it is automatic. It will not be without great effort and broad sacrifice to restore what has been lost. It will take people coming together to establish priorities, work hard, put aside petty differences, and forge ahead with common purpose. There will be plenty of blame to go around and plenty of political commentary to distract us. Let's resolve now to rise above this counterproductive activity and shape our own future.

I believe this pandemic has taught us some powerful lessons. First and foremost, we must never allow ourselves to become dependent on the food and fiber of another country to sustain us, period. When the non-essential services were stripped from our economy, we learned very quickly what industries are critical and worth fighting for. We also learned that we could thrive without many of the frivolous things that clutter our lives and dull our senses. I am not advocating for permanent change, but it has been a healthy reminder of simpler times, which has been refreshing in many ways.

As we emerge from this pandemic and life around us begins to normalize, let's be quick to count our blessings, cherish relationships, serve one another, and simplify our lives.

On behalf of our entire staff, we hope to see you again soon in one of our offices or out on the farm. In the meantime, be safe and well!

Respectfully,

**David Brown**  
**President**

# Western AgCredit is Pleased to Welcome...



*Lisa Antell*

## **Operations Assistant, South Jordan**

Lisa joined the Western AgCredit team in April as the Operations Assistant. Her job includes answering phones, greeting the public, maintaining the on-site filing center, meeting facilitation and coordinating office supplies and maintenance.

Her previous experience includes working as a receptionist/security assistant, customer support associate, inside sales associate

and as an accounts payable assistant. She's looking forward to the opportunity her new position will give her to build relationships with coworkers and customers.

Originally from Taylorsville, UT, Lisa now lives in Draper, UT with her husband. She has two children. In her free time, she enjoys camping, fishing, hiking, riding 4-wheelers and other outdoor activities. She also likes attending concerts, crafting, decorating and spending time with family and friends.



*Greg Wood*

## **VP - IT Director, South Jordan**

In April 2020, Greg Wood joined the Western AgCredit team as the VP - IT Director. Greg has previously worked for Western AgCredit. We're excited to have him back on our team!

Greg has over 20 years of experience working in the IT Industry. In addition to his MCSE & MCT certifications, Greg has two bachelor's degrees from the University of Western Ontario. After completing his

undergraduate degrees, Greg went on to complete the Information Technology Professional program at Lambton College.

Originally from Canada, Greg currently lives in Erda, UT, with his wife, Ari, and their two children. He grew-up on a mixed cattle/cash crop farm where he started driving a tractor at age seven. Greg was active in 4-H and Scouts. He is a Chief Scout Award recipient (Canadian equivalent of an Eagle Scout award). In his free time, he enjoys camping, canyoneering, hunting and spending time with his family.

# Photo Contest for the 2021 Calendar!

We hope you're enjoying your 2020 calendar. It's never too early to start submitting pictures for our 2021 calendar!

Thirteen agriculture-related photos will be selected for the calendar, and winners will each get a \$50 gift card for his/her submission. There are no limits on submissions, so enter as many photos as you would like. **The submission deadline is August 31, 2020.**

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 Witt at [witts@westernagcredit.com](mailto:witts@westernagcredit.com), or mailed to her at PO Box 95850, South Jordan, UT 84095.



*Cover of Western AgCredit's 2020 calendar.*



# QuickBooks Software Available at a Discount

Few things are more important than keeping accurate records to ensure continued success in your agricultural operation. Good record keeping also helps your loan officer better serve you.

With this in mind, Western AgCredit is offering discounted QuickBooks software to our customers. Customers can purchase QuickBooks Pro 2020 for \$75 (Retail \$189) through Western AgCredit or QuickBooks Pro 2020 with PAYROLL for \$100 (Retail \$289) through Western AgCredit.

Additionally, for young and beginning borrowers, Western AgCredit offers tuition support to participate in the Farm and Ranch Management Program offered through Bridgerland Technology College, Uintah Basin Technology College and Snow College. This course offers trained advisors to help farmers and ranchers with their record keeping.

For more information on both of these offers, please contact your loan officer.

## \$200 Gift Card Winner Announced

Western AgCredit is pleased to congratulate Travis Palmer on winning the first quarter's \$200 gift card. Travis was randomly selected from the surveys returned.

To be eligible to win this quarterly drawing, customers must complete the survey received in the mail after renewing a current loan or getting a new loan. If you choose to include your name on the survey, you'll be eligible for our quarterly drawing for a \$200 gift card.

We value your business and appreciate your feedback. We want to ensure that we are meeting your needs and exceeding your expectations.

Receiving your feedback shortly after you have completed your transaction allows us to make adjustments to business practices in a timely manner. The survey is brief and should take no longer than 10 minutes to complete. We'd like to thank you in advance for completing the survey.

## Whistle Blower Notice

Western AgCredit provides its stockholders, employees and the general public with the opportunity to utilize a "Whistle Blower Program" (WBP). The WBP can be accessed using the Association's website ([www.westernagcredit.com](http://www.westernagcredit.com)) or by telephone on either an anonymous or a known basis. A partial list of potential transgressions that may result in a WBP contact being initiated are: complaints regarding accounting

practices, internal accounting controls or auditing matters, violation of any law, inappropriate operating practices of any type, etc. WAC pledges that any individual utilizing the WBP will not encounter any form of retaliation from the Association. Direct phone contact can be made by calling the Audit Committee Chairman Shirelle Erb at 801-450-1335, or Board Chairman Ted Andrew at 435-757-7989.

## Annual Report Online

Western AgCredit had another year of sound performance! Our success reflects our customers' success, and we are grateful for our loyal customer base! The 2019 Annual Report was published on our website

in early March 2020. In addition to being posted on our website, all stockholders should have received a copy in the mail. If you have any questions about the annual report, please contact your loan officer.

# We're Here to Help!

One thing those involved in agriculture have always known, and the rest of the world has quickly come to realize during this pandemic, is that agriculture is essential. Unfortunately, that truth has not lessened the economic impact felt by most farmers and ranchers.

Social distancing measures have decreased the demand for products typically distributed through food service channels, which has negatively impacted markets. There are daily news reports about the current challenges farmers and ranchers face. Stories such as dairy producers dumping milk, the sheep industry not having a market for wool, the beef industry losing billions of dollars, packing plant closures due to virus spread and more are all a result of the current pandemic.

Western AgCredit's mission is to provide a dependable source of credit to agriculture and the rural community. As a way to help us fulfill that commitment, we are prepared to offer practical solutions to help relieve the financial pressure felt from the impacts of COVID-19.

The Board of Directors and management are considering a number of measures to provide assistance to our entire membership since all agriculture producers have been affected by COVID-19. While we have the responsibility to ensure the continued safety and soundness of the Association, we're considering ways to lean on the financial strength of the Association to provide immediate relief to all members. Stay tuned for more information on what Western AgCredit is doing to help agriculture and rural communities through this crisis.

To help provide immediate relief to individual customers, Western AgCredit is offering a number of loan servicing options. Western AgCredit will waive all applicable servicing fees for borrowers experiencing adversity as a result of COVID-19 that request a loan modification.

Below is a list of specific loan modification tools that may be available to help you overcome temporary financial challenges.

## Loan Modification Tools

### PAYMENT EXTENSIONS

**What is it?** An extension is used to formally move an installment payment due date or the final maturity date of a loan to a later date. An extension moves only the current or next payment, all subsequent payment dates remain unaffected. Extensions can be used on operating loans or term loans.

**Benefits:** Extensions are available to solve a temporary, short-term or nonrecurring cash flow challenge. Normally extensions are used when only a short amount of additional time (30 to 90 days) is needed.

**Limitations:** Most extensions are generally limited to 90 days or less. Extensions longer than 90 days are limited to unique circumstances, but will be considered.

### PRINCIPAL DEFERMENTS

**What is it?** A deferment moves the principal portion of a loan payment(s) to the final maturity date of the loan. Principal Deferments are typically used when the borrower is experiencing temporary circumstances that make it difficult to pay the entire installment amount when due (or series of payments, in the case of monthly repayment schedules). The interest portion of the payment remains due and payable on the regular installment due date.

**Benefits:** One-time reduction in the amount(s) due as only the interest portion of the payment is required. The loan maturity date remains unchanged. A deferment can help preserve working capital by reducing term payments during temporary economic challenges.

**Limitations:** A Principal Deferment creates a balloon payment at loan maturity, because the deferred amount gets added to the regularly scheduled final payment, plus the additional accrued interest.

For over 100 years, Western AgCredit has helped farmers and ranchers succeed in agriculture, and we're ready to help customers through the current downcycle.



By Tony Powell, Chief Credit Officer

## RE-AMORTIZATION

**What is it?** A Re-amortization is used to change the repayment schedule and/or maturity on installment loans. In some cases, additional debt can also be added to the loan. A re-amortization creates a new repayment schedule for the remaining term of the loan or extends the payments over a longer loan term.

**Benefits:** Re-amortizations are typically used when the borrower is experiencing temporary economic adversity and needs to 'skip' a payment, or extend the payments over a longer term which can result in lower payment amounts for the extended term of the loan.

**Limitations:** Loans with any type of fixed rate might also require a change to the rate. If the note's original maturity date is extended or the current principal balance is increased, junior lienholders may be required to approve the re-amortization as well.

## INSTALLMENT DATE CHANGE

**What is it?** Installment Date Change action is used to change the date or the frequency (monthly/quarterly/annual) when a payment is due on an installment loan.

**Benefits:** This change is useful to align the borrower's payment(s) due date(s) with the timing of receipts.

**Limitations:** If a payment date is moved back, an interim interest payment is generally required so that interest accruals do not exceed the period between payments. Loans with a fixed rate may require a concurrent change to the rate.

## INCREASES TO OPERATING LOANS

**What is it?** In some cases, operating losses may require an increase to your operating loan to continue to fund operations through a period of negative cash flow. Temporary increases may be added to the existing note or financed on a second 'set-aside' note.

**Benefits:** Additional financing can support continued operations to bridge a temporary economic challenge.

**Limitations:** Long term earnings should support and justify the additional credit request. Increases are subject to credit approval. Additional collateral may be required.

## LOAN RESTRUCTURE

**What is it?** Used when a borrower's loan(s) becomes distressed and they do not have the financial capacity to pay the loan according to existing term. Loan structures, terms and repayment schedules can be modified, either through modification of existing loans or a consolidation of existing debt into a new loan.

**Benefits:** Loan terms, rates and structures can be adjusted to align with business capacity to repay, or to facilitate an orderly operational transition. In a worst-case scenario, a restructure can also facilitate an orderly liquidation plan.

**Limitations:** Loan restructures should include a viable plan demonstrating a high probability of orderly debt retirement and return to long-term financial viability. Additional collateral may be required to support the loan(s).

If the COVID-19 pandemic crisis is presenting immediate disruption and uncertainty for your operation, please contact your loan officer today to determine if one of these options is right for you.

We have also compiled a list of state and national resources designed to help farmers and ranchers. These resources are evolving, so please visit our website at [westernagcredit.com/covid-19](http://westernagcredit.com/covid-19) to access updated relief resources for those in agriculture.



# Western AgCredit is Pleased to Announce Recent Promotions



*Ryan Howell*

## **SR VP – Chief Operating Officer**

Ryan was recently promoted to Senior Vice President – Chief Operating Officer. Prior to his promotion, Ryan has served as Operations Manager since 2016. In his new role, he will run the Loan Documentation Department as well as directing the information technology area of the association. Ryan has previously been the Evanston Branch Manager and worked as a Loan Officer in Logan.

Ryan has a bachelor's degree in agronomy with a minor in business from Brigham Young University. He also has an associate degree from Ricks College.

Ryan was raised on a remote cattle ranch in Christian Valley, British Columbia. He grew up raising hay and beef cattle. Ryan and his wife, Devin, live in Lehi, UT with their four children. In his free time, he enjoys hunting and packing horses to remote parts of the world, snowmobiling, mountain biking, small repair projects and spending time with his family.



*Darren Haas*

## **SR VP – Chief Financial Officer**

With the pending retirement of Western AgCredit's longtime Chief Financial Officer, Matt Jarrett, Darren Haas has been promoted to Senior Vice President – Chief Financial Officer. Darren joined the Association as Assistant CFO in January 2018.

Darren has worked in accounting and finance for the last 20 years. For the first five years of his career, Darren worked

in public accounting. Since then, he has worked as the controller and CFO for different industrial banks. Darren earned his bachelor's degree and Master of Accountancy from Southern Utah University. He is also a licensed CPA.

Originally from West Valley, UT Darren and his wife, Brooke, live in South Jordan, UT with their three children. In his free time, Darren enjoys doing anything outdoors including mountain biking, skiing, camping, hiking, backpacking and riding four-wheelers.



*Amy O'Hanlen*

## **VP – Controller**

Amy O'Hanlen was recently promoted to Vice President – Controller. In her new role, she'll handle the general ledger accounting function of the Association including accounts payable, cash management, fixed assets, budgeting, insurance and some reporting functions.

Amy began working for Western AgCredit in 1998 as an Accounting

Assistant where she worked until she was promoted to Loan Accounting Manager. Before working for Western AgCredit, Amy worked as an Accounting Assistant for a mortgage company. Amy has a Bachelor of Science degree in Accounting from the University of Utah.

Amy grew up in Redmond, UT. Currently she lives in Magna, UT with her husband, Todd, and their two boys. In her free time, Amy enjoys camping, hiking and reading.



# Resolving Conflict During Transition Planning

## A Follow-up to Education Seminars

In March, Western AgCredit was pleased to host three transition planning seminars in Richfield, Spanish Fork and Logan. During the seminars, Dr. Paige Pratt addressed the group sharing stories, ideas and suggestions on managing family dynamics through the transition process.

Dr. Pratt has extensive experience in farm transitions, both personally and professionally. Her family has participated in the transition of two family farms. From a professional standpoint, she has helped facilitate family farm transitions across the country.

Dr. Pratt shared a six-step process for resolving conflict:

**Step 1. Naming the problem:** Make sure you're getting to the real problem, not just things that are happening as a result of the real problem.

**Step 2. Put the problem in writing:** this way everyone understands the issue and can work to resolve it.

**Step 3. Talk about the problem:** one person shares the problem while others listen. Make sure everyone gets a chance to speak without being interrupted.

**Step 4. Develop solutions:** Each person comes up with a list of solutions. Work together to narrow down the options to the best solution.

**Step 5. Implement the solution:** Also consider how you'll avoid this conflict in the future.

**Step 6. Evaluate progress:** Set-up regular meetings to check-in and evaluate progress.

At the seminar, Dan Sherwood, a representative of Nationwide Insurance with Behling Insurance Agency Inc. also addressed the group to introduce the "Land As Your Legacy" transition planning program offered by Nationwide and now available to Western AgCredit customers (see page 10 for more information.)

We recognize that farm and ranch transition is a pressing management issue for most farm and ranching operations, and Western AgCredit is pleased to offer resources to help family operations develop an effective plan that maintains the integrity of the farm or ranch so the next generation can be successful in agriculture.

If your operation is at a juncture where transition planning is an important step to ensuring the family farm or ranch can transition to the next generation, please contact your loan officer to discuss the resources that are now available through Western AgCredit.



*Bob Miller making announcements at the Richfield Session.*



*Dr. Paige Pratt addressing groups in Logan and Spanish Fork.*



# Transition Planning Resources *at no cost to Farmers & Ranchers* Provided by Nationwide Insurance

**Developing and implementing an effective transition plan is critical to ensure a farm or ranch can successfully pass to the next generation, and Nationwide's "Land As Your Legacy" program is here to help with your transition plan!**

Western AgCredit is excited to announce an alliance with the Nationwide "Land As Your Legacy" program that provides resources to customers to assist in their transition planning. Succession planning is one of the biggest challenges farmers and ranchers face when it comes to the long-term viability of their operation, and the Land As Your Legacy program is uniquely equipped to help producers successfully pass the family farm or ranch to the next generation.

"The Land As Your Legacy program offered by Nationwide is the piece that is often missing from transition planning workshops," said President David Brown. "It's essential to have an experienced professional discuss your unique situation and help develop customized options specific to your operation. That's not something that can be accomplished at a one-day seminar. Land as Your Legacy offers producers the opportunity to sit down with a trusted advisor, vetted by Nationwide and Western AgCredit, that will walk through the planning process with them. Once data is collected, a group of skilled professionals put together a tangible plan outlining your goals and how those will be accomplished. This plan can then be used to direct legal documentation."

## Why is transition planning so important?

One reason so few family farms and ranches are successfully passed to the next generation is the lack of a clear transition plan. In fact, according to the Atlanta Journal Constitution, 85% of first-generation businesses do not successfully transition to the next generation and even fewer to the third. The significance of this failure rate is compounded by the fact that about 99% of the 2.1 million agricultural operations in the United States are family owned. Consequently, the number of beginning farmers has reached a 30-year low as they

now represent the smallest share of farmers reported by the Census of Agriculture since 1982. Farmers hoping to continue their family farming legacy face these daunting realities.

## Why Nationwide?

Nationwide recognized the challenges that farmers and ranchers face when it comes to transition planning, and the Nationwide Board of Directors developed the Land As Your Legacy program to promote transition planning in the farming and ranching community.

Nationwide has a long history of serving agriculture. In fact, its roots are in agriculture. It was founded by farmers of the Ohio Farm Bureau in 1926. Nationwide is committed to leading the way in agriculture. Nine of its sixteen Board members are active farmers, including the Chairman. Nationwide Agribusiness is America's largest insurer of farms, ranches and agribusinesses, and it has the broadest geographic and distribution scope of any multi-line insurance and financial services company.

The Land As Your Legacy program is designed to assist farmers and ranchers in creating and implementing transition plans with the goals of:

1. Preserving and passing on the family farm or ranch
2. Safeguarding the value of the operation.
3. Setting up an orderly transition of management and ownership.

## What does the planning process look like?

Putting together a plan with the help of Nationwide is a three-step process:





**Step 1.** Fact gathering that involves one or more meetings with your family to gather current financial data, family demographics and transition objectives that are necessary to assess the current state of the farm business and develop a transition plan. With authorization from the customer, Western AgCredit can provide the documentation that's already been collected that will help with this process.

**Step 2.** The creation of a no-cost transition plan tailored to your farm or ranch's unique needs and objectives with specific succession planning solutions and options, along with sample supporting technical documents to help the family build an actionable transition plan.

**Step 3.** Decision making by the farm or ranch family on a course of action and their implementation of the plan.

To facilitate the program, Nationwide works with over 400 Land As Your Legacy advisors that have been specially trained to work with farmers and ranchers at each step of the process and to quarterback their interaction with other involved professionals such as lawyers and accountants. No other company has such a group of advisors with the materials needed to assist farmers and ranchers in engaging a no cost process leading to the implementation of their individually tailored plans.

### **Is this plan all insurance?**

No, participants will receive a comprehensive plan that outlines the goals of the family operation and how those goals can be accomplished based on recommendations by Nationwide's professional team and discussions with the Land As Your Legacy advisor. Some of the solutions may be insurance based. If an insurance option makes the most sense for the operation, participants are free to source the insurance through the company of their choice.

### **What will the end product be?**

Participants will receive a plan outlining the transition goals of the farm or ranch and have everything in place

to have formal legal and financial documents created by their trusted professionals. This service isn't meant to replace the professionals they work with. The purpose is to help develop a viable plan for farm transition while taking into account the resources of the operation and tools that can be used to facilitate the transition.

Transition planning is vital for American family farms. Young farmers and ranchers, hoping to continue their family farm or ranch, need the support and planning of the older generation through a program like Land As Your Legacy to ensure that there are adequate land and resources available to them.

Often only one child in a farm family wishes to continue working on the farm. In these situations, the older generation may feel compelled to break up or sell the farm to provide a "fair share" to the non-farming children. The Land As Your Legacy program works with the family to find solutions that address these concerns while maintaining the farm, hopefully intact, for the next generation farmer.

Involving young farmers in the transition planning will also serve as a model to encourage them to plan early for their transition. As they move through their (hopefully successful) farming future, both Western AgCredit and the Land As Your Legacy program can be a continual source of support to meet their evolving needs.

### **How do I get started?**

If you're ready to take the next steps in transition planning and would like to participate in the Land As Your Legacy program, please contact your loan officer to set-up a time to meet with a Nationwide advisor. If you are not a current Western AgCredit customer but are interested in participating in this program, please contact your local branch or Sarah Witt at 801.571.9200 or email her at [witts@westernagcredit.com](mailto:witts@westernagcredit.com).

# 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.



## Kaylee Dyreng

---

Hometown: Gunnison, UT

Parents: Kent & Tamara Dyreng

Farm/Ranch: Dyreng Farms & Dairy, LLC

Kaylee is a senior at Gunnison Valley High School. She has been active in the FFA including holding several leadership positions. She has participated in sports including tennis, basketball, softball and volleyball. Kaylee also works on her family's farm including helping with irrigating, hauling hay and shipping hay. After graduation, Kaylee plans on going to Snow College where she wants to study agribusiness.



## Ian Fillmore

---

Hometown: Fremont, UT

Parents: Richard & Kristin Fillmore

Farm/Ranch: Fremont Gelbvieh

Ian is a senior at Wayne High School. He has been actively involved in high school rodeo, basketball and the FFA. He has also participated in several service projects and held off-farm summer jobs including working in concrete, forestry and for the local water district. After graduation, he plans to pursue a welding and fabrication certification from Southwest Technical College then return to the family ranch and start a welding business.



## Brittany Grover

---

Hometown: Blanding, UT

Parents: Boyd & Jeanna Grover

Farm/Ranch: J.M. Grover Enterprises

Brittany is a senior at San Juan High School. During high school, she has been involved in the Future Business Leaders of America, Future Health Professionals, and was selected as the Business and Marketing Sterling Scholar. Brittany also participated in the junior livestock program, was a 4-H Ambassador, and participated in various other service projects. After graduation, Brittany plans to attend Utah State University to study health science-radiology.



## Aaron Martin

---

Hometown: Evanston, WY

Parents: Justin & Lindie Martin

Farm/Ranch: Lazy JM Livestock

Aaron is a sophomore attending Western Wyoming Community College where he is studying health science. In high school, he was involved in high school rodeo where he finished fourth in the nation in the tie-down roping event his senior year. Aaron served a mission for the Church of Jesus Christ of Latter-day Saints in Seattle, WA. After graduation, Aaron plans on running his own cows and also having his own stocker cattle in the future.



# Daniel Anderson Memorial Scholarship Recipient



## Bryson Humphries

Hometown: Enterprise, UT  
Parents: Brandon & Amber Humphries  
Farm/Ranch: A & B Enterprises

Bryson is a senior at Enterprise High School. He is currently serving as student body president, is a Governor's Honors Academy Delegate, and is a member of various clubs. He has also been active in his community by participating in several service projects and earning his Eagle Scout. After graduation, Bryson plans on attending Southern Utah University to start his education to become a physician assistant.

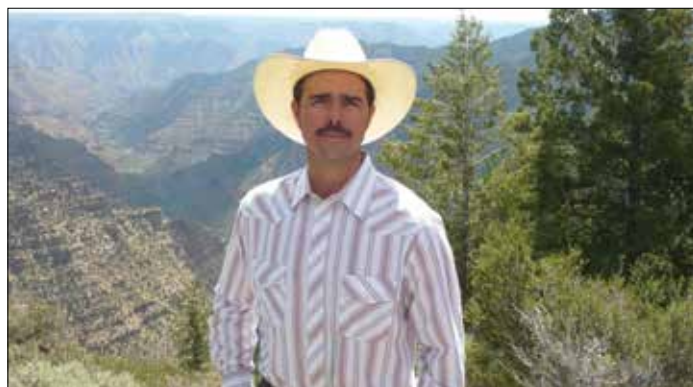
*Western AgCredit has established an annual college scholarship in honor of Daniel Anderson of Oak City, UT. Mr. Anderson was a Director on the Western AgCredit Board of Directors at the time of his passing in March 2016. The Daniel Anderson Memorial Scholarship will be awarded annually to one applicant who is pursuing a college degree with the intent to graduate and have continued involvement in production agriculture. Successful applicants must demonstrate a sustained commitment to balancing academic, personal and faith based activities. The scholarship awardee will be selected by the Western AgCredit Scholarship Committee from the slate of applicants for the general Western AgCredit pool of scholarships.*

## Seeking Applicants for the \$2,500 Tate Jensen Memorial Scholarship

Tavaputs Ranch is seeking applications for a \$2,500 scholarship in honor of the late Tate Jensen.

The applicant must be entering or currently in their senior year in college or pursuing a graduate degree. The applicant must be studying any agriculture or natural resources-related field for the purpose of returning to a livestock ranch, or be closely involved in managing lands for the ranching industry.

To apply, write an essay of no more than four pages that includes a history of the applicant's background related to ranching or land management, how their involvement in college has changed their understanding moving forward with ranching



and land management, and finally, what the applicant hopes to accomplish after completing college. Examples of leadership and specific goals mentioned will also be evaluated.

Tate was a sixth generation rancher on the Tavaputs Ranch in Southeast Utah. The management practices he implemented demonstrated the wise use of natural resources, and he was a successful advocate for public land issues which brought he and his family much respect across the West. His dedication to improving the land he lived and worked on made him an example to all the people around him. The purpose of this scholarship is to honor Tate's legacy by awarding it to an individual who reflects the same values Tate embodied, including a love for ranching and land conservation.

**Application Deadline:** May 31st

**Email Applications to:** [jennie.m.jensen@gmail.com](mailto:jennie.m.jensen@gmail.com)

**Mail Applications to:**  
Jennie Christensen  
PO Box 725  
Price, UT 84501



# GIVES BACK

Western AgCredit is committed to supporting agriculture and being good corporate citizens. Below is an overview of community support and financial support given to the agriculture community in recent months.

## Community Partnership Grant Recipient



One of our recent Community Partnership Grants was awarded to the school in Park Valley, UT. Three Western AgCredit employees traveled to Park Valley to present them with a check for \$2,000. They were excited to receive this money to help purchase Chromebooks for students.

Western AgCredit is pleased to offer this grant consisting of employee contributions that are matched by Western AgCredit. For more information or to apply for a Community Partnership Grant, please visit [westernagcredit.com/services/community\\_partnership\\_grants](http://westernagcredit.com/services/community_partnership_grants). Applications are accepted on an ongoing basis, voted on by employees and Directors and the selected recipients receive money as funding becomes available.

*Photo: Rhett Nielsen, Becky Christensen and Lane Gardiner presenting the Community Partnership grant to the students at the Park Valley school.*

## Supporting Rural Communities

The impacts of the COVID-19 pandemic are far-reaching and full-recovery from the financial and emotional toll will likely take years. Clearly there are a lot of individuals and businesses impacted by financial losses. This includes small businesses unable to operate due to social distancing measures, farmers and ranchers experiencing market disruption and others that have decreased demand for their product/service because of the state of the overall economy.

Another group we don't hear much about is those negatively impacted by the loss of tax revenue. Western AgCredit is concerned about our rural communities and the impact on residents. With this in mind, we have set aside some funding to offer assistance. If your rural community has a specific need at this time, please contact us directly or apply for a Community Partnership Grant on our website. We are also willing to donate supplies and labor, as needed.

### RECENT SPONSORSHIPS

- FUSION CONFERENCE
- UT/AZ RANGE CONFERENCE
- FARMERS UNION
- WOOL GROWERS
- UTAH FFA SCHOLARSHIPS
- USU SCHOLARSHIPS
- BYU-I SCHOLARSHIPS
- SUU SCHOLARSHIP
- UNIV. OF WY SCHOLARSHIP
- UTAH FFA CONVENTION
- FARM CREDIT FELLOWS





# Laughing Pen

Send your joke submissions to [witts@westernagcredit.com](mailto:witts@westernagcredit.com). If your joke is used in *FenceLines*, we'll send you a Western AgCredit hoodie!

## You Might Be A Farmer If...

If you've ever had to wash off your boots in the backyard with a garden hose, or strip down to your skivvies on the carport before your wife would let you in the house because of mud, manure or both.

If the 5-gallon buckets hydraulic oil comes in are almost as valuable a tool as the oil inside when it comes to feeding livestock or tool storage, and you've never thrown one away that was not busted.

If you've ever used baling twine or wire to attach a license plate, patch a fence, or to tie square-baled hay to the roof of your wife's car.

If you can remember the fertilizer rate, seed population, herbicide rate, and yields from farms you have rented the past three years, but cannot recall your wedding anniversary.

If you've driven off the road while rubber-necking your neighbors crops or cattle.

If you have ever used duct-tape or a bandanna as a bandage for bleeding hands from barbed wire fence repairs.

If you refer to land using the names of the farmers who owned them a generation ago.

If you've ever had to pull off the highway because stuff started flying off your dusty, cluttered dashboard because the windows were still rolled down.

If you can tell the difference between the smell of a skunk and the smell of a dairy.

If using an elevator relates to grain harvest rather than in a tall city building.

If the biggest family vacation you have had in the last five years were the weeks spent at the county fair with the 4-H or FFA steers, heifers, hogs or horses.

If spending time alone with your wife in the evening means she is holding the flashlight while you fix something.

And finally, if you won \$1,000,000 from the lottery your life would not change that much. You'd keep right on farming, maybe with newer equipment and more land, but you'd keep farming because that is who you are and what you do.

## Did You Know?

What kind of things does a farmer talk about when he is milking cows?

*Udder nonsense*

As a farmer, I hear lots of jokes about sheep.

*I'd tell them to my dog but he'd herd them all.*

What do farmers use to make crop circles?

*A pro-tractor*

Grain farmers have a tough life.

*They barley survive from wheat-to-wheat.*



P.O. Box 95850  
South Jordan, UT 84095-0850  
westernagcredit.com



PRSRST STD  
U.S. POSTAGE  
PAID  
Salt Lake City, UT  
Permit #7148

*Our Mission: To provide the most dependable source of credit  
and related services to agriculture and the rural community.*

## The Meaning of Farmers

**“They ran to the groceries,  
they filled up their carts,  
They emptied the Tops and  
Price Chopper and Walmart,  
They panicked and fought and  
then panicked some more,  
Then they rushed to their homes  
and they locked all the doors.**

**The food will be gone!  
The milk, eggs and cheese!  
The yogurt! The apples!  
The green beans and peas!**

**The stores have run out, now what will we do?**

**They’ll be starving and looting  
and nothing to do!**

**Then they paused, and they listened  
a moment or two.**

**And they did hear a sound, rising over the fear,**

**It started out far, then began to grow near.**

**But this sound wasn’t sad, nor was it new,**

**The farms were still doing  
what farms always do.**

**The food was still coming,  
though they’d emptied the shelves,  
The farms kept it coming,  
though they struggled themselves,  
Though the cities had forgotten  
from where their food came,  
The farms made them food every day,  
just the same.**

**Through weather and critics  
and markets that fall,**

**The farms kept on farming in spite of it all.**

**They farmed without thank yous.**

**They farmed without praise.**

**They farmed on the hottest and coldest of days.**

**They’d bought all the food,  
yet the next day came more,**

**And the people thought of something they  
hadn’t before.**

**Maybe food, they thought,  
doesn’t come from a store.**

**Maybe farmers, perhaps, mean a little bit more.”**

**-Author Unknown**