

PIPESTONE FEEDERS LTD.

An aerial photograph of a large-scale feedlot facility. The central part of the image shows a long, rectangular area divided into many smaller pens, each filled with a large number of cattle. The pens are arranged in a grid-like pattern. To the left of the main feedlot, there are several smaller buildings and structures, possibly for storage or processing. The surrounding landscape is a mix of green fields and brownish soil, with several small ponds or water features scattered throughout. The overall scene depicts a well-organized and extensive livestock operation.

Jack Hextall

Saskatchewan Beef Symposium 2007



Where should you start?

- Talk to others
- Ask the right questions
- You'll probably get ahead of yourself.



The Essentials

1. Can we get land?
 - Environment, neighbors, roads
2. Manure?
3. Do we have water?
4. Can we raise the \$\$\$?
5. Can we get the right people to do the work?

NO – then STOP

YES – start Planning



If YES to all 5 – Move Ahead

- LAY OUT A PLAN
 - Get everyone on the same page
- Why do we exist?
- What do we want to do?
 - Vision?
 - Mission?
 - Values?



Large Board for Fund Raising

- Fund raising – proper exemptions
- Pre-construction costs will be more than you think
- Need substantial operating money
- 3 members on construction committee
- Everyone else on operations and raising money



Focus on money makers.

- Roller mill
- Management



Board Training

- To manage a corporation
- To read & understand financial statements
- Human resources
- Be aware of manager's knowledge
- Spend money on training



Managers

- NOT - “A dime a dozen”
- Manager needs to know
 - cattle
 - the cattle business
 - corporate business



Corporate Business

- Finance
- Human resources
- Dealing with board
- Obligations of corporation
- Contracts, not handshakes
- Manager Training



SUMMARY

- Don't be afraid to ask for help
- Get everyone on the same page
- Raise more money than you think you need
- Watch for “fly by nighters” –hire credible people
- Focus on operations



PIPESTONE FEEDERS LTD.

An aerial photograph of a large-scale feedlot facility. The central part of the image shows a long, rectangular area divided into numerous smaller pens, each filled with a large number of cattle. The pens are arranged in a grid-like pattern. To the left of the main feedlot, there are several smaller structures, including a white barn and some silos. To the right, there is a large, rectangular pond. The surrounding landscape is a mix of green grassy fields and brown, tilled soil. There are several smaller ponds scattered throughout the area. The overall scene depicts a well-organized and extensive livestock feeding operation.

Jack Hextall

Saskatchewan Beef Symposium 2007