At National Livestock Credit Corporation, we hope to serve as facilitator for producers wishing to obtain financing from the newly developed Sheep and Goat Fund. Depending on the geographic locations of producers, NLCC may also serve as a servicing agent for recipients of loan funds.
National Livestock Producers Association

Following passage of the Packer and Stockyards Act of 1921, the National Livestock Producers Association (NLPA) was founded in direct response to diminishing markets and excessive supplies of livestock. The realization that producers needed to work together to battle marketing problems led to the development of livestock cooperatives nationwide.

When the Federal Farm Board was established in the early 1930's the National Livestock Producers Association took on a new role as a capitalization vehicle for several livestock credit corporations across the country. The credit corporations were formed to make needed credit available to the producers through organizations that would specialize in working with livestock lending. Many of those original credit corporations are still in existence today.

Helping Regional Cooperatives

National Livestock Producers Association services are designed to help member marketing agencies and credit corporations become more effective and efficient for their producer-patrons. Through member interaction, many innovative services and programs are formed and alliances cemented which are designed to provide the livestock producer many opportunities to improve the producer's bottom line.

In addition, joint ventures and cooperation among the members lead to national exposure of producers' livestock through electronic marketing systems and networks of buyers and sellers.

Speaking out on behalf of the livestock producer

In the multibillion dollar business of livestock marketing and credit, a strong voice is crucial to protect business rights and a competitive environment. National Livestock Producers Association serves as Just such a voice, speaking out on behalf of members and their patrons.

Strong alliances with other livestock and credit organizations aid in providing a clear voice on regional and national issues. In addition, absolute credibility earned over more than 75 years emphasizes the positions taken by the National Livestock Producers Association on behalf of its members.

NLPA benefits for livestock producers

National Livestock Producers Association serves its members in several areas:

- as a Catalyst in creating interaction among the members to further exchange ideas and information.
- as a Representative on behalf of the members to other industry organizations, federal agencies and Congress.
- as a Resource for insurance and employee benefits programs for the members.
- as an Asset to provide assistance in employee training through annual conferences and specialized training as needed.
- as a Source of expertise to assist members in business planning and operations.
- as a Means for members to obtain price risk management services, through National Producers Service Company.
- as a Resource for financial assistance and capitalization, through National Feeder and Finance Corporation.

A diversity of service and expertise

Innovation, specialization and sophistication are but a few of the descriptions used when referring to the members of the
National Livestock Producers Association. In order to fully serve their patrons and customers, the members have worked together to create new financing, marketing and feeding programs to meet the challenges facing the livestock producer. Some of the services include:

- Expert auction marketing
- Internet livestock marketing
- Country sales and order buying
- Forward contracting
- Livestock feeding and grazing programs
- Commodity trading and hedging
- Certified calf programs
- Credit and loan assistance
- Animal health and breeding supplies
- Genetic advising and carcass feedback

**National Producers Service Company**

National Producers Service Company, a subsidiary and affiliate of the National Livestock Producers Association, was created in the 1960's when livestock futures began trading on the Chicago Mercantile Exchange. NPSC specializes in the assistance of livestock producers in developing risk management programs using futures, options and forward contracting. A member of the Chicago Mercantile Exchange, NPSC is represented on the CME Advisory Committees so that the Exchange is able to get advice on contract changes from time to time. National Producers Service Company maintains five offices to serve livestock producers nationwide:

<table>
<thead>
<tr>
<th>Location</th>
<th>Contact Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Colorado Springs, CO</td>
<td>Home Office (800) 237-7193</td>
</tr>
<tr>
<td></td>
<td>Branch Office (800) 525-3602</td>
</tr>
<tr>
<td>Baraboo, WI</td>
<td>Branch Office (800) 362-3989</td>
</tr>
<tr>
<td>Syracuse, NY</td>
<td>Branch Office (877) 603-2170</td>
</tr>
<tr>
<td>Greeley, CO</td>
<td>Branch Office (800) 831-5937</td>
</tr>
<tr>
<td>Sioux City, IA</td>
<td>Branch Office (800) 831-5937</td>
</tr>
</tbody>
</table>

**National Livestock Producers Association Industry Affiliations**

- American Farm Bureau Federation
- American Sheep Industry Association
- Animal Industry Foundation
- Animal Welfare Council
- Farm Animal Welfare Coalition
- Farm Credit Council, Inc.
- Livestock Conservation Institute
- Livestock Marketing Association
- National Cattlemen's Beef Association
- National Council of Farmer Cooperatives
- National Institute for Animal Agriculture
- National Milk Producers Federation
- National Pork Producers Council
- National Sheep Industry Improvement Center
What is the National Livestock Producers Association Sheep and Goat Fund?

The NLPA Sheep and Goat Fund is a revolving fund established within NLPA to assist the U.S. sheep and goat industries by strengthening and enhancing the production and marketing of sheep and goats and their products in the United States.

The Fund is the result of a Joint effort of the National Sheep Industry Improvement Center (NSIIC) and the National Livestock Producers Association (NLPA). The NSIIC made funds available to NLPA, which serves as an Intermediary and established the Sheep and Goat Fund. NLPA has the ability to service and administer this important program and was selected for their ability to provide:

- expertise with livestock production, processing and marketing-related lending;
- nationwide capability in urban and rural areas; and
- the ability to process and service loans from all segments of the sheep and goat industries; from production through the packer/processor/retail level.

What are the goals of the NLPA Sheep and Goat Fund?

NLPA has established the following goals with NSIIC for the Sheep and Goat Fund:

- Make capital available for increasing production or improving production efficiency.
- Improve marketing efficiency or product quality.

How are funds made available to the industry?

Financial assistance from the NLPA Sheep and Goat Fund can be delivered through either direct loans or loan guarantees. Since this is a revolving fund and is considered seed money to help the sheep and goat industries into the future, a loan repayment plan is therefore required from applicants.

Who is an eligible borrower?

An individual is not considered an eligible entity. Applicants may be public, private, or a cooperative organization; an association, including a corporation not operated for profit; a partnership; a limited liability company; a federally recognized Indian Tribe; a public or quasi-public agency; or any other recognized business organization.

What ways can the funds be used?

The Sheep and Goat Fund is administered by the Sheep and Goat Fund Committee. Members of the Committee have experience in either the sheep or goat industry or in livestock financing. The Committee has flexibility, within the guidelines of the agreement with NSIIC, to use the funds for the benefit of the sheep and goat industries. Following are some examples of areas where the NLPA Sheep and Goat Fund may be used.

- Improve marketing efficiency or product quality.
- To increase production or improve production efficiency. Investment in development and use of new equipment and methods to process sheep and goat products.
- Investment in the development, production and commercialization of new sheep or goat products.
- Purchase of equipment, leasehold improvements, machinery, supplies, or inventory for sheep or goat production.
• Business conversion, construction, enlargement, repair, modernization or development in processing facilities for sheep, goats or their products.

• Facilitate infrastructure and business development in the sheep and goat industries.

• Purchase and development of land, easements, rights-of-way, buildings, or facilities for the purpose of sheep or goat production or processing.

• Investment in efforts to manufacture and market new products for sheep or goat disease prevention and control; predator control; genetic and reproductive performance.

• Commercialization of sheep or goat products that have been developed by public or private institutions.

How are the applications processed?

Applications will be reviewed by the NLPA Sheep & Goat Committee every quarter. Therefore, applications must be postmarked by June 30 to be considered in the next review.

The Sheep and Goat Committee will review the applications and determine who will receive funds and the amount to be loaned. Once this is decided, the interest rate and terms of the loan will be determined by the regional organization that will service the loan.

How can I get an application?

Visit the NLPA Web site at www.npla.com, where a downloadable version of the application is available. Or, call, write, or email your application request to:

National Livestock Producers Association
660 Southpointe Court, Suite 314
Colorado Springs, Colorado 80906
Phone: (719) 538-8843
Fax: (719) 538-8847
Email: NLPA@worldnet.att.net
About the National Sheep Industry Improvement Center....

The Sheep Center (NSIIC) was established by Congress as a revolving fund in the 1996 Farm Bill to aid the nation's ailing sheep and goat industries.

Legislation was passed in 1993 that began the phase out of the National Wool Act, which took place between 1993 and 1995. The Wool Act had provided a direct payment program to producers of wool and mohair from 1954 to 1995 and served as an income stabilization mechanism. Between the beginning of the phase out in 1993 and January 2000, the number of sheep in the United States declined by 3.171 million animals (31 percent) and the number of operations with sheep has decreased by 25,810 (27 percent). The decline in the Angora goat numbers has been even more dramatic, with a 72 percent decrease during the same period.

The mission of the NSIIC is to assist the U.S. sheep and goat industries by strengthening and enhancing the production and marketing of sheep, goats, and their products in the United States.

**National Sheep Industry Improvement Center**
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