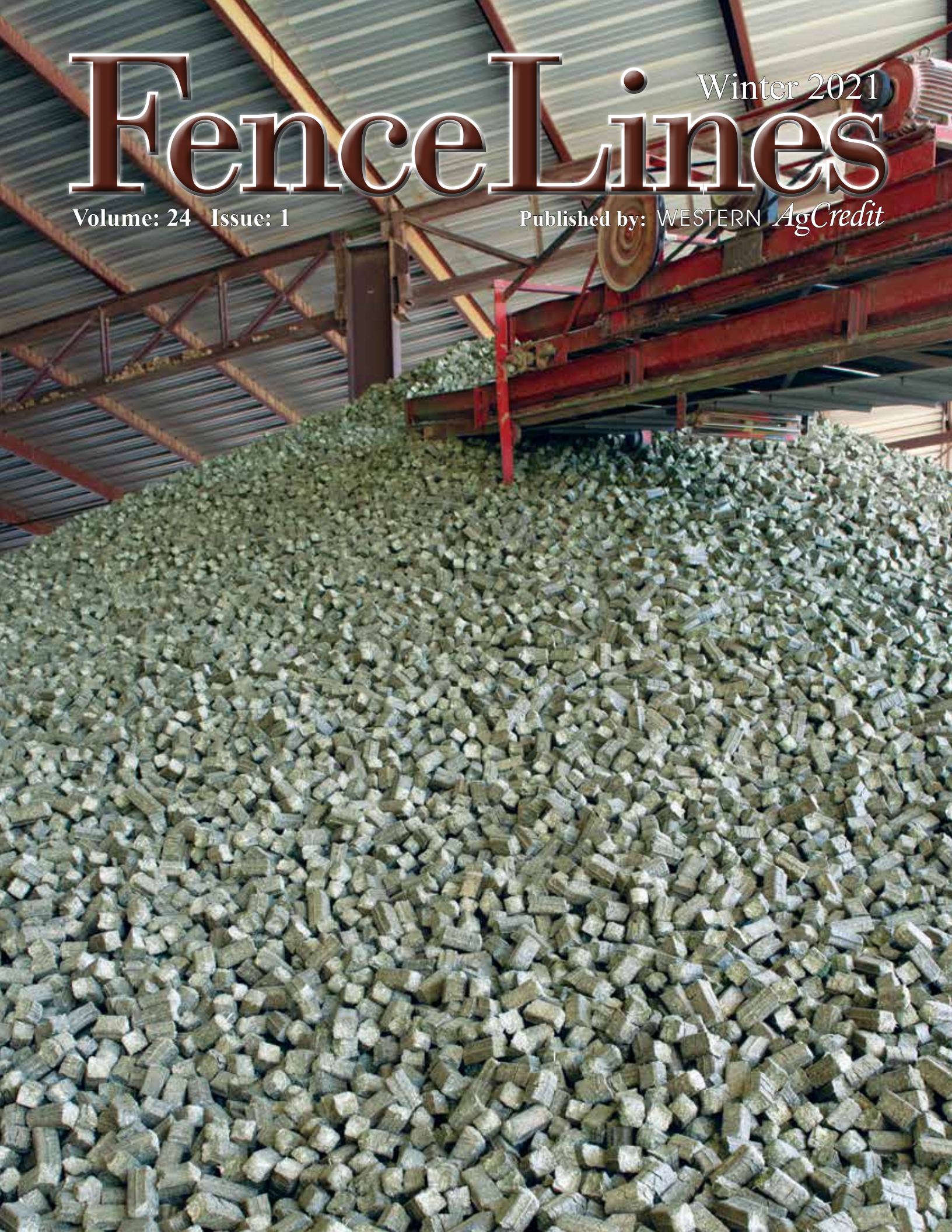


Fence Lines

Winter 2021

Volume: 24 Issue: 1

Published by: WESTERN *AgCredit*



Board of Directors

Ted Andrew, Chairman
Trenton, Utah

Bill Wright, Vice-Chairman
Holden, UT

Shirelle Erb, Outside Director
Salt Lake City, Utah

LaDell Eyre, Outside Director
Cedar City, Utah

Kim Haws, Member Director
Newton, Utah

Klynt Heaton, Member Director
Alton, Utah

Robert Johnson, Member Director
Randolph, Utah

Richard Nielson, Member Director
Ephraim, Utah

Wayne Smith, Member Director
Cedar City, UT

Scott Wayment, Member Director
Warren, UT

Branch Locations

Logan, Utah: 435.752.2146

Tremonton, Utah: 435.257.0179

Evanston, Wyoming: 307.789.9420

Roosevelt, Utah: 435.722.4076

Spanish Fork, Utah: 801.798.7360

Delta, Utah: 435.864.2314

Richfield, Utah: 435.896.8407

Cedar City, Utah: 435.586.6575

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

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



www.westernagcredit.com

FenceLines

Winter 2021



Cover Photo: Hay cubes at Dalton Hay in Circleville, Utah.

- 3 | **President's Message**
- 4 | **Association News**
- 6 | **Western AgCredit Scholarship Information**
- 7 | **Half Circle Cross Ranch Wins Leopold Award**
- 8 | **Adding Value**
The value-added product the Daltons produce through their hay cubing business allows them to market their product globally.
- 11 | **Association News Continued**
- 12 | **New Year, New Goals**
- 14 | **Western AgCredit Gives Back**
- 15 | **Laughing Pen**

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

Dear Western AgCredit Stockholders & Friends,



2020 will be a year that none of us ever forget! It will go down in the history books as a time of pandemic, political upheaval, civil unrest, and human suffering. In agriculture, it will be remembered for supply chain disruption, market volatility, and government programs. When I assumed this role in 2016, little did I know what lay ahead and what management challenges it may present. I can say after working our way through this one, I am grateful for our customers and employees who were supportive of our response and understood the need to adapt to changing circumstances.

I look forward to the days of visiting with you without a mask on, board meetings in person, customer appreciation barbecues, and industry events. At first, the slower pace felt a bit refreshing, but I am weary of it now and ready to resume a more interactive schedule. I miss seeing you at events and visiting with you in person. Let's hope the vaccine gets distributed efficiently and life can get back to normal soon.

Top of mind as we look down the barrel at 2021 is the drought conditions in Utah and surrounding areas. Currently, the USDA Drought Monitor shows about 90% of the State of Utah in either Extreme or Exceptional Drought, with the far North part of the State being the only exception. As serious as the impacts from the COVID-19 pandemic were on markets and industries, the drought causes even greater concern for our specific area. As you well know, water is gold and the lifeblood of our agricultural industries here in Utah. Let's hope and pray for an abundance of moisture over the next 90 days to sustain us through the coming production season.

Here at Western AgCredit, we are busy closing out the books for the year and preparing to pay the remainder of patronage for 2020. All signs indicate we are on track to distribute an average of 75 basis points (.75%) for the year, or a total of \$6.2 million! This is one of many reasons I believe strongly in the cooperative structure. It is gratifying to return the portion of earnings in excess of what is needed to sustain a financially sound cooperative to the customers who paid the bill. I can assure you we are running a tight ship and finding cost savings and efficiencies wherever we can, while also being fair with our employees and making investments for the future.

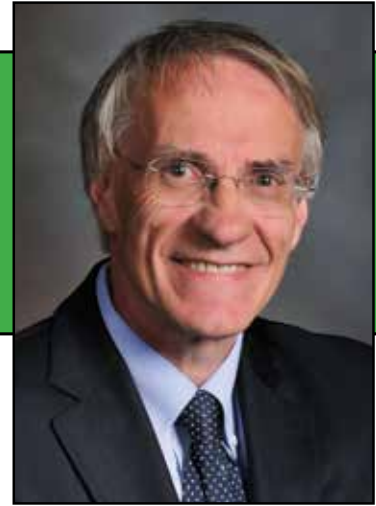
A new year brings renewed optimism, especially to agricultural producers. It is the opportunity for a new calf or lamb crop, better yields, and better prices. As the world continues to focus on basic needs and trims the excess, there is no better industry to be involved in than agriculture. Food and fiber are among the few necessities to sustain life, and the people who provide it are the original "essential workers". God bless you for your dedication, hard work, and business savvy. No other profession is required to be an expert in as many things as the farmer. You have my sincere respect and appreciation!

Respectfully,

David Brown
President

Pandemic Economics

*Your Business, Family
and Personal Life*



*Presented by: Dr. David Kohl,
Professor Emeritus,
Virginia Tech*

Join us for a virtual presentation
FEBRUARY 10, 2021
11:00 A.M. - NOON

Join virtually or come to a watch party and we'll provide lunch!
Space is limited, so please RSVP if you plan to attend in person.

Watch Party Location	Address	Please RSVP
Cache Events Center	490 South 500 West - Logan	hawkej@westernagcredit.com 435-752-2146
Spanish Fork Fairgrounds- High Chaparral Room	475 South Main Street - Spanish Fork	hansenk@westernagcredit.com 801-798-7360
Millard County Fairgrounds in the Fair Building	187 South Manzanita Ave - Delta	gooldr@westernagcredit.com 435-896-8407
Grace Events Center	1024 US-40 - Roosevelt	yazzien@westernagcredit.com 435-722-4076
Roundhouse in the Portland Rose Room	1500 Main Street - Evanston, WY	petriea@westernagcredit.com 307-789-9420
Best Western Holiday Hills Meeting Room	500 West 120 South - Coalville	petriea@westernagcredit.com 307-789-9420
The Barn at Shaffer Farms	15158 N. 4550 W. - Garland	christb@westernagcredit.com 435-257-0179

To join virtually go to: zoom.us/join

Enter Meeting ID: 828 0084 1019

**If this is your first time using Zoom, go to the link and
download the software prior to the meeting.*

**For technical assistance or an emailed link contact
Sarah Witt at 801.419.2304 or witts@westernagcredit.com**

Brought to you by:



Jason Gillman Promoted to Branch Manager



We are pleased to announce that Jason Gillman has been promoted to the branch manager of the Roosevelt Branch.

“Jason is an excellent loan officer, and we’re confident that he’ll do an exceptional job running the Roosevelt branch,” said President David Brown. “We’re excited to have a Uintah Basin native managing this branch, and we’re confident his commitment to the area and knowledge of the industry will benefit producers.”

Jason has worked in the Roosevelt Branch as a loan officer since 2015, and he enjoys working with agricultural producers to help them achieve their goals.

Jason graduated from Utah State in agribusiness. Prior to his graduation, Jason interned with Western AgCredit and continued working for the Association while finishing his degree. Jason and his family live in Pleasant Valley, which is near Myton, Utah.

\$200 Gift Card Winner Announced

Western AgCredit is pleased to congratulate John Nye on winning last year’s four quarter \$200 gift card. John Nye was randomly selected from the surveys returned.

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

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

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

Annual Report Online in Early March

Western AgCredit had another year of positive growth and performance. Our performance results reflect our customers’ performance, and we are grateful for our loyal customer base! The 2020 Annual Report will be published on our website in early March

2021 when it is sent electronically to the Farm Credit Administration. In addition to being posted on our website, all stockholders will receive a print copy in the mail. If you have any questions about the annual report, please contact your loan officer.

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.



Apply Now for our Customer Scholarships!

Five-\$1,500 scholarships available!

SCHOLARSHIPS AVAILABLE

4-\$1,500 Customer Scholarships and 1-\$1,500 Daniel Anderson Memorial Scholarship

ELIGIBILITY

- Candidates can be freshmen, sophomores, or juniors in college; or high school students who will be graduating from high school in the year of application.
- Scholarships can be used at the school of their choice (i.e., college, university, or trade school) to begin or continue their education as an undergraduate.
- Applicant must be a borrower or child of a bona-fide Western AgCredit borrower. Borrowers are defined as someone either with a principal balance or a current note having available commitment.

SCHOLARSHIP DEADLINE: MARCH 31, 2021

FOR MORE INFO & TO APPLY VISIT: WESTERNAGCREDIT.COM



Half Circle Cross Ranch Receives Utah Leopold Conservation Award

Colby and McKenzie Pace's Half Circle Cross Ranch of Coalville has been selected as the recipient of the 2020 Utah Leopold Conservation Award®.

Given in honor of renowned conservationist Aldo Leopold, the prestigious award recognizes farmers, ranchers and foresters who inspire others with their dedication to land, water and wildlife habitat management on private, working land. The Paces were presented with \$10,000 and a crystal award at the Utah Farm Bureau Federation's Annual Meeting in Provo.

In Utah the award is presented annually by Sand County Foundation, American Farmland Trust, Utah Farm Bureau Federation, Western AgCredit and Utah Cattlemen's Association.

The Pace family has installed solar-powered watering systems to improve livestock distribution, forage utilization and water quality at their cattle ranch. Land is managed to reduce erosion, protect riparian areas and provide habitat for nesting and migrating shore birds. They work with the Nature Conservancy to demonstrate how grazing cattle can help reduce invasive phragmite grasses.

"With all the disruptions that have taken place this year, it's great to recognize the people that keep raising the food we all need, and at the same time, keep their commitment to doing right on the land as well," said Ron Gibson, President of the Utah Farm Bureau Federation. "The Pace family are great examples of ranchers that are committed to environmental stewardship, and we congratulate them for this award. While we can only recognize one family with this award, we also want to thank the other finalists and the vast majority of farmers and rancher in our state who feel a sense of responsibility to the land and animals."

"The Pace family truly demonstrates a commitment to the land in their care. As dedicated conservationists,

they understand the importance of preserving and protecting natural resources so they can thrive for generations to come. They are a great example of land owners that have made conservation a way of life, and we appreciate their commitment to being exemplary stewards of the land and congratulate them on this well-deserved recognition," said David Brown, Western AgCredit Chief Executive Officer.

Earlier this year, Utah landowners were encouraged to apply (or be nominated) for the award. Applications were reviewed by an independent panel of agricultural and conservation leaders. Among the many outstanding Utah landowners nominated for the award were finalists: Myrin Ranch of Altamont in Duchesne County and Yardley Cattle Company of Beaver in Beaver County.

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."

Sand County Foundation presents the Leopold Conservation Award to private landowners in 21 states for extraordinary achievement in voluntary conservation. To read the stories of other extraordinary landowners, visit www.leopoldconservationaward.org.



Colby and McKenzie Pace



www.sandcounty.net



utfb.fb.org



www.utahcattlemen.org



www.westernagcredit.com



Gary, Ann,
Knox, Mike,
Carolyn,
Jade, Mac
and Bailey
Dalton

ADDING VALUE

The value-added product the Daltons produce through their hay cubing business allows them to market their product globally.

The Dalton family has called Circleville, Utah, located in Piute County and named after the circular shape of the valley, home since the 1800s. For generations, they have made their living from agriculture, which has taken resourcefulness given the limited growing season in Circleville, but the Daltons have been able to carve their niche through diversification and providing a value-added product.

Currently owned and operated by Mike and Carolyn Dalton along with their son Jade and his wife, Bailey, Dalton Hay has been a family business for several generations. Today, one of the things that sets the Daltons apart is their hay cubing business. In the early 1970s, Mike's father, Gary, traveled to Milford Valley where he saw a hay cuber in action. It piqued his interest, and the Daltons purchased the second cuber in the state of Utah and started selling cubed hay.

Mike and his two brothers worked with his dad raising potatoes and hay as well as running a trucking business until they split the operation about five years ago, at which time Jade and Bailey returned to Circleville to join the family business. In recent years, the Daltons have focused all their crop production on hay with triticale as a rotation crop, forgoing the potato production to concentrate on their cubing business.

When the Daltons first started the cubing business, they used a field cuber. To use a field cuber, the hay is cut in windrows and the cuber pulls hay from the windrows and forms the cubes in the field, which is not the most efficient way to cube hay. "If you're dealing with a lot of hay, you can't field cube. It's too slow," said Mike. "There's lots of maintenance to

them, so anybody that's putting up a lot of cubes is using a stationary cuber."

As they grew their market, they needed a more efficient way to cube hay so they moved to a stationary cuber with two heads. Today, the Daltons raise about 1,000 acres of hay they chop in the field and cube at harvest time. "We cut three cuts," said Mike. "We're at 6,000 feet here, so we're a little higher. It's not a good valley to grow corn or anything like that because of the elevation, but hay does really well here, and people like this high-altitude hay."

Due to the lower temperatures the higher elevation provides, the hay grows slower than it would in a warmer area. The slower-growing hay has more time to develop, leading to a more nutrient dense product.

According to Mike, they currently have enough demand to keep their cuber running 11 months out of the year. While they would like to increase their hay production to help meet some of that demand, land is a limiting factor, so they rely on purchasing hay from other producers. "We try to buy hay as close to home as we can, but as that hay runs out, we have to go out farther," said Mike. "Wherever we can get the quality of hay that we need for the best price delivered, that's what we do."

The Daltons rely on both foreign and domestic markets when it comes to selling their cubed hay product. According to Jade, about 60% of their cubes are exported overseas, primarily to Japan. The cubes are trucked in bulk to Long Beach and then shipped to Asia.

"We have a market that my dad started years and years ago that went to Japan. We've been shipping

hay there for a lot of years, probably since the early seventies," said Mike. "It goes to horse people, it goes to dairies, all kinds of animals. They don't have enough ground to grow all the hay products that they need over there."

The rest of their production goes to their domestic market, most of which is sold direct-to-consumer and ultimately feeds horses around the United States including Arizona, Nevada, California, Utah, Texas, Arkansas and Virginia.

Although a ton of hay cubes costs more than a ton of baled hay, the cubes are easy to feed and there is very little waste, making them a popular forage delivery system among horse owners. "I've switched a lot of people from bales to cubes. They say they'll never go back to a bale if they don't have to," said Jade. "The main reason is the horse picks at baled hay, and it falls on the ground and gets stomped into the dirt. There's a lot of waste. Once they go to cubes, there's no waste. They eat everything that's there."

The cubes are made primarily with pressure, heat and a little water. If the hay isn't quite as good, a little bentonite is used to hold it together. The cubing process has very little waste. In fact, the Daltons even salvage small pieces of hay that come off as they load the cubes to put back through the cubing process.

People like to buy a nice green cube, so green hay is an important characteristic when it comes to cubing. They also make products with different nutritional contents to meet the differing needs of their customers. "We separate crops, and we separate what we put grass in, so we have four or five products," said Mike. "The



Mike showing some smaller cubes made with the machine they designed for that purpose.



A potato elevator loading a van trailer with the hay remnants piling up to put back through the cuber.

customer tells us what they want, and that's what we'll send them."

Another advantage of the cubes is the ease of transport since they can scale down the size of what they ship based on the need. Most of their domestic cubes are sold in large super sacks that hold about a ton of hay. They also offer smaller sacks about half that size. A few customers get a loaded van trailer that they leave on-site and switch out when they're empty. Hay that's shipped overseas is loaded into 53' van trailers and shipped to the port in California.

The equipment they used to harvest their potatoes is perfect for moving hay cubes, and the Daltons utilize this machinery today to load trucks and move the cubes around the yard. If they find they need another piece of machinery, they often make it themselves. "They're very innovative when it comes to making their own equipment," said Cody Dyreng, the Dalton's loan officer. "For example, one customer wanted some smaller cubes that the calves could eat easier. Instead of buying the machine for this purpose, they built their own with repurposed rollers, and for a 10th of the price, they have the equipment and it works better."

As with any crop operation, water is essential. "We have three sources of water. We have a mountain supply, the Sevier River and we have wells," said Mike. "We've got it all hooked together in our system so we can put it wherever we need to."

The Daltons minimize their pumping costs through solar panels they've installed on the farm. "There's a deal through the power company, if you're producing power, you can offset that with your power costs. Right now, we're making power up there and building

credits so when summer comes and we turn our pumps on, there won't be a power bill," said Mike.

In recent years, the Daltons have decreased the size of their trucking operation, but they still do a lot of trucking. "We haul a lot of turkey feed for the grow out sheds and then we have a truck that hauls hay pretty much full-time to our domestic customers," said Jade.

Running the accounting portion of a business with all the moving parts the Daltons have is a lot of work, and Carolyn and Bailey help keep things running by managing the book keeping portion of the business. Carolyn takes care of the QuickBooks and accounts payable and Bailey does the billing, helps with technology and outlines the delivery route Jade uses on his regular trips to the Wasatch Front to deliver hay cubes.

It's truly a family business, and they want to continue that tradition. "We hope we can continue to farm in Circleville for generations to come," said Bailey. Jade and Bailey have two young sons, Knox and Mac. Knox loves to be on the farm, and at his young age already has a lot of interest in farming.

Ultimately, the Daltons enjoy what they do, even with the challenges farming brings. "For me, I like seeing a good patch of hay grow, and it's always a challenge. You've got weather to deal with and bugs to deal with and water to deal with, so it's always a challenge and every year is different," said Mike.

There's no doubt the Daltons will keep rolling with the challenges agriculture brings and adapting to find success with the resources they have available as they have for generations.



Knox Dalton in the cab of a loader.



Mike Dalton with his loan officer, Cody Dyreng.



Super sacks getting loaded on a flat-bed trailer.

Gary Hanson Retires After 27 Years of Service

On December 15, 2020, Gary Hanson retired as Western AgCredit's internal credit reviewer after 27 years of service. Gary was originally hired by Matt Jarrett. Matt vacated the role of reviewer to manage special assets before serving as CFO for over 20 years until his retirement at the end of 2020.

As internal credit reviewer, Gary was responsible for reviewing portions of the portfolio semi-annually to ensure credit was being administered responsibly. "The role was basically as a third set of eyes, checks and balances to look at the loans," said Gary. "Are we putting on good loans? Are we following Association policies and procedures? Is the risk in the portfolio being properly identified?"

"Gary's strong work ethic and attention to detail made him an excellent reviewer. We appreciate the contributions he made to help ensure Western AgCredit maintained high credit quality," said President David Brown. "Credit quality is paramount to the Association's continued ability to fulfill our mission of being a dependable source of constructive credit, and Gary helped us ensure credit quality was maintained."

In addition to performing the semi-annual audits at Western AgCredit, Gary was simultaneously employed as the chief credit officer at Farm Credit Services of Hawaii. A resident of Eugene, Oregon, Gary spent about ten and a half months of each year in Utah or Hawaii fulfilling his two roles.

While in Utah, Gary traveled to various branches to review files, which was necessary before the Association went paperless. He enjoyed exploring everything Utah has to offer during his personal time. He enjoys fishing, hiking, snowshoeing and photography, and the Utah landscape offered ample opportunities to explore, which Gary took full advantage of. Gary came to know the area well, and would often give lifetime residents suggestions on places to explore.

In retirement, Gary is going to continue to get out, and says it is, "good for the soul." He lives in Eugene and enjoys walking over nine miles most days. We thank Gary for his service and wish him well in retirement.



Over 35,000 Pounds of Food Collected in the Annual Farmers Feeding Families Food Drive

Western AgCredit is pleased to report that during the course of the 2020 Farmers Feeding Families Food Drive, over 35,000 pounds of food were collected and donations totaling over \$10,000 were sent to food banks in Western AgCredit's service area.

Western AgCredit is grateful for the support this annual food drive receives from borrowers and local communities. We are also grateful for the partnership with CoBank, our funding bank, that provides half of the matching funds for this annual food drive.



Cedar City employees delivering part of the matching funds to the Iron County Care and Share.



New Year, New Goals

Take the time now to evaluate your operation and make proactive business decisions to ensure you are operating efficiently in the new year!

As the new year has started, and many of us would like to forget the countless hurdles and struggles 2020 flung our way, it is important to take some time and write down a few goals for 2021. Here are some goal suggestions for the beginning producer to the tenured agriculturalists that can aid in making 2021 a prosperous year.

Detailed Balance Sheet

Yes, I may be a month late in telling you this, but it is not too late. Grab the thermos of hot chocolate, step out into the cold, and get a detailed inventory of feed, livestock, supplies and parts. Grab the most recent statements from the Co-op, bank, and retirement accounts; and make sure you capture all those assets you can easily forget about. Did you buy a new piece of equipment or vehicle, and if you did, did you borrow money? Stop and ask yourself if anybody still owes you money or trade on products or services you have provided them. Vice versa, do you owe anybody for products and services you have obtained? Did you count those assets or liabilities on the balance sheet? You don't want to miss those items. If you are using an electronic accounting system, perhaps this will be relatively easy. And if you think a product like QuickBooks is something that will add value to your operation, reach out to us as we may be able to provide the product at a discounted price.

Detailed Projection/Budget

As a lender, I appreciate the borrower's ability to provide a detailed budget(s) for the coming year or crop cycle and compare it to actuals. Why are budgets important? The main reason a budget(s) is a necessity (in my opinion) is because it is your "Business Plan" for the year. Would you setup a business plan to lose money? Of course not! A budget allows you to determine a profit model, perhaps allowing you to make a different business decision prior to an emergency, and illustrate paths you can take when different situations arise. This is a process, I think, every producer should do every month. How did I do this month? Where am I off and why? What can I do in the future to have a more accurate budget?

I previously managed a relationship where the borrower provided me three years of budgets and three different budgets for each year, why? Although the information was complex and daunting, the borrower had planned out different strategies to increase the profitability of their operation with common situations related to crop cycles, market changes or increases in expenses. Based on these budgets, the borrower would select a crop they believed would generate the highest profit right before they needed to start investing in seeds.

By Jonathan Howard
*Vice President
Loan Portfolio &
Capital Markets Manager*



The more granular your budget, the more areas you can identify to improve profitability. For example: "(Simple) \$30,000 for fertilizer. The lack of substance does not allow yourself or an adviser to provide ways to improve profitability. (Granular) \$15,000 for fertilizer paid in February to be applied to 300 acres of alfalfa in late March. \$15,000 for fertilizer paid in March to be applied to 500 acres of winter wheat in April." The detail provides an understanding of what and how much is being grown, and perhaps you can come up with ideas to cheapen the purchase, such as buying it all in January.

For more ways to improve budgeting, reach out to your loan officer for a template and resources to build a more accurate budget.

Transition Planning

If you do not have one, get one! One of the most devastating situations to an agriculture producer, or any family business, is the lack of a transition plan. There are many paths to provide a solid transition plan from insurance, entity structure, estate planning, and educating the involved parties on how to keep the business running in the event of death or dismemberment. Western AgCredit has partners to help generate, establish and execute a transition plan. Please reach out to your loan officer for more information.

Review Maintenance Schedules

To make sure the fleet of equipment and vehicles are in top notch condition, take time to review the manuals of important maintenance schedules, repairs from the last crop cycle, and any preventive maintenance to make sure the equipment is ready to work when needed. Wintertime repairs can be a great way to save money as many mechanics are slower and may provide a discount. Don't be afraid to request a discount for paying up front or with cash; many times, a 10-15% discount is provided.

Review Insurance/Contacts

The New Year is a perfect time to review those insurance policies and contracts. My favorite way to keep insurance expenses in check is to contact an insurance broker and price out my current policies to multiple agencies. I can admit, having a great agent can be worth some additional expense, but sometimes the "hog gets slaughtered," and providing some competition or a new insurance option could provide some cash flow relief. This review may incorporate other contracts you may have with fuel delivery, maintenance, parts or sales of commodities.

Personal Time

This can be one of the most challenging goals, take time with your family and for yourself. Both aspects are highly important, as the investment into personal time allows an individual to be physically and mentally healthy. Without stable physical and mental health, your business will suffer and most importantly, your family will suffer. Many times, the lack of personal time provided to family will generate a resentment of the operation and discourage the next generation to be involved. Some ideas for personal time: family dinner, go for a walk, devote time to work on a project with a child or a spouse, exercise, or identify an area of knowledge you want to expand on. Please know, if you are experiencing depression or distress, you are not alone. There are resources to help you through hard times; do not hesitate to reach out to your health care provider or contact 1-800-FARM-AID (800-327-6243).



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.

238 Face Masks Made and Donated to Hospitals

In December 2020, employees in our South Jordan office made masks for patrons of the Primary Children's and IHC Hospitals. The masks will be given to family members when they arrive at the hospital with a sick child and without time to prepare. On January 14, 2021, employees in South Jordan that helped make the masks presented the finished product to the Festival of Trees Executive Board Member Kelly Van Sickle. Since many of the Associations traditional service projects couldn't be completed in 2020 due to canceled events and social distancing restrictions, it was great to have a project that could safely be completed and that filled an important need.



Community Partnership Grants

UP TO \$2,000 AVAILABLE FOR...



Schools



Service Groups



Communities



Non-Profits

Western AgCredit is pleased to offer the Community Partnership Grant Program funded by employee and Director contributions and matched by Western AgCredit. Grants up to \$2,000 are awarded to help schools, service groups, communities and non-profits in our service area. Applications are accepted on an ongoing basis, voted on by employees and Directors then selected recipients receive money as funding becomes available. For more information or to apply for a Community Partnership Grant, please visit westernagcredit.com. The process is simple, so please take a minute to apply if you have an idea for a project that will allow us to provide greater support to rural communities.

COMMUNITY PARTNERSHIP GRANTS AWARDED IN 2020

Iron County Care & Share

\$2,000 to upgrade kitchen equipment

Park Valley School

\$2,000 to purchase Chromebooks

Sanpete Food Pantry

\$2,000 for new cooling units

The Lord's Storehouse

\$2,000 to purchase two upright freezers

Cedar City High School FFA Program

\$2,000 to help build a greenhouse



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...

What happened to the man who stole a calendar from the store?

He got 12 months

What do you call it when a snowman throws a temper tantrum?

A meltdown

What is a snowman's favorite snack?

Ice Krispies treats

What does December have that no other month does?

The letter D

What do snowmen call their offspring?

Chill-dren

Why did the farmer only wear one boot to town?

There was only a 50% chance of snow.

Why have football stadiums been so hot this season?

Because the fans aren't there

Where do snowmen keep their money?

They keep it in snowbanks

What do mountains wear to keep warm?

Snowcaps

Birthday Magic

The farmer got his wife a new fridge for her birthday. He can't wait to see her face light up when she opens it.

Funny Kids

In the foyer of a church, a young boy was looking at a plaque with the names of men and women who had died in various wars.

"Who are these people?" the boy asked the pastor.

"Those are members from our church who died in the service," replied the pastor.

"The early service or the second service?" the boy asked.

A little girl finally got to attend a wedding for the first time. While in the church, the girl asked her mother: "Why is the bride dressed in white?" The mother replied to the girl, "Because white is the color of happiness and it's the happiest day of her life today."

After a little bit, the girl looks up at her mother and says: "But, then why is the groom wearing black?"



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



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

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

WHY WORK WITH US?



**6.2 MILLION
REASONS**

By reasons, we mean dollars.

Western AgCredit will return \$6.2 million of 2020 profits to customers. Payments of patronage to our customer-owners is just another benefit of doing business with Western AgCredit. Does your bank do that?

Dependable Credit
All Things Agriculture

