



# 2022 ANNUAL REPORT



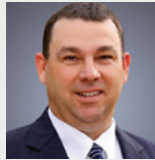
## EXECUTIVE COMMITTEE



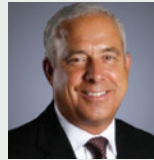
**Mr. Doug Hauser**  
*Chairman of the Board*  
National Livestock Credit Corporation  
Oklahoma City, OK



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



**Mr. Robert York**  
*Treasurer*  
National Livestock Credit Corp.  
Oklahoma City, OK



**Mr. Mike Bumgarner**  
United Producers, Inc.  
Columbus, OH



**Mr. Dave Lamb**  
Producers Livestock Marketing Association  
Omaha, NE



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



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

## BOARD OF DIRECTORS

**Equity Cooperative Livestock Sales Assn.**  
Baraboo, WI



Mr. Curt Larson  
Baraboo, WI



Mr. Adam Quandahl  
Baraboo, WI

**Equity Livestock Credit Corp.**  
Baraboo, WI



Mr. Les Danielson  
Cadott, WI



Mr. Gary Williams  
Baraboo, WI

**National Livestock Commission Assn.**  
Oklahoma City, OK



Mr. Eric Chapman  
Oklahoma City, OK



Mr. David Lawson  
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. Rick Keith  
Omaha, NE



Mr. Dave Lamb  
Omaha, NE

**Producers Livestock Marketing Assn.**  
N. Salt Lake, UT



Mr. Scott Menefee  
Los Banos, CA



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

**Tri-State Livestock Credit Corporation**  
Rancho Cordova, CA



Mr. Randy Alves  
Rancho Cordova, CA

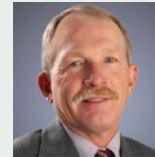


Mr. David Thompson  
Rancho Cordova, CA

**United Producers, Inc.**  
Columbus, OH



Mr. Mike Bumgarner  
Columbus, OH



Mr. Lynn Orr  
Columbus, OH

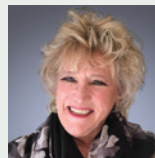
## NLPA MANAGEMENT AND STAFF



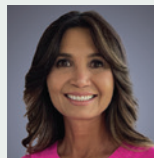
Scott Stuart  
*Managing Director*



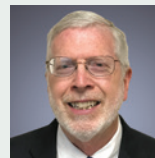
Katie Ambrose  
*Director of Member Services*



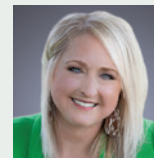
Polly Welden  
*Communications Director*



Julie James  
*Office Administrator*



Bill Stedman  
*Bookkeeper*



Kellie Lasack  
*Social Media Coordinator*

# CHAIRMAN'S REPORT



It has been a pleasure to serve as chairman of the National Livestock Producers Association Board of Directors. NLPA has a very talented board consisting of livestock producers, livestock marketers and credit leaders from all over the United States. It is truly an honor to be part of this dynamic group.

Optimism is building in cattle country as higher prices continue. All indications point to a better cattle market for the next few years. We have also seen an increase in demand for all proteins, including pork and beef.

Although the future looks positive, our producers in the U.S. have experienced many challenges this year.

Amongst those challenges are the shift in the political climate in Washington D.C. as record government spending causes inflation to escalate exceeding a 40 year high, and resulting in multiple interest rate increases. Drought has affected a large area of the central and western parts of the country, significantly reducing the nation's cow herd. According to the USDA's mid-year cattle report, the slaughter numbers for cattle were up 14.5 percent in July of 2022, which was early in the drought. The market price has remained good despite these challenges.

I was able to represent our organization at the Global Roundtable for Sustainable Beef Conference, held in Denver, Colorado in November. Despite the rise in slaughter numbers, the U.S. beef industry is more sustainable now than it was 50 years ago. We are producing on fewer acres, using less feed, and still providing enough protein to feed the United States and abroad. Farmers and ranchers may be faced with some new government-imposed environmental regulatory requirements in the future. The U.S. beef and pork industries have worked together on this for years and will continue to do so.

Amidst these challenges, NLPA member companies were able to help farmers and ranchers overcome many hurdles by providing multiple livestock marketing opportunities including internet sales, sale barn auctions, direct marketing, and country sales.

Additionally, NLPA member companies assisted producers with a wide range of solutions including: forward contracting, commodity trading and hedges, livestock feeding and grazing, certified programs, credit and loan assistance, genetic advising, as well as animal health and breeding supplies.

As you can see by the ever-growing list of available services provided by our organization, it is evident we truly care about and are committed to animal agriculture and the men and women who work in it. We take pride in providing the resources necessary for maintaining sustainable growth in the agriculture industry as a whole.

Livestock marketing and credit is a multi-billion-dollar business. NLPA has always been a strong voice in the past and will continue to play a critical role in the future in helping protect business rights and a competitive environment for our producers and patrons.

As National Livestock begins a new millennium of service, we will continue to serve as the voice of our members and patrons. 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 fluid and cursive, with a large, stylized "D" and "H".

Doug Hauser  
*Chairman of the Board*  
National Livestock Producers Association



## LIVESTOCK MARKETED BY NLPA MEMBERS

from October 1, 2021 to September 30, 2022

ORGANIZATION	LOCATION	# CATTLE	# SWINE	# SHEEP/GOATS	TOTAL #	GROSS \$
Equity Cooperative Livestock Sales Assn.	Baraboo, WI	525,382	27,859	45,664	598,905	\$482,924,125
National Livestock Commission Assn.	Oklahoma City, OK	243,147	0	0	243,147	\$206,131,728
Producers Livestock Marketing Assn.	N. Salt Lake, UT	468,911	0	109,601	578,512	\$494,655,085
Producers Livestock Marketing Assn.	Omaha, NE	842,926	1,191,341	0	2,034,267	\$1,687,571,182
United Producers	Columbus, OH	576,175	1,641,962	294,087	2,512,224	\$974,994,208
<b>TOTAL</b>		<b>2,656,541</b>	<b>2,861,162</b>	<b>449,352</b>	<b>5,967,055</b>	<b>\$3,846,276,328</b>

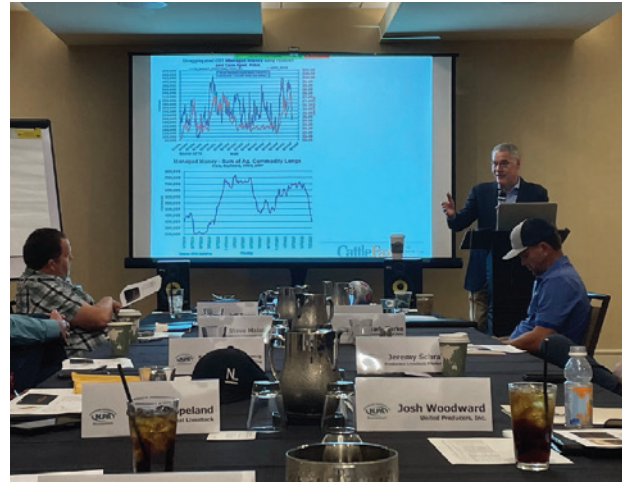


# NLPA GRADUATE INSTITUTE OF MANAGEMENT

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 2022, the Graduate Institute of Management graduated 13 future leaders from within the NLPA membership.

The 2022 Institute, held in Denver, CO, focused on various areas including the culture of an organization and how to make intentional changes to improve it, to building resilience in the workplace, to effective delegation and engagement strategies.



*Randy Blach, CEO of CattleFax, discussing the markets with the participants and providing invaluable information on the current dynamics.*

In addition, the participants had the opportunity to hear from Randy Blach, President & CEO of CattleFax, an information and analysis service designed to meet the unique needs of the beef and agricultural industries. Current market and outlook information is vital to the marketing and financing of livestock and this presentation prompted lively discussion among the participants.

The Institute was also the guest of the National Western Stock Show's (NWSS) President & CEO, Paul Andrews, who shared the progress that organization has made in its ten-year improvement project that will transform their complex and make it more vital in future years. The NWSS was established in 1906, is the premier livestock, rodeo, and horse show in the nation, serving agricultural producers and consumers throughout the world.



*The 2022 NLPA Graduate Institute of Management class represented nearly all of the member organizations of NLPA.*



*Paul Andrews, CEO of the National Western Stock Show, reviewing the \$1 Billion renovation project that organization is undergoing. The Institute participants then toured several of the new buildings and facilities that have been completed.*



# NLPA SHEEP & GOAT FUND

In 2000, the National Livestock Producers Association Sheep & Goat Fund Committee made its first loan to the industry. The Fund began with \$14 million and has since revolved more than \$56 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 funds are delivered through direct loans of varying terms and conditions - grants are not available through this program. Funds are available to qualified applicants at a competitive interest rate.

The sheep and goat industries, like many other businesses, were affected greatly by the global pandemic. With high quality lamb markets in the U.S. being primarily fine dining restaurants, the closing of those outlets at the height of the pandemic left a large supply of lamb with nowhere to go. Although the market rebounded, and even made record highs once the product started

to move, the incredible volatility left producers with little opportunity to accurately project their market prices.

In addition, as inflation has reared its ugly head as a result of prolific government spending, the cost of producing meat and fiber has skyrocketed. The cost of fuel, equipment, fertilizer, labor, and all other inputs have made it difficult to operate.

Increases in interest rates as an attempt to slow inflation is yet another burden on the industry; however, the Sheep & Goat Innovation Fund loan committee took the position to keep rates as low as possible to assist the industry and help finance producers and manufacturers to rebuild the markets for American lamb, goat, and fiber.

More information including the applications, descriptions of funded projects, news, industry links and a downloadable presentation are available at [SheepandGoatFund.com](http://SheepandGoatFund.com).



## THE SHEEP & GOAT INNOVATION FUND

AN INDUSTRY LENDING PROGRAM OF THE NATIONAL LIVESTOCK PRODUCERS ASSOCIATION





## MEMBER ORGANIZATIONS

### LIVESTOCK MARKETING ORGANIZATIONS

#### **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](http://EquityCoop.com)  
Email: [Mailbag@EquityCoop.com](mailto: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](http://NationalLivestock.com)  
Email: [KConway@NationalLivestock.com](mailto: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](http://ProducersLivestock.com)  
Email: [HomeOffice@ProducersLivestock.com](mailto:HomeOffice@ProducersLivestock.com)

#### **Producers Livestock Marketing Association**

P.O. Box 45978 / 4809 South 114th Street  
Omaha, Nebraska 68145-0978  
Phone: 402-597-9189  
Fax: 402-597-9505  
Website: [ProducersLivestock.net](http://ProducersLivestock.net)  
Email: [Deb@PLMCoop.com](mailto:Deb@PLMCoop.com)

#### **United Producers, Inc.**

8351 N High St. #250  
Columbus, OH 43235  
Phone: 800-456-3276  
Fax: 618-445-3951  
Website: [uproducers.com](http://uproducers.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](http://EquityCoop.com)  
Email: [Mailbag@EquityCoop.com](mailto: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](http://NationalLivestock.com)  
Email: [Mail@NationalLivestock.com](mailto: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](http://ProducersLivestock.net)  
Email: [TMeyer@PLMCoop.com](mailto: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](http://Tri-StateLivestockCredit.com)  
Email: [info@TSLCC.com](mailto: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](http://nlpa.org) · Email: [nlpa@nlpa.org](mailto:nlpa@nlpa.org)