

Fence Lines

Winter 2017

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Please send story ideas, comments,
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FenceLines

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Cover Photo: Cows on the Guild Ranch near the ghost town of Piedmont, WY.

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

Dear Western AgCredit Stockholders & Friends,



I hope that you are all surviving the sub-zero temperatures and enjoying the moisture we have received. 2016 is now in the books and was certainly a year of change and adjustments on many fronts. We have a new U.S. President, Donald Trump, who promises among other things an improved economy, less regulation, health care reform, enforcement of immigration policies, and better trade deals. The impact on agriculture remains to be seen, however we remain cautiously optimistic that he can deliver on his campaign promises in ways that will benefit agricultural producers and rural America.

As you are aware, Western AgCredit recently had some changes in leadership also. While there are new faces in new positions, the entire senior leadership team has been with Western AgCredit for many years. Consequently, we assure you that Western AgCredit remains firmly committed to our established credit culture and the time-tested principles and practices that have made us successful.

We are also very aware of the economic changes you have experienced, specifically as it relates to the decline in commodity prices. Many commodities we finance having declined in price by 30-60% from recent highs. We understand the impact these prices have on your operation and pledge to work together to find constructive solutions to your financing needs, where possible.

One of the core principles of our credit culture is “constructive” credit. We pride ourselves on working with customers through all phases of the commodity cycle in ways that will support the long-term viability of your business. For this to be accomplished, it will take open and honest communication between the customer and lender, accurate financial records and a viable operating plan. We recognize that no two businesses or situations are the same, so we are prepared to customize our approach to your individual needs. Your long-term financial success is our goal. Together, our futures depend on it!

Despite the current economic challenges, Western AgCredit remains optimistic about the long-term future of American agriculture. The global appetite for American food and fiber products remains strong and growing. In a historical context, our current challenges can be opportunities for

improvement. Some of the best business practices have been developed during lean economic times.

Many industry experts refer to the past decade as the “super cycle of agriculture,” with unprecedented profitability in many sectors. This was certainly true for many of the customers and commodities that we finance, though not all shared equally in the spoils. With that said, most customers were able to build liquid reserves and balance sheet equity during this period to provide “staying power” in the coming years. This was also true for Western AgCredit. We continue to earn near the highest possible ratings from our funding bank, regulator and other third-party entities for financial performance and stability.

Due to these positive financial results, Western AgCredit will once again be paying patronage to our members in early 2017. We remain committed to cooperative principles, including the return of excess earnings to our members.

Finally, we are pleased to announce that Dr. David Kohl (Professor Emeritus, Virginia Tech University) will be coming to Utah in March-2017 to present timely and relevant economic information to our members and invited guests. Dr. Kohl has a wealth of practical experience in agriculture and is among the most respected experts on agricultural economics in the industry. (For more information, see page 8.) I can assure that you will leave this event with information and a perspective and that you will find extremely valuable in the months and years ahead.

We sincerely thank you for your business and look forward to the opportunity to earn your continued trust and confidence.

Respectfully,

David Brown
President

Western AgCredit is Pleased to Welcome...



Jason Gillman

Loan Officer-Roosevelt

Jason recently started as a loan officer in the Roosevelt Branch. He is looking forward to working with agricultural producers where he was born and raised and helping them achieve their goals.

Jason graduated from Utah State in agribusiness. Prior to his graduation, Jason interned with Western AgCredit and worked for the Association while he was finishing

school. He also drove the Aggie Shuttle while attending USU.

Jason grew up on a family farm in a small community located in the Uintah Basin called Pleasant Valley, which is near Myton. Jason and his wife, Krista, are excited to make their new home where Jason grew up. In his spare time, Jason enjoys spending time with his family camping, riding horses, watching sports and playing games.

Whistle Blower Notice

Western AgCredit provides its stockholders, employees or 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 examples of 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 LaDell Eyre at 435-865-5866, or Board Chairman Shirelle Erb at 801-596-9999 Ext. 2.

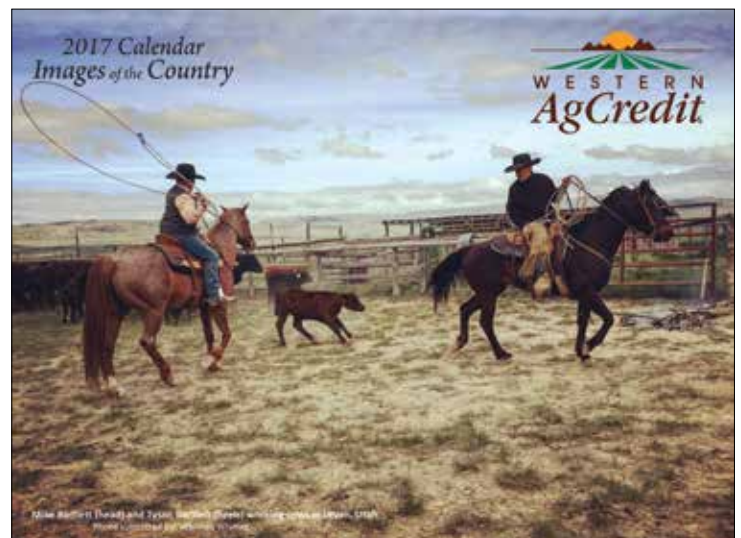
Photo Contest for the 2018 Calendar!

We hope you’re enjoying your 2017 calendar. With that calendar in print, we are now taking submissions for the 2018 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, 2017.**

High-quality digital photos are preferred, but other formats will be accepted. Submissions will not be returned. By submitting your photos, you give Western AgCredit the right to use photos for additional marketing purposes.

Please include a brief description of the photo including location and names of individuals, if present. Entries can be emailed to Sarah Buttars at sjb@westernagcredit.com, or mailed to her at PO Box 95850, South Jordan, UT 84095.



Cover of Western AgCredit's 2017 calendar.

Don Fitzgerald and Jerry Johnson Retire

At the end of 2016, Roosevelt branch manager, Don Fitzgerald, and Spanish Fork senior loan officer, Jerry Johnson, retired.

Jerry Johnson: 35 Years

Jerry started working for Western AgCredit in 1981. Jerry enjoyed the opportunity his job gave him to get out and visit borrowers' operations and help them achieve their financial goals.

Prior to joining Western AgCredit, Jerry worked for the Farm Credit System in Pueblo, CO. Jerry has a bachelor's degree and a master's degree in agriculture economics from Brigham Young University.

Jerry was raised in Southern Colorado in San Luis Valley on a cattle ranch. Jerry and his wife, Lisa, have five children. They live in Highland, UT.



Jerry Johnson



Don Fitzgerald

Don Fitzgerald : 17 years

Don started in the Roosevelt Branch in 1999. In September of 2008, Don was promoted to branch manager of Western AgCredit's Roosevelt Branch.

Don graduated with a degree in agricultural economics and a minor in business administration from Utah State University. Before coming to Western AgCredit, Don worked in the commercial banking industry for 26 years.

Don grew up on his family's farm in Kamas, UT. Don is looking forward to having more time to run his beef operation in Roosevelt during his retirement.

Jerry and Don both had long careers with the Association, and they will be missed! We'd like to thank both of them for their commitment to the Association, their customers and agriculture in the state of Utah.

\$200 Gift Card Winner Announced

Western AgCredit is pleased to congratulate John Degiorgio on winning the fourth quarter's \$200 gift card. He 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've 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.

COUNTRY HOME LOANS

Country Home Loans are offered with the express written consent of Western AgCredit, ACA. If made, a Country Home Loan will be owned and serviced by Northwest Farm Credit Services, FLCA.



Most mortgage lenders and banks originate loans and sell them in the secondary market. If a property does not fit the secondary market's lending guidelines these lenders are unable to finance the property. Rural America is full of properties that do not fit the secondary market's lending guidelines due to acreage of the property, income production or other unique characteristics.

One year ago Northwest Farm Credit Services began offering home loans in the Western AgCredit territory. This home loan offering has allowed us to provide financing on home purchases, refinances, construction, or the purchase of land for a future home site in Utah, portions of Wyoming and Nevada. All loans are made to full-time-farmers, part-time farmers or rural residents that prefer to work with an ag lender or who could not have financed in the secondary market. The unique niche we fill has allowed us to work and develop relationships with other lenders as they have customers with a financing need our products can fulfill. Here's what our customers are saying:

"We recently refinanced our home through Country Home Loans. The loan process was easy for us to work through; all of the paper work was done online with the help from the loan officer and office staff. After filling out the application and being approved we were able to lock a very competitive rate. When all of the paper work was done at the office we just

set up a time with a local title company for our closing. We were very happy with the service provided by Country Home Loans through Northwest Farm Credit Services," said Daniel and Amy Buttars

"I cannot say enough about Northwest Farm Credit's team of dedicated construction loan specialists. It seemed no other lender would finance the construction project on my rural property, even though I had strong income and good credit. The Northwest team tackled the issues head on and stayed with it until my financing was completed. I would not have a house on my mountain property without Northwest," said Jon Hansen.

If you are considering refinancing your home or building a new home, winter is a great time to begin the process. Construction projects require a lot of planning with your lender and contractor. In order to begin work in the spring, preparations for building plans and financing should start now. It is better to be ahead of the planning than behind in case a bid comes in high or other challenges arise. We want to make sure there is time to work through these things prior to the construction start date.

We appreciate the support from Western AgCredit customers and customer referrals in growing this program and making it a success. We are happy to help with your home financing needs in 2017, or just answer any questions you may have for the future.



Cody Montgomery

Cody Montgomery joined Northwest Farm Credit Services in December of 2015 to fill the Country Home Loan Relationship Manager position.

Originally from Yost, Utah, Cody was raised in Albion, Idaho on a cattle ranch. He graduated from Utah State with a bachelor's degree in accounting.

Prior to this position, Cody worked as a VP of Sales for a company that offers services to help customers gain control of personal finances.

If you are interested in a Country Home Loan, Cody can be reached at:

435.554.7399

cody.montgomery@northwestfcs.com

Spanish Fork Builds!

Western AgCredit is excited to announce the construction of a new office building in Spanish Fork! The walls are up, and the expected completion date is April 1, 2017. Our new address is 692 S. Main Street, Spanish Fork-right across the street from our current location!

The new space will have 10 offices and a conference room. Parking will be plentiful for staff and customers, and there will be a driveway that circles the whole building for ease of access for those with trailers. According to the Spanish Fork Branch Manager, Alan Stevens, "We are excited to remain in the south part of Spanish Fork, long known as the "ag" area of Utah County since we have the fair and rodeo grounds, Steve

Regan Company, Animal Health international, IFA and Leland Mill."

Once we are settled in the new building, we will have an open house for anyone that wants to come see our new space!



Centennial Wrap-Up:

Western AgCredit Employees All Completed Service 100

We'd like to thank everyone that helped us celebrate the 100th anniversary of the Farm Credit System last year! Western AgCredit employees wanted to give back to the communities that helped us achieve this milestone as a way to celebrate.

One way we did this was through our Service 100 Program. This program encouraged all employees to perform an average of 100 minutes of service per month during the centennial year.

We are pleased to report that all of Western AgCredit's employees completed this goal in 2016! Service ranged from helping a neighbor move to group service projects organized by each branch. We fed dinner to the homeless, volunteered at food banks, planted

trees, raked leaves, shoveled snow, volunteered with programs to help disabled youth and more! We also gave back to the agriculture community through judging FFA and Farm Bureau contests, helping at junior livestock shows, etc.

Western AgCredit has a service culture, and we are grateful for the chance the centennial gave us to focus on giving back. We look forward to serving our communities in the future.



Annual Report Online in Early March

Western AgCredit had another great year! Our success reflects our customers' success, and we are grateful for our loyal customer base! The 2016 Annual Report will be published on our website in early March

2017. In addition to being posted on our website, all stockholders will receive a copy in the mail. If you have any questions about the annual report, please contact your loan officer.



Elevate Yourself with a Degree in Agriculture!

For more information, call 800.824.9198 or visit westernagcredit.com.

Sponsored by:



SCHOLARSHIP	Application Location	DEADLINE
Western AgCredit Customer Scholarship – four, \$1500 and Daniel Anderson Memorial Scholarship – one, \$1500	westernagcredit.com or your local branch	March 31, 2017
University of Wyoming Scholarship – one, \$1000	uwyo.edu/agprograms/scholarships	January 20, 2017
Utah State University College of Ag – five, \$1000	caas.usu.edu	January 31, 2017
BYU Idaho College of Ag – three, \$1000	College Dean, 208.496.4500	January 31, 2017
Southern Utah University College of Ag – one, \$1000	suu.edu/cose/agns/scholarships.html	February 1, 2017
Utah FFA Western AgCredit Scholarship – one, \$1500	From your FFA Advisor	February 15, 2017

Agriculture *at the* Crossroads



Join us for a presentation by Dr. David Kohl

Spanish Fork: March 29, 2017; Noon-4:00 p.m.
Spanish Fork Fairgrounds - Ponderosa Room 475 S. Main Street

Logan: March 30, 2017; 9:00 a.m.-1:00 p.m.
Utah State University Eccles Conference Center - 5005 Old Main Hill

Everyone is invited to attend. There is no cost to you for this workshop and lunch will be provided. Please RSVP to your local branch or sjb@westernagcredit.com.

Dr. David Kohl will be speaking on the following:

Agriculture at the Crossroads: The great commodity super cycle that fueled much of the income statement and balance sheet growth in agriculture is in the rear view mirror. What can proactive managers do to strategically position their businesses, regardless of size, location or enterprise, to weather the extreme peaks and valleys at the crossroads of economics?

Strategies for a Better Borrower: This session will focus on how to be a better borrower. What are the differences between the top 20% of producers and the bottom 20%? What are the four cornerstones of success?

Brought to you by:



Dr. David Kohl, Professor Emeritus, Virginia Tech

Dr. David Kohl energizes agricultural lenders, producers and business persons with his keen insight into the agricultural industry through extensive travel, research, and exposure during his career. He is Professor Emeritus in the Agricultural and Applied Economics Department at Virginia Tech, Blacksburg, VA. Dr. Kohl has traveled over 9 million miles in his professional career and conducted over 6,000 workshops and seminars for a variety of agricultural audiences.

Dr. Kohl's personal involvement with agriculture and interaction with key industry players provide a unique perspective into the future trends of the agricultural industry and economy. Dr. Kohl is also a business coach and part owner of Homestead Creamery, a value added dairy business in the Blue Ridge Mountains.

On a personal note, Dr. Kohl enjoys running, basketball, farms, dogs, and covered bridges. He dislikes administrative bureaucracies and paperwork!



Top row: Ammon, Dixie, Tucker, Kelly, Earl and Caleb Guild and Wendy Peterson. Bottom row: Blaine and Ariel Guild.

LEGACY RANCHING

The Guild family has been ranching along the Mormon Pioneer Trail in Southwest Wyoming for 150 years.

In the rugged landscape of southwestern Wyoming, the Guild family has been ranching since 1867. Encapsulating history, their 30,000 acres of land, including deeded, leased and permitted property, rests on the land early settlers traversed on their path west.

The Guilds trace their roots back to two of these Mormon pioneers traveling west; Marie Cardon from Piedmont, Italy, and Charles Guild from Scotland. Marie and Charles met on the trek west and fell in love. They were married six weeks after arriving in Utah. They then made their home in Ogden until 1865 when Marie's brother-in-law asked the couple to return and run the stage station in southwest Wyoming along the trail they'd taken west.

The couple set-up home in what would later be named Piedmont after Marie's home town. Charles and his sons started acquiring homesteads near Piedmont and began ranching. Today, the family still owns and operates the ranch established in 1847. Piedmont, located about three miles up the road from the Guilds' homes, is now a ghost

town. However, it once supported a train station and a mercantile that was also run by Charles.

Guild Ranch Today

Currently, four generations live on the Guild Family Ranch. Earl, who's great-grandfather was Charles, is the patriarch of the family and lives on the ranch with his wife, Jody. Earl still remembers the hotel, store and school house in operation in Piedmont. Earl along with his son, Kelly and his wife Dixie, and Earl's daughter, Wendy Peterson and her husband Doug, and their families still call the ranch home today. Kelly and Dixie's son, Caleb and his wife Ariel, are also on the ranch full time. Their children are the seventh generation on the ranch. According to state records, the Guild ranch is one of the oldest (if not the oldest) family-run ranches in the state of Wyoming still owned and operated by the same family.

Today, the Guilds run 600 mother cows on their ranch and they calve in April. "We retain all the calves until they

are yearlings,” said Kelly. “We keep replacement heifers out of it. We don’t breed any replacement heifers until they are two, so they calve when they are three.”

Holding the heifers back until they are two to breed isn’t a common practice among ranchers, but for the Guilds, they believe this practice has a big return. “We think it’s economically more sound,” said Kelly. “Two year old heifers will calve easier, and you’ll have better breed back percentages with them than you will yearling heifers. You don’t have near as many dead calves with them, you don’t pull hardly any and you allow them to mature up to a bigger framed cow before they are ever bred. By doing this, they last you about five years longer in the end than a yearling heifer would.”

The Guilds have been doing this for generations, and they stick to their time-tested management practices. “It’s just like keeping the yearlings, we’ve always done that,” said Earl. “Sometimes people will go back and forth when the prices change, and we’ve never done that.”

They farm about 2,000 acres of alfalfa and grass hay they cut twice a year. They use this feed for their cows in the winter, but they delay feeding as long as possible by holding some of the lower ground for winter grazing. “We feed about 15 ton of hay a day when we are feeding,” said Kelly. “The alfalfa that we grow is a higher altitude alfalfa, and the protein is through the roof because it’s higher elevation.”

About five years ago, the Guilds started raising their animals all natural. “It’s not so much that it’s a huge benefit to us, although we have gotten up to about a nickel better,” said Kelly. “The benefit is that when they [the buyers] get them they have more opportunities to sell them out of the feedlot. None of the European Union will allow anything in there that’s not all natural.”

To be all natural, “You don’t give them any antibiotics or implant hormones. Those are the main things they are after,” said Kelly. “We mark the tags and hold back any we’ve given antibiotics to. We don’t manage any different than we did before. If we’ve got a sick calf, we give them a shot. We might not give them a shot quite as quickly as we used to, but still, if they’re sick, we give them a shot and notch the tag. The only added labor to it is notching the tag.”

Pioneer Trek Reenactment

Based on their historic location, the Guilds also run a pioneer trek reenactment business managed by Earl’s daughter, Wendy Peterson.

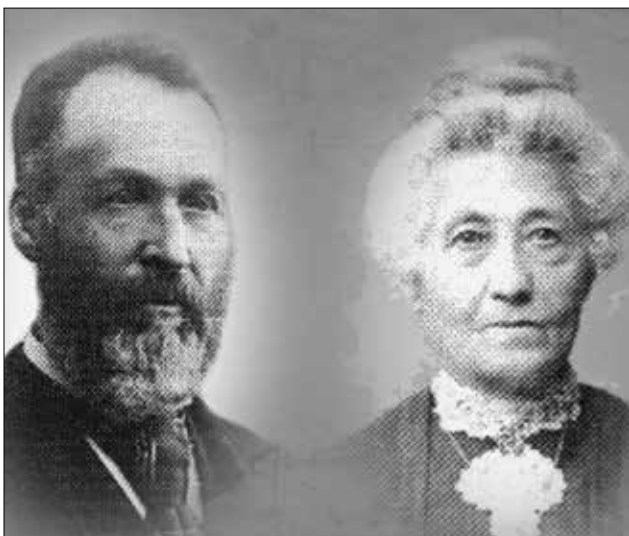
Wendy’s interest in history led her to write a skit in 1997 to celebrate the sesquicentennial of the Mormon pioneers trek west. That year, led by Jody Guild, the family entertained and fed over 2,000 people while they were visiting the trail and learning more about the history.

This was the beginning of what would become a business. Wendy has organized handcart reenactment opportunities for their commercial venture since 2010.

“It’s three days and 18 miles, they walk the whole time and camp in two different spots,” said Wendy. “We provide the handcarts, potties, water and campgrounds.”

Wendy will also provide other services based on the needs of the group. This includes firewood, providing firesides, square dancing, and even having the Pony Express come with letters from home.

The trek starts at the top of Bigelow Bench. “Right in the middle of Bigelow Bench is what’s called Brigham’s Arrow, a four foot arrow made out of rocks. They believe that it was laid by that first group of saints that came through to change the direction,” said Wendy.



Charles Guild and Marie Cardon Guild



Kelly Guild & granddaughters.



Zack and Earl Guild.

They have 60 handcarts and can accommodate groups of up to 600 people. Wendy meets the group and orients them and she'll meet up with them along the way with water. For the most part, LDS stakes, wards and family reunions will come and visit the trail. Wendy enjoys interacting with the groups, sharing her pioneer heritage, sharing faith promoting stories that have happened to past guests, as well as hearing new experiences visitors have.

"This year I have 21 groups coming. My biggest year was around 6,000 kids," said Wendy.

Visitors stay at Muddy Creek campground which has great historical significance in the migration west. "All of the trans-continental transportation from wagons and handcarts to the railroad to automobiles and the telegraph all went through that campground," said Kelly.

This included those going other places than Utah; the California Trail went through the area. It was also the Pony Express trail. For more information on the Guilds handcart treks, visit www.pioneerhandcarttreks.com

Hunting and Fishing on the Ranch

The Guilds also utilize the wildlife resources on their ranch for a commercial venture managed by Earl's son, Adam. "We stock the reservoir every year with fish. We have mostly return clientele. They pay us \$1000 a year for a season pass and they can come and fish any time they want to. It's catch and release only, fly fishing only. We have trophy trout including Rainbows, Cutbow, Cutthroats, Tigers, Browns, Brooks and they're all pretty well trophy size," said Kelly.

Adam started out guiding hunts. However, as a school teacher and coach in Afton, his time is limited, so they currently lease out the guided hunts to another outfitter.

The Guild Ranch Legacy

"The whole point of the whole thing is to keep family here, to keep it viable for family and to keep it carrying on for generations. We're not as interested in how much money we can make as we are making sure it's a viable operation that can be passed on to the next generation. That's more important to us than making money," said Kelly. "There's inheritance and there's legacy. We view this much more of a legacy than an inheritance. With a legacy comes the responsibility to take care of it and pass it on to the next generation, not necessarily make a huge benefit from it while you're there."

Guild Family Statement

"Guild Ranch is a family owned and operated ranch in the southwest corner of the greatest state, Wyoming, in the greatest nation on earth, America. It is in part because of this that we exist. The freedoms we have in America namely private property and the right to manage it has allowed this family to maintain this piece of heaven as a working ranch for 150 years, we owe a debt of gratitude to the founding fathers of this great nation.

We also exist because of great people who surround us from the greatest neighbors and friends to working relationships with bankers, CPAs, small businesses from hardware to parts stores and implement dealers all here in southwest Wyoming just trying to make a living and raise their families just like us. Finally, we want all to know that we in no way feel like we have a corner on how to ranch. Most, if not all, we have learned and implemented has come from others: ancestors who tried it this way or that, neighbors who have shared their experiences, cattlemen who know cows, professionals from the University and the state, good people who work for governmental agencies. We didn't and don't do it alone. We'd love to have you come see us!" Guild Family



Jacob Guild repairing handcarts.



Trophy animal shot on Guild's Ranch.



Four Generations of Guilds.

Jerrold Richins Named

2016 Utah Leopold Conservation Award Recipient

Sand County Foundation in partnership with Western AgCredit, Utah Farm Bureau Federation, and the Utah Cattlemen's Association are proud to name Jerrold Richins as the recipient of the prestigious Utah Leopold Conservation Award®. Jerrold and his family own a cattle and sheep ranch in Summit County.

Jerrold was the first landowner to begin working with organizations to install erosion control structures along sections of the creek on his land, as well as fencing off his livestock. At the time, nearly every landowner in the area rejected the idea of trying such measures to save the creek, but Jerrold's participation catalyzed many other landowners who began to follow suit after they saw the benefits on Jerrold's land.

The stream conservation efforts directly contributed to restoring the natural bend and habitat suitability of the stream. Chalk Creek is home to one of the few remaining, intact pure-strain Bonneville Cutthroat Trout populations, and the improvements Jerrold championed over the years has had lasting effects on the success of this critical population.

Given in honor of renowned conservationist Aldo Leopold, the Leopold Conservation Award recognizes extraordinary achievement in voluntary conservation. It inspires other landowners through these examples and provides a visible forum where farmers, ranchers and other private landowners are recognized as conservation leaders. In his influential 1949 book, *A Sand County Almanac*, Leopold called for an ethical relationship between people and the land they own and manage, which he called "an evolutionary possibility and an ecological necessity."

The Leopold Conservation Award honors Utah landowner achievement in voluntary stewardship and management of natural resources. Jerrold and his family were presented with a crystal award and \$10,000 at the Utah Farm Bureau Federation's Annual Convention in Layton on November 18, 2016.

"Western AgCredit congratulates Jerrold Richins for winning this prestigious award in recognition of his impressive conservation efforts on his ranch. Conservationist Aldo Leopold made the following challenge to stewards of the land: 'Examine each question in terms of what is ethically and aesthetically right, as well as what is economically expedient.' Jerrold has achieved this critical balance," said David Brown, President of Western AgCredit.

The Leopold Conservation Award in Utah is made possible through the support of Western AgCredit, The Nature Conservancy, Utah Farm Bureau Federation, Producers Livestock Marketing, Utah Department of Agriculture and Food, Utah Wool Growers Association, Utah Cattlemen's Association and Utah Association of Conservation Districts. Visit www.leopoldconservationaward.org.



www.sandcounty.net



utfb.fb.org



www.utahcattlemen.org



www.westernagcredit.com



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.

Tabitha's Way Gets \$5000

This year, the \$5000 in matching funds provided by CoBank in support of the Farmers Feeding Families Food Drive went to Tabitha's Way. They were thrilled with the donation, and plan on using the funds to help with their building fund.



Wyatt Andersen and Rhett Crandall give Tabitha's Way representative a \$5000 check.

Homeless Shelter Service

In November, South Jordan employees, Chairman Erb along with the help of family members served over 200 people at the Road Home Homeless Shelter in Midvale. This new facility is a family shelter. This continues to be a favorite project for the South Jordan office, and they look forward to doing it again in the future.



Logan Staff Volunteer At Food Bank



Every year, Logan employees have the opportunity to volunteer at the Cache Community Food Bank putting holiday food boxes together. This year's boxes included stuffing, potatoes, gravy, vegetables, cranberries, Jell-O, pumpkin, evaporated milk, cake mixes, turkeys and more!

111 Shoe Packets Made for Sole Hope



Employees throughout the Association donated and cut old jeans into shapes and then assembled packets that will be sent to Africa and turned into shoes. These packets will provide shoes for children to prevent jigger infestations as well as provide jobs for people in Africa that turn the packets of pieces into shoes.

RECENT SPONSORSHIPS

- UTAH CATTLEMEN
- NATIONAL ASSOCIATION OF COUNTY AGRICULTURE AGENTS
- UT FARM BUREAU
- UTAH FARMERS UNION
- USU SCHOLARSHIPS
- BYU-I SCHOLARSHIPS
- SUU SCHOLARSHIP
- UNIV. OF WY SCHOLARSHIP
- UTAH FFA CONVENTION
- DEA YOUNG COOPERATORS CONFERENCE
- UTAH DAIRY ASSOCIATION



Laughing Pen

Winter Warning

Never catch snowflakes with your tongue until all the birds have gone south for the winter.

Where Is My Tractor?

A farmer and his wife got into a huge fight after which the wife stormed off. The farmer said, "Where did you leave the tractor?"

The wife replies, "In the Mill field."

"But there's no way into the Mill field," the farmer replied.

"There is now."

Do you have Collateral?

An old farmer wanted a loan for \$500. He approached his local banker. "What have you got for collateral?" queried the banker, going strictly by the book.

"Don't know what collateral means."

"Well that's something of value that would cover the cost of the loan. Have you got any vehicles?"

"Yes, I have a 1979 pickup."

The banker shook his head, "How about livestock?"

"Yes, I have a horse."

"How old is it?"

"I don't know; it has no teeth."

Finally the banker decided to make the \$500 loan. Several weeks later the man was back in the bank. He pulled out a roll of bills, "Here's the money to pay the loan," he said, handing over the entire amount including interest.

"What are you going to do with the rest of that money?"

"Put it in my pocket."

"Why don't you deposit it in my bank?" asked the banker.

"I don't know what deposit means."

"Well, you put the money in our bank and we take care of it for you. When you want to use it you can withdraw it."

The man leaned across the desk, looking suspiciously at the banker, and asked, "What you got for collateral?"

Secrets on the Farm

Why shouldn't you tell a secret on a farm?

Because the potatoes have eyes, the corn has ears, and the beans stalk.



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