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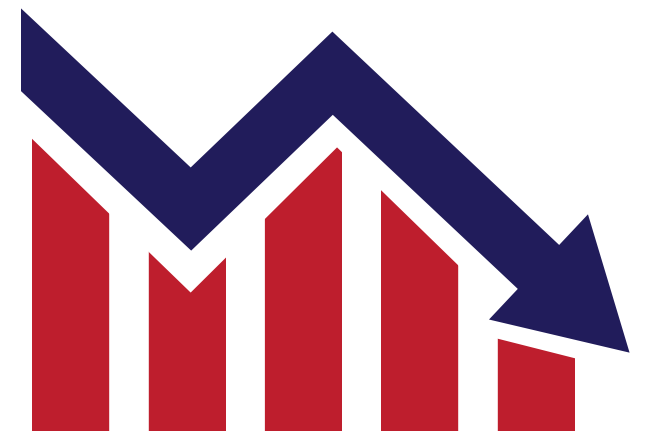
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## WHAT IS HAPPENING TO OUR AGRICULTURAL ECONOMY?

*Check out our story on page 04 to see what the experts are saying on what to expect in 2017.*



# AFR announces 2017 State Convention

Story by Paul Jackson

American Farmers & Ranchers State Secretary

The 2017 American Farmers & Ranchers Mutual Insurance Co. annual policyholder meeting and the Oklahoma Farmers Union State Convention is scheduled for Friday, Saturday and Sunday, Feb. 17th -19th, at the Embassy Suites Hotel and Conference Center, 2501 Conference Drive, Norman, OK.

One Officer's position, two Independent District Board of Director's seats and one Agent Director board seat will be decided during this 112th Convention in addition to the newly added NW Agent Director seat and the State-wide Independent Director board seat. The Officers and Board of Directors' seats up for election are: Secretary, Independent Director District 1, Independent Director District 4, Agent Director District 1, Agent Director District 3 and Independent State-wide Director.

At the close of the filing period there are 9 candidates; Officer Seat of Secretary currently held by Paul Jackson, Ringling; drew no opponent; Running for the NW Independent Director District 1, Currently held by Terry Peach, Mutual; opponent Eric Bilderback, El Reno; SE Independent Director District

4, currently held by Bob Holley, Antlers; opponents David Christ, Wewoka and Larry Austin, Madill; Agent Director District 3, John Ogden, Muskogee and Garrett Barnett, Tahlequah. New Board seats: Agent Director District 1, Kyndell Nichols, Ringwood, drew no opponent; Independent State-wide Director, Mason Mungle, Norman; Harvey Schroeder, Frederick.

County and Local policy resolutions received by the office of Secretary Paul Jackson are now being considered by the Policy Committee.

Bylaw proposals have been considered by the Bylaw Committee and will be published on the AFR website at [www.iafr.com](http://www.iafr.com) according to bylaw requirements and in the AFR Today publication on page 9.

Both dues alone and policyholder members are eligible to attend the convention as delegates but dues alone members will only be allowed to vote on matters of the cooperative and policy holders are eligible to vote on both cooperative and insurance matters. Different color badges will distinguish between the two categories. Only registered delegates wearing a

delegate badge may vote in the election of Officers and Directors.

Convention Delegates to the National Farmers Union (NFU) Convention in San Diego, California March 5-8, 2017 will be elected at the State Convention on the afternoon of Saturday, February 18, 2017. NFU delegate candidates must provide a biographical paragraph including reflecting AFR/OFU activities, to be given to the state delegates during the NFU delegate election. Delegate cards and biographical information must be received by the State Secretary no later than Noon, Saturday February 18th.

The names of deceased AFR Policyholders/OFU Members who have passed away since our last convention for the "Memorial Roll" will be remembered during a special presentation at the Sunday morning Worship and Memorial service, February 19th beginning at 9 AM.



**SPEAKERS**

**AGENDA**

**BOARD CANDIDATES**

**SPONSORS**

**DOOR PRIZES**

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## EDITING STAFF

**Sam Knipp**

Director of Public Relations  
American Farmers & Ranchers

**Samantha Siler**

Graphic Designer  
JS Creations

## STATE OFFICERS

**President**

Terry Detrick, Ames

**Vice President**

John Porter, Edmond

**Secretary**

Paul Jackson, Ringling

## STATE EXECUTIVE BOARD

**District 1**

Terry Peach, Woodward

**District 4**

Bob Holley, Antlers

**District 2**

Joe Ed Kinder, Frederick

**At Large #1**

Roy Perryman, Stigler

**District 3**

Marion Schaufler, Porter

**At Large #2**

Vacant

**At Large #3**

Mike Humble, Cache



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**Oklahoma State Union of the Farmers Educational and Cooperative Union of America**

**OUR PRIVACY POLICY:** We do not sell our membership information. We do not provide our members' personal information to persons or organizations outside of our affiliate companies. We afford prospective and former members the same protections as existing members with respect to personal information.

**INFORMATION WE MAY COLLECT:** We only collect the member's name, address, e-mail address and phone number.

**INFORMATION DISCLOSURE:** We do not share any of our members' personal information with outside entities. Your personal information is used to mail our monthly publication or advise you of information pertinent to your membership in the organization. It may be used to offer you any of our membership benefits. If you are a policy holder of one of our affiliate insurance companies, your information may be shared to verify correct contact information.



## Convention Highlights: What to Expect

### TOP SPEAKERS

Learn about Agricultural and Rural Advocacy training from a national expert who is entertaining as well. Experience the observations of the new political reality and a Washington, D.C. Perspective from two top agricultural industry lobbyists. Are you ready for the Veterinary Feed Directive? Discover information to keep you in compliance. Get the latest on the check-off program to promote beef consumption. Find out about Leadership Exploration and Development activities and being involved. Observe the challenges ahead for local extension offices and delivery of services as state finances are limited. A review of the challenges and opportunities in agriculture and rural Oklahoma in the coming year with finance and economic specialists.

### FARM SAFETY

Remind yourself of how quickly farm and rural life can turn tragic by attending the continual Safety on the Farm video as it takes a look at a comprehensive guide to common farm safety issues. Professionally produced by the National Farmers Union, there is something for everyone.

### YOUTH PROGRAM

Catch up on the Oklahoma 4-H Foundation activities and hear from past AFR/OFU youth participant now newly appointed Oklahoma Ag Statistician Troy Marshall as he recounts his AFR youth experiences and his new role. AFR speech contest winner recently elected state representative Kyle Hilbert, R-Depew brings remarks and the impact of youth programs on his life.

### TRADE SHOW

Enjoy a trade show from A-Z with more than 50 vendors.

### "SHINE TO GO" SHOE SHINE

Bring your boots to the Duffie Ford Lincoln's "Shine to Go" stands where service will be available FREE throughout the convention.

### CINNAMON ROLLS

The Oklahoma Wheat Commission will once again bake their famous cinnamon rolls in the trade show area. Just follow your nose!

### RALGRO WHEEL COLLECTION

Bring your Ralgro wheels to the AFR booth as we partner with the Oklahoma Cattlemen's Association.

### BEEF CERTIFICATES

Drawings for beef certificates sponsored by the Oklahoma Cattlemen's Association will be held during the general sessions.

### DRAWINGS

Experience the opportunity to win items representing the cotton, pecan and peanut industries as well as trade show vendor wares.

### LIVE & SILENT PAC AUCTION

This year's live and silent PAC auctions benefit the political action committee. Hear a report on actions taken last year.

### RECEPTION

Experience a social time with friendships renewed with good food and great Bob Wills style entertainment as a background for an evening of advocacy activities.

### NFU DELEGATES

Contact the State Secretary for the Delegate Card and Biographical Form to be considered to represent the Oklahoma Farmers Union at the National Farmers Union. Cards and Biographical information must be received back no later than Saturday, Feb. 18 at NOON. The NFU delegate election will occur following the announcement of director elections. The NFU Convention is March 5-8, San Diego, California.

### WORSHIP SERVICE

The Worship & Memorial service returns to Sunday morning to close out the convention with a video tribute honoring members who passed away in 2016, congregational singing participation, special music and message and the testimony of Cindi Broaddus whose life was forever changed with a random attack of acid being thrown from a bridge overpass. The Oklahoma native is a sister-in-law to television's Dr. Phil McGraw. Enjoy the southern gospel piano playing of Gathan Graham who has played nine White House Christmas's during three U.S. President's time in office.

### GRAND DOOR PRIZES

This year is a bit different – there will not be a single winner but five winners. A John Deere Home/Gun Safe, a Portable Generator and Air Compressor, a Kerosene Space Heater and a Stihl Chainsaw will be given to four lucky winners attending the banquet. Convention attendees also have a second chance this year with a bonus Grand Door Prize at the conclusion of the convention Sunday morning following the Worship Service where another John Deere Kerosene Space Heater will be awarded.



Justin Cowan

## Cowan named CEO of AFR Insurance

Insurance veteran and financial executive Justin Cowan has been selected as CEO of American Farmers & Ranchers Insurance. The AFR Insurance Board of Directors made the announcement effective Nov. 15, 2016.

"It's an honor and a privilege to lead AFR Insurance into the future, and I am very excited about this great opportunity," Cowan said. "I am proud to be a lifelong Oklahoman and a lifelong AFR member. My family has been AFR/OFU members for over 40 years. My goal is to continue to properly manage this great company so that it will be around for another one hundred plus years. I want AFR Insurance to continue on its successful path of growing revenue 5 to 6 percent per year, while increasing surplus at 10 to 12 percent per year, and continuing to be one of the

soundest insurance companies in the state."

The new CEO added some of the growth could include serving the needs of rural residences in neighboring states.

Cowan previously served as the Audit Committee Chairman on the AFR executive board. The Locust Grove, Okla., native and his wife, Linda, have owned and operated Cowan Insurance Agency in Locust Grove for 27 years. Cowan received his bachelor's degree in accounting from Northeastern State University in 1985 and has been a practicing Certified Public Accountant for 29 years. He has served as president of the Mayes County Farmers Union for 16 years and he is a member of the OFU Foundation Board of Directors.



Story by Sam Knipp  
American Farmers & Ranchers

# WHERE DO WE GO FROM HERE?

## EXPERTS PREDICT SLUGGISH ECONOMIC OUTLOOK FOR 2017

China, Mother Nature and the Trump administration are three key factors driving the farm economy in 2017. That's how many economic analysts are viewing the situation as we enter 2017.

A year of abundant grain yields in the U.S. coupled with stagnant global demand spells a sluggish farm market, according to Terry Barr, senior director of, Knowledge Exchange at CoBank. Barr was a featured presenter at the recent OSU Rural Economic Outlook Conference.

Barr prefaced his presentation with a sobering yet comical statement: "If I can get your expectations low enough, I can make you optimistic!"

"It's realistic to assume that this global environment is not going to be conducive to a real break out on the demand side," Barr said. "There really is no catalyst out there that says we're going to see a big rise in the middle class that's going to drive demand for U.S. commodities. This will keep pressure on the ag sector for the next two to three years."

However, like most economists, Barr has "another possible outcome." For example, what would happen if there was a severe drought in the U.S. grain belt or elsewhere in the world?

"I think Mother Nature is probably in control for the next two or three years, in terms of where these

commodity markets are going to go," Barr said. "The demand side is going to be subdued, which leaves us the impact of less supply."

### THE CHINA FACTOR

In a global market, the discussion has to include China, one of the world's largest producers and consumer of goods. Barr predicts slower growth in China, thus slowing demand for U.S. exports. But, trade officials believe with more than two billion mouths to feed, we can't expect demand to evaporate.

Brady Sidwell, president of Enterprise Grain, Sidwell Strategies and Sidwell Seed — all Oklahoma based companies — believes China must be included in the economic outlook picture. Sidwell recently returned to Oklahoma after spending 10 years working in China.

"China is changing rapidly, and I would like to see them included more in our strategic dialogue," Sidwell said. "There is a lot of potential, and I think we have to consider our relationship with China as a long term effort."

Sidwell proposed the idea of direct sales between Oklahoma and China as a way of boosting the state's agriculture economy.

"Instead of waiting on the U.S. and China to figure out policy complications, we could do more to

promote directly to China, different provinces, state to state, company to company. This could have great dividends in the long term."

The U.S. is heavily dependent on exports, especially for cotton where nearly 80 percent of U.S. cotton is exported. Jody Campiche, vice president of economics and policy analysis for the National Cotton Council and a former OSU agricultural economist, said China is the single largest factor in the cotton market. Campiche addressed a group of Oklahoma Congressional staff touring southwest Oklahoma agriculture in late October.

"China has reduced cotton acres by 48 percent since 2008," Campiche said, "and that trend will continue as they emphasize other crops."

That is good news for Oklahoma cotton producers who have harvested near record crops the past two years. Campiche added she expects strong demand for U.S. cotton for the next year and predicted cotton farmers will increase acreage in 2017 to meet the demand.

China's growing appetite for U.S. products is also good news for other U.S. farmers.

"China will need to import more corn, beef and soybeans from the U.S.," Sidwell said. "China's middle class is growing by almost 30 million people every year. China has 22 percent of the world population living on just 7 percent of the world's arable land."

### THE TRUMP CARD

With Donald Trump in the White House and the Republican Party taking control of the House and

“  
If I can get your  
expectations low  
enough, I can make  
you optimistic!”

Terry Barr  
Senior Director of Knowledge  
Exchange Bank, Cobank





“Uncertainty about trade and other economic factors is higher going into the new year, so there is more risk the forecasts could change after the [Presidential] inauguration.

— DERRELL PEEL

“If we don't support [the Trans-Pacific Partnership], China could take control, especially in the Asian trade market.

— LARRY SANDERS



“World wheat production is projected to be the fourth record crop in a row and the seventh record crop out of the last nine wheat crops.

— KIM ANDERSON



Senate, what impact will that have on the agriculture economy?

Trump has indicated he supports export trade as long as it protects Americans first. The Trans-Pacific Partnership was an election issue as both Trump and Clinton were against it. Post-election analysis shows perhaps the real reason Trump is against TPP is because of the impact on American workers, not necessarily that he was against exports.

This puts the pressure on Congress to negotiate trade agreements with a better outcome for U.S. workers, including agriculture.

“It seems odd that a Republican would not support something that would promote trade, such as TPP,” said Larry Sanders, OSU agricultural economics professor and extension economist. “If we don't support TPP, China could take control, especially in the Asian trade market.”

Domestically, Sanders believes Trump's desire to reduce the size of the federal government could mean fewer employees at the USDA's FSA and NRCS offices.

“We could see longer wait times and reduced services if the USDA cuts staff in these critical areas,” Sanders said.

Many expect the Trump administration to be more business friendly and reduce the heavy regulatory burden. This is especially true for agriculture, said Terry Detrick, Ames, Okla., farmer and AFR president.

“We would expect the new administration and Congress to roll back some of the egregious and unnecessary EPA rules, such as the Waters of the U.S.

[WOTUS] proposal,” Detrick said. “The last eight years have seen a tremendous amount of government regulations thrown our way. These have become tremendous obstacles to food and fiber production.”

### BEST ADVICE FOR 2017

Is the glass half full...or half empty? How should farmers react to lower economic projections for 2017? Will commodity prices be substantially lower?

Here is the wheat market projection from Kim Anderson, OSU agricultural economics professor and extension economist:

“Excess world wheat stocks are expected to restrict U.S. hard red winter wheat prices. Even though protein is below average, the 2016 U.S. hard red winter wheat crop has excellent milling qualities. The 2015 hard red winter wheat in storage at the beginning of harvest, 446 million bushels U.S., and 40 million bushels Oklahoma, was of relatively poor quality and may need to move into the feed market.

“World wheat production is projected to be the fourth record crop in a row and the seventh record crop out of the last nine wheat crops. World wheat ending stocks are projected to be a record 9.2 billion bushels. The world's wheat stocks-to-use ratio is projected to be 34 percent compared to a 5-year average of 29.5 percent. The U.S. stocks-to-use ratio is projected to be 50 percent.

“Hard red winter 2016-2017 wheat ending stocks are projected to be 588 million bushels, the highest since the 1986-1987 wheat marketing year. Oklahoma's 1986-1987 marketing year average price was \$2.28. The U.S. wheat average price was \$2.42.

“I'm predicting \$3.75 per bushel next June. The market is offering \$3.55 (KC July \$4.55 minus \$1 basis) for harvest 2017 delivery,” Anderson said.

Derrell Peel, OSU agricultural economics professor, expects cattle prices to average lower in 2017 with slightly higher consumer demand.

“For 2017, per capita beef consumption will average about 1.7 percent higher,” Peel said. “We expect live slaughter steer prices to average 8.3 percent lower for the year.”

However, Peel suggested these numbers could change.

“Uncertainty about trade and other economic factors is higher going into the new year,” Peel said, “so there is more risk the forecasts could change after the [Presidential] inauguration.”

With expectations of lower input costs, such as lower cash rents on land, perhaps lower or at least stable energy costs, economists are suggesting farmers study the cost side of the equation very closely.

“Obviously, farmers should be much more focused on cost,” Barr said. “You need to make adjustments on the cost side. On the price side, there are going to be limited opportunities. Instead of \$1 swings in the market, we're probably talking about a nickel or dime opportunity.”

Barr said there should be a realignment of expectations for successful producers in 2017. We're back to that quote we started this story with: “If I can get your expectations low enough, I can make you optimistic!”

TO HEAR MORE FROM KIM ANDERSON AND DERRELL PEEL, JOIN US AT AFR CONVENTION FEBRUARY 17-19, 2017!





## AFR's Suzanne Gilbert named Top 50 Woman of the Year

Suzanne Gilbert, AFR Insurance Agent and Chair of AFR Women's Cooperative, was recently named finalist in the Woman of the Year, 50 making a difference award. The award, sponsored by The Journal Record, recognizes some of the more influential Oklahoma women leaders making a difference in the lives of others. According to The Journal Record, they launched this annual salute to women in 1981 to honor a growing and influential sector of the business community.

Gilbert has served in many professional and volunteer positions including work with the FFA, 4-H, and the Shawnee Chamber of Commerce.

"Suzanne, her husband Randy, and their entire extended family have worked tirelessly to help improve the lives of rural Oklahomans," said Terry Detrick, AFR President.

## Holly Carroll joins AFR staff

Holly Carroll joined the AFR staff Nov. 28 as Membership Services and Field Operations Coordinator.

"We are excited to have Holly on our team," Terry Detrick, AFR President, said. "She brings a great deal of passion, experience and energy that will translate into success with our organization."

Carroll, a native of Greensburg, Kentucky, has worked as a middle school teacher and in leadership development for Oklahoma Farm Bureau. Her family owns a beef cattle farm in central Kentucky. She earned a Bachelor's of Science degree in Agriculture Education from Western Kentucky University and a Masters in Secondary Education from Campbellsville University.

"I believe AFR is well situated to engage and connect rural and urban areas," Carroll said.

Carroll believes retaining the next generation and stopping the "brain drain" from rural communities as a major challenge.

"We need to reach out to these people and show



Holly Carroll

them we are all here for the betterment of Oklahoma," Carroll said.

Carroll, and her husband Chris, have two children and reside in Cashion. Chris is a loan officer at National Livestock Credit Corporation.



## AFR SPONSORS TULSA CATTLE GRADING CONTEST

AFR played a major role once again this year in the Tulsa State Fair by sponsoring the annual commercial cattle grading contest with more than 1,000 rural youth participating. Micaela Danker, AFR youth development coordinator, left, and AFR President Terry Detrick, right, are shown here with several of the contest winners.



## AFR BOARD OF DIRECTORS DONATES TO OK KIDS KORRAL

Left to right are Paul Jackson, AFR Secretary; Juliet Nees-Bright, Executive Director, The Toby Keith Foundation OK Kids Korral; and John Porter, AFR Vice President presenting a \$1,000 check along with another \$1,000 in fuel and food gift cards for families from AFR Mutual Insurance Company on behalf of the Board of Directors and Officers. Earlier in the year individual AFR Directors and Officers contributed \$2,200 for provide complete Christmas turkey and dinners for impacted families. AFR employees participate monthly giving their time in the Chuck Wagon meal preparation program for families staying at the resource center. Employees also coordinate a Spring and Fall Supply Drive for the facility and have provided other priority needs. The 16 unit facility is designed to provide a cost-free, convenient and comfortable home for pediatric cancer patients receiving treatment at The Children's Hospital at OU Medical Center and other nearby facilities. The mission of The Toby Keith Foundation is to encourage the health and happiness of pediatric cancer patients and to support OK Kids Korral. The facility hosts families that are beyond 30 miles from the hospital and as a result largely serves a large number of rural citizens. OK Kids Korral is the adopted charity of AFR and was recognized by the Foundation as the outstanding group assisting the facility last year.



## OSU STUDENT JOB SHADOWS WITH AFR INSURANCE

Left: We enjoyed having OSU student Maegen Wallace, Tahlequah, left, spent time "job shadowing" Oct. 25 with Lauren Shryock, property adjuster. Maegen is a junior majoring in agricultural leadership.

## AFR SPONSORS AGR WINTER BONANZA

Right: AFR was a platinum sponsor for the 2016 Alpha Gamma Rho Winter Bonanza livestock show for disadvantaged kids, Dec. 9, at the Payne County fairgrounds in Stillwater.







# DID YOU KNOW

**BEEF'S BIG 10**  
Do more than just get through the day — be your best every day. Here's how beef's essential nutrients can help.

- IRON** helps your body use oxygen.
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- PROTEIN** helps preserve and build muscle.
- SELENIUM** helps protect cells from damage.
- VITAMINS B<sub>6</sub> and B<sub>12</sub>** help maintain brain function.
- ZINC** helps maintain a healthy immune system.
- PHOSPHORUS** helps build bones and teeth.
- NIACIN** supports energy production and metabolism.
- RIBOFLAVIN** helps convert food into fuel.

All lean beef cuts have less than 10 grams of total fat, 4.5 grams or less of saturated fat and less than 95 milligrams of cholesterol per 3 1/2-oz. cooked serving. Surprised? Some cuts of beef are as lean as a 3-oz. skinless chicken thigh.

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While you and the White family are working to produce nutritious beef, your checkoff provides facts to consumers about the importance of beef in the diet.



*Lori and Benji White and family*  
Cow-calf producers  
AFR members



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## 2017 AFR BOARD CANDIDATES



### JOHN OGDEN Northeast Agent Director District 3

John Ogden, a rancher from Oktaha, has been involved in an AFR/OFU leadership capacity for many years, including service as Vice-President and Director on the Executive Board from February 1978 to February 1988 and again from 2001 to 2011.

He and his wife, JoAnn, have been long time AFRMIC agents and have been active in the Muskogee County and Local AFR/OFU chapter serving as a County Board member for 40 years while JoAnn served as County President.

Ogden has been owner/agent of the Ogden Insurance Agency in Muskogee from January 1976 to present. He was also the owner/agent of the Ogden Insurance Agency in Haskell, where his duties included heavy client contact and sales.

Ogden has served as Executive Director of the Muskogee County Community Action Foundation, where he wrote and administered various grants for low income families. Ogden owned and Operated Muskogee Overhead Door Company until selling it in 1992. He became Branch Manager of Rocket Freight Lines after having worked there as a driver for three years. He was Store Manager for McAdams Pipe and Supply in Muskogee and worked as a construction engineer for ODOT.

Ogden attended Connors State College and Bacone College.

Also, during his lifetime of public service, he has served on the Governor's task Force for Small Business, and as a Board Member of W.I.S.H. He is past President of Teamsters Union Local 516. He is a member and has served as a Deacon in the Assembly of God Church.



### GARRETT BARNETT Northeast Agent Director District 3

Garrett Barnett manages Celeste Looney Insurance in Tahlequah, with his wife and co-owner, Brandi. He attended his first AFR convention when they began dating and later asked for her parents' blessing in marriage at an AFR convention in 1997. Barnett became an agent when he joined the third-generation family business in 2009.

He received his BBA at the University of Oklahoma with a major in Management Information Systems (MIS) in 1996. He entered the computer field when most businesses were

beginning to realize the necessity of a presence on the Internet. Garrett worked the next 12 years at Hertz Car Rental. He led the team that set up reservation centers in Australia, Canada, and the United States. Then, in 2001 Barnett assumed management of the Internet Systems and Design team for hertz.com. In 2007, he moved to corporate headquarters in New Jersey. He chose to leave in 2008 in favor of raising his young family in small town Oklahoma where public schools, 4-H and FFA are strong.

When Barnett joined Celeste Looney Insurance in January 2009, the economic crisis was in full swing and AFR discovered that they were in a very tenuous financial position. As AFR recovered from its volatile situation, he recognized AFR had unrealized potential. With the help of technology and advances in procedure, he believes we can preserve our AFR heritage while moving prudently into the future.

Garrett attends Life Church, along with the joys in his life: Brandi, Maximus (8) and Alexandra (5).



### TERRY PEACH Northwest Independent Director District 1

Terry Peach, of Mutual, is the third generation to operate his family's 1898 homestead. He is currently focused solely on farming/ranching and has ample time to devote to AFR/OFU.

Peach has had several pursuits during his career. He earned a bachelor's in agricultural education from OSU and taught v-ag at Cashion. He left his teaching career to go into business for himself, operating a feed business for many years. He also started Woodward Hull, an oilfield supply company that his son, Te, now operates.

Professionally, Peach has served as the USDA Farm Service Agency State Executive Director and as the Oklahoma Secretary and Commissioner of Agriculture from 2003 to 2011, managing a budget of up to \$50 million.

Peach has been an AFR/OFU member since 1998. He has participated in the organization's speech contest and other youth activities, and has spoken at several AFR/OFU conventions. He remains active in church, community and youth activities in Woodward County, and has served on his local school board and chamber of commerce board.

Peach has received the Honorary State and National FFA Degrees, the Oklahoma Wheat Commission Staff of Life Award, the Oklahoma Cattlemen's Association Distinguished Service Award, the Oklahoma Association of Conservation Districts President's Award and the USDA Distinguished Service Award. He has also served as president of the Southern U.S. Trade Association and the Southern Association of State Departments of Agriculture.

Terry is proud of his three sons and their families—Te, Bowdy and Joshua, their wives and six grandchildren.



### ERIC BILDERBACK Northwest Independent Director District 1

Eric Bilderback was raised on a small farm near El Reno. He earned an Associate's from EOSC, a Bachelor's from OSU and a Master's from SNU.

Bilderback has spent his career teaching at Chattanooga, Chickasha, Yukon and El Reno. He is very proud of his student's accomplishments. In 2002, he was named the Career Tech's Outstanding Young Agriculture Teacher of the Year.

Bilderback also served as the Agriculture Department Head at Redlands Community College. He managed the progressive program's 20 employees and \$1.5 million dollar budget. During his tenure, enrollment grew by 125%.

Bilderback has served as an Oklahoma Career Tech Ag-Ed Specialist. He supervised 95 teachers in SE Oklahoma, and was a liaison between school administration and the state department.

Bilderback was elected to the AFR/OFU Board of Directors in February 2011. He served as the Compensation Committee Chairman and was a member of the Audit and Building Committees. As committee chairman he led the search for a new CEO who was hired to bring stability to the company. Those three years also saw the sale and subsequent purchase of a new building, along with a new outline of business management strategies, accompanied by great weather that contributed to AFR's current condition.

Bilderback teaches in El Reno where he is a member of the Masonic Lodge, Sirloin Club, OCA, and Heaston Church. Eric and his wife Shelly have been married for 19 years and have one daughter, Lauren.



### BOB HOLLEY Southeast Independent Director District 4

Bob Holley was born and raised in rural Southeast Oklahoma on a small farm in the Pickens community.

Family enterprises include beef cattle, market hogs and timber with the principal off-farm income from timber harvesting for Choctaw Lumber Company later known as Weyerhaeuser Company.

His education was from Clebit, Oklahoma, then Battiest, graduating in 1957 in Broken Bow, Oklahoma.

He received an Associate's Degree in Agriculture in 1959 from Eastern Oklahoma A&M, Wilburton, and graduated with a BS Degree in Vocational Agriculture Education from OSU in 1961. Later that fall he completed one semester toward his Master's Degree.

After employment as a Vocational Agriculture Instructor for two terms at Wickes, Arkansas High School, he began working in 1965 as Assistant County Supervisor with USDA, Farmer's Home Administration (FMHA) in Pushmataha County in Antlers, Oklahoma where the agency made and serviced various types of loans.

Upon promotion to County Supervisor in 1968-69, he transferred to the Choctaw County Office in Hugo, Oklahoma where he served until 1979. After a promotion to District Director, he transferred to Atoka, Oklahoma where he supervised a minimum of 10 counties until retirement in July 1992. Holley has used his years of experience with FMHA financial planning, district farm loan portfolio management and bank board experience to assist him in helping AFR double its surplus to \$70 million.

Bob is married to wife Norma, has three children, eight grandchildren and one great-grandson. He has resided on their ranch in the Nelson community for almost 40 years producing hay, beef cattle and timber. He is a member of First Baptist Church with his priorities being God, Family and Country in that order.



### DAVID CHRIST Southeast Independent a District 4

David H. Christ was born in Shawnee, OK. He Graduated from Wewoka High School. After high school Christ joined the U.S. Army serving six years. After his service he continued his education at Oklahoma State University, getting his B. A. in Agricultural Education and followed with his M. A. in Agriculture. He taught at Cushing High School for seven years. Christ left Cushing and returned to Wewoka to take his father's position teaching Agriculture in 1982. Christ taught Agriculture to students for 38 years. He retired from teaching in 2013.

Christ is a member of the Oklahoma Cattlemen's Association and the Hughes County Cattlemen's Association. He is a life member of the American Angus Association. Christ serves on the Farm Service Agency Board for Seminole and Hughes County. He is a member of the National Association of Agricultural Educators. In 1994, Christ designed cattle feed troughs for his ranch, little did he know, it would turn into a business distributing in seven states. In 1996, he received the Entrepreneurship 101 Award, For Outstanding Leadership in the Field of American Business Creativity & Entrepreneurship from Ohio State University.

David and his wife, Sheryl resides north of Wewoka on Angus Valley Ranch established in 1955. They own and lease approximately 1,000 acres and run approximately 90 mother cows. They bale around 600 acres every summer.





### LARRY BYRD AUSTIN Southeast Independent Director District 4

Larry Byrd Austin is the CEO of Crown Lubricants Inc, an oil distribution company he started in June 2012 and grew to a company with revenues of 8.5 million today. His favorite responsibility as the CEO at Crown is developing and maintaining relationships with customers. Prior to his current position, he had 37 successful years in sales. He won multiple awards including "Most New Accounts" and "Highest Sales".

Austin was born in Chickasha, OK on February 10th, 1952. He spent his early childhood in Bradley, OK working on their family ranch harvesting wheat and then later moved to Oklahoma City where he attended high school at US Grant and then went on to attend the University of Oklahoma. He is proud to call himself a lifetime Oklahoman.

Larry is married to Patty Austin, has three children and nine grandchildren. His hobbies include spending time with his family, attending/watching any OU sporting event, hunting and fishing. He is a member of the First Baptist church in Madill.



### KYNDELL NICHOLS Northwest Agent Director District 1 – Unopposed

Kyndell J. Nichols has been a lifelong AFR/OFU member. After graduation from Oklahoma State University with a BS Degree in Ag Economics and Accounting, he returned to the family farm to work with his father and with his mother in the insurance and real estate business. Nichols has been an agent for AFR/OFU since 1985. He now runs the farming operation and has expanded a registered Hereford cattle herd with the help of his two sons, Levan and Lathan.

As an active AFR member, he has served on the Policy Committee, attended Washington DC fly-in and participated in a Special Advisory Committee to the Board of Directors. He was appointed by AFR/OFU to serve on a special committee formed by then Governor Keating, to study the state's ability to handle an infectious disease attack. He has served as a Local officer, County Board member and has been President of the AFR Northwest Area for over 20 years.

As an agent, Nichols is serving on the Agents Association Executive Council and served on a special committee appointed by the Board to review the agent's contract.

Nichols has been an active leader in his community for 25 years serving on the County Fair Board and is a Charter Member of the Ringwood Lions Club. He was a member of the Oklahoma Hereford Association Board and served as President.

Kyndell was married for 26 years to wife Michelle who also was an agent for AFR/OFU and have two sons, Levan and Lathan Nichols.



### MASON MUNGLE At-Large Independent Director

Mason Mungle's roots began and remain in agriculture. He was a partner in the family dairy farm at Atoka, Oklahoma, and is still involved with a cow/calf operation on the farm. He graduated from Atoka High School and was in FFA earning the Chapter, State and American Farmers degrees, and served as a State Officer. He has been an OFU member and insured for over 40 years. Mungle was a member of the first class of the Oklahoma Agricultural Leadership Program and has a Bachelor and Master Degree from Oklahoma State University in animal science.

Mungle served as director of the Oklahoma Conservation Commission working with Conservation districts in Oklahoma from 1986-1997. He served on numerous state and national committees dealing with soil, water and rural development.

Mungle worked for OFU/AFR in Coop Development and Legislative Affairs from 1997 to 2007. Duties included managing programs and legislative activities at the state and national levels for agriculture, rural and insurance issues. He was active with Farmers Union youth programs -- judging speech contests, speaking at camps and general program support.

Mungle served as president of Farmers Royalty Company until retirement in 2016. Farmers Royalty Company was established in 1928 as Farmers Union Cooperative Royalty Company. He is on the board and past state president of OK NARO and serves on the board of the Oklahoma Agriculture Mediation Program. He is a member of McFarlin Methodist Church, Norman.

Mason and his wife Renee, have three children and 3 grandchildren.



### HARVEY SCHROEDER At-Large Independent Director

A native of Frederick, Oklahoma, Harvey Schroeder has been actively involved in a family farming operation all his life where he currently grows cotton and wheat.

He holds a Bachelor's Degree from SWOSU.

He serves as a Deacon at the First Baptist Church in Frederick.

Schroeder is currently employed as the Executive Director of the Oklahoma Cotton Council. This has given him a special opportunity to represent the cotton and agricultural industries for Oklahoma and region in all the facets of the cotton industry. He

is also on the Board of Directors of Cotton, Inc. and the National Cotton Council.

He is presently serving as Chairman of the Pesticide Advisory Council of the Oklahoma State Department of Agriculture. In addition, on the federal level, he is a member of the USDA Agricultural Technical Advisory Committee on Trade for Tobacco, Cotton and Peanuts. He is on the Dean's Advisory Committee at OSU. Serving as a member of the Tillman County Board

He has served on the AFR's Policy Committee and chaired that committee, been a delegate to our state convention the last few years as well as serving as a member of the NFU Policy Committee and a delegate to the national convention this past year.

Harvey has been married to his wife Joyce for 50 years, have two sons and five grandchildren. Both sons graduated from OSU.



### PAUL JACKSON State Secretary – Unopposed

Paul Jackson was elected AFR/OFU Secretary/Treasurer in 2013 to fill an unexpired vacancy and was unopposed and re-elected in 2014. His duties include board minutes, custody of records, bylaws, election oversight, membership services, convention management, committee appointments and archivist. In a prior role as Farm & Cooperative Programs Director, he led organization activities, adult and youth leadership and legislative fly-ins to Washington. A 22-year AFR/OFU employee, he holds Property, Casualty, Health and Life insurance licenses.

Most recently he served as AFRMIC interim CEO for 10 months while continuing Secretary duties.

A fourth-generation farmer/rancher, Jackson has a diverse agricultural background, including cow-calf, stocker cattle, wheat, rye, peanuts, cotton, hay and hogs.

Jackson serves on the boards of Love County Farmers Union & Local 741, Oklahoma Agricultural Leadership Program, Oklahoma 4-H Foundation and Midwest Shows Scholarship Program. He is a community volunteer, fireman, assistant pastor and church treasurer, and member of the Oklahoma Cattlemen's Association, Love County Historical Society, and Oklahoma Society of Association Executives.

Jackson chaired the NFU Policy Committee, served on the Oklahoma Comprehensive Water Planning Committee, National Fire Ant Task Force and was appointed to the National Cattlemen's Beef Promotion and Research Board.

Jackson worked in Washington, D.C., on rural development and agriculture issues for an Oklahoma congressman and was the National Rural Water Association Professional Programs Director.

Jackson earned a degree in agricultural communications from OSU and has completed Leadership Love County and Oklahoma Agricultural Leadership Program. He and his wife, Kim, have two daughters, Courtney and Sarah.

## BYLAWS COMMITTEE PROPOSES CHANGE FOR DELEGATE CONSIDERATION

The Board of Directors, as the Bylaws Committee for American Farmers & Ranchers Mutual Insurance Company ("AFR"), proposes the following amendment to Article IV, Section 8(c) of the 2016 Amended and Restated Bylaws of American Farmers & Ranchers Mutual Insurance Company (the "Bylaws"). Currently, Section 8(c) limits a CEO's term to one (1) year.

During the last CEO search, the Board determined that a one (1) year limitation to a CEO's term could be a disincentive for an otherwise qualified candidate to commit to be AFR's CEO. A CEO candidate, when considering to relocate his/her family and leave other employment, is less inclined to do so for a one (1) year term commitment from AFR. AFR was able to hire a talented person who had solid experience with AFR as its new CEO. Nevertheless, the one (1) year term limitation was an issue during discussions.

The Board of Directors recommends that the Bylaws be amended to allow the Board of Directors to hire a CEO for a term up to three (3) years. This language would also grant the Board with the discretion to negotiate with a CEO candidate for a term of any length as long as it does not exceed three (3) years. The Board of Directors believes that the requested amendment will help place AFR in the position, as needed, to attract and hire the most-talented people for the position of CEO, which, in turn, benefits AFR and its policyholders. Additionally, extending the term for AFR's CEO to three (3) years creates consistency with the current terms for AFR's Officers and Directors, which are also three (3) year terms.

The Board recommends the approval of the amendment.

### PROPOSED REVISION TO

### ARTICLE IV, Section 8(c)

of

### 2016 AMENDED AND RESTATED BYLAWS OF AMERICAN FARMERS & RANCHERS MUTUAL INSURANCE COMPANY

(c) Chief Executive Officer (CEO). The A CEO shall be appointed by the Board of Directors of the Corporation to serve a term of one (1) year for a period of time up to three (3) years or until his successor is duly appointed. The Board of Directors shall have discretion to retain a current CEO for additional term(s) of office, but each such additional term(s) shall never exceed three (3) years. The CEO is not required to be an officer of the State Union. No person shall be eligible to serve and hold the office of CEO who has a conflicting interest in a similar organization as an officer, director, or agent, who would, by reason of other affiliates be in a position to engage in or profit from transactions prohibited by statute. The CEO shall have general and active management, direction, and control of the business and affairs of the Corporation and shall see that all orders and resolutions of the Board of Directors are carried into effect. The CEO will also be responsible for other duties as assigned by the Board of Directors.



## NOTICE OF THE ANNUAL POLICYHOLDERS' MEETING OF THE AMERICAN FARMERS & RANCHERS MUTUAL INSURANCE COMPANY

In accordance with Article III, Section 1, of the Bylaws of the American Farmers & Ranchers Mutual Insurance Company, Notice is hereby given that the 2017 Annual Meeting of the Policyholders of the American Farmers & Ranchers Mutual Insurance Company will take place at the Embassy Suites Hotel and Convention Center, 2501 Conference Drive, Norman, OK, February 17 & 18, 2017 beginning at 1:15 p.m., Friday, Feb. 17, 2017. Registration will begin at 9:00 a.m. with the meeting scheduled to convene at 1:15 p.m. Friday, Feb. 17, 2017. Presentations of business and financial reports, election of Officers and Directors, consideration of proposed By-Law amendments, and other necessary business will be conducted at this meeting.

Terry Detrick, President  
Paul Jackson, Secretary

## NOTICE OF THE ANNUAL MEMBERSHIP MEETING OF THE OKLAHOMA STATE UNION OF THE FARMERS EDUCATIONAL AND COOPERATIVE UNION OF AMERICA, INC.

In accordance with Article V, Section 5.3, of the Bylaws of the Oklahoma State Union of the Farmers Educational and Cooperative Union of America, Inc., the 2017 Annual Membership Meeting of the Oklahoma State Union of the Farmers Educational and Cooperative Union of America, Inc., will be held at the Embassy Suites Hotel and Convention Center, 2501 Conference Drive, Norman, OK, February 17 & 18, 2017. Registration will begin at 9:00 a.m. with the meeting scheduled to convene at 1:15 p.m. Friday, Feb. 17, 2017. Presentations of business and financial reports, election of Officers and Directors, consideration of proposed By-Law amendments, consideration and adoption of policy resolutions, and other necessary business will be conducted at this meeting.

Terry Detrick, President  
Paul Jackson, Secretary

### FRIDAY, FEB. 17, 2017

- 9 a.m. Registration, PAC Drop-off, Ticket Sales, Voting, Trade Show Opens**
- 9:30 a.m. Policy Committee Meeting**
- 10 a.m. The New Veterinary Feed Directive** — Dr. Rod Hall, State Veterinarian, ODAFF
- 10 a.m. Agent Marketing Session** — Chris Campbell, Marketing/Agent Relations Director
- 10:30 a.m. Agent BriteCore, AFRMIC Technology Presentation** (Sponsored by BriteCore & Prime Advisors, Inc.)  
Phil Reynolds, CEO, Founder, BriteCore  
Adam Travis, Technology Development Director, AFR
- 11:15 a.m. Agent Recognition Lunch** (Sponsored by Willis Re & Prime Advisors, Inc.)
- 1:15 p.m. Agent Resource Room Opens** (Sponsored by Prime Advisors, Inc.)  
Safety on the Farm Video Opens

#### FIRST GENERAL SESSION

- 1 p.m. PAC Silent Auction Begins**  
Door Prizes (Sponsored by MIDCON & LegalShield)  
Beef Certificates (Sponsored by Oklahoma Cattlemen's Association)  
Invocation — Lendell Birdsong, Chaplain  
Pledge of Allegiance — AFR Youth Advisory Council
- 1:15 p.m. Call to Order** — Terry Detrick, AFR President  
Meeting Notices, Convention Rules  
Committees & Appointments — Brandon Wilson, Parliamentarian  
Bylaws Consideration — Terry Detrick, President & Chair  
Election Committee Report  
Candidate Speeches — Paul Jackson, Chairman  
Milk & Cookies Break (Sponsored by DairyMAX & COX Business)  
CEO Report — Justin Cowan, AFR CEO  
Financials Report — Tara Brooks, AFR CFO & Treasurer  
Membership Report — Paul Jackson, Secretary  
Vice President Report — John Porter, Vice President  
President Report — Terry Detrick, President  
NFU Policy Report — Ray Miller, Policy Committee Member  
Consideration & Adoption of Policy — Cody Crow, Policy Committee Chair  
Recess Business Session
- 5:30 p.m. Trade Show Closes**  
Agent Resource Room Closes  
Safety on Farm Video Closes
- 5:30 p.m. Reception & Entertainment by A Bar Bunkhouse Band**  
Entertainment sponsored by Oklahoma AgCredit & Farm Credit of Western Oklahoma. Reception sponsored by BancFirst, Oklahoma Beef Council, The Poultry Federation and the AFR LEAD Program.

#### SECOND GENERAL SESSION

- 6:45 p.m. Agricultural Advocacy Remarks**  
Trent Loos  
(Sponsored by Farm Credit of Western Oklahoma & Oklahoma AgCredit)
- 7:30 p.m. PAC Report** — PAC Committee
- 7:45 p.m. Live PAC Auction**
- 9 p.m. Northwest Area Meeting**  
Registration, Voting, Ticket Sales Close

### SATURDAY, FEB. 18, 2017

- 8 a.m. Registration, Voting, Ticket Sales, Trade Show, PAC Silent Auction, Safety on the Farm Video, Agent Resource Room Opens**
- 8:15 a.m. Youth Program Assembly**
- THIRD GENERAL SESSION**
- 8:15 a.m. Door Prizes** (Sponsored by MIDCON & LegalShield)  
Beef Certificates (Sponsored by Oklahoma Cattlemen's Association)  
Invocation — Lendell Birdsong, Chaplain  
Pledge of Allegiance — AFR Youth Advisory Council

- 8:30 a.m. Youth Partnership Remarks** — Blayne Arthur, Oklahoma 4-H Foundation  
Remarks — Troy Marshall, Oklahoma Ag Statistics, USDA  
Youth Program — Micaela Danker, AFR Youth Development Coordinator  
Remarks — Rep. Kyle Hilbert, R-Depew, Oklahoma House of Representatives  
AFR/OFU Jr. Division Speech Contest Winner — Gunner McNeil, Elgin  
Poster Contest Winners  
State Scholarship Recipients  
Outstanding Youth Awards  
Youth "Year in Review"  
Beef Check-Off Program Update — Heather Buckmaster, Oklahoma Beef Council  
AFR-LEAD Program Update — Bailey Kliewer, LEAD State Council Chair  
Milk & Cookies Break (Sponsored by DairyMAX & OK Ag Coop Council)  
Remarks — Dr. Thomas Coon, VP & Dean, OSU DASNR  
Remarks — Jay Hannah, Executive VP of Financial Services, BancFirst  
Washington Perspective — Daren Coppock (ARA) & Rob Larew (NFU)  
(Sponsored by Oklahoma AgCredit & Farm Credit of Western Oklahoma)

- 11:45 a.m. PAC Silent Auction Closes**
- 11:45 a.m. Women's Cooperative Awards Lunch**
- 12 p.m. Ticket Sales Close**  
NFU Delegates Candidate Deadline  
Agent Resource Room Closes

#### FOURTH GENERAL SESSION

- 1:15 p.m. Door Prizes** (Sponsored by MIDCON & LegalShield)  
Beef Certificates (Sponsored by Oklahoma Cattlemen's Association)
- 1:30 p.m. The State of the Agricultural Economy**  
John Grunewald — Farm Credit of Western Oklahoma  
Dr. Kim Anderson — Professor Emeritus of Agricultural Economics, OSU  
Dr. Darrell Peel — Professor, Charles Breedlove Professorship in Agribusiness, OSU
- 2 p.m. Registration & Voting Booths Close**  
PAC Silent Auction Check-Out
- 2:45 p.m. Election Results, Completion of Business, NFU Delegates Election**
- 3 p.m. Milk & Cookies Break** (Sponsored by DairyMAX & COX Business)  
Safety on the Farm Video Closes
- 3:30 p.m. Breakout Sessions**  
Ag Advocacy — Trent Loos (Sponsored by AFR LEAD Program)  
Agent's Association Meeting  
NFU Convention Delegates Ballot Count
- 4 p.m. Trade Show Closes**
- 6 p.m. VIP Guests Reception**

#### CONVENTION BANQUET

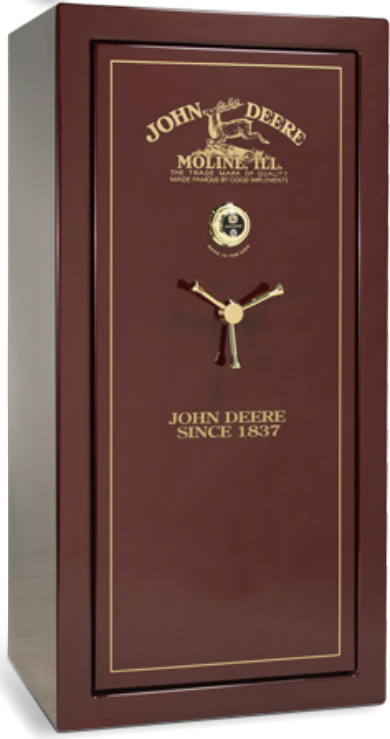
- 6:30 p.m. Banquet Doors Open**  
Year-in-Review Video
- 7 p.m. Welcome** — Terry Detrick, AFR President  
Invocation — Lendell Birdsong, Chaplain  
Pledge of Allegiance — AFR Youth Advisory Council  
National Anthem — Lerin Thomas, Newkirk  
Dinner (Entree Sponsored by Oklahoma Pork Council)  
Entertainment — Lerin Thomas, Newkirk (Sponsored by MIDCON)  
Remarks — H.E. Rainbolt, BancFirst Board Chairman  
Entertainment — "Families are Funny, Different and Important"  
Dr. Charles Petty (Sponsored by BancFirst)  
Grand Door Prize Drawing (Sponsored by Farm Credit of Western Oklahoma, Oklahoma AgCredit and P&K Equipment)

### SUNDAY, FEB. 19, 2017

- 9 a.m. Worship & Memorial Service** — Lendell Birdsong, Chairman  
"A Random Act" — Cindi Broadus  
Piano — Gathan Graham  
Close Convention & Final Drawing (Sponsored by Farm Credit of Western Oklahoma, Oklahoma AgCredit and P&K Equipment)



MUST BE PRESENT AT CONVENTION BANQUET TO WIN OUR *grand door prizes*



**PRIZES INCLUDE:**

- JOHN DEERE HOME/GUN SAFE
- JOHN DEERE COMPRESSORATOR
- JOHN DEERE KEROSENE SPACE HEATER
- STIHL CHAINSAW

**BONUS:** Kerosene Space Heater at Sunday Morning Session!

**TOTAL VALUE OF \$4,350!**  
**MUST BE PRESENT TO WIN!**

Sponsored by: Farm Credit of Western Oklahoma, Oklahoma AgCredit and P&K Equipment

**THANK YOU TO OUR CONVENTION SPONSORS!**

**TOP TIER (\$5,000 - \$10,000)**



**TIER 2 (\$1,000 - \$4,999)**



**TIER 3 (\$250 - \$999)**



**TIER 4 (\$0 - \$250)**





## 2017 AFR CONVENTION SPEAKERS & ENTERTAINERS



### CINDI BROADDUS

Cindi Broaddus spent the early years of her life being a stay at home wife and mother. After finding herself suddenly single, she entered the workforce and currently works and lives in Duncan.

She found her true passion in life after surviving a life-altering act of violence. In June, 2001, while on her way to Will Rogers World Airport, an unknown assailant threw a gallon jar of sulphuric acid from an overpass that crashed through the windshield of her car and caused burns over a large portion of her body. During years of reconstructive surgeries, she became a driving force to enact legislation to make our highways a safer place. In May of 2002, the "Cindi Broaddus Act" was passed. This piece of legislation made it a felony to throw anything from a bridge or overpass. She has been featured on nationally known shows such as the Dr. Phil Show (Dr. Phil is Cindi's brother-in-law), CNN Live with Larry King, The Today Show and was a guest on The Hour of Power with Dr. Robert Schuller.

Cindi sits on the board of directors of the Dr. Phil Foundation and When Georgia Smiled: The Robin McGraw Revelation Foundation. She has also worked with the Virtue Foundation to bring about change in laws for acid burn victims worldwide and spoke to the United Nations. She is the author of a book, "A Random Act". She travels across the national giving motivational speeches and telling her story at churches and conferences.



### TRENT LOOS

Connecting rural and urban America by sharing the positive story of production agriculture has been the mission of Trent Loos since he walked into a radio station in Spearfish, SD in 2000 and asked to do his own program. That dream of this sixth generation United States farmer, often touted as an agricultural activist, came true on January 8, 2001 when "Loos Tales" aired on radio station KMZU in Missouri. Today, 3 million listeners on nearly 100 radio stations in 19 states hear the show every day, along with many who listen online worldwide. In addition to "Loos Tales", Trent now hosts and produces a daily, one-hour radio program entitled "Rural Route," "Illinois Truth Be Told", "Dakota Trails and Tales" and "Colorado Trails and Tales," which are available at his website [www.LoosTales.com](http://www.LoosTales.com).

Trent travels the globe to unearth stories about the people involved in the many different facets of production agriculture and to spread the good word about food producers. In 2015, Trent traveled to 22 different states, Australia and Canada to share his passion for an industry he truly believes in. He encourages producers to stand up and proudly tell consumers about life on their operations. He utilizes modern technologies to share his experiences abroad and to "spread the good word" about this age-old and "essential to life" industry with his radio and web audience.

In 2008, Trent was recognized by West Quest as the "Voice of Rural America." Written Loos Tales columns are printed weekly in the High Plains Journal and reprinted in countless other publications. He enjoys volunteering when he can with the All-American Beef Battalion.

Trent was raised on a diversified farm near Quincy, IL and got his start in swine production with a runt pig at the age of five. He and his father expanded their operation to a purebred seedstock company that supplied boars and gilts to producers nationwide. In 1990, Trent expanded his operation to include purebred Limousin and Angus cattle. Quarterhorses were added to the mix in the late '90's, and now the family is returning to its pig-rearing roots with 100 sows. Last year they sold prize-winning show pigs into 12 different states.

Trent and his wife Kelli enjoy living on the ranch in central Nebraska with their daughters, Libbi, Lindsy and Landri.



### DARREN COPPOCK

Darren Coppock serves as President and Chief Executive Officer (CEO) of the Agricultural Retailers Association (ARA). In this role he leads a staff of nine people to accomplish the mission of the ARA, which is to ensure a profitable business environment for members of the association through its public policy work in Washington, D.C. ARA also provides to its' members educational and leadership training opportunities, an annual conference and regular updates on key legislative and regulatory issues. Prior to joining ARA, Coppock was the Chief Executive Officer of the National Association of Wheat Growers, Executive Vice President for the Oregon Wheat Growers League and Administrator of the Oregon Grains

Commission. He holds a Bachelor of Science degree from Oregon State University in Agricultural and Resource Economics. He is a past National Vice President of the Future Farmers of America. Coppock was born and raised on a wheat and cattle century farm in eastern Oregon. He and his family reside in Falls Church, Virginia.

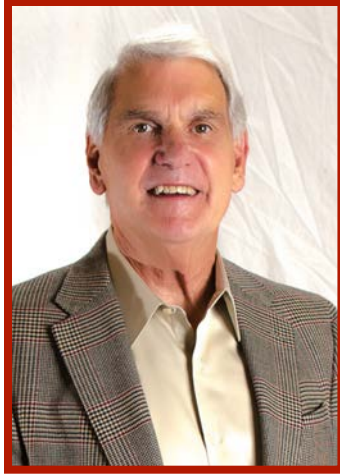


# 2017 AFR CONVENTION SPEAKERS & ENTERTAINERS



## LERIN THOMAS

Lerin Thomas is a 22-year-old Newkirk, Oklahoma native. She is a senior at Oklahoma State University majoring in strategic communications. Growing up on her family's 3rd generation farm, being involved in 4-H, FFA and the rodeo world, Lerin has a deep appreciation for agriculture and advocating for the future of the industry. Lerin has sung the national anthem, along with other songs at many state and community events. Her most recent accomplishment is being able to say that she sang the national anthem at the 2016 Wrangler National Finals Rodeo in Las Vegas, Nevada.



## DR. CHARLES PETTY

Charles Petty is a funny, educational and inspirational professional speaker. Raised in the farming communities of England and Stuttgart, Arkansas, his father and both grandfathers were farmers. Charles spent his formative years farming cotton, rice and soy beans. He has the rare ability to package profound, life-changing truths in humor. He has a soft southern accent and uses original humor that is never off-color. A Hall of Fame Speaker, Dr. Petty has spoken to many agribusinesses, associations, farm organizations, farm credit associations and co-ops in 24 states.



## A BAR BUNKHOUSE BAND

A Bar Bunkhouse Band is a youthful Western swing group hailing from the bluestem country of northeastern Oklahoma. All four members of the band are agriculturalists who enjoy the country lifestyle and traditions. Their lively vocals, fiddle, guitars and slap bass will make you want to get up and dance.



## ROB LAREW

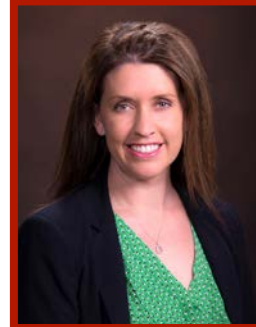
As Senior Vice President for Public Policy and Communications for National Farmers Union, Rob Larew advocates for family farmers, ranchers, and rural communities in Congress and the executive branch. Prior to his employment with NFU, Larew served over 22 years in Congress and USDA working on agriculture policy and communication. Most recently he was the staff director of the House Committee on Agriculture where he oversaw the committee's efforts during the 2008 and 2014 farm bills. He previously served as the Director of Congressional and Public Affairs at the Food Safety and Inspection Service at USDA and worked as an agricultural aide to Rep. Collin Peterson and the late Sen. Paul Wellstone. Larew was raised on a dairy farm in Greenville, West Virginia. He graduated from Virginia Tech with a Bachelor of Science degree in Dairy Science and completed graduate work in agronomy from Penn State.



**Dr. Rod Hall**  
State Veterinarian  
ODAFF



**Phil Reynolds**  
CEO & Founder  
BriteCore



**Blayne Arthur**  
Executive Director  
Oklahoma 4-H Foundation



**Troy Marshall**  
Oklahoma Ag Statistician  
USDA



**Rep. Kyle Hilbert**  
R-Depew  
Oklahoma House of Reps.



**Heather Buckmaster**  
Executive Director  
Oklahoma Beef Council



**Jay Hannah**  
Executive VP of Financial  
Services, BancFirst



**Dr. Thomas Coon**  
VP and Dean  
OSU DASNR



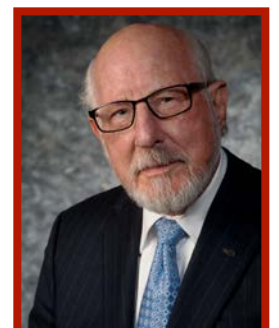
**John Grunewald**  
President & CEO  
Farm Credit of Western Oklahoma



**Dr. Kim Anderson**  
Professor in Ag Economics  
OSU



**Dr. Derrell Peel**  
Professor in Agribusiness  
OSU



**H.E. Rainbolt**  
Board Chairman  
BancFirst Corporation



## AFR women attend Southeast and Southwest Women's Cooperative Retreats

The final 2016 Women's Cooperative Retreats took place recently. The southwest retreat was held September 24 in the Anadarko area. The adventure-packed day began at the Anadarko Heritage Museum where members learned about the rich Native American heritage of the area. After a private tour of the museum the group enjoyed lunch at the Woods and Waters Winery and Vineyard. Other stops included the D & L Christmas Tree Farm near Fletcher and Jahn's Pumpkin Hill near Cyril. Ladies learned about the unique agritourism business at Jahn's Pumpkin Hill where they strive to teach visitors about life on the farm. Through a tour in the hay wagon through the pasture to the petting zoo of goats, sheep, pigs and so much more attendees learn about Oklahoma agriculture. The day ended with a fascinating tour of the D & L Christmas Tree Farm. This very unique tour was very educational as the owners taught the ladies about the upkeep and planning it takes to raise Christmas trees. Many of these trees take years to grow and make a profit.

The final retreat was for the southeast district on November 5 in the Shawnee area. This retreat kicked off with a private tour of the Shawnee Milling Company. Ladies were able to see multiple components of the production at the mill and learn about the rich history of the company in the state. Other stops on the schedule include lunch at the Harvest Creek Farmers Market and Café a local farmers market, a private tour of the Mabee-Gerrer Museum of Art and the Grand Casino Hotel and Resort.

"The retreats are a great opportunity to see some of our attractions and agribusinesses across the state, we strive to connect like-minded rural women from across the state at all the Women's Cooperative events," said Suzanne Gilbert, Tecumseh, chairperson of the AFR Women's Cooperative State Council. Be on the lookout for information about upcoming 2017 events. For more information on how to get involved in the Women's Cooperative contact Megan Albright, 405.218.5416 or malbright@afrmic.com.



Larue Hill, owner of the D&L Christmas Tree Farm in Fletcher speaks to attendees of the Southwest Women's Cooperative Retreat about how he prunes and treats the trees on his farm to maximize production.



Southeast Women's Cooperative Retreat attendees stop outside the Mabee-Gerrer Museum of Art in Shawnee for a group photo. Ladies enjoyed a private tour of the museum during the retreat.

## AMERICAN FARMERS & RANCHERS AG ACHIEVEMENT CONTEST

- For 11<sup>th</sup> and 12<sup>th</sup> grade 4-H and FFA members
- Exhibiting breeding or market animals at the 2017 OYE
- More than \$4,500 in total prize money awarded
- Contestants compete in showmanship, written animal science exam and an interview
- Entries due by March 10, 2017
- Visit [iafr.com](http://iafr.com) for more information

**CONTACT:** Micaela Danker, AFR  
[mdanker@afrmic.com](mailto:mdanker@afrmic.com)  
405.218.5561



## AFR MAJOR BUYER AT TULSA STATE FAIR

AFR was once again a major buyer at the Tulsa State Fair Junior Livestock auction, Oct. 6. Pictured with one of the champion steers is, from left, Paul Jackson, AFR Secretary, AFR Vice President John Porter, District 3 Director Marion Schaffler, District 4 Director Bob Holley and At-Large Director and new CEO Justin Cowan.



# 2016 KNID Agrifest

## Farm & Ranch FORUMS

January 13, 2017  
Chisholm Trail Expo Center  
Coliseum Board Room  
Enid, Okla.

*\*Coffee and Donuts provided*

9-9:30 a.m.....Legislative Reception  
9:30 a.m..... Area Legislative Update  
10 a.m..... Keynote Speaker Burns Hargis



Burns Hargis

### Keynote Speaker

OSU President Burns Hargis will be there to speak about the future of Oklahoma State University!

Contact: Steve Thompson,  
405-218-5563, [sthompson@afrmic.com](mailto:sthompson@afrmic.com)

Sponsored by:

January 13<sup>th</sup> & 14<sup>th</sup> at 2 p.m.

Featured speakers include:

Dr. Chris Richards — OSU Animal Science Extension

Roger Goodwin — Johnston Seed Company

Dr. Phil Steinert — Steinert Veterinary Clinic

Dana Zook (VFD Panel Moderator) — OSU Extension



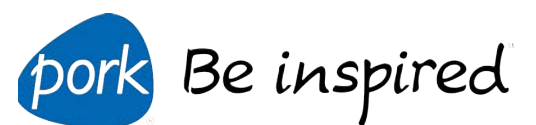
### ALL-STAR PORK MEATBALLS

TOTAL RECIPE TIME: 45 MINUTES

MAKES 6 SERVINGS

#### INGREDIENTS

- 1 pound ground pork
- 1 tablespoon onion flakes
- 3/4 cup corn flakes, crushed
- 1/2 teaspoon salt
- 1/8 teaspoon ground black pepper
- 1 egg
- 1/4 cup ketchup
- 3 tablespoons brown sugar
- 1 teaspoon dry mustard



#### INSTRUCTIONS

Heat oven to 375 degrees F. In a large bowl, combine ground pork, onion flakes, corn flakes, salt, pepper and egg. In a small bowl stir together ketchup, brown sugar and dry mustard. Spoon 2 tablespoons of the ketchup mixture into the pork and mix well. Spray muffin tin with vegetable cooking spray. Form 6 meatballs and place in muffin tin. Coat the top of each meatball with the remaining ketchup mixture. Bake for 30 minutes at 375 degrees F., until nicely glazed and internal temperature is 160 degrees F.



# YOUTH EXCEL AT 72<sup>ND</sup> STATE SPEECH CONTEST



**Novice Division:  
AFR/OFU Category**

- 1st — Brice Miggetto, Keys
- 2nd — Addyson Schneberger, Carnegie
- 3rd — Kole Campbell, Jet



**Junior Division:  
AFR/OFU Category**

- 1st — Gunner McNeil, Elgin
- 2nd — Braden Burns, Kingfisher
- 3rd — Trinity White, Fairview



**Junior Division:  
Student Organizations**

- 1st — Ella Strader, Fairview
- 2nd — Noah McConnell, Wellston
- 3rd — Kara Murray, Kingfisher



**Junior Division:  
Science & Natural Resources**

- 1st — Preston Pratt, Silo
- 2nd — Carson Candler, Cushing
- 3rd — Kale Campbell, Jet



**Intermediate Division:  
AFR/OFU Category**

- 1st — Jentry Squires, Kingfisher
- 2nd — Hadley Griffith, Dale
- 3rd — Weston Church, Fairview



**Intermediate Division:  
Student Organizations**

- 1st — Emily Garrett, Kingfisher
- 2nd — Jessica Kenville, Edmond
- 3rd — Tiffani Snow, Lawton



**Intermediate Division:  
Science & Natural Resources**

- 1st — Tanner Taylor, Adair
- 2nd — Emma Rich, Prague
- 3rd — Elizabeth Perdue, Kingfisher



**Intermediate Division:  
Agribusiness**

- 1st — Victoria Gerken, Kingfisher
- 2nd — Addison Spicer, Fairview
- 3rd — Dalton Rogers, Owasso



**Junior Division:  
Agribusiness**

- 1st — Avere Murray, Owasso
- 2nd — Gunner Evans, Cushing
- 3rd — Kaycee Karcher, Kingfisher



**Senior Division:  
AFR/OFU Category**

- 1st — Madelyn Gerkin, Kingfisher
- 2nd — Drew Wright, Afton (not pictured)
- 3rd — Braden Allen, Silo



**Senior Division:  
Student Organizations**

- 1st — Bethany Niles, Fairview
- 2nd — Tuff Johnson, Afton (not pictured)
- 3rd — Tucker Jackson, Calera



**Senior Division:  
Science & Natural Resources**

- 1st — Anna Crosswhite, Kingfisher
- 2nd — Will Church, Fairview
- 3rd — Jackson Reznor, Silo



**Senior Division:  
Agribusiness**

- 1st — Hannah Williams, Elmore City-Pernell
- 2nd — Calvin Johnson, Vinita
- 3rd — Rayli Cunningham, Laverne

## AFR STATE SCHOLARSHIP APPLICATIONS

### AVAILABLE FEBRUARY 1, 2017

Applications can be found at:

[www.iafr.com/youth-development](http://www.iafr.com/youth-development)

Completed applications must be returned by April 15, 2017

For more information, contact [mdanker@afrmic.com](mailto:mdanker@afrmic.com)





LEAD State Conference participants learn about procedures at Remington Park for training, boarding and racing.

## AFR LEAD program holds conference at Remington Park

Participants at this year's American Farmers & Ranchers LEAD conference received an "inside the ropes" view of the horse racing industry, Oct. 15, Remington Park in Oklahoma City.

The LEAD program partnered with the Oklahoma Quarter Horse Racing Association (OQHRA), Oklahoma State University, Chickasaw Nation and iHeart media to bring this unique opportunity to our LEAD participants from across the state.

Members began the day with a tour of the stable side of Remington Park and heard from multiple speakers with the OQHRA about the impact the entire horse industry has on Oklahoma. Next participants learned more about the other attendees and were able to interact with one another over lunch. After lunch Dr. Bill Weeks with Oklahoma State University discussed with the group how they can influence as a leader in their local communities. A few hands on activities were used to help expand understanding of what it takes to be a leader. Next the group had the opportunity to learn more about the Chickasaw Nation and the direction the tribe is taking in Oklahoma.

For many the highlight of the event was the discussion of the 2016 state questions led by iHeart media representative, Mike Dain. Everyone in attendance was divided into groups then given a stance on each of the state questions. Next, they were asked to research the question from that point of view with material given to each group. A presentation from the participants was then given over their appointed and researched position. After each position the group would discuss the question and then a vote would be taken on how everyone was planning to vote. Many attendees found they had a new understanding of the questions and even changed their minds on how they would vote with certain questions.

The day wrapped up with an evening in a suite to watch the races. Attendees enjoyed dinner and the opportunity to network with those they had met throughout the day. The AFR LEAD program is a diverse, flexible and innovative program to assist in the needs of growing Oklahoma communities through informed leaders. For more information on how to get involved, contact Megan Albright, 405.218.5416, malbright@afrmic.com.



## NFU opens registration for 115th Anniversary Convention

National Farmers Union announced that registration is open for its 115th Anniversary Convention. The conference, which gathers family farmers and ranchers from across the country, industry professionals and notable speakers, will be held March 5-8, 2017, at the Catamaran Resort Hotel in San Diego, Calif.

The state of the farm economy and the upcoming Farm Bill will be a primary focus for the convention's keynote speakers and panel discussions, while an agricultural tour day will focus on local agriculture and cooperative learning.

"Our convention provides our members and attendees the opportunity to learn, collaborate and grow through thoughtful discussions, breakout sessions and farm tours. We are pleased to offer attendees new learning opportunities this year while maintaining a focus on the issues that matter most to our family farmers and ranchers, such as the economy and defending the farm safety net," said NFU President Roger Johnson. "We look forward to hosting our members and the industry in San Diego!"

Attendees can also register for the NFU Women's Conference, which will be held prior to this year's anniversary convention on March 4th and 5th. The Women's Conference will host many inspired and diverse speakers touching on the topics of leadership development, finances, generational transitions and more. More information is available at: [www.nfu.org/education/womens-conference](http://www.nfu.org/education/womens-conference).

To register or learn more about the 115th Anniversary Convention, visit the NFU convention website at [www.nfu.org/convention](http://www.nfu.org/convention).



## AFR SPONSORS LIVESTOCK HANDLING CONTEST

AFR sponsored the Livestock Handling Competition which showcases the skills of 4-H and FFA members in practical, real-life cattle handling scenarios, such as weighing for accurate dosage, vaccinating and tagging calves in a hydraulic chute. Contestants are judged on skill, accuracy and efficiency as they process the animals. The competition begins with a written exam at Oklahoma State University's Big Three Field Days. The exam measures students' knowledge of livestock handling practices. Ten teams of three students-- the top two teams from each FFA district--qualify for the state competition at the Tulsa Farm Show. At the state level, the competition emphasizes the application of classroom study to actual agricultural production scenarios. In order to excel, students must take knowledge out of the classroom and apply it in a real world situation.

- 1st Place – Morrison FFA
- 2nd place – Locust Grove FFA
- 3rd place – Madill FFA
- 4th place – Pawnee FFA
- 5th place – Crescent FFA
- Tie for 6th & 7th place – Hydro-Eakly FFA and Perkins-Tryon FFA
- 8th place – Latta FFA
- 9th place – Glencoe FFA
- 10th place – Lawton FFA



# AFR TODAY

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# TRADINGPOST

DUE DATE FOR SPRING ISSUE OF AFR TODAY: MARCH 15

AFR TODAY TRADING POST ADS  
 P.O. BOX 24000, OKLAHOMA CITY, OK 73124  
 PHONE: 405-218-5590 FAX: 405-218-5589  
 TRADINGPOSTADS@AFRMIC.COM

Classified advertising in the Trading Post is available free of charge to all paid-up members of AFR. Ads must be of personal nature and strictly non-commercial. Commercial ads and ads for non-members can be purchased at the rate of \$1 per word, paid in advance. Member ads must be 30 words or less, unless the member pays in advance for additional words. Each member is limited to one advertisement per issue. Advertising will not be accepted for services or products in direct competition with those offered by AFR or affiliates. AFR reserves the right to not print any ad deemed inappropriate.

## Hay, Feed & Seed

For Sale - Alfalfa Hay. 3x4x8 squares. \$165/ton. Asher, OK. Call 580/421-2355.

## Vehicles

For Sale - 1980 Chevy ¾ ton four wheel drive, 350 v8, 4 speed, besler bale bed, arm type. Runs and drives good. \$5000. Call 580/829-3153.

For Sale - 2010 softtail. Black powder coat, S&S96 cub. in. engine, Rivera Primo 6 spd transmission and driveline, 4,600 miles, Price \$14,900. Call 405/624-2448.

## Household Items

For Sale - Gulbrason Piano, good condition. \$200. Call 405/201-8552.

For Sale - Antique 59-year old Gretsch Electric Guitar. Has model and serial number inside. Sunburst finish. Very nice collector item. Call 580/332-2468.

## In Search of:

Wanted - Live In "House Mom" Area of Warner, OK & Connors State College. For more information contact Farrell Prater, 918/406-0054.

Wanted - Deck or fence jobs near Shawnee or Prague. Phyllis, 918/866-2468 or Rowdy, 405/706-5233.

Wanted - I loan money on Mineral Rights. Any county like Carter, Grady, Kingfisher or Blaine: states like Oklahoma, North Dakota. If you need a loan or want to sell. Call 580/227-2456.

Wanted - Old cars, hard tops and convertibles. Running or not. Call 918/482-3272.

Wanted - looking for John Deere any model of a 45 combine. Call 580/366-9895.

Wanted - Any Oklahoma Farmers Union memorabilia (pictures, agency signs, elevator items, old charters, etc.). Call 405/218-5559.

## Boats, RVs, Campers & Trailers

For Sale - 2002 Forest River Sierra 5th Wheel w/Slide Out Gooseneck adapter. One owner. No Smoking or Pets. New AC's, Awning. Lots of Storage. Like New Inside. Everything Works \$9,800. Call 580/625-4454.

For Sale - 1986 Model Coleman pop-up camper, new tires, air conditioner, trails well, sleeps-six, needs some repairs \$800. Talihina. Call 918/471-5903.

## Livestock

For Sale - 3 year old Hereford Bull. Good Bull. Call 405/449-7778.

For Sale - Red Angus bred heifers. Moderate framed, gentle heifers bred to low birth weight Red Angus bulls. Start calving in late February. \$1,700. Call 580/512-5846.

For Sale - Reg. Beefmasters. Bulls, cows, heifers (bred and opens), show heifers. Red, black, and dunn. Polled and horned. www.doubledeucebeefmasters.com, Call 918/253-8680 or 918/557-6923.

For Sale - Brangus Bulls -Quality Genetics- Gentle Disposition. Call 405/201-8552.

For Sale - Registered longhorn starter herds. Registered longhorn bulls, heifers and bred cows start at \$950 each. See pictures on our website at www.cattleallranch.com or call 580/364-6592. Atoka

For Sale - Performance tested PB yearling Gelbvieh bulls. Red, black and dbl polled. Low birth weights, docile, fertility tested. Beef, butts and guts. Inda Gelbvieh. Call 405/282-4134 or 405/650-3481.

For Sale - Miniature horses, show quality and pet/companion prices, AMHA & AMHR registered, \$300 and up. Stillwater, OK. Call 405/707-7143.

For Sale - Plemmons Angus Ranch 20 bulls 18-24 month old Angus Bulls for sale. Battiest, OK. Call 580/306-1024.

For Sale - Brangus bulls and fancy replacement heifers. Top quality genetics, gentle dispositions. Delivery available. Horsehead Ranch. www.horseheadranch.net Call 918/695-2357.

For Sale - Limousin bull, 3 years old. Low Birthweight. \$2,600. See pictures on our website at www.cattleallranch.com or call 580/364-6592. Atoka

For Sale - Reg. Polled Hereford bulls. 9-16 months old. Remital Online 122L and PW Victor Boomer P606 genetics. 48 years breeding registered Polled Herefords. Call 580/332-2468.

For Sale - Switch to Limousin Bulls for more Profit! Gentle, growthy, LBW. Add 50-75 lbs. to your weaning weights. Top the market. Semen tested, vaccinated, wormed. Over 4000 bulls sold since 1970. Kusel Limousins. Call 580-759-6038.

For Sale - Registered Angus bulls. AI sired and fertility tested. Breeding aged and ready to go to work. Asher, OK. Call 580/421-2355.

## Farm & Ranch Equipment

For Sale - John Deere 148 front end loader, Good no leaks, fits 4020, 4010, 3020, 3010, 4430, 4230, 4240. Asking \$3500. Call 580/829-3153.

For Sale - John Deere 567 large round baler. 2002 model, only 7,350 bales. Mega wide pickup, hydraulic lift, twine tie, left side twine arm, bale kicker, 1000 PTO, monitor included. Asking \$9500 or best offer. Alva, OK. Call 580/829-3153.

For Sale - Massey Ferguson 85 tractor. Diesel, 3 point, PTO, 60HP, runs good. 1960 model. Asking \$4500 or best offer. Alva, Oklahoma. Call 580/829-3153.

For Sale -1948 John Deere Row Crop B (Gas). Serial #221648. \$2,100. Call 918/869-8855.

For Sale -1967 Farmall 806 (Diesel). Serial #40458. \$3,850. Call 918/869-8855.

For Sale - John Deere full size baler, 2002 model, only 7,300 bales, monitor included, twine tie, mega wide pick-up, hydraulic lift on pickup, bale kicker, left side twine arm, 1000 PTO, belts and tires are original, clean unit. Call 580/829-3153.



## Miscellaneous

For Sale - ATV 2009 BMX needs primary clutch & drive belt. Other than that been garage kept for seven years \$3,500. If interested e-mail me at dirtpooroke@yahoo.com for photo and more information concerning this steal!

For Sale - Rocks all sizes. You haul them. Use for Water Ponds, Flower Beds, Landscaping. Near Catoosa, OK/Tulsa. Call 918/636-3934.

For Sale - 5 acres of Wooded Hickory, Blackjack timbered land, 6.5 miles from Little River State Park, Thunderbird Lake. Fenced. \$25,000. Call 405/899-7203.

For Sale - 110-year-old used bricks, cleaned. 50 cents each. You haul. Wister, OK. Call 918/655-3126.

Free help understanding Medicare and Medicare supplements for AFR/OFU members 65 or older. Including Parts A, B, C, and D, Open Enrollment, Guarantee Issue, sign up times, etc. Call Melodie 580/276-3672.

For Sale - Home in Eakly. Well kept. Nice front and back porch. 2 bedroom, 2 bath, 2 car garage with pantry inside, basement and outdoor building for storage. Close to Ft. Cobb Lake. \$85,000. Call 405/687-0375.

# RURAL TO URBAN outreach



From left, newly elected District 39 State Senator Dave Rader, Tulsa, AFR President Terry Detrick, and State Rep. Kyle Hilbert, visit during the AFR LEAD Rural to Urban Outreach reception, Dec. 9, Tulsa Farm Show.



Tulsa Mayor G.T. Bynum speaks to the crowd at the AFR LEAD Rural to Urban Outreach reception, Dec. 9, at Tulsa Farm Show.

## Tulsa mayor speaks at AFR Rural to Urban Outreach event

American Farmers & Ranchers LEAD program sponsored the Rural to Urban Outreach reception, Dec. 9, as part of the Tulsa Farm Show.

G.T. Bynum, the new mayor of Tulsa, was the featured speaker. He shared remarks on the key role Tulsa plays in the state's economy, especially in regards to the rural and agricultural sectors.

"It's incredibly important people understand that this is one state and what's good for rural Oklahoma is good for Tulsa," Bynum said.

AFR President Terry Detrick emphasized the need for rural and urban areas to connect.

"We want to work together with Tulsa residents

and surrounding communities to foster a better understanding of how important rural and urban relationships are to this state," Detrick, said. "By working together we learn each other's needs and how to constructively meet the challenge of moving our great state forward."

The Tulsa Farm Show annually attracts a wide diversity of rural and urban visitors from Oklahoma and surrounding states.

The AFR LEAD program is a diverse, flexible and innovative program to assist in the needs of growing Oklahoma communities through informed leaders.

## Agriculture and beautiful scenery make a great combination

A group of AFR leaders experienced a week of great beauty and education when they visited farms and businesses in central and coastal Oregon Sept. 24-30. The event was part of the annual AFR Ag and Historic Conference.

Highlights included stops at Bushue's Family farm, just outside Portland, which is a you-pick fruit and vegetable farm and nursery; Wilsonview Dairy, located in the heart of Cheese Country, in Tillamook, and operated by the Josi family, milking 400 registered Jersey cows; Tillamook Cheese Factory, a farmer-owned cooperative with 100 farming families that make up the Tillamook County Creamery Assoc.; Bonneville Lock and Dam in the Columbia River Gorge National Scenic area; Bob's Red Mill, an employee-owned mill and whole grain retail store in Milwaukie, Oregon; Mt. Hood and historic Timberline Lodge; Lochmead Family Farms and retail Darimart retail convenience stores in Junction City, Oregon; Discovery boat cruise on the ocean to learn more about the local fishing industry at Florence Oregon; Yaquina Head lighthouse and natural area at Newport; and the French Prairie Gardens and Family Farm at St. Paul.

"It was a wonderful way to learn how to diversify and improve our farm and ranch," Anna Belle Wiedemann, Yukon, said. "We saw many different types of businesses and this gives me many ideas."

"I saw good management practices and that's valuable to me," Nelda Tucker, Sweetwater, said. "I enjoyed the dairy farms and the various ways they generate cash flow."

"This has been very interesting and exciting," Roy Bryant, Tahlequah, said. "My favorite part was the large family dairy that was integrated from the farm

to wholesale to retail."

"As a farmer, I learned that everybody has the same problems," Tommy Tucker, Sweetwater, said. "Oregon farmers struggle with rules and regulations, just like we do in Oklahoma." Be sure and check out the next AFR Ag and Historic Conference in Nashville, TN, May 3-7, 2017.







## Now what?

**FROM THE DESK OF THE PRESIDENT**  
TERRY DETRICK

By the time you get this paper, Veteran's Day, Thanksgiving, Pearl Harbor Remembrance Day, Christmas, and New Year's will have come and gone. Now that elections are over, maybe we can return to some sort of normalcy. But, what is normal—the average of extremes?

Change? You bet! And change is always hard to accept. I've found that in most cases it's not so much the survival of the fittest that contributes to life's successes but the survival of the most adaptable—adapting to change! And, as we've heard through this political season, big changes have been promised!!

Uncertainties? WOW? There have been so many political promises we can't count them all. Some have already been recanted. What about the future of health care, senior care, child care and welfare? Will the Tax Code be drastically changed, just changed a little, or not changed at all? Will we build a wall, will we develop reasonable work permits for immigrants to be here 'legally' and pay their share in taxes and social security like everyone else? Will we have adequate seasonal labor to harvest fruits, nuts, and vegetables or will we have thousands of acres unplanted and unharvested making us more dependable on imports? Did you know the U S has lost 80% of our domestic market share of this type of U S produce since 2008? Did you know that foreign produced foods not meeting U S standards of production and food safety have now captured that 80% we've lost?

You had to know I'd address the failure of SQ 777. What Happened? I think three major things happened.

1) We did not expect or accurately anticipate the extent to which the opposition would engage in false statements to defeat it; 2) We were drastically underfunded; 3) We didn't properly communicate the right story or maybe the story right! Many of the vote 'NO' signs said protect our water, our land and our rights. That is exactly what the 'YES' side wanted to do with one BIG difference. The right the NO side wanted was to promote "The Right to Regulate". The right the 'YES' side wanted was to protect the "Right to Produce"!

Water is already protected by state and federal laws and foreign corporate takeover is already forbidden by our state constitution except for exceptions passed about 25 years ago via a vote of the people amending our state constitution. The major commodities excepted then were primarily for poultry and pork production. Twenty-five years later, they are major contributors to the Oklahoma economy and job market. I did find it interesting though, when after the defeat of 777, Drew Edmondson, after hiding behind the smokescreen about water and corporate takeover, made the statement "It was a good day for the animals"!!!! This was their primary objective all along; they just did a good job camouflaging it. Also, I find it ironic that on the same day 777 was voted down in Oklahoma, Massachusetts approved an 'animal rights' promoted issue banning the sale of pork or poultry products in their state if they came from a facility that didn't meet their prescribed standard on eliminating the use of cages.

Do I hold grudges? No, this is a democracy.

I know the heart of our people and I know many voted NO because of confusion and some actually thought it was to the benefit of the farmer/rancher to vote 'no'!

So where do we go from here and how do we manage it? Some say we put it to bed for a while. Others say we address and attack it head on and embark on another battle. What do you, our members, think?

One thing I am convinced of: this is not the time to pout, bellyache and point fingers. We must continue to reach out. This should convince us of the increased need to better communicate where our food comes from, promote the true image of farmers and ranchers showing how we care for our animals and our natural resources and practice the best methods which promote health, safety, and affordability through constantly improving efficiency.

Another thing I believe this political season has taught us is the fact that we are living in a drastically disgruntled society. We must do all we can to take the high road and not be dragged down by bad attitudes. For all that is wrong in this great United States it's still far ahead of whatever nation is second best. We must determine to show others the best in us—an attitude of gratitude.

Let's be thankful, respectful, listen more and speak less, remember our roots and concentrate on what HAS MADE America Great—In God We Trust!

*- Terry*



## Join AFR for a Nashville experience in the spring of 2017

Join your fellow AFR members for the spring Ag and Historic Conference in Nashville, TN., May 3-7, 2017. This will be a fun "Hub & Spoke" event where you will stay in one hotel and make day trips to some of the most interesting and educational sites in the area.

From Roy Acuff, Minnie Pearl, and Hank Williams to Garth Brooks, Faith Hill and Alan Jackson, Nashville has long been known as the world's capital of country music. Discover why "Music City" is Travel + Leisure Magazine's Readers Choice Destination of the Year on this 5-day itinerary and ... UNPACK ONLY ONCE!

Highlights include:

- Premium Reserved Seats at the Grand Ole Opry, with a Backstage Experience right after the show
- The Johnny Cash & new Patsy Cline Museum

- General Jackson Showboat Gospel Brunch & Cruise
- The Country Music Hall of Fame & Museum
- "Star for a Day" Recording Session at RCA Victor Studio B
- Andrew Jackson's Hermitage with Wagon Ride (still a functioning farm)
- Barbara Mandrell's Fontanel Mansion
- The Wildhorse Saloon with Line Dance lesson
- Nashville Farmers Market
- Private Ag Visit to a Working Farm
- Franklin, TN voted the "Greatest Southern Town" by Garden & Gun Magazine (Civil War Buffs)

PLUS SO MUCH MORE!

For more information contact Marilyn Sanders today at 405-218-5567 or msanders@afrmic.com.

**AFR PRESENTS: "NOVA SCOTIA & THE ATLANTIC MARITIMES"**

September 6 - 14, 2017

Sign up at AFR Convention!