



2019-2020
ANNUAL REPORT

EXECUTIVE COMMITTEE



Mr. Doug Hauser
Chairman of the Board
National Livestock Credit Corp.
Oklahoma City, OK



Mr. David Thompson
Vice Chairman of the Board
Tri-State Livestock Credit Corporation
Rancho Cordova, CA



Mr. Darrell Ailshie
Tennessee Livestock Producers, Inc.
Columbia, TN



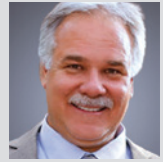
Mr. Ken Krutz
Empire Livestock Marketing, LLC
Syracuse, NY



Mr. Curt Larson
Equity Cooperative Livestock Sales Assn.
Baraboo, WI



Mr. Dave Lamb
Producers Livestock Marketing Association
Omaha, NE



Mr. Rick O'Brien
Producers Livestock Marketing Assn.
N. Salt Lake, UT

BOARD OF DIRECTORS

Empire Livestock Marketing, LLC
Syracuse, NY



Mr. Ken Krutz
Syracuse, NY

Equity Cooperative Livestock Sales Assn. Equity Livestock Credit Corp.
Baraboo, WI



Mr. Les Danielson
Cadott, WI



Mr. Curt Larson
Baraboo, WI

National Livestock Commission Assn.
Oklahoma City, OK



Mr. Eric Chapman
Mannsville, OK



Mr. Jim Reynolds
Oklahoma City, OK

National Livestock Credit Corp.
Oklahoma City, OK



Mr. Doug Hauser
Kingfisher, OK



Mr. Robert York
Oklahoma City, OK

Producers Livestock Credit Corp.
Omaha, NE

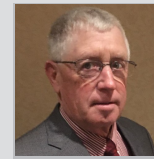


Mr. Jay Bakken
Garretson, SD



Mr. Tim Meyer
Omaha, NE

Producers Livestock Marketing Assn.
Omaha, NE



Mr. Dave Lamb
Anselmo, NE



Mr. Rick Keith
Omaha, NE

Producers Livestock Marketing Assn.
N. Salt Lake, UT



Mr. Scott Menefee
Los Banos, CA



Mr. Rick O'Brien
N. Salt Lake, UT

Tennessee Livestock Producers, Inc.
Columbia, TN



Mr. Jeff Aiken
Columbia, TN

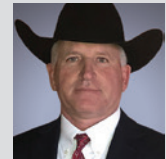


Mr. Darrell Ailshie
Columbia, TN

Tri-State Livestock Credit Corporation
Rancho Cordova, CA



Mr. David Thompson
Rancho Cordova, CA



Mr. Randy Alves
Rancho Cordova, CA

NLPA MANAGEMENT AND STAFF



Scott Stuart
Managing Director



Katie Ambrose
Director of Member Services



Angela Luongo
Operations Manager



Polly Welden
Communications Director



Bill Stedman
Bookkeeper

CHAIRMAN'S REPORT



Change is the Word! What a year for NLPA and the Livestock Industry!



We at NLPA started 2019 with Katie Ambrose as our managing director overseeing our day to day work. She also spent countless hours taking care of the Global Roundtable for Sustainable Beef, the National Institute for Animal Agriculture, and the NLPA Sheep and Goat fund. These are organizations we had

contracted management duties for. I personally appreciate all her and the staffs' hard work—Great Job!

Later in the year, Scott Stuart, our former CEO, worked his way back into NLPA's life as a contract manger. We are excited to see Scott back in a management role for us and are thankful Katie is still here helping us reach out to our livestock producers.

Our staff, besides keeping up with all their regular work, put on a very successful Graduate Institute of Management this year. This project takes a lot of effort to set up and to conduct and it has become a great program to help each of our members send some of their staff to help develop management and leadership skills.

We have had several long tenured board members retire this year. All of them served the livestock industry and NLPA with diligence and respect. My special thanks Chuck Adami, Equity Livestock, Gary Smith, PLMA-Omaha, Bill Beeman, Empire Livestock, and Mack Woodard, PLMA-Omaha. They have all been a huge asset to NLPA. I for one will miss their solid, well thought-out guidance to our board. Thanks again to Gary, Chuck, Bill and Mack!

The cattle industry has gone through much this past year. This spring the weather was a big challenge for many in the country and large areas in the Cornbelt had terrible flooding, including Iowa, Nebraska, Missouri and the Dakotas. They withstood much damage to land and personal property and thousands of acres of cropland were either lost or not planted due to all the damage. Many cattle in these areas were also lost causing losses to be in the millions of dollars.

New trade deals are being hammered out with Mexico, Canada, Japan and the European Union that seem to be all but completed. While President Trump is working on a new trade deal with China, this is turning out to be a much slower process then we expected. U.S. agriculture has a lot riding on successful deals being made!

A devastating fire in a Tyson packing plant in Kansas has put the fed cattle market into a slide while the packers' returns increase even more above their already large profits. All of this has caused an uproar in the cattle country. This has caused concerns of packer concentration and led into investigations of manipulation of the prices of cattle. We will see if anything comes of this.

There's talk that the FDA is looking to restrict cattle producer use of antibiotics even more than has already taken place. Producers are always concerned about their animals' health, but now are concerned about not being able to have timely treatment to their cattle. These concerns are multiplied by the shortage of large animal veterinaries and the concerns of antibiotic prices increasing.

Even though there are so many challenges in the livestock world, thank goodness livestock producers are a resilient group!

This organization started nearly 100 years ago in 1921 and was organized to represent the interests of our individual cooperatives and their members, and we are still working to do just that. It has been an honor and a privilege to serve as NLPA chairman this past year.

Sincerely,

A handwritten signature in dark ink that reads "Doug Hauser". The signature is written in a cursive, flowing style.

Doug Hauser,
Chairman of the Board
National Livestock Producers Association



LIVESTOCK MARKETED BY NLPA MEMBERS

from October 1, 2018 to September 30, 2019

| ORGANIZATION | LOCATION | # CATTLE | # SWINE | # SHEEP/GOATS | TOTAL # | GROSS \$ |
|--|-------------------|------------------|------------------|----------------|------------------|------------------------|
| Empire Livestock Marketing, LLC | Syracuse, NY | 169,368 | 3,564 | 9,675 | 182,607 | \$64,516,226 |
| Equity Cooperative Livestock Sales Assn. | Baraboo, WI | 633,465 | 35,582 | 37,482 | 706,529 | \$430,179,237 |
| National Livestock Commission Assn. | Oklahoma City, OK | 203,780 | 0 | 0 | 203,780 | \$160,810,710 |
| Producers Livestock Marketing Assn. | N. Salt Lake, UT | 459,645 | 129 | 45,738 | 505,512 | \$378,181,627 |
| Producers Livestock Marketing Assn. | Omaha, NE | 875,928 | 1,086,638 | 0 | 1,962,566 | \$1,348,519,537 |
| Tennessee Livestock Producers | Columbia, TN | 57,628 | 0 | 14,239 | 71,867 | \$25,641,825 |
| TOTAL | | 2,399,814 | 1,125,913 | 107,134 | 3,632,861 | \$2,407,849,162 |



NATIONAL INSTITUTE FOR ANIMAL AGRICULTURE

On a contract basis, the National Livestock Producers Association provides association management and related services to other key livestock organizations.

The National Institute for Animal Agriculture (NIAA) is a 501(c)3 non-profit, membership-driven organization that unites and advances animal agriculture encompassing the beef, dairy, equine, goat, poultry, sheep, swine, and aquaculture industries. NLPA has provided full management services to NIAA since 2009. NIAA is dedicated to programs that work toward the eradication of diseases that pose risks to the health of animals, wildlife and humans; promote a safe and wholesome food supply for our nation and abroad; and promote best practices in environmental stewardship, animal health and well-being. NIAA's members include animal producers, veterinarians, scientists, state and federal officials, and agribusiness executives.

AnimalAgriculture.org



GLOBAL ROUNDTABLE FOR SUSTAINABLE BEEF

The Global Roundtable for Sustainable Beef (GRSB) is a global, multi-stakeholder initiative developed to advance continuous improvement in sustainability of the global beef value chain through leadership, science, and multi-stakeholder engagement and collaboration. The GRSB envisions a world in which all aspects of the beef value chain are environmentally sound, socially responsible and economically viable.

NLPA provided administrative services to the GRSB including communications, finance, membership and event management. In 2019, the GRSB held a Latin America Sustainable Beef Vision Summit in Sao Paulo, Brazil, A Sustainability Communicators Summit in Chicago, IL and its biennial Board Meeting in Christchurch, New Zealand.

GRSBeef.org



**GLOBAL
ROUNDTABLE FOR®
SUSTAINABLE
BEEF**

THE NLPA GRADUATE INSTITUTE OF MANAGEMENT



Graduate Institute of Management Class of 2019

Livestock marketing and credit requires a high degree of management expertise. The many facets of serving livestock producers require special skills that must be developed and honed. From financial management, to human resource management, to fully understanding the regulatory environment in the industry, it is imperative that professionals continue to develop their skills.

The NLPA Graduate Institute of Management is a series of training and educational modules that provide invaluable resources to those individuals within the NLPA membership who will be tomorrow's leaders in livestock marketing and credit. During 2019, the Graduate Institute of Management graduated 12 future leaders from within the NLPA membership.

NLPA SHEEP & GOAT FUND



In 2000, the National Livestock Producers Association Sheep & Goat Fund Committee made its first loan to the industry. Currently the Fund has 25 loans to 16 entities in 14 states. The Fund began with \$14 million and has since revolved more than \$51 million into sheep and goat related projects. The Fund can be used many ways, including: purchasing land or equipment, renovations, implementing weed control, fire protection,

predator control, and breeding and genetics programs. The Fund can also be a valuable tool in restructuring your current financial package to help secure longer term, fixed rate loans that may otherwise be unavailable.

NLPA and its members lend the program extensive credit experience with a focus on agriculture and the ability to service loans nationwide, often using local lenders. NLPA works closely with industry leaders who possess an in-depth understanding of the sheep and goat industries and their credit and operational challenges. The Fund is delivered through either direct loans or loan guarantees—grants are not available through this program. Funds are available to qualified applicants at a competitive interest rate.

The applications, descriptions of funded projects, news, industry links and a downloadable presentation are available at SheepandGoatFund.com.



NLPA Sheep & Goat Fund Committee





MEMBER ORGANIZATIONS

LIVESTOCK MARKETING ORGANIZATIONS

Empire Livestock Marketing, LLC

P.O. Box 4844 / 5001 Brittonfield Parkway
E. Syracuse, New York 13221
Phone: 315-433-9129
Fax: 315-431-1328
Website: EmpireLivestock.com
Email: info@EmpireLivestock.com

Equity Cooperative Livestock Sales Association

401 Commerce Avenue
Baraboo, Wisconsin 53913-8100
Phone: 608-356-8311
Fax: 608-356-0117 or 608-356-7999
Website: EquityCoop.com
Email: Mailbag@EquityCoop.com

National Livestock Commission Association

2501 Exchange Avenue, Room 102
Oklahoma City, Oklahoma 73108
Phone: 405-232-3128
Fax: 405-232-2601
Website: NationalLivestock.com
Email: KConway@NationalLivestock.com

Producers Livestock Marketing Association

P.O. Box 540477 / 230 W. Center Street
N. Salt Lake, Utah 84054-0477
Phone: 801-936-2424
Fax: 801-936-2426
Website: ProducersLivestock.com
Email: HomeOffice@ProducersLivestock.com

Producers Livestock Marketing Association

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Fax: 402-597-9505
Website: ProducersLivestock.net
Email: Deb@PLMCoop.com

Tennessee Livestock Producers, Inc.

P.O. Box 313 / 1789 Tom J Hitch Parkway
Columbia, Tennessee 38402-0313
Phone: 931-388-7872
Fax: 931-840-8689
Website: TennesseeLivestockProducers.com
Email: TLP@TFBF.com

LIVESTOCK CREDIT ORGANIZATIONS

Equity Livestock Credit Corporation

401 Commerce Avenue
Baraboo, Wisconsin 53913-8100
Phone: 608-356-8311
Fax: 608-356-0117
Website: EquityCoop.com
Email: Mailbag@EquityCoop.com

National Livestock Credit Corporation

2501 Exchange Avenue, Room 103
Oklahoma City, Oklahoma 73108
Phone: 405-253-9887 or 800-310-0220
Fax: 405-232-2288
Website: NationalLivestock.com
Email: Mail@NationalLivestock.com

Producers Livestock Credit Corporation

P.O. Box 45978 / 4809 South 114th Street
Omaha, Nebraska 68145-0978
Phone: 402-597-9189
Fax: 402-597-9505
Website: ProducersLivestock.net
Email: TMeyer@PLMCoop.com

Tri-State Livestock Credit Corporation

2880 Sunrise Boulevard, Suite 224
Rancho Cordova, California 95742
Phone: 916-570-1388 or 800-778-8734
Fax: 916-570-1389
Website: Tri-StateLivestockCredit.com
Email: info@TSLCC.com



MISSION

To be the national livestock organization that provides a strong voice to protect a positive business environment and fair, competitive markets on behalf of its members through financial services, communication and advocacy.

National Livestock Producers Association

13570 Meadowgrass Drive, Suite 201, Colorado Springs, Colorado 80921
Ph: (719) 538-8843, Toll-free: (800) 237-7193, Fax: (719) 538-8847
Web: nlpa.org, Email: nlpa@nlpa.org