**Todd Fornstrom elected to fifth term as Wyoming Farm Bureau Federation President**

*By Kerin Clark*

Todd Fornstrom, of Laramie County, was elected to his fifth term as President of the Wyoming Farm Bureau Federation (WyFB) at the organization’s 101st annual meeting held Nov. 12-14, 2020 in Casper.

“The Wyoming way is to step up and be involved,” Fornstrom said. “It is an honor to serve this great organization. Our members are strong in the work they do for agriculture. Together we can accomplish so much more and I’m proud to serve.”

Todd and his family farm in Laramie County. He and his wife, Laura, have four children. Fornstrom runs Premium Hay Products, an alfalfa pellet mill, and runs a trucking business and custom harvest business. Fornstrom also works with his family on the Fornstrom Farm near Pine Bluffs. The diversified farm consists of irrigated corn, wheat, alfalfa, and dry beans.

Voting delegates elected Cole Coxbill, of Goshen County, to his fifth term as WyFB Vice President.

By Kerin Clark

The meat supply chain, state agency coordination with county entities and pandemic responses by non-elected officials were among the many topics included in policies adopted at the 101st annual meeting of the Wyoming Farm Bureau Federation (WyFB). Held Nov. 12-14, 2020 in Casper, Wyo., the meeting is an important step in the grassroots policy development process of Farm Bureau. The need for a competitive enterprise system, individual freedoms and protection of property rights ring through all Wyoming Farm Bureau Federation sets policy for coming year

*By Kerin Clark*

The meeting is an important step in the grassroots policy development process of Farm Bureau. The need for a competitive enterprise system, individual freedoms and protection of property rights ring through all policies adopted at the 101st annual meeting of the Wyoming Farm Bureau Federation (WyFB). Held Nov. 12-14, 2020 in Casper, Wyo., the meeting is an important step in the grassroots policy development process of Farm Bureau. The need for a competitive enterprise system, individual freedoms and protection of property rights ring through all

Wyoming Farm Bureau Federation Board of Directors. Seated (l to r): Rae nell Taylor; Northeast District Director; Todd Fornstrom, President; Cole Coxbill, Vice President; and Chelsea Baars, YF&R State Chair. Standing (l to r): Thad Dockery, Northwest District Director; Justin Ellis, Southwest District Director; Rachel Grant, Director at Large; Kevin Baars, Southeast District Director; and Tim Pexton, Central District Director. Kerin Clark photo.

Wyoming Farm Bureau Federation honors Wally and Sally Ramsbottom with Distinguished Service Award

*By Kerin Clark*

Johnson County Ranchers Wally and Sally Ramsbottom were awarded the Wyoming Farm Bureau Federation (WyFB) Distinguished Service Award at the 101st annual meeting of the organization. Presented Nov. 13, the award is given to those who have gone above and beyond in their service to agriculture.

“We are proud to recognize Wally and Sally for their dedication to agriculture and Farm Bureau in Johnson County and Wyoming,” said Todd Fornstrom, WyFB President. “Humble, kind, giving, caring, and dedicated are just a few words to describe Wally and Sally. Their dedication to agriculture and the Farm Bureau Federation here in Wyoming is unwavering.”

Wally and Sally Ramsbottom, Johnson County Ranchers, were awarded the 2020 Distinguished Service Award from the Wyoming Farm Bureau Federation. Kerin Clark photo.

WyFB Young Farmer & Rancher Conference

Jan. 15-16, 2021
Douglas, WY

See page 6 for details.
A Sustainable Harvest

By Zippy Duvall, American Farm Bureau Federation President

As farmers and ranchers, we know we are part of a bigger story. We are caretakers of the land for a time, following in the footsteps of generations before us. My farm didn’t start with me and, God-willing, it won’t end with me either. Sustainability is personal for me as a farmer: I’ve got my hands in the dirt that my parents and their parents before them farmed. And that soil, the lifeblood of my farm, is healthier now than ever before because of the care we have taken to farm better each day. Agriculture’s sustainability story is one of progress, and it’s not finished yet.

U.S. agriculture has made great strides in the last several decades especially, when it comes to leaving a smaller footprint on the land we farm. American farmers 30 years ago would have needed 100 million more acres to match production today. That progress has come thanks to better seeds, technology and climate-smart farming practices that protect the soil, conserve water, retain nutrients, prevent runoff and reduce greenhouse gas emissions. In fact, U.S. agriculture contributes less than 10% to overall GHGs by industry, and we’re working to get that number even lower. Farmers are also doing more to recapture carbon and convert waste into clean energy with innovative tools like methane digesters and voluntary conservation programs that preserve grasslands, forests and wetlands.

We need to do a better job of telling this story. Consumers are eager to hear from farmers and have a high level of trust in the people who grow their food. A recent survey by American Farm Bureau shows that trust has increased over this year to 88%: that’s almost 9 in 10 Americans. That same survey also found that while most folks couldn’t accurately identify agriculture’s low impact on GHGs, their support grew when presented with the facts. More than 80% were impressed to learn that farmers have put 140 million acres in conservation programs, more than doubled renewable energy sources used on the farm, and nearly tripled food production in the last 70 years with the same or fewer resources.

The public also agrees that sustainability means keeping farmers in business for generations to come, and that the work of sustainability should not fall solely on the farmer’s shoulders. Farmers and ranchers haven’t made these impressive strides alone, and we can’t move forward alone either. Investments in agricultural research and innovation will continue to be critical in taking us to the next phase of climate-smart farming. At Farm Bureau, we also know the importance of coming together across the industry and reaching outside our fencerows to partners who share our goals for strengthening sustainable agriculture.

In late November we announced “Ag Books for Kids” county contest deadline

Visit wyfb.org for calendar updates
Legislative update

By Brett Moline

The Joint Revenue committee recently met and worked several bills. One bill would have instituted a real estate transfer tax on properties over $250,000. One bill would have increased alcohol taxes, while another would have increased tobacco taxes, and another bill would have established an income tax. These bills all died in committee. These bills may come back as individual bills.

This committee also worked a bill that would increase fuel taxes $.09 per gallon. The split among the state, counties, cities and other entities remains the same as current allocations. This bill passed the committee, with only Wyoming Farm Bureau testifying against the bill.

The Joint Agriculture committee worked a hemp related bill which would have outlined what uses of hemp are allowed and which uses are prohibited. This bill died. Another bill which died was a bill which would have required water districts to participate in an annual survey from the Water Development Commission. This survey would have gathered information on the condition of infrastructure.

This committee passed bills concerning invasive species and animal abuse. The invasive species bill outlines what procedures will be followed by the state board. The committee also passed a bill which reorganizes the animal abuse statutes.

New leadership has been elected and new committee assignments have been made for the 2021-22 Legislature. The Senate leadership is: President, Dan Dockstadler; Majority Floor Leader, Ogden Driskill, and Vice President, Larry Hicks.

The House leadership is: Speaker, Eric Barlow; Majority Floor Leader, Albert Sommers; Speaker Pro Tem, Mike Greear; and Majority Whip, Jared Olson.

The Agriculture committees will be chaired by Brian Boner in the Senate and by John Eklund in the House.

All committee assignments can be found at the Legislative Service office web site at: www.wyoleg.gov

When the legislature will be in session is a hot topic. Members of the 2021-23 Legislature must be seated the second Tuesday of January, as per Wyoming Constitution, and new leadership seated. That is when the final decision will be made concerning the 2021 session. The 2019-21 Legislature cannot make that decision. It appears the 2021 session will convene January 12, perhaps work for a week, working a few bills, especially the supplemental budget bill, then go into recess until late April or May. Until the new Legislature is seated, nothing is for certain.

Sustainable Harvest

From page 2

A historic alliance with organizations representing farmers, ranchers, forest owners, the food sector, state governments and environmental advocates, called the Food and Agriculture Climate Alliance. The founding members are diverse, but we are united around the goal of developing and promoting voluntary, market- and incentive-based climate solutions. At the American Farm Bureau, we are proud of agriculture’s sustainability story, and we believe that we can continue to build on that success together. This new alliance was formed in February and has been working diligently to develop 40 recommendations built around three key principles:

- Support voluntary, market- and incentive-based policies.
- Advance science-based outcomes.
- Promote resilience and help rural economies better adapt to changes in the climate.

As momentum builds around climate action, agriculture can continue to play a positive role in reducing emissions and protecting our natural resources, and we want to lead the way in finding solutions that promote sustainability on and off the farm. Voluntary and market-based conservation efforts have a proven track record of success on and off the farm, and together we will continue to work for policies that respect farmers and support positive change.

There’s still much work to do, not only on climate but on other critical issues facing rural America and the farm economy now and in the coming year. But as I reflect on harvest time, I am reminded that the seeds sown will yield a fruitful harvest. Farmers and ranchers never shy away from hard work. That perseverance has carried us through many a hard time, grown us closer as communities and carried us on in hope of better harvests to come.

WyFB thanks Holly Kennedy

With appreciation, the Wyoming Farm Bureau Federation wishes to thank Holly Kennedy for serving the organization as the Field Services and Federal Lands Associate since June 6, 2014. Kennedy’s last day with WyFB was Dec. 4, 2020.

“We’re happy that Holly has been offered this tremendous opportunity to work on ag issues for Representative Cheney,” said Ken Hamilton, WyFB Executive Vice President. “We feel she will be an important addition to Rep. Cheney’s staff. Her help to the WyFB is greatly appreciated and certainly will be missed.”

“It has been an honor to work for the members of the Wyoming Farm Bureau Federation. I look forward to representing their interests in a new capacity,” Kennedy said.

WyFB Welcomes Brooke Roes

The Wyoming Farm Bureau Federation welcomes Brooke Roes as the Membership Coordinator. Roes began with WyFB Dec. 1.

Roes grew up in Chadron, Nebraska. She graduated from Chadron State College in May 2020 with a degree in business management.

“We are happy to welcome Brooke to our team,” said Ken Hamilton, WyFB Executive Vice President. “Her background certainly will be helpful to the WyFB.”

Roes says she truly enjoys her mid-western roots and the landscapes they afford. She has two brothers and one sister. Roes enjoys seeing family and friends and that includes visiting her hometown in Nebraska and traveling to California to visit her sister.

Roes says she appreciates how kind and welcoming everyone has been at Farm Bureau. “I’m just excited to learn and I believe I can use my skills and degree gained from Chadron State College,” Roes said. “I look forward to meeting members and contributing to the team!”

Building relationships is important to Roes. “I feel as this is a perfect opportunity to get to know the community and Wyoming’s farmers and ranchers,” she concluded.

WyFB thanks Julie Johnson-Doyle

With appreciation, the Wyoming Farm Bureau Federation wishes to thank Julie Johnson-Doyle for serving the organization as the Membership Coordinator since May 25, 2015. Johnson-Doyle’s last day with WyFB will be Dec. 31, 2020.

“Julie has worked hard on membership for WyFB and led our transition from our old membership program to the new program through Iowa Farm Bureau,” said Ken Hamilton, WyFB Executive Vice President. “In addition to transitioning to a new membership program she has worked with a number of counties on handling their membership trans-
By Kerin Clark

“I enjoyed getting to know other young farmers and ranchers around the state, learning more about how agriculture is similar yet unique in other areas of Wyoming,” said Tracy Neidig, of Washakie County. “I have a passion for sharing agriculture with others, so serving on the Promotions Sub-Committee and helping to plan the leadership conference were just two areas where I could share my passion.”

Neidig served on the WyFB YF&R Committee as a Northwest District Committee member from 2019-2020. WyFB appreciates Neidig’s dedication and time to the WyFB YF&R program.

Making time to volunteer with Farm Bureau is what Neidig’s family has done for generations. “Farm Bureau has long been an instrumental part of my life and my family. My family has volunteered with Farm Bureau for multiple generations, and I have enjoyed carrying on the tradition and the passion that my grandpa and my parents have so proudly shared with me,” Neidig said. “I believe it is important as farmers and ranchers to tell our story, because if we don’t, someone else will tell it for us.”

According to Neidig, sharing agriculture with elementary aged students is enjoyable and rewarding. “Farm Bureau provides me with the tools to make an impact on a child’s education through my personal story, and that is what makes me Farm Bureau proud. Proud to be a Farm Bureau volunteer,” Neidig said.

“As my confidence and leadership has blossomed over the course of my YF&R Committee term, I feel ready to take on the next challenge of serving on the Federation board of directors,” she continued. “After aging out of the YF&R program this year, I stepped out of my comfort zone and accepted a nomination for the At-Large position on the WYFB Board of Directors.”

“Serving on the YF&R Committee has helped me further develop my leadership and communication skills, grow my agriculture family, and inspire me to set higher goals and make plans to achieve them,” Neidig concluded.

Chelsea Baars elected to second term as WyFB YF&R State Chair

By Kerin Clark

Niobrara County Rancher Chelsea Baars was elected to her second term as the State Chair of the Wyoming Farm Bureau Federation (WyFB) Young Farmer & Rancher (YF&R) Committee. This position holds a seat on the WyFB Board of Directors.

“Being state chair means being entrusted with the privilege to serve others by working together to brainstorm, solve problems, and help discover each other’s hidden talents,” Baars said

According to Baars, she volunteers with Farm Bureau because she cares. “I’ve been told that if you want to have input, you’ve got to get involved,” she explained. “It means so much when someone takes a moment to hear what I have to say. As much as I value that, I figure others appreciate that as well. As a leader, I try to have a listening ear that can be a sounding board for any ideas, questions, or concerns and take them to the next level. It’s not always easy. Often it takes me stepping away from the conversation and coming back to it later to truly appreciate what an individual had to say.”

“The best ideas come from collaborative involvement. In my mind, that is what makes Farm Bureau great.” Baars continued. “It takes all types of individuals working together to air the ups and downs of each situation to develop something great, no matter what’s at hand.”

Baars emphasized the growth and experience that comes from serving in a leadership role is invaluable. “I tell people you get out of Farm Bureau what you put into it. As a leader, I’ve found that I’ve reaped so much more than I ever anticipated.” —Chelsea Baars, WyFB YF&R Committee State Chair

Baars was first elected to the WyFB YF&R Committee in 2017. She is the first 2nd generation WyFB YF&R leader in the program’s 18 year history. Her parents Kevin and Denise Baars served as founding members of the WyFB YF&R Committee in 2002 where Kevin served as the first State YF&R Chair for the Wyoming Farm Bureau Federation.

The WyFB YF&R program is a committee centered, fully integrated part of Farm Bureau at the county, state and national levels. The objective of the WyFB YF&R program is to provide leadership in building a more effective Farm Bureau to preserve our individual freedoms and expand our opportunities in agriculture.

And the WyFB YF&R Rifle Raffle winner is...

Tim Beck, of Big Horn County, is the winner of the WyFB Young Farmer & Rancher Rifle Raffle. Beck, following a background check, received a WyFB Centennial Commemorative Henry Golden Boy .22LR. The rifle has a special serial number “WYFBRFR2020.”

The raffle raised $2,265 and will benefit the WyFB YF&R program. Thank you to all who purchased raffle tickets! We appreciate your support of the WyFB YF&R program and the work we do for leadership development and agriculture advocacy.

The WyFB YF&R Committee extends appreciation to the Lamie County Farm Bureau Federation for donating the rifle for the raffle.
Wyoming Farm Bureau members donated the equivalent of 5,971 meals to help Wyoming families in need

--18th annual fund drive to help those facing hunger in Wyoming

By Kerin Clark

Wyoming families facing hunger received a boost mid-November with the Wyoming Farm Bureau Federation Young Farmer & Rancher (YF&R) Committee “Harvest for All” project. The 18th annual fund drive and raffle to benefit the Wyoming Food Bank of the Rockies raised $1,492.77 which is the equivalent of 5,971 meals for Wyoming families.

During the state annual meeting Nov. 12-14 in Casper, County Farm Bureaus and farmers and ranchers from across the state donated money to help the food bank in their work with hunger-relief programs across the state of Wyoming. A raffle for a handmade 100th Anniversary fire pit helped raise funds for the Harvest for All project.

Uinta County Rancher Ariel Guild is the chair of the sub-committee that oversees the “Harvest for All” project. “The Harvest for All is a great way for farmers and ranchers to give back because it is a very simple act of service,” Guild said. “These monetary donations go straight to the Wyoming Food Bank of the Rockies which feeds many mouths all over the state of Wyoming.”

“It is a simple kind effort, and we need more of that in our world,” Guild continued. “We as farmers and ranchers can lead in many areas but selfless kindness to others is a wonderful way to give back.”

Washakie County Farm Bureau Member Tracy Neidig (left) was the winner of the “Harvest for All” raffle held at WyFB’s 101st annual meeting. Neidig won the hand-crafted Centennial fire pit made by Lex Geer, Campbell County Farm Bureau Federation President (right). Kerin Clark photo.

Carbon County Farm Bureau Federation Member Fred Correll’s card was the 2nd place winner in the “Harvest for All” raffle to raise funds for the Wyoming Food Bank of the Rockies. Correll and WyFB YF&R State Chair Chelsea Baars match the card halves for the impact wrench.

Kerin Clark photo.

The WyFB Young Farmer & Rancher Committee is in its 18th year of joining with the American Farm Bureau Federation YF&R Committee in what is called a “Harvest for All.” Throughout the program’s eighteen-year span, the WyFB YF&R Committee has partnered with Farm Bureau members to raise 6,044 pounds of food, $28,246 and 74 man hours of volunteer time to help those facing hunger in Wyoming.

WyFB YF&R County Involvement Program Recognition

By Kerin Clark

Farm Bureau’s strength is in our grassroots involvement. The local level is where it all begins for the work we do for agriculture here in Wyoming and across the nation. The Wyoming Farm Bureau Federation (WyFB) Young Farmer & Rancher (YF&R) Committee appreciates the work county Farm Bureaus do to surface young leaders in our organization. The County Involvement 4-step program is a way to recognize the county Farm Bureaus for their work and encourage growth in county YF&R programs.

In its inaugural year, the WyFB YF&R County Involvement program had seven county Farm Bureaus submit a program application. The four steps may be completed in any order.

• Step 1: One new, regular YF&R member added
• Step 2: Send one YF&R aged member to WyFB YF&R Conference and/or WyFB Annual Meeting
• Step 3: Have one YF&R aged member actively involved on county level
• Step 4: Hold one YF&R meet & greet and or/speaker activity each year

Five county Farm Bureaus achieved three of the four steps in the YF&R county involvement program. The WyFB YF&R Committee recognized the county Farm Bureaus at the 2020 annual meeting. From left to right: Raenell Taylor, WyFB YF&R; Tracy Neidig, WyFB YF&R; Sharleen Castle, Albany County Farm Bureau Federation Board Member; Joe Campbell, Goshen County Farm Bureau Federation President; Connie Werner, Converse County Farm Bureau Federation President; Chelsea Baars, Niobrara County Farm Bureau Federation President; and Toni Swartz, WyFB YF&R. Not pictured: Platte County Farm Bureau Federation. Kerin Clark photo.

The “2-step” achievement level was earned by the county Farm Bureaus in Crook and Natrona. From left to right: Chelsea Baars, WyFB YF&R State Chair; Raenell Taylor, WyFB YF&R Committee Member; Perry Livingston, Crook County Farm Bureau Federation President; and Scott Kossert, Natrona County Farm & Ranch Bureau President. Kerin Clark photo.
Strengthening our Roots
--WyFB YF&R Conference Jan. 15-16, 2021

By Kailey Barlow, WyFB YF&R Committee Member

2020 has been a year of uncertainty and it doesn’t seem like 2021 is going to start any differently. That has made planning the 2021 Wyoming Farm Bureau Federation Young Farmer and Rancher Conference a challenge, but even with the uncertainty of the world, there are a few things that hasn’t changed. One of those things that hasn’t changed is that farmers and ranchers are continuing to work hard, day in and day out, to produce quality food for the consumers, locally, nationally, and globally. The 2021 Wyoming Farm Bureau Federation Young Farmer and Rancher Conference, held January 15-16 in Douglas, Wyoming will help farmers, ranchers, and other agriculturalists in Wyoming to “Strengthen our Roots.”

Regardless of the challenges we are facing, we are still hoping to proceed with the 2021 conference. Amanda Radke will be the featured keynote speaker. Her session, “Shifting our mindset and shaping new opportunities in the post COVID-19 era” will challenge listeners to change their outlook in the face of great uncertainties, to look for new business opportunities where it appears none exist, and to pivot in creative and innovative directions in order to add value to their operations while serving as a high-quality supplier of safe, affordable, nutrient-dense food for consumers here and abroad.

Amanda’s session will help set the tone for the remainder of the conference. There will be a session focused on custom meat processing and marketing. On the flip side, Scott Bennett, American Farm Bureau Federation Director of Congressional Relations will present his session, “The Future of Cell Based Protein,” or as the media calls it, “fake meat.” YF&R committee members will present breakout sessions about the resolution process, Ag Books for Kids, and the competitive events offered through YF&R.

More conference details will be sorted out in the coming month, but we hope you will consider joining us to “Strengthen our Roots” at the 2021 YF&R Conference in Douglas, January 15-16. The conference is open to anyone with an interest in agriculture in Wyoming.

For the latest conference updates, please visit the YF&R tab on www.wyfb.org or the Wyoming Farm Bureau Young Farmer & Rancher Facebook page.

Ag economy update
By Kerin Clark

“2019 had been a challenging year for agriculture with flooding and other natural disasters and a tough go with trade for a couple of years,” said John Newton, American Farm Bureau Federation (AFBF) Chief Economist. “The optimism we saw at the beginning of the year (2020); well that light at the end of the tunnel actually turned out to be a freight train.”

“We came into 2020 with a bit of optimism with the Phase 1 agreement that was signed with China, with USCMA, and the new Japanese agreement,” Newton continued. “Producers were optimistic to put trade wars and bad weather behind us hoping for 2020 to be a better year. Then March 12 came, and a pandemic was declared.”

Newton spoke virtually to Farm Bureau members on November 13th at the 101st annual meeting of the Wyoming Farm Bureau Federation.

Newton expressed Farm Bureau across the country stepped up to deal with the challenges of COVID-19. “From the loss of retail sales to supply chain disruptions to working on labor issues, we were engaged in many issues to make sure we could reduce the regulatory burden and keep farmers going in the face of COVID,” Newton stated. “We worked on relief packages to get dollars out to those impacted as well.”

Cattle markets
“Cattle slaughter in April/May 2020 was down significantly,” Newton said. “As those plants began to put PPE equipment in to place, we started to see processing facilities come back online. We are now mostly right around year ago levels.”

“As packing plants went down; retailers were scrambling for beef,” he said. “The limited amount of boxed beef that isn’t claimed for retail market at any given time is what led to the increased spread between cut-value and live cattle we first saw in late March.”

The AFBF Cattle Market Working Group (composed of 10 state Farm Bureau presidents) was assembled to address these concerns. According to Newton, one of the Working Group’s suggestions was improved risk management tools. “We have a team working to create a federal crop insurance product to address the volatility on the cut-out side,” he explained. “If producers see boxed beef price cut-out value fall rapidly, they could get some sort of crop insurance indemnity. We are also exploring how we could trigger indemnity on the upside for that boxed beef cut-out.”

According to Newton, the Commodity Futures Trading Commission (CFTC) has an active investigation on some of the cattle market issues. “We are continuing to work on this, and we are also supporting legislation that would get rid of friction in the supply chain that prevents interstate sales,” he explained. “We are also working to help small meat packers cover overtime wages so the inspectors can be in the facility.”

“We are still dealing with a backlog of market ready animals,” Newton said. “The animals are heavier coming to market, with the average steer dressed weight at 26 pounds heavier than 2019, which has helped production keep pace with last year.”

“There is still a strong demand for beef, and we have seen prices rebound in recent weeks,” he said.

Newton stated as we look forward a lot will depend on future impacts to the economy due to the next wave of COVID-19 restrictions.

Trade
“Dealing with COVID-19 domestically was tough, but it has created a challenge internationally as well,” Newton stated. “Ag exports in our top markets are down.”

Newton shared numbers on decreased agriculture exports: Mexico down $1.4 B; Canada down $320 M; EU plus UK down $145 M; Japan, India, South Korea, and Hong Kong combined are down $2 B.

“China is the lone bright spot in terms of ag exports,” Newton explained. “China has bought $3 billion more from us through September compared to last year.”

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**The silver lining**

---AFBF President Zippy Duvall addresses 101st annual meeting

*By Kerin Clark*

“Back in March and April when our friends and neighbors were seeing empty shelves in the grocery stores, they had a fear in their heart about where they were going to get their food,” said American Farm Bureau Federation President Zippy Duvall. “Farmers were still working on the farms. Of course, we as farmers don’t stop. We continue to go to the barns and fields and do our work day in and day out to provide food security for our nation.”

Duvall spoke virtually to Wyoming Farm Bureau Federation members at the 101st annual meeting on Nov. 13.

“But the consumer was not real sure where there food would come from so AFBF started a #stillfarming campaign to tell the farmer’s story and assure the general public we were still out there producing food,” Duvall said.

“This outreach touched 92 million people; that’s 1 out of 3 people in America who heard your story.”

Duvall talked about the many different issues impacting agriculture during these times and the work AFBF continues to do to keep agriculture strong. As he outlined these issues, he told Farm Bureau members we need to find the silver lining in all of this hardship.

The outreach to the consumers through the #stillfarming campaign is one of the silver linings.

The second silver lining is the opportunity for every Farm Bureau member to join AFBF online for the virtual convention Jan. 10-13, 2021. According to Duvall, this is a great opportunity for Farm Bureau members to hear from great speakers, see some of the great Farm Bureau staff and hear from them on pertinent issues. There will be no registration fees, but you must pre-register.

The third silver lining Duvall mentioned was overcommunicating with one another. Duvall explained that each department at AFBF started holding frequent calls this spring with state Farm Bureau staff members; often times they are weekly or bi-weekly.

“Working from home caused us as Farm Bureau to overcommunicate with each other and made us be more united,” he said. “I am so proud of this organization. The increased communication has helped our unity and we couldn’t have been as successful as we have been without the unity.”

Duvall stated the Farm Bureau has become even more united through these difficult times. “By doing that we have worked stronger together and set a great example to the American public of what we can do when we work together and love each other,” Duvall said.

“I’m so proud to work with you and alongside you to make positive things happen for American agriculture, your farm and community,” he concluded. “So let’s keep working. Let’s keep moving forward with courage and optimism.”

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**Annual meeting speakers**

*By Kerin Clark*

Policy development is the foundation of the work completed at the Wyoming Farm Bureau Federation Annual Meeting. Seeing fellow farmers and ranchers from around the state each year is also a highlight. The annual meeting also provides members the opportunity to hear from elected officials and agency officials and ask questions in real time whether they are speaking in person or virtually.

The 101st annual meeting of the organization brought many speakers to the Farm Bureau members. On the Congressional level, United States Senator John Barrasso stopped by the meeting on Nov. 13 providing an update on national issues. On Saturday, Nov. 14 United States Representative Liz Cheney spoke virtually. Representative Cheney spoke about current issues as well as the structure of the House and leadership positions.

Wyoming Governor Mark Gordon joined the meeting virtually on Nov. 12. Governor Gordon addressed many state-wide issues including the pandemic and budget concerns. Next, Wyoming Game & Fish Department Deputy Director Angi Bruce spoke to the members.

Wyoming Business Council Agri-Business Manager Jill Tregemba presented information regarding the COVID-19 Business Relief Programs. Those applications closed the following week on Nov. 18 so many questions were asked and answered regarding the specific details of the programs.

All recorded speeches as well as the Centennial Celebration Wrap-up video are available to watch on the Wyoming Farm Bureau Federation YouTube channel.
A look at trade agreements and negotiations
--AFBF’s Dave Salmonsen speaks virtually

By Kerin Clark

American Farm Bureau Federation (AFBF) Senior Director of Congressional Relations Dave Salmonsen has been working on trade related issues for over twenty years. During his tenure with Farm Bureau he has been a part of a myriad of trade discussions and issues. Salmonsen spoke virtually on November 13 to members at the 101st annual meeting of the Wyoming Farm Bureau Federation.

Salmonsen discussed trade issues and noted the approach used by the Trump Administration was new. “We were always used to comprehensive agreements with thirty different chapters and complicated trade rules and they took a long time to negotiate; like five to six years,” Salmonsen explained. “The phased approach focused on a few items and were done by executive agreement. Thus, the trade agreements happened in about 1.5 years.”

“We will see if that approach continues with future trade negotiations,” he continued. “It was an interesting change that brought real results.”

China
The U.S. and China Phase I agreement became effective mid-February 2020. The agreement contains two main components: 1) purchases and 2) standards.

According to Salmonsen, on the purchases side China agreed to buy $80 billion of U.S. agriculture products over the next two years ($36 billion in 2020 and the remainder in 2021). “This was a very interesting and different approach to doing trade agreements,” he explained. “Usually they are done with lowering tariffs and then removing other barriers and then an evaluation of future sales. This process made sales certain.”

The second component of standards has made a huge impact, according to Salmonsen. “The U.S. has been working to get China to improve standards for many years especially when they put restrictions back on beef in 2003,” he explained. “The standards side has a big impact on meat sales and dairy products.”

“They’ve moved ahead to live up to those commitments. They (China) had 57 standards/commitments and as of Nov. 13 they are at about 50 of them,” Salmonsen stated. “We look forward to seeing those improve. We have been seeing some increases of sales so far to China and over 3,500

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Trade Agreements

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processing facilities in the U.S. are approved for export to China.”
Salmonsen added the benefit with standards is they are supposed to go on forever and will continue to benefit U.S. trade beyond the two years of purchases requirement. “China imports over $140 billion of agriculture and food products from around the world annually,” he continued. “There is a lot of opportunity for growth in sales to China.”

Japan

The U.S. and Japan signed a phased agreement in January 2020. “The agreement was primarily to ensure the U.S. kept up with the tariff treatment of a lot of other countries; especially those involved in the Trans-Pacific Partnership which the U.S. left in 2017,” Salmonsen explained. “Tariffs on other countries were moving into the mid-20s on beef and the U.S. was stuck at 38.5 percent.”

“With this agreement we immediately were treated the same on import tariffs as all other countries,” he said. “We are seeing the beef tariff around 25 percent and it will go down to 10 percent over the next several years.”

Salmonsen emphasized work is still needed to improve Sanitary and Phytosanitary Standards (SPS). “This was a phased agreement between the Japanese government and the Trump administration,” he explained.

South Korea

According to Salmonsen, the updated trade agreement with South Korea that went into effect a couple of years ago was particularly helpful for beef exports.

Taiwan

Salmonsen explained trade negotiation talks may happen now that Taiwan is acting to reduce longstanding barriers to U.S. pork and beef exports.

USMCA

The United States Mexico Canada Agreement (USMCA) took effect July 1, 2020. Salmonsen clarified as far as agriculture goes the agreement was much the same as NAFTA. “The reason to go ahead with changing NAFTA was primarily on the manufacturing side,” he said. “Changes for the auto industry and heavy manufacturing were big to move more manufacturing back to the U.S.”

“For agriculture, the issues were maintaining tariff free trade with Mexico and improving trade with Canada for poultry and dairy,” Salmonsen explained. “Country of Origin Labeling (COOL) was not included directly in the USMCA.”

Europe

“Negotiations with the United Kingdom began in May as Great Britain leaves the European Union (EU),” Salmonsen explained. “Negotiations are trying to get the United Kingdom to change the regulatory approach that has been part of the EU since 1973.”

“The aim of the negotiations is to get them to go with risk assessments, and science-based approaches not the precautionary approach which they’ve been using to justify trade barriers for decades,” he continued. “This is a complicated approach but has real opportunity for growth with meat products especially. The U.S. is looking for equal access as they buy from a lot of other countries.”

Salmonsen explained Europeans currently don’t want to talk about agriculture and engage on sanitary issues; so those talks are at a standstill.

Trade issues

Moving forward Salmonsen says trade promotion authority and enforcement of trade agreements will be key components to trade success.

“Trade promotion authority (TPA) is a law Congress needs to pass every six years that allows a trade agreement to be considered by Congress without amendments for an up or down vote,” Salmonsen explained. “The current TPA expires in July 2021 and it is up in the air if there will be a TPA bill going forward next year.”

Farm Bureau policy has long supported TPA. “We believe we can better expand our market opportunities through good trade agreements so want to see Trade Promotion Authority continue,” Salmonsen said.

The role of enforcement of trade agreements will also dictate trade success. “Protecting and forcing policy changes is critical to seeing trade goals met,” Salmonsen concluded. “We will see going forward what role that will play in future trade negotiations.”
of the discussions as Farm Bureau members develop policy.

“County Farm Bureau members start the policy development process at the local level,” said Ken Hamilton, WyFB Executive Vice President. “The process continues through the district, state and national levels as members discuss a wide variety of policy issues that are of concern to the members and their families.”

Farm Bureau members heavily discussed the need to address the disruption in the meat supply chain exacerbated by the coronavirus pandemic.

“Our members want to help facilitate local ranchers’ ability to market their meat products easier,” said Hamilton. “The resolutions that became policy would work to build resiliency into the supply chain by enabling more local and regional processing of meat products.”

Price discovery is another area of concern with the meat supply chain. “Members passed policy supporting legislation that would require packers to purchase a minimum percentage of their weekly cattle volume on the open or spot market through negotiated cash trade,” Hamilton explained. “This legislation would focus on packers who process over 125,000 head per year.”

Regarding animal agriculture, Farm Bureau members spoke about the need for long-acting antibiotics to be made available. “Farmers and ranchers are always concerned about the health and welfare of their animals,” Hamilton stated. “They are urging action by federal agencies to increase the availability of long-acting antibiotics as an essential medication to care for animals should they become sick.”

Regarding crop agriculture, members expressed the need for legislation to address legal protections for chemical applicators concerning chemical drift liability. “The policy calls for the protection of agricultural applicators through the same legal protections provided to others where innocence is presumed until guilt is proven,” Hamilton explained.

Farm Bureau has long called for federal agencies to coordinate activities with county entities and county natural resource plans. “Policy was adopted to expand that request to state agencies asking that they also coordinate their actions with county entities and county natural resource plans,” Hamilton stated.

Several policies were enacted addressing the concern about the actions of non-elected officials in response to the coronavirus pandemic.

“This member based open forum policy discussion is the reason we hold our annual meeting each year,” Hamilton continued. “Our members were overall supportive of having the ability to have an in-person meeting.”

“Farm Bureau members exercised self-discipline and assessed their individual circumstances without the need for governmental guidance,” Hamilton concluded. “Those who felt they would be affected by an in-person meeting took the appropriate precautions for their individual health and exercised self-discipline by not attending.”
Distinguished Service Award

Sally served as the secretary/treasurer of the Johnson County Farm Bureau Federation for the last 20 years. Humble leaders, Wally and Sally are a team and prefer to work in the background without recognition. He is always by her side at meetings and she is always working in the background to keep their county Farm Bureau strong. They are the first to arrive at meetings and make sure everything is set-up just right to ensure everyone is comfortable and the meeting will be productive.

“The Ramsbottom’s knowledge of ranching and the issues that impact Wyoming ranching is always appreciated as they share their input through the grassroots policy development process,” Fornstrom continued.

The Meadow Brook Ranch, where Wally grew up, is where they call home in Johnson County. They where Wally grew up, is where they call home in Johnson County. They have a son, a daughter and four grandkids.

Wally graduated from Colorado State University. He served for six years in the Army Basic Reserves where he was trained as a medic. Wally has always been known as an excellent stockman.

Sally grew up on the Shepperson Ranch near Midwest and graduated from the University of Wyoming (UW). Sally has always been known as quite a hand in the rodeo arena as well as the ranch. While at UW, Sally competed on the college rodeo team where she won a National Collegiate Champion Goat Tying title.

Hard working and all-around kind people; Wally and Sally work together in everything they do from ranching to family to Farm Bureau. Their steadfast dedication has been the cornerstone of Johnson County’s success. From the ranch to the board room, the Ramsbottoms have exemplified what teamwork is in their distinguished service through this grassroots organization.

The Ramsbottoms were grateful to receive the Distinguished Service Award. “It was a tremendous honor and a big shock to receive the Distinguished Service award from WyFB,” Wally and Sally said. “It is very humbling as many other people dedicate their time and effort to help their county and state organization.”

“It means a great deal to us to be recognized and nominated by our Johnson County Farm Bureau board,” Sally continued. “We appreciate all of our members and their efforts.”

According to the Ramsbottoms, volunteering is important for your agriculture business. “Farm Bureau is important to ranchers in Wyoming,” Wally said. “Resolutions can be made from the county level on any of our pertinent issues, taken to the District, State and National levels to be made into policy to help agriculture as well as our communities.”

“We volunteer because we need to promote and help agriculture and our business,” Sally emphasized. “People in agriculture need to spend time to resolve the problems they have and support those who can do something about the problems.”

Over twenty years ago the Johnson County Farm Bureau Federation began using the slogan “Support the Johnson County Farm Bureau, We Support You!” And that is exactly what the Ramsbottoms have been doing for over 20 years.

“Wally and Sally Ramsbottom have gone above and beyond in their service to agriculture through Farm Bureau,” Fornstrom concluded. “We are proud to recognize and show our appreciation for their distinguished service to agriculture, Farm Bureau, Johnson County and Wyoming.”

“Very humbling to receive the Distinguished Service Award.”—Sally Ramsbottom, Johnson County Rancher

“‘We volunteer because we need to promote and help agriculture and our business. People in agriculture need to spend time to resolve the problems they have and support those who can do something about the problems.’”—Sally Ramsbottom, Johnson County Rancher

Recipe adapted from www.allrecipes.com

INGREDIENTS

1 1/2 cups graham cracker crumbs
1/4 cup sugar
1/4 cup butter
5 (6 oz) packages cream cheese, softened
5 eggs plus 2 egg yolks at room temperature
1 3/4 cups sugar
1/8 cup flour
1/4 cup heavy cream

PROCEDURE

01 Mix graham cracker crumbs, sugar, and butter. Pat into the bottom of a greased (just bottom of pan) 9 inch springform pan. Push up the sides as well.

02 Mix the rest of the ingredients in a mixer. Pour into the pan. There will be extra when using a 9 inch pan. Don’t over full or it will rise and crack. Save the other to use as small cheesecakes.

03 Put into a cold oven and then turn oven to 200 degrees. Cook for 3 hours 10 min.

Leave the cheesecake in the oven, turn oven off, and open door slightly. Let cool 1 hour in oven.

Remove from oven and place saran wrap over cake. Place in refrigerator until completely cool. Serve with fruit or alone.

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Annual Meeting Sponsor Appreciation

WyFB would like to extend a special ‘Thank you’ to the sponsors of our 2020 Meeting

Mike Whaley, of Big Horn County, was also recognized for his service on the Wyoming Farm Bureau Federation Board of Directors as the Director At Large in 2019. Whaley received his board member barometer plaque from WyFB President Todd Fornstrom.

The ice cream social is always a good break during the business session at annual meeting. Thanks to the county Farm Bureaus of Albany, Carbon, and Converse for sponsoring the 2020 ice cream social. Shown here Bexton Berger enjoys the ice cream. Bexton’s dad Kyle is the county president of the Carbon County Farm Bureau Federation.

University of Wyoming Collegiate Farm Bureau Officer Morgan Spiro served as the 2020 Annual Meeting Parliamentarian. Spiro is a sophomore at the University of Wyoming studying Agriculture Communications. She comes from California’s Central Valley, having been involved with the local FFA, 4-H, and Farm Bureau. This is her second year serving as annual meeting parliamentarian.

Natrona County Farm & Ranch Bureau sponsored the entertainment for the 2020 annual meeting banquet. Chad Lore’s one-man band entertainment had attendees laughing and enjoying good music all in one. The Lex and Amanda Geer family enjoyed dancing together with plenty of room to show their moves on the 2020 version of a dance floor.

Wyoming Farm Bureau Federation President Todd Fornstrom (left) and WyFB Executive Vice President Ken Hamilton (right) presented a staff longevity award to Julie Johnson-Doyle, WyFB Membership Coordinator. Johnson-Doyle celebrated ten years with the Farm Bureau family this year; five of those years with WyFB.

November 12-14, 2020 in Casper

Photos and stories by Kerin Clark
appear in the next month’s issue. Advertisers are asked to check your ad and report any errors. Paid ads must be mailed, typed or neatly printed, together with any payment due, to Wyoming Agriculture, Farm Bureau, P.O. Box 1348, Laramie, WY 82073. Free ads must be resubmitted by mail or e-mail after running three months. Ads for which there is payment due will run according to agreement between Wyoming Farm Bureau and the advertiser. Advance payment is preferred for first-time advertisers.

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BRANDS


NEW MEMBERS

**Note: (REG) denotes new “Regular” membership**

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Jack Lipp, Greybull

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CONVERSE

Jerry Lenzon, Douglas

FOREMONT

Phillip Allen (REG), Lander; Richard Johnson, Casper; Karla Davis, Lander; Margareta Zeiss, Dubois; Jack Finley, Lander

GOSHEN

Buz Oliver (REG), Torrington; Gary Vaughan (REG), Fort Laramie; James House (REG), Yoder; Robert Grandy (REG), Torrington; Jose Lopez (REG), Torrington; Joel T. Andrews, Lingle; Justin Lovencheck, LaGrange; Kyle Valient, Torrington

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LINCOLN

Dick Heiner (REG), Bedford; Chase Anderson, Kemmerer; Karson Turner, Pine Dale; Harold Wood, Kemmerer; Shawn Rogers, Kemmerer; Huston Tenney, Kemmerer; Anthony Ritzdorf, Opal; Jennifer Mchpie, Lander; Adrienne Thomson, Kemmerer; Michael Duran, Cokeville; James Grosulak, Kemmerer; Cal Walker, Kemmerer; Lisa Hatcher, Alpine; Jamie Grill, Alpine

NATRONA

Shari Shaw/ Spark307, Casper; Mitchell Felset, Casper; Rock Hurless, Evanville; Valerie Brower, Casper; Stacy Howard, Casper; Jason Foery, Casper

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SWEETWATER

Ben Thoman (REG), Casper; Burns Hickman, Rock Springs; Jeremy Burton, Rock Springs; John Watterson, Casper; Lindsay Parks, Rock Springs; Page Gunderson, Rock Springs; Pat Graham, Rock Springs; Tony Presto, Rock Springs

TETON

Michael Camino/ One Ton Pig, Jackson; Bill Woodward, Jackson; Harold, and Linda Williams, Wilson; David Dubrow, Jackson

UINTA

Logan Ellis (REG), Mountain View

WASHAKIE

Maecliffe Brown/ Horseworks Wyoming LLC (REG), Thermopolis; Casey Rice, Worland; Bruce Stamper, Worland

WYFB Elections

“The great opportunity to serve,” Cox said. “I love serving the members and representing you in all the work we do for agriculture in Wyoming.”

Rachel Grant, of Converse County, was elected to her second term as the Director-At-Large. Grant is a past president of the Converse County Farm Bureau Federation, a former WYFB Young Farmer & Rancher Committee member and past state chair of the WYFB Natural Environmental and Resources Committee. She and her husband will have four children and ranch in Southern Converse County.

“I really enjoy policy development,” Grant said. “In every decision we make, we think about how this impacts the families of our members.”

In addition to the three statewide elections, five district directors and the Young Farmer & Rancher state chair serve on the state board.

The Young Farmer & Rancher Committee elected Chelsea Baars to her second term as the state committee chair. This position has a seat on the WYFB Board of Directors.

Rounding out the Wyoming Farm Bureau Federation Board of Directors are district directors: Raenell Taylor, Northeast District Director; Kevin Baars, Southwest District Director; Tim Pexton, Central District Director; Thad Dockery, Northwest District Director; and Justin Ellis, Southwest District Director.

The Wyoming Farm Bureau Federation is the state’s largest general agriculture organization. The purpose of the 101st annual meeting held Nov. 12-14, 2020 was to develop policy to guide the organization in the coming year. Visit www.wyfb.org.
Kelly Robert Roediger

September 4, 1955 ~ November 18, 2020

A Celebration of Life service will be held for Kelly Robert Roediger, 65, in the spring of 2021. Inurnment will be in the Horseshoe Cemetery near Glendo, Wyoming.

Kelly Roediger died Wednesday, November 18, 2020 at the Douglas Care Center in Douglas, Wyoming.

Kelly was born Sunday, September 4, 1955 in Douglas, Wyoming the son of Christian Robert “Bob” and Laura Mae (Hershberger) Roediger. His early years were spent on his Grandfather Roediger’s homestead ranch on the North Platte River when he was ten. The homestead was completely under water when the dam was filled. The family then moved into Glendo until purchasing the ranch on Patten family then moved into Glendo un-...
Donations to foundation help provide educational forums and support legal efforts

Educational forums and support of legal efforts by the Wyoming Farm Bureau Foundation are made possible through donations. During the 2020 fundraiser, $1,525 was raised for the Foundation.

Garie Henry, of Uinta County, donated a “Family of Chairs” to the Wyoming Farm Bureau Foundation 2020 raffle. The “Family of Chairs” consisted of a love seat chair, adult chair, youth chair and a toddler chair. Donations were accepted at the Wyoming Farm Bureau Federation annual meeting and county Farm Bureau annual meetings.

The goal of the “Foundation Fundraiser” is to enhance the Foundation’s ability to provide educational seminars for Wyoming’s farmers and ranchers and support important legal efforts. The Foundation was organized by members in 1982 and is a 501(c)(3) organization which allows for tax deductible donations from interested individuals.

Wyoming Farm Bureau Foundation 2020 Donor Recognition

Gold: $250 or more
Todd & Laura Fornstrom
Monte & Francie Hamilton

Silver: $51 – $249
Dana & Steve Catlin
Rachel & William Grant
Perry Livingston
Floyd Moore
Matt & Melissa Stroh

Bronze: $0 - $50
Erick & Teresa Arens
Chelsea Baars
Kevin & Denise Baars
Dee & Rocky Brewer
Sharleen & William Castle
Kerin & Jake Clark

Wyoming’s Congressional Delegation all receive Friend of Farm Bureau Award

By Kerin Clark

United States Senators Mike Enzi and John Barrasso and Congresswoman Liz Cheney, all R-Wyo., were each named a “Friend of Farm Bureau” for the 116th Congress for their support of America’s farmers and ranchers and food security for consumers. This award, presented by the American Farm Bureau Federation (AFBF), is given at the end of each Congress to lawmakers who have supported Farm Bureau’s position on policy issues as demonstrated by their voting records. The individual voting records on Farm Bureau priority issues in 2020 included trade, disaster relief, COVID-19 aid, and broadband, among others.

Senator Enzi, Senator Barrasso and Representative Cheney were nominated by the Wyoming Farm Bureau Federation (WyFB) and approved by the AFBF Board of Directors.

“Wyoming delegation is very supportive of agriculture,” said Todd Fornstrom, WyFB President. “We always appreciate the work they do for Wyoming agriculture and rural Wyoming.”

“They connect with us frequently and understand the issues on which we are working,” he continued.

According to Fornstrom, we often take for granted how accessible Wyoming’s Congressional Delegation is to their constituents. “Whether you see them in Wyoming or walk into their offices in Washington, D.C., it is more than just talking issues. They know who you are, they know your family, and they care about how issues impact us all here in the state.”

**Senator Enzi’s Retirement**

Fornstrom also recognized retiring Senator Enzi’s long-standing service (24 years as U.S. Senator) to Wyoming and agriculture. “Senator Enzi has received this award numerous times during his tenure as our United States Senator,” Fornstrom stated.

“He is in-step with Wyoming beliefs. Whenever he is around, he doesn’t expect any special treatment. He speaks eloquently and has worked hard for Wyoming.”

“We wish Senator Enzi the best,” Fornstrom concluded. “With all of the years spent representing Wyoming, he deserves a long and fulfilling retirement.”

Wyoming’s Congressional Delegation all received the AFBF “Friend of Farm Bureau” award for the 116th Congress. Our thanks to United States Senator Mike Enzi and Congresswoman Liz Cheney. Courtesy photo.

The WyFB Foundation raffle fundraiser at annual meeting raised $1,525. Donors had their names in a drawing for a handcrafted “Family of Chairs” donated by Garie Henry, Rachel Grant, of Converse County, won the Family of Chairs. From left to right: Rachel Grant and daughters Anna and Cora Grant. Kerin Clark photo.

Some have been painted purple, some have been stained natural, some have been stained dark, some have been left raw. None of them are identical, none are perfect. All that have been set in, have been enjoyed. Made in Wyoming with care

Garie Henry, Uinta County
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## Agent Recognition

### Membership Acquisition

In 2020, the Mountain West Farm Bureau Mutual Insurance Company Wyoming agency force acquired 1,155 new memberships for Wyoming Farm Bureau. A huge thank you goes out to these agents and their staff who work hard at supporting Wyoming Farm Bureau Federation through their year-round membership acquisition.

**Exemplary Category**
- Sheridan .......... Dave Craft .......... 91

**Excellent Category**
- Fremont .......... Jon McConahay .......... 24
- Crook ............ Andrea Robinson .......... 24
- Teton ............ Lauren Stelling .......... 23
- Washakie .......... Chris Brinkerhoff .......... 22
- Natrona .......... Eli Ford ................. 21
- Fremont .......... Sammi Hegwer .......... 20
- Hot Springs .......... Mark Whitt .......... 20
- Park ............. Jeanne Kennedy .......... 19
- Carbon .......... Tammy Mortensen .......... 18
- Albany .......... Zack Jacobsen .......... 17
- Platte .......... Sally Houx .......... 17
- Laramie .......... Garth Sinkins .......... 17
- Goshen .......... Grant Curry .......... 16
- Sweetwater .......... Jesse Wilkinson .......... 15

**Outstanding Category**
- Park .......... David Gilliatt .......... 42
- Sheridan .......... Lloyd Meineke .......... 42
- Converse .......... Pierre Echemendy .......... 42
- Uinta .......... Bridger Mackey .......... 41
- Sweetwater .......... David Stauffer .......... 32
- Natrona .......... Matt Thornton .......... 29
- Sublette .......... Joni Pennock .......... 28
- Carbon .......... Rick Hughes .......... 28
- Sheridan .......... Erin DeFries .......... 27
- Fremont .......... Cori Slingerland .......... 25
- Sublette .......... Joni Pennock .......... 28
- Carbon .......... Rick Hughes .......... 28
- Sheridan .......... Erin DeFries .......... 27
- Fremont .......... Cori Slingerland .......... 25

The Sheridan County Farm Bureau Federation was the county with the greatest retention of Century Club members from the previous year. The county Farm Bureau was recognized at the annual meeting in November with a $50 award and certificate. Pictured here are WyFB Century Club Challenge Sub-Committee Chair Chelsea Baars (left) and WyFB Membership Committee Chair Tim Pexton (right) with Sheridan County Farm Bureau member Galen Chase.

*Kerin Clark photo.*

### Century Club Board Officer Challenge

*By Julie Johnson-Doyle*

This year, in an effort to promote and increase awareness of Century Club memberships, a sub-committee was formed from WyFB’s Membership Committee. The [Centennial Century Club Membership Challenge Sub-Committee](#) challenged counties to encourage all county board officers to become Century Club members for the 2020 membership year. To meet the challenge, all counties needed to upgrade any Regular memberships for their president, vice president, secretary and/or treasurer to Century Club status.

Those counties who met the challenge and received certificates at this year’s Annual Meeting were as follows:
- Campbell County Farm Bureau Federation
- Converse County Farm Bureau Federation
- Fremont County Farm Bureau Federation
- Goshen County Farm Bureau Federation
- Hot Springs County Farm Bureau Federation
- Laramie County Farm Bureau Federation
- Natrona County Farm Bureau & Ranch Bureau
- Niobrara County Farm Bureau Federation
- Weston County Farm Bureau Federation

We were delighted by the support this challenge received from our County Farm Bureaus! Congratulations and thank you to those who participated!

Nine county Farm Bureaus accepted the board officer Century Club Challenge and were recognized at the WyFB 2020 annual meeting. The county Farm Bureau presidents accepted the awards. Front row: Paul Ward, Hot Springs; Chelsea Baars, Niobrara; Connie Werner, Converse; and Laura Fornstrom, Laramie. Back row: Lex Geer, Campbell; Tim Pexton, WyFB Membership Committee Chair; Thad Dockery, Fremont; Joe Campbell, Goshen; and Scott Kossert, Natrona.

*Kerin Clark photo.*
Outstanding Membership Worker Awards

By Julie Johnson-Doyle

Membership is the driving force of the Wyoming Farm Bureau Federation. Without the help of our volunteers and the efforts of Mountain West Farm Bureau’s agency force, we could not do what we do. As a thank you to those individuals who are always working hard to share our message and grow our membership, each year the WyFB State Office solicits nominations for Outstanding Membership Worker awards in the fields of Agent, Staff and Volunteer.

This year, the Committee agreed to recognize both nominees received for Outstanding Membership Worker – Volunteer.

The first nomination was for Lex Geer, president of Campbell County Farm Bureau Federation.

Lex has served his County board in several positions throughout the years, including YF&R At-Large Committee member and as County president. Through the years, he has actively participated in county meetings, State annual meeting, YF&R conferences and meetings, and Ag Books for Kids presentations. Lex’s nomination was submitted by Chelsea Baars, Niobrara County Farm Bureau President and current YF&R State Chair. Chelsea noted: Anyone who has ever met Lex, and has taken the time to visit with him, knows that he is passionate and creative about everything he does. Farm Bureau is no exception. He has taken steps to bring Ag Books for Kids into the Campbell County schools and taken the time to visit with high schoolers to encourage applicants for their County scholarship. Additionally, he has donated his time and creative talents to make items for YF&R’s Harvest for All raffles. Lex is unafraid to visit with people about Farm Bureau: asking someone to become a member or upgrade their membership when the “Century Club” challenge arises, is not a big deal for him. While an extremely humble person, Lex is an inspirational membership worker that should be recognized for all his efforts for both his county and the State.

Our second recipient of the year for Outstanding Membership Worker – Volunteer went to Lee Hageman of the Goshen County Farm Bureau Federation. Lee has been involved with her county Farm Bureau for 25 years. She has served as Chairman of the Ag Books for Kids program in Goshen County for numerous years and lends her creative talents to the decorating committee for the Goshen County Annual Meeting. Lee’s nomination was submitted by Lori Schafer, Goshen County Farm Bureau board member and former president. In her nomination form, Lori stated: Lee has served as a voting delegate to the state annual meeting many times over the years, regularly attends the Legislative meeting in Cheyenne, and the resolutions meeting in our County. She rarely misses activities sponsored in Goshen County and always offers her help and assistance. Lee has always been an eager supporter of Farm Bureau, both at the county and state levels. She continues to do an outstanding job with the Ag Books for Kids in Goshen County. She orders the books, distributes them to five schools, arranges for readers, follows up with teachers, collects the entries from each school and submits them, and always sends personal ‘thank you’s’ to readers, schools and judges. She has enlisted the livestock judging team and Eastern Wyoming College to judge the entries at the county level, which has been a wonderful partnership. During the 2019 irrigation canal break in our county, a large contingency of folks – including several Nebraska Farm Bureau state officials and legislators from both states – gathered to visit the site and offer their assistance and support. Lee readily volunteered to host a meal at her home to feed the entire group. Just one example of her willingness to support the efforts of the Federation at all levels.

Lee has “voluntarily” encouraged her three children to be involved in the Wyoming and Goshen County Farm Bureau Federation organizations. All three of the Hageman kids – 3rd-generation Farm Bureau members – are actively involved at the county and state levels. Both of the Hageman boys either are currently serving as a county board member or have in the past; Lane is serving as the Southeast YF&R representative; and daughter Carolyn worked in the Wyoming Farm Bureau Federation office and now serves the Nebraska Farm Bureau as a Regional Manager in western Nebraska. Lee and her family are vested in the mission of the Farm Bureau Federation.

Thank you, Lex and Lee, for your unfailing support of Farm Bureau through the years!
WyFB Membership Awards

By Julie Johnson-Doyle

Each year the Wyoming Farm Bureau Federation presents awards for membership to counties across the state. While some of these awards are presented during Annual Meeting in November and others at our yearly Legislative Meetings in January/February, they all have certain criteria that a County Farm Bureau must meet to qualify.

This year the highly-coveted “Bronze Boot” was awarded to Lincoln County Farm Bureau. The Bronze Boot is a traveling trophy that is awarded each year to the first County to meet their established membership quota and acquire one new Regular membership of a member 35-years-old or younger. Lincoln County was one of the first counties to acquire a new, “young” Regular member during the 2020 membership year; they went back and forth with Niobrara County Farm Bureau for several months before ultimately gaining 100% of their 2020 quota goal in July. As of last month, they had succeeded in obtaining 112% of their total quota.

The Bronze Hat was awarded to Fremont County Farm Bureau for having the greatest increase in Century Club memberships for the 2020 membership year over the previous year. The Bronze Hat is another trophy that travels around the State from year-to-year. Fremont County’s final count on Century Club memberships was 30, for an overall increase of 7 memberships over the 2019 membership year.

Other membership awards presented at this year’s Annual Meeting included: Jim Geesey’s Life Dividend Award, also to Lincoln County Farm Bureau for the first county to reach their 2020 quota; Dan Bleak’s Century Club Membership Award to Converse County Farm Bureau for the county with the most Century Club and Life memberships (3rd year in a row); Erick Arens’ Century Club Membership Award to Fremont County for the county whose agents picked up the most new Federation memberships; Jeff Suloff’s Century Club Membership Award to Goshen County for the county with the most new Regular memberships; and Jamie Terry’s Century Club Membership Award, again, to Lincoln County Farm Bureau for the county retaining the greatest percentage of all members from the previous year. These awards are shared by the CEO and vice presidents of Mountain West Farm Bureau Mutual Insurance Company, our affiliate insurance agency. We appreciate the support we receive from Mountain West and are proud of our 70+ years of history together!

Greatest increase of Century Club Members

WyFB President Todd Fornstrom (right) presents the Bronze Hat membership award to Fremont County Farm Bureau Federation President Thad Dockery for having the greatest increase in Century Club memberships. Kerin Clark photo.

First County to Reach Membership Quota

Lincoln County Farm Bureau Federation was the first county to reach membership quota and acquire one new Regular member under the age of 35. WyFB President Todd Fornstrom (left) presents the Bronze Boot membership award to Lincoln County Farm Bureau Federation Board Member Trent Peterson. Kerin Clark photo.

Mountain West Farm Bureau Mutual Insurance Company Vice President of Marketing Erick Arens presents a membership award to Goshen County Farm Bureau Federation President Joe Campbell. Goshen County won Jeff Suloff’s Century Club membership for being the county with the most new regular members. Kerin Clark photo.

Ag economy update From page 6

That is on back of the Phase 1 accord which has China slated to buy around $36.5 billion during 2020. USTR issued a recent report suggested China will report suggested China will

What does this all mean

“Farm cash receipts is projected to be down $12 billion from last year and that would be the lowest level we’ve seen since 2010,” Newton explained. “That number will be revised in February 2021 and could change on the back of higher corn, soybean, and wheat prices.”

Between CARES Act and trade assistance flowing into the agriculture sector since 2018, the ad hoc support agriculture is seeing is unprecedented.

“The government payments number is at $37 billion and that will go up with ad hoc support,” he continued. “Take all of that into consideration and take production expenses off the table, we are likely to see this year’s net farm income at the highest levels since 2013. A lot of that is not from the market; it is on the back of government payments.”

According to Newton, government payments are projected at about 40 percent of net farm profitability this year. “That will play into the political environment as we move forward,” he said. “It is almost a false sense of security that things are getting better; it is very misleading when you see that amount of government support coming into the sector.”

Newton explained from a policy perspective it will be a challenge to protect crop insurance programs in the Farm Bill. “The amount of federal support has helped keep ag asset values stable,” he explained. “Without the support; we would see incredible pressure for land prices to move lower. With farm debt at a record high all of a sudden if land prices erode, we would be looking at debt to asset ratios we haven’t seen since the 1980s.”

“Farm economy higher prices can help, but we need to see them stick around,” he continued. “Hopefully, we can get this money out of the market and see trade continue to be strong.”

Consumer/investor conversations

“The conversation is starting more and more with climate and challenges with greenhouse gas emissions,” Newton said. “It is all about environmental and social governance (ESG) investments.”

“Whether that is an investor in ag land or a food store, they want to know what these businesses are doing from a social sustainability perspective; some won’t invest without a social sustainable scorecard,” Newton explained.

AFBF will continue to share agriculture’s story. “Ag represents less than 10 percent of greenhouse gas emissions; livestock emissions are less than four percent of greenhouse emissions,” Newton said. “We are not the problem, but part of the solution and want to see voluntary incentive programs rather than mandatory.”

“We will have these important conversations on this issue to make sure Farm Bureau’s policy is well represented at the table as we move forward,” Newton concluded.
AFBF Cattle Market Working Group Report

--Arizona Farm Bureau President Stefanie Smallhouse shares key takeaways

By Kerin Clark

“I can certainly understand the frustration here and across the nation,” Arizona Farm Bureau President Stefanie Smallhouse said when referring to livestock market disruptions. “I was living through it as well with my family and at some point you think what are we going to do about this?”

“Everybody is wringing their hands. People are looking at bottom dollars wondering what’s next,” Smallhouse stated. “I wear my western heritage on my sleeve; it makes us fiercely independent and we want to be in control of our destiny.”

In April 2020, American Farm Bureau Federation (AFBF) President Zippy Duvall assembled a group of 10 state Farm Bureau presidents, including Smallhouse, to investigate and research volatility in the cattle markets due to COVID-19, as well as the impacts of the Holcomb, Kansas, beef plant fire that occurred in August 2019. Smallhouse spoke at the 101st annual meeting of the Wyoming Farm Bureau Federation on Nov. 14 in Casper.

According to Smallhouse, the report was intended to be used by Farm Bureau members as information for policy development.

“We met for over 20 hours and brought in industry experts, economists and government regulators to speak to us,” Smallhouse explained. “We needed to look at the whole picture for the food industry.”

“I’ve found economists often tell me what I don’t want to hear,” she continued. “What we found is that the market basically did what was expected if you look at supply and demand. If you look at graphs it followed what you would expect in terms of the meat industry at end of pipeline basically being able to take advantage of both sides.”

Smallhouse provided her “takeaways” on the four main areas of discussion the working group identified.

Mandatory Minimum Negotiated Trade

According to the AFBF Cattle Market Report, AFBF notes discussion “…has focused on the optimal level of cattle transactions through certain marketing channels to facilitate greater price discovery. It is important to understand that types of transactions vary by regional market.”

“My perspective on what went into the report is that undoubtedly increased government intervention potentially decreases efficiencies,” Smallhouse stated. “Any business wants to be more efficient to save money and make a profit. If we take flexibility away from someone, regardless of who it is, it eliminates options. On the producer side for folks that choose to market their cattle a certain way it automatically eliminates an option for them because you are mandating a certain amount of cattle coming from a certain sector. It may or may not impact price and there are different regional differences.”

“Something that jumped out at me is the confidentiality at the end of the beef supply isn’t necessary anymore,” she continued. “It is outdated and there is room for improvement.”

Risk Management and Education

Smallhouse explained the second discussion area included risk management tools like insurance. “We asked questions about risk management tools and if they are being used,” Smallhouse explained. “If so, are they effective or can we come up with a new product that would be more useful for ranchers?”

Small Capacity Meat Packing

“We looked at the barriers to entry for smaller packers,” she said. “We looked at cooperative interstate shipment agreements and how to allow more selling opportunities across state lines.”

According to Smallhouse, the group also looked at incentives that could be provided for federal inspection loan programs as well as utilizing technology in the federal inspection meat inspection process.

GIPSA

“AFBF has strong policy on GIPSA enforcement but that doesn’t make it any less frustrating as to why issues aren’t investigated,” Smallhouse emphasized.

“GIPSA was passed in 1921 and 100 years later we still have the same problems so when you look at different things filed in court in terms of trying to look into the Packers and Stockyards Act; the bar is high for reform,” she stated. “Price distortion is about three percent and that is not enough to trigger enforcement; courts and regulators have yet to define how much market power is significant.”

Consolidation

“Consolidation is a trend we are seeing at every level,” Smallhouse said. “The Big 4 packing plants have 80 percent of the market share and have since the 1980s. The top retail food company controls 20 percent of the market and the top 4 control 40 percent.”

Silver Bullet

“We were supposed to figure this out. Where do we go next? What do we do about this? Where is the silver bullet,” Smallhouse asked. “I think sometimes we get so focused on the silver bullet we don’t work around the other things we could do collectively to make our life better.”

Smallhouse stated she feels we need to look at the renewed commitment from the United States Department of Agriculture to balance food safety with e-commerce. “We need to stand tough on e-commerce because that train has left the station and people want to buy their food directly from the producer.”

“Looking towards diversification to manage risk is never a bad thing either,” she continued. “We tell the government not to give us more regulations, so we need to look at what drives the consumer.”

“Your annual meeting theme is Moving Forward with Courage and Optimism,” she concluded. “In agriculture we live and breath optimism and we’ve got that grit that gives us courage to keep going when others count us out. I don’t think we need to take the red apple instead we need to recognize our own strengths and not miss opportunity because we are so focused on one piece of the supply chain.”

Editor’s Note: The full report may be viewed at www.wyfb.org. Click on the link on the featured photo on the home page.

Pavack donates knife to recognize Natrona County Farm & Ranch Bureau leaders

During the 2020 Wyoming Farm Bureau Federation Annual Meeting, Natrona County member Don Pavack wanted to recognize the current leaders of the Natrona County Farm & Ranch Bureau for their fine job in leadership. In their honor, he donated one of his handcrafted knives to be auctioned off during the banquet.

Natrona County Farm & Ranch Bureau YF&R Chair Aletta Ziehl conducted the auction. Crook County’s Perry Livingston was the successful bidder at $1,200. The donation will benefit the Wyoming Farm Bureau Foundation.
Getting On Track: Financial Education Courses Available From RightRisk.org

Getting wrapped up in day-to-day operations is easy, potentially losing sight of the financial side of a agriculture operation. The current financial climate facing production agriculture offers many challenges. Low prices, supply chain disruptions, and other hurdles make it paramount producers stay on top of their current situation.

In these uncertain times, having a firm grasp on your financial situation through sound financial statements and analysis can mean the difference between controlling your credit situation or facing lending restrictions outside your control.

Getting On Track Courses from RightRisk.org

The Getting on Track (GOT) series was developed with smaller-scale, new and beginning producers in mind. The courses offer the chance to learn the importance of basic records, financial statements, and how to properly evaluate those records and statements once completed. The course may also offer a valuable refresher for those with more experience.

The first course in the series, Getting on Track: Better Management Through Ag Records, helps producers improve their recordkeeping skills. The three-part course is self-paced and includes numerous resources and examples from a family-business setting.

Why Keep Records?
The simple answer is recordkeeping is the foundation of knowing your business situation. The course highlights agribusiness examples where financial footing for preparing taxes, applying for credit, farm management, and building on the one before. For example, it is impossible to estimate profit and loss accurately without all income and expense receipts.

Financial Records
Financial records are clearly important; however, those financial records only have limited value for analyses without the production records that should accompany them. The next section of the course discusses how to build and interpret an income and expense statement, a monthly financial record or cash flow, and an annual financial summary. The course includes an interactive example to help demonstrate how to interpret these financial statements once they are constructed.

Part II of the GOT Series: Basic Financial Statements
Constructing basic financial statements for your farm/ranch/agribusiness is one of the key essentials to management success; namely, in position to manage problems and risks before they become severe, as well as identifying and taking advantage of opportunities as they arise. The Basic Financial Statements course highlights examples describing how to organize and understand financial statements.

Cash Flow Statements
The cash flow statement is the first addressed in course. At its core, the cash flow statement should show the farm business’ sources and uses of cash income and expenses, as well as the monthly inflows and outflows of cash. The course outlines two types of cash flow statements: historical—using actual data from past periods and projected—which attempts to predict inflows and outflows.

Creating a projected cash flow statement is important to determining when cash deficits might occur and how they will be addressed, making it a key tool for borrowers and lenders. The GOT course includes a downloadable template and instructions for building your own cash flow statement.

Balance Sheets
The balance sheet presents the assets and liabilities and the subsequent net worth (asset values minus liabilities) of the owners. The balance sheet is important to lenders where it shows values at a certain point in time and can provide a measure of business performance over time, through changes in net worth. The course discusses how to classify assets (current versus non-current) and how to value them (book value versus market value).

Income Statements
The accrual income statement is the only true measure of profitability for any business. The course lays out a seven step process for creating an income statement and properly estimating net income.

The first three steps in the process involve determining cash transactions, and the next three involve adjusting for non-cash adjustments, such as asset valuations and inventory changes.

Statement of Owner Equity
The statement of owner equity shows how equity or net worth changed between two balance sheets. It is used to discover what financial events lead to the changes in net worth. The course outlines a six-step process to complete a statement of owner equity.

You Have Financial Statements, Now What?
The problem for many farm and ranch managers is it is often not clear what to do with or how to interpret the financial statements constructed.

The third course in the Getting on Track series, Understanding Financial Performance helps farm business owners properly evaluate their financial data through ratios and indices. Financial analyses can help find areas of weakness or risk in the business. In addition, trend analysis compares performance over time, allowing managers to make decisions to address problems before they become severe.

The course follows example producers highlighted in previous courses and reveals the practical aspects of financial analysis and determining financial performance. Five primary categories of financial performance are outlined: liquidity, solvency, profitability, financial efficiency, and repayment capacity.

Liquidity and Solvency
Liquidity measures the ability of the business to meet current financial obligations without disrupting normal business operations. The course outlines three ratios for measuring liquidity: current ratio, working capital ratio, and working capital/gross.

See ‘Risk Management’ page 23
Risk Management

These ratios are calculated using information found on the balance sheet. The current ratio is estimated by current assets divided by current liabilities.

**Solvency** refers to the ability of a business to meet all its obligations over the long-term and the ability of the business to withstand financial adversity. Solvency is measured by the debt/asset ratio, the equity/asset ratio, and the debt/equity ratio. The information for these ratios is also found on the balance sheet.

**Profitability and Financial Efficiency**

Profitability refers to the ability of a business to generate more revenue than expenses over time. The course outlines five measures of profitability including the rate of return on assets (ROA), rate of return on equity (ROE), operating profit margin, net farm income, and earnings before interest, taxes, depreciation, and amortization (or EBITDA).

Data for these ratios can be found on the income statement, statement of owner equity, and on the book value balance sheet. Rate of return on assets and equity are two particularly important measures, revealing earnings compared to the value of the assets and equity required.

Financial efficiency measurements can help understand whether or not the physical assets of the business are being used in a profitable manner. The five ratios discussed are asset turnover, operating expense, interest expense, depreciation expense, and net farm income from operations. As with the profitability ratios, what makes a financial efficiency ratio good or bad depends on the type and size of the operation.

**Repayment Capacity**

The ability of a borrower or potential borrower to repay farm debt from farm and non-farm sources is an important area of financial performance. The important ratios for measuring repayment capacity include capital debt repayment capacity and term debt/capital lease coverage ratios.

**For More Information**

Visit RightRisk.org to begin using any of the three Getting on Track courses. RightRisk.org is a premier risk management education site, with in-depth resources to assist producers with everything from budgeting decisions, crop insurance, estate planning, and many other topics.

James Sedman is a consultant to the Department of Agricultural and Applied Economics in the University of Wyoming College of Agriculture and Natural Resources, and John Hewlett is a farm and ranch management specialist in the department. Hewlett may be reached at (307) 766-2166 or hewlett@uwyo.edu.

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WASHINGTON, December 3, 2020 – The American Farm Bureau Federation Virtual Convention will be held Jan. 10-13, 2021, and for the first time ever, registration fees are being waived to give all Farm Bureau members and anyone interested in agriculture the opportunity to experience one of agriculture’s premier events from the comfort and safety of home.

“We are excited to open up the doors of this event and to bring home the high-quality content our attendees have come to expect from our events,” AFBF President Zippy Duvall said. “Our featured speakers this year are no strangers to Farm Bureau. We are honored to have Mike Rowe, Rorke Denver and Beth Ford join us as we reflect on this unique year and press on, stronger together, for agriculture and our rural communities.”

Best known for his hit TV series Dirty Jobs and most recently his show Returning the Favor featuring people making a difference in their communities, Mike Rowe will join the AFB Virtual Convention as our special guest for a fireside chat in the closing general session. As the country’s leading advocate for skilled labor and the CEO of the mikeroweWORKS Foundation, Rowe seeks to debunk myths and misperceptions about blue-collar jobs. His foundation has granted millions of dollars in scholarships to the farmers and rural communities who grow their food.

Land O’ Lakes President and CEO Beth Ford will join AFBF President Zippy Duvall to discuss hot topics and issues facing agriculture today. A native of Sioux City, Iowa, Ford is a passionate advocate for farmers and rural America and is committed to connecting consumers to the farmers and rural communities who grow their food. Ford was recently recognized by Fortune Magazine as one of the World’s 50 Greatest Leaders and Most Powerful Women. Under her leadership, Land O’Lakes, Inc. will soon join AFBF in the century club in 2021, when it celebrates 100 years as a farmer-owned cooperative.

The AFB Virtual Convention will also feature an inspirational and entertaining keynote address from Navy SEAL Commander Rorke T. Denver. Commander Denver has run every phase of training for the U.S. Navy SEALs and led special-forces missions in the Middle East, Africa, Latin America, and other international hot spots. He starred in the hit film Act of Valor, which is based on true SEAL adventures, and shares his personal story in his New York Times bestseller, Damn Few: Making the Modern SEAL Warrior. He is the founder of Ever Onward, a fresh, new brand designed to use Navy SEAL principles to call leaders to action, to be bold so they can perform at their highest levels.

This open invitation is a rare opportunity to attend the American Farm Bureau convention free of charge simply by registering. Registration will provide access to live sessions as well as special on-demand programs focused on hot topics in agriculture. Featured live events include:

- AFBF President Zippy Duvall’s annual address
- Ag Innovation Challenge
- Young Farmers & Ranchers competitions
- Foundation Night In, featuring soon-to-be-announced musical performances
- Workshops focused on what farmers and ranchers need to know in 2021

Workshop topics range from the future of the livestock industry to financial planning for disasters and from standing up for agriculture with effective advocacy to sustainability in 2021 and what it will mean for farmers and ranchers.

View the full agenda and register for free (registration required) at annualconvention.fb.org