

# Equity News

A PUBLICATION OF EQUITY COOPERATIVE LIVESTOCK SALES ASSOCIATION

## October is Cooperative Month

As our producers begin to think about the multitude of things they have to accomplish in October, this is the month that your Cooperative celebrates you – our members! October is National Cooperative Month. This is the time of year when cooperatives across the nation celebrate who we are and the members we serve. Members are the foundation of Equity Cooperative Livestock and we remain committed to serving you.



Curt Larson

Our farmer-owned Cooperative plays an important role in giving producers a voice and providing the most secure way to sell their livestock. I also believe it is a time for our cooperative's members to share and educate others about the value of belonging to a cooperative. For almost a century your cooperative has continued to contribute to strengthening the economy, providing jobs, and supporting our agricultural communities and their youth.

Your cooperative faced many challenges with the global pandemic. As we move forward, a big impact for our growth will come from member involvement and embracing the cooperative's values and principles that make us truly unique. I ask you, our active members, to get involved with your cooperative.

I encourage those of you using our services to become more involved with your local shipping association board. In 2022 eight of our districts will be holding regional director elections, and if you are an active member that is interested in helping guide the cooperative into the future by serving a three-year term on the regional board of directors, I urge you to contact our main office or your local market for more information on how to become a candidate. Your innovative ideas and involvement are essential for the growth of your cooperative and our ability to meet your future needs.

I am proud of our Cooperative, its members, and staff. Our farmer-owned cooperative will continue to play an important role in livestock marketing and the quality of life in rural America.

Curt Larson  
President & CEO

## Feeder Cattle Sales

All Equity market locations feeder cattle schedules are listed below by location. **Dates in red denote red-hided sale dates.**

### Altoona

October 8, 22 - 12 p.m.  
November 5, 19 - 12 p.m.  
**November 5 – 12 p.m.**  
December 3, 17 - 12 p.m.

### Barron

Every Wednesday at 12 p.m.

### Bonduel

October 8, 22 - 1 p.m.  
November 18 - 1 p.m.  
December 16 - 1 p.m.

### Johnson Creek

Every Thursday at 12:30 p.m.  
(with the exception of  
Thanksgiving)

### Lomira

October 30 - 10 a.m.  
November 27 - 10 a.m.

### Monroe

October 1, 15 - 10:30 a.m.  
November 5, 19 - 10:30 a.m.  
**November 19 – 12:30 p.m.**  
December 3, 17 - 10:30 a.m.

### Reedsville

October 14, 28 - 12 p.m.  
November 11 - 12 p.m.  
December 9, 23 - 12 p.m.

### Richland Center

October 14, 28 - 11 a.m.  
November 11 - 11 a.m.  
December 9, 23 - 11 a.m.

### Sparta

October 7, 21 - 12:30 p.m.  
November 4, 18 - 12:30 p.m.  
**November 4 – 12:30 p.m.**  
December 1, 16 - 12:30 p.m.

### Stratford

*Special Feeder Sales*  
Feeder Sales every  
Wednesday at 12 p.m.  
**November 3 – 12 p.m.**

### Waukon

October 13, 27 - 10:30 a.m.  
November 10, 24 - 10:30 a.m.  
December 8, 22 - 10:30 a.m.

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## College & Technical College Scholarships Available

*November 29 Deadline*



Equity Cooperative Livestock is pleased once again to be offering scholarships. Recently, our board of directors increased the amounts to ten \$1,250 college scholarships and two \$1,000 technical college scholarships for the 2022 academic year.

To be eligible, applicants must be a member, the son/daughter or grandson/granddaughter of an Equity Livestock producer pursuing a degree. Past recipients cannot apply. College students need to have completed two or more semesters at an accredited college or university. Technical college students need to have completed at least one semester at a technical college. The student must have a cumulative grade point average of 3.0 or above, on a 4.0 scale. Scholarship winners are selected based on their scholastic achievements, extracurricular activities, application essay response and a letter of reference.

Completed applications are due by **Monday, November 29**. An applicant from each of the 10 Equity districts will be selected and awarded a scholarship to use during the 2022 academic school year. Two technical college scholarships will also be awarded.

Applications are available online from the home page of the cooperative's website at [www.equitycoop.com](http://www.equitycoop.com). Call Janice Schyvinck at (608) 460-1139 with any questions. Applicants are asked to mail in a current college transcript along with a letter of reference together in one mailing. Please print a copy for yourself prior to submitting, as the online form cannot be saved after submitting.

Connect with Equity at  
[www.equitycoop.com](http://www.equitycoop.com)



Scan this  
code with  
your phone's  
camera to  
visit our  
website



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## Equity Staff Updates

### Hussaini Joins As Commodities Broker

Abdullah Hussaini will assist the commodities department and will work with producers on managing price risk. Hussaini recently passed the rigorous Series 3 exam and attained his commodity broker license. He will work with Allendale, Inc. and coordinate cattle contracts. Hussaini has a bachelor's degree in agricultural business management from the University of Wisconsin-Madison, along with certificates in entrepreneurship, environmental studies and food systems.



Abdullah  
Hussaini

### Bastian Promoted To Reedsville Office Manager

Chantel Bastian has worked at Equity Reedsville for nearly two years. As office manager, she will oversee all of the office functions and office staff at the Reedsville market in her expanded role. She lives in Reedsville with her husband, Bob, and their two children, daughter Hadley and son Finnley. Chantel also coaches middle school volleyball and loves watching her children play sports.



Chantel Bastian

## BQA In-Person Certification Meetings

This year is the three-year mark for the majority of Wisconsin farmers certified in the Beef Quality Assurance (BQA) program. In 2018, certain packers announced they would only purchase cattle from farms selling finished cattle that are BQA Certified.

BQA does more than just help beef producers receive more value from their cattle; BQA also reflects a positive image and instills consumer confidence in the beef industry. When producers implement best management practices of a BQA program, they assure the cattle they sell are the best they can be. The in-person BQA certification meetings can be found by scanning the BQA QR code.



Farmers must register 7 days in advance as attendance is limited based on room capacity and to follow current COVID guidelines. Classes will be closed when capacity limits are reached. Please go to <https://tinyurl.com/2hr5karf> or call one of the county extension offices listed to register.

## Distinguished Patron Recognition Awards

These individuals were selected by their local association boards to receive this honor:

- **KEN CLARK – Equity Wisconsin-Illinois Livestock Marketing Cooperative**
- **JEROME & HOPE LAUFENBERG – Equity Coulee Region Livestock Marketing Cooperative**

We look forward to honoring additional patrons. To nominate someone, please contact your local association.



## Financial Solutions for Your Success

*Over 30 years in agricultural lending.*

*Focused on agriculture with the commitment of helping customers achieve their financial goals.*

*It's easy! Contact us today to discuss your financial needs.*

### Benefits

- Competitive rates and terms
- Repayment plans to fit your cash flow
- Ag community lender
- Local decision-making

### Credit Options Available

#### Operating Lines of Credit

- Revolving lines of credit
- Crops, feed and livestock, etc.
- Seasonal repayments

#### Livestock Feeding Program

- ELCC buys the cattle
- Producer feeds, manages and markets the cattle
- When cattle are sold, producer pays ELCC and the original principal, plus service free interest
- YOU keep the balance!

### Term Loans

- Intermediate, 3-, 5-, or 7-year terms
- Breeding livestock, dairy or beef
- Machinery, farm improvements

### Real Estate Financing

- 10-15-20-25-30-year amortizations
- Variable, adjustable, and fixed rates available
- Quick decision process
- Farmer Mac, alternative credit sources available



**Gary Williams**

Vice President ELCC  
608-356-8311, ext. 125  
608-434-4041 – mobile  
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## Risk Management



- What are your break-evens on your livestock or grains?



- Are you protected against market volatility?



- How are you managing your market risks?



- Do you contract any of your cattle?

*Improve your risk management with the help of our expertise!*

Equity Cooperative Livestock Sales Association's Risk Management department has programs to help you with your unique needs. Our expertise can help you understand and calculate your break-even and cost of gain. We can help you determine the optimal time, quantity, and method to market your livestock. Our services offer a variety of options to help protect you from market volatility. Call **800-362-3989, ext. 131 or 132**, or email [riskmanagement@equitycoop.com](mailto:riskmanagement@equitycoop.com).







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Livestock Sales Association  
P.O. Box 1003  
Baraboo, WI 53913  
1-800-362-3989  
www.equitycoop.com

## National Farm Safety and Health Week

Fall harvest time can be one of the busiest and most dangerous seasons of the year for the agriculture industry. For this reason, the third week of September has been recognized as National Farm Safety and Health Week. National Farm Safety and Health Week is led by the National Education Center for Agricultural Safety (NECAS), the agricultural partner of the National Safety Council.

Since 1991, AgrAbility of Wisconsin has been promoting success in agriculture for farmers and their families living with a farm injury, disability, or limitation. AgrAbility of Wisconsin is a partnership between the University of Wisconsin Extension and Easter Seals of Wisconsin.

Equity member Alan Kaltenberg (pictured below) serves on AgrAbility's State Advisory Council. He suffered some serious farm injuries that left him with limited mobility. He now travels and speaks as an advocate and user of AgrAbility and shares his story. Alan is set to host a farm tour as part of a training set for the National Training Program in March of 2022.



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### Equity News

c/o Equity Cooperative  
Livestock Sales Association  
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Baraboo, WI 53913

### Board & Officers

Leslie Danielson ..... District VI  
Chairman of the Board  
David Wilke ..... District II  
Vice Chairman  
Steven Schleis ..... District III  
Secretary/Treasurer  
Karl Merow ..... District VII  
Assistant Secretary/Treasurer  
Dan Leischer ..... District I  
Pete Kleiman ..... District IV  
Allan Cihlar ..... District V  
Brad Solchenberger ..... District IX  
Dwight Truttmann ..... District VIII  
Adam Quandahl ..... District X  
Curt Larson ..... President & CEO  
Janice Schyvinck ..... Editor  
Maureen Tobias ..... Copy Editor

### Market Directory

Altoona ..... 715-835-3104  
Arlington ..... 608-635-4376  
Barron ..... 715-537-5618  
Bonduel ..... 715-758-2125  
Johnson Creek ..... 920-699-3588  
Lomira ..... 920-269-4351  
Monroe ..... 608-328-8344  
Reedsville ..... 920-754-4361  
Richland Center ..... 608-647-6151  
Sparta ..... 608-269-3104  
Stratford ..... 715-687-4101  
Waukon ..... 563-568-4501

### Equity Livestock Credit Corporation

Gary Williams ..... 608-356-8311, ext. 125

### Commodities Division

Dave Johnson ..... 608-356-8311, ext. 131



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