NLPA has been a whirlwind of events and change in our organization over the past year. Though we always held our former CEO, Scott Stuart in high regard, I believe my fellow board members would agree that we now have a much better understanding of all the skills he put to work for us each day. When you are attempting to replace an individual with Scott’s unique talents who has led your organization for 30 years, you quickly realize what a tall order it is to fill his boots. As a board and organization, we reaped the benefits of Scott’s leadership during his tenure.

I want to thank my executive committee members for all the extra effort they put in during our search process. I especially want to thank them for the time they contributed when we came to realize and mutually agree that there needed to be a change in leadership to one that better fits our organization.

Our decision to look within our organization for leadership and promote Katie Ambrose to the position of managing director was a natural next step. This new title aptly describes the job ahead and we know Katie brings a wealth of knowledge from her years of experience working with our stakeholder organizations. She has long-standing relationships with many of the key players our organization works closely with to promote animal agriculture. And she’s very familiar with the challenges affecting animal agriculture and will work hard to make sure the producers we represent are heard. I look forward to seeing her lead the way in getting our membership even more engaged with industry issues and making our voices part of the dialogue. She will be looking for ways to help make membership in our cooperatives relevant to the producers we represent. We want to offer services that represent value to our members and make them stronger.

The staff at the NLPA office went above and beyond this past year coordinating events and conferences for the National Institute of Animal Agriculture (NIAA) that included such challenging topics as antibiotic use and livestock traceability. Katie Ambrose and the rest of the team spent countless hours planning events that brought together stakeholders from the animal health, human health, as well as retail representatives. The membership of this organization continues to grow as they build a “franchise” in issues-based symposia that open up dialogue on timely issues. I would like to thank fellow board member Rick Keith for agreeing to represent NLPA at these events, and thank fellow board member Chuck Adami for all the committee work he has done on traceability.

Mona Wolverton, along with the rest of team, did an incredible job planning this year’s Global Conference for the Global Roundtable for Sustainable Beef in Kilkenny, Ireland. I don’t think as board members, we can truly appreciate what an undertaking planning the Global Conference was, and the time involved to make it all come together so successfully. Bord Bia (The Irish Food Board) and the European Roundtable for Beef Sustainability were outstanding hosts of this year’s conference.

My wife Anne, and I, were fortunate to be able to attend and represent NLPA at this event. Anne enjoyed helping with registration and we both appreciated being able to interact with beef industry representatives from all facets of the industry. This year’s conference was a huge success with 234 delegates representing 25 countries and 43 different producers and producer organizations. My impression was that this event gets better each time it is held. I witnessed great interaction between the delegates and good discussion all centered on promoting beef as a sustainable source of protein for our world’s population for years to come.

Sustainability is a word that a lot of us out in the country love to hate. I came away from this conference feeling like it is not a threat to our business, but more of a solid and accurate defense demonstrating the place for beef in our world’s future. GRSB provides a voice and a forum
on our behalf to counter the misinformation intended to make our industry appear environmentally, ethically, and economically unsound. I would like to thank fellow board member Jim Reynolds for representing NLPA on the U.S. Roundtable for Sustainable Beef.

I’d also like to extend a special thank you to Mona for her dedication and commitment, and going the extra mile to make this conference such a success. We wish her well as she leaves NLPA to start a new chapter. We will miss her!

In closing, I would like to once again thank the NLPA team of professionals for all their hard work during this period of leadership transition. I would also like to thank our stakeholders for their patience and our board members for the extra time contributed. Everything NLPA has done in the past year, including the Graduate Institute and administering the Sheep and Goat Loan Fund, were executed with the same level of dedication and attention to detail the NLPA team and leadership have always exercised for the betterment of the Association. This past year has brought us to a place where we face the opportunity for a new beginning...a chance to move forward with a clear purpose and new possibilities.

It has truly been an honor for me to serve as NLPA Chairman for the last five years and I have every confidence the organization will continue to move forward as we elect new officers at our winter meeting in New Orleans. I am also confident that NLPA will continue to represent the best interests our individual member cooperatives and their members, just as it has since 1921.

Sincerely,

Gary Smith,
Chairman of the Board
National Livestock Producers Association
BOARD OF DIRECTORS

Cooperative Credit Company
Sioux Center, IA
Mr. Steven Montgomery, Sun City West, AZ
Mr. Lee Van Veldhuizen, Sioux Center, IA

Empire Livestock Marketing, LLC
Syracuse, New York
Mr. William Beeman, Syracuse, NY
Mr. Ken Krutz, Syracuse, New York

Equity Cooperative Livestock Sales Association
Baraboo, WI
Mr. Chuck Adami, Baraboo, WI
Mr. Les Danielson, Cadott, WI

National Livestock Commission Association
Oklahoma City, OK
Mr. Eric Chapman, Mannsville, OK
Mr. Jim Reynolds, Oklahoma City, OK

National Livestock Credit Corporation
Oklahoma City, OK
Mr. Doug Hauser, Kingfisher, OK
Mr. Robert York, Oklahoma City, OK

Producers Livestock Credit Corporation
Omaha, NE
Mr. Tim Meyer, Omaha, NE
Mr. Mack Woodard, Trenton, MO

Producers Livestock Marketing Association
Omaha, NE
Mr. Rick Keith, Omaha, NE
Mr. Gary Smith, Omaha, NE

Producers Livestock Marketing Association
N. Salt Lake, UT
Mr. Scott Menee, Los Banos, CA
Mr. Rick O’Brien, N. Salt Lake, UT

Tennessee Livestock Producers
Columbia, TN
Mr. Jeff Aiken, Columbia, TN
Mr. Darrell Ailshie, Columbia, TN

Tri-State Livestock Credit Corporation
Rancho Cordova, CA
Mrs. Germana Silva Suderman, Rancho Cordova, CA
Mr. David Thompson, Chiloquin, OR

EXECUTIVE COMMITTEE

Mr. Gary Smith
Chairman of the Board
Producers Livestock Marketing Association
Omaha, NE

Mr. Doug Hauser
Vice-Chairman of the Board
National Livestock Credit Corporation
Kingfisher, OK

Mr. Chuck Adami
Equity Cooperative Livestock Sales Association
Baraboo, WI

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

Mr. William (Bill) Beeman
Empresa Livestock Marketing, LLC
Syracuse, NY

Mr. David Thompson
Tri-State Livestock Credit Corporation
Chiloquin, OR

Mr. Rick O’Brien
Producers Livestock Marketing Association
N. Salt Lake, UT

Mr. Lee Van Veldhuizen
Cooperative Credit Company
Sioux Center, IA

NLPA MANAGEMENT AND STAFF

Katie Ambrose
Managing Director

Angela Luongo
Sr. Project Coordinator

Bill Stedman
Bookkeeper

Polly Welden
Communications

Sarah Bohnenkamp
Social Media and Communications
## LIVESTOCK MARKETED BY NLPA MEMBERS

*from October 1, 2017 to September 30, 2018*

<table>
<thead>
<tr>
<th>ORGANIZATION</th>
<th>LOCATION</th>
<th>CATTLE</th>
<th>SWINE</th>
<th>SHEEP/GOATS</th>
<th>TOTAL</th>
<th>GROSS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Empire Livestock Marketing, LLC</td>
<td>Syracuse, NY</td>
<td>209,921</td>
<td>4,176</td>
<td>5,615</td>
<td>219,712</td>
<td>$83,300,313</td>
</tr>
<tr>
<td>Equity Cooperative Livestock Sales Assn.</td>
<td>Baraboo, WI</td>
<td>646,101</td>
<td>42,938</td>
<td>40,372</td>
<td>729,411</td>
<td>$460,038,802</td>
</tr>
<tr>
<td>National Livestock Commission Assn.</td>
<td>Oklahoma City, OK</td>
<td>202,589</td>
<td>0</td>
<td>0</td>
<td>202,589</td>
<td>$167,369,146</td>
</tr>
<tr>
<td>Producers Livestock Marketing Assn.</td>
<td>N. Salt Lake, UT</td>
<td>473,470</td>
<td>121</td>
<td>53,388</td>
<td>526,979</td>
<td>$409,105,619</td>
</tr>
<tr>
<td>Producers Livestock Marketing Assn.</td>
<td>Omaha, NE</td>
<td>926,451</td>
<td>938,351</td>
<td>0</td>
<td>1,864,802</td>
<td>$1,406,832,123</td>
</tr>
<tr>
<td>Tennessee Livestock Producers</td>
<td>Columbia, TN</td>
<td>65,207</td>
<td>0</td>
<td>13,468</td>
<td>78,675</td>
<td>$52,156,143</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>2,523,739</strong></td>
<td><strong>985,586</strong></td>
<td><strong>112,843</strong></td>
<td><strong>3,622,168</strong></td>
<td><strong>$2,578,802,146</strong></td>
<td></td>
</tr>
</tbody>
</table>
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.

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 the GRSB including communications, finance, membership and event management. In 2018, the GRSB held its third Global Conference on Sustainable Beef in Kilkenny, Ireland.
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 2018, the Graduate Institute of Management graduated 16 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 14 states. The Fund began with $14 million and has since revolved more than $50.7 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.

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 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

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
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
Ph: (719) 538-8843, Toll-free: (800) 237-7193, Fax: (719) 538-8847, Web: nlpa.org, Email: nlpa@nlpa.org

01/2019/175