ASI Board of Directors Update
January 28, 2017
Denver, CO

Scott Stuart
National Livestock Producers Association
National association of livestock marketing cooperatives and credit corporations

- 11 regional members
- 3.9 million head handled for 150,000 + members
- $750 million in livestock loans
The NLPA Sheep and Goat Fund Committee

- Comprised of 7 members:
  - 4 from NLPA Credit Corporations
  - 3 from the Sheep and Goat Industries
- Charged with developing policies and processes to administer the Intermediary’s functions and to ensure they are consistent with the Grant Agreement
- Meets regularly to assess applications, make funding decisions, and oversee Intermediary activities
LOAN COMMITTEE

- Walt Ernesti, Chairman (NE)
- Rick Lovell, Vice Chairman (UT)
- Pierce Miller, Secretary-Treasurer (TX)
- Darrell Ailshie (TN)
- Dave Johnson (WI)
- Jamie Gillmor (UT)
- Dan Lippert (MN)
PROJECT REQUIREMENTS...

- Must have an **impact** on the sheep and/or goat industry either locally, regionally, nationally or internationally
- Must have **defined** business plan and repayment plan
- Must have **reasonable** creditworthiness
- Must **not** be a basic production loan
Current Loans...

- Current volume: $4.06 million
- Commitments: $7.90 million
- 27 loans to 18 entities in 13 states
- Total Revolved: $44.6 million
- Current interest rate: 5% fixed (up to 5 years) or 6% variable; Differential pricing
FUNDED PROJECTS...
Wool / Mohair Processing
Sheep Dairies
Value-Added Lamb Processing
Genetic Improvement
Wool Warehousing
Cheese Processing / Merchandising
Fiber Milling
Lamb & Goat Feed
Institution & Association Funding
Wool Insulation
Risk Management
NLPA Sheep & Goat Fund Loan Concentration as of 12/31/2016

- Wool Warehousing: 44.7%
- Lamb Processing and Equipment: 12.2%
- Fiber processing: 5.7%
- Lamb and Goat Marketing: 3.3%
- Institution and Association Funding: 24.6%
- Dairy and Cheese Processing: 3.0%
- Lamb & Goat Feed: 2.1%
- Flock/Herd Expansion Loan: 4.4%
- NLPA Sheep & Goat Fund Loan Concentration: 100.0%
FLOCK EXPANSION LOAN PROGRAM

- Partnership with American Sheep Industry Association (ASI)
- Up to $2 million allocated
- 5-year term loans for purchase of ewes and rams (billies and nannies)
- Mentorship / Education through ASI
National Livestock Producers Association

1-800-237-7193 Ext. 10

www.sheepandgoatfund.com