



# WYOMING AGRICULTURE

*Agriculture....Keeping Wyoming Strong*

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December 2021/January 2022

## Fornstrom elected to sixth term as WyFB President

*By Kerin Clark*

Todd Fornstrom, of Laramie County, was elected to his sixth term as President of the Wyoming Farm Bureau Federation (WyFB) at the organization's 102<sup>nd</sup> annual meeting in Cody.

"I enjoy the people and the policy development process," Fornstrom said. "It is fun and an incredible honor to represent the members of the Wyoming Farm Bureau Federation."

See 'Elections' page 16

## WyFB sets policy for coming year

*By Kerin Clark*

The 30 x 30 land grab, election integrity, individual freedoms regarding health decisions and IRS reporting were among the many topics included

in policies adopted at the 102<sup>nd</sup> annual meeting of the Wyoming Farm Bureau Federation (WyFB). Held Nov. 11-13,

See 'Policy' page 17



Retired Wyoming State Veterinarian Dr. Jim Logan (center) received the 2021 Wyoming Farm Bureau Federation Distinguished Service Award. WyFB President Todd Fornstrom (left) and WyFB Vice President Cole Coxbill (right) congratulated Dr. Logan at the 102<sup>nd</sup> annual meeting of the organization. *Kerin Clark photo.*

## Wyoming Farm Bureau Federation honored Dr. Jim Logan with Distinguished Service Award

*By Kerin Clark*

Retired Wyoming State Veterinarian Dr. Jim Logan was awarded the Wyoming Farm Bureau Federation (WyFB) Distinguished Service Award at the 102<sup>nd</sup> annual meeting of the organization. Presented November 12 in Cody, the award is given to those who have gone above and beyond in their service to agriculture.

"We are proud to recognize Dr. Logan for his dedication to agriculture and regulatory veterinary medicine in Wyoming," said Todd Fornstrom, WyFB President. "Common sense, animal health knowledge, a deep passion for agriculture, and a love of supporting youth in agriculture are just a few

See 'Distinguished' page 13

## Andy Greer awarded Wyoming Farm Bureau Federation Leadership Award

*By Kerin Clark*

Former Niobrara County Farm Bureau Federation President Andy Greer was awarded the 2021 Wyoming Farm Bureau Federation (WyFB) Leadership Award at the 102<sup>nd</sup> annual meeting of the organization. Presented November 12 in Cody, the award is given to those who have devoted much time to the betterment of agriculture in Wyoming through their leadership in the Farm Bureau Federation.

"We are proud to recognize Andy Greer for his leadership for agriculture through the Farm Bureau Federa-

See 'Leadership' page 22



Former Niobrara County Farm Bureau Federation President Andy Greer was awarded the 2021 Wyoming Farm Bureau Federation (WyFB) Leadership Award. WyFB President Todd Fornstrom (left) and WyFB Vice President Cole Coxbill (right) congratulated Greer and his wife Brenda at the 102<sup>nd</sup> annual meeting of the organization. *Kerin Clark photo.*

WYOMING AGRICULTURE

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www.wyfb.org



## Hanging on through Supply Chain challenges

By Zippy Duvall

AFBF President

Like many Americans, I've noticed fewer options and higher prices at the grocery store and watched gas prices climb over the past few months. As I continue traveling around the country, everywhere I visit, I'm hearing from farmers and ranchers that can't get needed supplies like fertilizer, crop protectants, parts for equipment, and even some seeds for next year's planting season. It's helpful to review the analysis by American Farm Bureau economists to understand what is driving all this.

While high demand and supply chain disruptions impact price and availability in some areas, it's essential to know that American agriculture remains strong. Farmers are still farming and working to deliver the food, fuel, and fiber our country depends on. Still, there's no denying the challenges that remain before us.

Mid-November, the American Farm Bureau published our annual Thanksgiving Cost Survey, which showed how these supply chain



ZIPPY DUVAL

disruptions and inflation have impacted the cost of this year's Thanksgiving meal. With the help of volunteer shoppers in all 50 states, we found that the cost for a traditional Thanksgiving dinner would be up 14% this year. The price for a 12-item Thanksgiving basket for 10 people came to \$53.31, the highest price ever recorded in the 36-year history of the survey. When you break it down, the cost of the meal is less than \$6 per person, but for families who need to make every penny count, a 14% increase in a single year is hard to swallow.

Although Americans are paying more for their food on average, most farmers and ranchers haven't seen these gains on the farm. Only eight cents of each dollar spent on food goes to cover production costs on the farm. The remaining 92 cents covers food processing, packaging, transportation, distribution, food service preparation, and marketing costs. Some farmers have received higher prices for their products, but those gains are often eaten up with increased costs to grow crops and raise livestock.

See 'Supply Chain' page 10

## 'Do as I say, not as I do' in the name of climate change

By Ken Hamilton

WyFB Executive Vice President

Just prior to our annual meeting world leaders traveled to Scotland to discuss what they felt countries should be doing to address global warming. Well, actually they were calling it climate change, but then we all realize that climates have changed since the earth was created.

Climate change has become the new descriptive term that political leaders use to justify the need for government mandated programs. We've seen a number of groups travel to meetings like the one in Scotland to urge governments to take stronger actions and we've seen various governments sign on to these agreements only to ignore them.

Seeing those who advocate for carbon reductions as something govern-

ments must force their citizens to abide by while totally ignoring such actions in their private lives is one of the most frustrating matters when you watch these proceedings.

One of the interesting items that came out just before the Glasgow meeting was the pronouncements from the British Royal Family about the critical need for people to reduce their carbon emissions. Shortly afterward a group in Great Britain, that advocates for termination of the British taxpayer

supported Royal Family's privilege status, pointed out a common practice by members of the Royal Family. The group noted they always utilize the taxpayer funded helicopters to move from one area to the other and then on longer trips utilize taxpayer funded jets to move themselves and members of the royal

See 'Not as I do' page 12



KEN HAMILTON

## Calendar of Events

### January 2022

- 7-12..... American Farm Bureau 103rd Convention - Atlanta, Georgia
- 7..... Registration deadline for YF&R Farm and Ranch Conference
- 21-22.... YF&R Farm and Ranch Conference Hosted by South Dakota Farm Bureau and Wyoming Farm Bureau Federation - The Lodge in Deadwood, South Dakota

### February 2022

- 14..... Wyoming Legislature Budget Session Convenes - Cheyenne
- 25-28 ... American Farm Bureau Young Farmers & Ranchers Conference - Louisville, Kentucky

### March 2022

- 1..... WyFB Scholarship application deadline
- 1-2..... WyFB Legislative Meeting - Cheyenne

### April 2022

- 1..... "Ag Books for Kids" county contest deadline
- 19..... "Ag Books for Kids" district contest deadline



Visit [wyfb.org](http://wyfb.org)  
for calendar updates



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# Wyoming Farm Bureau Federation Statement on lawsuit targeting recovery plans

By Kerin Clark

The Greater Yellowstone Ecosystem Grizzly Bear has been the subject of discussion and lawsuits for decades. Back in June 2017 the U.S. Fish and Wildlife Service (USFWS) announced that grizzly bears in the Greater Yellowstone Ecosystem had sufficiently recovered and were returned to state management. A little over a year later, in September 2018, a federal judge ruled to return the Yellowstone Grizzly Bear to the endangered species list contrary to the recommendation of 20 years of USFWS research.

“We knew back then there would continue to be legal challenges,” said Ken Hamilton, Wyoming Farm Bureau Federation Executive Vice President. “We have been involved in the continued litigation brought to attack the grizzly bear recovery program.”

“We are frustrated that the groups that allegedly want grizzly bears recovered work so hard to overturn recovery plans once the species reach recovery goals,” Hamilton continued. “For ranchers, this looks like they are always trying to move the goalposts.”

The most recent case is the Center for Biological Diversity (CBD) v. Haaland and the State of Wyoming. The Wyoming Farm Bureau Federation, along with the Wyoming Stock Growers Association and the Utah Farm Bureau Federation,

are being represented by Mountain States Legal Foundation (MSLF). MSLF filed a brief mid-October with the U.S. Court of Appeals for the Ninth Circuit representing the agriculture associations.

“We’re pleased that we won a preliminary round in this dispute and believe we have a good chance of prevailing again in the 9<sup>th</sup> Circuit, which would help place reasonable limits on the ability of green extremists to further clog-up the courts and bog down the species recovery process with new waves of frivolous and counterproductive litigation,” said Sean Paige with MSLF. “If you let them, these groups would litigate 24/7 365 days a year, over every conceivable issue, which at some point becomes counterproductive to actually doing the work of recovering listed species.”

The CBD lawsuit targets recovery plans for all endangered species. According to MSLF, they want the ability to challenge the contents of a non-binding recovery plan in court as well as the ability to enforce a plan once it is in place. “Recovery plans are the definition of non-binding agency documents,” Paige continued. “They are flexible by design so USFWS officials are able to adjust the plan as circumstances evolve over time.”

According to Paige, this case has implications that go beyond just grizzly

See ‘Recovery’ page 22

# WyFB thanks Morgan Spiro

The Wyoming Farm Bureau Federation (WyFB) thanks Morgan Spiro for serving as an intern from February 2021-December 2021. Spiro has assisted in all aspects of Federation work during her internship. Her work has covered areas including, but not limited to: regulatory comments, legislative meetings, federal lands meetings, annual meeting planning, YF&R conference assistance, social media work, writing, membership, and general office assistance.

“We have been fortunate to have had some really great interns over the years and Morgan has added to that experience while taking on an important role for our organization,” said Ken Hamilton, WyFB Executive Vice President. “We’ve sometimes kidded her about being from California, but it just reiterates that farmers and ranchers are the same all over, and Morgan has certainly shown that to be true.”

A University of Wyoming (UW) student, Spiro will graduate in August 2022 with a degree in communications. She comes from California’s Central Valley where she was involved with the local FFA, 4-H and Farm Bureau. She served as a California Dairy Princess under the California Milk Advisory Board. While at UW, Spiro joined the Collegiate Farm Bureau. As a freshman in 2019, she was recommended by her peers in the Collegiate Farm Bureau to serve as the WyFB Annual Meeting Parliamentarian. She served in that volunteer capacity in 2020 as well as 2021.

Spiro’s next adventure is leading her to Washington, D.C., for the spring semester to



Morgan Spiro, WyFB Intern

serve an internship with United States Senator John Barrasso on the Energy and Natural Resources Committee.

“My time as an intern with WyFB has been such a blessing,” Spiro said. “I never could have imagined learning so much about Wyoming and Wyoming’s agriculture and producers.”

Spiro expressed her appreciation to the staff and members of WyFB for welcoming her as a friend and family member. “There is something to be said about people who welcome an outsider with open arms,” she continued.

“There is a good fight to be fought for Wyoming’s agriculture,” Spiro concluded. “WyFB does a great job of fighting it. I’m glad I got to be a part of the work done for agriculture and hope to have a working relationship with WyFB and its members as I move into future endeavors.”

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# Young Farmer and Rancher News



## Friday, January 21, 2022

|                  |  |
|------------------|--|
| 8:00 AM-12:00 PM | <b>Check-in</b>  |
| 9:00 AM          | <b>Load Buses</b> for Tour or Service Project  |
| 9:30 AM-1:00 PM  | <b>Tours/Service Project</b> (Pick one)<br><i>Lunch on bus between tours or at service project</i>                             |
| 1:30 PM          | <b>Back at Lodge</b>   |
| 1:45 PM          | <b>Conference Welcome</b><br>-Welcome<br>-Invocation<br>-Pledge of Allegiance<br>-Welcome from WyFB and SDFB State YF&R Chairs |

2:00- 6:00 PM **Grassroots of Healthy Family Relationships**  
--Elaine Froese

Canada's farm whisperer...finding harmony through understanding™ Elaine Froese (pronounced 'phrase'), CSP, is a certified professional speaker, and an award-winning certified coach and author. She's a go-to expert for farm families who want better communication and conflict resolution to secure a successful farm transition. Her superpower is helping families find harmony through understanding. Her expertise is to discuss the Undiscussabull™ - the bull in the middle of the farm family that no one wants to talk about. Elaine will be sharing simple, practical and actionable tools. Expect to be WOWed and start courageous conversations to address conflict resolution.

**ALL GENERATIONS ARE INVITED TO ATTEND THIS SESSION AND DINNER**  
—CHECK THE INDIVIDUAL REGISTRATION OPTION

|                |                              |
|----------------|------------------------------|
| 3:30 PM        | <b>Networking Break</b>      |
| 6:30 – 9:00 PM | <b>Dinner and Networking</b> |

## Saturday, January 22, 2022

|                    |   |
|--------------------|---|
| 8:00 AM            | <b>Breakfast</b>  |
| 9:00 AM – 12:00 PM | <b>Grassroots of Healthy Soil</b><br>--Steve Kenyon   |
| 10:30 AM           | <b>Networking Break</b>   |
| 9:00 AM – 11:00 AM | <b>Sip and Paint Session</b><br><i>Pre-Registration required. Select option when registering.</i> |

## Saturday, January 22, 2022

(continued)

|                |   |
|----------------|---|
| 12:00 PM       | <b>Lunch</b>  |
| 1:30-2:15 PM   | <b>Breakouts</b><br>(Pick one) <ul style="list-style-type: none"> <li>• <b>Value Added/Diversification/ Custom Finished Hogs</b>—Heather Maude</li> <li>• <b>Soil Health/Cover Crop Mixes/ Practical Experience</b>—Millbourne Seeds</li> </ul> |
| 2:30 – 3:15 PM | <b>Breakouts</b><br>(Pick one) <ul style="list-style-type: none"> <li>• <b>Social Media/Influencer/Social Media Partnerships</b>—Natalie Kovarik</li> <li>• <b>Beef/Cattle Education</b>—Ken Olson, SDSU Extension</li> </ul>                   |
| 3:30 – 4:30 PM | <b>Round Pen Beef Discussion</b><br>-Ken Olson, Justin Tupper, Heather Maude, Luke Kovarik  |
| 5:00 – 5:30 PM | <b>Networking Mixer</b>   |
| 5:30 PM        | <b>Dinner</b>   |
| 6:30 PM        | <b>Grassroots of Healthy Political Engagement</b><br>-Randy Dwyer, Director of Advocacy & Grassroots, American Farm Bureau Federation   |

**Testifying Before Congress Discussion**  
Scott Vanderwal, SDFB President; Todd Fornstrom, WyFB President; Justin Tupper

**Register online at [www.sdfbf.org](http://www.sdfbf.org) by  
January 7, 2022**

**Full Registration: \$115**

- Partial Registration Available for Friday Afternoon's "Grassroots of Healthy Family Relationships"

**For room reservations**, please call The Lodge at Deadwood at 605-584-4800 and mention the "Farm & Ranch Conference" for the group rate of \$129 plus tax. Reservation cut-off date is January 7, 2022; after that date reservations will be based on availability.  
**Agenda updates at [www.wyfb.org](http://www.wyfb.org)**





# Young Farmer and Rancher News



## WyFB YF&R County Involvement Program Recognition

By Kerin Clark

The Niobrara County Farm Bureau Federation was recently recognized for achieving all four steps in the Wyoming Farm Bureau Federation (WyFB) Young Farmer & Rancher (YF&R) County Involvement 4-Step Program.

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 WyFB YF&R Committee appreciates the work county Farm Bureau Federations do to surface young leaders in our organization. The County Involvement 4-step program is a way to recognize the county Farm Bureau Federations for their work and encourage growth in county YF&R programs.

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  
Niobrara County's activities for Step 3 included "Ag Books for Kids" presentations in local schools and County Fair booth setup. Niobrara County's activity for Step 4 was a Rootbeer Float Social during the county fair. The social included local musical talent and provided board members the opportunity to visit with attendees about Farm Bureau and Farm Bureau events.

Program applications are due November 1, 2022 and available at wyfb.org; click on the "YF&R" tab and then the "County YF&R Involvement" tab. Contact a WyFB YF&R Committee member with questions or for assistance.



The Niobrara County Farm Bureau Federation (NCFBF) achieved the four step award in the YF&R County Involvement program. WyFB YF&R State Chair Chelsea Baars presented the award to NCFBF Vice President James Kruse at the 2021 WyFB Annual Meeting. Kerin Clark photo.

## 2022 YF&R Conference: Building Bridges and Growing Generations

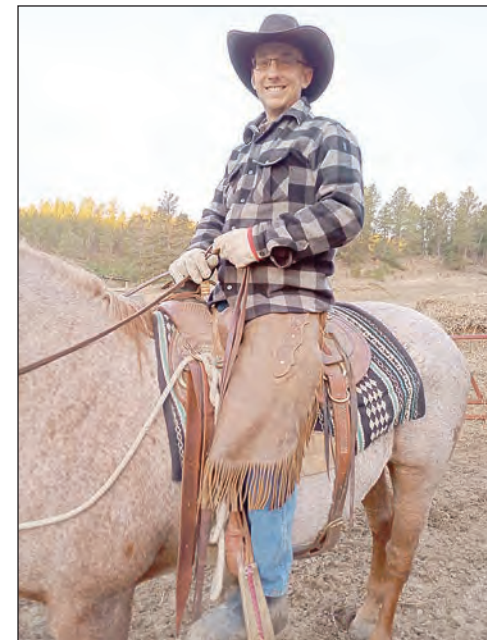
By Tucker Hamilton, WyFB YF&R Committee Member

The Wyoming Farm Bureau Federation Young Farmers and Ranchers Committee (YF&R) and the South Dakota Farm Bureau YF&R are getting together to put on a shindig! In other words, we are organizing a joint conference. The Farm and Ranch Conference will be at The Lodge in Deadwood on January 21-22 and will be the accumulation of effort between the YF&R committees of both states. The theme of the conference is "Building Bridges and Growing Generations" and the topics that will be discussed include farm transition, healthy soil, beef education, and advocating using social media.

We are very excited to have a renowned teacher of intra-farm, family communication speaking at this conference! Elaine Froese is a Family Farm Transition Expert who focuses on addressing problems and conflicts that arise from transitioning and adding families to the farm or ranch. Her goal is to provide tools, strategies, and step-by-step guidance to make it easier for the farm to move forward. All generations are invited to this session on Friday (January 21) afternoon. Attendees should be prepared to anonymously share, with Elaine, their toughest problems that they have encountered in communication, decision making, and transition. Elaine will unpack these problems in her session and provide guidance and specific steps to solve them. Come prepared to engage!

Do you know exactly how important dirt is? Steve Kenyon is a rancher from Alberta, Canada who uses year-round cattle grazing to build healthy soil. Steve's focus in regenerative agriculture is to use plants to grow the soil instead of the conventional approach of using the soil to grow plants. Soil is a complex organism with many working parts that need to be maintained to optimize the soil health. Steve will talk about the intricacies of these parts and how they contribute to growing more plants, more cattle, and being profitable. This is a surefire way to get all the dirty details on soil.

The 2022 YF&R Conference is jam packed with many things to do and attend!



There will be tours or a service project that attendees can choose from on Friday morning. One tour option is the McNenny State Fish Hatchery near Spearfish, SD. There will be a sip and paint session on Saturday morning. Breakout sessions on Saturday afternoon will cover the topics of diversification, cover crops, using social media to advocate, and beef cattle education. There will be two discussion panels. The first will focus on the future of the beef industry and we will have input from several locations in the supply line. In the second discussion session we will hear from several people who have had the opportunity to testify before Congress on important topics. This will be a conference that is fun for all ages!

You can see the full agenda, some promotional material, or register for the conference at [www.wyfb.org/yfr/yfr-conference](http://www.wyfb.org/yfr/yfr-conference) or find us on Facebook. Everyone is invited to attend! We will see you there!

*Tucker Hamilton is a 4th generation cattle rancher in Northeast Wyoming. He returned to the ranch after spending some time in school learning about science, business, and economics. Now he works on the ranch and injects his new ideas into the operations. He thinks the key to success is being flexible enough to bend in the ever-changing winds of regulation and consumer preferences.*





WyFB Executive Vice President Ken Hamilton presented a staff longevity award to Brett Moline, WyFB Director of Public and Governmental Affairs. Moline celebrated 15 years with Federation in April 2021.



New to annual meeting this year was a special “Meet and Greet” function. The event was a great time to visit with one another and meet the AFBF staff members attending annual meeting. United States Senator John Barrasso attended and spoke to and with the audience. Shown here are AFBF staff Scott Bennett and Shelby Hagenauer visiting with WyFB President Todd Fornstrom and Senator Barrasso.



The ice cream social is always a good break during the business session at annual meeting. Shown here enjoying some ice cream are Rylee Dockery, Joni Ellis and Layni Ellis.



Northern Ag Network’s Andy Schwab hosted a Taproom Ag Trivia at a local brewery in Cody. Members enjoyed time together competing in teams to try to be the best at ag trivia, Wyoming trivia and song recognition. The winning team proudly gathered for a photo with Schwab and his fellow broadcaster Brett McRae. From left to right: Chad Ziehl; Scott Kossert; Aletta Ziehl; Schwab; Kelli and Shawn Chouinard; and McRae.

102<sup>nd</sup> ANNUAL MEETING  
NEIGHBORS Helping NEIGHBORS  
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## Sponsor Appreciation

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- Mountain West Farm Bureau Mutual Insurance Company
- Farm Credit Services of America
- Luke Hopkin - MWFB Agent, Cody





The Northwest District sponsored the incredibly talented “Local Entertainment” for the 2021 annual meeting banquet. Four different sets of local musical performers entertained the audience. They were all uniquely talented. Shown here is a photo of the family of fiddle players and then the bell players led by George Dairy Farms utilizing members from the audience.



The Ag Broadcasting team from Northern Ag Network joined us at the annual meeting. During Friday’s luncheon, they produced a LIVE Market Report that was broadcast locally on KPOW radio in Powell. In addition to the livestock market report, the team of broadcasters conducted three live interviews in the meeting room. Shown here WyFB President Todd Fornstrom is interviewed by Brett McRae with Northern Ag Network.



The celebration of America’s Veterans began the meeting with sisters Samantha Starks and Stacy Berger, along with Stacy’s daughter Bayla, (right) leading the audience in the singing of “God Bless America” and the “National Anthem.” Thank you to all of America’s Veterans. We were proud to recognize and personally thank the Veterans in the room (above) at annual meeting on November 11, 2021.



Chelsea Baars, of Niobrara County, (right) was recognized for her service on the Wyoming Farm Bureau Federation Board of Directors as the YF&R State Chair from 2019-2021. Baars received her board member barometer plaque from WyFB President Todd Fornstrom.



County Farm Bureau Federation presidents play an important role in this grassroots organization. Three county presidents retired this year and were recognized for their service. Pictured from left to right: WyFB President Todd Fornstrom; Perry Livingston, Crook County; Connie Werner, Converse County; Jed Heap, Lincoln County; and WyFB Vice President Cole Coxbill.



# Agent Recognition Membership Acquisition

In 2021, the Wyoming agency force for Mountain West Farm Bureau Mutual Insurance Company acquired 896 new memberships for the Wyoming Farm Bureau Federation. Thank you to these agents and their staff who work hard at supporting Wyoming Farm Bureau Federation through their year-round membership acquisition.

## Exemplary Category

Dave Craft: 91

## Outstanding Category

Frank Kelly: 44  
Lloyd Meineke: 41  
Joni Pennock: 41  
Bobby Pickle: 41  
Nick Smith: 40  
Pierre Etchemendy: 37  
Grant Curry: 32  
David Gilliatt: 29  
Tamey Peternal: 29  
Jack Swanson: 29  
Andrea Robinson: 28  
Mark Whitt: 27

## Excellent Category

David Stauffer: 24  
Bridger Mackey: 23  
Erin DeFries: 22  
Rick Hughes: 20  
Jon McConahay: 20  
Matt Thornton: 20  
Sammi Hegwer: 18  
Justin Jeffers: 18  
Lauren Stelting: 18  
Clyde Bayne: 15  
Jeanna Kennedy: 14  
Garth Simkins: 14  
Sally Houx: 12  
Zack Jacobsen: 12  
Jake Huhnke: 11  
Jesse Wilkinson: 11  
Nacole Hanson: 10

# WyFB Membership Awards

By Kerin Clark

For over a century the Wyoming Farm Bureau Federation (WyFB) has united to keep agriculture strong. Membership in the Federation strengthens Farm Bureau's voice in the work we do to protect private property rights and help members achieve an equitable return on their investment. Membership acquisition and retention is vital to the success of the Federation. WyFB annually recognizes county Farm Bureau Federations for membership work.

The esteemed Bronze Boot and Bronze Hat awards are traveling trophies that recognize membership success.

The Bronze Boot award is given to the first county to reach membership quota as well as sign one new regular member who is between the ages of 18-35. Big Horn County Farm Bureau Federation won this traveling trophy in 2021. For reaching this membership goal, they were also awarded Mountain West Farm Bureau Mutual Insurance Company CEO Jim Geesey's Life membership dividend for the membership year.

The Goshen County Farm Bureau Federation had the greatest increase in Century Club members from the previous year earning them the traveling Bronze Hat award.

## MWFB VP Memberships Awarded to Counties

Specific membership achievements are recognized by awarding the Century Club memberships of Mountain West Farm Bureau Mutual Insurance Company (MWFB) vice presidents to the winning county Farm Bureau Federation. In 1948, members of the Federation

saw a need for farmers and ranchers to have good insurance, so they formed an affiliated insurance company now known as MWFB. WyFB appreciates the support of MWFB in sharing the message of Federation's work for agriculture.

Goshen County won Dan Bleak's (MWFB Vice President of Analytics & Development) Century Club membership for having the most Century Club members.

Sheridan County won Erick Arens' (MWFB Vice President of Sales & Marketing) Century Club membership for being the county with the MWFB agents who signed the most new members.

Goshen County won Jeff Suloff's (MWFB Vice President of Claims) Century Club membership for have the most new Regular members.

Washakie County won Jamie Terry's (Vice President of Organizational Development) Century Club membership for retaining the greatest percentage (92 percent) of all members from the previous year.

WyFB believes constitutional government, the competitive enterprise system, property rights and individual freedoms are necessary components for a strong agriculture, a strong Wyoming and a strong America. Membership strengthens the work we do for agriculture and rural Wyoming. Thank you to all the volunteers and our affiliated insurance company for the work you do to share Federation's message through membership acquisition and retention. Farm Bureau works to keep agriculture strong and agriculture works to keep Wyoming strong.



**First County to Reach Membership Quota:** Big Horn County Farm Bureau Federation was the first county to reach membership quota and acquire one new Regular member under the age of 35. WyFB Membership Committee Chair Tim Pexton (right) presented the Bronze Boot membership award to Big Horn County Farm Bureau Federation President Tim Beck. *Kerin Clark photo.*



**Greatest increase of Century Club Members:** WyFB Membership Committee Chair Tim Pexton (right) presented the Bronze Hat membership award to Goshen County Farm Bureau Federation President Joe Campbell for having the greatest increase in Century Club memberships. *Kerin Clark photo.*



Mountain West Farm Bureau Mutual Insurance Company Vice President of Sales & Marketing Erick Arens (right) presented a membership award to Washakie County Farm Bureau Federation President Angus Powell. Washakie County won Jamie Terry's Century Club membership for being the county retaining the greatest percentage of all members from the previous year. *Kerin Clark photo.*



# Baars, Etchemendy and Geiss recognized as Outstanding Membership Workers by Wyoming Farm Bureau Federation

By Kerin Clark

Dedication and passion for agriculture and the county Farm Bureau Federations in Wyoming are two leading drivers in membership work. The Wyoming Farm Bureau Federation (WyFB) annually recognizes those individuals who share the message of the Farm Bureau Federation and thus grow and retain membership.

The 2021 Outstanding Membership Worker awards were presented November 12 at the 102nd annual meeting in Cody to: 1) Volunteer: Chelsea Baars, of Niobrara County; 2) Agent: Pierre Etchemendy of Converse and Niobrara Counties; and 3) County Office Staff: Lori Geiss, of Campbell County.

Volunteer Chelsea Baars is a Niobrara County rancher who serves as the Niobrara County Farm Bureau Federation president. She is also a former State Chair of the WyFB Young Farmer & Rancher (YF&R) Committee.

During the Federation's Centennial year, Baars brought an idea to increase Century Club Members through a challenge to individuals and county Farm Bureau Federation boards. Members were challenged to provide additional support to the organization thus raising awareness of and promoting Century Club Memberships. In comparison to the prior year's Century Club Memberships, this challenge contributed to an increase of 58 Century Club members.

Century Club memberships are \$100; any member may upgrade to this level. In addition to increasing your level of support, an added benefit at this level is to receive a weekly legislative update email during the legislative session.

Baars also spearheaded an innovative idea for membership involvement through the YF&R Committee called the "County Involvement 4-Step Program." This program provides recognition to the county Farm Bureau Federations for their work to encourage membership growth and participation in county YF&R programs.

"Chelsea strives to share the work of

the Farm Bureau Federation in everything she does and is a dedicated volunteer leader," said WyFB President Todd Fornstrom.

Pierre Etchemendy is an agent with Mountain West Farm Bureau Insurance with offices in Converse and Niobrara counties. According to WyFB Membership Coordinator Brooke Roes, Etchemendy continually works on membership acquisition and retention for the county Farm Bureau Federations in Converse and Niobrara counties. Etchemendy regularly displays membership brochures in his office and hands out Farm Bureau datebooks as a membership tool. Supporting the work of the county Farm Bureau Federations at board meetings and annual meetings is also a priority for him.

Lori Geiss, of Campbell County, works in the Farm Bureau Insurance office of Becky Pearson in Gillette. She serves as the membership secretary of the Campbell County Farm Bureau Federation. According to Roes, Geiss is very organized, attends Atlas database trainings and asks membership questions when needed. Geiss is dedicated to promoting membership as evidenced by her work and the fact that she also received this award in 2017.

"We appreciate the work Pierre and Lori do to share Federation's work for agriculture and all of Wyoming," Fornstrom said. "Their dedication to sharing the rewards of membership in the Federation is appreciated."

The Wyoming Farm Bureau Federation is a grassroots advocacy organization founded in 1920. In 1948, members of the Federation saw a need for farmers and ranchers to have good insurance so they formed an affiliated insurance company now known as Mountain West Farm Bureau Mutual Insurance Company (MWFBMIC). MWFBMIC is a separate entity. Policyholders are not required to have a Federation membership or vice versa. However, membership in the Federation offers benefit discounts to MWFBMIC policyholders.



Niobrara County's Chelsea Baars (left) was recognized as the Wyoming Farm Bureau Federation Outstanding Membership Worker in the Volunteer Category at the 102nd annual meeting of the organization. Shown in the picture with Chelsea is her father Kevin Baars. Kerin Clark photo.



Pierre Etchemendy (left), offices in Converse and Niobrara counties, was recognized as the Wyoming Farm Bureau Federation Outstanding Membership Worker in the Agent Category at the 102nd annual meeting of the organization. WyFB Membership Committee Vice Chair Kevin Baars (right) congratulated Etchemendy. Kerin Clark photo.



Campbell County's Lori Geiss (center) was recognized as the Wyoming Farm Bureau Federation Outstanding Membership Worker in the Office Staff Category at the 102nd annual meeting of the organization. Geiss was congratulated by fellow Campbell County members (l to r): Mary Jo Joslyn; Kevin and Jana Collins; Geiss; Lex Geer; and Becky Pearson. Kerin Clark photo.



# AFBF's Scott Bennett Updates Members on Issues Facing the Livestock Industry

By Morgan Spiro

Scott Bennett serves as the American Farm Bureau Federation's (AFBF) Director of Congressional Relations. His issue portfolio is comprised of livestock and related issues including GIPSA, cell-based proteins, gene-editing and Mandatory Price Reporting. Scott also manages AFBF's efforts on hemp, child nutrition/dietary guidelines and agricultural research.

Bennett discussed some of these issues with members at the 2021 WyFB Annual Meeting in Cody.

In terms of the livestock market, 2021 brought many interesting feats to conquer. Bennett describes "volatility, volatility, volatility" in the cattle markets, specifically. During the back half of the pandemic, ranchers have

been reminded the hard way that four major packers have most of the influence over all distributed beef in the United States.

"[Those packers] control between 70 and 85 percent of capacity to slaughter in the U.S.," Bennett explained. "There has been a renewed focus on local and regional packing capacity." He also played devil's advocate with the crowd, expressing concerns about the cost of local processing operations as cattle supply dwindles across the country. He explained that if a smaller facility can't make it because of economics, then one of the larger facilities could just purchase it for significantly less than it cost the smaller operator to build.

Even Congress heard from packers, ranchers, and feed yards across the country over the course of the pandemic. "I never thought there would be so

many congressional hearings on the cattle industry," Bennett expressed. "It is that important, it is that serious, we need to do something."

Gene-editing regulation is on the horizon, with many conversations happening between the Food and Drug Administration (FDA) and United States Department of Agriculture (USDA). According to Bennett, the two will have to reach a formal agreement in order to regulate gene-editing.

"We are behind the ball," Bennett explained. "Other countries have and are developing regulatory structures to take advantages of these technologies." Gene-editing will likely be a part of the future of agricultural development. According to Bennett, this process is most often done through generations, but from a convenience and animal welfare standpoint it would be much more efficient to control the genes of an animal before they are created.

Bennett spent time discussing the cell-based pro-

tein portion of his portfolio as well. While the technology is still being developed, ranchers across the country have little reason for concern according to Bennett's presentation. "Alternative proteins have a 'small sliver of the market share,'" he explains. "Let's grow the size of the pie." Bennett reminded members that exports on beef to other countries are up and continuing to rise.

"The select group who wants these alternative protein products are doing it for social reasons. These could include climate concerns, social acceptance, and animal rights," Bennett said. "Let's put our shoulder into it. There is no better story to tell than conventional livestock production."

Bennett assured the group that alternative protein was "far away" from a regulatory and consumer acceptance standpoint. AFBF has policy that cell-based protein cannot be called meat and will actively advocate for proper terminology usage as laws and regulations develop.



A view of Wyoming's skyscrapers... American Farm Bureau Federation Staff Members Scott Bennett and Shelby Hagenauer joined WyFB members at the 102nd annual meeting. They spoke to members providing D.C. policy issues updates and visited with members throughout the meeting. They also enjoyed a tour of Wyoming's wide-open spaces with majestic mountain skyscrapers in the background. Big Horn County Rancher and Farm Bureau Federation Member Keith Hamilton led a tour for Bennett and Hagenauer to learn more about Wyoming agriculture and the Western issues impacting Wyoming agriculture. Hamilton is a former member of the WyFB Board of Directors and of the AFBF Issues Advisory Committee for Federal Lands. *Morgan Spiro photo.*



Save the Date!

## Legislative Meeting

March 1-2, 2022

Cheyenne, Wyoming

## Supply Chain From page 2

Earlier this year, Farm Bureau identified several things the Biden Administration could do to help alleviate supply chain challenges in both the short and long term. Based on the policies created by our members, we made recommendations that would help address the problems we are experiencing today to secure our supply chain for the future. Our recommendations spurred a series of conversations with multiple federal agencies and inspired additional communications from other agricultural organizations.

Our suggestions included increasing coordination with agricultural haulers to provide greater flexibility to deliver essential products,

promoting greater freight-rail competition, addressing the farm labor crisis across the country and expanding global markets for American agricultural products. We also asked the administration to address the growing number of empty shipping containers departing U.S. ports. Typically, these containers would be filled with ag products destined for international markets, but because of shortages in consumer goods, shipping companies can make more money by rapidly sending these empty containers back to ports around the world to be filled with more goods coming into the U.S.

Solving the challenges in our supply chain and the economy as we continue to recover

from the pandemic will not be easy. We stand ready to help in any way we can to ensure a return to the elusive "new normal." We are committed to working with members of Congress, the administration, and our industry partners to find and implement solutions to keep costs down, increase the availability of products, and ensure Americans can get back to focusing on life beyond COVID. Through it all, there is one message I hope breaks through to every American, no matter your profession, hometown or political persuasion: farmers and ranchers remain dedicated every single day to our mission of delivering the food, fiber and fuel needed to get America back on track.



# A Western Perspective from AFBF's Shelby Hagenauer

By Morgan Spiro

Shelby Hagenauer serves as Director of Congressional Relations at the American Farm Bureau Federation (AFBF). In this role, she advocates on behalf of American farmers and ranchers on policy issues including federal lands management, the Endangered Species Act, western water, and protection of private property rights.

Hagenauer discussed some of these issues with Farm Bureau members during the 2021 Annual Meeting in Cody.

Hagenauer discussed the new appointees and nominees at the Department of the Interior (DOI), who she will work closely with to advocate for the needs of farmers and ranchers across the country.

Hagenauer also discussed the America the Beautiful Initiative, more commonly known as the 30x30 goal. America the Beautiful was a campaign promise by the Biden Administration, and Executive Order 14008 was signed seven days after he took the oath of office. AFBF has expressed concerns since the EO was released, with AFBF President Zippy Duvall writing a letter to the administration early in the process. On May 6, a report was released by all agencies involved. These included the DOI and United States Department of Agriculture (USDA).

"The federal government owns about 28 percent of the land anyways, and the states own about 8 percent," Hagenauer explained, "I'm no mathematician, but that's already 30 percent."

The America the Beautiful report contained eight high-level principles. Hagenauer explained that each one can be interpreted differently, but broadly AFBF does support a few of them: honoring private property rights, voluntary stewardship efforts, and using science as a guide.

The report concluded with a set of six recommendations. "The administration did hear us when we talked to them before this about the contributions [to

conservation] that farmers and ranchers are already making," explained Hagenauer. AFBF does broadly support some of the initial recommendations, including incentivizing and rewarding the voluntary conservation efforts of fishers, ranchers, and farmers.

"This is not a specific law or regulation," Hagenauer said, "It is something the administration is implementing through its departments. Public comment and engagement are going to be huge on this."

Hagenauer also spent time discussing the Endangered Species Act (ESA) and the National Environmental Policy Act (NEPA). She explained massive rollbacks on policy adjustments made by the previous administration.

She concluded her time by discussing Western drought with the crowd. Hagenauer explained that she was surprised when she saw national evening news covering the issue, "I was shocked that Western issues were finally getting coverage, but it's because the drought was so bad this year."

Earlier this year, AFBF surveyed farmers and ranchers across the Western United States, and some of the Midwestern U.S. "The responses were similar in June and October, with the exception of crop yield," she remarked about the survey. The survey showed significant decreases in access to water resources, livestock inventory and crop yield when looking at 2021 as compared to 2020.

She concluded her remarks by talking about possible drought mitigation for the future. "You cannot legislate that it rain, you cannot regulate that it snow," Hagenauer said. "We have supported western water infrastructure funding, working alongside many state Farm Bureaus." AFBF also worked with Congress on an extension of the Wildfire and Hurricane Indemnity Program Plus (WHIP+) disaster assistance program that includes drought impacts. The AFBF Farm Bill Working Group has started meeting, and risk management tools will be a major topic of discussion.



## American Farm Bureau Federation Speakers

Scott Bennett (left) and Shelby Hagenauer (right) with WyFB President Todd Fornstrom at the 102nd WyFB Annual Meeting. Kerin Clark photo.



Because...

"Research is the foundation of consumer trust"

-Dr. Cody Gifford, meat scientist and registered dietitian  
University of Wyoming





# Congratulations to the 2021 Scholarship Winners!



Wyoming Pork  
Producers Council

## Ashlynn Fennema

**Ashlynn is the daughter of Jim and Katie Fennema, from Leiter, WY.**

She is currently a sophomore at Casper College. She is pursuing an Associate's Degree in Elementary Education and Animal Science. She is also on the livestock judging team at Casper College. Throughout highschool she was active in sports, student council, NHS, FFA and 4-H. She is involved in the swine industry through showing pigs competitively through the state of Wyoming. At her family ranch in Leiter, WY, she owns and raises red angus cattle and club lambs.

**Congratulations Ashlynn!**



## Aspyn Greene

**Aspyn Green is the daughter of Tara Green, from Pinedale, WY.**

She is currently a freshman at Casper College. She is pursuing an Associate's Degree in Animal Science. She is also on the livestock judging team at Casper College. In highschool she was involved in FFA and 4-H. She has shown all four species through these two organizations. One of her first years in 4-H she kept her gilt to breed and raise pigs to show for herself and others around the state. This money went towards her other species projects.

**Congratulations Aspyn!**



## Braden West

**Braden is the son of Justin and Rindy West, from Sheridan, WY.**

He is currently a freshman at Casper College. He is pursuing an Associate's Degree in Animal Science and Agriculture Education. He is a member of the Casper College livestock judging team. Throughout highschool he was involved in all things agriculture, FFA, and 4-H. Braden has shown cattle and hogs competitively at all levels. A few years back Braden started his own show pig business (Opportunity Genetics).

He maintains sows and raises offspring to sell to surrounding 4-H and FFA kids.

**Congratulations Braden!**



## Dalton Butler

**Dalton is the son of JR and Bobbi Butler, from Hulett, WY.**

He is currently a sophomore at Casper College. He is pursuing an Associate's Degree in Range Management and Aviation. In highschool he was involved in athletics, band, student council, agricultural boards, 4-H, and FFA. With his brothers, Dalton owns Butler Brothers Livestock, where they own 50 head of breeding sheep and host a prospect lamb sale every year. Through 4-H and FFA he showed sheep and pigs. He has had a lot of success and he hopes to help his kids raise and show pigs in the future.

**Congratulations Dalton!**



## Hunter Bailey

**Hunter is the son of Justin and Sharon Bailey, from Moorcroft, WY.**

He is currently a sophomore at Northwest College. He is pursuing a degree in Ag Business with a minor in Animal Science. He is a member of the livestock judging team at Northwest College. Throughout highschool, he was involved in 4-H and FFA. Through these organizations he showed cattle and pigs at the local, state, and national levels.

**Congratulations Hunter!**



## Joseph Kennah

**Joseph is the son of Brian and Lila Kennah, from Hulett, WY.**

He is currently a freshman at the University of Wyoming. He is pursuing his Bachelor's degree in Rangeland Management and Ag Education with a concurrent major in animal science. Throughout high school he was involved in band, athletics, student council, and FFA. Through FFA Joseph has shown pigs and goats. He has been competitive in his county with both species. In 2019, he decided to keep and breed his gilt to sell show pig prospects to local exhibitors.

**Congratulations Joseph!**



## Kassidy Brooks

**Kassidy is the daughter of Cory and Amber Brooks, from Casper, WY.**

She is currently a freshman at Casper College. She is pursuing an Associate's Degree in Animal Science and Ag Business. She is on the livestock judging team for Casper College and serves as the Vice President for the Wyoming FFA Association. In highschool she was in track, National Honors Society, FFA, and 4-H. Through 4-H and FFA she has shown pigs for eight years and has been very competitive at the county and state level.

**Congratulations Kassidy!**



## Paul Bridges

**Paul is the son of Joe Bridges and Sally Begger, of Powell, WY.**

He is currently attending Northwest College. He is pursuing an Associate's Degree in Ag Education. Throughout his time in 4-H and FFA he was very competitive in the swine barn. After a couple years of showing him and his family decided to hold onto a few gilts and build their own breeding program. Now their operation (307 Genetics) is prosperous. They sell to exhibitors all over the state of Wyoming and surrounding states.

**Congratulations Paul!**



## Wyoming Farm Bureau Federation scholarship opportunities

The Wyoming Farm Bureau Federation scholarship deadline is March 1, 2022. Nine college scholarships are offered each year. Scholarships are available for high school graduates and for those students who are continuing their college education. Applications are available at [www.wyfb.org](http://www.wyfb.org); click on the education tab. Applications are also available at county Farm Bureau offices. For questions, contact Diane "Dee" Brewer at 307.721.7719 or [dbrewer1@wyfb.org](mailto:dbrewer1@wyfb.org).

## Not as I do From page 2

entourage to their destination.

This same group also pointed out the Royal Family has a number of large structures generally referred to as castles which they keep heated or cooled despite no member of the family actually living in those structures. In addition, the family keeps staff members busy maintaining those castles so that when a family member does decide to show up in their helicopter, everything will be just right for them.

Of course, it isn't just the Royal Family that is guilty of this "do as I say, not as I do" philosophy. We've seen a number of our own citizens loudly proclaiming that we need to reduce our carbon footprint while flying to their favorite gathering in their private jet and maintaining several homes in various locations around the country or the world.

So, when I see these world leaders flocking to a location in private jets and traveling to the meetings in motorcades, it's extremely hard for me to believe they really think climate change is a crisis and people must sacrifice in order to address this crisis. When I see those same people stepping up to the plate by reducing their own carbon footprint, then maybe I'll be inclined to take them more seriously.

## Contact Jeremy Burkett for all questions and concerns

Dr. Jeremy Burkett, Wyoming Pork Producers State Executive Director, Casper College  
125 College Drive, Casper, WY 82601 • [jburrkett@caspercollege.edu](mailto:jburrkett@caspercollege.edu) • 307-630-6267



# Distinguished

From page 1

attributes that define Dr. Logan.”

Dr. Logan served the Wyoming Livestock Board and Wyoming ranchers as State Veterinarian through two appointed terms, 1997-2004, and 2009-2021. He also served as Assistant State Veterinarian 2007-2009 and as a member of the Livestock Board from 1993-1997. He retired in June 2021.

“Dr. Logan’s dedication to agriculture in Wyoming has shown through his 20 plus years serving agriculture through regulatory veterinary medicine,” Fornstrom continued. “His commonsense approach, calm demeanor and knowledge of animal health issues were driving factors in decisions made during difficult animal health regulatory issues. His pas-

sion for agriculture is unwavering.”

As Wyoming State Veterinarian, Dr. Logan protected both livestock and livestock ranchers through his work with many working groups and regulatory boards. According to Ken Hamilton, WyFB Executive Vice President, Dr. Logan was instrumental in the development of the current Wyoming Brucellosis Designated Surveillance Area regulations to increase trust in the sale of Wyoming cattle. He also worked to revise language in the Code of Federal Regulations pertaining to brucellosis eradication and control.

“Dr. Logan is well respected not only in Wyoming but nationwide for his work in animal health,” said Hamilton.

Dr. Logan began his veterinary journey at the University of Wyoming in 1969 and earned his Doctor of Veterinary Medicine (DVM) from Colorado State University in 1975. At this time, he returned home to Riverton to practice veterinary medicine with Doug McLean, opening his own practice in 1981. He practiced veterinary medicine for 27 years and then served the state of Wyoming through regulatory veterinary medicine for 23 years.

Dr. Logan said the support of his wife Stephanie made all of this possible. In addition to serving to enhance animal health, he also made time to support 4-H and FFA through many different avenues including their daughter’s activities.

According to Dr. Logan, receiving this award and recognition is an incredible honor. “I’ve been blessed and privileged over the years to serve and work with agriculture producers, both livestock and agronomy, whom I respect and admire,” Dr. Logan told the audience. “I’ve learned a lot from others who over the years I’ve been fortunate to work with and learn from as well. Thank you for this recognition.”

“Dr. Jim Logan has gone above and beyond in his distinguished service to agriculture through his work in regulatory veterinary medicine,” Fornstrom concluded. “We are proud to recognize and show our appreciation for his distinguished service to Wyoming agriculture.”

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#### CLASSIFIED POLICY:

1) Wyoming Farm Bureau members are entitled to free classified advertising in this publication for the purpose of selling items they grow or make themselves, selling used machinery or household items, for posting wanted advertising. Real estate sales not included. Each member family is entitled to two (2) free ads per month, for 3 months, of up to 40 words each. Member ads will be accepted by e-mail to [kclark@wyfb.org](mailto:kclark@wyfb.org) or by mail to WyFB, ATTN: CLASSIFIEDS, P.O. Box 1348, Laramie, WY 82073. Please include member's name and county.

2) Non-Wyoming Farm Bureau members and WyFB members acting as agents or dealers of products produced outside the member's family

may purchase commercial classified advertising at \$0.50 per word, at a minimum of \$5.00 per ad. Discounts: 5% for 4 to 9 insertions, 10% for 10 or more insertions. Commercial ads must be submitted in writing, and an agreement regarding payment must be made between Farm Bureau and the advertiser.

#### DEADLINE:

Ads should be received (via mail or email) by the 3rd Thursday of the month in order to 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.

#### NOTE:

The appearance of any ad in *Wyoming Agriculture* does not constitute an endorsement or approval of the product or service offered. The advertiser is liable for content of the advertisement and any claims arising therefrom against this publication. The Wyoming Farm Bureau Federation reserves the right to refuse any advertising not considered in keeping with its publication's standards.

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## New Members

**\*\*Note: (REG) denotes new "Regular" membership**

#### ALBANY

Chad Sessions, Laramie; Ethan Smith, Laramie; Mark Sell, Laramie

#### BIG HORN

Janet & Dolan Scharen (REG), Shell; Masey Tippetts (REG), Lovell; Cliff Fink, Greybull; Jeff Petty, Shell; Pat Caines (REG), Worland; Janet & Leon Mickelson (REG), Lovell; Cole Hill, Basin; Jared Asay, Burlington; Douglas Cauffman, Basin; Chayla & Troy Ostby (REG), Lovell; Grant Family Protection Trust (REG), Lovell

#### CAMPBELL

Jeff Holland (REG), Arvada; Nathan Simpson, Gillette; Hilary & Jeff Wasserburger, Cheyenne; Denise & Jeff Seeley; Sheridan; John Cook, Gillette

#### CARBON

Gary Condict, Saratoga; Karen & David Condict (REG), Saratoga; Rebecca Zofnass & Sean Roberts, Denver

#### CONVERSE

Taylor Lisco (REG), Douglas

#### CROOK

Joyce Hartl, Sundance; Tessa Garman, Sundance; Alexandria Johnson, Sundance

#### FREMONT

Kenneth R Clanton Trust, Lander; Dawn Thorson-Johnson & Carl Thorson, Riverton

#### GOSHEN

Cody Alps (REG), Yoder; Lucia Scusa, Torrington; Beverly Lee, Torrington; Amy & Waldon Smith (REG), Hawk Springs; Gertrud & Waldon Smith (REG), Hawk Springs; Alicia Rodriguez, Torrington; Lindsay & Anthony Evans, Torrington

#### HOT SPRINGS

Oneta & Randall Burch (REG), Thermopolis

#### JOHNSON

Lisa & Clinton Taylor, Cheyenne; Vanessa & Derek Gall, Buffalo

#### LARAMIE

Sabrina & William Ernst, Cheyenne; Mandi Monjaras, Cheyenne; Mari & Mark Nelson, Cheyenne; Sarah Falen (REG), Cheyenne; Holly Lawson, Cheyenne; Brian Wrhel, Cheyenne; Leslie Hearn, Cheyenne; Danielle & Matthew McLane, Cheyenne; Joseph Peterson, Cheyenne; Shane Wilson, Cheyenne; Sara & Jeremiah Donaldson (REG), Cheyenne; Kenneth Aaron, Cheyenne

#### LINCOLN

Christine & Michael Anderson (REG), Etna; Shelly & Darren Hysell, Diamondville; Harold Wood, Kemmerer; Harold Wood, Kemmerer; Patricia & Terry Brunson (REG), Auburn; Jennifer & Kenneth Small, Kemmerer; Susan & Jeff Atwood, Alpine; Wanda Dixon, La Barge

#### NATRONA

Edward Alvarez (REG), Casper; Agnes Sanders, Casper; Adam Smith, Casper; Scott Grzybowski, Casper; Nicole Steinbach, Casper; Taylor & Ryan Rhoades, Evansville; Karen & Cary Brus, Casper; Kasey & Josh Clark, Bar Nunn; Patricia Ford, Casper; John Wienke, Casper; Diane Page, Casper; James Knibbe, Casper; Courtney & Kevin Anderson, Casper

#### NIOBRARA

Seth Allen (REG), Lusk; Sarah & Ty Lashmett (REG), Manville

See 'New Members' page 15



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# Wyoming Farm Bureau Foundation 2021 Donor Recognition

## Gold: \$250 or more

Monte & Francie Hamilton  
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Perry Livingston  
Rob Shook-Shook Ranch Co.

## Silver: \$51 – \$249

Dale Anderson  
Tim Beck  
Cindy Brown  
Shawn Chouinard  
Justin Ellis  
Todd Fornstrom

## Silver (continued)

Karen & Garie Henry  
Mary Jo Joslyn  
Scott Kossert  
Ray Shaffer  
Jesiah Stroh  
Morgan Stroh  
Matt Stroh  
Toni Swartz  
Joshua Tangeman  
Annette “Missy” Wade

## Bronze: \$0 - \$50

Erick Arens  
George & Loretta Arthur  
Ian Austin  
Steve Beumee  
Joe Campbell  
Josh Christofferson  
Kevin Collins  
Leanne Correll  
Corey Forman  
David Garber  
Tucker Hamilton  
Candy Hayes

## Bronze (continued)

Jake Huhnke  
Marie L. Julian  
Ryan Klinginsmith  
Travis Krein  
James Kruse  
Ren Lester  
Linda Lulias  
Scott McNeil  
Katie Moore  
Jolene Page  
Jerry Pfeifer  
Angus Powell

## Bronze (continued)

James Ramsay  
Dixie Suddreth  
Jeff Suloff  
Dick Thoman  
Andy Tomich  
Ellen Westbrook  
Casey Wylie  
Aletta Ziehl



## 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 2021 fundraiser, \$3,740 was raised for the Foundation.

The Laramie County Farm Bureau Federation donated a Commemorative WyFB Centennial rifle to the Wyoming Farm Bureau Foundation 2021 raffle. Joe Campbell, of Goshen County, was the rifle winner.

Garie Henry, of Uinta County, handcrafted and donated a “Family of Chairs” to the raffle. Travis Krein, of Niobrara County, was the

winner of the chair set.

Donations were accepted at the Wyoming Farm Bureau Federation annual meeting and county Farm Bureau Federation 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.



Niobrara County’s Travis Krein was the winner of the handcrafted chairs made and donated by Uinta County’s Garie Henry for the 2021 WyFB Foundation raffle. *Kerin Clark photo.*



The WyFB Foundation raffle fundraiser at annual meeting raised \$3,740. Donors names were placed in a drawing for a Commemorative Rifle and a handcrafted “Family of Chairs” set. WyFB President Todd Fornstrom (right) congratulated Joe Campbell (left), of Goshen County, as the winner of the rifle raffle. *Kerin Clark photo.*

## New Members

From page 14

### PARK

Mary Hetzel & Chad Block (REG); Powell; Jenniffer Hankins, Powell; Carissa & Samuel Feathers, Powell; Laura & Dennis Bentz, Powell; Diane Noton & Scott Coale (REG), Meeteetse; Katie & Adam Stromberger (REG), Powell; Dana & Aaron Worstell (REG), Powell; Susan & Scott Bishop, Cody; Catherine & Von Ringler, Powell; Steve Ronne, Cody; Julie & David Frost, Powell; Pia Trotter, Powell; Shelly & Anton Lehman, Powell

### PLATTE

Xavier Johnson, Wheatland; Nathan Kersey, Wheatland; Larry & Denis Carow, Lippan; Travis Heimsoth; Wheatland; Xiongyan & Jon Morris, Wheatland

### SHERIDAN

Megan Crocker Ross & Jeff Crocker, Sheridan; Nick Boxwell (REG), Sheridan; Cindy & Travis Chadderdon, Ranchester; Susan & Michael Bengtsson, Story; Brenda & Adam Weatherby, Sheridan; Sheila & Chris Georgan, Sheridan; Mary & Steve Peterson, Story; Shalisha & Phil Hastings, Sheridan; Justin Stroup, Sheridan; Charity & Kenneth McKenzie, Sheridan; Ryliann & Ty Malone, Sheridan; Julie & Randy Reeves, Sheridan; Audie Williams (REG), Silt; Rachele & Joshua Cooley, Sheridan

### SUBLETTE

Julie Heth, Daniel; Thomas Noble, Pinedale; Marvene & Jeff Alexander, Pinedale; George Kahrl (REG), Big Piney

### SWEETWATER

Phillip Reasch, Rock Springs; John McWhorter, Green River; Janice & James Tuttle, Rock Springs; Mike Mori, Rock Springs; Bettylou & Jerry Tripp (REG), Granger

### TETON

Connie Dejong, Alpine; Jennifer & James Williams, Jackson; Stephanie Williams, Wilson

### UINTA

Farrell Alleman (REG), Lyman; Lindsay & Isaac Kiefer, Mountain View; Mary Joan Ver-cimak (REG), Lyman; Maureen & Bradley Maples, Evanston; Tami & Tom Redmon (REG), Lyman; Bobbi Dolezal, Mountain View; Tamara & Wade Stoddard (REG), Mountain View

### WESTON

Kelli & Troy Tavegie (REG), Newcastle







## Cooking with the Modern Ranch Wife

# HOLIDAY HAM

by Jo Myrick and Connie Werner

### Ingredients

- 12 lb uncooked or precooked ham
- whole cloves
- 2 1/2 cups brown sugar, packed and divided
- 1 1/3 cups cranberry juice cocktail
- 1/2 cup honey
- 1/4 cup cider vinegar
- 2 1/2 tbsp all purpose flour
- 3 tbsp coarse ground mustard
- 1 can pineapple slices
- maraschino cherries, halved
- toothpicks

### Directions

- Prepare the Ham
  - Place ham in a shallow roasting pan. Using a knife score a diamond pattern onto the skin. Place a clove in the corner of each diamond.
  - If presliced, place cloves around the ham.
- Cover with foil.
- Place in a 350° oven.
  - Cooked - just until heated throughly.
  - Uncooked - cook 3.5 -4 hours.
- In a saucepan, combine 1/2 cup brown sugar, cranberry juice, honey, cider vinegar, flour, and mustard in a saucepan. Mix well. Bring to a boil and stir for one minute. Remove from heat.
- Coat exposed portion of the ham with the remaining brown sugar.
- Place pineapple rings on ham securing with toothpick. Leave tip exposed for cherry halves.
- Pour hot cranberry mixture over the ham.
- Bake uncovered an additional 30 minutes or until thermometer reaches 160°.
- Let rest before slicing.

For more recipes visit [www.modernranchwife.com](http://www.modernranchwife.com) or Modern ranchwife on instagram.



WyFB Board of Directors 2021-22. Front row: Cole Coxbill, Vice President; Todd Fornstrom, President; Lane Hageman, Director-at-Large. Back row: Raenell Taylor, Northeast District Director; Kevin Baars, Southeast District Director; Thad Dockery, Northwest District Director; Justin Ellis, Southwest District Director; and Tim Pexton, Central District Director. Not picture: Kelli Chouinard, YF&R State Chair. *Kerin Clark photo.*

## Elections

From page 1

“Bringing people together for the good of agriculture is very rewarding,” Fornstrom continued.

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 combining business. Fornstrom also works with his father farming 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 sixth term as WyFB Vice President. Coxbill and his wife, Sammie, have three children. They run a trucking business, commercial spraying business and raise cattle.

“I admire the power of one that gives strength to the grassroots policy development process,” Coxbill stated. “The power of one individual sharing their voice at the county level through the state level through the national level makes a difference for agriculture,” Coxbill said. “I love serving the members and representing you in all the work we do for agriculture.”

Lane Hageman, of Goshen County, was elected to his first term as the Director-At-Large. Hageman lives and

works on his family’s cow/calf ranch in southeastern Wyoming. Hageman is also a Goshen County Farm Bureau Federation Board Member and a member of the WyFB Young Farmer & Rancher Committee.

“I believe in Wyoming Farm Bureau Federation policy and have enjoyed my involvement in the organization,” Hageman said. “Farm Bureau is one of the strongest avenues for a grassroots body of agriculture to influence policy at the state and national level, and it will be a privilege to serve on this board.”

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 Kelli Chouinard, of Park County, to her first term as WyFB YF&R State Chair.

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



# Policy

From page 1

2021 in Cody, Wyo., the meeting is an important step in the grassroots policy development process of the Farm Bureau Federation. The need for a competitive enterprise system, individual freedoms and protection of property rights resonated through the discussions as Farm Bureau Federation members developed policy.

“This member-based open forum policy discussion is the reason we hold our annual meeting each year,” said Ken Hamilton, WyFB Executive Vice President. “County Farm Bureau Federation members start the policy development process at the local level discussing policy issues of concern to the members and their families.”

Farm Bureau Federation members thoroughly discussed and emphasized their opposition to the 30 x 30 program, also known as “America the Beautiful,” outlined by Executive Order #14008. The voting delegates asked that the congressional delegation, state legislature,

governor and county commissioners stand against the executive mandates.

“Our members are greatly concerned about President Biden’s Executive Order that established the 30 x 30 proposal,” Hamilton said. “Multiple resolutions were proposed at the local and then district levels for discussion at our state meeting. Members adopted policy to push back against the efforts of the 30 x 30 program.”

Election integrity is of utmost importance to Farm Bureau members.

“Members reaffirmed Farm Bureau’s support for voter identification requirements for all elections,” Hamilton explained. “Additionally, they called for in-person voting on paper ballots to be

utilized to the highest extent possible.”

Members also reaffirmed policy reiterating their continued support for the elimination of the ability to change party affiliation on election day.

The Wyoming Farm Bureau Federation has always stood on the principles of individual freedoms and constitutional government and the discussion at the 102<sup>nd</sup> annual meeting was no different. “Our members strongly believe individual freedoms are vital,” Hamilton said. “Policy passed this year supports

our members beliefs that individuals can assess their circumstances without the need for governmental guidance.”

Continued concerns related to government overreach and mandates were

addressed. Voting delegates expressed their opposition to vaccine mandates, vaccine passports and mask mandates. They also voiced opposition to any discrimination related to proof of vaccination or coercion for medical decisions in any circumstances.

Addressing their continued concern regarding the actions of non-elected officials in response to public health orders, members called for Wyoming’s governor to immediately rescind the order declaring a state of emergency and a public health emergency.

Regarding Internal Revenue Service (IRS) issues, members expressed opposition to earlier proposals that would have required banks and third-party payment platforms to report financial transactions of \$600 or more to the IRS.

Members reaffirmed policy declaring the importance of energy independence. The ability to maintain fossil fuel powered vehicles was also highlighted in policy discussions.



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## 2022 American Farm Bureau Convention

The 2022 American Farm Bureau Convention will be held in-person Jan. 7-12, 2022, in Atlanta, Georgia, with a virtual option for portions of the event available to those not attending in-person.

“People, Purpose, Possibilities – Growing Tomorrow, Together” is the theme of AFBF’s 103<sup>rd</sup> consecutive convention, a “can’t miss” event that offers the inside scoop on policies and perspectives that will affect farms, ranches and agribusinesses in 2022 and beyond.

“This is your chance to look beyond the horizon at the future of agriculture, sharpen your skills and help set the agenda in Washington,” said AFBF President Zippy Duvall. “I look forward to seeing you in January in my home state of Georgia as we begin another year of growing together.”

Attendees may participate in educational workshops to advance their leadership skills, expand business acumen and gain insight into the policies and trends impacting food production. The convention also offers the opportunity to learn about cutting-edge innovations in agriculture, hear from powerful speakers and explore a dynamic trade show with exhibitors showcasing the latest in agricultural technology, tools and services.

Workshop topics range from the 2023 farm bill, market outlooks, climate policy and trade to ag education resources, effective advocacy and mental health.

View the high-level agenda and register at the event website: <https://annualconvention.fb.org/>



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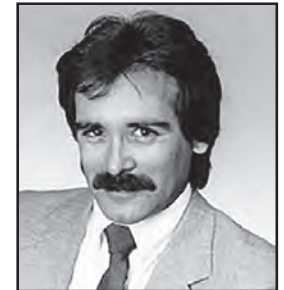
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# Young Farmer and Rancher News



## YF&R Committee Reflections

By Chelsea Baars

For the last four years, it has been my distinct honor and privilege to serve as a District Representative on the WyFB YF&R Committee. The exceedingly great love and support that you, my Farm Bureau family, have shown to me during this time, has been overwhelmingly heartwarming. As I'm sure you've been able to witness, I've gone from a quiet post-college graduate to a zealous young leader with extreme passion for what I believe in. WyFB has graciously given me an extraordinary measure of once-in-a-lifetime opportunities that I might have otherwise never had. For each and every one of these I am truly grateful.

The rewards I've garnered through this experience can't be measured by tangible means. Rather, they are reflected through the development of friendships, community, leadership,

communication, and problem-solving skills. This band of agricultural leaders has quickly become some of my dearest friends, as evidenced by the many laughs and tears we have shared together. We've forged ahead to solve problems through drought and pestilence, and brought to fruition successful programs of work – always challenging ourselves to think outside-the-box and achieve greater results.

I joined the YF&R Committee the fall following my college graduation, a time when I was seeking to establish who I was as a young adult. The committee was a place where I could collaborate and network with other like-minded individuals, also in similar life phases. Incidentally, it also helped to unearth, refine, and polish some innate abilities of mine through teamwork, leadership opportunities, and social networking. The YF&R Committee truly aided my transition from college to adult life, and the results from this time will be reflected in my character for years to come.

If you are a young adult, living the

wonderful Wyoming agrarian life, and are in search of fellowship, leadership development, or a place to develop your inner identity, I'd highly recommend you consider the YF&R committee. There is no set blueprint for how the YF&R Committee will impact your life, but whatever happens, I guarantee you'll come out better for it.

*Niobrara County Rancher Chelsea Baars recently completed her second term on the WyFB YF&R Committee as a Southeast District Representative. For the past two years she served as the WyFB YF&R State Chair which included a seat on the WyFB Board of Directors. Chelsea is a second generation WyFB YF&R leader. Her parents Kevin and Denise Baars were founding members of the WyFB YF&R Committee which started 20 years ago this coming June. Kevin served as the first ever WyFB YF&R State Chair in 2002-2003. Chelsea continues to serve as the Niobrara County Farm Bureau Federation President.*

## Guilds recognized for service on WyFB YF&R Committee

Uinta County Ranchers Caleb and Ariel Guild were recognized as retiring WyFB YF&R Committee Members at the 102nd WyFB Annual meeting. The Guilds served on the committee from 2018-2021.

"Serving on the Wyoming Farm Bureau YF&R Committee gave us countless opportunities to meet and network with great people all over the state and to learn local and national issues facing agriculture today," Caleb and Ariel said.

Attending the YF&R trip to Washington, D.C. was one of the highlights for the Guilds. Accord-

ing to Caleb, this trip was a great experience to see the whole picture of Farm Bureau involvement and how local input impacts national decisions.

"We gained leadership training from serving on the committee and knowledge of numerous aspects of ranching from the speakers at conferences and trainings through AFBF," they continued.

"Being a part of the committee is a great resource to network and learn from others and to also learn the specifics from professionals about the issues facing agriculture," concluded the Guilds.



Two generations of former WyFB YF&R State Chairs. Immediate past WyFB YF&R State Chair Chelsea Baars with her father Kevin Baars, the first ever WyFB YF&R State Chair, at the 102nd WyFB Annual Meeting. Kerin Clark photo.



Chelsea Baars, of Niobrara County, was recognized as a retiring WyFB YF&R Committee member at the 102nd annual meeting of the organization. She served four years on the state committee and for two of those years led the committee as the WyFB YF&R State Chair. Kerin Clark photo.



Caleb and Ariel Guild, of Uinta County. Kerin Clark photo.



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## Negotiation in Agriculture: A Resource for Wyoming Producers

Negotiation is an often-overlooked aspect of production agriculture. Many may not realize just how much time and effort goes into negotiating the various relationships in their businesses.

Negotiation is part of just about any aspect of working with people on a farm or ranch.

We often tend to shy away from thinking much about negotiation, especially if conflict is involved. Commercial agriculture producers, whether new/beginning, those switching from another business, or armed service veterans looking for a new start in a farm or ranch, should be aware of just how important ne-

gotiation skills are to their business.

Developed by academic professionals on the Western Extension Committee, the website Negotiation in Agriculture ([negotiation.farmmanagement.org](http://negotiation.farmmanagement.org)) was started as a resource for those in agriculture to learn more about negotiation. The project helps agricultural producers become informed about the various aspects of negotiation, leading to better outcomes. Materials currently available include five, self-paced learning modules and eight, written guides to help lead users through a variety of negotiation topics and scenarios. They also offer many examples of situations that could benefit from better negotiating skills.

### Why Negotiate?

One module explores reasons for negotiation and background in conflict resolution basics. Negotiation is a technique to resolve conflicts. We frequently

face conflict in production agriculture; this can range from minor property or water disputes, family conflicts, or neighbor-based issues. The different approaches to conflict: compete/fight, collaborate, compromise, avoidance, or accommodate, are addressed. The diagram below outlines the Conflict Continuum as a function of concern for one's self versus concern for others.

Working to understand the other party's perspective can lead to an improved understanding of how a conflict can escalate. Avoidance is at the far left, while self-help is at the far right of the continuum. The cost of resolution decreases as you move left along the scale, with a higher cost and reduced control over the outcome as you move right.

Negotiation has many advantages. It is often the lowest cost process; anyone previously involved in litigation knows it is time-consuming and expensive. Parties able to negotiate retain the greatest control over the

processes and the outcomes. It is also much easier to keep details private. Keep the process in perspective; it is not a zero-sum game for either side. A better outcome for both parties is the goal.

### Preparation and Questions to Answer before Meeting

Another module examines the preparations needed for negotiation. Examine not just the strengths and weaknesses of the other parties, but also what you bring to the table. Questions cover a broad range of topics that, when answered, can bring clarity to the vision for the outcome. It is important first to address the overall vision for the future as it relates to the negotiation. Think of it as drafting a road map for the direction of the negotiations. Many of the questions involve determining best, most likely, and worst case scenarios.

### Preparing for the Discussion

Realize that the more time

See 'Negotiation in Ag' page 21

NEGOTIATION IN AGRICULTURE



### WHY NEGOTIATE?

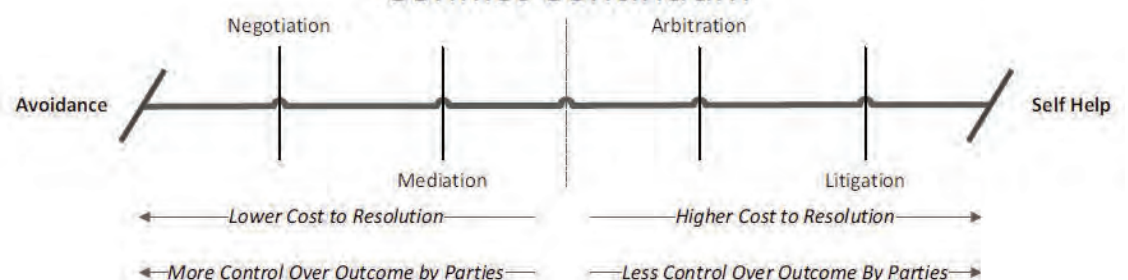
**J**ake and Brightid had never been what most folks would call good neighbors. Jake grew up on his place, inheriting it when his parents passed nearly 20 years ago. The ranch is home to close to 7,500 winter cows and his roots in the area run deep. Brightid bought the place next to Jake's after retiring from her career as a Navy officer around 15 years ago. She and one of her sons run 1,500 head of yearlings through the summer, but spend their winters enjoying the sun, somewhere in the Southwest.

It's been said that "Strong fences make good neighbors." Jake and Brightid did not share much of a fence between their places; fencing had become an ongoing and escalating bone of contention between them for years. Jake argued his cows never had a problem with the fence before Brightid came on the scene, and since his ranch had been around the longest, it should be the responsibility of Brightid and her family to make it right. Brightid, on the other hand, contended that Jake's bulls were the main problem, crossing the fence and knocking it down to get at some of her yearling heifers. As a result, she maintained that Jake not only needed to stand the fence up but, because he owned one of the oldest ranches in the county, he should replace the fence. Brightid's lawyer had a similar opinion.

Everyone up and down the valley had already heard each of them carry-on about the other on multiple occasions, sometimes they even made a scene at community events. No one had yet pulled a gun, but there was a fist fight that had erupted after the dance at the county fair last year. It seemed that a court somewhere would be needed to resolve the conflict. Do Jake and Brightid have other alternatives?

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### Conflict Continuum





# Negotiation in Ag

From page 20

spent preparing for a negotiation meeting, the better the final outcome. This includes laying out clear objectives for yourself, as well as what you think will be priorities for the other party or parties involved. This likely involves understanding compromises or concessions that might be acceptable and what could be considered non-negotiable. The more organized you can be in terms of meeting details, such as agendas, outlines, and logistics, the better the likely outcome. It is often good to set timeframes and goals for what each party is seeking and the process or rules by which the meeting

will be run and agreements that may be drafted.

## Frames and Biases

Understand we each have our own view of the world. All of us likely have had trouble deciphering other people's perceptions or understanding why someone thinks the way they do. A third negotiation module addresses how to deal with frames, defined as mental shortcuts people use to understand and interpret the world around them, and biases/beliefs that form views, opinions, and strategies.

Better understanding the framing in-

## Questions to Answer Before the Meeting

- 1) What is your vision for the future?
- 2) What are your concerns?
- 3) What options agree with your vision, address your concerns, and might be acceptable to the other party?
- 4) What comparative advantages and disadvantages do each party possess?
- 5) What are your alternatives?
- 6) How will you evaluate options?
- 7) What do you know about the other party?
- 8) What can you determine about the unknown?

## Steps to Improve Bargaining Position

- 1) Form a reserve price
- 2) Consider your best alternative to a negotiated agreement
- 3) Set a target price
- 4) Know your break-even cost of production and market information
- 5) Start the negotiation by offering the first price
- 6) Focus on the target price
- 7) Be prepared to make a counteroffer
- 8) Be willing to make more than one counteroffer

involved in a conflict or dispute, whether yours or the other party's, can help shape a better strategy for moving forward. This module outlines four categories or reframing approaches: reducing tension and hostility, perspective taking, establishing common ground, and enhancing options and alternatives. As covered in the module, "A key element to making any negotiation more successful or to resolving conflict is the ability to reframe."

## Bargaining for a Better Market Outcome

Negotiating prices for commodities sold is often part of being involved in production agriculture; it is also an uncomfortable aspect for many. Do you hold out for the highest price and risk losing a buyer? Do you take the first price offered? Is the best course of action somewhere in the middle? One online module helps explain the concepts

of bargaining position, bargaining for a higher price, and knowing your reserve or best alternative to a negotiated agreement price.

Farmers and ranchers often have several forms of risk. Producers tend to have high upfront costs tied-up in production of a commodity, meaning they often must sell to cover expenses and are more likely to make concessions on price due to worrying about finding more than one buyer. It is important to invest the time to prepare for price negotiations, as well as make a plan for marketing commodities produced. This preparation includes knowing break-even costs, setting strategy, and not waiting for a first offer.

## For More information

Visit [negotiation.farmmanagement.org](http://negotiation.farmmanagement.org) to access any of the course modules, negotiation guides, and other online resources.



# Big Horn County wins CAE Award

By Kerin Clark

The innovative, action-oriented programs developed by county Farm Bureau Federations are a huge part of the overall success of the Farm Bureau Federation. County Activities of Excellence Awards are designed to celebrate unique volunteer-driven programming at the local level. Congratulations to this year's winner—the Big Horn County Farm Bureau Federation with their project titled "FFA Assistance."

The goal of their project is to reach agriculture students and introduce them to the Federation and the work accomplished for agriculture. The county Federation contacted the FFA advisors at each of the four county schools and invited them to submit an item that was needed by the chapter, but not budgeted by the school.

Two chapters were selected at a cost of around \$1,200 per chapter. The first chapter requested FFA jackets for use by students temporarily while they are still growing. Fifteen jackets were purchased and a label attached with the county Farm Bureau Federation name. The second chapter requested a roto-tiller to use on their small acreage where they grow crops, flowers and vegetables in their greenhouses.

This project was spotlighted in the local papers and helped the students, parents,

schools and the community by providing for their needs. The county also noted in their application that they reached 108 percent of their membership goal this year and they feel this program contributed to their membership goals.

A certificate and \$150 cash award for the county Farm Bureau Federation was awarded at the 102nd WyFB annual meeting. Congratulations to the Big Horn County Farm Bureau Federation for their OutSTANDING program work!



WyFB President Todd Fornstrom congratulated Big Horn County Farm Bureau Federation President Tim Beck for winning the 2021 WyFB County Activities of Excellence Award. *Kerin Clark photo.*



Big Horn County FFB Members Tim Beck and Mike Whaley (above) with a local FFA chapter. Big Horn County FFB President Tim Beck (left) presenting a roto-tiller to a local FFA chapter. *Courtesy photos.*



## Leadership

From page 1

tion in Wyoming," said Todd Fornstrom, WyFB President. "Great leadership and organizational skills are two strong traits, but more importantly his kind heart and drive to help others no matter what they need make him highly deserving of this award."

With his wife Brenda's unwavering support, Andy's service to neighbors and community were boundless. Andy served on the Niobrara County Farm Bureau Federation for many years as a board member and was county president from 2009 to 2019.

"When he began his service on the county Farm Bureau board he was also serving on the Niobrara County Fair Board, a position near and dear to his heart," wrote Kevin Baars, WyFB Southeast District Director. "Even after

his fair board retirement, Andy faithfully helped with livestock judging, the fat stock sale, and anywhere else a helping hand was in need."

"Andy's next adventure was serving on the local electric cooperative board, where he represented Niobrara Electric on the Wyoming Rural Electric Association board. He also served as WREA president for two years," Baars continued. "He remained on both the NEA and WREA boards until this year when they sold the ranch at Lance Creek and retired to Sheridan County."

According to Baars, men like Andy are few and far between. "Niobrara County misses him," Baars wrote. "Sheridan County has been blessed."

Baars also notes Andy has always been driven to help others no matter the need.

"He's always there on time (or real close) with a kind heart, a ready smile, a bad joke, and a willingness to give whatever it takes to get the job done – especially if dessert was involved. Andy has never met a cookie he didn't like," Baars concluded.

When accepting the award, Greer said it came as a complete surprise. "It is an honor to be part of this Farm Bureau family," Greer stated. "Thank you very much for this honor."

"Andy's willingness to give whatever it takes to get the job done and his unwavering dedication to agriculture and the Farm Bureau Federation makes him highly deserving of this award," Fornstrom concluded. "We are proud to show our appreciation for his leadership and service to Wyoming agriculture through the Niobrara County Farm Bureau Federation.

## Recovery

From page 3

recovery plans and could apply to all endangered species recovery plans. He states, "a win here for a rational public process would be a major setback for the Big Green Litigation Machine."

Hamilton notes Wyoming has been greatly impacted by the inability for the state to manage the grizzly bear despite recovery numbers being attained. "Over the years of moving goalposts and litigation, the ranching community has been greatly impacted as the grizzly bear population continues to increase and expand into occupied habitat," Hamilton concluded. "Many of our ranching members have incurred additional and unsustainable costs due to loss and injury to livestock, reduction in weight gains to livestock, decreased conception rates of livestock and higher management costs."



## Park County's Kelli Chouinard elected WyFB YF&R State Chair

Kelli (Hamilton) Chouinard was elected as the next Wyoming Farm Bureau Federation Young Farmer & Rancher Committee State Chair. This position also holds a seat on the WyFB Board of Directors.

From Park County, Kelli and her husband, Shawn, are Northwest District representatives on the WyFB YF&R Committee. Kelli works for George Dairy Farms near Cody.



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# Wyoming Farm Bureau Federation members donated the equivalent of 11,480 meals to help Wyoming families in need

By Kerin Clark

Wyoming families facing hunger received a boost mid-November with the Wyoming Farm Bureau Federation (WyFB) Young Farmer & Rancher (YF&R) Committee “Harvest for All” project. The 19th annual fund drive and raffle to benefit the Food Bank of Wyoming (formerly known as the Wyoming Food Bank of the Rockies) raised \$2,870 which is the equivalent of 11,480 meals for Wyoming families.

During the state annual meeting Nov. 11-13 in Cody, county Farm Bureau Federations and Wyoming farmers and ranchers donated money to help the food bank in their work with hunger-relief programs across the state of Wyoming. A raffle for a cooler and a custom-made pocketknife also raised funds for the Harvest for All project.

Uinta County Rancher Ariel Guild

is the immediate past chair of the sub-committee that oversees the “Harvest for All” project. “The theme of our Annual Meeting “Neighbors Helping Neighbors” truly shows the spirit of the Wyoming Farm Bureau Federation and the Harvest for All program,” Guild said. “Everyone who donated this money for the Food Bank of Wyoming is helping one of our neighbors and helping someone in need.”

The WyFB Young Farmer & Rancher Committee is in its 19th year of joining with the American Farm Bureau Federation YF&R Committee in what is called a “Harvest for All.” Throughout the program’s nineteen-year span, the WyFB YF&R Committee has partnered with Farm Bureau Federation members to raise 6,044 pounds of food, \$31,116 and 74 hours of volunteer time to help those facing hunger in Wyoming.



Weston County’s Chad Sears (2nd from right) was the winner of the Don Pavack custom-made pocketknife in the Harvest for All raffle. WyFB YF&R Committee members congratulated him at the annual meeting (l to r): Kelli Chouinard; Chelsea Baars; Aletta Ziehl; Lane Hageman; Sears; and Quade Palm. Kerin Clark photo.



The Wyoming Farm Bureau Federation Young Farmer & Rancher (YF&R) Committee is in its 19th year of the “Harvest for All” project. The project raises funds to help those facing hunger in Wyoming. Shown here are some of the WyFB YF&R Committee members working on the project with the winner of the 2021 raffle (l to r): Kelli Chouinard, Park County; Aletta Ziehl, Natrona County; Tim Beck, Raffle Winner; Quade Palm, Carbon County; Lane Hageman, Goshen County; and Chelsea Baars, Niobrara County. Kerin Clark photo.



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Merry Christmas and Best  
Wishes for a Great 2022 from  
the staff at WyFB!

