

Fence Lines

Spring 2021

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Photo credit: Nils Myrin

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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

witts@westernagcredit.com



www.westernagcredit.com

FenceLines

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Cover Photo: Cattle on pasture at Myrin Ranch in Altamont, UT.

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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 1916, customer service is our commitment.

President's Message



Dear Western AgCredit Stockholders & Friends,

Spring 2021 feels different than most in recent memory. While it is nice to return to extended sunlight hours and warmer temperatures, it feels like winter never really came. It occurred to me the other day that we never accumulated enough snow on the gravel road to my house to even get the loader out to plow it, not even once! That is a first in 17 years of living on the farm. That never happens in Coalville, which is notorious for its frigid temperatures and snow! That is equivalent to getting snowfall in St. George (which actually happened this year). Certainly, the past year has been strange in a variety of ways!

Besides not feeling much of the effects of winter, the lack of moisture continues to be a top concern. Severe drought is evident throughout most of our lending territory, with the State of Utah and portions of Nevada and Arizona being of greatest concern. As of April 1st, these areas are showing approximately 80% of the land mass to be in either extreme or exceptional drought conditions. Conditions in the Wyoming counties we serve are also abnormally dry, but appear to be in better shape.

In addition to needing timely spring and summer rainfall (though not on the hay in the windrow), we will need to be extremely diligent in managing our water resources. Conservation practices will need to be high priority as will strategic use of this precious resource. I am sure there are meetings happening on farms and with irrigation companies to determine how to best utilize the limited water supply. Please participate in this process and do your part to support each other through what could be a challenging crop year.

If you find your financial resources to be severely challenged by drought conditions, please contact your loan officer. In most instances, Western AgCredit can provide options for temporary relief in the form of loan modifications based on

your specific need. Please don't hesitate to explore these options if your circumstance warrants such.

After missing the opportunity to serve you a juicy rib eye steak and all the fixins' in 2020 (due to COVID-19 restrictions), we look forward to resuming our normal Customer Appreciation BBQ schedule this summer. Please watch for the invitation and get your RSVP in to your local branch. It has been a while since we have seen many of you, and are really looking forward to catching up!

As you go about your busy lives and supporting your local communities, I want to remind you of a program we have developed here at Western AgCredit that is really getting some traction. It is called the Community Partnership Program. How it works is employees and directors donate funds that are then matched by the Association to fund projects in rural communities. If you have a need in your local community, please let us help! We can provide financial resources, labor, supplies, or other needs. We have already funded a number of projects in rural communities and it has been very gratifying! It is a great way for our staff to give back to the people and communities that enrich our lives. If you have a project or need in mind, please contact your loan officer for additional information.

We are grateful for the opportunity to serve you! We fully recognize how blessed we are to work in this industry with exceptional people. Hang in there through this drought and let us know how we can better support you.

Respectfully,

David Brown
President

Western AgCredit is Pleased to Welcome...



Jessica Gowans
Staff Accountant, South Jordan

Jessica Gowans started working for Western AgCredit in January as a staff accountant. She enjoys the opportunity her job provides to have a career that keeps her involved in agriculture while working in accounting.

Last spring, Jessica graduated from Southern Utah University with a degree in accounting

and a minor in finance. While in school, she worked as an assistant for a regional controller of an insurance agency.

Jessica is from Tooele, UT where both of her grandfathers own cattle ranches, which she enjoys helping on. She has also worked for her father's vet clinic and participated in the 4-H and FFA programs. Her hobbies include baking and traveling. In the summer she likes to camp and ride horses with her family.



Walker Bagley
Loan Officer, Roosevelt

In February, Walker Bagley started working for Western AgCredit as a loan officer in Roosevelt. He is excited for the opportunity his new position gives him to meet farmers and ranchers in the area and help them accomplish their goals.

Walker graduated from Utah State University with a degree in agribusiness. He

interned at a commercial bank and worked for IFA as an office manager before coming to Western AgCredit.

Walker is originally from Greenwich, UT, where he grew-up on a cow/calf operation. His family also grows hay and backgrounds their own calves. Walker is the oldest of four children, and still owns some cows he runs with his dad and brother. He now lives in Roosevelt. He likes to rodeo, ride horses, shoot and hunt.



Tammy Coburn
Credit Support Specialist,
Spanish Fork

In April, Tammy joined the Western AgCredit team as the credit support specialist in Spanish Fork. She's looking forward to the opportunity this new position will give her to meet people and learn about ag loans. Her duties include branch administrative functions.

Prior to coming to Western AgCredit, Tammy spent 22 years working for an insurance agency. She also has an associate's degree in medical assisting.

Originally from Santaquin, UT, she now lives in Genola, UT with her husband, Chad, and their daughter, Cedar. In her spare time, Tammy enjoys softball and volleyball and watching her daughter compete in rodeo.

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) or by telephone on either an anonymous or a known basis. A partial list of potential issues 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.

New Office Locations

We are pleased to announce that we have recently moved into two new locations, one in Cedar City and the other in Delta. Our new building in Cedar City will better meet the needs of customers and employees in that area. We are

also excited to announce that we will once again be holding regular office hours in Delta. We have moved to an office in the Holt and Company building, and a loan officer will be there every Tuesday and Thursday to assist customers.



Cedar City Branch
2495 N. Main Street
435-586-6575



Delta Contact Point
655 E. Days Avenue
Open Tues. & Thur: 9:00 a.m.-3:00 p.m.
435-864-2314

Photo Contest

We hope you're enjoying your 2021 calendar. It's never too early to start submitting pictures for our 2022 calendar!

Thirteen agriculture-related photos will be selected for the calendar, and winners will each receive a \$50 gift card for his/her submission. There are no limits on submissions, and the **deadline is August 31, 2021.**

High-quality digital photos are preferred, but other formats will be accepted. 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. Email entries to Sarah Witt at witts@westernagcredit.com.



\$200 Gift Card Winner Announced

Western AgCredit is pleased to congratulate Todd Harris on winning first quarter's \$200 gift card. Todd 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.

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.



Lexy Shaw

Hometown: Pleasant View, UT
Parents: Kelly & Mareena Shaw

Lexy is a senior at Weber High School. During her high school career, she has played basketball and softball and served on the Especially for Athletes Leadership Council. She is also active in her church group where she has served in several leadership positions. Lexy is interested in the medical field, and she is currently working to obtain her CNA license. After graduation, she plans to study nursing.



Holly Torgersen

Hometown: Richfield, UT
Parents: Wesley & Carrie Torgersen

Holly is currently a senior at Richfield High School. She has served as captain of her soccer team, ran track, and been recognized for her outstanding academic achievement. She also helps on her family farm where she feeds and waters the animals as well as hauls and irrigates hay in the summer. After graduation, Holly plans to study accounting at Southern Utah University.



Reagan Walker

Hometown: Heber City, UT
Parents: Korey & Merrie Walker
Farm/Ranch: Walker Land & Livestock

Reagan is a freshman at Utah State University. While attending Wasatch High School, she participated in high school rodeo, competing in barrel racing, pole pending, goat tying and breakaway roping. She was also a member of the FFA. A fourth-generation rancher, she is actively involved in her family's operation working with the cows and crop production. Reagan plans to pursue a nursing degree.



Jeanette Griffin

Hometown: Spanish Fork, UT
Parents: Clyde & Jana Griffin
Farm/Ranch: Mount Loafer Farm & Ranch, LLC

Jeanette is a senior at Maple Mountain High School where she is president of the Key Club, a member of the National Honor Society and has participated with the Student Service Club for three years. She also serves on the Mapleton Youth City Council and has been a member of the Utah Valley Children's Choir. After graduation, she plans to attend Brigham Young University.

Daniel Anderson Memorial Scholarship Recipient



Kailey Stanworth

Hometown: Delta, UT
Parents: Thayne & Christina Stanworth
Farm/Ranch: T&S Farms, Inc.

Kailey is a senior at Delta High School. She has played softball for four years and is currently serving as team captain. She has also been very involved in the FFA where she has earned her Greenhand, Chapter and State Degrees. As part of her FFA experience, she was involved in the agronomy CDE where she took second place at state and placed silver at the National Convention. She plans to pursue an agronomy degree at Utah State University.

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 of 2016. The Daniel Anderson Memorial Scholarship is 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 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 him 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: June 15, 2021

Email Applications to: jennie.m.jensen@gmail.com

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



Staci, Rik, Beth, Alarik, and Nils Myrin with a view of their ranch in the background.

Grass-Fed Goodness

The Myrin family in Altamont, UT raises grass-fed beef with an emphasis on management intensive grazing and low stress animal handling practices, as well as a focus on family.

Before the term “grass-fed” was trendy like it is today, the Myrin family was raising quality grass-fed beef and selling it directly to consumers. Myrin Ranch, located near Altamont, UT, is operated by two generations of the Myrin family who work together to care for their land and livestock.

Today, Alarik and Beth lead the family and operation. Alarik’s grandfather was from Sweden, did business around the world and served in the Swedish military. He also ranched in Argentina and ultimately moved to the states and farmed in Pennsylvania where he participated in other business, education and charitable interests with his wife. Alarik’s father spent time in Argentina and ranched in New Mexico. Before joining the army in WWII, he sold the ranch in New Mexico, then purchased part of their current ranch in Utah at the end of WWII.

In 1978, Alarik and Beth, a Duchesne county native, purchased a ranch in Colorado. Their son, Alarik “Rik” moved to Colorado to operate the ranch after completing a

degree in economics and ag business at Cornell. There he met his wife, Staci, a ranch-raised veterinary technician.

In 1994, the Myrins decided to sell their ranch in Colorado and use those resources to consolidate and expand their operation in the Altamont area. Rik and Staci moved to Utah to continue ranching, a lifestyle they both love. “When I was growing up, there was never any pressure to be a rancher or to join the family business. There was an expectation to go get an education and explore and decide what I wanted to do,” said Rik.

Ultimately, that path of exploration not only led Rik home but also brought two more of Alarik and Beth’s seven children back to the ranch. Their daughter, Deborah, graduated from Utah State University and worked for the Quivira Coalition, an organization focused on improving soil health and holistic management, before returning to the family business. Their son, Nils, graduated from the University of Utah with a degree in business and then returned to the ranch.

Alarik, also a graduate of Utah State University, served in the Utah legislature. After finishing his legislative service, he was appointed as an outside director to the Western AgCredit Board of Directors and later elected to the board where he served from 1999 until 2011. He was actively involved in the decision for US AgBank to merge with CoBank, and he served on the US AgBank Board for a few months as AgBank merged with CoBank, Western AgCredit’s current funding bank. He served on the CoBank board until 2018. Today, Alarik serves on the Uintah Basin Healthcare Board.

Alarik has leaned on his experience serving on these boards when it comes to managing his own operation. The family holds monthly meetings with an agenda everyone can contribute to, and everyone works together to make decisions. During these meetings, they do a financial report, review and approve minutes, discuss current projects, review proposals for future projects and coordinate work schedules.

Working together as a family is important to the Myrins, and they have structured their business to help accommodate this. “We’ve divided up general areas of responsibility where each of us has an area of primary responsibility and we take care of that area, but there’s a lot of overlap in helping each other do the work and consulting with each other,” said Rik.

Rik is responsible for most of the bookkeeping, hay harvesting and beef delivery. Deborah does most of the marketing for their grass-fed beef business and communicates with customers. Deborah’s husband, Mike Bertagnolli, works for the Forest Service in the fire program. In his off time, he helps with branding, watering and whatever else needs to be done on the ranch. Nils does most of the cattle management including managing the forest permits and grazing as well as purchasing bulls to enhance their genetics. Staci helps

with calving, haying and works with Nils on the medical needs of the animals, including vaccinating and doctoring. Alarik oversees the operation and still works full-time especially on irrigation, projects and ideas. Beth helps with calving, especially first-calf heifers, filling customer orders and assists in all areas. They all help each other to manage the workload and collaborate. Everyone gets to participate in all aspects of the work but each appreciates the autonomy having their own area of responsibility gives them.

For example, Deborah relates, “When I shifted to work I could do from home after I had children, Rik picked up the weekly beef deliveries,” said Deborah. “It’s a pretty good partnership because he goes out and sees things and gets different ideas and perspectives, and then he’ll bring back an idea and we’ll work on it and put it into action.”

The Myrins are passionate about understanding the capacity and limitation of their land as well as the needs of their Red Angus based beef cows, and making adjustments to best accommodate the strengths of both. Their management practices have evolved as they have tried new things and adjusted to capitalize on what works best for them and the resources they manage.

For instance, they used to feed their calves in a feedlot after weaning in the fall. One winter, Alarik suggested they feed all the heifers out in a pasture instead. Rik recalls that his only hesitation was that it would be hard to catch any that needed to be doctoring, but it ended up that they didn’t have to doctor any of those heifers that winter. The next year they decided to keep all of their calves on pasture. This idea ended up changing their management practice.

Another practice that has proven successful for the Myrins is management intensive grazing. “The idea is to group more cows in a smaller space and move them more frequently so they’re less selective of what they eat,” said Rik. “They eat



A water trough that is moved when cows are moved to help manage grazing.



The Myrin family sorting cows.

all the grass they like and all the grass that they don't like, and you get them off of an area quickly so that the grass can start recovering."

Cows also leave the area thoroughly fertilized, and where possible the Myrins irrigate the area to ensure the manure is absorbed quickly and can start going to work. According to Alarik, root studies indicate that pastures that are grazed in this method have root structures two to three times as deep as a traditionally grazed pasture, which ultimately leads to better water absorption and regeneration.

Based on the time of year and feed availability, the area they use for each rotation and the length of time the cows stay in one place fluctuates. The Myrins use electric fencing to vary the areas grazed at one time so everything recovers evenly. They also have water tanks they can easily move to various locations around the pasture, ensuring one area does not get overgrazed.

Over time, the land the Myrins once raised corn and small grains on has transitioned into a multi-species grass, clover and alfalfa mix pasture. During the summer, they put up one or two cuttings of hay. In the fall, they leave a lot of standing forage the cows eat throughout the winter months, and they supplement with the grass hay they put-up in the summer.

The cows are divided into three separate herds, two of which summer on separate forest permits. The other herd remains in the valley. The Myrins use low stress handling techniques when working with the herds and the cattle are content and calm. According to Nils, one of the methods they use to reduce stress is "pasture weaning." After they vaccinate the cows and calves, they let them back out into the pasture only separated by an electric fence. They don't really even realize they've been weaned at first, and just go back to grazing. They can still see and greet each other, and they are mostly content to being moved apart within a few days. They also have a mobile corral system they can set-up

in a clean, non-dusty, part of the pasture where the animals are currently grazing when they need to work them instead of moving the herd to a corral.

A portion of their calves are Natural and Grass-Fed Verified and sold under their own brand, Canyon Meadows Ranch. Retail sales of their product go through specialty grocers, farmers markets and are sold in halves and quarters. The rest of their animals are sold through traditional marketing channels. The family relies on non-family members to run the farmers market stands and help on the ranch, and these individuals play an important role in the operation.

The grass-fed beef offers various nutritional benefits that appeal to consumers, and Myrins have developed a group of loyal customers. Grass-fed beef is lower in fat and calories, helps lower bad cholesterol levels and is high in Omega-3 fatty acids. According to Deborah, their customers are looking for the health benefits their product provides, like the quality of the product and appreciate the way the animals are handled.

Family is a big reason the Myrins do what they do. For Beth, "The best thing is all of us working together." During busy times on the ranch, Beth and Alarik's other children and grandchildren return to the ranch to help, and the memories made during those times are cherished.

The next generation of Myrins is already developing a love for the ranch. Rik and Staci's twin daughters are freshmen in college and can't wait to get back to work on the ranch this summer. Deborah and Mike's two daughters, the oldest of whom is five, love helping on the ranch, especially checking on the cows during calving season and bottle feeding the calves that need a little extra help.

"There are certain seasons when the extended family comes together to work, so there's a really deep family connection at times like fall gathering and during branding," Staci said. "Those are hard workdays, but they're also fun and people really enjoy the work. We get together for a big branding meal and I think those connections are priceless. You don't find that in any other business."



Deborah and her daughters with Alarik at their ranch.



Rik demonstrating a riparian area that was brought to life with the help of some beavers in an area a road once ran through.

A Visit With Congressman Burgess Owens

On April 1, 2021, Congressman Burgess Owens and two members of his district staff met with a group of Western AgCredit directors and employees in our South Jordan office. During introductions, Congressman Owens expressed his appreciation for agriculture and noted that he has a history of farming in his family, including his father who obtained a Ph.D. and was also a farmer.

During the visit, the importance of the Farm Credit System and the critical role it plays in Western AgCredit's ability to fulfill our mission was emphasized. The bulk of the meeting was spent discussing issues that impact Utah agriculture including the use of public lands for grazing purposes, immigration, wild horses and more. Congressman Owens and his staff listened with the intent

to understand and expressed a desire to help farmers and ranchers, emphasizing the importance of food production.

Congressman Owens is working in collaboration with the other members of Utah's Congressional Delegation and the Biden Administration to legislatively resolve the ongoing dispute over large national monument designations in the west. He has also introduced the Agriculture Civil Rights and Equality Act (ACRE Act) which would prohibit USDA officials from discriminating or providing preferential treatment based on race, color, national origin or sex. The ACRE Act is a direct response to the American Rescue Plan Act of 2021 that included \$4 billion in debt relief for "socially disadvantaged" farmers.



Commissioner Craig Buttars Visits Board

On March 16, 2021, Utah Department of Agriculture and Food's new Commissioner, Craig Buttars, came to Western AgCredit's Board meeting to discuss Utah Agriculture. Commissioner Buttars gave the Board an overview of UDAF's current initiatives. He also shared that UDAF turns 100 this year!

Western AgCredit representatives shared some of the programs Western AgCredit has implemented to support agriculture and rural communities in Utah such as the AgFuture and Community Partnership Programs. We look forward to continuing to work with UDAF leaders to support Utah agriculture!





By: Dr. David M. Kohl,
Professor Emeritus,
Virginia Tech

Business & Financial IQ

Evaluating Key Performance Indicators and monitoring them year-over-year helps business owners make sound decisions using a balance of objectivity and intuition.

In sports there is considerable discussion surrounding the birth of championship teams. These teams often have a nucleus of players and coaches with high football, basketball, or hockey IQ.

For example, the famous hockey Hall of Famer Wayne Gretzky, while physically undersized, used knowledge and mental game preparation to lead his team to victory and championships. His famous saying, “A good hockey player plays where the puck is. A great hockey player plays where the puck is going to be,” is often used in business planning. The Golden State Warriors assembled a team, including stars, bench players, and coaches, which often displays high basketball IQ. Bridging this concept to the business of agriculture is very appropriate in an era of razor thin margins with extreme economic

volatility. What are the components of high business and financial IQ?

The first management factor of the business IQ is the cost of production. The business owner or manager with a high business IQ knows their cost of production, but the higher-level managers know their cost of production for each enterprise. This is becoming more important as diversification of income streams and volatility become a fact of life.

Next, high level businesses know what they stand for by identifying their core values. Structure is provided with written goals for the business, family, and personally. The goals should be further defined by their term of completion. Short-term goals are within one year and

long-term goals are between three and five years. Business goals should be SMART, which means that they are specific, measurable, attainable, rewarding and reasonable, and timely.

Record keeping systems are becoming more important in the business acumen and decision-making process. The average manager will manage a business using Schedule F tax forms with tax minimization as a priority. The elite business owners will conduct accrual analysis, realizing that there is often a wide variation in net income between cash and accrual records. If a CFO or accountant is utilized, the owner and management team understand the importance of documenting production, marketing, finance, and labor records. They keep these records in a safe and secure place, whether they are written or electronic.

Next, a projected cash flow is developed and monitored. The difference between projected and actual results, known as variance analysis, is the report card of business and management performance. This should be monitored throughout the year.

High level managers will conduct financial sensitivity analysis based on price, cost, interest rates, and production while utilizing business intelligence from past performance and possible future trends. This provides the parameters of options and opportunities in a more objective manner.

Top level business managers often work side-by-side with their agriculture lender, accountant, or advisory team to understand key financial and business ratios and metrics. Key performance indicator (KPI) dashboards in relevant areas of the business are developed and monitored year-over-year so that sound decisions are being made using a balance of objectivity and intuition. Working with livestock or crop consultants, and/or lenders provides outside expertise in the overall decision-making process.

Whether producing a value-added product or a commodity, managers with a high business IQ develop marketing plans aligned with their cash flow and the marketing conditions. Often base hits versus hitting home runs are observed in higher-level businesses. This means that the business conservatively earns a little profit when opportunities occur, rather than going for a larger one-time profit.

A risk management plan with the necessary insurances ranging from crop, livestock, and liability, to long term healthcare, key person, and disability policies that are designed to protect profits and business net

worth is imperative. The key in this area is that the risk management plan is executed and periodically updated as internal and external business conditions change.

Another element displayed by stellar managers is the correlation between business earnings and withdrawals from profits by owners and managers in the form of family living costs or dividends. Understanding this area can be imperative to growth strategies or preparing for adversity.

One attribute observed amongst champions is continual improvement. The stronger business has a plan for improvement with key strategies and actions, and a strong work culture that attracts talent.

Transition is always on any champion business’ or athletic teams’ radar. Injuries, changing goals and motivations of players, and retirements are a fact of life in sports. Teaching the right culture to the new players is not only critical for an athletic team, but also for a business to ensure continuity of culture.

A strong business often has a plan for education and development. Education is a key area that is imperative in today’s fast-paced information environment. Development entails personal growth of individuals in the business.

Finally, the difference maker is the attribute of the intangible, often discussed in the book Good to Great by Jim Collins and The One Minute Manager by Ken Blanchard and Spencer Johnson. Being proactive, having a positive attitude, staying engaged, and exhibiting discipline and commitment are critical elements to success in many of the aforementioned factors.

Your challenge is to have key individuals and stakeholders in the business complete the business IQ questionnaire separately, and then compile the results. Completion of this tool by your team and advisors can create a positive culture and spur crucial conversations critical in planning for incremental improvements in the business. By the way, a preliminary study has been conducted by a student at the University of Kentucky which found the business IQ has a relationship to bottom line financial performance, a topic of discussion for another time. Are you up for the challenge?

If you would like to do an analysis on your operation, visit westernagcredit.com/resources/financials and download the Excel spreadsheet to find out your Business IQ!



GIVES BACK

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

South Jordan Staff Helps with Spring Clean-up at Wheeler Farm

In March, employees in Western AgCredit's South Jordan location volunteered at Wheeler Farm to help clean up and get the farm ready for spring visitors. Tasks included cleaning ditches, mucking stalls, picking-up trash and removing rocks from the horse stalls. Western AgCredit employees enjoy getting out of the office to help out on the farm, and this community park in Salt Lake County appreciated the help!



Deseret Heritage Association Receives Community Partnership Grant to Help with Park

The city of Deseret, located outside of Delta, has been building a community park as resources permit. They needed some additional money to complete the sidewalk around the grass and playground equipment, and so they applied for a Western AgCredit Community Partnership Grant to help with those expenses. In March, they received \$2,000 to help complete the sidewalk. This is an important addition to their community because it provides a safe place to walk and ride bikes. The big truck traffic has tripled over the years, and the community is looking forward to a sidewalk to help kids stay safe!

Western AgCredit is pleased to offer the Community Partnership Grant Program which is funded by employee and director contributions and matched by Western AgCredit. For more information or to apply for a Community Partnership Grant, please visit westernagcredit.com.



Scott Reeve, Western AgCredit loan officer, presents Laurel Eliason with the Deseret Heritage Association a Community Partnership Grant check.



Laughing Pen

Send your joke submissions to witts@westernagcredit.com. If your joke is used in FenceLines, we'll send you a Western AgCredit hoodie!

Did You Know...

- How excited was the gardener about spring?
So excited he wet his plants.
- What did the dirt say to the rain?
If this keeps up, my name will be mud.
- Why couldn't the flower ride its bike?
It lost its petals.
- What did the big flower say to the little one?
You're really growing, bud!
- What's a baby chick's favorite plant?
Egg-plants!
- What is the best flower for a boy to give his mom?
A son-flower!
- What type of bird should you never take to the bank?
A rob-in.
- What kind of garden does a baker have?
A flour garden.

An Anxious Tree

A tree had been filled with anxiety and decides to see a psychologist.
"I just don't know what to do," the tree said.

"Every year I feel very anxious during fall and winter."
"Hmm, interesting," the psychologist said, "And how do you feel when spring comes?"
The tree smiles, "Released!"

Sunday Preaching

In church on Sunday morning, the preacher was standing up at the pulpit preaching a sermon on righteous living. After speaking for about 10 minutes he said, "If I had all the beer in the world, I'd throw it in the river!"
Then he talked some more and a little while later he said, "If I had all the wine in the world, I'd throw it in the river!"
After that statement, he kept ranting and raving until about 15 minutes later when he said, "If I had all the whiskey in the world, I'd throw it in the river!"
Upon completion of his sermon, he sat down and the choir director stood up. With a sheepish smile on her face she said, "Will the congregation please stand and join us in singing hymn number 134, Let's All Gather at the River."



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