



The Minnesota Cattleman

The Official Newspaper of the Minnesota State Cattlemen's Association



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FarmFest 2016 – Member and Policy Connections

FarmFest 2016 was a success on many fronts for the Minnesota State Cattlemen's Association. Despite lower overall attendance due to weather, the event provided a platform for reconnecting with members and legislators.

MSCA annually provides one of the best "full meal deals" on the grounds at FarmFest. Thanks to the generosity of the American Foods Group, the beef sandwich meal keeps beef at the center of many attendee's plates. A highlight for many at FarmFest is the opportunity for cattlemen members from all parts of the state to reconnect and network as volunteers in the MSCA Beef Booth.

"Without the help of volunteers, this event would not be possible. We can't say thank-you enough to everyone who carved time out of their schedule to come help us out for a day or two during FarmFest." – Krist Wollum, MSCA President Elect



Without the help of member volunteers, the event would not be possible.

In addition to serving beef to attendees, MSCA board members and directors had plenty to say to legislators and agency leaders who stopped by the beef booth during the three days of FarmFest. Discussion focused on trade, beef markets and allowing the beef industry to grow within the state of Minnesota.



Lieutenant Governor Tina Smith stopped by the booth for a beef sandwich. During her visit, members talked about the next generation of cattlemen in Minnesota and holding state agencies accountable.

MSCA President Tim Nolte had the opportunity to participate in a panel discussion with several Minnesota candidates hoping to keep or earn one of the 201 open seats in the Minnesota House and Senate. Questions Nolte asked of the candidates focused on topics related to public land acquisition, the economic impact of Minnesota's beef industry and management of current public lands in the state.

"I think it's important to allow cattle to graze public land," said Chris Swedzinski (R) 16A. He continued to explain the importance of state agencies role in building relationships with farmers to allow them (agencies and farmers) to work together and reach their respective goals in the process.

While politics dominated most of the discussion at Farmfest 2016, the Minnesota Beef Council also took to the opportunity to share the many successful projects and programs they work on year-round.

"The part that I really enjoy and look forward to every year is the comradery of cattlemen from a crossed the state. It's also important for the cattle industry to have a presence at events like this to showcase all the good work our industry groups do throughout the year." Mark Malacek – Minnesota Beef Council Board Chairmen



FarmFest is a great opportunity to visit with members and legislators. MSCA Cow/Calf Chairmen Grant Breikreutz visited with Senator Gary Dahms about issues important to agriculture in his district.

2016 Minnesota Cattle Industry Convention Schedule on Pages 10 & 11!

Where Will You Be On November 8th?

By Colin Woodall – NCBA

NEWS - TIME SENSITIVE MATERIAL



November 8th is Election Day here in the United States, and by now I'm sure you are sick of the constant political ads. You will hear many people say that this is the most important election we've ever seen. I argue that each election is important, but our American electorate easily forgets the past and tends to focus only on the present. Regardless, you need to plan on being in a voting

booth on November 8th. If, for some reason, you know that you will be busy that day, most jurisdictions have absentee or early voting. Make sure your vote is cast because much is at stake.

Topping the list is the race for the White House. With the change in President comes all new Cabinet officials and heads of agencies. This means that NCBA will have the opportunity to build new relationships with officials at USDA, EPA, FDA, BLM, and many more. It also means, however, that we have to start from scratch talking about how these Federal departments and agencies impact our industry. That is always complicated by the excitement of a new Administration as they get to work and typically only want to focus on their priorities. The election of either candidate will probably bring us Federal officials who don't know much about the production of beef in the United States.

For NCBA, managing the White House is best done by working with Congress. As you look at the current seats in the House of Representatives and the re-districting that has been done over the past decade, it looks like the Republicans will maintain control of the House. On the Senate side, however, control is up for grabs. Senators that are up for election this year are ones which were elected during President Obama's first mid-term election in 2010 when the anti-Obama wave brought more Republicans to the Senate. Many of those Republican Senators were elected from states which had historically sent Democrats to the Senate. This year's test will be whether those Republicans can convince their constituents to send them back. The Republicans have had a rough run as the majority in the Senate because they do not have 60 Republican Senators in their camp. The way the Senate is structured, you really need 60 votes to get anything done.

No matter the outcome on Election Day, NCBA makes it a practice to work with both Democrats and Republicans based on what they do for our industry, rather than their party affiliation. Any group that puts all of their focus on one party will rarely be successful. We are fortunate to have friends in Congress on both sides of the aisle who are willing to help us push back against overburdensome Federal rules and regulations. As we get closer to November 8th, I urge you to look at the candidates' positions on the issues and help send Senators and Representatives to Washington to help us with our fights. Bottom line – exercise your right to vote!

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The weather state wide has been unbelievably wet this summer! Even in our sandy soil, those who are harvesting corn seem to have to pull many loads out of the field. The upside for us? We have grass!

At the September MSCA Board of director's quarterly meeting, markets were the main topic for most of the day. I know many of you feel the same way I do, these markets are just not what anybody wanted. Trying to make sense of the market has been as confusing as trying to figure out a way to make money in the beef industry this past year. Our main focus has been, and will continue to be, cattlemen and keeping them all in business.

Ashley has been busy as usual. She, along with MSCA regional director Dan Anderson and Representative Dan Fabian, have been helping adjust and simplify with the process of getting Elk depredation money out to where it is needed. As you can see later in this newspaper, we have one hell of a line up for our convention this year. I'm also very happy to report that she and the board could come to terms and renew her contract for another 2 years. That is good news for all cattlemen in the state.

HSUS is back at it again. These people sure have money and manpower. If you needed one reason to get involved with the State Cattlemen's organization, the negative work of HSUS is that reason. We have to keep up the fight and defend our livelihoods or we will need to get different jobs. The DNR appears to be taking another serious look at re-starting and increasing state land grazing programs again. This topic continues to be frustrating to me and many grazers a crossed the state. The way this has been handled the last ten years feels like a big game of tug-o-war. We are continuing to encourage progress and celebrate any process that is being made. Talking about frustration is a good way to lead into talking about the wolf. There has been some slow movement in wolf delisting made in DC. Representative Collin Peterson has been a great leader in these efforts. We are grateful for his support and we will continue to push for a permanent fix in DC. We will also continue to make sure the USFWS employees in our state are fully funded to continue their support of cattlemen in wolf territory. This next session, we will also watch for any attempts to keep the DNR from being able to use methods needed to manage the population in Minnesota once they are delisted.

I would like to finish by thanking everyone who attended our last quarterly meeting. It was a great day for Nolte's. Thank you to all who made the drive!

Fall is in the air!!! Do you know a young beef leader who wants to be part of a team and speak out for the beef industry? Have them apply for the Minnesota Beef Ambassador Team! I am very passionate about this event because this is when I discovered my passion for teaching others about agriculture. This team is an essential component of the beef community. Team members educate consumers and students about beef nutrition, food safety, and stewardship practices of beef farmers during classroom visits, Summer Tour, Farm Fest, and Minnesota State Fair. We are helping youth develop skills in leadership, communication, and self-confidence which equips them in becoming leaders in the beef community.

The contest is Saturday, October 22 at the Miracle Birth Center, Minnesota State Fairgrounds. Check-in will begin at 9:00 a.m. and contest will begin at 9:30 a.m. The 2016-2017 Minnesota Beef Ambassador Team will be announced after the contest and at the Supreme Sale Selection Dinner.

The contest has two age divisions: Junior (13-15 years) and Senior (16-19 years). Youth compete in three areas: media interview, consumer event, social and traditional media response to beef industry topics. Registration form and additional contest descriptions can be the Minnesota Beef Expo website under the Junior Activities tab. If you have other questions please contact Royalee Rhodes at royalee@mnbeef.org or Jennifer Schiefelbein at jschiefel@meltel.net.

The Minnesota CattleWomen's Association wrapped up summer by promoting beef at the Minnesota State Fair Moo Booth. Fairgoers went to various "Awesome Ag. Activities" to learn about



TIM NOLTE
President, Minnesota State Cattlemen's Association

beef by-products, ear tags, meat cuts, and beef production. This was a great opportunity to educate and answer public's questions regarding the beef community.

New at the Minnesota State Fair the cattlemen sponsored various Minnesota 4-H opportunities. For the Minnesota 4-H Beef Show the association sponsored the Supreme Champion Prospect Calf. Reserve Champion Prospect Calf plaques. The cattlemen also contributed toward the Minnesota 4-H Livestock Scholarship Program. Shianne Teas, Aitkin County, received our \$1,000 scholarship.

Always remember, Beef. It's What's for Dinner!

The first part of fall has proved to be challenging for farmers in Southwest Minnesota – between higher than normal moisture causing silage chopping to be challenging and low commodity prices across all sectors of agriculture it seems most farmers are feeling the pressure to make things the best they can during this already busy and stressful time of year. Farming is cyclical and this too shall pass. In a depressed market, it is now more important than ever to continue to grow and learn from experts and peers. The sharing of best practices has the potential to assist each of our farms or ranches in maximizing resources, inputs and management tools after all, sometimes it is the little things that make the big difference.

I had one of these opportunities while visiting the Nolte's who graciously hosted our last Minnesota State Cattlemen's Association quarterly meeting. I was impressed with their knowledge and the resourcefulness of their operation. The quality of feeder calves that we saw speaks volumes about the management of the farmers and ranchers in the area. Thank you to the Nolte's for your generosity, knowledge and hospitality!

Another upcoming opportunity that you don't want to miss is the Minnesota State Cattlemen's Association Annual Convention. From the role of third party audits in our industry to updated public grazing requirements this year's agenda is packed with value. I hope to see you all at this year's annual convention December 1-3 in Bloomington until then, wishing all of you a safe fall!

The fall calving cows have started dropping calves, so apparently fall is here. This growing season has been an extremely wet challenge in most areas of the state and it appears that it is going to continue through the fall harvest. Please remember safety as we struggle to get harvest complete.

Fall is the time of year when we get to see the results of our production plans from the previous year and as always we hope we made the right decisions. It applies to all facets of agricultural production and mother nature can sure change the expected outcomes. As cow/calf producers we have made lots of decisions leading to weaning and sale time. Remember to use these as we market calves this fall.

MSCA continues to work on all the regulatory issues affecting cattle production in this state. We have met with many politicians throughout the summer to try to give us the ability to do what we enjoy doing without being regulated out of business. We had very good discussions at Farm Fest with more political leaders than I can ever remember coming through the MSCA booth. MSCA was very well received as president Tim Nolte participated in a panel asking politicians up for election/re-election questions about production agriculture. Ashley and I have been having weekly conversations with the DNR about grazing public lands. I feel we are finally making some progress as they are working towards getting a dedicated person to work specifically with the grazing part of their management system.

I would like to thank everyone who helps at the booth at Farm Fest. We had another successful year at the booth even though attendance for the whole show was down due to weather and markets. A special thank you to American Foods, we truly appreciate your support for this event.

I hope all your pairs come back home safe and sound!



DICK PESEK
Chairman, Feeder Council



GRANT BREITKREUTZ
Chairman, Cow-Calf Council



SARAH COLOMBE
President, Minnesota CattleWomen

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MSCA Membership Recruitment and Benefits

The MSCA relies heavily on a grassroots process of local cattlemen's associations and volunteer leaders to recruit and retain members. The MSCA looks to reward recruiters with the following benefits.

Recruiter incentives are as follows: 3 members: complimentary registration to state convention; 5 members: two complimentary registrations to state convention; 10 members: two complimentary registrations to state convention and a \$100 gift card; 20 members: two complimentary registrations to state conventions, \$200 gift card and a plaque; 25 members: two complimentary registrations to state convention, \$200 gift card, plaque and two nights stay at state convention.



Over 70 cattlemen from a crossed the state of Minnesota joined the MSCA board of directors for the fall quarterly meeting at the ranch of outgoing President, Tim Nolte. In addition to the meeting, attendees had the opportunity to tour the Nolte's ranch and area pastures.

Facts of the PACs

PACs, Super PACs, political funds – what are they? During elections, these groups or funds often get increased amounts of attention due to their efforts to impact legislators and elections. A political action committee or PAC, and a political fund are defined as an accumulation of voluntary contributions by an association that are collected or expended to influence the nomination or election of a candidate, or to promote or defeat a ballot question. The contents of a political fund may not be commingled with other funds of the organization.

A political action committee or fund exists for only one purpose: to influence elections. That election can be the election of one or more candidates, an election in which people vote on amendments to the state constitution, or both types of elections. Two or more people joining together to influence elections must register their group as a political committee. Because everything that a political committee does is to influence elections, all of its finances are disclosed on its reports to the Campaign Finance Board at the state and federal level.

PACs have been around since the early 1940's, when the Congress of Industrial Organizations (CIO) formed the first PAC to raise money for the re-election of President Franklin D. Roosevelt. The PAC's money came from voluntary contributions from union members rather than union treasuries, so it did not violate the Smith Connally Act of 1943, which forbade unions from contributing to federal candidates. Although commonly called PACs, federal election law refers to these accounts as "separate segregated funds" because money contributed to a PAC is kept in a bank account separate from the general corporate or union treasury.

As a cattlemen, there are 2 opportunities for you to contribute to a PAC fund that directly influences and promotes the cattle industry in Minnesota and the U.S.

The first options is the MSCA-PAC. The MSCA-PAC raises funds from personal voluntary contributions and from fundraising efforts like the MSCA Summer Golf Outing. Once we receive these contributions, use them to support political candidates who support the Minnesota beef

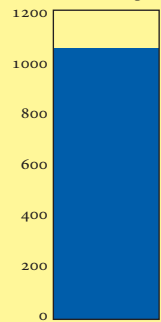
PACs . . . continued on page 5

Don't Forget to Renew Your Membership!

The MSCA saw many successes in terms of our priority issues ranging from wolf management, expanded grazing access on conservation lands, reasonable animal identification requirements, opening up CRP and other conservation lands for emergency haying and grazing and improving the environmental permitting process. As we continue into 2016, the MSCA will be focused on many of the same issues, but we will also be closely monitoring many other issues affecting Minnesota cattlemen.

Be sure to send in your membership renewal as soon as you can so we can continue having cattlemen working for cattlemen! (See membership form on back page)

MSCA Membership Goal



Minnesota Beef Alliance Members

Thanks to the following businesses that have already joined the Minnesota Beef Alliance in 2015! If you are interested in learning more about the alliance, contact the MSCA office at 612-618-6619 or visit www.mnscsa.org.

Can you list these across the page – Prime – Choice – Select and make them stand out a little better?

Prime

American Foods
Carlson Wholesale
Wulf Cattle
Minnesota Beef Council
Blue Hilltop, Inc.

Choice

Zoetis
Central Livestock
Summit Livestock Facilities
Wieser Concrete

Select

Artex Manufacturing
Leed Stone
Purina Animal Nutrition
Arm & Hammer Animal Nutrition

Upcoming Events/Important Dates

Dec. 1 - 3: MSCA Annual Convention & Trade Show, Double Tree – Bloomington, MN

December 3rd 2016 – MSCA Quarterly Board of Directors Meeting – 10:00 am, Double Tree – Bloomington, MN

February 2017 – MSCA Cattlemen at the Capitol Event – Additional Details in the November edition of the MN Cattleman

February 1-3, 2017: National cattle industry convention & NCBA trade show - Gaylord Opryland Hotel - Nashville, TN

March 2017 - MSCA Cattlemen at the Capitol Event – Additional Details in the November edition of the MN Cattleman

July 10-11 2017: MSCA Summer Beef Tour – Glacial Ridge Cattlemen's Association – Starbuck, MN



ASHLEY KOHLS
Executive Director

ALBANY MARKET

320-845-2000

Monday & Wednesday:
7 a.m. - noon Hogs and Sheep

Tuesday & Thursday:
7 a.m. - 10 a.m. Hogs

10:30 a.m. Fed Cattle, Slaughter Cows & Bulls along with Baby & Started Calves on Thursday

Special Dairy Sales:
10:30 a.m. First Wednesday & third Friday of the month

Special Feeder Sales:
10:30 a.m. Second Wednesday of the month

ROCK CREEK MARKET

320-629-1122

Monday:
8 a.m. Market Cows, Fed Cattle, Feeder Cattle, Hogs, Sheep & Goats

Wednesday:
10 a.m. Market Cows, Fed Cattle, Feeder Cattle, Hogs, Sheep & Goats

Special Feeder Sales:
10 a.m. Designated Wednesdays

WEST FARGO MARKET

701-282-3262

Wednesday:
10 a.m. Feeder & Slaughter Cattle

Sheep Sales:
8:30 a.m. Designated Wednesdays



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- Hedging
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ZUMBROTA MARKET

507-732-7305

Monday:

8 a.m. Overnight Market Cows/Bulls

10 a.m. Fed Cattle, Stock Cows & Breeding Bulls

1 p.m. Feeder Cattle, Day Delivered Market Cows/Bulls

4 p.m. Baby Calves

Tuesday:

8 a.m. Sheep, Goats & Feeder Pigs

Wednesday:

9 a.m. Hog Auction

Noon Market Cows/Bulls & Fed Cattle

Special Dairy Sales:
Noon Second & fourth Tuesdays

Special Feeder Sales:
10 a.m. Designated Thursdays

Hay & Bedding Auctions:
10 a.m. First & third Saturdays

UPCOMING SPECIAL FEEDER CATTLE SALES

Albany
Oct. 12 & Nov. 9.

Rock Creek
Oct. 5 & 19

West Fargo
Every Wednesday

Zumbrota
Oct. 6 & 20



Debuting 'Families in Motion' Campaign

There's no question that today's young families are on the move more than ever before and, as a result, are looking for easy-to-prepare, yet satisfying and nutritious meals to serve their growing households. The checkoff's new 'Families in Motion' campaign is designed to inspire beef use and educate consumers – especially millennial parents – about beef's bundle of nutrients, providing tools, techniques, nutritional information and recipes along the way. The campaign is anchored by a 'Families in Motion' landing page, which features a host of delicious and nutritious beef recipes, while a variety of supporting digital advertising includes social media advertising (Facebook, Twitter, Pinterest), Google Search advertising, banner advertising. Online measurement tools, such as Google Analytics and custom checkoff-funded market research studies, will evaluate reach, engagement and impact of this new effort. Still to come – new online video commercials, so stay tuned.

Minnesota State Fair

Did you know the Minnesota State Fair set new record this year for attendance with 1,943,719 people during the 12-day event? The Minnesota Beef Council had a consumer promotion booth in the Dairy Building where the Princess Kay of the Milky Way Butterheads are located. The booth engaged consumers with the beef health and nutrition message along with a grill give-away. Staff members also help the 4-H Beef events such as shows, educational seminars, interviews and auction. New this year was a MN Meats Cook-off for the 4-H kids and there were 10 teams for the beef cook-off. It was a great 12 days and we are already planning for next year.



Celebrate Ag and Food Day

The Minnesota Beef Council along with several other commodity organizations participated in the University of Minnesota for Celebrate Ag & Food Day on September 10 talking to game attendees about the benefits of beef. The purpose of this event was to bring more visibility and education to the fans across the state about the importance of agriculture and food production that comes from our great state! This year attendees, received a beef snack stick with a message on it about why you should focus on protein. The Gopher Football game provided a high profile stage, not only with the fans that day, but a statewide listening audience, to speak to on the importance of agriculture on our state's economy.



Twin Cities Live – TV Segments

(Insert 12 Days of Grilling logo)

MBC works with the Television Program Twin Cities Live to provide a monthly 4-6 minute segment on beef. During August, we do the 12 Days of Grilling. These segments aired August 4-19, and this year we featured recipes from All Around the World. All these segments of Twin Cities Live can be found on our website.

During the month of August, the Minnesota Beef Council sponsored the 12 Days of Grilling on Twin Cities Live on KSTP Channel 5. Our theme for the 12 Days of Grilling this year, All Around the World featuring ethnic flares. It was a busy month so if you didn't have a chance to watch each episode live, then make sure to check out our website or You Tube channel and watch each episode. Don't watch them on an empty stomach though!



Minnesota Vikings Yearbook Publication

MBC placed a ½ page advertisement in the MN Vikings Yearbook that was released at the beginning of the season. This advertisement will likely have over 1 million impressions and will be sold at newsstands and at each home game throughout the season.



Answering Questions About Consumers

Do you ever wonder what today's consumer is thinking about beef? What do they like best? What concerns them? Getting answers to important questions like these enables the checkoff to focus efforts on helping consumers understand the benefits of beef and, ultimately, drive demand. To improve our understanding of today's consumers, the checkoff's market research and intelligence program has summarized a broad range of recent work that answers the following key questions: Supply is up, but are we selling more beef? How are we doing on the factors that most directly impact beef demand? What characteristics of beef (cuts, names, grades, cooking styles) express quality? What is the focal point of nutrition among Texas Hispanics? What is the opportunity for beef in the supermarket foodservice section of the store? What do consumers fear about use of antibiotics in cattle production? What does the consumer see as the most compelling messages about production? Is the millennial parent buying and eating more beef for their family? See what we learned at www.beefissuesquarterly.org and type Consumer Insights: Answering the Key Questions in the search box and you can download the presentation.



PACs . . . continued from page 3

industry. The MSCA-PAC gives Minnesota cattle producers' access and visibility the industry needs to have its voice heard in St. Paul. Not everyone can run for office or travel to St. Paul to speak with each Representative or Senator as often as needed to influence policy. By contributing to the MSCA-PAC, cattle producers in Minnesota can help elect officials who understand our policies and share our priorities.

The Minnesota State Cattlemen's Association PAC fund made direct contributions to 19 campaigns in Minnesota this year. The decision to contribute to these candidates was directed by the leadership of MSCA's legislative advisor and lobbyist - Bruce Kleven, MSCA's legislative chairmen - John Chute and the MSCA executive committee. The individuals who received these contributions have proven to be supportive of our policies and priorities. I asked MSCA legislative chairmen, John Chute, why he felt it was important to contribute to the PAC fund.

"PAC dollars are contributions made above and beyond membership dollars. In fact, these are completely separate funds used to help candidates get elected. A healthy balance in the PAC account will increase the number of candidates we can contribute to. All 134 seats in the house and 67 seats in the senate are up for election in 2016. These dollars are only invested on candidates who have proven to be an asset to our association." - John Chute

On the national level, NCBA also has a PAC account used to influence elections in Washington, D.C. For more than 20 years, NCBA-PAC has been the political arm of the largest national trade Association representing U.S. cattlemen and women. The NCBA-PAC raises funds from personal voluntary contributions from NCBA members and pools those contributions together to support political candidates

Farmfest

August 2-4, the Minnesota Beef Council was at the 35th annual Farmfest to talk and network with attendees/producers and other agriculture industry leaders. We had a table located in the Minnesota State Cattlemen's Tent with educational materials and recipe brochures for producers to take and share with people as they share their beef story. There were over 4,500 people who came to the tent to enjoy a beef sandwich made by the Minnesota State Cattlemen. Although we were not able to talk to all 4,500, they all had to pass the table with educational materials and recipes as they went through the lines.

BQA Free Certification Period

The countdown has begun once again for beef and dairy producers to become Beef Quality Assurance (BQA)-certified for free online through Nov. 13. And, as an added bonus, anyone who becomes certified during this period is eligible to win a prize package, courtesy of Boehringer Ingelheim Vetmedica, Inc. and the BQA program, funded in part by the beef checkoff.

Boehringer Ingelheim Vetmedica, Inc. will pick up the \$25-\$50 online training fee for every person completing BQA training through Nov. 13. That includes anyone who works with cattle - whether it is beef or dairy. Visit www.bqa.org to take advantage of the open certification period.

The BQA program is important to the cattle industry because it is a producer's consumer-friendly story to tell, helping them talk about using BQA Protocols for producing a safe and high quality beef product. The BQA training modules are customized to fit the specific needs of each segment of the cattle industry - cow-calf, stocker, feedyard and dairy operations. The program covers production practices such as proper handling and administration of animal health products, reducing injection site blemishes, and low stress cattle-handling principles.

For dairy producers, the DACQA online modules satisfies the employee stockmanship training requirement included in the new FARM 3.0 program, which will be active in 2017.

More than 2,000 producers across the country became Beef Quality Assurance (BQA)-certified during the last campaign thanks to the program support by Boehringer Ingelheim Vetmedica, Inc. (BIVI). And, of those who signed up during the free certification window, 65 percent completed their certification, the highest percentage in the program's six-year history. Through its sponsorship of the BQA certification program, BIVI provides financial support for the Beef Cattle Institute, which developed the training modules.

Have questions about Beef Quality Assurance? Contact Ashley Kohls, Beef Quality Assurance Consultant via phone at 612-618-6619 or via email at mnbefbqa@mnbeef.org.



MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, November 14 at the Minnesota Beef Council office in Maple Plain, MN.

who support the U.S. beef cattle industry. NCBA-PAC gives cattle producers access and visibility the industry needs to have its voice heard on Capitol Hill. Just like on state level, not everyone can run for office or travel to Washington to speak with each Representative or Senator. Cattlemen and women have their farms and ranches to run! NCBA-PAC enables us to have daily representation on Capitol Hill. By contributing to the NCBA-PAC, cattle producers can help elect officials who understand their needs. PAC contributions also provide NCBA's staff in Washington, D.C. the access they need to Congress to address issues important to rural America. I spoke with NCBA-PAC Chairmen, Jim Strickland - a rancher from Florida, about why he feels contributing to a cattle focused PAC on a national level is important.

"This year 34 seats are open or up for reelection in the Senate, eight to ten of those seats are competitive, and only four seats are needed to determine who controls the Senate. Many of the Senators that are up for re-election have been strong supporters of the cattle industry and we cannot afford to lose them. Timing is everything in politics and it seems now is the time with the right candidates."

The true power of any PAC is in its ability to support candidates from both sides of the aisle. Policy that influences or inhibits the prosperity of our industry often depends on votes and actions from both Republicans and Democrats who sit on committees that have jurisdiction over issues that affect our industry. Both the MSCA-PAC and the NCBA-PAC regularly contribute to both political parties.

If you have questions about the MSCA-PAC, NCBA-PAC, or are interested in contributing to one or both of them - please feel free to contact me at 612-618-6619 or at mnsca@mnsca.org.

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Scholarships Available!

The Minnesota State Cattlemen's Association, in conjunction with the Bottem and Jensen families, have 3 scholarships available to deserving animal science, agriculture or agronomy students. For application forms and submission instructions, visit www.mnsca.org/scholarshipsandawards.php. Winners of the Reid Mason and Dennis Bottem Scholarships will receive their scholarship at the 2016 Minnesota Cattle Industry Convention in Bloomington, MN.

Reid Mason Memorial Scholarship \$500 – Eligibility Criteria

- Parent or guardian must be a member of the Minnesota State Cattlemen's Association and National Cattlemen's Beef Association.
- Applicant must be enrolled as a junior or senior in a college or university in Minnesota, North Dakota, South Dakota, Wisconsin, or Iowa.
- Applicant should be majoring in Animal Science with emphasis on beef cattle.
- Applicant must submit with the application:
 - Most recent grade transcript.
 - An essay of not more than 300 words which includes the reasons for pursuing your present education program, career plans, attitude toward agriculture, college activities, and why you are deserving of this scholarship.
- The scholarship application, requested essay, references (one of which must be from a current or former teacher), and grade transcript **must be received by November 15th, 2016.**

Dennis Bottem Memorial Scholarship \$500.00 – Eligibility Criteria

Must be a Minnesota Resident.

Applicant can be enrolled in either a two or four year Ag program in any college

or school in Minnesota, North Dakota, South Dakota, Wisconsin or Iowa.

Applicant should be majoring in Animal Science or Agronomy.

Applicant must submit with the application:

Most recent grade transcript.

An essay of not more than 300 words which includes the reasons for pursuing your present education program, career plans, attitude toward agriculture, college activities, and why you are deserving of this scholarship.

The scholarship application, requested essay, references (one of which must be from a current or former teacher), and grade transcript **must be received by November 15th, 2016.**

Adam Jensen Memorial Scholarship \$500.00 – Eligibility Criteria

The applicant should have completed at least one year of postsecondary education, but consideration will be given to a high school graduating senior if sufficient applications are not received. A current transcript may be requested as proof of attendance prior to distribution of funds.

The applicant should be actively pursuing a postsecondary education with relevance to Agriculture

There is not a GPA prerequisite for scholarship award.

It is recommended, but not required, that the applicant as an individual or their family be associated with a local cattlemen's association or the Minnesota State Cattlemen's Association.

Applicants who are actively involved in the cattle industry to any degree will be given strong consideration

Applicant, along with completed application, must submit a short essay on a topic of their choice in relation to the beef industry. The applicant should be prepared to present this essay at the Redwood Area Cattlemen's Association Annual Meeting.

Application must be received by October 29th, 2016.

China Announces End to 13 Year Ban on U.S. beef

After 13 years, China is getting ready to open its doors to US beef, a welcome development given the increasingly important role that China now has in global beef trade. China is home to one-fifth of the global population, with a growing middle-class that is greater than the entire population of the United States. China is a major importer of protein, including beef. Being able to capture part of the strong demand for high quality beef in China will greatly benefit U.S. beef producers. The first news regarding this move came on Wednesday, September 21st when Reuters referenced statements by the Chinese premier Li Keqiang who "promised to resume Chinese beef imports of US beef soon, calling it a sign of Beijing's sincerity to improve commercial tie with the US." This report was confirmed on Thursday, September 23rd by another Reuters wire announcing that the Chinese Ministry of Agriculture had agreed to conditionally remove the import ban on US beef. In addition, China announced that it would also lift its ban on Canadian boneless beef from cattle under 30 months of age. It is currently unknown what implications this announcement will have on the current overall bilateral trade relations China and Canada. While we speculate there will be plenty of political commentary on this announcement going into peak election season, MSCA will focus on the actual implications this has on US beef trade and beef and cattle prices in this country.

Here are things we don't know at this time:

The first step for restoring access to China is the lifting of the import ban. The next step involves technical negotiations between USDA and AQSIQ to establish the rules and protocols for beef produced in the United States for sale in China. We are uncertain of the overall timeline of the technical process. In the past, Chinese officials have made these types of announcements, but then have taken a significant amount of time to negotiate and implement the rules and protocols that will be required for import. However, in 2015 Chinese officials worked quickly to resume trade between China and Brazil, only taking only a few weeks to establish and implement rules and protocols for import. We are hopeful to see a similar timeline regarding the return of U.S. beef into China to allow Chinese consumers to purchase safe and delicious U.S. beef in the very near future.

Things we don't know but expect to happen:

While we are not aware of any further restrictions on U.S. beef, we are hopeful both countries will establish science-based protocols that highlight the importance we place on the health of our cattle and the safety of our beef. Current Chinese rules are similar to those in place in the European Union, something that has limited US beef exports to that market in the past. These current rules specify that beef imports need to be free of hormone growth promotants



(HGP). While the supply of non-hormone treated (NHTC) cattle in the US has been increasing in recent years, it still remains a relatively small percentage of the total cattle herd. Currently, there are no reliable statistics to quantify what the actual supply of these NHTC or HGP cattle in the U.S. There is also speculation that Chinese officials will insist that beef going into the Chinese market be from cattle that are not fed ractopamine. This has been the case with pork and there is no reason to think it will not be the case with beef.

Potential Market impacts:

In the short term, the market impact from resumption of trade with China will likely be limited due to the limited supply of beef that will be eligible for shipment there. Brazil's last 12 month of trade has resulted in nearly 166,000 MT of beef into China, becoming its largest supplier. It is unknown if the U.S. will be able to equal that volume of beef into China. Regardless of the amount of beef eligible to be exported into China, resumption of trade is important as it offers an additional market to add additional value to NHTC or HGP cattle that are currently available. Market experts do not expect the announcement to be an immediate "game changer". The greatest market impact will likely happen with limited restrictions on the types of beef allowed to be sold into China. The combined Chinese/Hong Kong market is expected to emerge as the largest global beef buyer by 2017, eclipsing the US and far bigger than Japan.

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2016 Best of Beef Banquet will feature farmer and comedian, Jerry Carrol

Farmer, comedian, and host of TV's Amazing America, Jerry Carroll, harvests a bumper crop of hilarity in his fast-paced, high-energy presentation. His entertaining and relatable topics about everyday life crack up the most hard-to-please crowds. Jerry found humor growing up on his family's farm. From the time he could walk, Jerry joined his father and uncle to farm 130 acres of flue cured tobacco, 500 acres of corn, 500 acres of small grain, 500 acres of soybeans, 40 head of cattle, and 5,000 hogs per year. Spending 14 hours a day in a tractor cab gave Jerry plenty of time to think about his life's dream of entertaining people and making them laugh. Since beginning in 1993, Jerry has performed for crowds in venues ranging from cattlemen's association banquets across the United States to the Ministers of Provincial Parliament in Toronto, Ontario, Canada. In addition to corporate events and conventions, Jerry has opened concerts for music artists such as Michael Bolton, Patty Loveless, Lyle Lovett, and Larry Gatlin. Everywhere he goes, he leaves audiences roaring with laughter. When he's not on the road making people laugh, Jerry still works the fields of his family's farm. This experience makes him one of the nation's most sought-after farm speakers for agribusiness events.

This show is all about laughs and having fun. Jerry begins the presentation with his humorous routine, and ends with a motivational message about following your dreams. Jerry's dad went from tenant farmer, to sharecropper, to one of the largest landowners in his area. The touching story of his parent's journey is an inspiration to all.

Nominations sought for the 2016 MSCA Cattlemen of the year

The purpose of the Minnesota Cattleman of the Year Award is to publically recognize and reward an individual cattleman or family that has made a substantial contribution to Minnesota's beef cattle community through outstanding leadership and personal dedication.

MSCA accepts nominations for the honor and presents the nominations to a selection committee consisting of individuals that are past recipients of the award. The announcement of the selection is made public at the Annual Best of Beef Banquet at the Minnesota Cattle Industry Convention.

Qualities and achievements shared by recipients of the Cattleman of the Year Award include, but are not limited to the following.

- Demonstrated leadership and organizational skills that have made a positive and lasting contribution to Minnesota's cattle community.
- Strong record of active promotion of the beef industry and a willingness to speak out publically on behalf of the industry.
- Served in a variety of volunteer, appointed and elected positions of responsibility within Minnesota's beef sector and at the national level.
- Served in volunteer, appointed and elected positions of responsibility within their local community and at the state and national level.
- Well respected by fellow cattlemen, local community leaders, and government officials.
- An active participant in and supporter of the Minnesota State Cattlemen's Association.

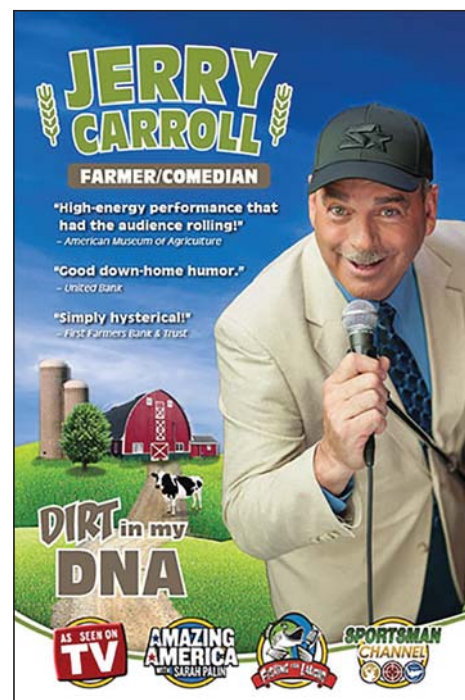
Eligibility Criteria

1. Be a resident of the State of Minnesota and member of the Minnesota State Cattlemen's Association.
2. Be or have been a cattle producer within the State of Minnesota.
3. Be nominated by a fellow MSCA member or affiliated with local cattlemen's association.

For more information and for the nomination forms, visit www.mnsca.org. Nominations are due no later than November 15th.

CME Update

The NCBA/CME Working Group continues its efforts to try and find a way to address market volatility, price discovery, and futures contract specifications. After NCBA's Summer Business Meeting in Denver, the Working Group was expanded to have better geographical representation and representation throughout the beef supply chain. Added to this working group is MSCA member, Tim Schiefelbein. The Working Group is currently working with the Commodity Futures Trading Commission (CFTC) and Congress to gain access to audit trail data which will give us more insight into who was driving the markets on some of the most volatile days of 2015 and 2016. We need to better understand how much of that volatility was driven by High-Frequency Traders (HFT) and automated trading as a whole. We are also pushing back on CME Group's discussion of moving from physical delivery to cash settlement of the contracts. NCBA's policy makes it clear that we need to maintain physical delivery. Although CME Group has already made the decision to discount the delivery point at Worthing, South Dakota, our Working Group continues to look at improving the contract specifications, including delivery points. While there is a lot of work left to do, the Working Group is making progress to restore the CME Group's cattle futures contracts as true risk management tools.



Manure Management during Flood Conditions



Minnesota Pollution Control Agency

Due to the extreme rainfall this summer and fall, there have been reports of manure storage challenges in some parts of Minnesota. While the goal for all farmers is to have no discharge or overflow issues any of their storage basins or lagoons, there is always an additional risk when excessive rainfall happens. As farmers, we all know the negative press and the legal liability that can come from such events, so every effort should be made to prevent and mitigate an overflow or discharge from happening.

MSCA, along with other agriculture groups, have been in contact with the MPCA to discuss ways to assist farmers in the event that they do run into manure storage issues due to heavy rains. According to the MPCA, communication is key to preventing manure stored in basins or lagoons from discharging into surface water. It is always best to work closely with your county feedlot officer to find the best workable solution for your farm.

Below is a guideline developed by the MPCA to assist you in who you should contact in the event your manure storage basin or lagoon is approaching capacity.

What to do/Who to contact

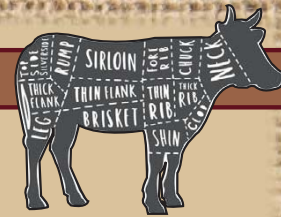
For Permitted and Non-Permitted Concentrated Animal Feeding Operations (CAFO):

- Release of manure from liquid manure storage areas
 - o Immediate notification to the Duty Officer 800-422-0798
- Freeboard encroachment/imminent release
 - o Duty Officer Notification within 24 hrs. 800-422-0798
- Emergency Land Application (land owned or operated by the feedlot but not included in Manure Management Plan)
 - o Duty Officer Notification within 24 hrs. 800-422-0798
 - o Apply only the volume that is necessary to prevent manure storage overflows.
 - o Apply at agronomic rates
 - o Maintain setbacks to all sensitive features (ex. Lakes, streams, surface tile intakes, etc.)
 - When applying manure in sensitive areas, follow BMPs available from the MPCA.
 - Surface applied manure - 300 foot set back applies to all sensitive features.
 - Do not exceed hydraulic loading capacity of the land based on soil conditions.
- o Transfer of manure to others (land not owned or operated by the feedlot)
 - Apply at agronomic rates
 - Maintain setbacks to all sensitive features (ex. Lakes, streams, surface tile intakes, etc.)
 - When applying manure in sensitive areas, follow BMPs available from the MPCA.
 - Surface applied manure - 300 foot set back applies to all sensitive features.
 - Do not exceed hydraulic loading capacity of the land based on soil conditions.
 - For Permitted CAFO's: all Releases, freeboard encroachments, emergency land applications & transfer of manure must be reported as part of the 2016 Annual CAFO Report.

For Non-CAFO facilities:

- Overflows, potential releases, freeboard encroachment
 - o Duty Officer Notification 800-422-0798
 - o Contact Local County Feedlot Officer

2016 Minnesota Cattle Industry Convention



Schedule of Events

Thursday, December 1, 2016

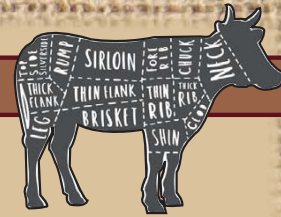
Noon-2:00PM	Committee Meetings
2:00PM-5:00PM	MSCA Policy & Resolutions Committee Meeting
7:00PM	Social hour & Exhibitor/Sponsor Appreciation Supper

Friday, December 2, 2016

8:00AM-6:00PM	Registration open
8:00AM-11:00AM	Trade show set-up
9:30AM-10:00AM	Cow/calf & Feeder Council meetings
10:00AM-10:15AM	Regional caucus meetings for new director nominations (1,5,7 & 9)
10:30AM-11:30AM	MSCA quarterly Board of Directors meeting
11:00AM	Trade show opens
Noon-1:00PM	Lunch & welcome: MSCA & MCW Presidents NCBA & ANCW representatives <i>Keynote: "Mom at the Meat Counter" by Janeal Yancy</i>
1:30PM-3:30PM	Cattlemen's College
1:30PM-2:00PM	Josh White, NCBA Director of Producer Education <i>(self assessments & BQA, why they are important to the beef industry.)</i>
2:00PM-2:30PM	IMI Global <i>(3rd party audits, why they are important to the beef industry.)</i>
2:30PM-3:00PM	MN beef feedyard owner <i>(3rd party audits, feedyard owners perspective.)</i>
3:00PM-3:30PM	Assessment panel/Q & A
1:30PM-4:30PM	Public grazing workshop
1:30PM-2:30PM	Greg Hoch, Minnesota DNR Prairie Habitat Team Supervisor <i>"Public lands grazing - The good, the bad and the ugly. How the process has evolved and lessons learned."</i>
2:30PM-3:00PM	Cody Nelson, Prairie Creek Seeds <i>"Grazing cover crops & extending the grazing season."</i>



2016 Minnesota Cattle Industry Convention



Schedule of Events continued...

Friday, December 2, 2016 continued...

- Public grazing workshop continued -
3:30PM-4:00PM MN DNR & USFWS “New & updated public grazing requirements, updated grazing acreage goals & opportunities for partnerships with cattlemen in Minnesota.”
- 4:00PM-4:30PM Public grazing panel Q & A
- 3:30PM-5:00PM Trade show
- 5:00PM-5:30PM Social
- 5:30PM-11:00PM Best of Beef Banquet: Supper, ceremonies, entertainment & auction.
Entertainment: Jerry Carrol: Farmer, comedian & agricultural speaker. Comedian Jerry Carroll harvests a bumper crop of hilarity in his fast-paced, high-energy show. Jerry found humor growing up on his family’s farm, his relatable topics about everyday life crack up the most hard-to-please crowds. When he’s not on the road making people laugh, Jerry is still an active part of his family’s farm. This experience makes him one of the nation’s most sought-after speakers for agricultural related events.

Saturday, December 3, 2016

- 7:30AM-1:30PM Registration open
- 7:30AM-9:30AM Breakfast briefing
Bruce Kleven, MSCA Legislative Advisor
Colin Woodal, Sr. Vice President of Government Affairs, NCBA
- 9:00AM-1:30PM Trade show open
- 9:00AM-10:30AM MSCA Annual Meeting
- 9:30AM-Noon Minnesota CattleWomen Annual Meeting
- 11:00AM-Noon MSCA Jr. Association Meeting
- Noon Silent auction closes
- Noon-1:30PM Lunch
Keynote: Nebraska Cattlemen’s Association Marketing Program



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2016 Minnesota Cattle Industry Convention – Register Now!

The Minnesota Cattle Industry convention is an event that brings together producers and beef industry partners for educational opportunities, policy discussion and development, and a cattle focused trade show. The Minnesota State Cattlemen’s Association, along with the Minnesota Cattle women and the Minnesota Beef Council, will host the Minnesota Cattle Industry Convention and trade show December 1st – 3rd, 2016 at the Double Tree in Bloomington, MN. This year’s convention will be held at the hotel and convention center where the very FIRST MSCA annual convention was held. So, please join us for the tradition and excitement of the Minnesota Cattle Industry Convention. See pages 10 & 11 for the complete Minnesota Cattle Industry Convention schedule and page 16 for registration information. Or, check out www.mnsca.org for more details, to register online or to book your hotel room!

2016 Convention speakers include: (Meet the speakers in the November issue of the Minnesota Cattleman Newspaper.)

- “Mom at the Meat Counter” Janeal Yancy –PhD Meat Scientist and professor at Arkansas State University, mom and beef industry advocate blogger. Check out her blog at momatthemeatcounter.blogspot.com.
- NCBA President Tracey Bruner – Ramona, KS
- ANCW President Penny Zimmerman – Foley, MN
- Cattlemen’s College 2016 Speakers
 - o Josh White – NCBA Director of Producer Education – Denver, CO.
 - o Kathryn Britton – IMI Global - Castle Rock, CO
- Public Grazing Workshop
 - o Greg Hoch – Prairie Habitat Team Supervisor – MN DNR
 - o Cody Nelson – Business Development Manager, Prairie Creek Seeds – Renville, MN
 - o New and updated public grazing requirements and opportunities – USFWS & MN DNR employees
- Best of Beef Banquet – Jerry Carrol, Famer, Comedian & Agriculture Speaker – Raleigh, NC

- Breakfast Briefing
 - o Bruce Kleven – MSCA Legislative Advisor
 - o Colin Woodal – Sr. Vice President of Government Affairs, NCBA - Washington D.C.
- Jeff Stolle – Nebraska Cattlemen’s Association Marketing Program Manager – Lincoln, NE

Don’t miss this opportunity to reconnect with fellow cattlemen, continue the tradition of cattle focused policy development to further the beef industry in Minnesota, and make new connections. This year’s convention will also include the same great events as years past - including the live Cattlemen’s Auction, MSCA quarterly BOD meeting, MSCA Annual Meeting and MCW annual meeting. We look forward to seeing you in December!

**MN Cattle Industry Convention
Registration Form found on page 16.**

Minnesota Cattle Industry Convention



SAVE THE DATE

December
2nd & 3rd, 2016

Double Tree Hotel
Bloomington, MN

www.MNSCA.org

Producer Focused Education—Policy Development—Networking

MSCA Sponsors Minnesota Grazing School

The 1st annual Minnesota Grazing School was held in Grand Rapids, MN on August 26 and 27. The program was delivered by the Minnesota Grazing Lands Conservation Association (GLCA), University of Minnesota Extension, and the USDA Natural Resource Conservation Service (NRCS). The program featured both classroom and field exercises to demonstrate the fundamentals of rotational grazing.

Minnesota GLCA President Roy Bell of Leader, MN said “The school was a tremendous success and the people that attended the school were very happy with the information they learned about grazing.”

Participants from all over Minnesota said they were really amazed with how much information was packed into the school. Cory Skorczewski of Grand Rapids, MN said “The stuff we learned in the field was awesome and really gave me some good ideas to take home and try on my place; it was definitely worth the cost.” The event was supported by sponsorships from Minnesota State Cattlemen’s Association, Thousand Hills Cattle Company, Brandywine Farms, and Kencove.



NRCS Grazing Specialist John Zimm (center) explains plant identification to Barney Rieck (left) and Austin Young (right)



Minnesota Grazing Lands Association President Roy Bell of Leader, MN discuss the benefits of clover with Doug Ruble.

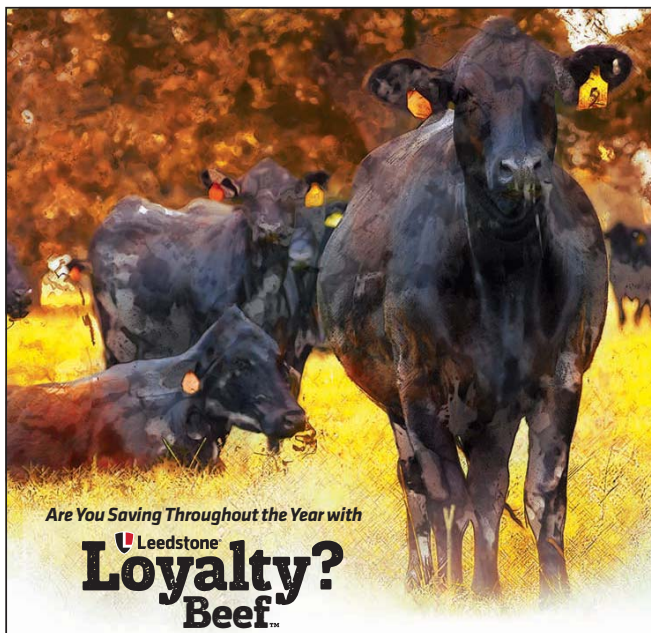


NRCS Grazing Specialist John Zimm (left) and Dean Thomas (right) discuss grazing concepts with Minnesota Grazing School participants.

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2016 Minnesota Cattle Industry Convention Location & Room Reservations

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7800 Normandale Boulevard
Minneapolis, MN 55439

For Reservations Call: 952-893-8444 or visit www.mnsca.org for the online hotel reservation link.

When making reservations please mention that you will be attending the Minnesota Cattle Industry Convention and Trade Show. Please use the Group name MN State Cattlemen or group code MCM. The MSCA hotel room block expires on November 10th, 2016.

Guest Room Rates:
Single Rate - \$89.00/night.
Double Rate - \$89.00/night.
Triple Rate and Quade Rate - \$99.00/night.

Submit Material for The Minnesota Cattleman

If you would like to submit any information or advertising for the upcoming issue of the Minnesota Cattleman the deadline for the next issue is due October 15th, 2016. We are interested in highlights and photos from your local cattlemen's associations and cattle news in your area. Submit information to mnsca@mnsca.org

MSCA Change of Address

The MSCA board of directors is pleased to announce an addition to the MSCA team! MSCA has entered into contract with Katie Davis at the Minnesota Beef Council to take over the membership and accounting responsibilities of the Minnesota State Cattlemen's Association. Because most of the mail received by MSCA is membership or accounting related, we opened a PO Box close to the Beef Council to expedite and streamline of the processing of these items. We are excited to have Katie as part of the team and look forward to better serving our members with increased and more prompt membership and accounting questions. Please don't hesitate to reach out to Ashley if you have any questions about the changes. No checkoff funds will be utilized for conducting these duties on behalf of MSCA.



KATIE DAVIS
Membership & Accounting

2016 Minnesota Cattle Industry Convention and Trade Show Registration for General Attendance

Online registration available at MNSCA.org

Meeting and Tradeshow Registration:	# of People	Fee	Total
Full Registration Fee (Both Days) (Per Person)		X \$100.00 -	=
Jr. Registration (Both Days) (Per Person)		X \$90.00-	
One Day Registration Fee (Per Person) Check Day: Friday _____ Saturday _____		X \$60.00 -	=
Total:			=

* Note: If you are a new member joining the MSCA in 2015, or if you recruited three new MSCA members, you are entitled to one complimentary registration. Exhibitors and general sponsors are also eligible for one complimentary registration.

First Name:	Last Name:	Organization/Business/Farm Name:

Payment Information:

Name: _____ Business _____
 Address: _____ City _____ State ____ Zip _____
 Email _____ Phone _____
 Payment Method: Check Enclosed ("MSCA Convention") Credit Card
 Credit Card: __MC__Visa__Discover Credit Card Number _____
 Authorizing Signature _____ Expiration Date _____
 Name on Credit Card (Exactly as listed) _____

Please return completed form to:
Ashley Kohls - Executive Director
Minnesota State Cattlemen's Association
PO BOX 12 - Maple Plain, MN 55359

Help MSCA grow! Recruit a member today!

Sign Up a New Member Today - Help MSCA Grow!

Minnesota State Cattlemen's Association/National Cattlemen's Beef Association

MSCA/NCBA Partnered Membership Application Form

Name _____ Phone _____ Email _____

Address _____

City _____ State _____ Zip _____

Type Ops: Feeder Cow-Calf Seedstock Stocker Dairy Associate

Method of Payment: Check Credit Card Invoice Me

Credit Card Type: __Master Card__ Visa__ Discover

Card # _____

Expiration Date ____/____/____ Signature _____

Make Checks Payable to: "MSCA" (No Cash Please)

Return Form & Payment To: MSCA Treasurer

23722 230th Street • Hutchinson, MN 55350

Recruited By: _____

Questions Call: ☎ (612) 618-6619 or email: ✉ mnsca@mnsca.org

MN State Cattlemen's Association Dues \$50
Junior Dues \$25

Local Cattleman Association Dues (Optional)
 Local = _____ (Local Dues →) _____

NCBA Membership Dues (Optional)
 (Select the appropriate classification and add to MN State Cattlemen dues)

- | | |
|----------------------|--|
| 1-100 - \$150 | Stocker/feeder - \$150 + \$0.38/head |
| 101-250 - \$300 | |
| 251-500 - \$450 | |
| 501-750 - \$650 | Associate Dues |
| 751-1000 - \$900 | Individual - \$150 (NCBA Dues →) _____ |
| 1001-1250 - \$1150 | Business - \$200 |
| 1251 - 1500 - \$1400 | Student (24 or younger) - \$50 |
| 1501 - 1750 - \$1600 | |
| 1751 - 2000 - \$1900 | |

Total Dues Enclosed This Membership _____