The 2017 harvest is rapidly coming to a close as I sit down to put this report together. We were blessed in our part of the corn-belt with better than expected yields, for the most part, on both corn and soybeans this year. We also had plenty of moisture to keep the pastures going. You didn’t have to travel too far for that picture to change quickly. I guess the only thing predictable about farming is its unpredictability. Commodity prices continue to challenge operators and lenders alike. I think all the credit people involved in our various Producers Livestock Credit shops would agree that the stress level is still very high. I appreciate all the good work they continue to do in spite of these tough times.

One thing you can rely on being predictable is the continued good work NLPA has accomplished over the last year. We were able to celebrate a very important milestone at our summer meeting in Omaha this year, as Scott Stuart celebrated his 30th year with NLPA. I was reminded of a quote by Hans Finzel on leadership..."A leader takes people where they would never go on their own." That quote rings true of Scott as he helped broaden our vision with organizations like the Global Roundtable for Sustainable Beef, the National Institute for Animal Agriculture, and even the Sheep & Goat Fund. I don’t know that any of us as board members would have considered getting involved, or been able to see the possibilities they offered our organization, without Scott’s vision and influence.

I would like to give a big thank you to the crew at Producer’s Livestock in Omaha who put together a great meeting and entertainment for the guests at the summer meeting in August. The weather cooperated, and I think a good time was had by all. Thanks also to everyone who had a part in putting together the program for Scott’s 30th year celebration.

NLPA continues to set a high bar with our current stable of livestock-related organizations. The Sheep & Goat Fund was showing loan volume of $6.11 million at our summer meeting. Loan commitments were at $7.91 million. The 29 loans on the books represented 17 entities in 13 states. Since its inception, $46.2 million has revolved through the Fund. The Fund continues to offer flock expansion loans with up to $2 million allocated for this program.

The National Institute for Animal Agriculture (NIAA) continues to benefit from the good work done by the NLPA staff. Thank you, Katie, Scott, Angela, Mona, Polly and Sarah. NIAA’s financial position is solid, and they have a strong board and leadership in place. In 2017, our outstanding staff helped organize, promote, and find sponsors for an Equine Forum that was held in Denver in January; an Animal Agriculture in World Food Production & Animal Care Standards Conference in Columbus, Ohio in April; a co-hosted Livestock Traceability conference in September; and an Antibiotic Symposium in Herndon, Virginia in November. They have already begun work on the NIAA Annual Conference to be held in Denver in April of 2018. NIAA has developed somewhat of a franchise with regard to antibiotic issues and has created a niche for sparking good, open dialogue on the topic of antibiotic use and other key subjects.

The Global Roundtable for Sustainable Beef has also enjoyed the benefits of NLPA staff expertise. GRSB membership and revenue continue to be stable. They recently adopted a five-year strategic plan and continue looking ahead to enhance their communications, outreach and influence. I would like to thank former NLPA Chairman Jack Hanson for the time he dedicated to this organization.
prior to his retirement from its board. The staff has been busy helping GRSB with their board meeting that was held in Canberra, Australia in September 2017, and a Communicators Summit that was held in Denver in October of 2017...not to mention the regular conference calls and other communications. The 2018 Global Conference for GRSB will be held in Kilkenny, Ireland in October. You can be sure the staff is already at work to make sure this event is as seamlessly planned and managed.

I would also like to thank the NLPA members and staff who dedicated time to help with the 2017 NLPA Graduate Institute of Management that took place after the summer meeting in Omaha. I am sure the attendees benefited from the information shared by Craig Crabb from National Livestock Credit Corporation, Tim Meyer from Producers Livestock Credit Corporation, and Rick Keith from Producers Livestock Marketing Association. These efforts are instrumental in the future success of our members.

In closing, I would like to thank all the NLPA board members for contributing and participating in the strategic planning sessions held at our summer meeting. Robert York, Rick Keith, and Bill Beeman did a great job leading discussions on Credit and Finance, Communications, and Long Range Planning, respectively. I hope we can continue to find opportunities to advance animal agriculture and strengthen our member entities by sharing successes and failures with each other. We hear enough “I’m right, you’re wrong” out in the world ... it is refreshing to be in a room full of people with a common goal and a willingness to listen. Our members want what is best for the livestock industry and the people who make a living from this industry. They are willing to think outside of the box to accomplish this goal and make it happen. Thank you for your dedication!

Sincerely,

Gary Smith,
Chairman of the Board
National Livestock Producers Association

will be the premier trade organization within the cooperative livestock marketing and credit industries, increase its influence within those industries, grow its membership and maintain sufficient flexibility to rapidly adapt to changing member needs.
Being a part of NLPA for over 30 years has been an amazing experience for me. The members, the directors and the staff of the organization are amongst the finest people I have ever had the pleasure to know.

I have now been afforded the opportunity to serve the livestock industry in a different role, having very recently been made the chief executive officer of the Cattlemen’s Beef Promotion and Research Board; the organization responsible for overseeing the Beef Checkoff. NLPA has been a contractor to the Checkoff for several years and has done great work in the areas of producer communications and industry information.

NLPA is in a great place and has achieved much success over the past several years. Its standing as a credible voice for cooperative livestock marketing and credit has never been stronger and the relationships it has developed with the National Institute for Animal Agriculture and the Global Roundtable for Sustainable Beef are important and will be long-lasting.

I offer my sincere gratitude to the leaders of NLPA and my fellow staff members for making my time with the organization such a meaningful experience to me, both personally and professionally.

R. Scott Stuart
Immediate Past President and CEO
LIVESTOCK MARKETED BY NLPA MEMBERS

from October 1, 2016 to September 30, 2017

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<tr>
<th>ORGANIZATION</th>
<th>LOCATION</th>
<th>CATTLE</th>
<th>SWINE</th>
<th>SHEEP/GOATS</th>
<th>TOTAL</th>
<th>GROSS</th>
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PRODUCERS COMMODITIES, LLC

Producers Commodities, LLC specializes in assisting livestock producers in developing risk management strategies using futures, options, forward contracting and OTC derivatives. Producers Commodities, LLC is registered with the Commodity Futures Trading Commission and the National Futures Association as an Independent Introducing Broker and has clearing relationships with FCStone, Inc. and RJ O’Brien, Inc. in Chicago, IL.

Producers Commodities’ home office is located in Colorado Springs, CO and its branch offices are located in Sioux City, Iowa and Baraboo, Wisconsin.

Branch Offices:
- Baraboo, Wisconsin — Toll-free: (800) 362-3989
- Sioux City, Iowa — Toll-free: (800) 831-5936
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. 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. NLPA has provided full management services to NIAA since 2009.

AnimalAgriculture.org

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 provides administrative services to GRSB including communications, finance, membership and event management. In 2018, the GRSB will be holding its third Global Conference on Sustainable Beef in Kilkenny, Ireland.

GRSBeef.org
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 2017, the Graduate Institute of Management graduated 19 future leaders from within the NLPA membership.

In 2000, the National Livestock Producers Association Sheep & Goat Fund Committee made its first loan to the industry. Currently the Fund has 29 loans to 17 entities in 13 states. The Fund began with $14 million and has since revolved more than $46.2 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.
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.

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

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

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

LIVESTOCK CREDIT ORGANIZATIONS

Cooperative Credit Company
128 Third Street NW
Sioux Center, Iowa 51250-1867
Phone: 800-681-1975
Fax: 712-722-1212
Website: CooperativeCredit.com

National Livestock Credit Corporation
2501 Exchange Avenue, Room 103
Oklahoma City, Oklahoma 73108
Phone: 405-253-9887
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

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