



Colorado Agriculture

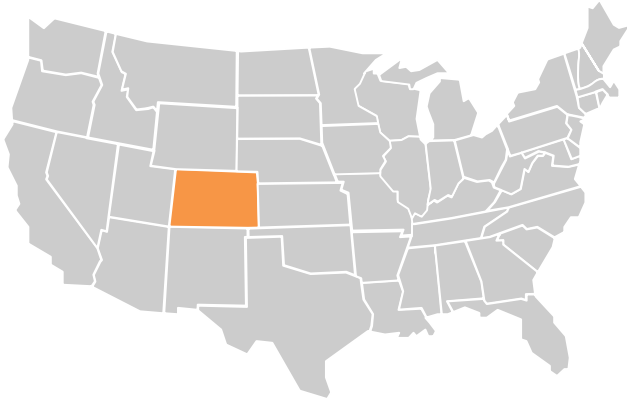


Colorado Farm Bureau

- Largest ag organization in Colorado
 - 25,000 members
 - Nearly 6 million nationwide
- Founded in 1919
- Represent all of agriculture
- Founded on free-market principles
- Focus on leadership development
- Insurance?

Colorado Ag

- 34,200 farms
- 31,700,000 acres of farmland
 - 10.6m cropland acres
 - 2.6m irrigated acres
- \$41 billion economic driver
- \$1.8 billion in ag exports



Field Crops

Barley (5)
Beans (8)
Corn (16, 14)
Hay (12)
Potatoes (5)
Proso Millet (1)
Sorghum (5,9)
Sugarbeets (8)
Sunflower (6)
Wheat (10)

Livestock

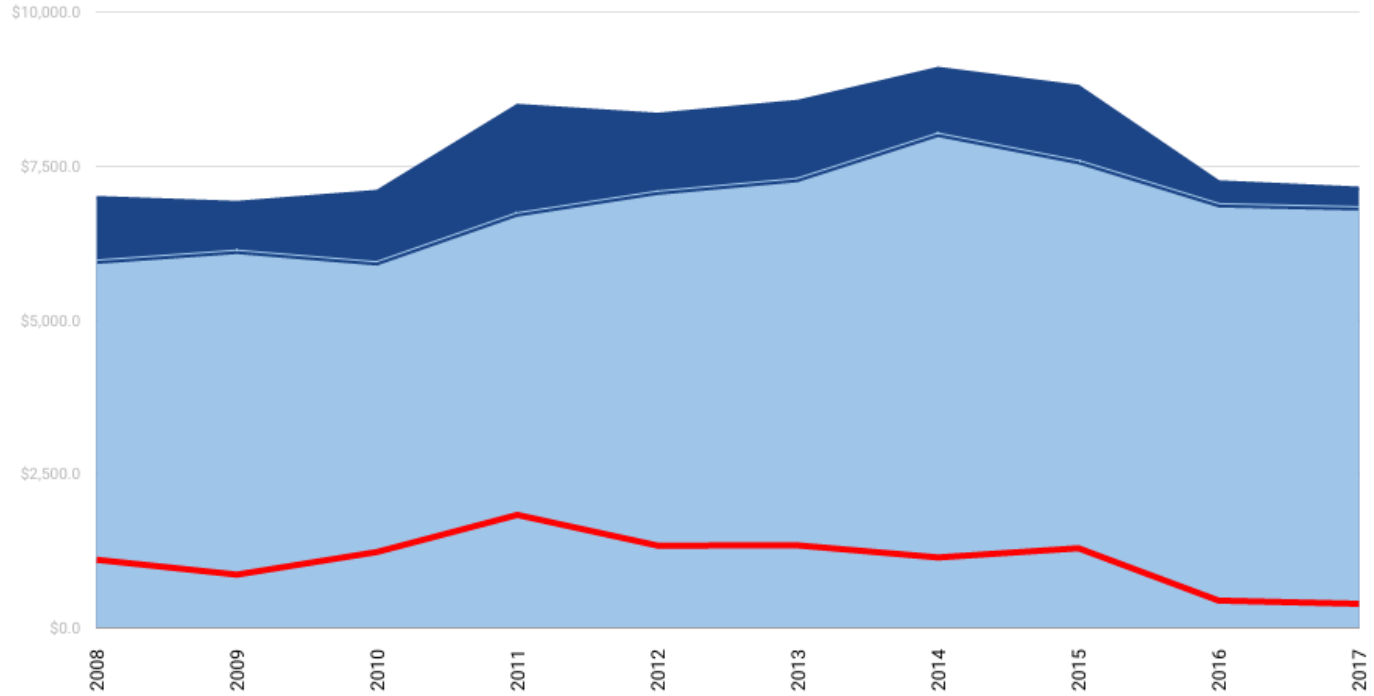
Cattle (10)
Cattle on Feed (5)
Chickens (23)
Hogs (15)
Honey (20)
Sheep (3)

Fruits & Vegetables

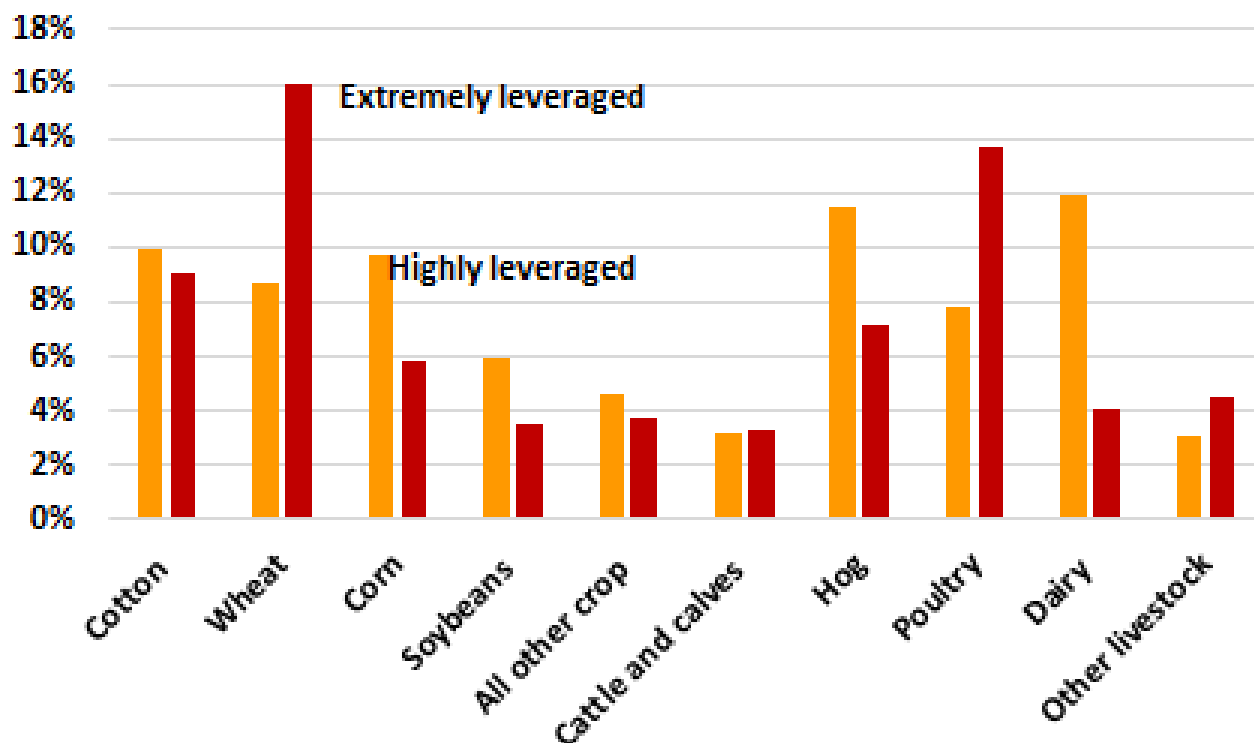
Cabbage (8)
Cantaloup (8)
Sweet Corn (10)
Onions (6)
Apples (D)
Peaches (7)

Colorado Farm Income and Production Expenses (in millions of dollars)

Gross Value of Farm Revenue Total Farm Production Expenses Net Farm income



About 1 in 10 farms are highly or extremely leveraged, but it varies by commodity



Data: USDA-ERS, Nov 2016 forecast for 2016.



Stress

Depression

Relationship problems

Substance abuse

Family crises

Suicidal thoughts

Anxiety

Bullying

Depression

Disability

Substance abuse

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Stress

Suicidal thoughts

Text TALK to 38255

Relationship problems

Bullying

Family crises

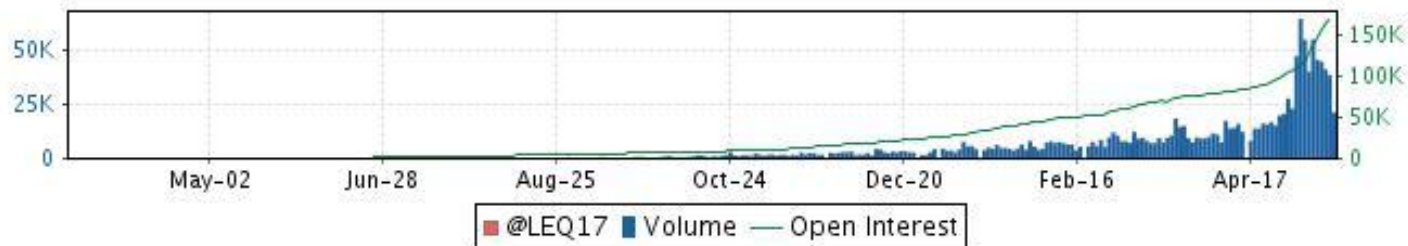
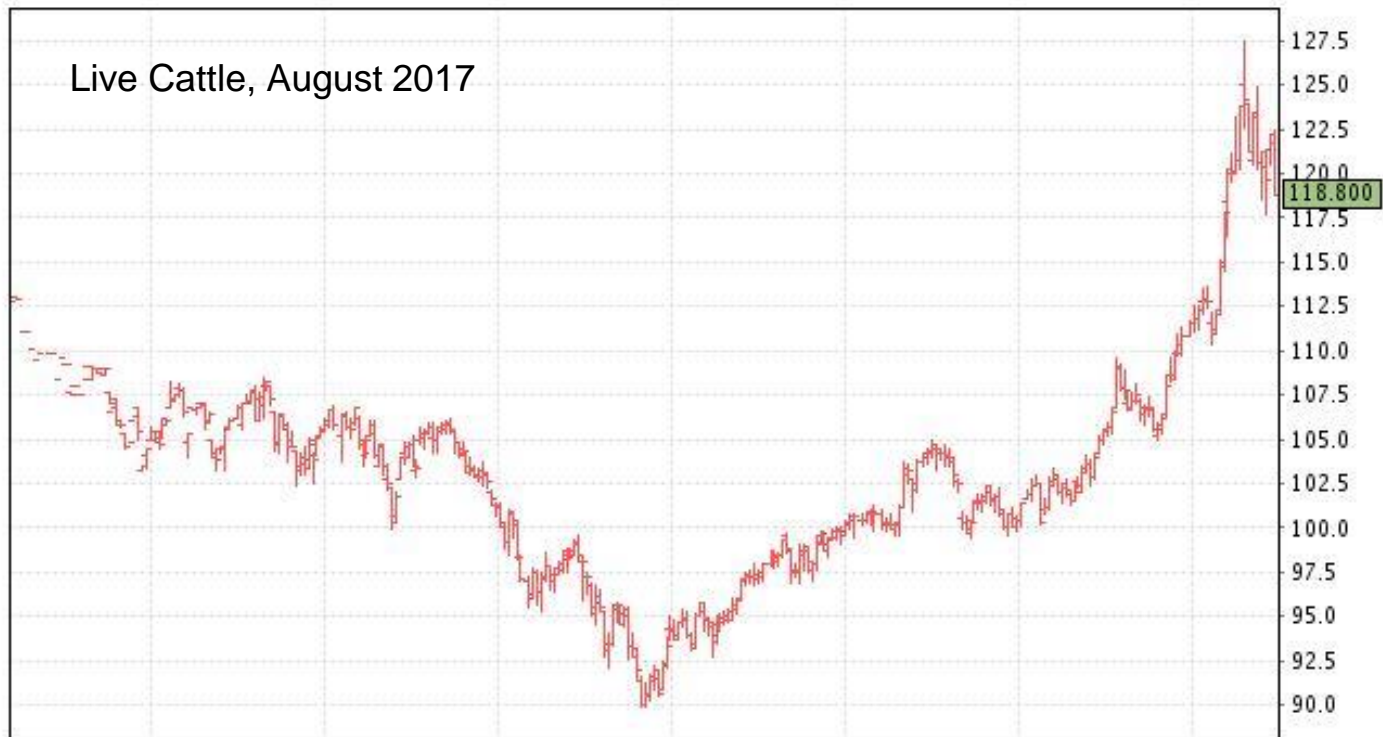
Disability

Anxiety



**COLORADO
CRISIS SERVICES**

Live Cattle, August 2017



■ @LEQ17 ■ Volume — Open Interest

farm bill

tax

property rights

wildlife

water

healthcare

labor

**animal
welfare**

energy

trade

ESA

infrastructure

regulatory reform



“The majority of production agriculture is eroding equity; that's basically it in a nutshell. The question is how far down the balance sheet that equity disappears.”

“The banking industry is feeling that the ag loans in general are getting more risky.”

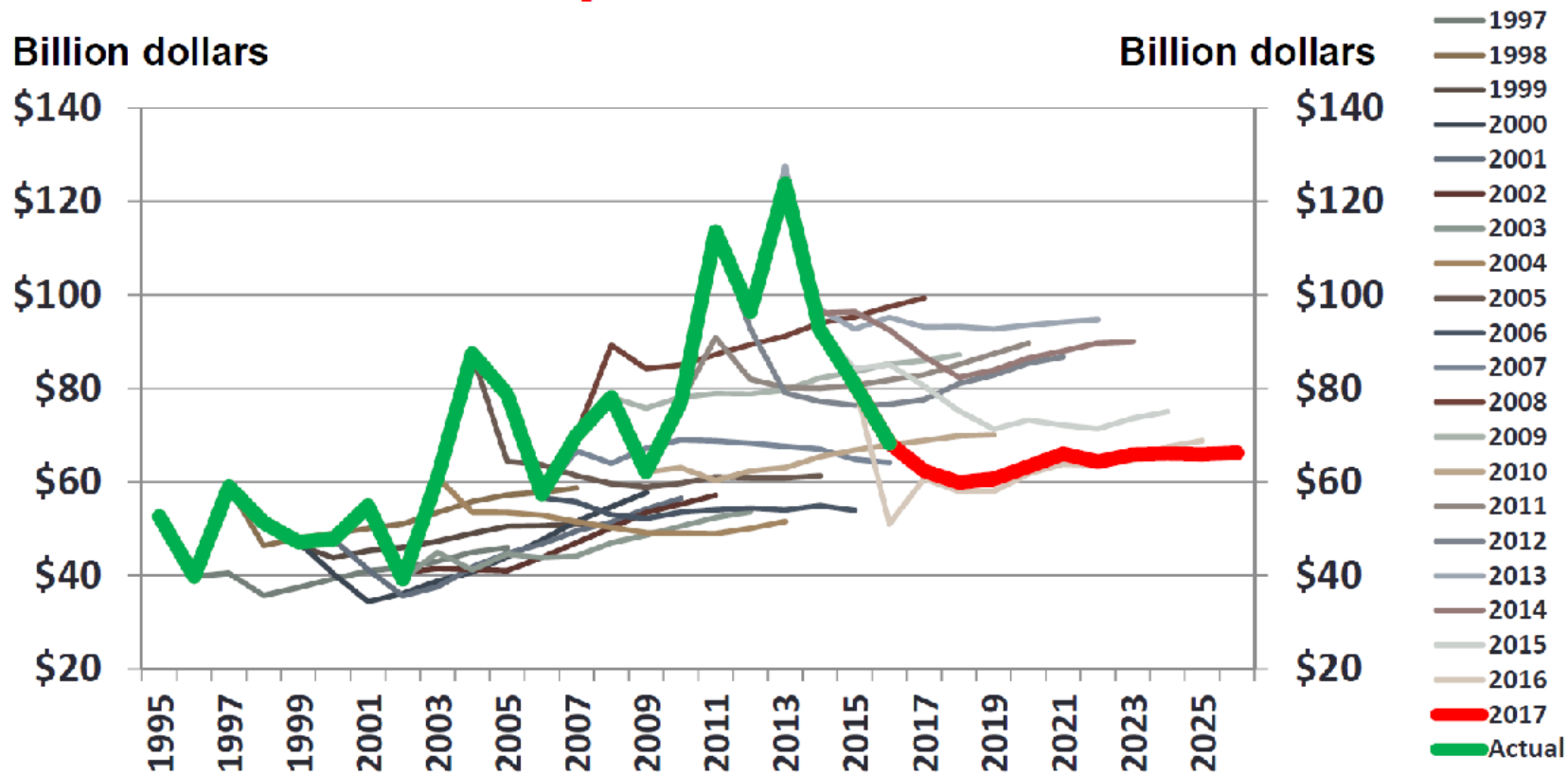
“As the purse of cash tightens,
small town banks will feel the
pressure first, and subsequently the
producer will feel it too.”

“I believe farmers need to look for long-term relationships on the market side of the equation, especially when it comes to trying to create value from what they do well.”

“What farmers and ranchers need from lenders is a voice of confidence that they can properly manage their way through this, together.”

“We have to be straightforward with our lenders, we have to dial in on costs and we have to have a vision for the future that relies upon reducing risk.”

Net farm income expected to remain flat



Data: USDA.



Thank You

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