

Services available to KLA Dairy Committee members

Legislative Representation. KLA represents the dairy industry in Topeka and Washington, D.C. The industry is coming under increasing pressure from a number of different fronts and KLA is there to advance and protect your interests.

Workers Compensation. KLA member dairies are eligible to apply to the KLA Work Comp program in accordance with the existing underwriting criteria and rate structure for dairy categories. The following benefits come with membership in the KLA Work Comp program:

- On-site safety visits by the KLA safety director.
- Monthly safety bulletins provided in both English and Spanish.
- Access to KLA's library of safety video tapes/DVDs, with many available in Spanish.
- A safety manual specific to livestock operations.
- In case of emergencies, access to the KLA safety director seven days a week, twenty-four hours a day.
- Personalized claim service.
- Legal defense team to defend members' interests in those work comp cases that require legal action.
- Aggressive action on fraudulent claims.
- All profits are returned to members in the form of dividends.

Regulatory Manual. Only Cattle Feeders Council and Dairy Committee members receive the *KLA Feedyard Regulatory Manual*. This 400-page manual, available on CD, provides a wealth of information, covering everything from water appropriation laws to brand and lien laws. Just the chapter on sales tax exemptions can save an operation thousands of dollars annually.

Educational Seminars. KLA holds timely seminars for managers and employees. Recent seminar topics have included Low-Stress Cattle Handling, Mill & Maintenance Safety, Leadership, Personnel Management, and Environmental Compliance. Many of these have been presented in both English and Spanish. These first-class educational opportunities are made available to members at a fraction of the normal cost.

Update Letters. Dairy Committee members will receive timely updates on important issues facing dairies. The updates address the most current industry issues and are sent as necessary. This service provides you the most up-to-date information on new laws and regulations affecting your business. (Samples are enclosed.)

Sales Tax Exemption Audit. KLA staff will review your operation's payables to ensure eligible sales tax exemptions have been properly applied, and assist in applying for refunds if omissions are found.

Wage & Salary Survey. KLA will conduct an annual Salary & Benefits Survey tailored to dairy operations. This confidential survey is extremely useful in checking your labor and benefit costs with industry averages in Kansas.

Beef Quality Assurance. KLA coordinates a Beef Quality Assurance program that includes a self-study education program for employees and a complete beef quality control program for your operation.

Reward Program. The Kansas Livestock Association offers a reward to individuals who provide information that leads to the arrest and conviction of persons stealing, killing or seriously injuring livestock. The reward also may apply to informants who assist in the arrest and conviction of persons stealing livestock equipment, tack or pharmaceuticals. The maximum award is \$2,500, and the victim must be a KLA member.