

# Fence Lines

Winter 2010

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**INSIDE: WESTERN AGCREDIT  
LAUNCHES NEW WEBSITE!**

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# FenceLines

Winter 2010



Cover Photo: (From top left clockwise) Mark Olson, Doug, Michael and Gary Cox in one of the brooder houses on their turkey farm in Manti, 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 1917, customer service is our commitment.*

# Dear Western AgCredit Customers & Friends,



We hope this issue of FenceLines finds you and your family doing well. Our world is faced with turbulent challenges, so we feel blessed that we are worrying about moisture levels, commodity prices, interest rates, etc. It's obvious that compared to most of the world we have things pretty good.

Western AgCredit just completed another successful year in 2009, and we are looking forward to the opportunities that will arise in 2010. Within the next several weeks, our Stockholders will receive a 2009 Annual Report, but I'd like to provide you with some of the critical statistics for our Association (effective 12-31-2009):

<u>Area</u>	<u>Measurement</u>
Average Monthly Loan Volume	\$553,858,000
Loan Growth (% change from 2008)	15.78%
Delinquent Loan Volume	.49%
Percent of Budget Utilized	94.09%
Net Income	\$8,143,000
Pretax ROA	1.47%
Core Surplus	12.59%
Total Surplus	13.45%

In spite of poor dairy prices, softened hay prices, volatile beef prices, poor overall economy, excessive government spending, etc., Western AgCredit exceeded the objectives outlined in our annual business plan.

The Board of Directors approved the distribution of an average 30 basis point patronage payment that will be paid in February 2010 to eligible stockholders.

As we look forward to 2010, the Association expects the positive operating performance to continue. We intend on slowing our growth rate during 2010 to approximately 7%, which translates to \$38,500,000 of actual growth. The Board and Management are committed to making sure we can meet the financial needs of our existing customers, keep our capital levels strong and not take undo risk on new loans to new customers. Said another way, we want to make sure we take care of the people who built this company before we concentrate on looking for new customers.

As a conclusion to this letter, I would like to sincerely thank our customers for allowing us to be their lender. We feel the customers who finance with Western AgCredit are the industry leaders, so they are able to withstand the current economic adversity better than most of their neighbors. In spite of the turmoil that has hit the US economy, and in spite of poor commodity prices in general, Western AgCredit continues to be successful. We attribute our success to having the best customers and a dedicated staff that is committed to providing you with the level of service you deserve.

Together in Agriculture,

Richard Weathered  
President

# INTRODUCING OUR NEW WEBSITE

*Western AgCredit's new website, located at the old location, [www.westernagcredit.com](http://www.westernagcredit.com), offers more features, tools and information that make doing business with us even easier!*

Western AgCredit is excited to announce the launch of a new website designed to help customers manage their operation and provide tools to the agriculture community.

“The internet is the great equalizer for rural America, and we wanted to utilize this resource to provide our customers with tools that can help them more efficiently manage their finances no matter their distance from one of our locations,” said President Richard Weathered. “We feel the contents of the new website will benefit our customers, and we hope they take advantage of the resources it contains.”

This article outlines some of the features of the new website, but it is not all-inclusive. We encourage you to take a minute to visit our site, explore the resources available and enroll in the Members Only section (explained in more detail under Customer Benefits). If you have any questions about the new site, please feel free to contact your loan officer.

HOME

TOOLS

NEWS

**RATES:** General rates updated occasionally that will give you an idea of current rates for various purchases. Customers can access rates updated daily by signing-up for the Members Only section.

**FINANCIALS:** Interactive balance sheet, income statement and beef and dairy profitability worksheets. These Excel documents can be downloaded to your personal computer and completed with your information.

**LOAN CALCULATOR:** This allows you to enter a loan amount, amortization period, number of payments per year and the interest rate, and it will generate the payment

amount and display an amortization schedule, showing you how much of each payment goes towards principal and how much goes towards interest.

**CLASSIFIEDS:** This new online classifieds section allows anyone to post an agriculture-related item they have for sale or for rent. It also allows for reverse postings if you are looking for an item to purchase. If you are looking to purchase something for your operation, or if you have something you would like to sale, please take a look at the new classifieds section and set-up an account today.

TOOLS

NEWS

PRODUCTS &amp;

**MARKET & WEATHER:** Futures information, agriculture news and local weather information.

**EVENTS CALENDAR:** A calendar of agriculture events and Western AgCredit's office schedule. If you have an event you'd like posted, follow the link on the page and we'll add it!

**NEWS:** News articles on Western AgCredit and general agriculture news items.

SERVICES

AG RESOURCES

AB

**GOV. AG PROGRAM CATALOG:** A synopsis of various programs offered by the government to help support farming and ranching.

**LINKS:** Links to websites used by our appraisal department when assessing value, customer websites, conservation resources, Utah agricultural organizations and various other useful websites.

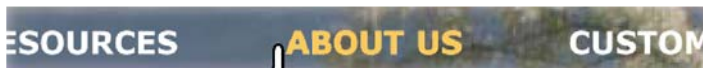


**MEMBERS ONLY:** Also accessible through a quick link on the bottom right-hand side of the home page, one of the most exciting resources now available to our customers is the Members Only section of our new website. This allows all customers to establish a personalized log-in and securely transfer documents (i.e. personalized income statements, balance sheets, etc.) to and from their loan officer and send secure messages to their loan officer. It also contains these resources:

- **Member Online Forms:** Complete a loan inquiry, order drafts, fill out an application to modify your collateral, and review your membership application.
- **Appraisal:** This section contains the market area surveys and grazing permit data compiled by our Appraisal Department.
- **Detailed Rates:** These rates are updated daily by our accounting staff so customers can follow the direction rates are going.

These rates will show the movement of rates, but some customers may qualify for slightly lower or slightly higher rates depending on their collateral and credit positions.

- **Industry Studies:** These studies give a general overview of the primary commodities we finance.
- **Member Discounts:** Since Western AgCredit is part of the larger Farm Credit System, there are group discounts that are available to our customers for things like car rentals, computers and cell phones. This link contains a current list of discounts available.
- **Legal Form Templates:** When conducting business, oftentimes various forms are needed. This link offers a bill of sale, quit claim deed, warranty deed, promissory note, lease agreements and a variety of other legal templates for our customers to use.
- **Account Access:** Formerly called Online Banking, this product lets customers manage their accounts online. Including performing balance transfers, reviewing account activity and getting a consolidated snapshot of your accounts with the Association. There is also a quick link to this section on the home page on the bottom right-hand side.



**OFFICE LOCATIONS:** Interactive map showing our territory and branch locations with contact information.

**ASSOCIATION REPORTS:** Our annual and quarterly reports.

**BOARD CHARTERS:** Information about the organization and responsibilities of the various Board of Director Committees.

**THE BOARD OF DIRECTORS:** Photos, bios and email addresses for the Board of Directors.

**STAFF:** Photos, bios, and email addresses for our employees.

**EMPLOYMENT:** Job postings and information on how to apply for openings.



**SCHOLARSHIPS:** Information on the scholarships we offer.

# The Road Back

In the Fall 2009 issue of FenceLines, we featured part one of this series. We received a lot of positive feedback on that feature, and we hope that the second half is also beneficial for those that are bringing the next generation into their farm or ranch.

Many of the questions covered in both parts of this feature are difficult to ask, and oftentimes it is difficult to be honest when answering, but it is essential that all of these topics are addressed and that both parties accept and understand the answers.

## How does your spouse view the lifestyle and the necessary sacrifices?

- There are a lot of sacrifices that go along with owning your own business, particularly in agriculture. This includes time spent at work, available cash going into equipment rather than a new car, emergencies that disrupt plans, etc. If both parties in the marriage don't have a similar appreciation of the benefits of the farm/ranch lifestyle, the sacrifices can be hard to take.

## How will you balance fresh new ideas with lessons learned by experience?

- Is the relationship such that the younger generation can suggest changes based on what they have learned in school or observed on other operations?
- Does the younger generation have enough respect for mom and dad to accept that they have learned some lessons to success that may not be taught in a classroom?

## How will you establish and document business objectives?

- Are family members willing to have formal business meetings?
- Are family members willing to have spouses attend business meetings where major issues are discussed?

For example, discussions about getting new loans that will be signed by the spouses.

- You can't just assume that because "we are all from the same family" that "we all want the same things from the farm/ranch."
- Do you want to maximize profits from the current operation by controlling expenses, even if it means working more hours or drawing less of a living expense?
- Do you want to expand the operation so that living costs and other overhead expenses are spread over a larger base, even if it means incurring more debt?
- Do you want to purchase equipment or technology that will reduce the amount of time required to do the necessary work, even if it means increasing debt and the payments on debt?
- Is it more important to generate cash that can be used to support an established standard of living or to build equity in the operation?
- Is the farm/ranch viewed as an asset to provide a retirement for Mom and Dad, but to be eventually shared with all siblings – even those who are not actively involved in its operation? Or is the farm/ranch viewed as an ongoing resource for those who choose or who are lucky enough to remain active in it?
- Should the operation be expanded to provide work for all siblings who want to return? Or should it be managed conservatively so that the livelihood of those already working there is not jeopardized by bringing on more family members?
- After objectives are once established, will your family be able to effectively review them and consider changes as circumstances warrant?

# Home

## Questions to Consider Before Returning Home to the Family Farm or Ranch

### How do you plan to deal with a family member whose job performance doesn't meet the needs/expectations?

- It is often emotionally difficult to reprimand or fire someone who is not getting the job done. It is even harder when it is a family member. However, most operations cannot afford to have an employee who is unable or unwilling to perform at a high level. What would happen if your family operation experiences this kind of problem?
- Sometimes a family member is given too much responsibility or responsibilities that are not a good match with their individual skills. Would your family be willing to address and correct this type of problem at the risk of "hurting someone's feelings"?

### How well does your family communicate; particularly when there is stress?

- Every business has occasional stress. Can your family deal with such situations constructively? Or is it likely that high levels of stress will cause things to be said that will cause bad feelings long after the stress is over?

### How much risk is there of jealousy between family members; between spouses?

- How do you feel if your siblings have something nice that you don't have yet? How do they feel about the nice things that you have?
- Do any of the siblings feel like other siblings receive preferential treatment by your parents?
- Do you really work well with your siblings, or is there an undercurrent of competition?
- Ask all of the above questions regarding the spouses of those involved in the operation, but multiply the impact by five.

### Who will be the decision maker when there are different opinions?

- There will not be full consensus on all decisions. When there is a disagreement on what is best, who will decide what action to take? Why is that person the decision maker?
- Do you feel that the decision maker is really the individual in the family who is best qualified to be the decision maker?
- If you are not the decision maker, how will you cope with decisions that are contrary to what you would do?
- How do others in the operation respond when a decision is made that is different than what they would have chosen?

### What happens if it doesn't go as planned?

- Will it be feasible to end the business relationship if things don't work out?
- Can the younger generation find another career?
- Will the operation be left vulnerable due to increased debt or lack of available labor/management?
- How will our personal relationship with other family members be impacted if things don't work out?

As mentioned in Part 1, all parties don't have to have identical answers to the questions above. The critical thing is that everyone is able to work together and not work against each other to ensure the future viability of not only the operation, but the family relationship as well.

*Due to the popularity of this series, you can find the entire article (both parts one and two) on our website at [www.westernagcredit.com](http://www.westernagcredit.com) under "Tools" and "Financial Tips."*

# TALKIN' TURKEY

## WITH THE COX FAMILY IN MANTI, UT

Barbecued, roasted, fried and kabobed, there are several ways to prepare turkey. For the Cox family in Manti, UT, they all have favorite recipes, but turkey for them is more than just a meal, it's their livelihood.

The Cox family has been turkey farming in Manti since 1938. When the operation began, there was not a co-op to provide poults, feed, processing and marketing. The patriarch of the Cox family operation, Grant Cox, had to handle all of these aspects of the business on his own.

According to Doug, Grant's son that manages the operation today with his two sons, Gary and Michael, and his son-in-law, Mark Olson, during the early days of the operation, "It was all done outdoors. The turkeys would roam from field to field and pick-up grass hoppers."

Since those early days of turkey farming in Sanpete County, a great deal has changed. Today the Cox's operation, as well as the other turkey farmers in the area, depends upon Moroni Feed to deliver the poults,

provide feed, render the dead birds and bi-products for animal feed and harvest the birds at the time pre-determined when they receive the flock.

Their product is marketed under the Norbest name, and it is distributed primarily to 11 western states. The Cox's are set-up to raise big tom turkeys, the large breast from these birds is used to make deli meat for turkey sandwiches, but they raise all different sizes depending on the current market needs.

Another thing that differs greatly from the early days of the operation is production, which has increased significantly. Grant Cox raised about two flocks of 5,000 turkeys. In recent years the Cox family has raised around 15-17 flocks a year, each flock containing 25,000-28,000 birds. Next year they hope to increase to 22 flocks to maximize their production capacity.

A turkey operation's capacity is determined by barn square footage. During different stages of the turkeys' development, a certain amount of square footage is needed per bird. Four years ago the Cox's added four new barns to their farm. These barns are 600' long, that is nearly the length of two football fields, by 68' wide. With the addition of these four new structures, they increased their production capacity by nearly 6 million pounds. The Cox's can now raise 17 million pounds of turkey annually with their current facilities.

The Cox's receive a new load of poults every 2- 2 ½ weeks. These young birds are shipped in from the Midwest, and are about a day old when they arrive on the farm. They have already been separated by sex and immunized. The birds can survive from the nourishment of the yolk for the first five days of their lives, during that time they have to learn to eat on their



*Doug and Michael Cox with their loan officer, Ross Baadsgaard, by one of their newer grow-out houses.*



own. This is when the highest mortality rate occurs for an average flock. According to Doug, mortality rate during the entire life cycle of a flock averages 8%-10%.

When the birds first arrive, they are housed in a brooder house for four weeks. The brooder houses are kept very comfortable for the poults. Even when temperatures in Sanpete County drop below zero, the birds live in very comfortable conditions. "It's 85 degrees in the brooder house. What we try to do as far as our heat goes is every week we drop the temperature two degrees," said Gary. "We try to be consistent, dropping it down gradually so they have what they need. Turkeys are spoiled, they don't have to go very far to eat or drink. They just get to sit around and bask where it's warm."

For the first six days, the birds are fed by hand. After that, they use the automatic feeders the barns are equipped with. The birds spend four weeks in the brooder, after which they are moved to a grow-out house.

Once the birds are moved from the brooder, all shavings and litter are removed from the brooder house and it is washed and sanitized to prepare for the next load of poults. Turkeys have an extremely weak immune system, especially when they are young, and this is just one of the precautions they take to ensure the young birds are not exposed to disease. They also change attire, especially shoes, before entering a brooder house if they have been in a grow-out house to help prevent the spread of germs.



*Gary Cox with one of the poults.*



*A view of the Coxs' turkey operation in Manti, UT.*

To get the most out of the shavings in the barns, they use fresh shavings in the brooder houses with each new flock, and those shavings are moved to the grow-out houses for re-use when a flock is moved. "We have a machine called a housekeeper that will come in and take all the cakey stuff out and leave the finer stuff so we don't have to replace it every time," said Michael.

The turkeys are in a grow-out house until they reach their intended size which is predetermined when the flock is delivered. According to Michael, there are three ages of toms (male turkeys), light tom, big tom and heavy tom. There are two ages of hens (female turkeys), light hen and mid hen.

Over the years, as the science of raising turkeys has improved, including more efficient feeding and breeding practices, turkeys grow to their optimal weight at a much quicker pace. For example, they used to harvest the hens at 13 weeks for the light and 17 weeks for the mid, now they are harvesting at around 12 weeks for the light hen and 15 weeks for the mid hen.

The housekeeper is just one of the features of today's modern turkey barns, the Coxs' barns are high-tech. "We can control everything. We have our conditions that tell us what's inside the barn, the target temperature. You shouldn't fluctuate more than a couple of degrees hot or cold from the set temperature," said Michael.

In order to maintain the temperature, circling fans and misters cool the barns during the summer, and

*(continued on next page)*

the barns are heated with natural gas in the winter. Different sensors throughout the building test for more than just temperature, they also check nitrogen level and humidity, and many of the houses are also equipped with scales that weigh the turkeys and take the average of the birds weighed to get an idea of how the flock is growing.

All of these systems help ensure the birds are healthy and growing properly, and they must be monitored to ensure things are working properly and that the birds are following normal water and feed consumption and growth patterns. Understanding typical patterns in a flock gives them a heads-up if something is not right. For instance, “Typically if they (the turkeys) are getting sick, they don’t drink as much as they did before.” Michael said. This knowledge allows them to treat possible illness before it reaches serious levels.

The farm also has back-up generators to ensure they do not lose critical systems in case of power failure. “The biggest worry if the power goes out is not if the building is heated, it’s keeping the building ventilated, fresh air. They’ll suffocate without ventilation,” said Michael.

The Coxs typically do a manual check twice a day to ensure that everything is working properly, an important management practice since it doesn’t take long for a flock to perish if something goes wrong. “Even though we are highly mechanized, there is nothing like hands on observing and checking, making sure things are running how they should,” said Doug.

Although feeding the turkeys is primarily automated, a great deal of time is spent on this chore. Depending on how many turkeys they have at one time, and the size of the turkeys on their place, they use 1 ½ to 3 loads of feed per day. They have semi trucks to pick-up these 30 ton loads of feed from the co-op.

The Coxs also look for ways to manage their costs. For instance, fuel to meet their needs for a year, including on and off-road diesel and gasoline, are purchased during the winter months when fuel is historically at its lowest point during the year. They also make money selling the nitrogen-rich manure from their birds for fertilizer.

In recent years, turkey operators have faced a lot of challenges, but the Cox family is not discouraged

from continuing to run the operation, that is not only a living but a way of life for the family. According to Gary, “We’re in it for the long haul. We don’t have any plans of doing anything else. We want to make it happen. With this management, and a little bit of luck, we’ll be alright.”

Doug agreed with these sentiments and added, “Sometimes going through tight years is beneficial. You look at what you’re doing and try harder. You try to save, you become more efficient, you do a better job, and I think that has been our case.”



*Matt Olson doing the hand feeding required during the first six days of the birds’ lives.*

Efficient, conscientious management is key to a successful operation, and the Coxs demonstrate these skills. According to the Coxs’ loan officer, Ross Baadsgaard, “The Coxs are excellent operators. They keep their facilities up-to-date, they are usually the first to pick-up on new innovations that prove to work. They are extremely hard working and keep everything neat as a pin.”

In addition to running their turkey operation, they farm about 400 acres, primarily raising alfalfa that they sell. They also do some custom cutting.

For Doug, he loves the way of life that his business gives him and the wholesome product he provides. He also enjoys living in the beautiful area he calls home. “Being out here (on the farm) on a summer’s morning, there’s nothing like it!” said Doug.

# Western AgCredit Welcomes New Loan Officer



*New Western AgCredit Loan Officer  
Kyler Johnson*

Western AgCredit is pleased to announced the addition of Kyler Johnson to the Western AgCredit team.

Kyler recently graduated from BYU-Idaho with a degree in business and management with an emphasis in finance. Kyler grew up in Homedale, ID where he worked on the family farm. While a student, Kyler completed an internship with J.R. Simplot Co. in Caldwell, ID were he worked in the field department assisting the raw procurement and field representatives.

“I grew up on a row crop farm where we grew corn, alfalfa, wheat and beans. We also raised beef cattle and when I was younger, sheep as well. My internship with Simplot also provided me with an opportunity to learn more of the potato business and work directly with potato farmers.”

Kyler is looking forward to working at Western AgCredit, “I am just excited to be here, and I am glad to work with great people.”

Kyler and his wife, Caitlin, will make their home in Richfield while Kyler is trained by the Richfield staff. The Johnsons are expecting their first child in July. In his spare time, Kyler enjoys sports and outdoor activities, he also likes to cook, bake and especially barbecue.

## The Western AgCredit Photo Contest is Back!

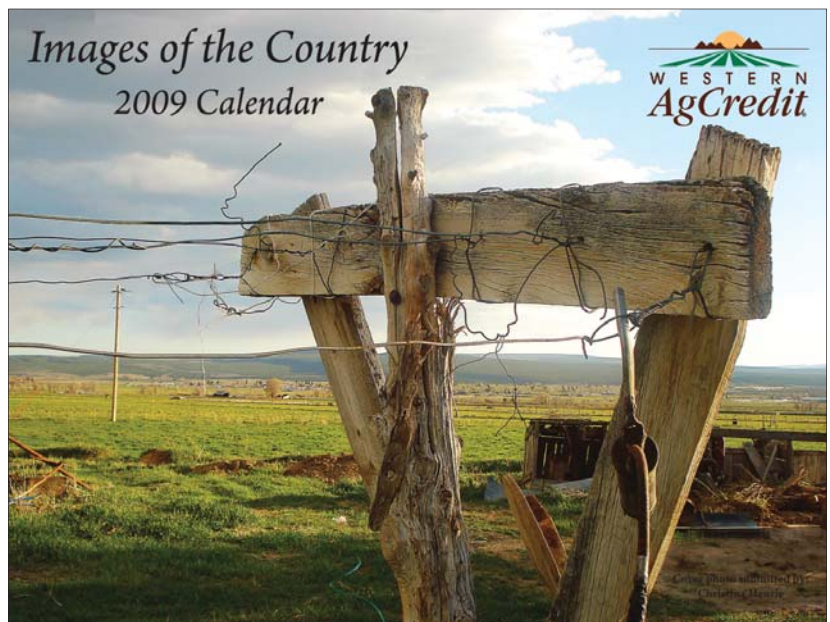
Due to the popularity of the 2009 Western AgCredit calendar with photos submitted by our customers, we are doing another photo contest for a 2011 calendar!

All submissions should be related to agriculture, but that means everything around your operation is eligible! For instance, photos of your kids on the farm, your favorite tractor plowing a field on a picturesque day, the animals in the pasture, your old barn, the field after a fresh snow fall. The possibilities are endless; use your imagination!

The top 13 photos will be featured in a Western AgCredit calendar, and the 13 winners will each get a \$50 gift certificate to Cabela’s. There are no limits on submissions, so enter as many photos as you would like. The submission deadline is June 15, 2010!

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



*Cover of last year's Western AgCredit calendar.*

Congratulations to **Marie Julian** and **Daryn Westergard** the winners of the

Each received a  
\$50 gift certificate to Cabela's!

# Agriculture Crossword Challenge Contest

**Crossword Answer Key**

1 C A P O N										2 A G R I C U L T U R A L I S T									
O										Q U O E T									
L										M A O P									
S										B T U R K E Y M A N U R E									
6 T O M A T O										C I H G R A									
R										U L N E R A N E									
U										7 P									
M										A N N									
										S									
										11 C O W B O Y									
										H									
										S									
										13 H A R V E S T I N G									
										L W O									
										12 B									
16 P E A C H E S										17 H A Y									
A										T									
S										H									
T										18 P E E P									
U										R									
19 H O R T I C U L T U R E										20 A									
E										M									
										B									

**ACROSS**

- 1. a neutered male chicken
- 2. someone concerned with the science, art or business of cultivating the soil
- 8. an often misunderstood fruit
- 9. fowl native to Northern Mexico and the Eastern United States
- 10. animal waste
- 11. an animal herder who tends cattle on ranches in North America
- 13. a common practice for farmers during the late summer and early fall
- 16. Brigham City, UT is famous for this agriculture product
- 17. generic term for cut, dried and stored grass or legumes
- 18. a group of chickens
- 19. the science of plant cultivation

**DOWN**

- 1. immune milk
- 2. fish farming
- 3. used for harvesting, threshing and cleaning
- 4. a product derived from cows
- 5. cows have four of these
- 6. a type of farming limiting the use of synthetic fertilizers
- 7. plants that grow and come back the next year
- 12. meat from bovines
- 14. crucial to harvesting hay
- 15. an ad campaign for an agriculture product often parodied
- 16. low-growing vegetation cover used for grazing
- 20. something Mary had

# Where is your future headed?



For more information call 800.824.9198 or visit [www.westernagcredit.com](http://www.westernagcredit.com)

## Begin your *Future in Agriculture* with a *Scholarship*

sponsored by   
**WESTERN**  
*AgCredit*

SCHOLARSHIP	Application Location	DEADLINE
Western AgCredit Customer Scholarship – three, \$1000	<a href="http://www.westernagcredit.com">www.westernagcredit.com</a> or your local branch	March 31, 2010
Utah State University College of Ag – five, \$1000	<a href="http://www.ag.usu.edu">www.ag.usu.edu</a> “Undergraduate Scholarships”	February 15, 2010
BYU Idaho College of Ag – one, \$1000	Stephen McGary, 208.496.2019	May 30, 2010
Utah FFA Western AgCredit Scholarship – one, \$1000	From your FFA Advisor	February 15, 2010

# Tavaputs Ranch Receives the 2009 Leopold Conservation Award

Sand County Foundation, Utah Farm Bureau Federation, Utah Cattlemen's Association and Western AgCredit were pleased to present the 2009 Leopold Conservation Award to Butch and Jeanie Jensen and their Tavaputs Ranch.

"The Jensens' commitment to the health of the natural resources on their land is truly exemplary," said Dr. Brent Haglund, Sand County Foundation President. "Perhaps more importantly, they are dedicated to sharing their land management approach within and beyond the agricultural community, and passing their land ethic on to future generations."

The Jensen family manages natural resources on its land in a manner that allows them to improve and flourish over time. They use rotational grazing, which helps greatly with vegetation improvement. They also employ sagebrush management techniques, such as prescribed burning, to improve forage for cattle and wildlife, including a significant sage-grouse population.

The location of the Jensens' ranch makes it prone to drought every 10 years. Thus, they must conserve water as much as possible. They have developed springs and constructed a large number of ponds. At their feedlot, the Jensens have fenced livestock out of live water, built runoff ponds, and drilled a well for feedlot stock water, all of which helped to solve the issue of water pollution from the feeding operation.

The Jensen family's commitment to conservation and agriculture does not stop at their ranch's borders. Butch was Vice President of the Utah Cattlemen's Association and, for 17 years, has been chairman of the Taylor Grazing Board, which decides how range-improvement funds are spent in the local grazing district. The ranch has also been home to several University of Utah and Utah State University research projects.

The Leopold Conservation Award, named in honor of world-renowned conservationist Aldo Leopold, is comprised of \$10,000 and a Leopold crystal. The award is presented annually in seven states to private landowners who practice responsible land stewardship and management.

Photo credit: Ron Francis



*Butch, Jeanie, Jennie, & Tate Jensen*



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[www.utahcattlemen.org](http://www.utahcattlemen.org)



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# Laughing Pen

Live a good and honorable life. Then when you get older and think back, you'll enjoy it a second time.

## Listen Up and Pay Attention!

- ◆Your fences need to be horse-high, pig-tight and bull-strong.
- ◆Life is simpler when you plow around the stump.
- ◆A bumble bee is considerably faster than a tractor.
- ◆Meanness don't jes' happen overnight.
- ◆Forgive your enemies. It messes up their heads.
- ◆Do not corner something that you know is meaner than you.
- ◆It don't take a very big person to carry a grudge.
- ◆Every path has a few puddles.
- ◆When you wallow with pigs, expect to get dirty.
- ◆The best sermons are lived, not preached.
- ◆Most of the stuff people worry about ain't never gonna happen anyway.
- ◆Don't judge folks by their relatives.
- ◆Don't interfere with somethin' that ain't bothering you none.
- ◆Sometimes you get, and sometimes you get got.

## Telephone Trouble

A woman was at home with her children when the telephone rang. In going to answer it, she tripped on a rug, grabbed for something to hold on to and seized the telephone table. It fell over with a crash, jarring the receiver off the hook. As it fell, it hit the family dog, which leaped up, howling and barking. The woman's three-year-old son, startled by this noise, broke into loud screams. The woman mumbled some colorful words.

She finally managed to pick up the receiver and lift it to her ear, just in time to hear her husband's voice on the other end say, "Nobody's said hello yet, but it certainly sounds as if I have the right number."

## 911 Call

A man was walking down the street when he came across a body lying on the sidewalk. He grabbed his cell phone and called 911.

The operator asked him where he was and the man replied, "I'm on Sycamore Drive."

"How do you spell that?" the operator asked.

"S-i-c-k..." the man began. "No, s-i-c-a...no, s-i-k-a. Oh forget it, let me drag him over to Lake Street and I'll call you back."

## The Lineup

A young man excitedly tells his mother he's fallen in love and is going to get married.

He says, "Just for fun, Ma, I'm going to bring over three women and you try and guess which one I'm going to marry."

The mother agrees. The next day, he brings three beautiful women into the house and sits them down on the couch and they chat for a while. He then says, "Okay, Ma, guess which one I'm going to marry."

She immediately replies, "The one in the middle."

"That's amazing, Ma. You're right. How did you know?"

"I don't like her."



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