

# Help is here when members need it

## KLA STAFF ARE ONLY A PHONE CALL AWAY WHEN MEMBERS HAVE QUESTIONS ABOUT HOW TO ADDRESS CERTAIN INDUSTRY ISSUES OR CONCERNS WITHIN THEIR OWN OPERATIONS

In an effort to accomplish KLA's mission of advancing members' common business interests and enhancing their ability to meet consumer demand, staff strive to provide the best possible service on a daily basis, part of which includes troubleshooting. Whether it's sales tax questions, labor issues, legal matters, navigating disaster relief programs, dealing with a government agency or industry issues on which members want to take a stand, KLA can provide invaluable information and resources.

A few recent examples of how KLA has helped members with various issues appear below. While some situations involve a problem that affects only one person, others have a broader application. Members faced with a problem related to the livestock business should make KLA their first call!

**A** KLA member contacted the office after having trouble signing up for the Livestock Forage Disaster Program. Staff was able to help work through the issues and the member ultimately got approved for payments under the program.

**S**taff advised a member who had stray cattle on their property. Kansas law requires stray livestock to be reported to the county sheriff within 24 hours. If the owner can be identified, he or she can take up possession only after all damages and reasonable costs for keeping and feeding the stray livestock are paid.

**A** member called asking for guidance on federal labor laws. KLA staff explained the requirements set out under the Fair Labor Standards Act regarding when a business is considered a covered enterprise and, therefore, subject to these standards.

**K**LA staff helped a member locate a drone spraying service and connected them with the right individuals to determine the appropriate herbicide they should use.

**L**egal staff at KLA assisted a member whose neighbor refused to contribute to construction of a partition fence because they do not have livestock on their property. Staff informed the member that Kansas law requires adjacent landowners to contribute equal shares to a partition fence regardless of livestock ownership.

**A** KLA member called the office for clarification after being required to pay sales tax on fencing materials by a local retailer. Staff informed the member that agricultural fencing materials and labor are exempt from sales tax and directed them to the Department of Revenue's agriculture exemption certificate to provide the retailer. Once provided, the sales tax was refunded.

**C**PR and first aid training classes for Cattle Feeders Council and Dairy Council members were hosted by KLA earlier this year. A few months after attending the training and becoming CPR-certified, a participant was able to apply what he learned to help resuscitate a fellow producer during a medical emergency.

**I**n July, a member called asking if a new landowner could terminate an oral pasture lease they had with the previous owner. Kansas law states that for oral leases, the notice to terminate a farm or pastureland tenancy must be given in writing at least 30 days prior to March 1. The lease continues for its full year-to-year term regardless of the sale if proper notice is not given by the previous landowner.

**K**LA staff commonly help members apply for project exemption certificates to save on sales tax. Earlier this year, one member was building a new shop for \$1.7 million and another a new mill at a cost of \$14.5 million. After working with KLA staff to apply for exemption certificates on the projects, the combined sales tax savings on both was estimated to be at least \$900,000. KLA lobbied on behalf of members to acquire the exemption several years ago and continually works to make sure it remains in place. ■