

Equity News

A PUBLICATION OF EQUITY COOPERATIVE LIVESTOCK SALES ASSOCIATION



Ebert Enterprises set to host 2017 Wisconsin Farm Technology Days

By Janice Schyvinck, Director of Public Relations



Family photo (l-r): Jordan, Renee, Randy and Whitney

The family...

Randy Ebert, a sixth generation Algoma farmer, resides where his grandmother once lived almost 150 years ago. Randy and his wife, Renee, married and purchased the farm from his parents in 1987 and declares farming as his true passion. Their son, Jordan, graduated from the University of Wisconsin-Madison with a dairy science degree, and certificate in agricultural business management. Their daughter, Whitney, is a sophomore at the University of Wisconsin-LaCrosse and is majoring in nutrition/therapeutic recreation. Whitney's identical twin sister, Britney was born with hydrocephalus, which is a condition of having fluids in the ventricles of the brain, and passed away unexpectedly a year ago. Their whole family feels blessed to have had Britney and Randy and Renee say they have learned so much in the last 20 years by raising their three children more than anything else they could have ever experienced.

Equity patrons...

Randy and Renee are members of the Equity Reedsville Livestock Marketing Cooperative Association and market their animals at Equity's Bonduel market. The Ebert's credit their membership with Equity as being valuable and they have a very solid relationship with their trucker, John Malcore, who typically delivers a trailer load to the market each week for them. The Ebert's are looking forward to hosting this year's Wisconsin Farm Technology Days. "Kewaunee County is the smallest county in population to ever host this event, and we are proud to showcase the county, the community and our farm this July," stated Randy. "We have met and gotten to know so many people during this entire process, it's been incredible."

The dairy farm...

Ebert Enterprises consists of about 50 valued full-time employees, along with an additional 15 seasonal/cropping employees. The 7,000-acre farm raises all of its feed, heifers and calves. They milk 3,500 cows in an 80-stall rotary parlor three times a day. They also utilize automatic calf feeders and have a new manure handling

system. The Ebert's manure system separates the sand and fiber to be recycled, and nitrogen and phosphorus are captured in a form that is best for feeding to their growing crops. Their goal is to remove 50-70 percent of the water through reverse osmosis.

Randy and Renee started out raising heifers and crops. They grew from 0 to 1000 animals in five years. From 2002-2012, they doubled in size through internal growth, and in 2012 they acquired 1000 cows, and a 1000 acre neighboring farm. Randy considers himself to be a low-cost producer and controls what he can control to remain viable and add value to products produced. He has always been focused on having the land, the animals and the facilities; all in that order.

Adding value...

The past seven years at Ebert Enterprises has been all about adding value. They currently breed their Holstein and Jersey cows to Black Angus, as they didn't want to keep growing in numbers, but rather diversify; and have been successful. They will be supplying all of the beef served for this year's food stands during the three-day event and will work with a local butcher to prepare it. "Farming is really a part of everything, and not the same as it once was," commented Randy. "It's pretty safe to say that farmers need to step out of their comfort zone to tell their story and sell it directly to today's consumers."

Randy and Renee both love volunteering. Renee serves as one of three dairy ambassadors for Kewaunee County and is heavily involved with educating in the classrooms.

The Ebert family takes pride in producing quality food in an environmentally safe and profitable fashion. The Ebert's are honored to be hosting the Wisconsin Farm Technology Days and are excited to showcase the rich heritage and economic value of agriculture in Kewaunee County. Plan now to attend and see this operation July 11-13, and when you do attend, please stop by Equity's booth in the beef tent during this year's show.

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2018 Calendar Theme: *Why We Love to Farm*

Farming offers a rewarding and challenging way of life. Capture a moment of you, a family member or a friend involved in the daily routine of farming. Show us what you love about farm life. It could be milking the cows, feeding the animals, or planting crops; whatever the chore or favorite moment in a farm setting is for you, take a photo and send it to Equity. Choose a setting that shows what you love about farming and let us know how special it is to you by including a caption as to *Why We Love to Farm*.

A panel of judges will select the winner and honorable mentions. The top photograph will be awarded the calendar cover and a \$50 cash prize.

Digital photos are preferred and need to be sent as a high resolution (300 dpi) or a photo size at least 8" x 10". Low resolution photos will not be included in the contest. Digital images can be sent via email or mailed in on a CD.

The entry deadline is September 29, 2017! For each photo entered, please include: name of photographer, address, phone, email and location where photo was taken. Then email entries with the subject line '2018 Calendar Photo Contest' to: ckieffer@equitycoop.com or mail CD's or prints to: Equity Livestock, Cathy Kieffer Calendar-Photo Contest, P.O. Box 1003, Baraboo, WI 53913.

All entries submitted will become the property of Equity Livestock and could be used in future publications or projects. If you prefer to have your photo returned, please provide a self-addressed envelope.

If you have any questions please feel free to contact Cathy Kieffer at 608-356-8311 ext. 121 or by e-mail at ckieffer@equitycoop.com. Good luck and happy photo taking!

Cooperative's Goal is to Serve Its Members

For some time, and it seems more often recently, I have heard from farmers that cooperatives are a thing of the past. A business form that was needed by our grandfathers and their grandfathers but in today's age of consolidation within the producer community, is not needed. For those that harbor these beliefs I would ask if you have considered some or all of the following.

A cooperative's sole goal is to serve its patron/members. Nothing more, nothing less.

Our service begins with selling your livestock, financing your operation, or providing risk abatement methods. But the service doesn't end there. It continues in the efforts that are made in supporting the livestock community, the rural communities we have locations in, and issues (both local and national) important to our members.

Perhaps these are services that don't reach the light of day as often as they should, but nevertheless they exist. Our work and financial support of youth organizations such as the FFA and the 4-H continues with a commitment that if anything is growing. Supporting these agriculture organizations which are in the business of educating and developing future farmers is I am sure one all of our members support.

Providing education in the form of cattle raising, animal welfare training, and marketing information from experts in their fields to our patrons is another service that provides value to members which can be seen in future transactions.

Our involvement in current issues such as immigration could help provide the answers to obtaining and keeping the work force our members need to be successful. Sending both staff and farmer members to visit and educate those that write the rules is necessary. Although it sometimes appears to take longer than it should or things never seem to change, if we have no involvement, we are forced to accept the outcome. As a service being able to participate through your cooperative has great value.

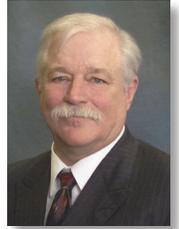
Doing our best to educate the public about how and why our agricultural community goes about its business in the face of activists use of misinformation aids in keeping our members products economically viable. It also helps to focus unwanted attention on the cooperative rather than its members.

These are just a few of many services that members of the cooperative receive as an added benefit.

Cooperatives unnecessary, I think not.

Chuck Adami
President & CEO

If you wish to comment, please email me at adami@equitycoop.com



Chuck Adami

District Meeting Election Results

At the annual district meetings held in March, four of the ten districts held elections for regional director. The incumbent directors were reelected to serve their districts for another three years and they are; Dan Leischer of Neosho, Wisconsin, district I; Pete Kleiman of Wilson, Michigan, district IV; Karl Merow of Sparta, Wisconsin, district VII; and Adam Quandahl of Waukon, Iowa, district X.

Elections are held annually for the positions of Chairman, Vice Chairman, Secretary-Treasurer and Assistant Secretary-Treasurer. Equity always welcomes newcomers to the board and invites patrons to consider serving a term. The director's purpose is to make sound decisions for our cooperative as we move forward.

Harvey Blair, of Warren, Illinois, our Equity Monroe patron, was our district meetings gift card winner. Thanks to everyone who attended our March meetings and entered the drawing. Your input and suggestions are appreciated and reviewed for future consideration.

Shakespeare Had it Right



James Schroeder

"To be once in doubt, is to be resolved." is a famous quote from Shakespeare's play Othello. It means if you are uncertain about something, then you are certain about being uncertain. This is the situation producers face every day when trying to navigate the agricultural markets. Markets are uncertain, and that is about all that can be said with any real confidence. Even if, for the sake of argument, we temporarily agree that markets might be predictable; producers would still find themselves at a major disadvantage to large agricultural companies, which have more information, bigger research departments, more analysts, and more capital. The plain truth is that it is almost impossible for producers to compete in the game of predicting prices. There is not just a little doubt here; there is a lot of doubt.

So the question becomes how should producers operate in such an environment – and the answer is simple – producers should take steps to minimize the financial impact of moves in the agricultural markets. Done

right, this is a much easier standard to meet than predicting where markets are going. It involves up-front math, a basic knowledge of the available tools (or a trusted advisor that understands those tools well), and a willingness to use them in the proper way.

I often talk to producers who are unsure about "If now is the time to hedge." and that is the wrong standard, because it requires being right twice about something that is hard to get right once. The best time to hedge risk is the instant it is acquired. After that it is all a guessing game, where, at best, producers are at a huge disadvantage, and, at worst, are up against an impossible task. Equity has the tools and the knowledge to help producers of all sizes successfully manage their risk in the agricultural markets. So if you find yourself losing sleep at night over a mountain of uncertainty, give us a call and see if we can make that mountain more manageable.

Give James a call at 1-800-362-3989 ext. 132 or email him at jschroeder@equitycoop.com.

Equity Livestock Credit Corporation



Gary Williams

Here is a brief reminder of just **who, why and where** we are, **what** we can do, and **how** you can apply. ELCC is an agriculture credit corporation established in 1991 by our parent company, your Equity Cooperative Livestock Sales Association. Our mission is to provide a dependable alternate source of agriculture credit to farmers and eligible borrowers in a sound, constructive, profitable and safe basis to ELCC. Our Management Team has over 125 years of agriculture lending experience with various lending options available and the lending department is based in our Baraboo office.

In some cases agriculture credit has become a complex and difficult to understand concept for some farmers, crop input suppliers and even some bankers and other lenders who are engaged to provide quality agriculture credit to area community farmers and ranchers on a daily basis. The time and paperwork involved in the agriculture lending process has seemingly increased every year; decisions take time and time is money. We may be able to provide you with a financing option, please call Gary Williams today to discuss your financial needs. An approved application could be the answer for you gaining control of your assets and getting back on track.

Gary Williams
Vice President ELCC
608-356-8311 – Ext. 125
608-434-4041 – Mobile
gwilliams@equitycoop.com

Connect with Equity at



www.equitycoop.com

Credit Options Available

Operating Loans

- Non-revolving lines of credit
- Revolving lines of credit
- Livestock feeding program

Term Loans

- Intermediate 3-, 5-, or 7-year terms
- Breeding livestock:
 - Dairy or beef
- Machinery, farm improvements
- Long-term real estate loan
- Amortizations of 10, 15, 20, 25 & 30 years
 - Flexible monthly, quarterly, or semi-annual payment schedules
 - Variable, adjustable, and fixed rates available
- Farmer Mac, alternative credit sources available



How We Can Help

We make it easy...

Call or email to request an application and discuss your plans.

Provide basic information:

1. Current financial statement
2. Three years of federal tax returns
3. Pertinent production history
4. Brief summary of your plans

Schedule a farm visit to discuss options.

ELCC will do the rest...

Closing and funding is completed as soon as loan underwriting is finished, credit decision is made, and funding is approved.

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Celebrate June Dairy Month

(Continued from front)

Loyal Dairy Breakfast – Abel Acres Farm, Loyal, WI

Marshfield FFA Alumni June Dairy Breakfast – Pankratz Farms, Auburndale, WI

Ripon FFA Alumni Country Breakfast – Pollack Vu Dairy, Ripon, WI

Saturday, June 24

Annual Town and Country Dairy Breakfast – Tom & Cindy Salwey Family Farm, Independence, WI

Sunday, June 25

Annual Colby Dairy Breakfast – Richard & Jenny Kunze Farm, Colby, WI

Calumet County Sundae on a Dairy Farm – Faust Farms, Chilton, WI

Greenwood Dairy Breakfast – Steve & Cindy Turnquist Farm, Greenwood, WI

Fond du Lac Association of Commerce Breakfast on the Farm – Daane Dairy LLC, Brandon, WI

Marinee County Breakfast on the Farm – Golden Ridge Dairy LLC, Crivitz, WI

Shawano County Brunch on the Farm – Mielke S-Curve Dairy, Marion, WI

Sunday, July 2

Sevastopol FFA Alumni Annual Dairy Breakfast – Wilke R Organic Farm, Sturgeon Bay, WI

Recognizing previously hosted events:

Saturday, May 20

Dunn County Dairy Breakfast – Prestrud Dairy, Prairie Farm, WI

Saturday, May 27

Green County Breakfast on the Farm – Rollin' Green Dairy Farm, Brooklyn, WI

Saturday, June 3

Barron County Dairy Breakfast – Gehl Acres, Cameron, WI

Jackson County on the Farm Breakfast – Stardome Farm, Alma Center, WI

Monroe County June Dairy Breakfast – Mlsna East Town Dairy, Cashton, WI

Vernon County Dairy Breakfast – Hamburg Hills Farm, Stoddard, WI

Sunday, June 4

Abbotsford Dairy Breakfast – Lonely Milk Hosteins Farm, Curtiss, WI

Dodge County Dairy Brunch – Warmka Holsteins, Fox Lake, WI

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Celebrate June Dairy Month

June Dairy Month is here! Thanks to all the hardworking farm families for their dedicated efforts in providing healthy and nutritious food to the grocery stores and onto our tables. Following is a listing of dairy breakfasts sponsored and/or hosted by Equity's producer-members. Please visit one in your area and eat a farm-fresh meal and enjoy spending time on someone else's farm.

The following is a listing of dairy events being sponsored and/or hosted by Equity's producer-members by date of event:

Saturday, June 10

LaFayee County Dairy Breakfast – Dennis and Mary Roper/Shippy Family, Graot, WI
Pepin County Town & Country Dairy Breakfast – Larry Schuh, Mondovi, WI
Sauk County Dairy Breakfast – Elsing Family Farm, Sauk City, WI
Trempealeau County Dairy Breakfast – Jereczek Homestead Dairy, Dodge, WI
Washington County Breakfast on the Farm – Golden E Dairy, West Bend, WI

Sunday, June 11

Oconto County Breakfast on the Farm – Rockledge Farms, Lena, WI
Outagamie Breakfast on the Farm – Voight Acres, Shiocton, WI
Manitowoc County Breakfast on the Farm – Habeck Homestead Farms, Maribel, WI
Edgar FFA Alumni Dairy Breakfast – Roskopf Family Farms, Edgar, WI
Richland County Dairy Breakfast – Durst-Larse Farms, Richland Center, WI

Saturday, June 17

Siren Community Ag Associaon Dairy Breakfast – Four Cubs Farm, Grantsburg, WI
La Crosse County Dairy Breakfast – Hy-Jo-De Holsteins, Bangor, WI
Pierce County Breakfast on the Farm – Huppert Brothers Farm, River Falls, WI
Pittsville FFA June Dairy Breakfast – Wayerski Dairy, Pittsville, WI
Portage County June Dairy Brunch – Zoromski Family Farms, Custer, WI
Sheboygan County Breakfast on the Farm – Quonset Farms, Ootsburg, WI

Sunday, June 18

Brown County Breakfast on the Farm – Country Aire Farms, Greenleaf, WI

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Equity Cooperative
Livestock Sales Association
P.O. Box 1003
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Equity Livestock Credit Corporation *(Continued from page 3)*

Credit Update:

Farmer Mac has named ELCC as a Farmer Mac approved lender. Farmer Mac is the stockholder-owned company created to deliver capital and increase lender competition for the benefit of American agricultural and rural communities. Farmer Mac with over \$17 Billion in loans and loan guarantees, was created by Congress in 1988 to provide loan funds for agricultural, rural utilities, and agricultural and rural development purposes with loans guaranteed by the USDA.

The big advantage to ELCC and our borrowers, is the variety of interest rate products available at various amortizations. Variable, adjustable (3, 5, 7 and 10 year) and even long term (15-30 year) fixed interest rates are available to qualifying borrowers.

Wisconsin 4-H Needs Your Support



Equity has given a donation to the Foundation, now we're asking you to give a contribution, too. Dr. Robert Walton, retired CEO of ABS Global and current Chairman of the Wisconsin 4-H Livestock Endowment Fund, is asking for pledges to help fund state and regional livestock events and activities such as judging contests, area animal science days, skillathons and quiz bowls; educational programming, such as livestock quality assurance programs, commodity carnivals and management workshops. His goal to raise more than \$500,000 can be obtained by your generosity.

Please consider supporting our youth of today for the future of our tomorrow.

"Livestock projects allow our 4-H youth to accept responsibility, set goals, improve self-discipline, become self-motivated, learn about the livestock industry, build positive self-esteem, and develop decision-making skills," stated Orion Samuelson, Wisconsin 4H alumnus and current broadcaster. "As one of the first to make an investment in our future by contributing to the livestock endowment fund I urge you to make your gift today, and together we can keep the passion for agriculture alive, forever."

Go to 4-H website for further information: www.Wis4HFoundation.org

Yes! I want to provide 4-H opportunities for Wisconsin kids!

\$500 \$250 \$100 \$75 \$50 Other \$ _____

You can make your tax-deductible gift to Wisconsin 4-H Foundation by: Check Credit Card

 EFT

To make a secure online donation go to Wis4HFoundation.org

Name (as is appears on your card) _____

Card No. _____

Exp. Date _____ Signature _____

Phone _____ Email _____

Please cut out and mail to: Wisconsin 4-H Foundation 608.262.1597



The Pyle Center
702 Langdon Street
Madison, WI 53706

www.Wis4HFoundation.org

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Market Directory

Altoona 715-835-3104
Arlington 608-635-4376
Barron..... 715-537-5618
Bonduel 715-758-2125
Johnson Creek 920-699-3588
Lomira..... 920-269-4351
Marion..... 715-754-5227
Monroe 608-328-8344
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Richland Center..... 608-647-6151
Sparta 608-269-3104
Stratford..... 715-687-4101
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Equity Livestock Credit Corporation

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Commodities Division

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