



“Control the things you can change, and know when to change the things you can control.”

This phrase seems like a play on words or something Yogi

Berra would say. With all the headlines in the Mainstream Media, it's not surprising that more people are feeling more stress and anxiety in their lives now than in the past. The headlines that cause most individuals a little more excitement would be the fear of embargos and tariffs, discontinuing NAFTA, and rising interest rates. There is also, rising oil prices with the corn market lagging in price due to potential governmental changes in the ethanol industry. The outcome of not having a farm bill approved this year, and at times, unfavorable weather, can also be stressful.

With all these headlines, how does one overcome the obstacles and challenges in front of us? Just like anything in life, we need to take a step back, take a deep breath, and realize some things are not worth worrying about because we can't change them. Instead of stressing over things out of our control, focus on the things we can control and change. In your operation there are segments you can control and change when necessary.

One of the most common areas you control is the marketing of your grain and livestock. I wrote a previous article last year about marketing and not trying to hit the home run. It has been great hearing stories from our clients on how they have moved forward by taking control of opportunities on pricing 2017 grain inventories and forward pricing their 2018 crop. A year ago, the markets were not as favorable and some individuals were a little nervous to change their previous marketing ways or take control by pulling the trigger on a contract or marketing position.

Another area of control you can change would be additional off farm income and/or family living. I will be honest, everyone's family living and off farm income are different. Many successful producers understand these categories and have made a science controlling them to ensure proper balance between the farm operation and personal living.

A final area that pops up on the radar is equipment within the operation. People want to be profitable and want to use time efficiently especially with unpredictable weather patterns. However, controlling this area at times can be a struggle for some individuals. Many variables can go through your head when it comes to equipment. Do I purchase and depreciate it off in the first year and make payments for it over the next five years? Do I lease and then worry about the lease when the buyout comes due? Do I maintain with what I have and gamble on the repair bills? Or do I just limit my equipment line and minimize my debt exposure and have more custom farming done without any of the above worries?

The best part is that it doesn't matter too much what the media is saying; it only matters about changes you can make and control within your operation. If you are questioning a change or have an idea to improve your operation, feel free to stop by and visit with your local UBI lender. They will be more than ready to assist you with your questions or concerns.

I hope all of you have an enjoyable summer and wish all of our younger clients the best of luck at their county fairs.

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